



## MAP Client Services – Management ■ Analysis ■ Prevention

For Self-Insured or Large Deductible Workers' Compensation program policyholders, every dollar spent on workplace injuries hits the bottom line. Safety National strives to help its policyholders use those resources toward injury prevention. MAP Client Services will assist you in your Workers' Compensation Management, Analysis, and Prevention efforts and many are offered FREE of charge to Safety National's policyholders. Please ask your broker to contact us for additional information.

### Management

Safety National understands the ongoing efforts required to develop and sustain successful safety and claim cost containment programs. Our safety management resources offer your organization a wealth of information and assistance in creating and managing day-to-day operations to protect your employees. In addition, our claims services provide assistance with your cost containment efforts.

- Safety Essentials Online – This online service provides a variety of resources to assist your organization, including day-to-day safety and health compliance, best practices, policies and written programs. In addition we provide handouts, newsletters, training materials, inspection lists, expert advice 24/7, daily updates and news, and more.

### Analysis

Measurement and analysis of both your upstream and downstream metrics are essential to the success of a Workers' Compensation Cost Containment program. Safety National offers online self-evaluation of both your Workers' Compensation program components and your Workers' Compensation Costs Comparison.

- Safety Self-Assessments:
  - Workers' Compensation Program Evaluation – This online self-assessment tool helps to evaluate how well your organization's Workers' Compensation program aligns with industry best practices in terms of managing and controlling the cost of claims. The evaluation will assess how well your organization is performing in key areas and provide customized recommendations for improvement based on the assessment results.
  - Workers' Compensation Costs Comparison – This online self-assessment will help you understand how your organization's losses compare to peers. You may compare 13 data points to national/state averages or one of 14 industry averages.

## Prevention

Safety National believes prevention is the key to a successful Workers' Compensation program - every injury prevented saves lives and organizational costs. We provide a variety of resources to assist your safety and injury prevention program:

- Safety Training Source – Safety National offers an alternative to traditional training through our self-paced, online training resource. Safety National offers online training and learning management system tracking available for every employee of every policyholder – over 150 titles FREE of charge. Training includes OSHA Compliance Topics, Defensive Driving, Safety Issues and more. The learning management system helps you assign courses, track progress and scores, and log completion of training; thus, helping you to comply with regulatory requirements.
- Risk Control Services:
  - Remote Consultations – Safety National's Risk Control professionals have an average of over 17 years of industry experience available to answer questions and provide assistance over the phone or electronically.
  - Risk Control Organization Review – Safety National can work with your Association to ensure that the risk control services provided to your members, by your organization, are appropriate best practices for the size and type of your member companies. This service is free of charge.
  - Consultant Network – Safety National maintains a nationwide network of independent consultants that can work with your organization to improve your risk control/safety management programs and provide specialized services such as ergonomics and industrial hygiene. Our Risk Control department will work with you to match your needs and requests to the appropriate consultant and provide high-level oversight of the project. **There is a charge for using these consultants.**
- Safety Partners and Discounts – Safety National has established discounted partnerships with prevention resource providers on behalf of our policyholders. These relationships include:
  - Advisen for workers' compensation best practice guidelines;
  - BLR for safety, human resource, and environmental needs;
  - IndustrySafe for safety management systems software
  - LocalGovU for online training for public entities;
  - Remedy Interactive for enterprise ergonomic management;
  - SafeSchools for online training for K-12 schools;
  - SafeColleges for online training for postsecondary organizations;
  - Summit Training for training videos/DVDs and training materials.

**There is a charge for using these services, but Safety National has negotiated preferred pricing for our policyholders.**

# Management

Safety National understands the ongoing efforts required to develop and sustain successful safety and Workers' Compensation processes. Our safety management resources offer your organization a wealth of information and assistance in creating and managing day-to-day operations to protect your employees and our claims services provide access to help with cost containment efforts:



## Safety Essentials Online

Safety National offers online safety management resources to help you create and manage your safety and injury prevention programs. *Safety Essentials Online* provides in-depth materials, information and support for your ongoing safety and health program needs, including:

- **Customizable and Downloadable Training Tools**
  - PowerPoint presentations, speaker notes, checklists, forms, prewritten sample plans and meeting materials.
- **Regulatory Analysis**
  - Plain-language summaries of the differences between OSHA and state safety laws and regulations.
- **Daily Regulatory Updates**
  - State and federal final regulations, proposed regulations and notices updated daily. Access to OSHA and DOT regulations.
- **Best Practices**
  - Hundreds of case studies and white papers.
- **Daily News**
  - Feature articles written by a staff of safety professionals updated daily
- **Ask the Experts**
  - Subscribers' questions answered within one business day and a Q & A database of questions and answers organized by topic.
- **Material Safety Data Sheet (MSDS) Search**
  - Online database of over 3.5 million MSDSs to download and use.
- **Newsletter Wizard**
  - Monthly newsletters that can be customized, printed, emailed or posted on your company's intranet.
- **Plan Builder**
  - Select from a library of safety plans, customize them and assemble into collections saved in a personal library.
- **Quarterly Briefings**
  - “EHS & Your Business” will help you inform senior management and other key decision makers of business-critical developments in the field of environment, health and safety.

# Analysis

Measurement and analysis of both your upstream and downstream metrics are essential to the success of your Workers' Compensation cost containment program. Safety National offers online self-evaluation of both your Workers' Compensation program components and your Workers' Comp costs comparison.



## Safety Self-Assessments

Self-assessments provide an opportunity to take a measured look at your Worker's Compensation program components and the outcomes of those efforts. *Safety Self-Assessments* offers two measurement tools: a **Workers' Compensation Program Evaluation**, which measures your program components against best practices and a **Workers' Compensation Costs Comparison**, which compares your business costs to national/state averages or the averages of one of 14 industries.

### Workers' Compensation Program Evaluation

This self-evaluation will measure how well your program is aligned with industry best practices in key performance areas. The evaluation will return a numerical score on a scale of 100, along with recommendations for improvement based on the information entered into the evaluation. The key performance areas include:

- Management Commitment & Awareness
- Insurance Company and Claims Administration
- Performance Goals
- Post Injury Response
- Communication
- Return to Work and Transitional Duty
- Medical Care Coordination
- Medical Cost Containment
- Fraud, Abuse and Malingering
- Training Initiatives

### Workers' Compensation Costs Comparison

Online self-evaluation of costs allows you to quickly compare your Workers' Compensation costs to that of others. The comparison points are derived of a composite of NCCI and RIMS data. You can compare 13 data points against national/state averages or averages of one of 14 industries:

- Healthcare
- Education
- Government/non-profit
- Industrials
- Information technology
- Construction-production materials
- Energy
- Telecom
- Utilities
- Banks
- Non-bank financial
- Professional services
- Retail-consumer discretionary
- Food-consumer staples

# Prevention

Safety National believes prevention is the key to a successful Workers' Compensation program - every injury prevented can save lives and organizational costs. We provide a variety of resources to assist in your safety and injury prevention



**MAP Client Services**

program:

## Safety Training Source

Safety National offers an alternative to traditional training through our self-paced, online training. These modules may be used by single trainees or in group settings. The modules include employee interactions as well as post-test quizzes. There are over 150 titles to choose from and you may assign the appropriate titles to individuals or departments. These modules are customizable at the policyholder level so you may personalize the training to your needs. We also offer a learning management system to log progress, scores and completion of training to help your organization comply with regulatory requirements. Titles available include:

Accident Investigation  
Aerial Lift Safety  
Air Emissions  
Asbestos Awareness  
Back Injury Prevention  
Back Safety  
Benzene Safety  
Bloodborne Pathogens \*  
Crane Safety: Mobile Cranes  
Crane Safety: Pendant Controlled  
Compressed Gas Cylinders\*  
Concrete & Masonry  
Confined Space Entry: Permit Required\*  
Confined Space: Emergency Rescue  
Construction Safety Orientation \*  
Container Labeling  
Decision Driving  
Decision Driving – Truck  
Decontamination  
Disaster Readiness  
DOT: Driver Logs  
DOT: Driver Qualifications  
DOT: Pre & Post Trip Inspections  
Driver Awareness: 15-Passenger Van Safety  
Drug Testing Awareness  
Electrical Safety \*  
Employee Safety Orientation  
Energized Electrical Work Permit  
Environmental Awareness  
Excavation Trenches & Shoring \*  
Eye Safety  
Fall Protection \*  
Fire Safety \*  
First Aid  
First Responder Awareness Level  
Food Allergens  
Forklift Safety \*  
Formaldehyde Safety  
GMPs: Food Production Excellence

