

Customer Case Study

MasTec



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| Organization MasTec | Operation <ul style="list-style-type: none"> • 8,800 assets | Benefits <ul style="list-style-type: none"> • Cleared 12 false claims |
| Industry Vocational | Solution <ul style="list-style-type: none"> • Zonar Ground Traffic Control® • Zonar V4™ TCU • Zonar Coach™ • Zonar DashCam™ devices • Zonar custom reports | <ul style="list-style-type: none"> • More efficient driver safety reporting • More effective driver coaching • Safer driving habits on and off the clock • Deeper fleet visibility for more strategic decisions using custom reports |
| Location Coral Gables, Florida | | |
| Website mastec.com | | |

MasTec protects its fleet, puts the brakes on scammers and clears 12 false claims.

With offices across North America and nearly 22,000 skilled professionals, MasTec has been involved in some of the largest, most complex infrastructure construction projects across the U.S.

To say they prioritize safety is an understatement. MasTec is a member of numerous safety organizations and safety auditing programs. Implementing the Zonar Coach driver safety solution and its AI-powered Zonar DashCam devices have strengthened MasTec’s fleetwide safety strategies.

- Provide evidence that protects against fraudulent claims and legal expenses.
- Ensure driver compliance with national, state and local traffic laws.
- Prevent incidents, accidents and citations with audible in-cab alerts.
- Teach drivers to operate more safely, including during their personal time.

12 legal claims, cleared.

Accident-causing scammers are difficult and expensive to fight without evidence. MasTec outfitted their vehicles with dual-facing [Zonar DashCam devices](#) to protect its fleet and drivers from fraudulent claims.

- Incidents, accidents and driver actions are recorded in 1080p high definition.
- Footage is uploaded in real time to the cloud for that driver and authorized MasTec employee to review online.
- MasTec exonerates its drivers, mitigates false claims and protects its insurance rates.

At the time of this case study, MasTec has cleared 12 legal claims using DashCam footage.

“We protected our fleet.”

► [Tony Cruz, Southwest Division Fleet Manager, MasTec](#)

Tony Cruz is MasTec Southwest Regional Fleet Manager, with responsibilities in Colorado, New Mexico, Utah and Nevada. “We protected our fleet,” he says. “The success of capturing high-definition footage of any safety incidents have been able to help MasTec with false insurance claims and legal expenses.”

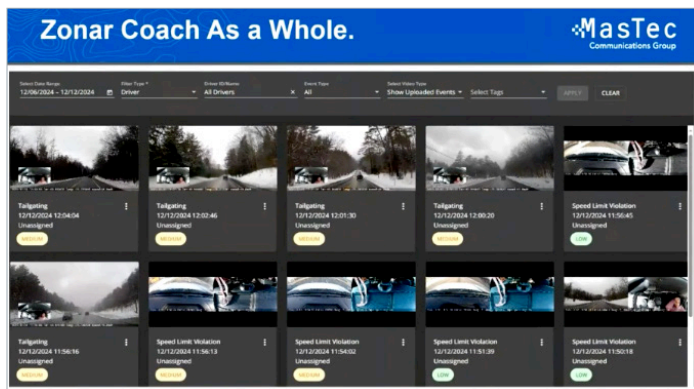
Audible alerts help drivers prevent incidents.

When the AI-powered DashCam device detects one of 12 unsafe events such as speeding or distracted driving, the device immediately issues an audible, in-cab warning. Drivers can self-correct before causing an incident or earning a citation.

And adopt safer long-term habits.

Each DashCam device stores up to 70 hours of driving time footage, which MasTec downloads and uses to teach drivers to operate more safely. Drivers review their incidents with their managers in partnership to improve safety and performance.

Viewing multiple videos of events at the same time enables more efficient investigation into incidents.



MasTec drivers have noticed that this approach makes them better drivers in their personal time, too. “Because you’re not just being a safe driver for MasTec,” says Cruz. “But you’re being a safe driver for everyone else that’s around you every day.”

