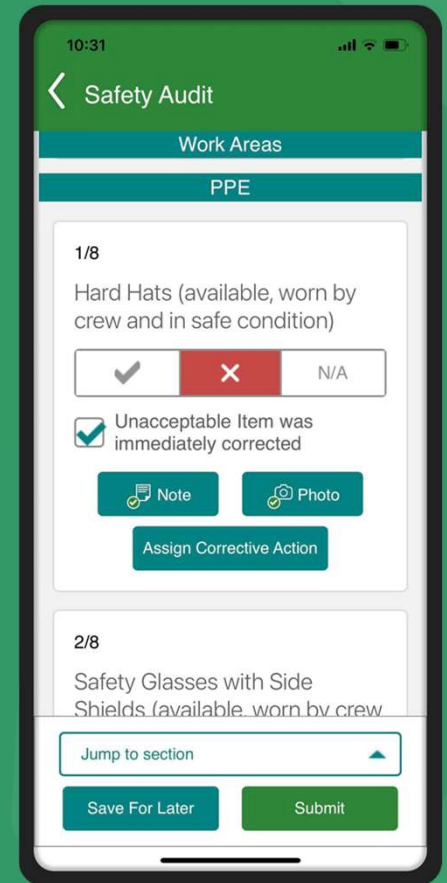


# iReportSource

Safety Management Software

**Overcoming barriers to  
Safety Tech.  
A real world discussion.**



# It's that time of year again...



# Annual Budget Meeting Time!!

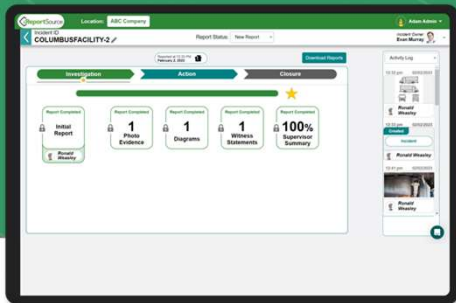


**Are they like this...**

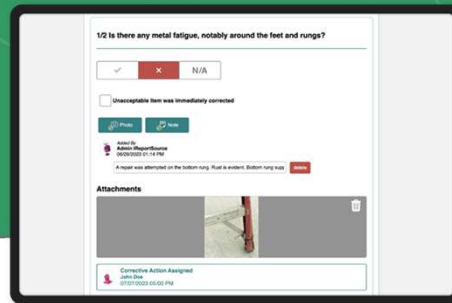


**Or this?**

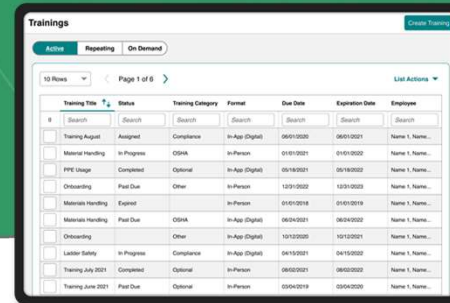
# Core Elements of a Safety Mgmt Platform



Incident Reporting and Investigations

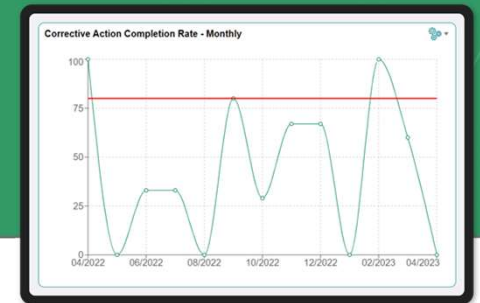


Audits and Corrective Actions



Training Title	Status	Training Category	Format	Due Date	Expiration Date	Employee
Search	Search	Search	Search	Search	Search	Search
Training August	Assigned	Compliance	In-App (Digital)	06/01/2020	06/01/2021	Name 1, Name
Material Handling	In-Progress	OSHA	In-Person	01/01/2021	01/01/2022	Name 1, Name
PPE Usage	Completed	Optional	In-App (Digital)	05/16/2021	05/16/2022	Name 1, Name
Overhauling	Past Due	Other	In-Person	12/31/2022	12/31/2023	Name 1, Name
Material Handling	Expired	In-Person	01/01/2018	01/01/2019	Name 1, Name	
Material Handling	Past Due	OSHA	In-App (Digital)	06/24/2021	06/24/2022	Name 1, Name
Overhauling	Other	In-App (Digital)	10/22/2020	10/22/2021	Name 1, Name	
Ladder Safety	In-Progress	Compliance	In-App (Digital)	04/10/2021	04/10/2022	Name 1, Name
Training July 2021	Completed	Optional	In-Person	06/02/2021	06/02/2022	Name 1, Name
Training June 2021	Past Due	Optional	In-Person	05/04/2021	05/04/2022	Name 1, Name

Training and Employee Recordkeeping



Analytics and KPI's

**Digitized, Easy to Use and Accessible to all.**

## Seems like an easy ask... so what's the problem?



- **Not in the budget**
- **It's a want, not a need**
- **Workforce won't be able to do it**
- **Don't have the resources to implement**
- **Tried before and it went poorly**
- **Company is using another program (and its terrible for us)**
- **Too much other software**
- **Looked and it won't fit our needs**
- **Looked and WAY too expensive**
- **My boss won't go for it**
- **Too busy to even look at options**

