



blacklinesafety

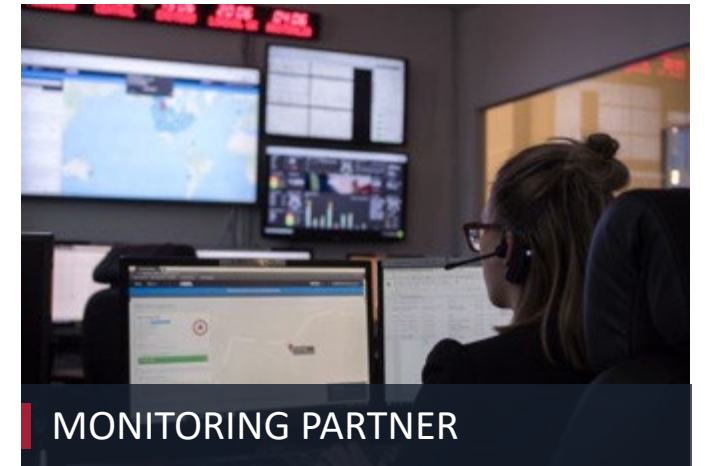
MANAGING WORKSITE RISKS WITH SMART SAFETY TECHNOLOGY

Ed Burton | May 1, 2024

AGENDA

1. A Bit About Blackline
2. Top Industry Trends
3. HOP and its principles
4. Smart Safety
5. Value & ROI of Connected Workers to an Enterprise
6. Connected Safety in Action: Real-Life Case Studies
7. 10 Questions to Ask About Your Connected Safety Technology

ABOUT BLACKLINE





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VISION

To transform enterprise workplaces through connected safety technology.

PURPOSE

To ensure every worker has the confidence to get the job done and return home safe.

TOP INDUSTRY TRENDS



Increased worker expectations & safety cultures



Safety legislation, regulations & compliance



Digital Transformation & Industry 4.0

SOCIETAL, REGULATORY AND EMPLOYEE EXPECTATIONS ARE EVOLVING

“Workplaces and organizations are easier to manage than the minds of individual workers. You cannot change the human condition, but **you can change the conditions under which people work.**”

– James T. Reason, *former professor of psychology at the University of Manchester*

HOP AND ITS PRINCIPLES

Human and organizational performance (HOP) is a risk-based operating philosophy which recognizes that **error is part of the human condition** and that an organization's processes and systems greatly influence employee actions and choices, and consequently, their likelihood of success.

1 People are fallible, and even the best make mistakes

4 Leadership's response to failure matters

2 Workers are masters at adaptive problem solving

5 Blame fixes nothing

3 Context drives worker actions and behaviors

6 Improvement happens through learning

TOP FIVE HAZARDS FOR OIL AND GAS WORKERS



1. Exposure to Hazardous Gases or Unsafe Oxygen Environments
2. Confined Space Entries (CSEs)
3. Shutdowns and Turnarounds
4. Evacuation Management
5. Lone Worker and Transportation Hazards

