



## Toolkit

# Building the Business Case for EHS&S Software

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# Table of Contents

Introduction



Why Now Is the Time  
for EHS&S Software



Gather Data Around  
Areas of Improvement



Getting Executive  
Buy-In



Benchmark Against  
Competitors



Quantify the ROI



How To Structure  
Your Business Case



Contact Us



# 01 Introduction

## EHS&S management is rapidly evolving.

While manual data entry and paper files were once sufficient, today's fast-paced business landscape and the need for improved safety measures now push EHS professionals to seek streamlined solutions.



With the EHS software market estimated to grow 14.6% by 2029, it's clear that now is the time to invest. However, making the case for investment isn't always easy.

The challenge for EHS professionals isn't recognizing the need for software: it's securing buy-in from budget-conscious leaders.

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 well-being and focusing on sustainability efforts.**

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:**

#### 01

##### Streamlined data collection

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

#### 02

##### On-the-go data logging

Enhance 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.

#### 05

##### Enhanced regulatory compliance

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

# 03

## Gather Data Around Areas of Improvement

Highlight the shortcomings of your current health and safety practices to show the value software can bring.

To start, select relevant KPIs to measure business performance. These include:

- Total recordable incident rates ✓
- Lost-time injury rates ✓
- Noncompliance fines ✓
- Training completions ✓
- Workers' compensation claims ✓
- On-time action item closure ✓

This data will help identify the following 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



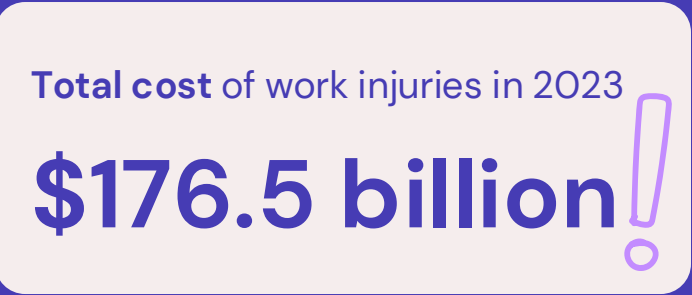
# 04

## 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:



This figure includes...



Wage and productivity losses



Medical expenses



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:

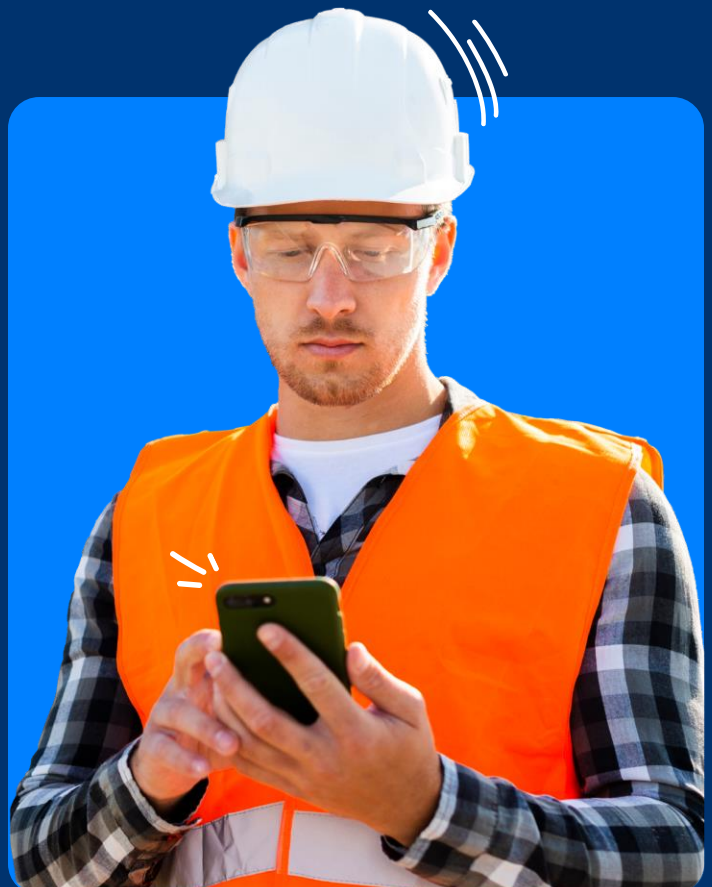
- Reduced incident rates lower workers' compensation costs and productivity losses.
- Enhanced health and safety measures can lead to reduced insurance premiums.
- Improved compliance minimizes the risk of fines and legal actions.

