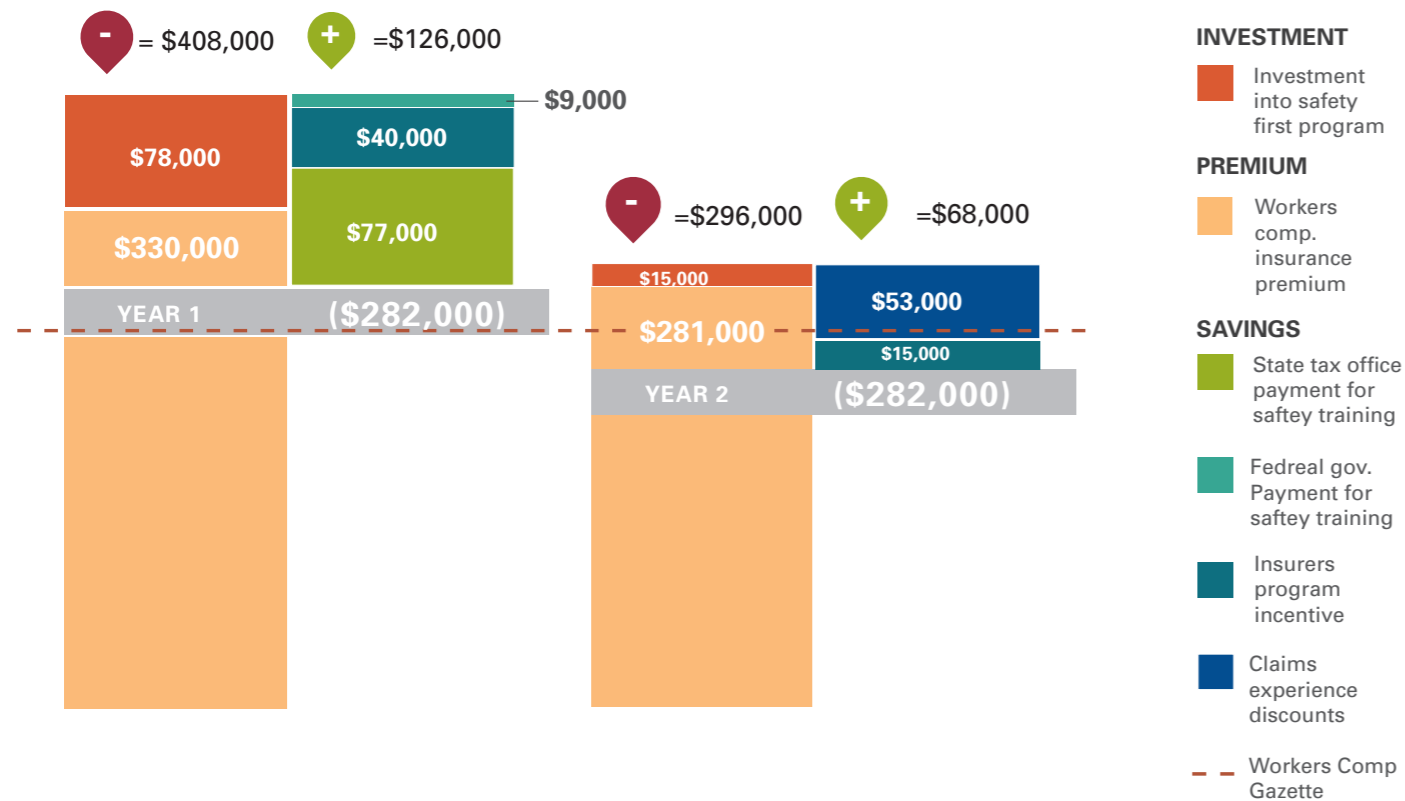


CASE STUDIES: TENDER LISTS, SAVING TIME AND MONEY



HOW SAFETY FIRST HELPS REDUCE RISK AND SAVE MONEY.

ISSUE

Following rapid expansion over a three-year period, that necessitated a trebling of staff numbers, a sizeable engineering company's worker's compensation claims ballooned to almost a half a million dollars in payouts over a two-year period.

The company's rapid expansion plans had come at a cost - 70% loading on their worker's comp premium.

SOLUTION

With the assistance and involvement of a Safety First-accredited consultant, the engineering company implemented the safety First WH&S Program powered by the Safety Management Operating System's Risk-Centric model. Working with the company's safety leadership team, the consultant developed a Risk Register and electronic management plan tailored to the business's operations.

OUTCOME

What had previously been an onerous, time-consuming, costly and haphazard burden to the company was quite quickly turned into an efficient and effective integrated health & safety program that not only helped manage and minimise risk, it actually contributed to the company's profitability through worker's compensation insurance premium reductions and increased productivity.

