



Getting Everyone On the Same Page: Managing Multiple Sites



Luke Jacobs
Co-Founder & CEO
Luke@Encamp.com

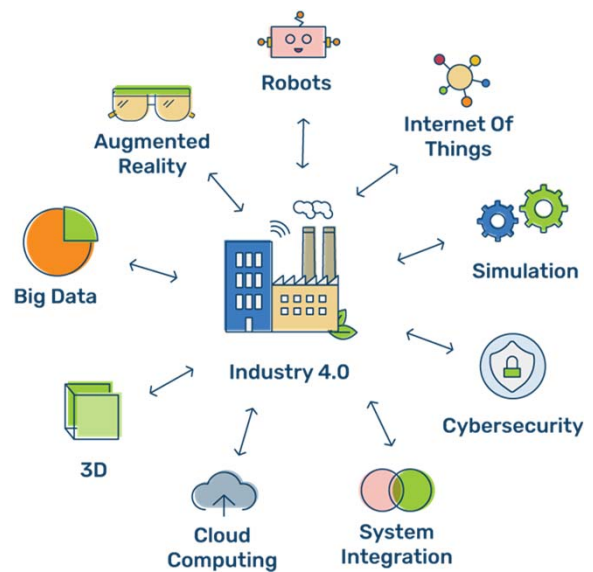
Indiana Environmental Summit
October 9, 2019



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Technology:

It's changing the
EHS & compliance
landscape.

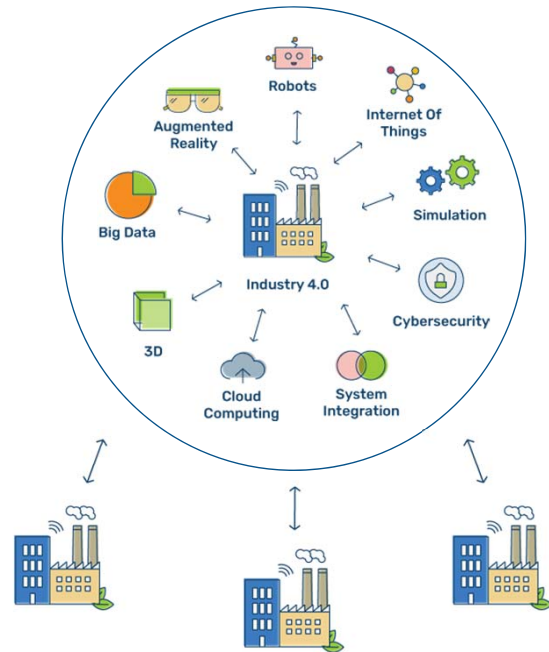


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It's hard to ensure safety and EHS compliance for **1 facility**.

It's even harder **with 100**.

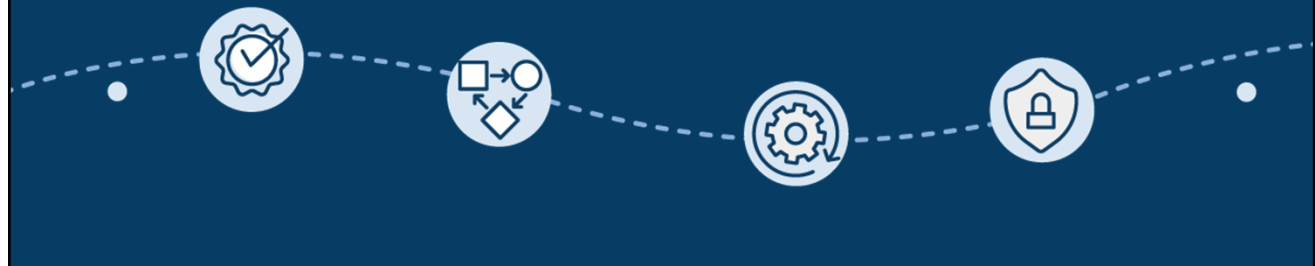
Or 1,000.



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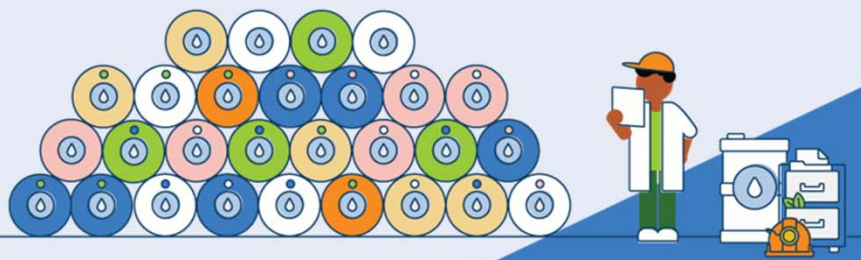
EHS professionals know their job isn't simply **achieving** safety and compliance.