### 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.

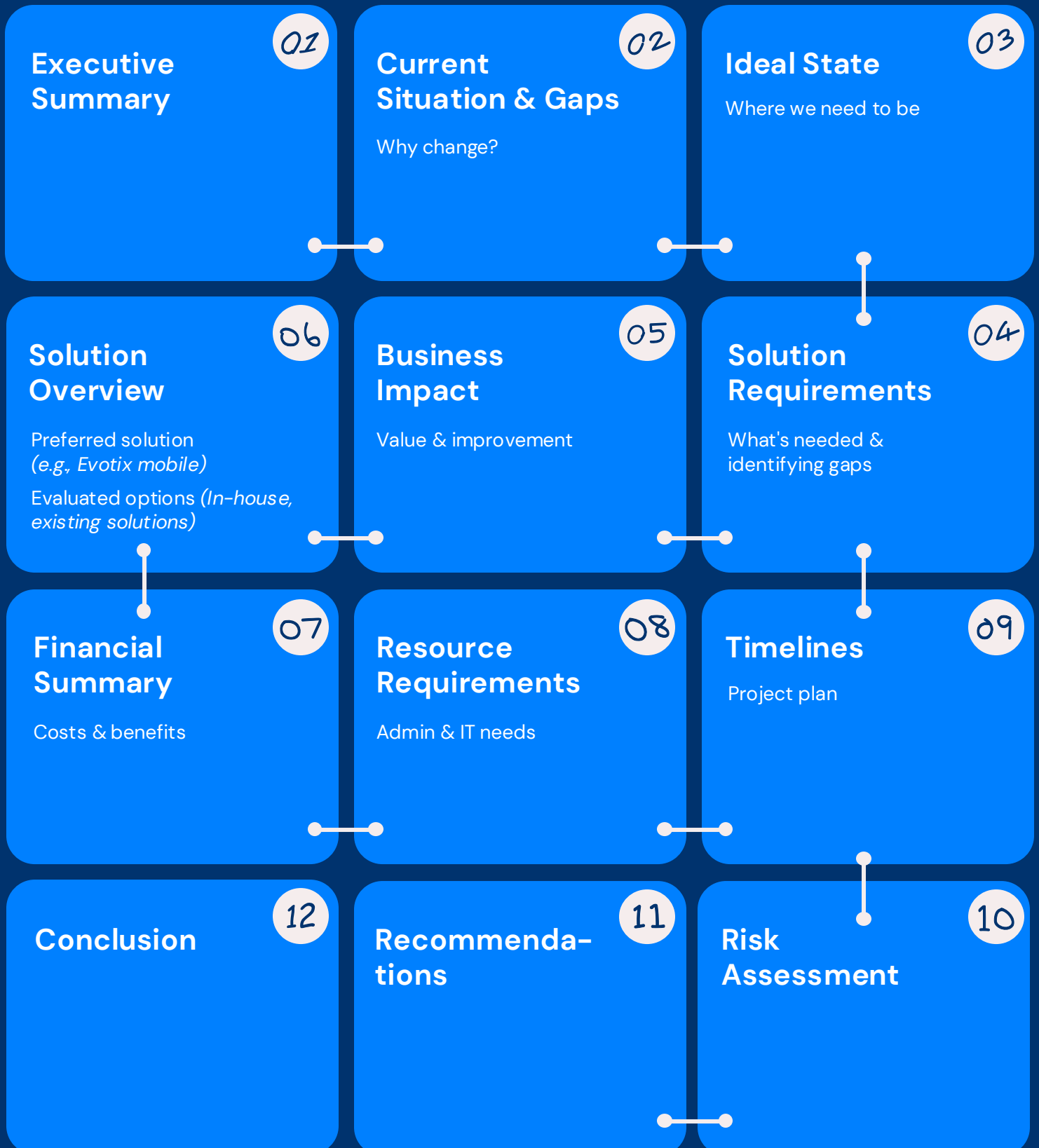


# 06

## 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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