HOW SAFETY FIRST CAN HELP 'OPEN DOORS'

ISSUE

A small regional-based civil contractor, employing less than 25 workers, was invited to tender for work with a major Pilbara-based mining company. In reviewing requirements, a major impediment to being able to submit a successful tender was that they did not meet the mining company's WH&S criteria demanded of contractors.

SOLUTION

By partnering with Intraco Management Consulting (a licensed Safety First WH&S Program consultant), the civil contractor was able to develop a tender-focused safety management plan that was able to be deployed quickly and efficiently and met the miner's, and the contractor's, Safety Manager Operating System requirements.

OUTCOME

By being able to successfully demonstrate that they could implement a safety approach that complied with the miner's requirements, they were able to submit their tender, which resulted in the contractor being awarded the project work, with the Intraco consultants providing management services.

THE SAFETY FIRST WH&S PROGRAM IS CERTIFIED TO ISO9001 TO DESIGN, IMPLEMENT, MAINTAIN AND MONITOR ON-SITE SAFETY SYSTEMS. IT ALSO COMPLIES WITH AS/NSZ 4801 AND WORKSAFE TRAINING FOR STAFF.

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RISK-CENTRIC MODELLING THE NEW WAY OF THINKING ABOUT — WORK HEALTH AND SAFETY —



SAFETYFirst
WH&S SOLUTIONS
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WHY YOU SHOULD ALWAYS PUT SAFETY FIRST

PARTNERSHIPS THE CORE TO OUR PROGRAM'S SUCCESS

Sometimes a myth is broken when through evolution a solution emerges that changes what is possible

The myth for most small and medium organisations is that Work Health and Safety is expensive, time consuming and becomes unwieldy very quickly.

The solution that breaks this myth is the Safety First Program evolved over the past fifteen years by practical experience and feedback from clients it can ensure WH&S has a positive impact on a businesses' efficiency and performance – from both a financial and productivity point of view.

Some of the possible consequences of a poorly structured or conceived WH&S program include:

- A steep rise in workers compensation insurance claims and premiums and/or reluctance for insurers to provide cover without a recognised risk management plan in place
- The inherent cost to a businesses' bottom line and morale through injuries, accidents, loss of productivity and lost time through management of claims and associated time off work
- Increasing difficulty in tendering on projects for larger corporations and government departments due to an inability to demonstrate best practice management of WH&S

What is the Safety First WH&S Program and how can it help you?

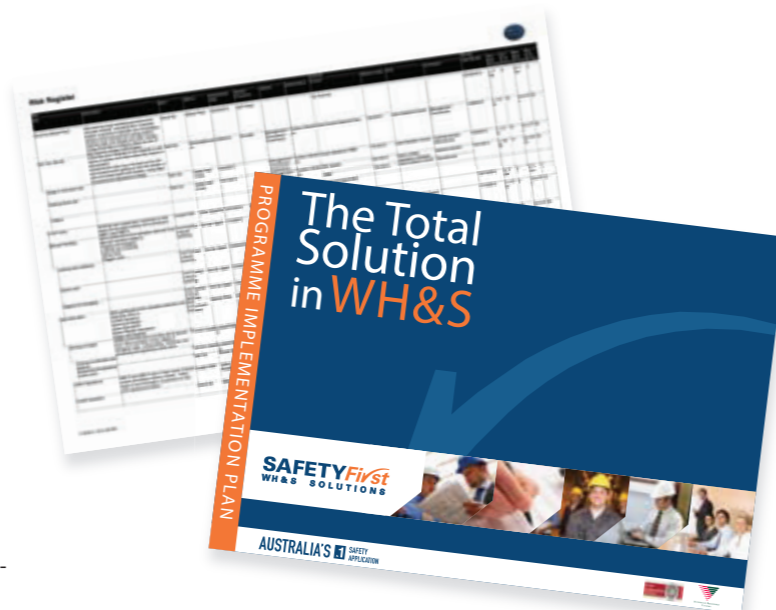
This program integrates the best of technology, training and hands-on expertise into a symbiotic system that delivers a total WH&S solution to those companies that are committed to going beyond just meeting their legal obligations and want to establish and imbue a best-practice health & safety mindset into their business process and operations.

So, how does your business benefit directly?

- Compliance – our system meets AS/NZS4801-2001 Occupational Health & Safety Management System requirements and covers issues like:
 - Legal compliance
 - Risk Management
 - Incident Management
 - Training & Competency
 - Management & Review
- Access to a unique and efficient Risk-Centric operating system that has been developed and refined over many years' practical experience
- Access to our program support centre
- Guidance and hands-on support and involvement from experienced consultants who walk you through the 'process' and continually assist in monitoring and planning

What are the commercial and financial benefits?