HACCP: Food Hazard Prevention  
Hand Safety \*  
Hand & Power Tools \*  
Hazard Communication \*  
Hazard Recognition  
Hazardous Waste  
HAZWOPER  
Hearing Safety \*  
Heat Stress \*  
Hexavalent Chromium  
High Voltage Awareness  
High Voltage: Safe Work Practices  
HMT: Bulk Transport  
HMT: General Awareness  
HMT: Non Bulk  
HMT: Safe Work Practices  
HMT: Safety Requirements for Drivers  
HMT: Security Awareness  
HMT: Shipping Requirements  
Hoists & Slings \*  
Hot Work Permit \*  
Hydrogen Sulfide Safety  
Incident Investigation  
Industrial Ergonomics  
Introduction to OSHA \*  
Job Safety Analysis  
Lab Safety  
Ladder Safety  
Laser Safety  
Lead Safety  
Leadership Skills for Safety  
Lockout/ Tagout \*  
Machine Guard Awareness  
Machine Guarding \*  
Materials Handling  
Marine Security  
Muscle Strains & Sprains  
Off the Job Safety  
Office Ergonomics  
Office Safety

OSHA Recordkeeping  
PACE Behavioral Driving - Small Vehicles  
PACE Behavioral Driving - Large Vehicles  
Personal Protective Equipment \*  
Pipeline Safety  
Power Press Safety  
Preventing Spills  
Process Safety Management  
Radiation Safety  
RCRA  
Respirators: Air Purifying  
Respirators: Air Supplying \*  
Rigging Safety  
Road Rage  
Safe Behavior \*  
Safety Orientation  
Scaffolding Safety  
Sexual Harassment: Understanding & Preventing  
Sexual Harassment: What Supervisors Need to Know  
Shock Proof: Qualified Employees  
Shock Proof: Unqualified Employees  
Silica Safety Awareness  
Site Security  
Slips, Trips & Falls \*  
Stairways & Ladders \*  
Static Electricity  
Steel Erection  
Stormwater Management  
Street Smart  
TSCA  
Valve Safety  
Walking Working Surfaces \*  
Welding Safety \*

\*Available in Spanish

\*\*Courses subject to change

# Prevention



## Risk Control Services

In today's economy, Workers' Compensation claim costs can have an adverse impact on an organization's profitability and cash flow, especially when the organization is insured under a large deductible or self-insured program. In addition, the "hidden" costs of an injury, business interruption, damaged equipment, reduced morale, OSHA fines, lost productivity, and human suffering, can often far exceed the cost of the claim and negatively affect the organization. As your insurance carrier, Safety National is here to assist you with preventing injuries and controlling losses by providing advice and services designed to improve your safety management efforts. We take a consultative approach and offer the following services to our policyholders.

### Remote Consultation

Safety National's team of risk control managers has an average of 17+ years of industry experience and are available to answer questions and provide assistance over the phone or electronically.

### Risk Control Organization Review

Safety National can work with your Association to ensure that risk control services provided to your members, by your organization, are appropriate best practices for the size and type of your member companies. We can provide recommendations about expanding your service, if necessary, and can assist in researching alternatives for such services.

### Consultant Network

Safety National's Risk Control department maintains a network of highly qualified, independent consultants that can assist your organization with safety and risk control projects that require on-site consultation. All services are coordinated by Safety National's Risk Control department. Working with policyholder management and their insurance broker, detailed service instructions are developed for each project to establish clear objectives and help ensure a successful outcome. The following are examples of such services:

**Risk control evaluations** – including operations review, exposure analysis, incident cause analysis, loss trend analysis, and best practice recommendations to strengthen employee safety and health programs.

**Risk control action plans** – including establishing mutually agreed upon risk control goals in accordance with corporate objectives and outlining a strategy and action plan designed to achieve these goals.

**Job task analysis** – including ergonomic evaluations, risk assessments and job safety analysis.

**Training and education** – including classes and seminars on safety and risk control topics geared toward managers, supervisors, and employees.

**Compliance reviews** – including evaluations against corporate policies and procedures, and regulatory compliance (OSHA, etc.).

**Industrial hygiene/Occupational health services** – including exposure identification, analysis and monitoring of work processes; pre-operations consultations, and developing cost-effective recommendations for control.

