

# ***Wearable Safety Technology Delivers EHS Leading Indicators Easily To Reduce Incidents & Claims!***



**AMERICAN SOCIETY OF  
SAFETY PROFESSIONALS**

Quad Cities Chapter

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MākuSafe - The Leader In Workforce Wearables



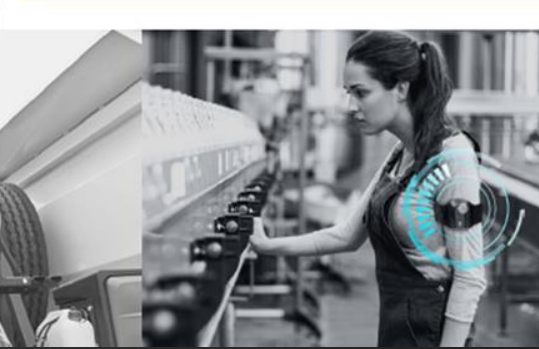
# Wearable Safety Technology Delivers EHS Leading Indicators Easily To Reduce Incidents & Claims!

## Description:

Workforce wearable technology can go beyond biometrics and fitness, tracking usable data that's relevant to employee safety and focused on the environment around an employee and what they're experiencing, rather than tracking the employee themselves. This **leading indicator data** includes things such **as environmental (IH) hazards, slips/trips/falls, strain and exertion risk, ergonomic concerns, and voice reported good-catches**, providing a more complete picture of workplace risk and elevating input from the front line worker. With this data, manufacturers, construction, logistics, food production, and industrial organizations globally are gaining real time insights, enabling proactive and preventative hazard remediation to ensure their workers safety. This session will provide an overview of how wearables can work, key considerations in selecting and deploying wearables, and a deep dive into numerous use cases across industries, where deployments of wearable safety tech over time have resulted in data that has contributed to quantifiable reductions in incidents, recordables, claims, and costs, while positively impacting safety culture and enabling process improvement.

## Key Takeaways:

1. How wearable technology provides a **unique means of gathering relevant EHS data** while **respecting employee privacy**.
2. How **machine learning & AI are being used to identify high-risk safety trends**, and analytics intelligence can be provided to safety leaders in an easy-to-understand format before incidents happen.
3. Considerations in **selecting and deploying** wearable safety tech.
4. **Case studies** with findings and insights around; process improvements, environmental hazards detected, uncovering harmful human motion, and positively impacting safety culture.







Standing Ovation!

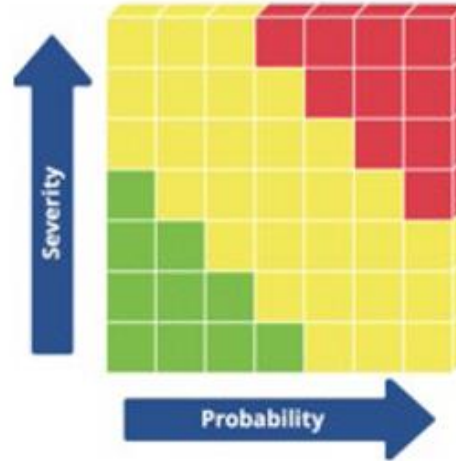
How do you...

- better understand where risk exists?
- become more proactive & preventative?
- develop participation, engagement, and build culture?
- become more strategic & more data-driven?
- relate safety to the C-Suite and Production/Operations?
- make sure you know about things you know happen, but nobody reports?
- ESG? WPV? DE&I? TWH? Oh, my.
- optimize your safety management process?

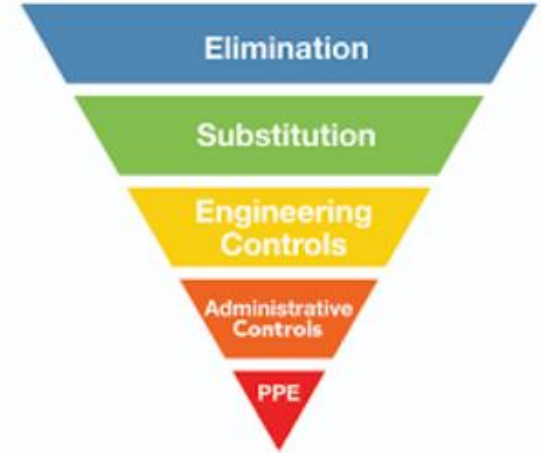
What can I do that is practical and wont waste my time and resources?  
Can technology/tools really help without making life more difficult?



**Identify  
Hazards**



**Assess the  
Risk**



**Control the  
Hazard**

# New Thinking, Tools, and Approaches to Safety Management

It's time to evolve.





MākuSafe is a powerful tool for identifying hazards and risk







**In every work environment there are clues...**



**...leading indicators & near-misses that we collect automatically, analyze and use...**





Light Levels

High Temp

High TVOC

High Sound dBA

Tripping

...to predict & prevent injuries & claims.



