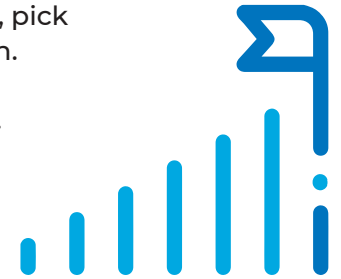


DEMONSTRATING THE RETURN ON SAFETY TO C-LEVEL EXECUTIVES

Struggling to present the ROI of safety to your organization's leaders? The five main areas senior executives will be concerned with are cost, time, quality, risk and reputation, and revenue.

To make sure your safety goals align with your organization's business goals, pick crucial EHS initiatives that may overlap with these five main areas of concern. This table below illustrates how you can showcase the ways a better safety system can deliver on these concerns as you plan and budget for the future.



HOW STRONG SAFETY PERFORMANCE CAN ALIGN WITH YOUR BUSINESS GOALS

	DOES THE EHS GOAL OR INITIATIVE...	EXPECTED BUSINESS VALUE (EXAMPLE)	HOW A STRONGER, DIGITAL SAFETY SYSTEM CAN DELIVER
CURRENT/ NEW BUSINESS	<ul style="list-style-type: none"> Attract new clients? Retain existing clients? 	<ul style="list-style-type: none"> Add \$1M/year client Keep \$5M in business over the next 3 years. 	<ul style="list-style-type: none"> Greater bidding opportunities due to higher safety performance.
TIME TO COMPLETION	<ul style="list-style-type: none"> Speed up existing processes? Get projects done quicker? 	<ul style="list-style-type: none"> 50-75% quicker supervisor decision making (1 week down from 2-4 weeks) 	<ul style="list-style-type: none"> With all documents digitized & centralized in one location, you will quickly be able to find what you're looking for.
QUALITY OF WORK	<ul style="list-style-type: none"> Deliver more(or improved) product or service than the existing process? Better proof of quality of work to customers? 	<ul style="list-style-type: none"> Reduce reported errors or stoppages to client by 20%. Ensure communication of job well done every time. 	<ul style="list-style-type: none"> Provides complete transparency into your safety & reporting program, with less room for human error. Identifying trends will now be easier, allowing for quicker, data-driven decisions.
COST CONTAINMENT	<ul style="list-style-type: none"> Reduce costs? Direct or indirect? Allow company to grow without adding a proportionate cost? 	<ul style="list-style-type: none"> 5-10% of time freed up across suspensions. 25% lower incident rate. 15% lower insurance premiums. 	<ul style="list-style-type: none"> More insight into your safety program. You can focus on leading indicators & reducing your injury & incident rate, which can lower the cost of insurance premiums.
CORPORATE RISK + REPUTATION	<ul style="list-style-type: none"> Reduce the probability of lawsuits, fines, reputational damage, or operational shut-downs? Enhance company's reputation? 	<ul style="list-style-type: none"> Avoidance of cost of 1 major incident over 5 years. Build brand around new competitive advantage. 	<ul style="list-style-type: none"> A digital safety system will function as a repository for all records and information, allowing you to defend yourself when needed.



Curious to learn how our Alcumus suite of solutions can help align with your business goals?

Speak to one of our representatives today!