WORKPLACE INJURIES, ILLNESSES AND FATALITIES IN ALBERTA

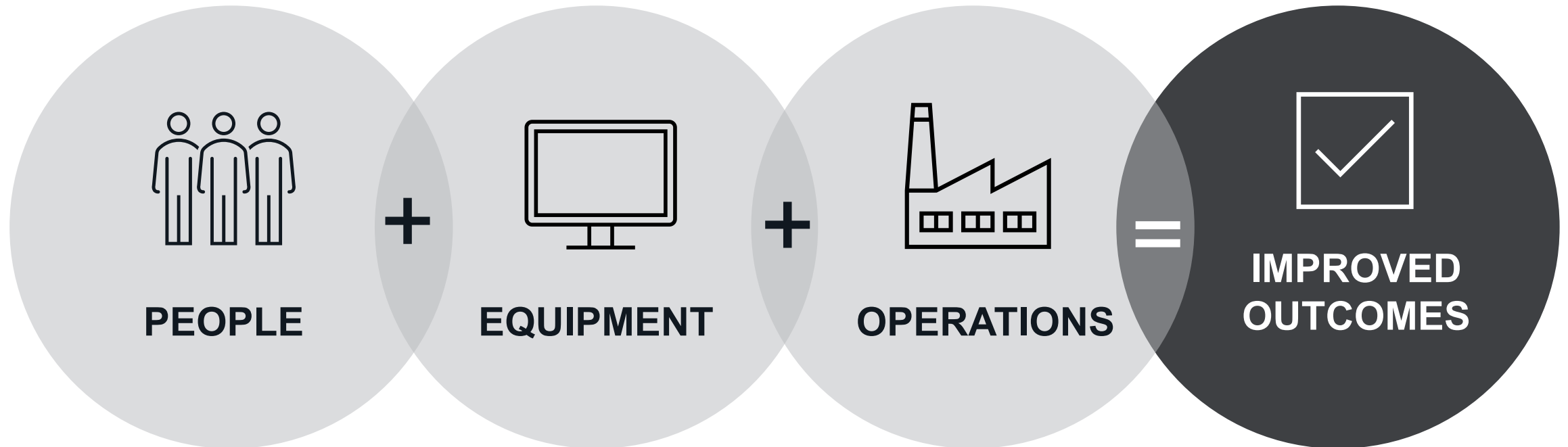
		2019	2022
Alberta Overview	Injuries (including illnesses)	50, 078 Injury claims Top 3 causes: <ul style="list-style-type: none"> • Overexertion 22% • Falls 17% • Bodily reaction 14% 	57, 255 Injury claims Top 3 causes: <ul style="list-style-type: none"> • Bodily reaction or exertion 35% • Exposure to harmful substance 18% • Slip, trip or fall 18%
	Fatalities	129 Fatal injuries	120 Fatal injuries
Mining & Petroleum Sector Overview	Injuries (including illnesses)	1,669 Injury claims Top 3 causes: <ul style="list-style-type: none"> • Bodily reaction 17% • Falls 16% • Overexertion 15% 	2,111 Injury claims Top 3 causes: <ul style="list-style-type: none"> • Bodily reaction or exertion 31% • Slip, trip or fall 19% • Exposure to harmful substance 14%
	Fatalities	7 Fatal injuries	11 Fatal injuries

Source: Open.Alberta.ca

<https://open.alberta.ca/publications/workplace-injuries-illnesses-and-fatalities-2022>

<https://open.alberta.ca/publications/workplace-injuries-diseases-fatalities-in-alberta-2019>

