



Proceed with confidence.



Safety Management Group

*THE SINGLE, FLEXIBLE SOURCE FOR ALL OF YOUR
WORKPLACE SAFETY NEEDS.*

SAFETY CONSULTING SERVICES

SITE SAFETY STAFFING

SAFETY IN HEALTHCARE FACILITIES (ILSM)

SAFETY TRAINING & EDUCATION

CONSTRUCTION SAFETY MANAGEMENT PROCESS

INSURANCE & OCIP SAFETY SERVICES

DOT & FLEET SAFETY SERVICES

ONLINE SAFETY TRAINING

*Safety Management Group
6500 Technology Center Drive Suite 200
Indianapolis, IN 46278
800-435-8850 SafetyManagementGroup.com*

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English & Spanish Capabilities
Serving North America*



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History of Success

Safety Management Group began its tenure as a contractor service organization during the 1980s when its two founders were hired to manage the contractor safety function at a global company's facilities. Our founders provided comprehensive written safety programs and safety training, and tracked the implementation efforts of contractor safety programs through jobsite observations and process review. These services helped the client and its contractors achieve fewer injuries and illnesses while successfully meeting schedules.

Safety Management Group not only continues to provide services to that first client, but also delivers the same degree of comprehensive safety services to healthcare facilities, construction firms, manufacturing facilities, insurance providers, municipalities, and numerous other clients large and small. Our services include onsite safety consultation, safety training, OSHA inspection-related assistance, written safety programs, loss control evaluations, and full-time project safety management. We provide large and small clients with qualified safety advisors who are prepared and equipped to provide a wide range of safety services.

Our best resource is our people. Teams of highly skilled professionals ensure clients get the greatest value from their safety investment, delivering leadership, experience, skills and best practices to provide solutions to safety challenges. As a result, Safety Management Group has received local and national recognition, building a solid reputation nationwide by delivering proven, practical solutions to industrial and construction safety challenges.

COMPANY ACCOLADES

- *Best Places to Work Indiana Three Consecutive Years*
- *Indiana Blue Chip Business Award*
- *IBJ 50 Fastest Growing Indianapolis*
- *Inc. Magazine - Inc. 5000 Two Consecutive Years*
- *Business Insurance - Among top 10 Firms in US Three Consecutive Years*
- *BBB Ethics Award*
- *Ernest & Young Entrepreneur Finalist*

COMMUNITY INVOLVEMENT

- *19 Associations (Board of Directors or Chairperson)*
- *Riley Hospital for Children Golf Fundraiser (60K contributed)*
- *Rebuild Together Indianapolis*
- *Race for the Cure*
- *RTV6 Holiday Toy Drive*
- *YMCA Kids-ID's*

PROJECT RECOGNITION

- *Client, "US Business Roundtable Best Wrap-up in the Country"*
- *Client, "MICCS Excellence in Safety" Indianapolis*
- *People Mover Project, "MICCS Outstanding Project"*
- *Conseco Fieldhouse, "MICCS Outstanding Project"*
- *Clarian North, "MICCS Outstanding Project"*
- *Governor's Workplace Safety Award for Partnership*
- *Pharmaceutical Client Building K362 "MICCS Outstanding Project"*



Why Safety Management Group?

There are many companies that provide safety consulting, but few combine the scope of services offered by Safety Management Group with the business practices that protect our clients and their employees. That's how we've achieved extraordinarily high client satisfaction and retention in a very competitive industry.

QUALIFIED, EXPERIENCED PROFESSIONALS

Our clients can be confident that their safety needs are being addressed by skilled, experienced professionals, thanks to our stringent new-hire screening and an on-boarding process that ensures that everyone we hire meets our standards. Our associates continue to develop their expertise through extensive professional development.

PROVEN RESULTS

We have documented our success with clients, and can provide clear evidence of value our professionals bring to their projects. Our quality control and project management processes are built upon strategies that have been proven effective in the field.

EXPERTISE WITH PROJECTS LARGE AND SMALL

Whether your organization needs help with a single facet of your safety efforts or a comprehensive program, our professionals have the depth of knowledge and practical experience to help. We've provided safety services on everything from small projects to huge, time-sensitive outages.

ETHICAL, PRUDENT APPROACH TO BUSINESS

We're committed to serving our clients today and tomorrow, so we have established a corporate framework and practices that ensures their continued satisfaction. When you choose Safety Management Group, you can be confident that your safety needs will be addressed in the most ethical, effective ways.