# T.R.U.E. Leading Indicators of Hazards & Risk

**T – Timely**

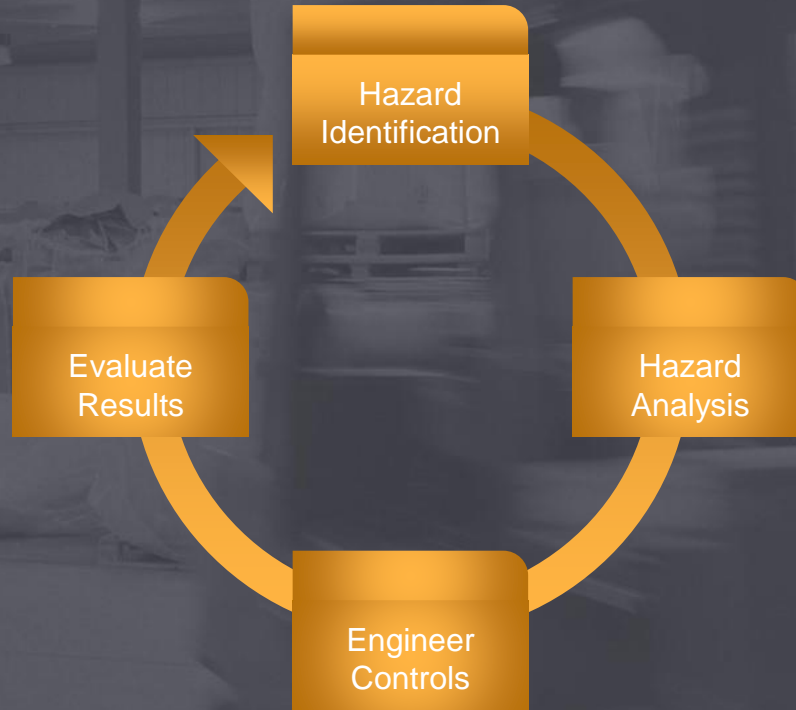
**R – Relevant**

**U – Unique & Useful**

**E – Easy & Economical**

This facility  
has been  
accident  
free for  
1 hours

## Safety Management Process



Culture, Engagement, Mindset  
Humble Curiosity, Positive Recognition



Human and organizational performance (HOP)  
is a risk focused OPERATING PHILOSOPHY  
which recognizes that to ERROR is human  
and that an organization's  
PROCESSES AND SYSTEMS greatly influence  
employee actions and choices,  
and consequently, their likelihood of success.





- What are we trying to achieve?
- Does the solution close gaps?
- Is this a good fit for our organization?
- Simple implementation/deployment?
- Easy to use for both leaders and front line users?
- Provide insights that are actionable?
- Actionable, results oriented?
- Leading indicator data?
- Impact on culture, mindset?
- Trackable, closed loop?



- Reduction in Accidents

Claim Frequency - Down 50%

Total Claims - Down 50%

Claims severity - Down 90%

ROI estimated at over 1000% +

- Increased Transparency & Communication, Culture Building

Increase in “Good Catches / Near-Misses” & reported observations from front lines.

- Uncover Unknowns

Harness data and sensor technology to discover insights previously unavailable.

- Simplify EHS Documentation

Immediately shows EHS value.

- Safety & Health Management System

Effectiveness, Efficiency & Productivity Impact



Benefits Realized!







Workers check out and return wearables from kiosks





Workers check out and return wearables from kiosks



MākuSmart  
Cloud

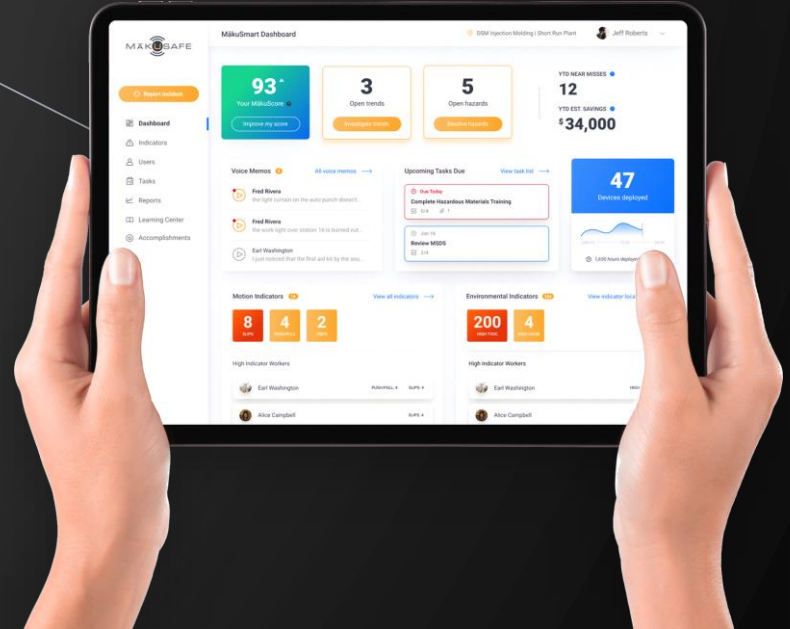
MākuSmart Web & Mobile Application



Wearable



Base Station



Connected Safety Ecosystem





The Ally™ gathers & transmits data in real-time to the MākuSmart Cloud

## Motion Detection



Slips, Trips, and Falls



Repetitive Motions



Worker Physicality



Forceful Exertion

## Battery



22 Hour Battery



Multiple Shifts



## MyVoice™



Audio Messaging



Voice-to-text



Push-to-talk



## Spatial Awareness

Location Identification



Worker-to-worker Proximity



Access Control & Factory 4.0



Contact Tracing



## Environmental Sensors

Ambient Light



Air Quality (TVOC & CO2)