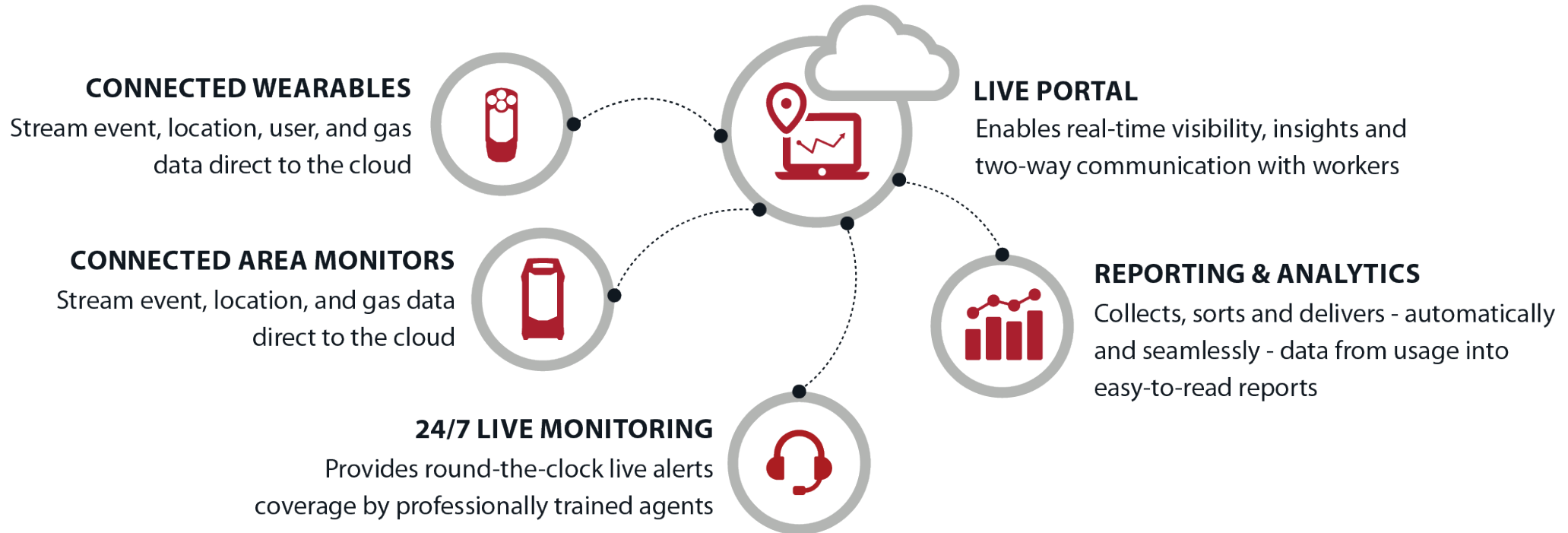
SMART SAFETY TECHNOLOGY



**CONNECTED SAFETY IS A HUMAN-CENTERED, DIGITAL-ENABLED
APPROACH TO MEASURE & IMPROVE SAFETY PERFORMANCE**

CLOUD-CONNECTED ECOSYSTEM

Providing real-time and historical data & information



Powering smarter, stronger and safer workplaces

VALUE & ROI OF CONNECTED SOLUTIONS

- Improve Safety Culture
- Reduce Worker Risk and Exposure
- Increase Safety Compliance
- Insights to Increase Productivity and Uptime
- Operational Efficiency
- Continuous Improvement

