



**CHANGING THE
WAY THE WORLD
MANAGES SAFETY**



SMART!Hazard
MANAGER

RISK REDUCTION METRIC



The road to safety success!

A green rectangular sign with a white border is mounted on a grey metal truss structure. The sign is positioned over a two-lane asphalt road with yellow dashed center lines and solid yellow edge lines. The road curves into the distance under a bright sun, with rolling green hills and a blue sky with light clouds in the background.

**HOW MANY ACCIDENTS
HAVE YOU HAD IN THE
PAST YEAR?**

How many of these should have been prevented?
How much have they cost you?

A green highway sign with white text is mounted on a grey metal structure. The sign is positioned over a road that curves into the distance under a bright sky. The sign's text reads:

**LET'S RETHINK
OUR SAFETY
PROCESS**

**99 percent of all of your accidents
are caused by existing hazards or unsafe behaviors.**

A green highway sign with white text is mounted on a grey metal structure. The sign is rectangular with rounded corners and a white border. The background of the sign is a solid green color. The text is in a bold, white, sans-serif font. The sign is positioned over a road that curves into the distance under a blue sky with light clouds. The road has yellow dashed lines in the center and solid yellow lines on the sides. The landscape is green and hilly.

**IT IS THIS
SIMPLE**

Reducing hazards and unsafe behaviors
will reduce accidents.

A green highway sign with white text is mounted on a grey metal structure. The sign is positioned over a road that curves into the distance under a blue sky with light clouds. The road has yellow dashed lines in the center and solid yellow lines on the sides. The background shows rolling green hills and a bright sun on the horizon.

**LET'S RETHINK
OUR SAFETY
PROCESS**

If you stop and think about it - ALL safety efforts, ALL accident prevention efforts, should be about reducing hazards and unsafe behaviors.



BUT ARE THEY?

A green rectangular road sign with a white border is mounted on a grey metal lattice structure. The sign contains the text "WHAT IS THE BEST WAY TO REDUCE HAZARDS AND UNSAFE BEHAVIORS?". The background shows a road with yellow dashed lines curving into the distance under a hazy, blue sky with soft light.

**WHAT IS THE BEST WAY TO
REDUCE HAZARDS AND
UNSAFE BEHAVIORS?**

**Audits/Inspections? NO Training? NO Accident Investigations? NO
Tracking OSHA Recordables? OH MY GOSH NO!**

A green highway sign with white text is mounted on a grey metal structure. The sign reads "LET'S RETHINK OUR SAFETY PROCESS". The background shows a road with yellow dashed lines curving towards a bright horizon under a blue sky with light clouds.

LET'S RETHINK OUR SAFETY PROCESS



The best way to reduce hazards and unsafe behaviors is to have your managers involved in identifying/reducing hazards and unsafe behaviors. Period.

A green highway sign with white text is mounted on a grey metal structure. The sign is positioned over a road that curves into the distance under a blue sky with light clouds. The road has yellow dashed lines in the center and solid yellow lines on the sides. The background shows rolling green hills and a bright sun on the horizon.

HOW DO YOU OBTAIN
INVOLVEMENT FROM
YOUR MANAGERS?

By holding them accountable for their involvement in reducing hazards and unsafe behaviors.
It's simple.

A green highway sign with white text is mounted on a grey metal structure. The sign is positioned over a road that curves into the distance under a bright sky. The background shows rolling green hills and a clear blue sky with some light clouds. The sun is visible on the horizon, creating a bright glow.

HOW DO YOU HOLD
THEM ACCOUNTABLE?

By setting an annual goal of identifying and addressing hazards and unsafe behaviors - and measuring their performance.
It's effective!

A green highway sign with white text is mounted on a grey metal structure. The sign is positioned over a road that curves into the distance under a blue sky with light clouds. The road has yellow dashed lines in the center and solid yellow lines on the sides. The background shows rolling green hills and a bright sun on the horizon.

HOW DO YOU
MEASURE THEIR
PERFORMANCE?

