

6 Ways SafetySync Will Actually Save Your Company Money

SAFETYSYNC

It might sound disingenuous to say that software that costs money will be a net positive for your company; but we believe it, we've seen it, and we *love* that it's true. Before you can even use SafetySync you may have to justify the cost to someone up the chain at your company. Hopefully this person *gets* safety but if they don't, we're hoping the below cost saving arguments will help you out.

Training costs

SafetySync has over 50 pre-built awareness training courses that cover over 400 different safety topics. Classics like GHS, WHMIS 2015, TDG and Hours of Service alone can cover your subscription costs to SafetySync. At \$5 per user/month a year's subscription costs \$60 per worker. We've compiled data from various training providers like ClickSafety, Danatec, Worksite Safety Compliance Center and more.

The numbers below are based on a course with a 3 year expiration. Keep in mind, to keep a valid certificate (in some instances) refresher training may be required once the 3 year expiration has passed. Naturally, this refresher training is included in your subscription.

- TDG \$33
- GHS/WHMIS 2015 \$27
- Ground Disturbance \$88

You can see where this is going... In just three courses alone, 2+ years subscription costs are covered by using SafetySync. We know often time training providers hand out volume discounts, we of course provide discounts for larger sized companies too. Have a look at our course list, if you don't need the courses above for your workers there are definitely others you can substitute to make the training cost savings argument.

	Fire Safety
	Occupational Health and Safety
	Workplace Violence
	Common Worksite Injuries
	CRSP Exam Preparation
	Drug and Alcohol Awareness
	Fall Prevention
	Fatigue Management
	Hazard Management
	Health and Wellness
	Housekeeping
	Safe Driving Practices
	WHMIS 2015

Audit costs

Time and time again, we hear from our customers how much their audit experience has improved. Having your safety program online means it can be audited online. Auditors can do a lot of the document work from home before they even need to set foot on your site. There is no digging around in filing cabinets looking for paperwork once they get there. This means you can book less days for an audit and save costs on travel, lodging and food.

More time to do the things that are important

Freeing up time can seem like a bad thing (Am I going to have to justify how I spend my time?) It's a tough argument to make, especially if the person you're pitching to doesn't understand the immense workload that safety professionals are expected to maintain. SafetySync will save you and your safety team a lot of time; which of course, you'll use to get the things done that are always put off due to time management limitations. This is a critical point to make.

SafetySync is not going to save you time so you and your team can do *less*, it's so you can do *more* with your time. Administration is a huge part of any safety program and it's likely you know this, otherwise you probably wouldn't be looking for safety software. Framing the 'time saving' argument like this can help justify your case considerably.



Printing costs

This may seem like a bit of a cop-out for a reason, but the costs savings are substantial. Consider this: When you update a policy in your paper manual, it's probably not going to be your only manual that requires updating. You probably even have manuals in different field locations. Getting that updated version printed and replacing the existing copies is a huge pain. Lets face it, once a manual is printed it becomes uncontrolled and other versions may become inaccurate with even a modest update. These reasons alone might even prevent you from making those needed changes to your safety policies just to avoid the hassle and added expense. Instead, having your documentation online makes updating content as simple and easy as saving changes in a text editor. All workers immediately have access to the updated documentation and our version control system stores the old policy for a complete audit trail and easy accessibility. This goes for policies, safety data sheets, procedures, legislation, safety forms, inspection forms, etc. Realistically we're living in a digital age where paper is history; digitization cuts costs, saves the environment and allows for better content control.

Sending untrained workers into the field

It isn't uncommon for spreadsheets and tables to quickly become inaccurate if not obsessively maintained - an excel spreadsheet for maintaining certificates becomes a beast that must be monitored routinely. You may be able to relate to a real-time example of the regular struggle one of our customers experienced prior to using SafetySync. Our customer flew a worker to a job site and upon arrival on site, the site foreman checked the workers tickets and found that their driver's license had lapsed.

This worker was refused entry to the site and returned home on the next flight. This ended up costing the company a ton of cash in unnecessary expense. Money wasn't the only cost to the

company though - their reputation took a hit as this worker was pretty specialized in his field and finding a replacement wasn't quick . It certainly didn't endear them to their prime contractor. If you're using the old school spreadsheet method for keeping track of certificates, it's probably not a question of 'if' this will happen, but when.



Non-compliance costs

Non-compliance costs are little like playing the reverse lottery; most of the time you get very little or nothing at all, but on very rare occasions you have the very bad fortune of potentially enormous costs. These costs can include:

- **Violation tickets and stop work orders from inspections.** Having a properly functioning safety management system can reduce the likelihood of these tickets and stop work orders. Your workers are less likely to request OH&S inspections if they feel they are properly orientated, trained, communicated with, and presented with an opportunity for input. And should an inspection nonetheless occur, your safety management system will ensure your workers' certificates are up to date and procedures reviewed.
- **Prosecution defense costs and conviction fines.** OH&S investigations are increasingly leading to prosecutions, with a corresponding increase in convictions. Serious injuries and fatalities can result in fines in the hundreds of thousands of dollars. This is on top of the costs of lawyering-up for the trial process. A properly managed safety management system and strong safety culture can likely reduce the likelihood of injury in the first place. And should a serious incident nonetheless occur, you will have due diligence proving that you did what was reasonably practicable to train the injured worker and ensure they were competent to perform their duties.
- **Lost revenue.** OH&S prosecutions and convictions are aired in public, meaning that in the event of a serious incident, your organization will take a significant hit to customer goodwill and therefore long-term revenues. Even less serious violations tend to get around by word of mouth. Why not bolster your safety reputation and garner new revenue instead, by managing your safety program properly and demonstrating stellar safety compliance?

In closing, it's important to recognize that any system or tool is only as good as it is used. Signing up with SafetySync alone doesn't magically solve all your problems, but it provides you with the right tools to get where you ultimately want to be. The tools allow you to best maintain existing processes and data so that overall improvements mean top-notch performance, with reduced risk of neglected processes. If you don't think you can use some of these arguments to pitch to your boss, let us know. We'll be more than happy to come up with some news ones with you.