

## Retrospective rating program

If your fleet has more than 200 vehicles or if your insurance premiums after discount are \$100,000 or more, you're eligible for our retrospective rating program. This program rewards fleet operators who show their commitment to safety.

Under this program, up to 35 per cent of the insurance premium will be refunded the next year if the fleet achieves and maintains a high standard of safe driving. This is based on the introduction of good loss prevention measures such as hiring, training and retaining good drivers and keeping vehicles mechanically fit, which help to reduce claims costs.

For more information, please contact your local Autoplan broker.

### Statement of Limitation

The information in this publication is intended to provide general information only and is not intended to provide legal or professional advice. We have used plain language to help you understand your optional policy or some of the laws related to the topic of this publication. Information in this document is subject to change without notice. You should follow the more detailed wording and requirements of current applicable statutes and regulations or policy, even if they contradict the wording and requirements set out in this publication.

# fleetplan



insurance  
discounts  
**for fleets**

building trust. driving confidence.



## Rewards for safe fleets

Our Fleetplan rewards safe driving by offering a sliding scale of discounts and surcharges based on your fleet's at-fault claims.

## What is a fleet?

We define a fleet as five or more motor vehicles that are registered or leased to an individual or legal entity, and that will be used primarily for business or commercial purposes. Once your fleet meets the minimum eligibility criteria, trailers can also participate. If your fleet has five to nineteen motor vehicles, you can choose whether or not you want to participate in Fleetplan. If your fleet has 20 or more motor vehicles, Fleetplan participation is required. (Some restrictions apply. See your local Autoplan broker for details.)

## What are the benefits of a Fleetplan?

- Higher premium discounts — up to 63 per cent.
- Coverage options like the RoadStar package and Replacement Cost coverage are available if your fleet has a low at-fault claims history. (The fleet discount must be 40 per cent or higher.)
- Fleet vehicle certificates expire on the same date, making administration easier.
- Access to quarterly and four-year claims history reports.

## What are the benefits of dealing with ICBC?

- Convenient payment options, including debit card, credit card and our payment plan.
- Our payment plan has enhanced financing for fleets that allows mid-term changes to the fleet and coverage.
- We have claim centres conveniently located throughout the province to serve you better.
- 24/7 claims service — including out-of-province service.
- You can choose an ICBC c.a.r. shop VALET facility and you'll get guaranteed repairs.
- We have staff appraisers who specialize in heavy equipment.

## How do you calculate my fleet premiums?

Your premium discounts and surcharges are based on your fleet's loss ratio over a three-year period. The loss ratio is the percentage of your total premium (before discounts) used to pay for the fleet's claims — that is, the cost of at-fault claims incurred by the vehicles in the fleet. For example, if 10 per cent of your total premium is needed to pay claims, then the loss ratio is 10 per cent. So, fewer at-fault claims means a lower loss ratio and a higher discount.

The cost assessed for a claim corresponds to the driver's degree of fault in causing the crash — e.g., if the driver was found to be 100 per cent at fault, then 100 per cent of the assessed claims costs would apply in calculating the loss ratio. Only vehicle collision claims and third party liability claims are used to calculate the fleet's loss ratio. However, if you have a Garage Fleet, any claim made on a customer's vehicle while in your care will be included in the loss ratio calculation.

For the purposes of calculating the loss ratio, in most cases the maximum dollar amount assessed on any one particular vehicle claim is limited to \$7,500 per coverage — that is, \$7,500 for collision and \$7,500 for third party liability, for a total of \$15,000.