



# Nailed It Safety Solutions

Services and Company Information.

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# Nailed It Safety Solutions – Curing Your Health and Safety Headaches!

Nailed It Safety Solutions is your full-service Health and Safety company providing tailored solutions to the Construction Industry. Our specialty lies in residential construction but extends cross industry to manufacturing, tourism, and church / community based not-for-profits. We have helped hundreds of construction sites, businesses, and community organisations throughout NZ to meet their ever-growing legal obligations and ensure the safety of those under their care.

Our focus and guiding ethos revolves around our core principles:

- **Relationships** People listen when they know you genuinely care.
- **Educate and Inspire** for change beyond when the boss is looking.
- **Practical** The best solutions save money as well as lives.
- **Simplicity** Keep it simple.

Based in Christchurch, we offer a nationwide service and have clients from Auckland to Invercargill.

Our auditors are well regarded for their experience, practical solutions, and friendly but firm approach. Our team undergoes constant professional and personal development, and are members of the New Zealand Institute of Safety Management (NZISM), Business Networking International (BNI), and endorsees of the Canterbury Rebuild Safety Charter.

These principles, combined with our passion and enthusiasm are the reasons Nailed It Safety Solutions is able to successfully engage and develop people at all levels in the workplace.

*“Chris has been instrumental in building a positive Safety Culture in our Company. The guys actually **want** to do things right and wear their PPE. Our Safety practices have improved dramatically and we recently were successful in winning one of our biggest contracts to-date, thanks in part to our efficient Health and Safety systems.”*

*-Nailed It Client*



# The Dangers of Getting Health and Safety Wrong.

**Health and Safety will make or break your business. The costs of severely injuring someone under your care is immense!**



## **Loss of Key Personal**

Would your business survive if you or your No.2 were bed ridden or forced off the tools?



## **Crippling Publicity in the Media**

Not all PR is good PR!



## **Potential Jail Time for Directors and Board Members**

Penalties involve up to 5 years prison time under HSWA.



## **Fines up to 3 Million Dollars**

For PCBU's, \$600K for Officers, \$300K for Workers.



## **Damage to Relationships**

Every person has family after all.

## **Did you know?**

- On average, **someone is seriously injured at work in New Zealand every 17 minutes**
- In 2015, enough people were **injured at work in NZ to fill Christchurch's AMI Stadium – 6 times over**
- Diseases contracted from a Workplace **kill between 700-1000 Kiwis every year.**
- **Self-Employed, males, between 45-54, working in a trade** are one of the groups most likely to have an accident at work.
- Main Contractors and PMOs **are actively searching for companies who make safety their strength.** Increasing your performance in Safety has many benefits, including distinguishing yourself from your competition.



# The Benefits of Getting Health and Safety Right!

**Health and Safety done right has many tangible and financial benefits. It's why the world's best companies understand that their greatest asset is their people!**



## **Reduced ACC and Injury Costs**

Financial and stress wise!



## **Improve Staff Moral and Productivity**

Safety is about engaging staff. Engaged staff feel more valued.



## **Improve Efficiencies**

The safe approach is often the best for productivity also



## **Upskilled Employees**

Regular Toolbox Talks drive discussion and promote understanding



## **Do the Right Thing**

An investment in Safety is an investment in your staff

## **Did you know?**

- On average, Nailed It Safety clients improve their audit scores by 30% in the first 6 months of working with us?
- We cater for all sizes of companies and can even help your contractors too. Our clients often recommend our services to their subbies to help raise the bar across their entire portfolio.
- Prefer to keep it simple? We have both paper-based and computer based systems available.
- We hate paperwork as much as the next guy. In fact, our system has up to 25% less paperwork than competitors products. Less paperwork for you, more time with your family.



“Good Safety is like insurance with perks– plus, **if anything goes wrong it will be the best investment you’ve ever made.**”



## Our Services

Nailed It Safety Solutions provides flexible and effective solutions for your business. **We pride ourselves on offering a service tailored just for you – ensuring you get the right product to make you look good in the eyes of both your stakeholders and Worksafe.**

- Health and Safety Management over your projects.
- One-off Health and Safety documentation and policy reviews
- Training and Workshops
- General consultation and advice
- Comprehensive Annual Reviews
- Site Specific Safety Plans and Site Documentation
- Cloud-based software Health and Safety solutions
- SiteWise and PRE-QUAL accreditation.
- Test and Tag for electrical gear.