ASSOCIATE ACCOMPLISHMENTS

- 9 Certified Healthcare Safety Professionals (CHSP)
- 21 Construction Health and Safety Technicians (CHST)
- 4 Associate Safety Professionals (ASP)
- 4 Certified Safety Professionals (CSP)
- 2 Masters Degree Holders in Safety Management
- 1 PhD in Safety Management
- Average Tenure of 7 Years

PERSONNEL ACCOLADES

Our associates receive personal accolades through an internal recognition program called Customer Service Triumph Awards (CST). Through unsolicited feedback from our clients associates are recognized and celebrated in our company newsletter, annual holiday party along with personal plaques and gift certificates. Customer Services Triumphs over the years include 29 in 2004, 33 in 2005, 62 in 2006, 62 in 2007 and 29 in 2008.

Safety Consulting



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THE SINGLE, FLEXIBLE SOURCE FOR YOUR SAFETY NEEDS

No matter what industry you're in or the size of your organization, our safety professionals will deliver the customized, flexible, state-of-the-art safety services you need to protect employees and contractors, reduce losses and insurance costs, ensure compliance with federal and state worker-safety rules, and protect your hard-earned reputation. Our safety professionals bring extensive experience in a broad variety of industries and situations to your unique needs.

RIGOROUS REVIEWS TO HEAD OFF PROBLEMS

The best defense against injury and loss is a comprehensive understanding of risks and deficiencies within your operations. Through safety audits of your facilities and observations at construction jobsites, our professionals will develop a thorough analysis of safety issues, along with recommendations for remediation of problems. We can use the same methodologies and standards employed by OSHA and the insurance industry – or your own safety standards – as the basis for our review.

HELPING YOU COMPLY WITH COMPLEX LAWS

Our specialized expertise and experience at working with OSHA and state-level safety issues will help you anticipate and meet legal requirements for worker safety. Our professionals will audit your facilities and worksites to identify situations that are likely to draw OSHA attention, and serve as your representatives during regulatory inspections. We can also help you develop your own written safety standards, policies, procedures, and training programs based on regulatory requirements.

SAFETY SERVICES

- Written Safety Policy
- OSHA Compliance Program
- Project-Specific Safety Plans
- Job Safety/Hazard Analysis
- Workplace Safety Observation
- Safety Perception Survey
- OSHA Inspection Assistance
- Incident Investigation
- Recordkeeping Assistance
- Facility Safety Reviews
- Safety Training & Education
- DOT Compliance Assistance

MAKING INSURANCE EASIER AND MORE AFFORDABLE

Because we have extensive experience in loss control and working with insurance carriers, we understand what your company needs to do to satisfy insurance companies and lower your costs. Our custom loss-control surveys provide a detailed examination of your loss trends, and audits of both safety programs and facilities allow us to call attention to deficiencies, make recommendations for improvement, and identify opportunities for effective safety training.

SERVING LOCAL GOVERNMENT EMPLOYERS, TOO

The same services our professionals offer to companies are available to help municipalities, school corporations, and other governmental entities improve worker and patron safety, as well as reduce insurance costs.

Safety Staffing



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THE FLEXIBLE APPROACH TO PROFESSIONAL STAFFING

Whether you need top-caliber safety professionals to manage safety on short- or long-duration projects, want to supplement your own safety team, or need specialized expertise for a major outage, we respond quickly with experienced individuals who understand your environment.

EXTRA HELP WHEN YOU NEED IT

Our Safety Staffing services give you remarkable flexibility in meeting your needs. Thanks to full-time recruiting and our relationships with top safety professionals nationwide, we have the resources and depth to respond to assignments quickly. That means you can be confident that finding the right person won't delay your project. Our network of professionals also allows us to assign multiple safety advisors to your project when needed.

CONTROLLING COSTS AND RISKS

Relying on our Safety Staffing services frees you from the challenge of finding and hiring safety professionals for special projects. Because our safety advisors are our employees, we handle all compensation, benefits and taxes. Just as important, you don't have to worry about downtime if one of our safety advisors becomes unavailable because of illness or another reason, because we provide fast access to a replacement.

EXPERIENCED PROFESSIONALS

Our safety advisors work directly with your team to integrate safety from the initial hazard assessment planning stages to continuous field representation through safe project completion. They understand that safety, quality and productivity work hand-in-hand, and are experienced working within the frameworks such as OCIPs and large construction projects. We meet your specialized needs by providing professionals with extensive experience in many areas, among them:

EXPERTISE FOR SPECIAL PROJECTS

When you need additional safety staff for project-oriented environments such as shutdowns, turnarounds, or other major outages, our professionals bring the expertise to provide safety oversight on even the tightest timelines. Safety Management Group will identify and provide the professionals who have the ideal experience and background to satisfy the unique needs of your project.

