

# FAQs The Key to Integrated Compliance and Training

Product consolidation, accessibility, efficiency and affordability are just a few highlights of this comprehensive new platform designed to keep workplaces safe and compliant.



Two trusted names in the safety industry—SafeTec Compliance Systems and Summit Training Source, specializing in chemical compliance and safety training, respectively—are combining their offerings in a single, integrated safety platform to help companies consolidate products, deliver more effective training, manage risk and create safer workplaces and communities.

Health & Safety Institute (HSI), the parent company of SafeTec, Summit and additional brands in the safety market, launched its full-service Encompass platform in September 2017. In the following Q&A, CEO Chad Birckelbaw, CPCU, ARM, discusses the new platform and why it's poised to improve the occupational safety landscape.

## What is the new Encompass platform, and why is it important to the larger occupational safety world?

One of the things we noticed in the marketplace is that customers are looking for a more modern user interface, they're looking to consolidate their vendors and, most of all, they want quality content and functionality. We worked to incorporate all those features in our integrated Encompass platform, which is a single source providing safety training, chemical management and reporting, document management and more. We're excited about where we're headed with this new offering.

## What sets this platform apart from what's currently available on the market?

First, we own all the content, including the safety data sheets (SDSs) and workplace safety training, which puts us in the unique spot of offering a single platform populated with our own proprietary, high-quality content. The platform is also easy to navigate—one of its biggest benefits is the seamless interconnectivity across the platform's different products and features. The integrated nature of the platform also means new tools can be rapidly added to a client's current services.

For example, when we learned one of our new compliance clients seeking SDS management was also interested in safety training, it was simple to add the training on for them. As a result, this client consolidated three separate products into a single platform. Not only was their training delivered more efficiently, but the process was more cost effective, as well. That's the goal.

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### Can you explain how the new platform benefits your existing users?

Current clients benefit by having the ability to quickly access and act upon the right compliance information, while easily supplementing their existing services with additional solutions. For example, if a Summit client finds they also need chemical management solutions, they can activate access to those solutions in the platform by contacting an HSI account manager. Once they're set up, adding additional solutions is as simple as making a few clicks. The same goes for SafeTec clients who require safety training solutions. New or first-time users will also find the process simple and intuitive.

### What types of companies will most benefit from this new platform?

We have clients ranging from organizations with only 10-20 employees to Fortune 50 companies, all scattered across different industries. We tend to see companies in the chemical, construction and manufacturing industries, along with schools and universities, so there's a big range. One of the highlights of this new platform is its ability to consolidate products and work more efficiently to save companies money, which means we're seeing smaller employers able to afford these services. Clients tell us all the time that they can extract themselves from multiple vendors and instead use only one that owns its own content. We love hearing that.

### How can the Encompass platform benefit employees in the field?

Say an employee is out in the field and needs to know which chemicals are on site—he or she can pull up an SDS right there on their phone through the Encompass app. That's the benefit of the platform being fully functional from a mobile perspective. Employees can look at refresher courses, return to previous courses, receive training reminders and more, all on their mobile devices. Employees can also manage their own training requirements and, in the near future, handle incident management via the mobile app. If an incident occurs, the worker can take a photo, upload it and send that information via the platform. Everything is handled efficiently and effectively in one place.

### How has this new platform fit into your vision for leading HSI, and what does launching this new platform mean to you?

Here at HSI, our new tagline is "Making the Workplace and Community Safer," and I have to say I find it exciting to be a part of that effort. This platform will make compliance and safety training services more accessible, so smaller companies that might not be able to afford multiple solutions can now manage with the tools found in the platform. Overall, this effort is particularly important considering the need to combat on-the-job injuries. If the Encompass platform can help reduce injuries, then we will have made a difference. That's why I love being involved with this new platform and with HSI generally—we're making workplaces safer.

To learn more about the Encompass platform, visit [www.hsi.com/encompass](http://www.hsi.com/encompass) or call **1-800-447-3177**.

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