We offer a number of fixed price options giving you control over how much you invest.

All our package deals come with **Free Phone and Email support.** We are friendlier and more approachable than WorkSafe and completely confidential so you can bounce ideas without fear of repercussion.



## Monthly Management Packages

Do you need support to help your own Health and Safety person succeed? Ideal for companies who are using our documentation to run their own Health and Safety program, this gives you the peace of mind that support is just a phone call or email away.

### At a Glance

- ✓ Your own Health and Safety Advisor for your project or sites.
- ✓ Phone and Email Support with your HS Advisor
- ✓ Options can include regular site visits and audits.
- ✓ Confidence in pricing – one fixed price for our services
- ✓ Peace of Mind that everything is done right

Happy to run your own Health and Safety but would welcome the support of someone you can ring at a moment's notice? Want the security of regular meetings with your dedicated Health and Safety Advisor? This package is for you.

Contact Us for a Free Consultation to see which option is best for your business.

# CAUTION!

## CONSTRUCTION SITE

### AUTHORISED PERSONNEL ONLY

ALL VISITORS & TRADES REPORT TO: \_\_\_\_\_  
ON ARRIVAL, OR PHONE: \_\_\_\_\_  
SITE: \_\_\_\_\_  
COMPANY: \_\_\_\_\_  
DATE: \_\_\_\_\_ SUPERVISOR: \_\_\_\_\_

## HAZARDS ON SITE

## Monthly Support Packages

Are you looking to outsource your Health and Safety? We can take care of your entire Health and Safety Program for your company for a single fixed fee.

### At a Glance

- ✓ Your own Health and Safety Advisor for your project or sites.
- ✓ Works with your existing management and staff team
- ✓ Confidence in pricing – one fixed price for our services
- ✓ Peace of Mind that everything is done right

Get the assurance that your Health and Safety is being done right by outsourcing it to the professionals. We'll run your own Safety program for you and report back to your management team in person on a monthly basis.

Contact Us for a Free Consultation to see which option is best for your business.



# Monthly Management Packages FAQ

## What's included in the Monthly Safety Packages?

Essentially your own Health and Safety Advisor at a fraction of the cost of hiring someone to do it full time!

We'll come on board as your Health and Safety Advisor, auditing your sites to promote compliance and encourage participation with the staff. We'll pre-qualify and ensure all your subbies are up-to-scratch, run your Health and Safety committee, and work with your existing team of supervisors / project managers to drive excellence.

## Why are independent audits so important?

We are advocates for auditing because of the well-documented correlation between increased site visits and reduced injury rates. The audits will keep your team on their toes and their random nature encourages participation when management is not onsite. The audits are also a valuable training opportunity for your staff thanks to the toolbox talks that are delivered. Questions and discussion are encouraged and we've found the combination of audit + toolbox talk gives the best results possible. If you're using BWARE then Toolbox talks are recorded against the staff record which, over time, builds up an excellent record of training at a fraction of the cost of one or two day courses.

In other words, this combination gives you by far the best return on investment.

There are multiple other advantages so if you're not yet convinced then please ask as we'd be happy to show you some sample audits.

## How many Audits will I receive?

Included in your monthly plan is a budgeted number of hours which we'll use check your sites, do toolbox talks, and make any fixes.

If getting around all your sites takes longer than what we've allowed for, we'll contact you and ask how to proceed: either we can bill on our standard rates for any sites over the allotted site time, or you may decide that you're happy with what we've managed to accomplish that month. This allows you to easily control costs – no expensive surprises!

If it's a quiet month then we'll speak with you about how to proceed. We can use the time to work on pre-qualification such as SiteWise, improving your policies and procedures, training etc. There's always plenty to do!

## What about Travel?

We allow for travel within the Chch metro area (inclu Rolleston, Kaiapoi) within our pricing. Anything outside this range will be billed at our standard rate of .75c per KM.

If you have jobs out of town then we'll be happy to quote for them separately also.