**David C. Snodgrass, ARM**  
Director – Risk Control Services  
314.692.1331  
[david.snodgrass@safetynational.com](mailto:david.snodgrass@safetynational.com)

**Ariel V. Jenkins, CSP**  
Risk Control Manager  
314.692.1385  
[ariel.jenkins@safetynational.com](mailto:ariel.jenkins@safetynational.com)

**Treasa M. Turnbeaugh, Ph.D., CSP**  
Client Services/Risk Control Manager  
314.692.1398  
[treasa.turnbeaugh@safetynational.com](mailto:treasa.turnbeaugh@safetynational.com)

# Prevention



## Safety Partners and Discounts

Recognizing that our policyholders need tools and resources to effectively manage their safety and injury prevention efforts, Safety National has collaborated with several organizations with safety products and services that can be purchased at preferred rates.

**Advisen's WorkComp Kit** offers Workers' Compensation program best practice guidance modules online or in hard copy. There are over 60 forms, brochures, presentations, scripts and sample letters in these modules. The best practice modules include:

- Module 1 – Data Performance Goals
- Module 2 – Post-Injury Response
- Module 3 – Communication
- Module 4 – Return to Work and Transitional Duty
- Module 5 – Management Commitment
- Module 6 – Insurance Companies and TPAs
- Module 7 – Medical Cost Containment
- Module 8 – Medical Care Coordination
- Module 9 – Fraud and Abuse
- Module 10 – Training Initiatives



**Business and Legal Reports (BLR)** offers a robust selection of resources serving the needs of safety, human resource, compensation and environmental professionals. They provide resources in a variety of media, such as DVD/CD/video training materials, books and reference materials, booklets/posters, newsletters, downloads, live conferences and webinars, and audio conferences. They also offer free e-zines and online resource centers for human resources, compensation and environmental needs.



**IndustrySafe** enables organizations to improve safety and achieve regulatory compliance. IndustrySafe provides a comprehensive software suite for safety management. IndustrySafe Software includes incident and injury management (including OSHA recordkeeping), inspection checklists, corrective actions, training tracking, hazard management, behavioral based safety tracking, and more to help organizations improve safety throughout the organization. The software is easy-to-use, configurable, and includes automatic email notifications and alerts.



**LocalGovU** offers specialized training for public entities and schools.

LocalGovU provides online training for public entities in the areas of Safety and Environmental, Human Resources, Corrections, Law Enforcement, Productivity, Financial Management, Customer Service, and Management. Training can be arranged by the course or by blocks of courses.



Please ask your broker to contact us for additional information or visit [safetynational.com](http://safetynational.com)

## Safety Partners and Discounts (Continued)



**Remedy Interactive** offers comprehensive web-based and desktop solutions for office and industrial environments that help organizations of all sizes prevent workplace injuries, reduce workers' compensation and other injury-related costs, increase productivity and impact profitability. Their products include: OES Office, iMitigate, RSI Guard and OES Jobs.



**SafeSchools** is a web-based training and compliance system for K-12 schools. A comprehensive library of 100% school-focused courses, written by the nation's leading experts, cover important topics like Sexual Harassment; Bloodborne Pathogens; Slips, Trips, and Falls; Cyberbullying; School Violence and more. These courses can be easily assigned to staff members, who conveniently take the courses online. The SafeSchools Compliance Management System automatically tracks course completions, and generates real-time reports for administrators. Other administrative features, including automatic email notification, and a district policy acceptance tracker, completely automate the training and tracking process for an entire district. Using the SafeSchools system, districts can comply with important state regulations and develop a sound risk management culture to help mitigate exposure and reduce losses.



**SafeColleges** leverages the same award-winning training and tracking functionality as the SafeSchools system, but includes custom courses and features that are designed for the postsecondary market and campus employees.



**Summit Training Source** offers award-winning safety training media (DVD, VHS, and HAZWOPER and OSHA 10 and 30 online training). Many programs are available in Spanish.



### For More Information

If you are interested in learning more about the Partners/Discounts Safety National offers or you have any questions, please contact one of our knowledgeable Risk Control Managers.

**David C. Snodgrass, ARM**  
Director – Risk Control Services  
314.692.1331  
[david.snodgrass@safetynational.com](mailto:david.snodgrass@safetynational.com)

**Ariel V. Jenkins, CSP**  
Risk Control Manager  
314.692.1385  
[ariel.jenkins@safetynational.com](mailto:ariel.jenkins@safetynational.com)

**Treasa M. Turnbeaugh, Ph.D., CSP**  
Client Services/Risk Control Manager  
314.692.1398  
[treasa.turnbeaugh@safetynational.com](mailto:treasa.turnbeaugh@safetynational.com)

Please ask your broker to contact us for additional information or visit [safetynational.com](http://safetynational.com)