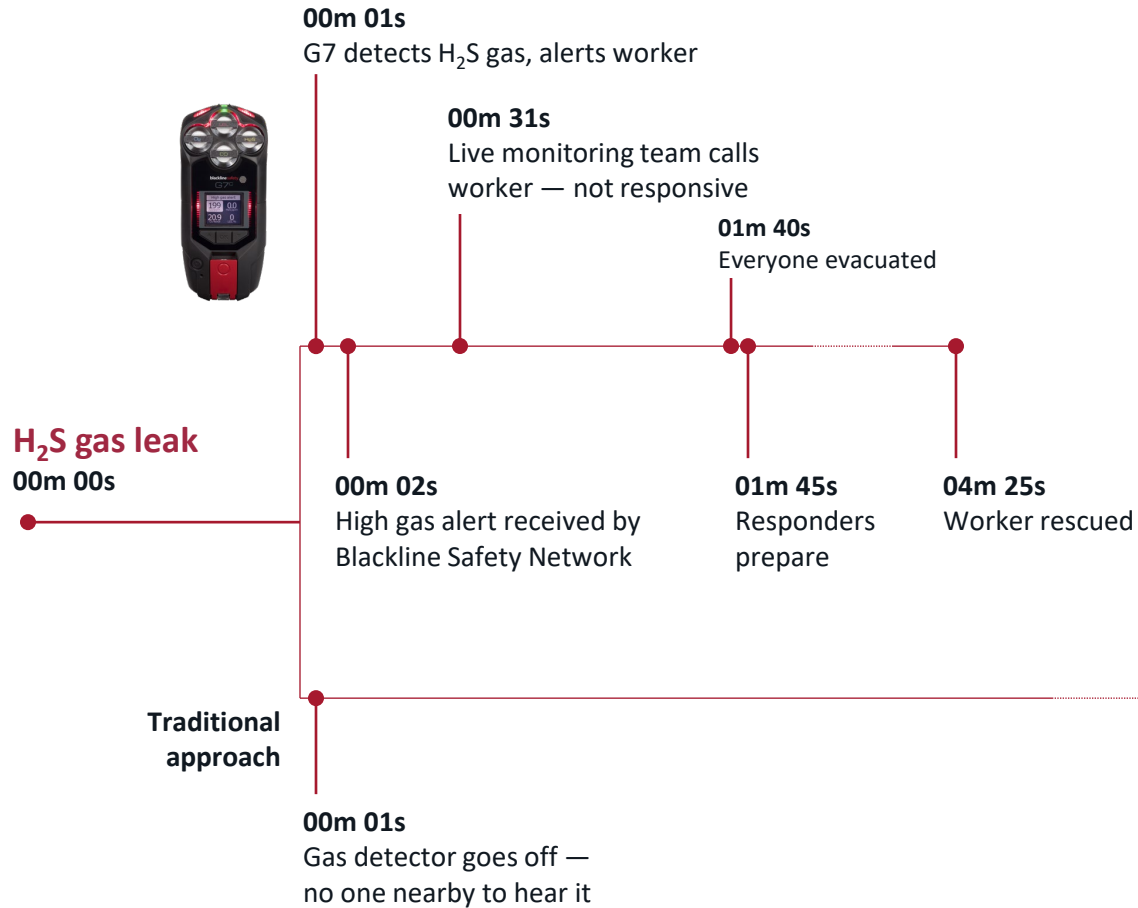


**CONNECTED WORKERS REDUCE OPERATIONAL SPEND BY 8.5%
AND WEARABLES INCREASE PRODUCTIVITY BY 8%**

VALUE OF BECOMING DATA-INFORMED

- ✓ Actionable insights to save time and unlock value
- ✓ Improve and streamline access to information and critical insights so you can act on them and mitigate risk
- ✓ Critical information to spot and solve potential risks
- ✓ Save time and better support regulatory and internal compliance
- ✓ Modify workplace processes in response to insights gained
- ✓ Improve employee training in response to insights gained
- ✓ Putting data in your hands to better mitigate risk
- ✓ Improve response times to incidents

SMART SAFETY IN ACTION



- When an incident occurs, every second counts
- Comprehensive safety monitoring system delivers:
 - Real-time situational awareness
 - Incident management tools
 - Technology to make a difference

02h 00m
Check-in missed

02h 05m
Supervisor concerned

02h 10m
Search begins

03h 30m
Body recovered

REAL-LIFE INCIDENT: NICK'S STORY – H2S TRAGEDY AVERTED

Thanks to the connected safety solutions, Nick, a worker at an O&G pipeline terminal in rural Texas, avoided becoming a tragic H2S statistic.

“I was completely passed out,” said Nick.

“Had my co-worker’s device not automatically triggered an alert from gas exposure, they might not have known they were in danger too. The SOC helped us get fast emergency services support and stayed on the line until everything was ok,” said Nick.



Marmon/Keystone

CASE STUDY



If we didn't have the Blackline device and the AED, I don't think [our employee] would be alive today. This goes to show the importance of having both lone worker devices and AEDs in place.

- Amy Cottrell, Human Resources Manager – Marmon/Keystone



About Client

Marmon/Keystone is a leading wholesale distributor of tubular products with over 27 warehouses across the US, Canada and Mexico.

Challenges

The company needed a personal monitoring solution to ensure the safety and security of their warehouse workers.

Solution

The integrated connectivity of the G7 device to link their workers to a live monitoring center proved to be invaluable when one of their lone workers suffered cardiac arrest, falling and striking his head, triggering an automated alert.

Results

Quick response from Blackline's SOC and the Operations Manager enabled critical medical attention to be delivered, saving the employee's life.

10 QUESTIONS TO ASK ABOUT YOUR CONNECTED SAFETY TECHNOLOGY



1
How easy are the connected devices to use?



3
How multifunctional are they?



5
How are alerts managed?



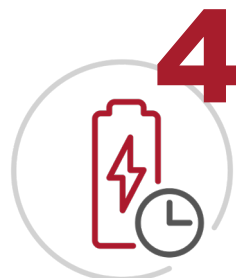
7
What are the reporting capabilities?



9
What security features are available?



2
What are the connectivity options?



4
What's their battery life?



6
What are the monitoring options?



8
What's the ease of implementation?



10
What purchasing options are offered?

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Q&A



A network diagram background consisting of a large, sparse web of grey lines connecting various sized grey nodes. On the right side, a dense, spherical cluster of nodes is highlighted, with nodes in various colors (blue, green, red, orange, pink, black) and sizes, representing a complex network structure.

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