Noise / Sound Dosage



Air Pressure



Humidity



Temperature



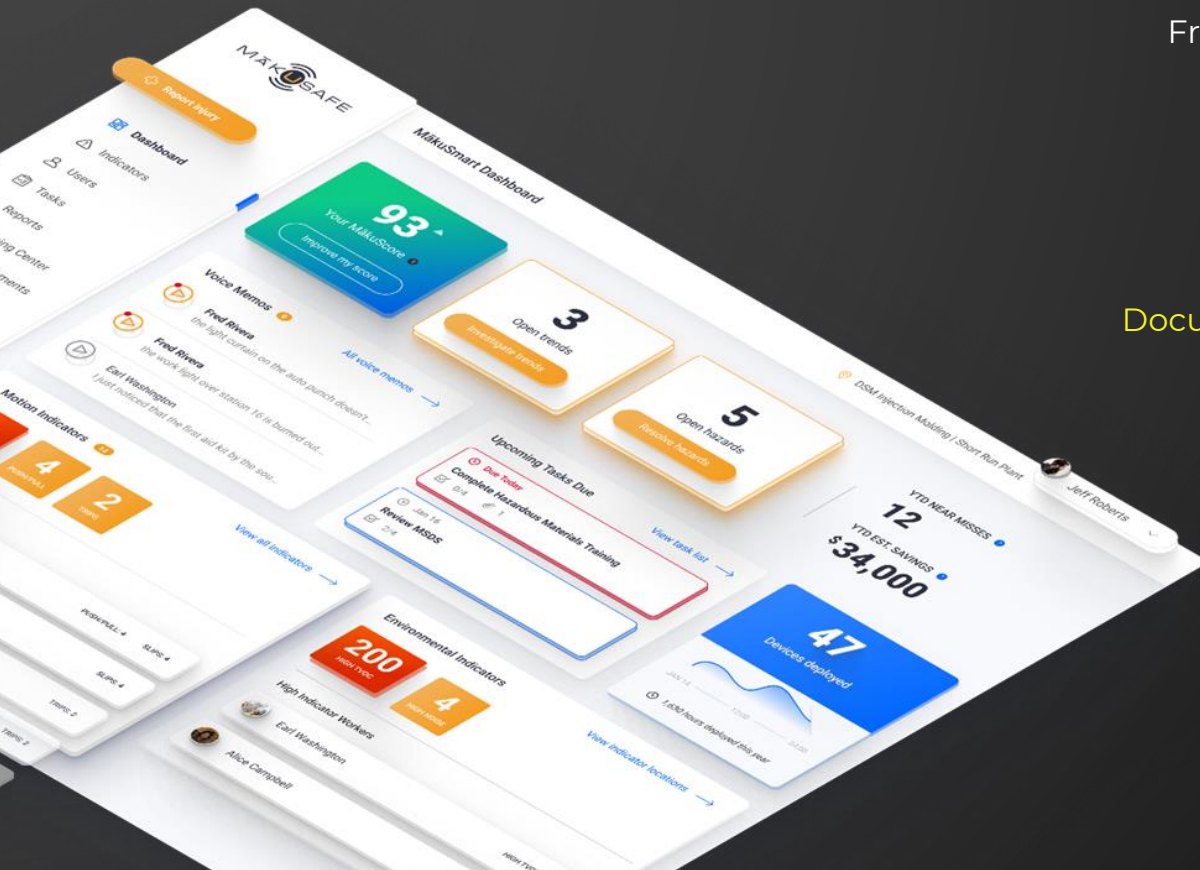
A Sensor-Packed Data-Gathering Ally™



## MākuSafe Does Not:

- Collect anything personal (No PII)
- Monitor any biometrics
- Deliver any negative feedback to the worker; haptic, visual, or auditory
- Assume the worker is the problem, or knows what to do to correct it
- Continuously track the individual





