## Welsh, Carson, Anderson & Stowe

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## WELSH, CARSON, ANDERSON & STOWE COMPLETES INVESTMENT IN DRIVECAM

New York, NY – December 24, 2011 – Welsh, Carson, Anderson & Stowe (the "Firm"), a private equity firm exclusively focused on information/business services and healthcare, announced an \$84 million investment in DriveCam, a SaaS-based driver monitoring and safety enhancement solutions provider. The Company's solutions improve driver behavior and reduce collision-related expenses by delivering event-based video and driver analytics to customers. The proceeds of the transaction were used, in part, to fund the acquisition of RAIR Technologies, which provides software-based compliance solutions that enable companies in the for-hire truck industry to manage the complexities of driver-related regulations. The acquisition of RAIR will enable DriveCam to transition from a point solution to an integrated driver management platform.

"We are very pleased to partner with DriveCam, the market-leading provider of driver safety technology and solutions," commented Mike Donovan, General Partner at Welsh, Carson, Anderson & Stowe. "DriveCam's management team has been at the forefront of industry innovation and operational excellence, and as a result, we see the very strong momentum in the business today continuing into the future."

Based in San Diego, DriveCam was founded in 1998 and established the Driver Risk Management ("DRM") industry. The addressable market opportunity for video-based driver safety solutions in the U.S. alone is estimated to be nearly 8 million vehicles, or approximately \$4 billion, growing at 15% - 20% per year. The Company is led by Brandon Nixon, an entrepreneur with a 20-year track record of leading successful, high growth, technology-oriented businesses.

DriveCam remains the clear market leader with over 90,000 subscribers. Its systems are installed in over 500 commercial fleets and passenger vehicles, primarily in the U.S. The Company's service uses vehicle-mounted sensors and cameras to detect and

record risky driving behavior for later analysis, producing a strong return on investment for customers through collision claims cost reduction, fuel consumption improvement and productivity enhancement. DriveCam's data is used by customers to create a highly effective feedback loop through driver training, coaching and incentives.

## About Welsh, Carson, Anderson & Stowe

Welsh, Carson, Anderson & Stowe focuses its investment activity in two target industries, information/business services and healthcare. Since its founding in 1979, the Firm has organized 15 limited partnerships with total capital of \$20 billion. The Firm is currently investing an equity fund, Welsh, Carson, Anderson & Stowe XI, L.P. See www.welshcarson.com to learn more.

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