

Numbers from Dr. Todd at HireRight; look at the DQ % and this is just from HireRight...think of the huge number of "Skilled" drivers we could have re-enter the industry each day....

Your Idea about is a good one. Todd has a very strong feelings on Carriers not spending time and resources toward Driver Health, he's well respected and sees these numbers every-day. Let me know if you need assistance in recruiting him?

Bob

Data from 2021 shows the following (all of these exams were reviewed by our Medical Compliance Team to assure adherence to FMCSA minimum medical guidance, i.e., standard of care):

- 44.9% of drivers qualified for a 2 year certification
- 48.7% of drivers qualified for one year certification or less
  - I cannot get a more granular breakdown unless going through 10's of thousands of exams
- 6.4% of exams were deemed unqualified

Happy Friday; just in from Concentra; out of 1 Million exams performed last year, 7% DQ.

Good Morning;

I had a great meeting this morning with [Todd Simo M.D. Chief Medical Officer & Managing Director of Transportation for HireRight.](https://www.linkedin.com/in/todd-simo-m-d-0038a3ab/) (<https://www.linkedin.com/in/todd-simo-m-d-0038a3ab/>).

Todd has been a supporter over the years for driver health. He confirmed are numbers a spot on 50% on short-term cards and offered to pull some current data on a year to date. He thinks "Rebuilt" makes a ton of sense, has legs, and a model that he feels Ellen can get FMCSA attention with.

Just finished meeting with Steve Howell with DISA. Steve thinks they too can put their name on it since he will be providing aggregate data and not Carrier specific. Steve went on to tell me for the first time he honestly believes we finally have the attention needed to make believes FTP & Rebuilt part of their offering and that these two programs can be game changers. He personally wrote up a 30-page proposal and recommendations on our programs to be included as part of their Care-Program

Bob

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