



Toolkit

Building the Business Case for EHS&S Software

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01 Introduction

The way employees are working has changed drastically.

EHS&S management is rapidly evolving due to heightened environmental awareness, tech advancements and the need for improved safety measures. Manual data entry and paper files are no match for today's pace, pushing EHS&S professionals to seek streamlined solutions.



EHS&S software is the answer – it automates processes, cuts costs and predicts problems before they escalate into costly incidents.

The challenge now is for EHS professionals to persuade budget-conscious leaders of its value.

In this toolkit, we'll outline the key steps for justifying an investment in EHS&S software.

02

Why Now Is the Time for EHS&S Software

Today, the world is more socially conscious than ever, with leaders prioritizing employee welfare and sustainability.

Harsher penalties for violations underscore the importance of good health and safety practices, both morally and financially. However, many leaders overlook the connection between these practices and EHS&S software.

Highlighting the advantages of EHS&S software is crucial for building your case. **Here are 5 compelling benefits of going digital**

02

On-the-go data logging

Enhancing safety and compliance by capturing incident information, photos and documents securely from any device, syncing directly to a database for real-time access.

03

Enhanced consistency

Centralized information ensures high-quality, consistent data across sites, incident types and root causes, empowering smarter decision-making.

04

Improved reporting efficiency

Integrated systems simplify reporting and tracking, helping your company stay compliant with evolving standards and regulations.

01

Streamlined data collection

Efficiently storing incident details and supporting documents in one central location for compliance and audit readiness.

05

Enhanced regulatory compliance

EHS&S software streamlines data collection, ensuring adherence to HSE standards and regulations.

03

Gather Data Around Areas of Improvement

The idea here is to help executives understand that software is what will help improve health and safety.

So you'll need to gather some information around areas of improvement in your health and safety program. First off, you'll want to select relevant KPIs to measure business performance. These include:

Incident rates



Lost-time injury rates



Environmental compliance



Training completions



Training effectiveness



On-time action item closure



This data will help identify weaknesses and potential costs that software can mitigate:

01 Frequency, severity and causes of workplace incidents

02 Patterns and areas of concern from past inspection results

03 Instances of non-compliance and their consequences

04

Getting Executive Buy-In

The fastest route to project buy-in? Secure an executive champion.

This key player can streamline investment and implementation by greenlighting budgets, overseeing the project and allocating resources. Target an executive receptive to the challenges posed by manual EHS&S processes and showcase how software eradicates these issues.

Next, win them over with stats:

Total cost of work injuries in 2021

\$167.4 billion

This figure includes...

\$47.4 billion

Wage and productivity losses

\$36.6 billion

Medical expenses

\$57.5 billion

Administrative expenses

05

Benchmark Against Competitors

Comparing your safety standards with industry benchmarks sparks executive interest in EHS&S software investment. Here are two ways to find industry standards:

Benchmark your organization against industry metrics. Use resources like the Bureau of Labor Statistics for detailed insights into nonfatal occupational injuries and illnesses. This comparison highlights your safety performance against industry norms.

Collaborate with EHS&S software providers to analyze peer performance. Identify modules directly linked to performance enhancements for a strategic digital transformation. Start strong and scale with additional modules as needed for optimal outcomes.

06

Quantify the ROI

Calculating the ROI of EHS&S software arms your business case with compelling data. Financial gains not only address objections but also highlight its strategic value.

Operational benefits of EHS&S software include:

Cost Savings:

Reduced incident rates lower workers' compensation costs and productivity losses.

Enhanced health and safety measures can lead to reduced insurance premiums.

Improved compliance minimizes the risk of fines and legal actions.

Productivity Improvements:

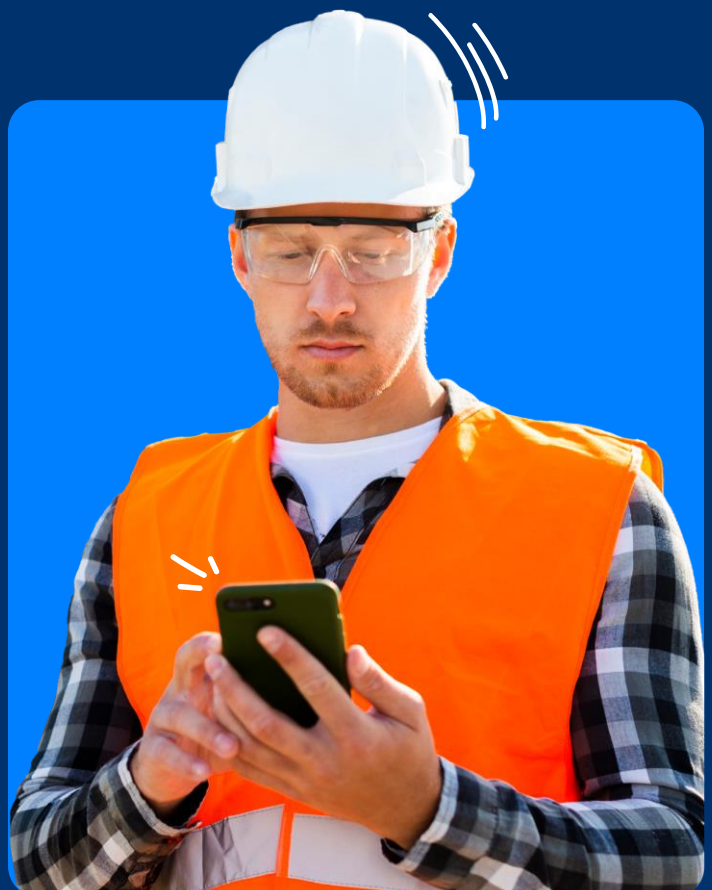
Safer work environments boost employee morale and reduce turnover.