## When do inspections take place?

At the start of the month you simply provide us with a list of sites +their start/scheduled close dates. We'll take it from there and check sites at our discretion, as to preserve the principle of random auditing. If you have specific requests for timing then we'll try to accommodate your request as time allows. We do strongly recommend you do not let your staff and subbies know times and dates of audits as the surprise factor extends the influence of the audit to promote good behaviour.

## Are there any set up costs?

There may be, depending on what we're working with. Your HS Advisor will discuss these with you at the start, if they are required.

## Term

To allow us to complete our work we work to a 12 month contract with a review after 3 months.



# Independent Audits

## At a Glance

- ✓ An opportunity to benchmark your existing systems and answer that nagging question "are we doing everything we need to?"
- ✓ 100% confidential
- ✓ Inspire improvement through constant accountability and honest feedback
- ✓ Fulfil your ISO, accreditation or insurance requirements.
- ✓ Construction site audits have a bonus toolbox talk delivered while our auditors are onsite to address any non-compliances.

We can complete Independent, professional, and honest Health and Safety Audits for your business, factory, or construction site. Our auditors have inspected literally hundreds of sites like yours throughout NZ and have the experience to help your business succeed in Safety.

Because of the complexity of this option, it's best discussed in person. If you've not yet had your free consultation then please contact us and your dedicated HS Advisor will be in touch. Pricing is available for individual or regular audits and we can even present our findings to your board if required.



# Health and Safety Systems

## At a Glance

- ✓ Cost-effective, practical, and efficient Health and Safety systems
- ✓ Full training provided or available as an optional extra.
- ✓ New Health and Safety at Work Act compatible
- ✓ Up to 25% less paperwork than competing systems.
- ✓ No monthly or annual contracts
- ✓ Gain between 85-95% in SiteWise when followed.

Is your business in need of a framework, plan or system for your Health and Safety? We offer a range of plans to suit all requirements, including custom designed specific to your exact business.

## Paper and Cloud Based Options Available.

Nailed It Safety has partnered with Safety Manager by BWARE to offer sales, support, and advice. We'll help you choose which one is right for you

Introducing Safety Manager by BWARE: An easy-to-use health and safety management software solution, that helps organisations of all sizes and industries - meet their compliance requirements and boost their health and safety performance with less work and less hassle.



For more information, including samples, policy listings, and features visit our website [www.naileditsafety.co.nz](http://www.naileditsafety.co.nz)

## Which Option Works for You?

### Tailored Health and Safety System



- ✓ Completed by our experts
- ✓ 100% tailored to your business
- ✓ Plug and Play. You're good to go.
- ✓ Includes training for both managers and your team.
- ✓ Simple to follow, comes complete with an easy-start guide and recommended schedule
- ✓ [Book your free consultation today!](#)

### DIY Health and Safety System



- ✓ Ideal for small businesses on a budget.
- ✓ No ongoing fees
- ✓ DIY and Save – complete it your self by following simple instructions
- ✓ Optional Support available if required.
- ✓ Specific to your business.
- ✓ [Buy online. Instant Download](#)

## Our Tailored Option includes

- ✓ Custom Built Safety Policy with all the templates, forms, and documentation you'll need to save money by running your own Health and Safety.
- ✓ Our Tailored Health and Safety Plan includes a **free complimentary assessment** of your business so we can get a full understanding of how you run your business (1 site included, additional sites may attract a fee). We do this to get a good understanding of the risks and challenges that we're helping find solutions for.
- ✓ Management training on how to use your policy and run your company's Safety program, for you and one other person from your company.
- ✓ Staff Inductions and training session.

**Custom built to your exact business and client requirements and future proofed so it grows as your business grows.**

Simple to use, practical, and tailored specifically to your business! To get started, book your free initial consultation by [getting in touch today](#).

# Thank You for Considering Nailed It Safety as your Health and Safety Advisors

Thank you again for this opportunity to present this proposal to you. If you're ready to get started, simply get in touch to kick things off or click "Accept" in the attached email to accept our quote for this work.

If you have any questions, please give me a call personally on 021-594-694 or contact your advisor via return email.

Kind Regards,

**Chris Brosnan**  
Managing Director



**Solving your Health and Safety Headache!**