By tracking all hazards that they have identified/addressed and by utilizing SMART!Hazard Manager to measure actual risk reductions that they each have achieved!
IT WILL REDUCE YOUR ACCIDENTS!

WHAT ARE THE TWO
SIMPLE STEPS TO
ACCOMPLISH THIS?





1ST STEP



Simply require all managers to obtain 50 risk reduction points per year for every person that they manage.



2ND STEP



Require all managers to log into SMART!Hazard Manager and have them start identifying and resolving hazards.

A green highway sign with white text is mounted on a grey metal structure. The sign reads "3RD STEP: MANAGE YOUR RISK REDUCTIONS". The background shows a road with yellow dashed lines curving into the distance under a blue sky with light clouds.

3RD STEP:
MANAGE YOUR
RISK REDUCTIONS



The road to fewer and fewer accidents!

A green highway sign with white text is mounted on a grey metal post. The sign is positioned over a road that curves towards a bright, hazy horizon. The background shows rolling green hills under a blue sky with light clouds.

AND THE REST OF YOUR
SAFETY PROGRAM?
WATCH WHAT HAPPENS!



Now, audits, inspections, employee involvement/suggestions will help identify more hazards found. As these are addressed, more risk reduction points are obtained!

Now, training will help generate more safe behaviors, which means more risk reduction points!



**CHANGING THE
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Your entire safety program – all safety efforts become focused clearly on identifying/resolving hazards and unsafe behaviors!

WOW!



**CHANGING THE
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And the ridiculousness of utilizing a rearview mirror approach - such as OSHA Recordables to prevent accidents, is a thing of the past.

A SIDE STORY:

Why do we *really* want to identify and resolve more hazards and unsafe behaviors?

Mark Dunwoody, who was the facilitator in the development of this safety app, tells this story:

“A few years ago, my best friend since childhood, fell less than two feet, when the step ladder he was standing on collapsed while installing a bracket on the side of a building. He landed on his right shoulder causing an injury that required surgery and 4+ months of physical therapy. For a total of about 3 months, he could not sleep through the night because of the pain. It took 5 months before he could survive without pain medications. He lost his job because he could no longer, even after intense physical therapy, reach above his head. His relationship with his wife was severely strained. The overall pain and suffering he and his family went through is indescribable.

The accident would have easily been prevented if the SMART!Hazard Manager app had been in use. A cheap step ladder that was not rated for his weight would have quickly been noticed and replaced. Any coworker looking for unsafe behaviors, would have noticed that he did not have the step ladder on a level surface. Either item would have prevented the ruined shoulder, the changed life, the months of pain and suffering.”

Almost all of us know of someone who has fallen from a ladder or elevated work surface. About 1 in 15 of us knew someone who has died from a fall. About 1 in 10 of us have suffered a fall injury. The SMART!Hazard Manager is designed to assist in preventing exactly these type of injuries. They are all preventable!





DREAM BIG!



Start managing with the RISK REDUCTION Metric!

It works much better and takes less time than what you do now!



PRICING

(30 day full refund)

Multi-site license discounts available.

PACKAGE DESCRIPTION	Basic Monthly	Basic Complete Monthly	Basic Annual	Basic Complete Annual	Jumpstart	Jumpstart Complete
PRICE	\$200/mo	\$400/mo	\$1,835	\$3,670	\$4,500 + travel expenses	\$6,335 + travel expenses
Annual Renewal rate	-	-	\$1,835	\$3,670	\$1,835	\$3,670
Customized look with your logo & colors	√	√	√	√	√	√
Import your existing hazards and corrective actions			√	√	√	√
Up to four webinar workshops for supervisors/managers explaining the basics of identification and minimization of hazards and how to incorporate the Risk Reduction Ratings into everyday processes.			√	√	√	√
Observation tracking with mobile device and incorporation into Risk Reduction management process.		√		√		√
2 ½ day site assessment to jumpstart SMART!Hazard Manager. Includes: <ul style="list-style-type: none"> • 1 year license to SMART!Hazard Manager • Introductory manager's workshop • Hands on assessment and tool utilization training for up to 20 users • Closing report of findings/next steps workshop 					√	√
Professional monthly monitoring and review of Corrective Actions with comments/concerns via email.	\$500/mo					