It's **sustaining** safety and compliance in an ever-changing industrial and regulatory environment.



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Significant trends impacting EHS management



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Significant trends Impacting EHS management



**Digital
Transformation**



**Business
Integration**



**Transparency
and Disclosure**



**Operational
Risk Strategy**



**Evolving
Workforce**

6



Digital Transformation

EHS is at a technological crossroads

Industrial organizations are accelerating and expanding transformation initiatives enabled by digital technologies to:

- Ensure consistent processes
- Understand, manage, and meet compliance
- Continually improve across a range of KPIs



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Business Integration

EHS leaders face continued pressure to evolve as an integral part of the business that creates and delivers value

Alignment with organizational transformation initiatives to improve:

- Operational excellence
- Business continuity
- Ultimately, profitable growth



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Transparency and Disclosure

Technological, legal, economic, and social forces have put industrial orgs under greater scrutiny by many stakeholder groups

This drives the need for better:

- Processes & effective management systems
- In-depth data and insights for decision making
- Modern information technology to enable the above



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Operational Risk Strategy

Rapid changes in tech, business models, and business networks increase challenge of managing dynamic organizational risk

EHS Ops risk increasingly key in enterprise risk management initiatives to:

- Operate with few to no injuries, NOVs, and shutdown time
- Show industry leadership in EHS
- Protect brand reputation



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Evolving Workforce

Large portions of the industrial workforce are retiring

Younger workers are needed to continue great EHS programs and the expectations of this new generation are fundamentally different regarding:

- Technology
- Communication
- Engagement
- Values



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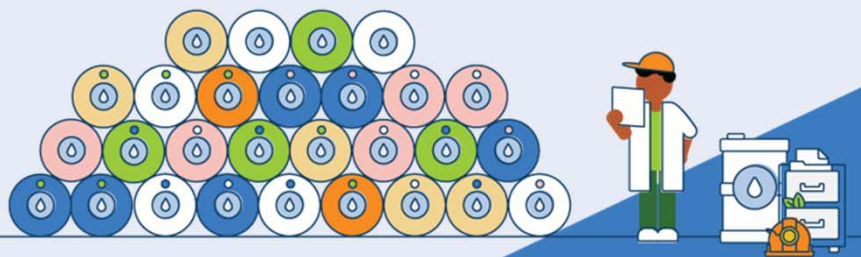
There's little doubt that 2019 will be a year of great opportunity for EHS business leaders, especially those that recognize essential business and technology trends. It should be a year characterized by improvement and perhaps even transformation for those that seize the opportunity.

Peter Busey, LNS Research



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So How Do You Get Everyone On the Same Page & Manage EHS For Multiple Sites?



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Understand your compliance program at a local, state, and federal level

14



Maintain a compliance reporting schedule across multiple sites in multiple states

15



Set up a company wide facility-level documentation and verification system that is easy to use and understand

16



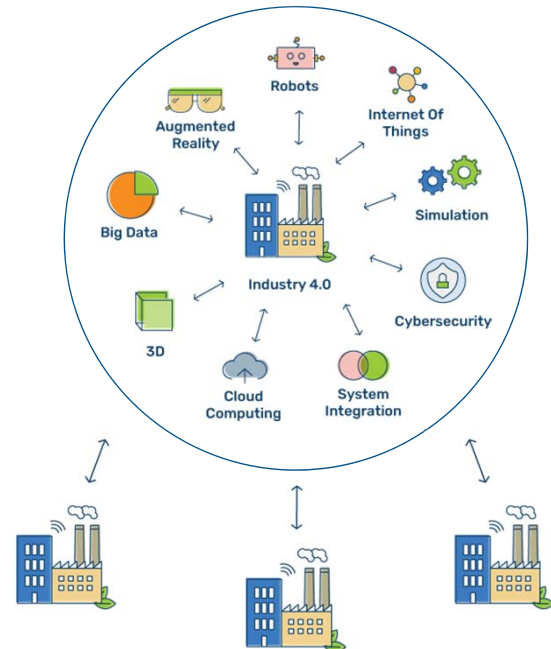
Use modern software tools to coordinate your EHS program and achieve operational excellence



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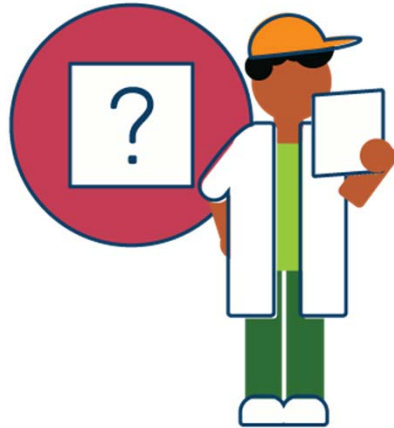
Technological transformation in EHS is easier said than done.