## It's Not in the Budget ☹️

- Best Practices to get it approved – Build the ROI
  - Identify your specific activities and the time it takes to complete them
    - Which ones are not an efficient use of your time?
    - Calculate Daily / Weekly / Monthly hours (do the math)
  - Will it reduce your department's hours and allow the company to apply those saved hours elsewhere?
    - Quantify the hours
    - Be specific about the other work that will get done
      - Cross department lines
- Demonstrate Specific Outcomes for Company, Staff and You



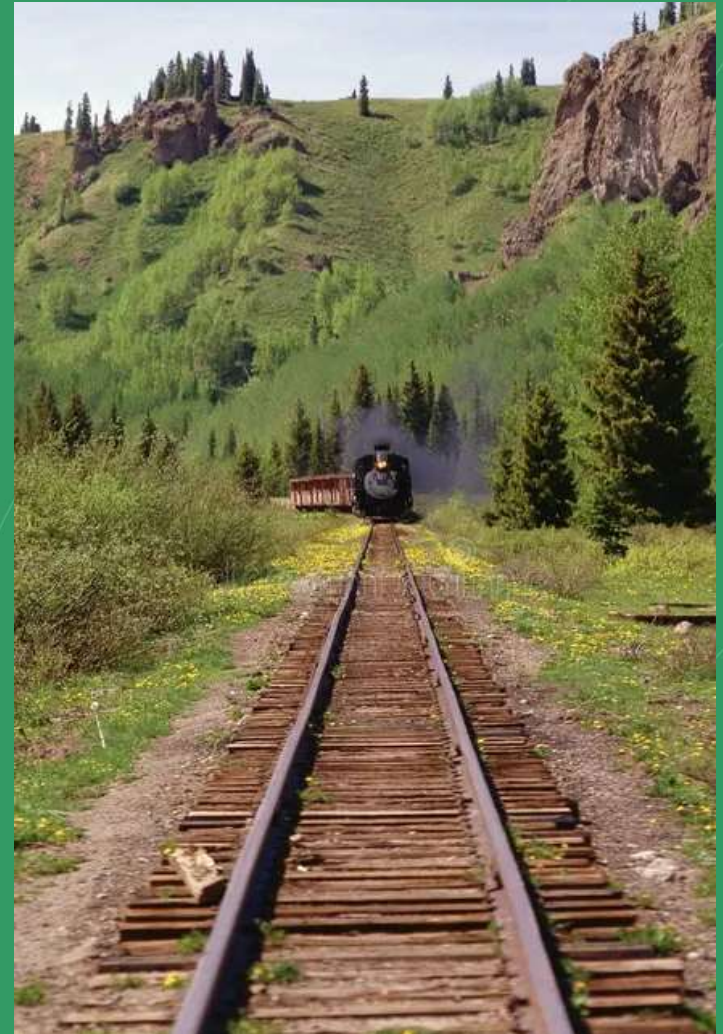
# Implementation Barriers

- We don't have the resources to roll it out
  - Start small to get an early success story
    - Limited User Approach (low pricing)
  - Don't overextend – take the long view
    - Show ROI success marker
      - By this time, that will happen
- It's tough to get other departments on board
  - Identify 1 or 2 others who may benefit
  - Provide specific “win” for them
  - Share budget?
- Tried before and it went poorly (especially for me)
  - Identify WHY it went wrong
  - Be honest, respectful in articulating failure points
  - Present the significant differences this time, that will lead to success
- Show a path of what implementation success looks like
  - set timeline with clear milestones



# Kick it down the Road

- It's a Want, not a Need
  - So was electronic payroll and accounting software 20 years ago
    - Look where they are now – couldn't function without them
- Our workforce won't be able / open to use it
  - Line up your early adopters
    - They are everywhere in your company (even if it doesn't look like it)
- We're way too busy, we'll look at it next year
  - Review definition of insanity...
- We're going to look at a larger project next year that will address and solve everything
  - No you're not 😊 (and no it won't)
- If all else fails, Pilot Programs can be helpful





## Other Considerations

- Company Culture Impact
  - “Corporate” is doing something to make our jobs easier
- Retention of increasingly younger workforce
  - Engagement, inclusion, through technology
- Communication Improvement and Transparency
- Risk Management Benefit
  - Inexpensive, additional layer of insurance



Each took a different path to get there.

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## Biographical Information

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Tom is the President and COO of iReportSource. He has over 25 years of executive leadership and operational safety experience where he focused on the critical importance of employee and operational safety. His prior company, in the contract labor industry, built programs and processes around simplifying safety requirements and compliance, and most importantly, ensuring the safety and well-being of their employees. That is his passion, and it continues today with iReportSource.

Tom has presented at various conferences in the Construction, Manufacturing and Aviation industries.

Tom is a graduate of the University of Cincinnati, and resides in Cincinnati, Ohio.