

Executive Summary

Field Safe Solutions

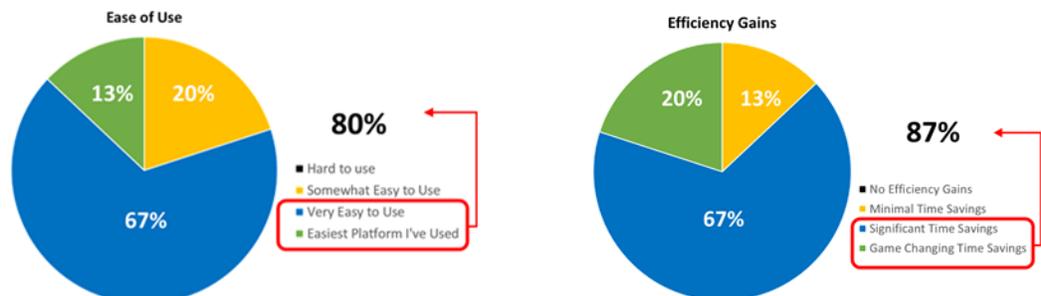
Field Safe Solutions is an Alberta based, enterprise cloud software platform that enables organizations to effectively implement, manage, and monitor their field safety and compliance programs in real-time. Field Safe’s current client base includes Suncor Energy, Husky Energy, TC Energy, Graham Construction, Pembina and Fluor.

Solution Overview

By employing Field Safe Solutions for all field data capture and reporting activities in support of the safety, environmental, and regulatory protection programs, customers will realize significant cost savings as well as receive significant benefits in having access to data and information in real time.

User Satisfaction Survey Results

Through all Field Safe projects, quantified field worker feedback is always extremely positive and, as importantly, was centered on the exceptional Ease of Use of the Field Safe platform. This has been tracked through surveys with key client implementations, as follows:



In conjunction with the above Efficiency Gains, the Ease of Use of the platform ensures a best-in-class user adoption experience.

Field Safe will also work with customers to provide smart workflow, ensuring that real-time data is provided to the individuals that require the information.

Benefits from Worksite Digitization

Below is a summary of the annual efficiency gains and benefits that will be obtained once the solution is deployed:

Category	Scope of Savings (Estimated)
Field User Efficiency Gains	50,000 hours per year
Administrative Efficiency Gains	\$1,875,000 annually
Paper Elimination Cost Reductions	\$14,400 annually
Regulatory Fine Avoidance	\$65,000 per event
Incident Avoidance	\$20,000 per event
Obtaining & Maintaining COR	Critical to the success of a business

Field User Efficiency Gains

Field Safe has tracked results from usage over a 5-year period with numerous clients and has defensible data that illustrates the time spent filling out paper-based forms can be reduced between 33% to 66%.

Time Expenditure

500 users x 3 forms daily x 20 days per month x 25 minutes / form = 750,000 minutes per month or 9,000,000 minutes annually = 150,000 hours annually filling out paper forms.

At an efficiency gain level of 33% this represents a time savings of **50,000** hours per year.

Administrative Efficiency Gains

The downstream benefits of migrating to a digitized platform cannot be ignored. Aside from receiving the data in real-time, real cost savings of redundant data entry activities are realized.

500 users x 3 forms daily x 20 days per month = 30,000 paper forms generated per month x 10 minutes per form for data entry = 300,000 minutes or 5,000 hours per month. At 160 hours per month per full time equivalent (FTE) this requires more than 31.25 FTE for data entry of paper-based forms.

- Assuming a fully loaded annual cost of \$60,000 for administration staff, this represents an annual cost avoidance of **\$1,875,000** to digitize data currently stranded in paper.

Paper Elimination Cost Reductions

For the purpose of quantifying the time and paper savings that customers may expect to realize using the Field Safe solution, the following assumptions have been incorporated:

- 500 users
- 3 forms daily
- 2 monthly documents

Using these assumptions, the following time and paper savings will be realized:

Paper Savings

500 users x 3 forms daily x 20 days per month x 2 pages per form = 60,000 pages per month

500 users x 2 documents monthly x 15 pages per document = 15,000 pages per month

Total = 900,000 pieces of paper generated annually

The cost of a piece of paper is estimated at \$0.016 x 900,000 = **\$14,400** savings annually.

Regulatory Fine Avoidance

By communicating compliance expectations and providing the tools to facilitate visibility on completion of compliance activities, fines are avoided. Market studies indicate the cost to an organization for having to respond to a regulatory fine is **\$65,000** on average but can be up to \$500,000.¹

Incident Avoidance

Generating structured data through digital forms allows experts in the organization to analyze the data in order to make decisions that can help improve performance in real-time. These performance improvements come from spotting trends that can be used to prevent future incidents. Published reports state that the cost stemming from penalties cost organizations a minimum of **\$20,000** per incident in direct costs and 4 – 6 times that figure in indirect costs.²

Obtaining & Maintaining COR

With nearly 20,000 active COR holders in Alberta, and British Columbia, it is the defacto standard across industry that leading firms trust. It is difficult to accurately quantify the opportunity cost of not obtaining and maintaining COR because it is **critical to the success of a business**. For our clients, not being COR certified is inconceivable because without it they would not be able to bid on most jobs. Fully optimized, the Field Safe platform will provide 100% of the required information for a COR Audit.³

For additional information please contact:

Brad Barber

Sales Director

bbarber@fieldsafesolutions.com

Cameron Barrett

Chief Executive Officer

cbarrett@fieldsafesolutions.com

¹ <https://www.alberta.ca/convictions-under-ohs-legislation.aspx>

² <https://www.osha.gov/penalties/> - \$13,260 USD converted at 1.33165

³ Balance of required information for a COR Audit is obtained by an auditor during the interview process.