STAFFING EXPERIENCE

Safety Management Group provides experienced project safety professionals to staff and manage site safety on your project or to supplement your team when additional safety support and representation is needed. Companies that utilize our safety consultant contracting and staffing teams include Owners, General Contractors, Construction Managers, Insurance Brokers and Sub-contractors.

Our team is experienced in all project-oriented environments including outages, shutdowns, turnarounds, new construction, expansions, additions, Owner Controlled Insurance Programs (OCIP) and large scale industrial and demolition projects.

Our experience ranges from aviation to wind power, healthcare, steel mills, refineries, hospitality, pharmaceutical, sports facilities, automotive, power plants, and more. These projects range from less than \$1 million to more than \$1 billion.

Healthcare Facility Services



Proceed with confidence.

SUPERVISION AND EXPERTISE WITH A SOLID FOCUS ON LIFE SAFETY

Our proven methodology helps healthcare organizations with compliance, ensures that there are zero disruptions to patient care and medical operations, and protects them from safety-related losses.

INTERIM LIFE SAFETY MEASURES

Because construction, renovation, and maintenance activities can compromise life safety codes, we ensure patient, staff and contractor safety – and fulfill JCAHO compliance requirements – through a comprehensive Interim Life Safety Measures program that compensates for deficiencies. From the pre-project stage, we assess the risks to life safety, and train your staff and contractor personnel. We study every phase to identify hazards and determine preventive measures. Throughout the project, we audit life safety procedures to verify compliance with both JCAHO policies and your own standards. Once the project is complete, we assess the entire process to make the next project even safer and more efficient. If you have an existing Interim Life Safety Measures program, we can assist you with planning and assessments, or even manage that program for you, freeing up internal staff to serve your mission.

WORKING WITH YOUR EXPERTISE

We work closely with your internal expertise on issues such as infection control, leveraging your staff's knowledge of your operations to ensure that the safety process is as seamless as possible, and to build staff confidence in the services we provide.

LOWERING CONSTRUCTION COSTS

When you're constructing new facilities, we can help you achieve significant cost savings through an Owner-Controlled Insurance Program. For one organization, working with us reduced insurance costs by millions of dollars. At the inception of our program, contractor injury loss per hour worked ran as high as \$0.75. As our program matured, that loss dropped as low as \$0.01 per hour in some periods, with an average of \$0.03/hour.

PROTECTING EVERYONE – ESPECIALLY YOU

We can ensure safety on all of your projects through our Contractor Safety Management Process, a comprehensive process that provides oversight of everyone on your site – including your team, your contractors, and their subcontractors. In addition to creating a safer environment and verifying that contractors recognize your safety needs, it protects and strengthens your reputation among the general public, and assures regulators that you take safety seriously.

HEALTHCARE PROJECTS

The company is involved in a wide variety of healthcare project types, ranging from new facilities, including specialized medical treatment, monorail systems, emergency care, development of ILSM programs, training maintenance staff, managing contractor populations and more. These projects range from less than \$1 million to more than \$500 million.

Safety Training



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COMPREHENSIVE, FLEXIBLE SOLUTIONS FOR ALL YOUR SAFETY TRAINING NEEDS

You don't have to look very far to find comprehensive resources for all of your safety training needs. We offer a full complement of state-of-the-art training services delivered through a wide variety of channels. Whether you need standard training addressing industry issues or a program customized to your location and situation, our professionals will meet your objectives. Just as important, we continually refine our training to ensure that what we teach is understood by all participants, regardless of their educational background or position within your organization.

TRAINING FOR YOUR SPECIFIC NEEDS

No matter what you need – prepackaged programs to satisfy standard OSHA requirements or highly customized training designed around your operations – our professionals are ready to help with combinations of lectures, printed and videotapes presentations, web-based programming, and comprehensive follow-up testing. We can provide training weekly, monthly or as needed, and we can bring all of our programs to your site for convenience and less downtime. We'll also customize training programs for your specific pieces of equipment or operational procedures, and can develop a safety plan that is coordinated with training activities.

ONGOING CLASSES WITH OPEN ENROLLMENT

Meet your basic safety training and regulatory needs, and make sure new employees and supervisors are properly trained, through our ongoing open-enrollment classes. We offer OSHA 10-hour and 30-hour training and Competent Person classes on an ongoing basis, along with many of our other most popular classes on subjects such as scaffolding safety. To see when classes are being offered, visit the calendar on our website.