**The following 4 slides are screen shots from the
SMART!Hazard Manager Dashboard**

**NOTE: These slides show a view from corporate of just 3 plants. The dashboard can be filtered just as easy by
departments or any group.**

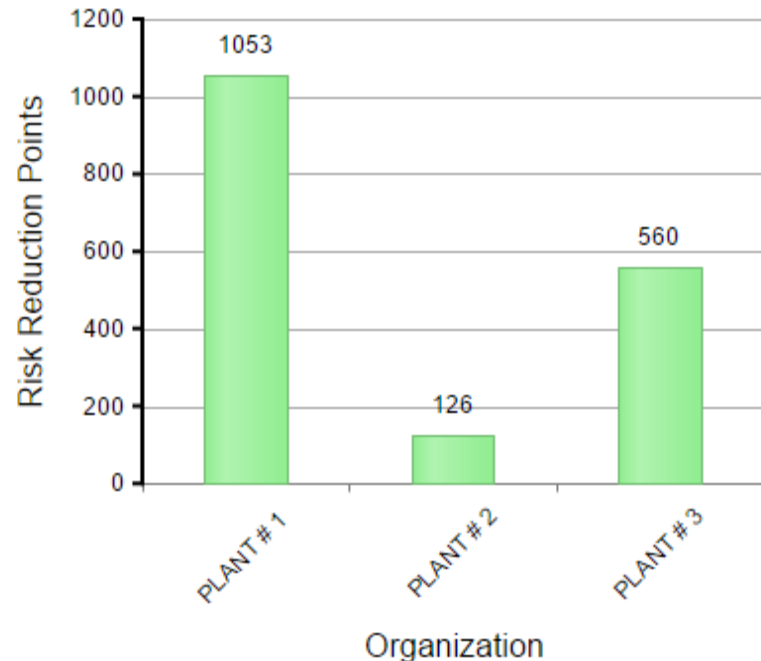
SAFETY DASHBOARD - PREVENTING ACCIDENTS & REDUCING COSTS BY REDUCING HAZARDS

VIEWING: PLANT # 1 ; Assembly; Machine S

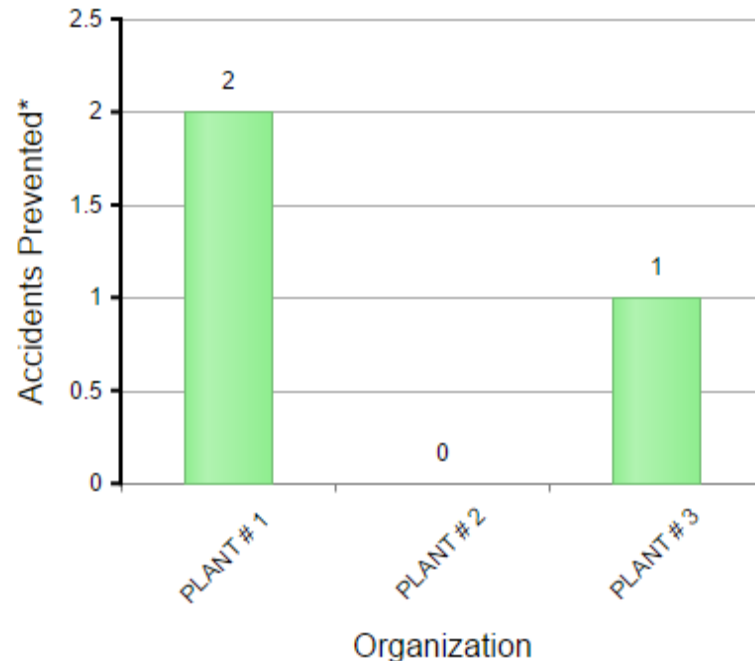
PERIOD:

COMPLETED CORRECTIVE ACTIONS

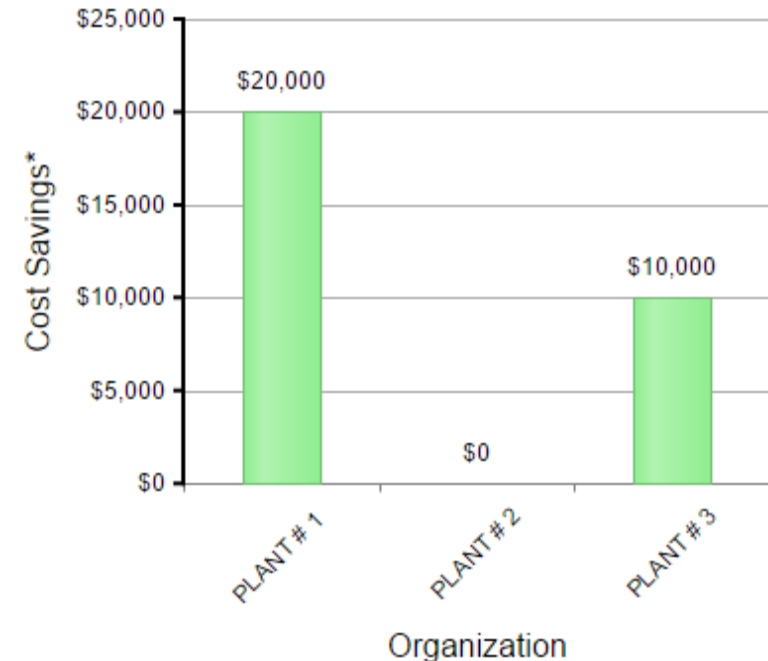
Risk Reduction Points



Accidents Prevented (Projected)



Cost Savings (Projected)



Risk Reduction Points are the difference between the original risk and the residual risk of each hazard entered into the system. To improve your score, get out there and identify and resolve more hazards and unsafe behaviors!