Watch the [on-demand webinar](#) to learn how MasTec earned driver buy-in.

Laws and policies see greater support.

Coach’s recorded safety events enable MasTec to help drivers avoid violating newly implemented or changed traffic laws.

Prime example: Glancing at their phone while stopped at a red light in Colorado now qualifies as distracted driving. Coach helped MasTec drivers break this habit and avoid the citation before the law went into effect.

Established laws and company policies also see their share of greater adherence.

Managers identify heavy speeders, habitual tailgaters, lane drifters and seatbelt avoiders. They also see who smokes or vapes in the vehicle, which violates MasTec policy.

Safety goes where drivers go.

Any time a driver encounters an emergency situation, that driver can press the red panic button on the DashCam device. And their manager is alerted, even when the driver is deployed in a remote, long-distance location.

- The dashcam records the events and uploads the footage for online review.
- Coach sends designated personnel an email alert.
- Drivers can immediately start communicating with their manager about what happened.

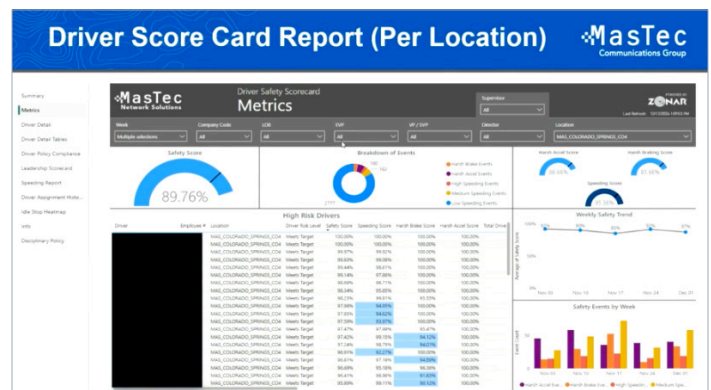
MasTec also knows that DashCam devices will function across distances and in different environments. Cruz explains. “If we ever needed to move that vehicle from Phoenix up to Seattle, Washington or Denver, Colorado, we know that the camera’s going to be good even down to negative four once we hit those snow seasons.”

Watch the [on-demand webinar](#) for more on how MasTec uses Coach to ensure safety across locations.

Custom data reports power safety.

MasTec uses Zonar custom reports to capture telematics and Coach data and build driver scorecards for tracking behaviors and trends. Given their fleet’s wide geographical reach, MasTec needs high-level views of safe driving performance metrics. They also need to drill down into various levels of detail.

- 30-, 60- and 90-day reviews
- Week-by-week breakdowns and trends
- Company, location, region, state, city
- Multiple locations within a city
- Drivers scoring high in safety
- Drivers scoring low in safety



By tracking Coach data across their dispersed fleet, MasTec managers identify drivers who score 60 percent and below. And coaches them to drive more safely and improve their score.

Managers get back more worktime.

These custom reports automatically collect data and generate driver scorecards. Instead of building spreadsheets themselves, managers look at the custom report and apply insights into improving their fleet’s performance.

“They’re able to look at this, that’s what helps them focus on their metrics,” says Cruz. “Identify their areas to improve and enhance the overall performance and profitability.”

About Zonar

Since 2001, Zonar has pioneered smart fleet management and mobility solutions so construction, utility, mining and quarry, and other vocational fleets can operate more safely and efficiently. Now, we're a leading provider of solutions that enhance visibility, asset utilization, uptime, fleet health, productivity, and safety and compliance. We also partner with OEMs and other industry leaders to provide seamless integrations and deeper insights.

We were founded on safety, and Zonar remains committed to keeping our roads—the same ones we share with other families—safe. Our complete, award-winning platform fits virtually any fleet and features our 60+ patented technologies. We develop solutions with an innovative spirit, and back them with our award-winning 24/7/365 U.S.-based Zonar Customer Success team.

Zonar is headquartered in Seattle, Washington. We also have locations in Cincinnati and West Chicago.

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