- Many specialist workers' compensation brokers and insurers now recognise our program and, on a case by case basis, may assist with the program's implementation
- The program has a proven track record of reducing injuries and accidents for clients. The subsequent cost and time saving for the client can also lead to reduced workers' compensation premiums – many to the maximum discount on offer
- Some training options associated with the program attract Payroll Tax exemption
- The program, and its system, also meet the WH&S requirements of major mining and oil & gas organisations, increasing the likelihood of access to their project tendering process



Have you tried to manage WH&S on your own and it never stayed on track? What's different with Safety First?

The key to the documented success of our WH&S Program lies in the role of our trained experienced consultants. Together with you and your leadership group, they help develop, implement and monitor your WH&S plan.

Our consultants are familiar with the system and are skilled in helping to identify and develop the various elements, built around the Risk Register, in a timely and practical manner. This includes your Work Health & Safety Management Plan that also delivers the necessary policies and procedures.

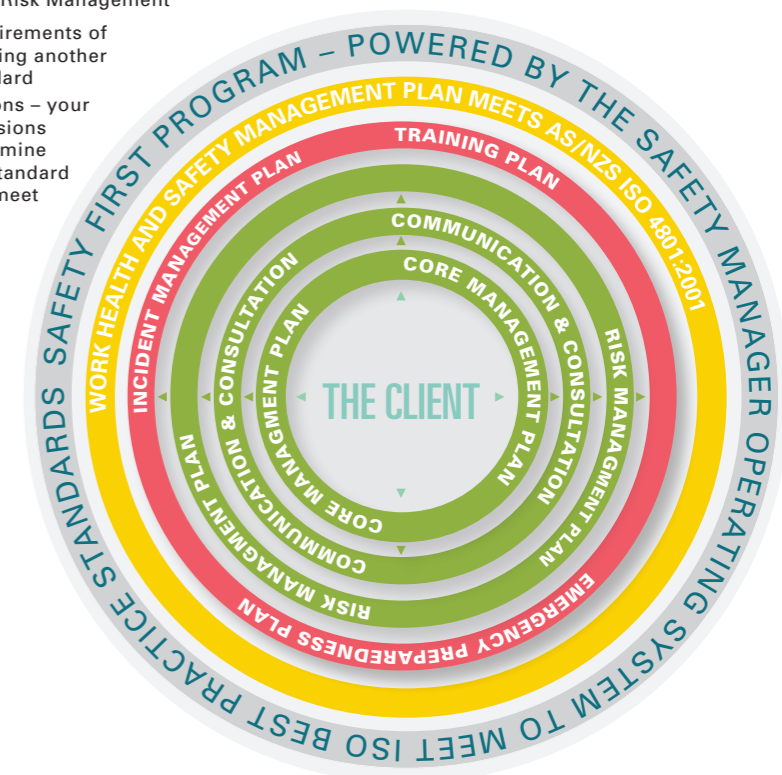
The system works and stays on track because the consultant programs the system to ensure:

- Deliverables are agreed
- Timeframes are set
- Regular progress reviews are scheduled

Your consultant can also assist with training options that complement the program including Certificate IV in WH&S as well as a variety of other short courses available to, and tailored to your leadership team's specific needs.

As little as a few hours' consultancy a month provides the regular, ongoing maintenance that is critical to the continued success and longevity of your program.

- AS/NZS ISO 31000: 2009 Risk Management
- Requirements of meeting another standard
- Options – your inclusions determine the standard you meet



RISK CENTRIC ELECTRONIC MANAGEMENT PLAN ©

Where and how do you start?

As you will see from the Risk-Centric Model, the Risk Register is at the heart of the Safety First Program.

It identifies the key risks you need to manage and to what degree. The 'legislation table' identifies your legal exposure to risk and specific legislation and guidance material is attached to each risk, ensuring it is taken into account when developing and implementing controls.

Then, the 'implementation plan' engages the Safety Manager Operating System to translate what you have created, within the program, into reality in your workplace.



RISK-CENTRIC SAFETY MANAGER OPERATING SYSTEM ©

How do you know if it's on track?

An integral part of your program is the establishment of Key Performance Indicators (KPIs). This is set up by you, again with the consultant's assistance, and the system then provides you with automated reports on performance that include:

- SCORECARD – the benchmark report for system compliance
- TRAINING NEEDS ANALYSIS – identifies training requirements for each job type
- TREND REPORTS – used to identify current risks your organisation needs to manage