Frontline communication via Voice Memos

Real-Time Alerts

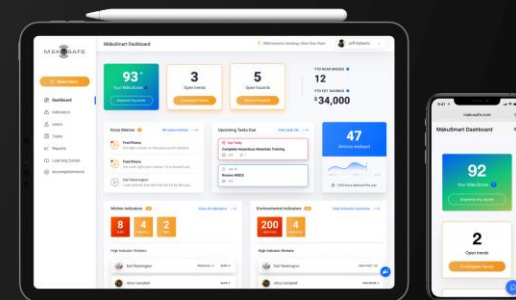
Location Conditions

AI-Driven Trends

AI-Driven Motion & Physicality Analysis

Document Incidents, Injuries, Tasks & Hazards

Reporting & Analytics



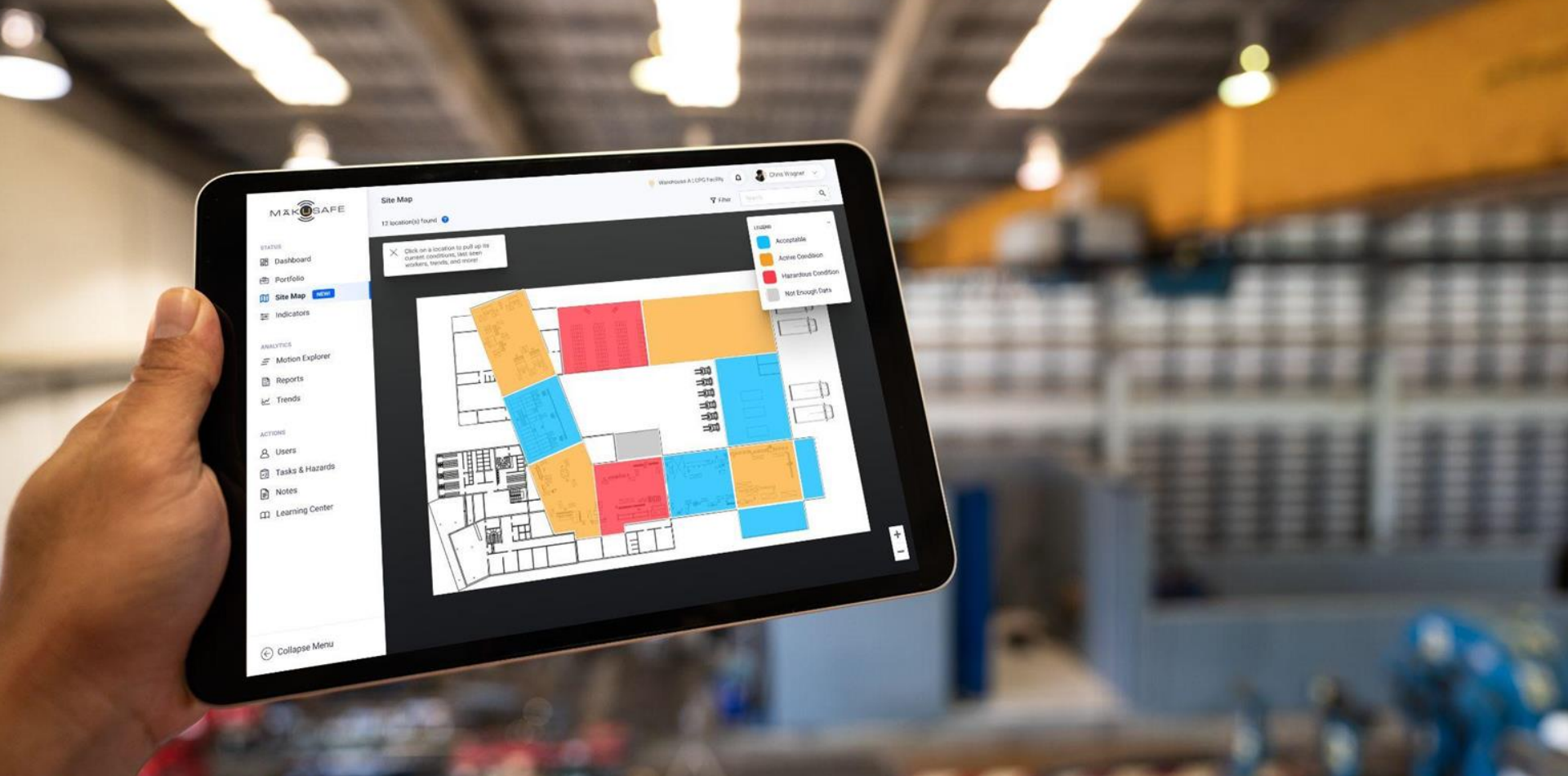
Support for Multiple Devices



Environmentals - Heat & Noise Exposure, Air Quality, Light Levels







- Client Case Study
- Long standing construction client
- Deploying across numerous large data center projects
- Multi employer job sites
- ESG & Safety management program reporting to customer helps win projects
- Achieved and maintained 0.0% TRIR on sites where MākuSafe is being used
- 31 months



## WEITZ CASE STUDY

# YOUR VIRTUAL SAFETY TEAM: MAKUSAFE + DATA CENTERS

WEITZ

LEADING WITH SAFETY IN MISSION CRITICAL

### CONTRIBUTORS

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The Weitz Company has always put safety at the forefront of our projects. With Mission Critical and data centers becoming a bigger focus of our efforts, MakuSafe was an great way to implement new technology and help protect workers. MakuSafe is a data analytics company located in West Des Moines, Iowa. They specialize in equipping workers with wearable safety devices that record data to help safety managers predict and correct potential hazardous issues on the job site.

MakuSafe prides themselves as an award-winning safety, data & analytics solution aimed at improving worker health, safety, and productivity while reducing incidents and mitigating workplace hazards and risk exposures. This innovative wearable technology provides immediate access to real-time EHS data with predictive value.

### THE BENEFITS OF PREVENTATIVE TECHNOLOGY

The vast majority of near misses on the job site do not get reported. These small indicators can be huge signs of a potential hazard to come. When you can approach your job site from a proactive stance, you can begin to see a culture be formed.

On our current data center projects, we have teamed up with our trade partners to deploy all devices and are mining data looking for trends that can prevent injuries. We aren't reacting to an injury report - we're preventing the injury from happening. The National Safety Council reports that the average cost for a slip or trip that requires time away from the job costs a company an average of \$46,000.

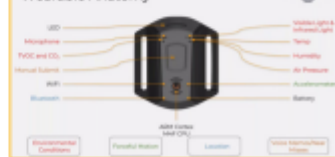
### HOW IT WORKS

With four different types of data collected, these small armbands collect environmental conditions, forceful motions, sound, and location information.

0.0

TRIR in the last 31+ months for Mission Critical

### Wearable Anatomy



THE WEITZ COMPANY // MAKUSAFE

1



Contact with  
Team Member

Obvious change  
in behavior

DR

Danny Rodriguez



Ranking #1 At Site

Demanding  
Friday





- Client Case Study done through their insurer
- Trucking & transportation
- Reduced strain & exertion injuries by 56% in year one.
- They realized \$450,000 in WC savings per site



**CSB CASE STUDY**

## WEARABLE TECHNOLOGY AS A SOLUTION FOR WORKPLACE SAFETY

Incidents in the workplace cause physical harm to impacted employees and financial harm to employers. One of the most effective protections against workplace accidents is the proper usage of personal protective equipment (PPE) including wearable technology (wearables). Wearables are essentially small, unobtrusive devices that can detect an array of hazards in the workplace, giving employers valuable and actionable information on how to manage the impact of such hazards.