COURSES & SEMINARS

- OSHA 10 & 30 Hour Construction
- Trenching & Excavation
- Confined Space
- CPR/First Aid
- Fall Protection
- OSHA 10 & 30 Hour General Industry
- OSHA Recordkeeping
- Power Industrial Trucks
- Scaffolding Safety

...and many more.

WEB-BASED TRAINING PROGRAMS

With our virtual university, your employees and contractors can access a wide variety of safety training programs from convenience of any computer with Internet access. You can select the courses by area of responsibility – or to match your specific safety standards and objectives. Our system provides built-in accountability by tracking who completed each class and when.

LENDING OUR EXPERTISE

We built a solid reputation throughout the U.S. by delivering proven, practical solutions to safety challenges in industrial and construction activities since 1996. Our highly skilled, innovative safety professionals use what they learn from every project to refine the services we provide and better serve our clients' needs.

Construction Safety Management Process



A PROVEN, COMPREHENSIVE FRAMEWORK FOR MANAGING SAFETY ON YOUR SITES

Our exclusive Construction Safety Management Process is a powerful, effective approach for companies that are committed to creating and maintaining safe, incident-free construction sites.

BUILDING A CULTURE OF SAFETY

CSMP goes beyond mere compliance to provide oversight of every facet of safety management on your job-sites. We work with you to develop a culture of safety, educating everyone about the importance of rules, monitoring performance, and continuously improving all activities.

PROTECTING EVERYONE – ESPECIALLY YOU

CSMP is a comprehensive process that provides oversight of everyone on your site – including your team, your contractors, and their subcontractors. Just as important, it protects and strengthens your reputation within the contracting community and among the general public. Having a comprehensive program assures OSHA and local regulators that you take safety seriously. It can reduce your liability exposure and bolster your defense if litigation occurs. And when workers feel safer, they're more efficient and productive.

THE COST-EFFECTIVE APPROACH TO SAFETY

CSMP addresses the concerns of insurers, leading to lower costs.

In addition, CSMP includes our management services and all staffing for your safety needs, eliminating hiring, salary and benefit costs. Over the past ten years, we have managed safety programs for more than \$1 billion in construction projects. For one pharmaceutical company alone, working with us reduced insurance costs by millions of dollars. At the inception of our program, that company's contractor injury loss per hour worked ran as high as \$0.75. As our program matured, that loss dropped as low as \$0.01 per hour in some periods, with an average of \$0.03/hour.

EXPECTATION AND EVALUATION

CSMP provides a proven, more effective way to set a clear direction for the safety program, organize your efforts, and provide accountability at every level. Roles and responsibilities for everyone involved the delivery of the project are clearly communicated at the beginning. We approach your project and everyone involved objectively – ensuring safety is our only motivation – and use technology to simplify processes and obtain information quickly.

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THE CSMP FOCUS

The CSMP incorporates a balance of dedicated resources and support, with open communication and consistent delivery.

- Commitment to Safety
- Safety Program/ Roles and Responsibilities
- Contract Safety Specifications
- Evaluation Process
- Contracting Process
- Training Program
- Field Implementation
- Incident Management
- Process Verification

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English & Spanish Capabilities
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Insurance and OCIP Services



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INSURANCE & OCIP SAFETY SERVICES

We are trusted by clients across the United States for providing the highest-quality safety and loss control solutions in a broad spectrum of markets. By leveraging our wealth of technical knowledge and depth of expertise from over 100 in-house safety professionals, we are able to offer individual attention and specialized service to each one of our clients.

PROCESS DRIVEN SAFETY OVERSIGHT

Over the years, our expertise in contractor safety management and OCIP safety oversight has been refined into a process-driven to manage risk and losses and positively affect the bottom line for Owners. Our project safety management services have provided value to projects ranging from a few million to over one billion dollars in value. We have worked on several large OCIPs throughout the Country providing third-party safety oversight for both Owners and Contractors. These partnerships have provided minimal losses as well as developed a positive safety culture for the contractors and craftsperson's alike.

SURVEYS WITH ATTENTION TO DETAIL

Because we have extensive experience in loss control and working with insurance carriers, we understand what your company needs to do to satisfy insurance companies and lower your costs. Our custom loss-control surveys provide a detailed examination of your loss trends, and audits of both safety programs and facilities allow us to call attention to deficiencies, make recommendations for improvement, and identify opportunities for effective safety training. The most significant part of the Loss Control Survey is often contained in the recommendations section. Recommendations are developed to counteract issues discovered in the process of developing the Loss Control Survey. Specific, well-defined recommendations can offer a useful action plan that will provide the company cost-effective strategies to reduce work-related injuries and illnesses.

