ECOMPLIANCE MANAGEMENT SOLUTIONS INC.

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eCompliance™

4 Ways to Justify the Cost of Health & Safety Software to Management

INTRODUCTION

If you're thinking about buying a new truck, there are probably four factors you're considering before signing on the dotted line;

1. Is it safe to drive?

2. Does it have most of the key features you're looking for?

3. Will it last you through stormy weather conditions?

4. Will it comfortably accommodate your growing family?

More often than not, even if you've checked all the boxes, the one factor that holds you back from walking out of the showroom with a brand new vehicle is the dreaded question of whether it fits within your budget.

The frustrating budget question seems to come up in the workplace all the time. Between hiring employees, buying new PPE and investing in the safety of your workers, the dreaded question will surely be asked by one of your managers.

Does your company reject opportunities to improve the safety of your organization because it doesn't fit into the budget?

Typically, organizations have a specific budget for every department in the company including HR, Operations, IT, and Safety. Most departments have software that they already use to navigate the challenges they face with excess paperwork or analysis.

However, the challenge that EHS professionals face isn't always finding room in the budget; but instead, justifying why it's necessary.

When presenting the "business case" for justifying your EHS software costs, it's important to focus on these four key areas:

- The improvement it will bring to worker safety
- How it relates to the organizational pillars and business value
- How EHS will be a sustainable investment for long-term growth
- How it will protect your organization from liability

IMPROVING WORKER SAFETY

Every organization experiences some level of risk that workplace hazards will cause an incident. The more proactive your company is, the lower the probability that an incident will occur.

Access to real-time data allows safety leaders to identify leading indicators and assign or perform the appropriate corrective actions to help mitigate workplace risk.

Without having to go through mountains of paperwork and spend valuable time waiting for corrective actions to be completed, safety leaders can more efficiently allocate their time on higher-value tasks that make a difference to the safety of their employees.

THE BUSINESS VALUE OF SAFETY

Managers are typically looking for three key areas to focus on when considering safety as an investment: **Execution, Influence, and Leadership.**

Be sure to define your EHS goals clearly and concisely. Answer the key questions; How will you get there? Who will be involved? Who will lead? Once you've answered management's key questions, dive deeper into the ultimate performance metrics you're expecting to see. Do these align with the organizational core values?

Evaluate how the return on investment is calculated and present your variation in regards to your safety parameters. Quantify the situation by basing your findings on historic data (ie. the number of incidents reported, corrected, lost data, etc. vs. forecasted incidents and future savings on time and resources).

SUSTAINABLE INVESTMENT FOR LONG-TERM GROWTH

Investing in health and safety software should support both your short and long term business goals. The pricing structure of the software should be **simple and easily allow for company growth.**

Share the growth plan with upper management to ensure they're aware that you're thinking about the future success of the company as opposed to where the company is right now.

Prepare a forecasted budget expenditure of what the EHS Software would cost now vs. what it would cost a few years down the road. Have the numbers ready to share to ensure management is not hit with any future surprises.

PROTECTION FROM LIABILITY

Whether you're in the United States or in Canada, there are a number of health and safety associations that require you to comply with specific regulations. Although your organization may not have been fined or inspected/audited in the past, the possibility of it happening still exists.

In the event you are paid a visit by an inspector, they require you to provide specific documentation to ensure your organization has done its due diligence by complying with the most recent health and safety regulations.

Ask your management team if they feel comfortable that their paper system provides the appropriate due diligence to limit your company's risk of liability? Share the idea of having everything in one central location at all times (with the most up to date information).

Rather than sifting through local health and safety code or framework, they'll be able to review simple, easy to understand instructions to direct them to the right place. Quantify what the fines may cost your organization vs. what the investment would be to prevent them.

CONCLUSION

Justifying the cost of health and safety software doesn't have to be difficult. With your inbox always growing, efficiency is an important tool to build into your daily activities.

More importantly, however, the increased organization can and will prevent occupational incidents. Understanding and justifying the benefits of using health and safety software demonstrates that the purchase is not an expense, but a smart and worthwhile investment.

About eCompliance

eCompliance Safety Software is the leader for improving worker participation in safety. The eCompliance mobile app connects workers with head office, creating a two-way conversation so safety leaders can make faster, fact-based decisions, and executives gain an unrivaled view of safety risk across their company.

With the mission to eliminate 1 Million incidents, eCompliance is the fastest growing safety software company in the world with hundreds of client success stories.

To learn more about how our safety program, **click here**.

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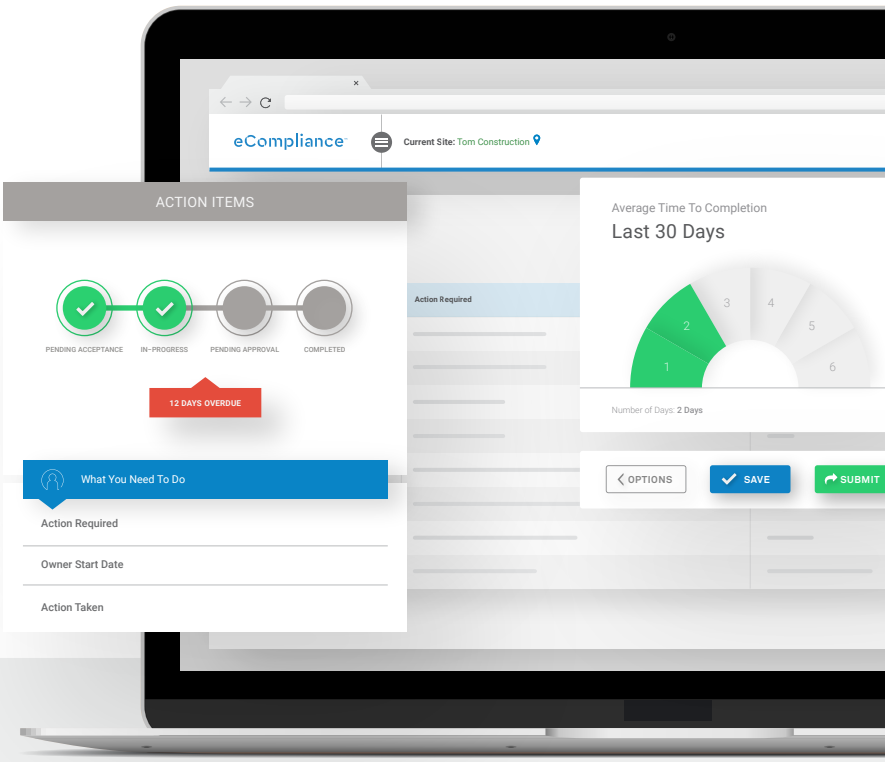
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