* 500 Risk Reduction Points = One Accident Prevented

* One Accident Prevented = \$10,000 in Cost Savings

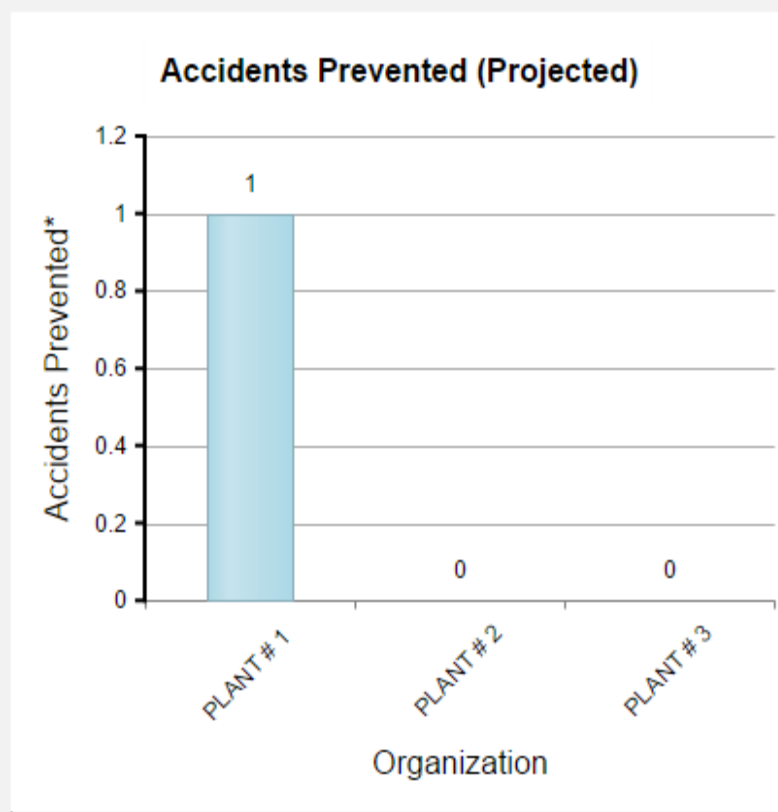
SAFETY DASHBOARD - PREVENTING ACCIDENTS & REDUCING COSTS BY REDUCING HAZARDS

VIEWING: PLANT # 1 ; Assembly; Machine S ▼

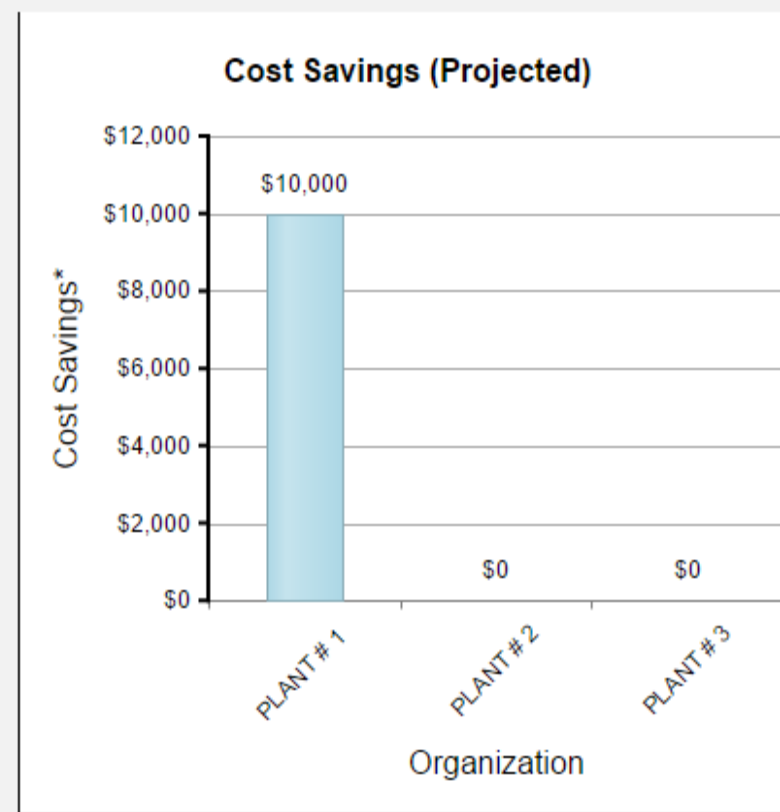
IN PROCESS CORRECTIVE ACTIONS



Risk Reduction Points are the difference between the original risk and the residual risk of each hazard entered into the system. To improve your score, get out there and identify and resolve more hazards and unsafe behaviors!



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SAFETY DASHBOARD - PREVENTING ACCIDENTS & REDUCING COSTS BY REDUCING HAZARDS

VIEWING:

REFRESH

ADD NEW CONCERN

VIEW ALL CONCERNS

REVIEW CHARTS

SimplySMART!Safety

DEMO COMPANY

HOME

MY MODULES

ADMIN

MY ACCOUNT

HELP

ORDER NOW

TOP OPEN CONCERNS AND ACTION ITEMS

ID #	Organization	Department	Concern	Risk Rating	Corrective Action(s)	Due	
72	PLANT # 1	Receiving	Dislodged horizontal beam in pallet rack @ L201B..	100	[Engineering] Unload bay, check for damage, reset or replace rack as needed	01/23/2015	VIEW
40	PLANT # 2	Assembly	MISSING GUARD ON SAW	93	[Engineering] REPLACE GUARD	06/17/2014	VIEW
63	PLANT # 2	Assembly	Fork truck drivers going forward with large loads, some elevated above line of sight so they could	87	[Administrative] Review material and then retrain all drivers. Implement discipline procedures for violations, including supervisors.	10/23/2014	VIEW
53	PLANT # 1	Assembly	On workstation 81 pushing knob into clear pack requires excessive force to hand/wrist.	87	[Engineering] Work with QC and vendor to get clear pack made to specifications.	11/30/2014	VIEW
18	PLANT # 2	Assembly	Pump is not working, several gages are missing and/or not working	87	[Engineering] Fix pumps and gages.	01/18/2015	VIEW