DEDICATED SAFETY STAFF THROUGH PROJECT COMPLETION

A key strategy within an OCIP is a comprehensive safety program with continuous field presence. Our OCIP safety advisors work directly with your team to integrate safety from the initial hazard assessment planning stages to continuous field representation through safe project completion. They understand that safety, quality and productivity work hand-in-hand, and are experienced working within frameworks such as OCIPs and large construction projects. Safety Management Group can completely staff or supplement an in-house safety team when additional staffing is needed on an OCIP project. In addition, if monthly safety oversight and assessments are necessary on your OCIP, our safety professionals are ready to evaluate the risk and provide feedback.

Insurance is Your Business

Loss Control is Ours

Project Safety Staffing

OCIP Safety Management

Safety Audits & Training

SAFETY MANAGEMENT GROUP

Outsource with the Best!

Fleet Safety Services



TRANSPORTATION, DOT, FLEET SAFETY CONSULTING

Safety Management Group has unique insight into DOT regulations and practices and is known for a proactive and aggressive approach to reducing accidents and creating high-energy safety cultures. We welcome the opportunity to help you assess your company's transportation safety.

We can help your organization develop a world-class safety culture that will reduce your number of incidents, helping to lower your premiums, especially in the area of Workers' Compensation and auto liability.

REDUCE INTANGIBLE COSTS

Losses in productivity are often the largest costs associated with accidents. An effective transportation safety program will keep productivity at the highest level, reduce downtime, help develop operational protocol, and improve levels of communication.

IMPROVE MARKETABILITY

Companies can use their transportation safety program as a marketing tool to differentiate their business from competitors. Being able to promote a world-class safety culture and the safety results you've achieved will help your company secure new business while attracting and retaining the best employees.

COMPLY WITH DOT

Effective and documented transportation safety programs will help ensure that your company complies with DOT, and avoid large fines.

CREATE A DEDICATED SAFETY CULTURE

Safety is an attitude. It takes time and effort to develop a successful safety culture. It starts with a committing to safety. The ultimate goal is to establish a culture where safety exists on a level equal in importance with productivity and quality.

WE CAN HELP!

Prepare for compliance reviews through one or more of the following services:

- *Manage drug and alcohol collection/random pool*
- *Maintain and update Driver Qualification Files electronically*
- *Audit and retain drivers' daily logs*
- *Manage and track all vehicle licensing, registration and permits for expirations*
- *Perform Mock DOT Audits*
- *Conduct Supervisor/Frontline Training*
- *Conduct 60-Minute DOT Supervisor Training*
- *Manage Auto Liability, General Liability and Workers Compensation Claims*
- *Track accidents, trend analysis and costs*
- *Complete Root Cause Analysis and Corrective Action Follow-up*
- *Conduct Accident Investigations and Evaluations*
- *Reduce insurance costs*

Online Safety Courses



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E-LEARNING WITH SAFETY MANAGEMENT GROUP

Safety Management Group understands that on some occasions completing a safety course is tough in today's workplace. A convenient option is our web based safety training through our virtual university portal. Have your team complete safety training on the internet and improve your companies OSHA compliance and performance by providing these on-demand safety courses.

Our comprehensive catalog of self-paced, online safety training and certification courses are created for safety managers, safety trainers, employees, employees that deal with environmental hazards, and general workforce employees. To register, select your course, create a user name and password, pay by credit card and you're off e-learning. Each course is designed to challenge your safety knowledge through quizzes and final exams.

- *Immediate access 24 hours a day to job-critical online training*
- *Quality instructional content validated by industry experts*
- *Interactive multimedia courses with instant grading and online certificates*
- *Affordable corporate learning solutions*
- *Dedicated customer support, 7-days per week 1-800-442-1149*
- *"Pay-per-view" pricing, corporate billing and group discounts*

Satisfy and standardize all of your compliance training needs without sacrificing valuable time and money. All courses will come with a printable certificate upon successful completion. We can also set you up with our Learning Management System allowing you to register and track your employees' training.

Safety Management Group features a comprehensive online library featuring over 100 training courses. Learn more and visit our web site and take a test drive by clicking on the sample courses.

OUR MOST POPULAR TITLES

- *OSHA - 10/30 Hour Construction Industry Outreach Training Program*
- *OSHA - 10/30 Hour General Industry Outreach Training Program*
- *Confined Spaces*
- *Excavations*
- *Fall Protection*
- *Scaffolding*
- *Hazard Communication*
- *Lockout/Tagout*
- *Hazwoper 8/24 Hour Courses*

Many other topics online!