But with a good plan and a desire to innovate, there has never been a better time to use technology to increase the operational excellence of EHS programs and get everyone on the same page.



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Discussion & Questions



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Thank you,
And have a safe day!



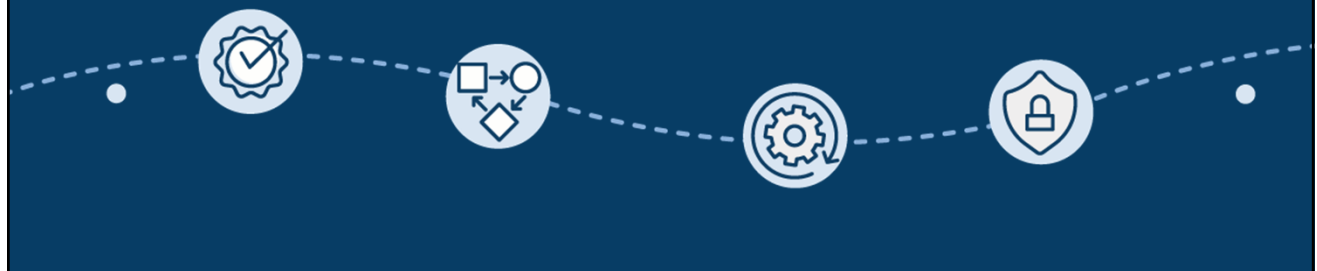
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Appendix



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Emerging trends

01

The cost of noncompliance is going up. On February 6, 2019 EPA issued a [final rule](#) that increased civil monetary penalties for the range of environmental regulations enforced by the agency, including EPCRA.

Implications:

As companies continue to grow and open new facilities, the challenge of correctly completing numerous compliance reports and the risk of non-compliance increases. Additionally, the cost of maintaining compliance using traditional solutions such as internal teams and environmental consultants increases with the number of facilities required to submit reports.



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Emerging trends

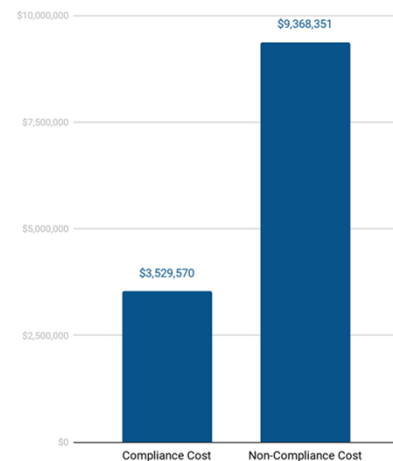
02

Direct costs (fines, revenue loss, etc.) are estimated to account for less than one third of the costs of non-compliance¹. Indirect and opportunity costs such as loss of information, stoppage in production, or diminished employee productivity and lost business opportunities resulting from compliance infractions can reach six to ten times more than direct costs.

Implications:

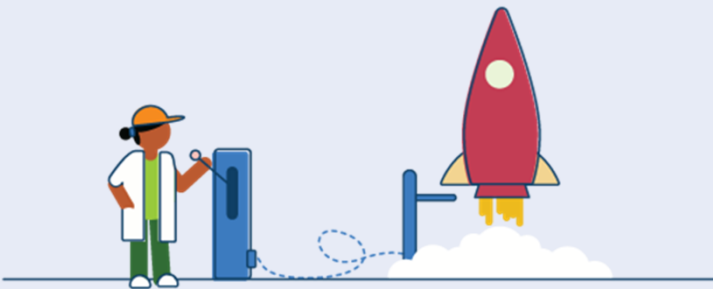
Increasing the speed, transparency, and accuracy of compliance reporting has benefits outside of avoiding fines associated with non-compliance. The cost of implementing end-to-end compliance solutions are dwarfed by the benefits of ensuring timely, automated compliance.

