



# A DIGITAL SAFETY CASE STUDY

with LMS Reinforcing Steel Group



We spoke to Ben Sleeman (Director of Safety, North America) from LMS Reinforcing Steel Group about their transition to a paperless safety program and here's what he had to say:

**Q: What inspired the decision to move from paper to digital safety?**

"As safety regulations increased, there was a demand for more forms and the only way to track those forms was to physically go around and collect them.

This created a lag time of upwards of 90 days which meant if there was an error, you would only discover it much later. This made it impossible to regulate.

With Salus, the information is entered in real time, so I can see the information from any member of the company, or any member of my team seconds after it's inputted.

For both the safety department and the entire company across North America, being able to see everything done in real time is a game changer.

The ability to see any mistakes in real time, allows you to reach out to the employee immediately and teach them how to properly implement it or fix it yourself right from your office.

**Q: Does the ability to access real time reports provide any insurance incentives?**

"In the States it absolutely does.

They look at your program and management when providing you a rating for your premiums.

So if I need to bring several binders to prove my safety protocols and make them sift through 365 pages of documentation to prove it, that can be quite frustrating.

Whereas, with Salus, I don't even need to see them, I can get on a zoom meeting and say I just sent you a job list, pick a job, tell me what you'd like to see, and can show them what they want within 30 seconds."

**Q: What features do you enjoy most within the Salus platform?**

The digital signature is easily the best. The fact that you can sign anything on your phone is amazing."

## ABOUT LMS STEEL

LMS Reinforcing Steel Group - is the leading independent fabricator and installer of reinforcing steel in North America - in a high risk sector building super structures, from bridges to stadiums, to commercial buildings and residential buildings.

It can be one of the most dangerous sectors therefore, having meticulous safety procedures and policies are essential to keep the employees safe.

LMS has 600 employees, 25 subcontractors, and submits 250 forms per day.



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**Q: Has implementing the Salus platform helped to strengthen LMS' safety culture?**

"Yes, it promotes a safer culture because it allows my team and I to be able to focus on safety instead of getting bogged down in paperwork."

**Q: From a safety operations perspective - how have things changed with access to proper data, reporting, and tools in the cloud?**

"The ability for me to look at any specific day, and having all the forms get sorted by the worker, incident type, job and the form type."

Having these four different ways for me to pinpoint any specific form on any specific job, on a specific worker, takes me roughly 45 seconds to do that search, whereas, with paper it would be impossible to find.

So if the regulators or workers comp called me up and asked me what happened on December 19, it would literally take me seconds to find. With paper, it would have taken days."

**Q: Was there initial resistance at first? How did that change after switching to paperless?**

"Oh yes. Nobody wanted to do it. There will always be resistance to learn new technology."

The key is to have a concise plan on how to roll out the new system. Once we were able to find a good way to teach them how to use the program and what it could offer, they liked it more than the paper way."

**Q: Any advice to other companies that are still practicing traditional safety documentation practices?**

"Yes - do yourself a favour and get with the times. The best defense for your company, to show diligence, and have a thorough safety program is going digital. There are no two ways about it."

**Q: Overall, would you say that you are saving money by going paperless?**

"The savings are substantial - for a company our size, with paper we would have needed 3 personal assistants at a cost of about 60k per year. Right there is a savings of 180k in salaries alone."

That isn't even mentioning the cost of papers, printers space etc."

**Q: What was your experience going through a COR audit?**

"COR audits have an incentive program and if awarded they give you back 5% of your workplace premiums, which for a company of our size, - it's 100,000's of dollars."

With paper, just to review the process, they would allot two days for documentation review and you could never guarantee the accuracy. Whereas with going digital I did documentation review in 1 hour and 45 minutes and with more accuracy, guaranteeing to get the 5% back which is incredible.."

To learn more about LMS Reinforcing Steel Group visit their website: [lmsgroup.ca/](http://lmsgroup.ca/)



"YES, IT PROMOTES A SAFER CULTURE BECAUSE IT ALLOWS MY TEAM AND I TO BE ABLE TO FOCUS ON SAFETY INSTEAD OF GETTING BOGGED DOWN IN PAPERWORK."

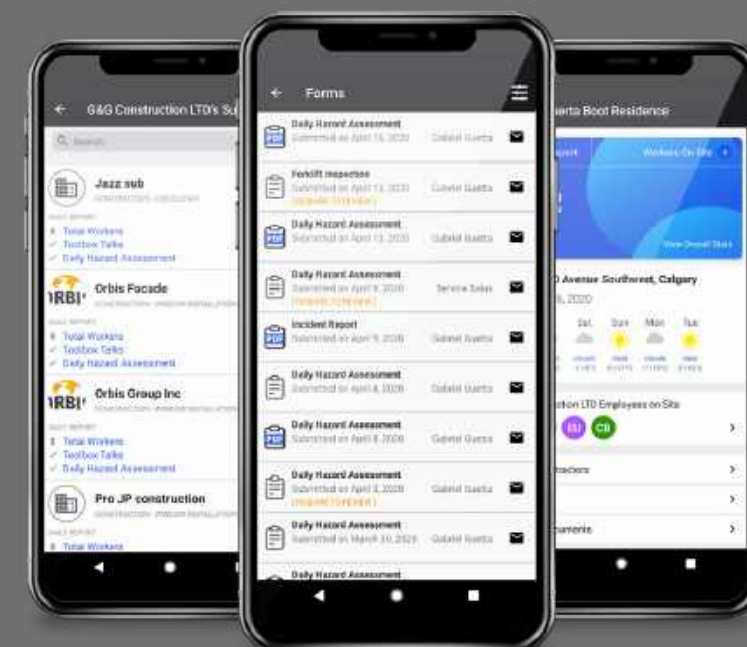
## ABOUT SALUS

Powering a safer today for those building our tomorrow.

SalusPro helps companies go paperless in the field, and our safety software is unlike any other. Sign & submit documents, track certificates, and manage all your subcontractors, worksites, & assets on an easy to use mobile platform that provides management with real-time information.

To learn more about SalusPro safety software visit our features page at

[saluspro.app/features](http://saluspro.app/features)



**"THE SAVINGS ARE SUBSTANTIAL FOR A COMPANY OUR SIZE"**

- BEN SLEEMAN ON WORKING WITH SALUS