### THE SCENARIO

As a leading third-party logistics provider known for being, pushing, and pulling product across among their top hazards, hot work zones, and better information on the other hazards their employees faced and where they were most present.

The company collaborated with the Center Strong & Builders Red Control team to address this challenge through a hybrid strategy, including implementing a strong and practical, lifting restriction program, and piloting wearable technology to monitor other hazards, such as slips/trips/falls, repetitive motion, backfatigue, and more. The company then used the data from the wearable technology to inform where they needed to further enhance employer safety behaviors and correct them where necessary. The program was only well-received, as it was implemented with maximum transparency and no disruption to employees' regular activities.

### THE RESULT

Through the utilization of wearable technology and adoption of the lifting restriction system, the company was able to improve employee training, reinforce best practices and supplement risk management efforts by gathering actionable intelligence on safety hazards. As a result, they reduced lost time injuries from lifting by 56% and reduced \$450K in Workers' Compensation loss savings in one year. In addition, the company was able to enhance their behavior-based safety program with real data from real situations.

As a founding member of [Wearable Safety Solutions \(WSS\)](#), Center Strong is a leader in identifying innovative and impactful strategies to bring cutting-edge solutions to the insurance industry. Center Strong recommends MakulSafe, a WSS founder participant, as a prime technology partner for this pilot. Center Strong continues to explore wearable technologies with specialized and emerging companies and will recommend the best fit for our clients.

**CENTER STRONG & BUILDERS**

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**SINCE IMPLEMENTING A LIFTING MECHANICS PROGRAM AND USING WEARABLE TECHNOLOGY, THIS COMPANY REDUCED WC LOSSES BY \$450K IN 2022.**

IL Ian Lawrence

DEC 12, 2023 4:55 PM



0:00 / 0:06



The electrical panel on the vacuum sealer is hanging open and there's exposed wires in there. I think maintenance needs to get down here and get that closed up before somebody shocks themselves

Archive

Create Hazard

- Client Case Study done with NSC
- Nationwide Logistics Organization
- Reduced lost time injuries by 74% in year one
- Continuous stream of feedback from the front lines
- Positive cultural impact documented



**WORK TO ZERO  
NSC CASE STUDY**

# Safety Technology Case Study

## Data Analytics and Wearables

**What's the Risk?**  
According to the **National Safety Council**, musculoskeletal disorders (MSDs) are the most common workplace injury, affecting nearly one quarter of the global population. They often result from workplace tasks that involve actions like repetitive movements, awkward or static postures, and forceful exertions. Examples of MSDs include:

- Strains and Sprains
- Muscle Rupture
- Tendinitis
- Carpal Tunnel Syndrome
- Herniated Discs
- Hernia

To reduce injuries and better understand the leading indicators of MSDs, NFI Industries began piloting the MakuSafe system, which combines wearable technology with data analytics to deduce the intensity of a worker's effort expended, arrive at conclusions about the level of potential impact on them for each day, and provide other data-driven insights (e.g. movement type, incident time, and location).

**Impacts**  
NFI is currently piloting 120 MakuSafe wearables across three locations, primarily focused on workers performing material-handling tasks (e.g. loading and unloading). Data insights provided by MakuSafe, combined with customized lifting training and behavior-based safety tactics, have allowed safety leaders to **successfully offer support and coaching** to at-risk employees. In fact, quarterly injury results found a **74% reduction in injuries** at the pilot sites.

Culturally, employee survey results show that **safety is in the top quartile in terms of favorability**, further exemplified by the workers' willingness to utilize the units voluntarily.

**Lessons**  
As NFI continues expanding their use of the MakuSafe system, they provided several **lessons learned** when it comes to adopting technology:

- Introduction of a behavior-based safety process allowed NFI to improve the culture around technology and safety organization-wide.
- Maintain transparency and trust with employees. Explain the goals of the technology, how it works, how data will be used, etc.
- Continuously gather formal/informal feedback from employees and managers using the technology.
- Engage with your IT department for issues around configuration, security, and compatibility.
- Understand the capabilities, mechanisms, and shortcomings of the technology, avoid being sold by bells and whistles.

### Employer

**NFI**  
Based in Camden, New Jersey, NFI is a third-party logistics provider that offers domestic and international supply chain solutions. NFI employs an estimated 16,806 associates nationwide.

### Technology

**MakuSafe**  
Based in Des Moines, Iowa, MakuSafe is a Safety, Data & Analytics solution. The MakuSafe system combines a safety management software platform with wearable technology, providing real-time BHS data with predictive value.