Automated processes lead to streamlined reporting, auditing and training, enhancing operational efficiency.

Faster closure of action items prevents costly delays.

Revenue Gains:

According to OSHA, for every \$1 invested in safety and health, businesses can expect a return of \$4 to \$6 in cost savings and increased productivity. This underscores the significant ROI potential of safety investments, including EHS&S software.

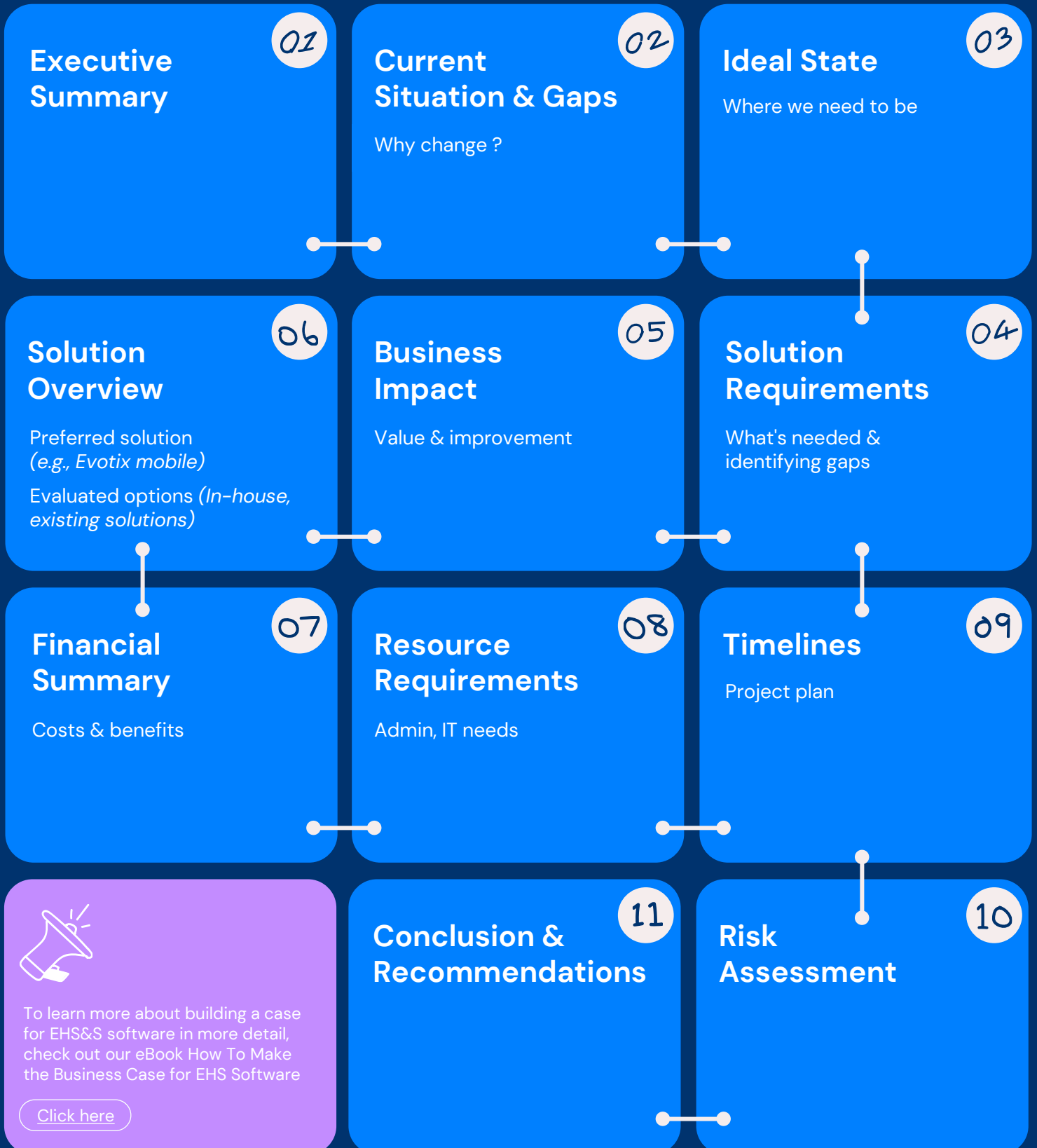


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How To Structure Your Business Case

By demonstrating to business leaders how improving safety performance through technology can reduce costs, you'll make a powerful case. But how should you structure your business case?

Here's an example below:





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Let's chat

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Our Evotix team is passionate about applying market leading technology to create safer, smarter workplaces, partnering with organizations that value people's safety, communities and the planet.

As safety professionals and long-term leaders in the Verdantix EHS Green Quadrant, our deep and practical insight addresses your evolving needs, helping you achieve your health, safety and sustainability goals.

Evotix: your all-around partner for the journey.

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