SAFETY DASHBOARD - PREVENTING ACCIDENTS & REDUCING COSTS BY REDUCING HAZARDS

VIEWING: PLANT # 1 ; Assembly; Machine S ▼

REFRESH

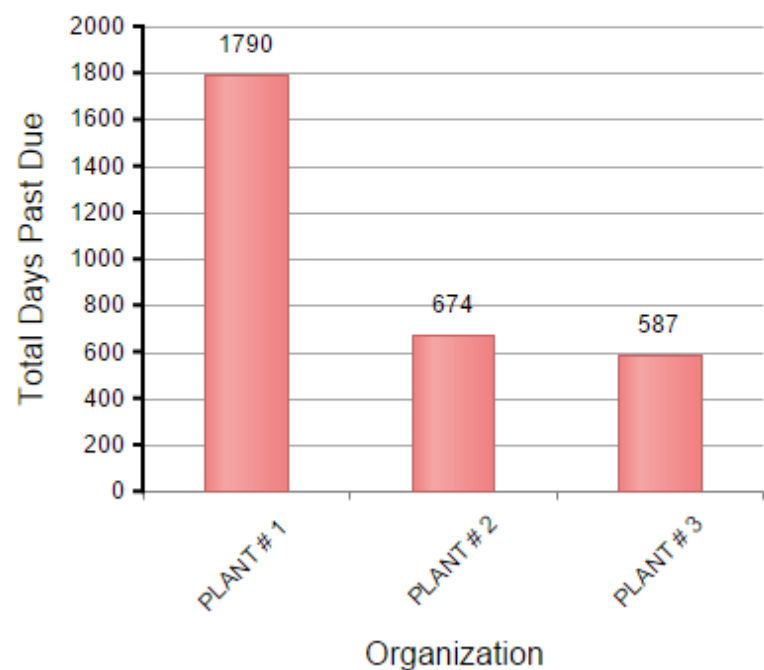
ADD NEW CONCERN

VIEW ALL CONCERNS

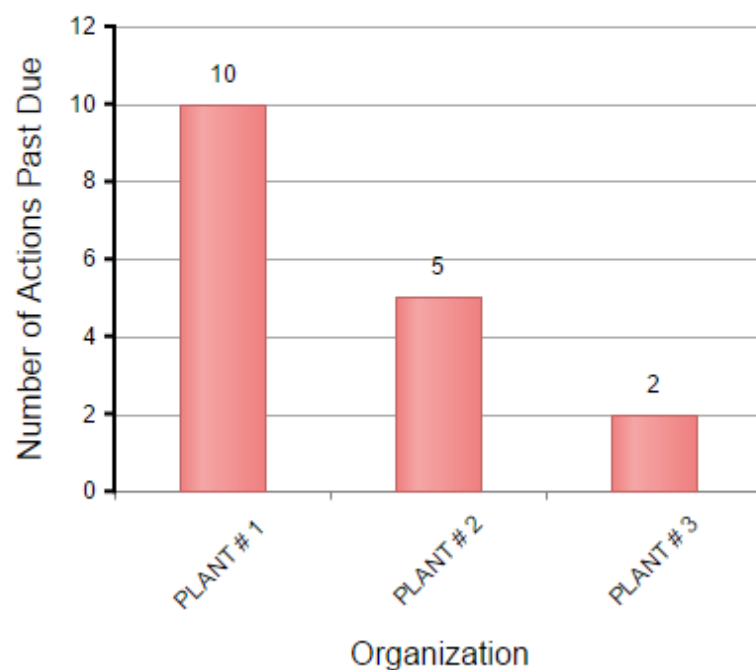
REVIEW CHARTS

CORRECTIVE ACTIONS PAST DUE

Total Days Past Due



Total Number of Corrective Actions Past Due



Average Days Past Due