Remote Worker

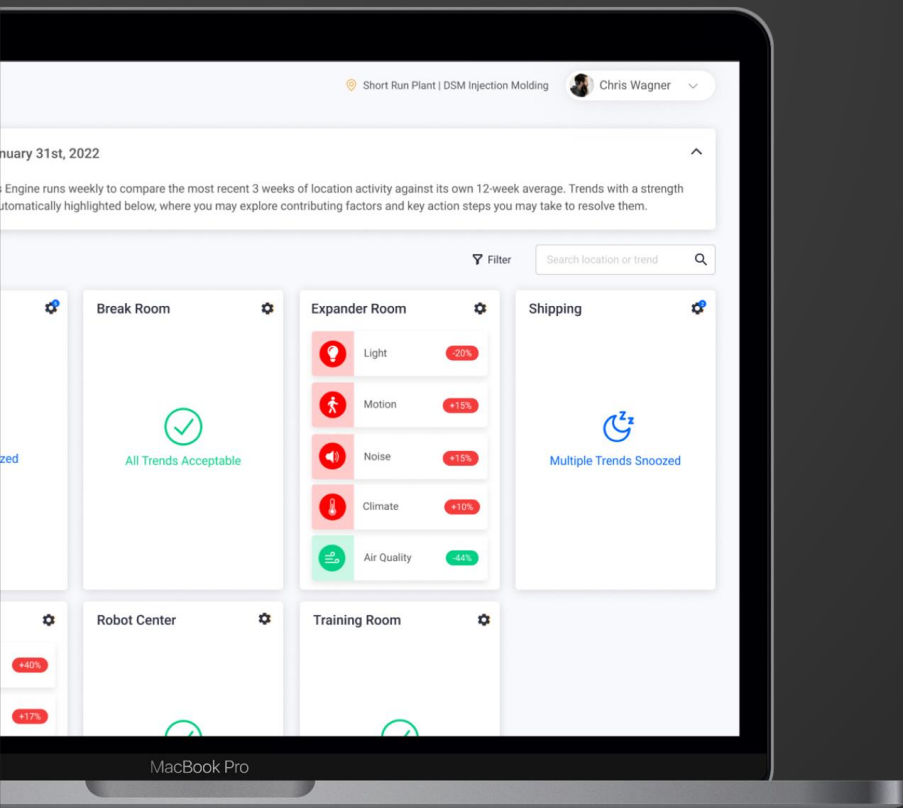




# MākuSafe RāngeView

Worker Proximity  
Contact Tracing  
Connected Workforce





MakuSafe Interact Visualizes Connected Worker Interactions

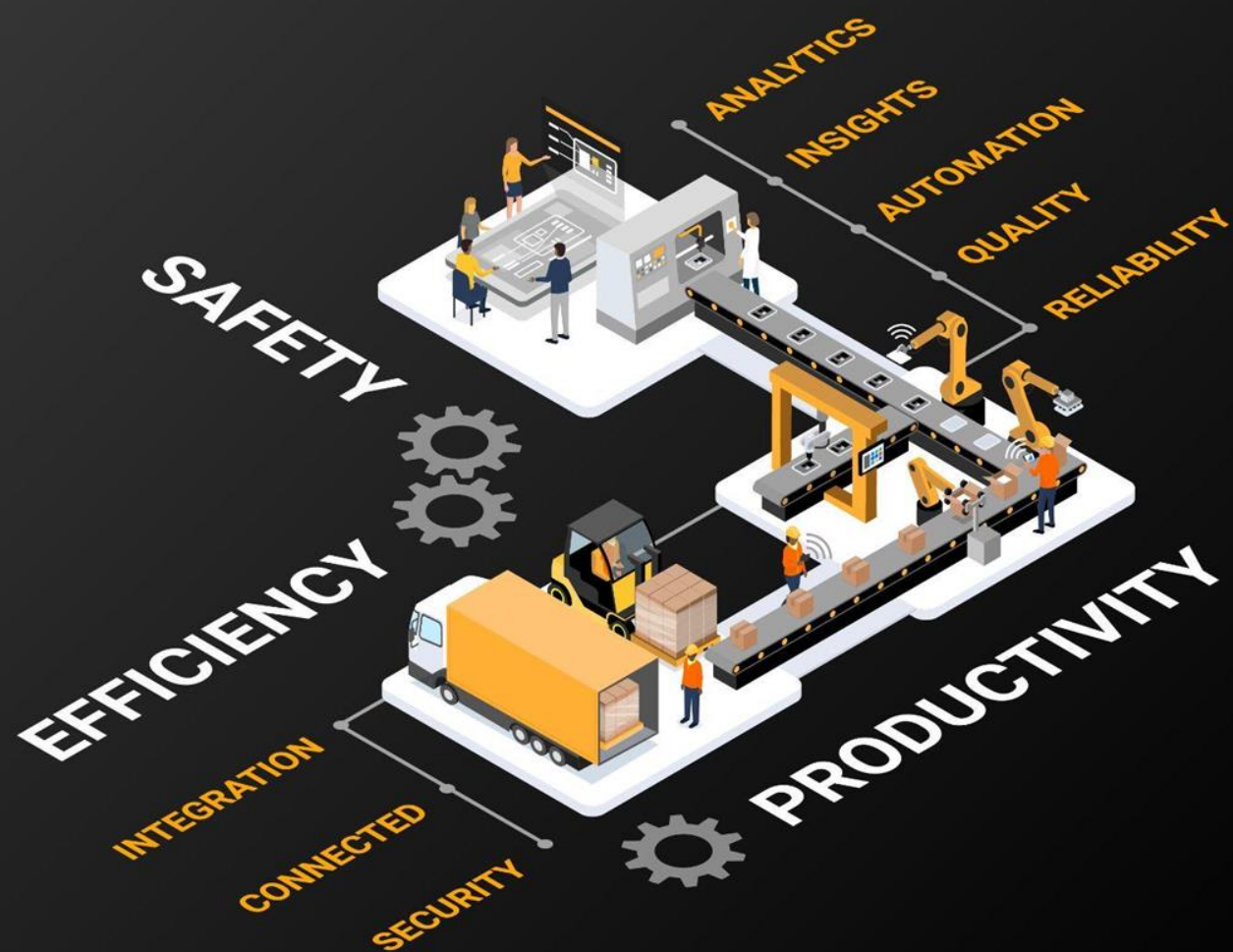