Average Compliance and Non-Compliance Costs



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Some of our valued customers

(150+ Not pictured)



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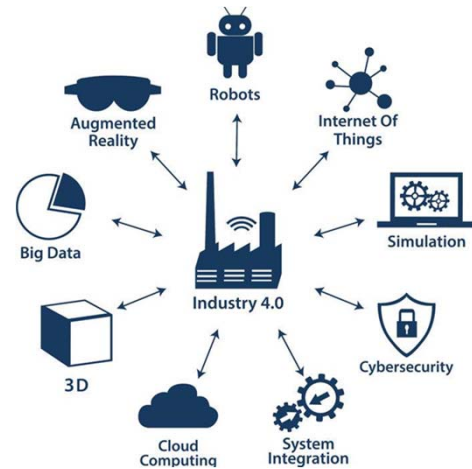
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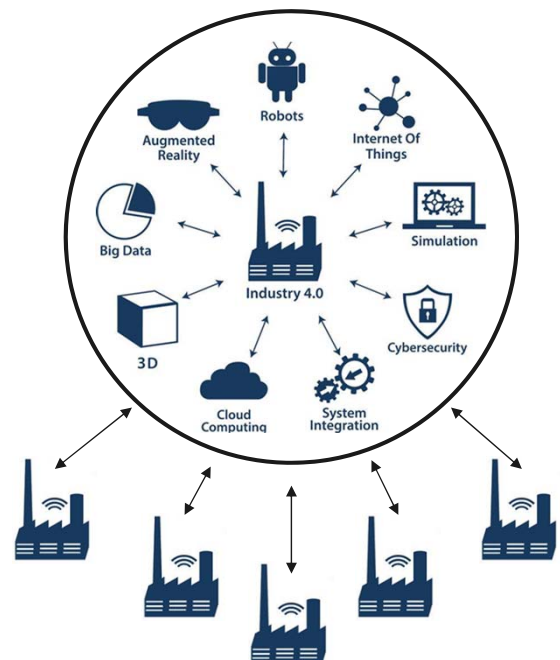


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Significant trends impacting EHS management

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- 2 BUSINESS INTEGRATION
- 3 TRANSPARENCY AND DISCLOSURE
- 4 OPERATIONAL RISK STRATEGY
- 5 EVOLVING WORKFORCE

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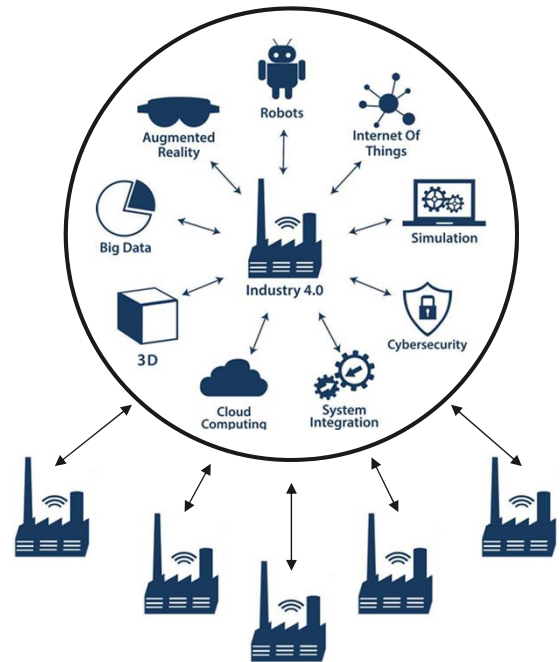


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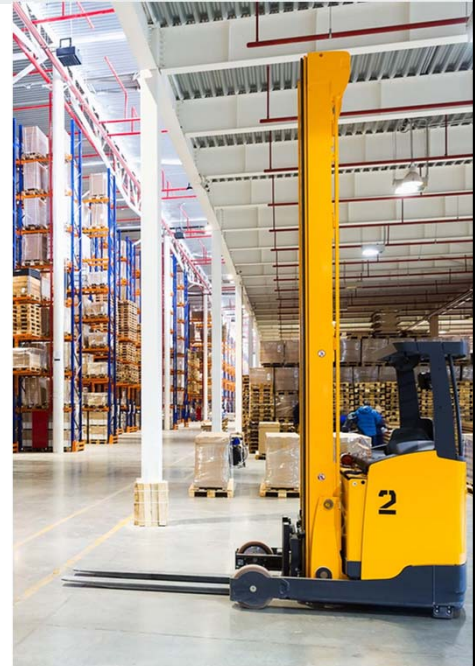
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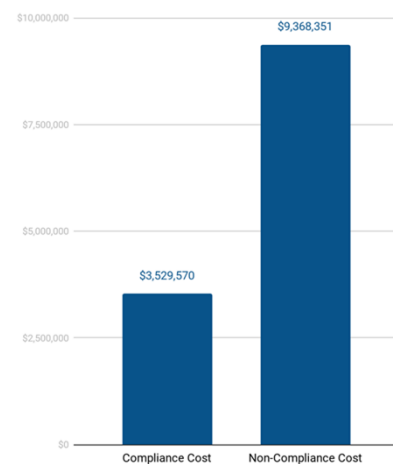
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