**DANGER**

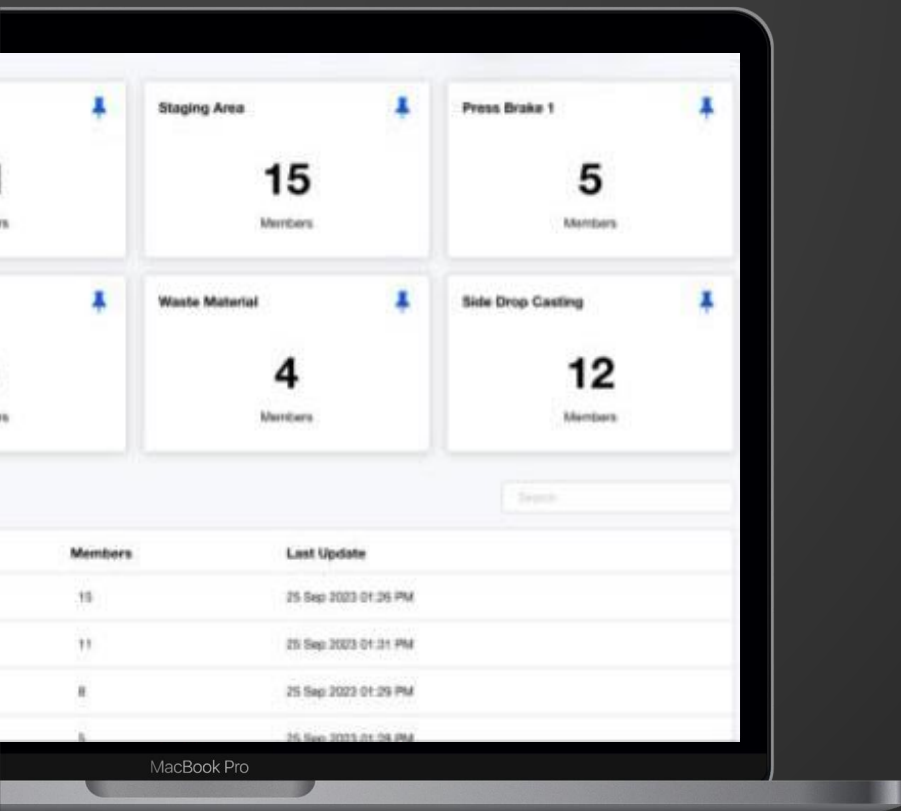
BE CAREFUL  
WHEN BELT  
IS IN MOTION.











### DATA:

- Who
- Where
- Time
- When
- Duration
- Credentials
- Integration

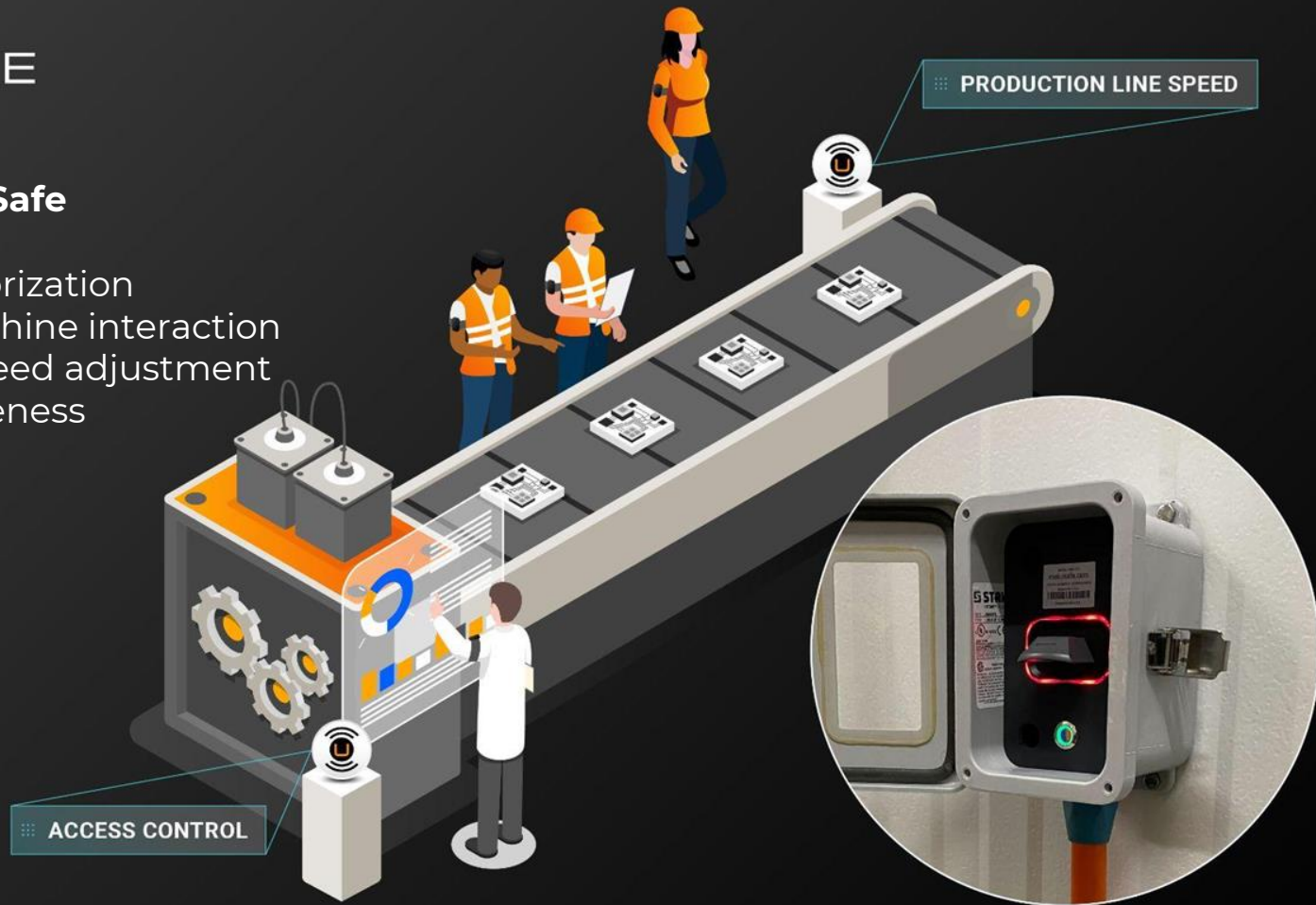
### BENEFITS:

- Automation, Control
- Permit, Restrict
- Productivity
- Line Position Tracking
- Cost Accounting
- Safety



## Interact - By MākuSafe

- Machine authorization
- Worker to machine interaction
- Automated speed adjustment
- Location awareness
- Access control
- Job costing



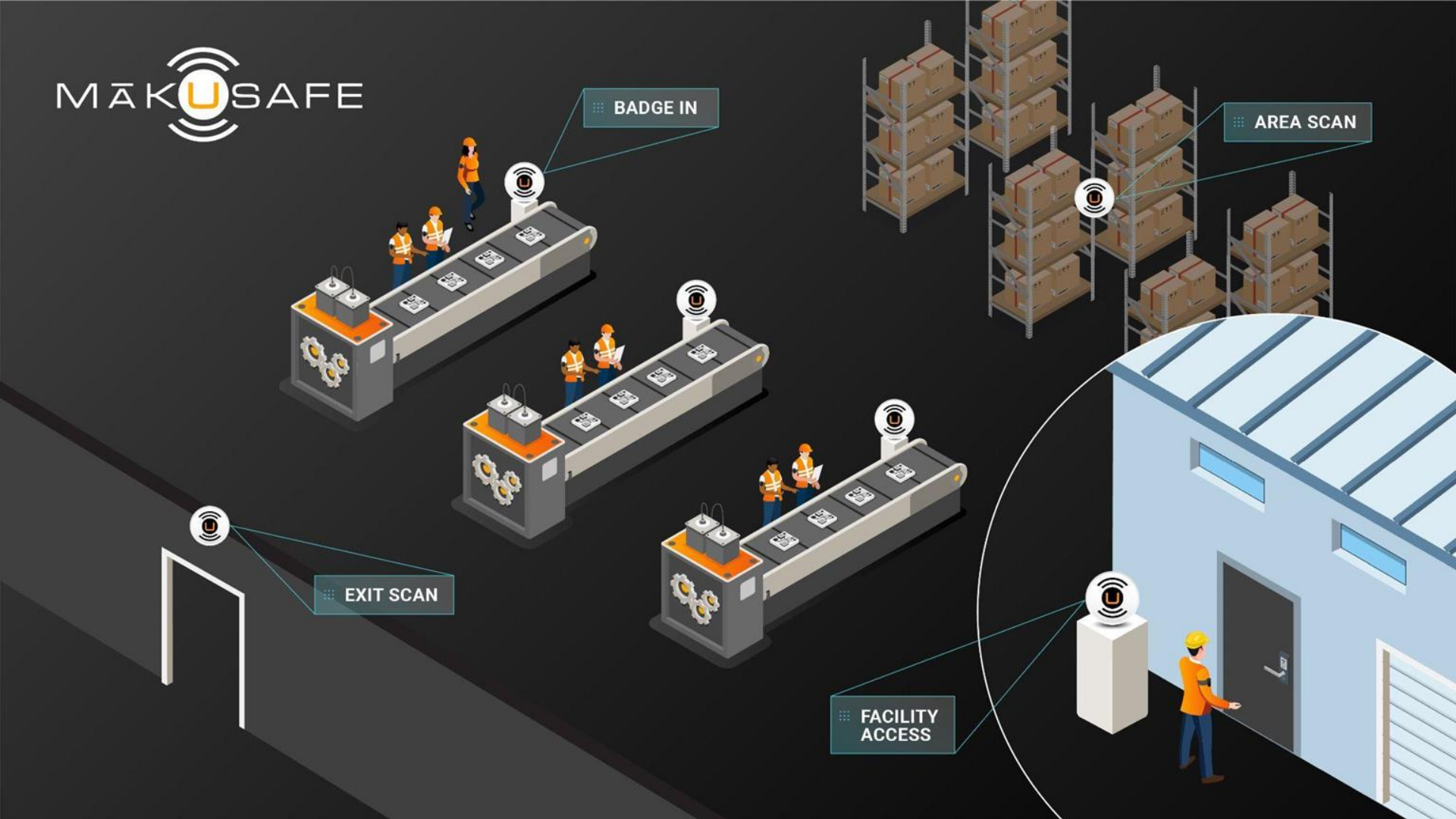


BADGE IN

AREA SCAN

EXIT SCAN

FACILITY ACCESS







# MAKUSAFE



*Thank  
You!*

Join my presentation  
on HOP in Coralville,  
IA on April 24<sup>th</sup>!



**OVERVIEW  
FLYER**



**PRODUCT  
SUMMARY**



**MANUFACTURING  
USE CASES**

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