



Making a case..... (for safety)

Safety People Forum

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My Career Journey



1979

WHO WE ARE



KOR has been operating since 2011 with one primary goal:

Keep Operations Running.

Exclusive distribution partners for leading international manufacturers providing world class industrial equipment, accessories and fully integrated after sales services across Australia and New Zealand.

Cappellotto (Italy) - world best in class vacuum, drain cleaning and hydro excavation truck mounted units and;

Schwarze Industries (USA) - best in class vacuum and; regenerative street sweepers.

Falch (GER) & Gerotto (Italy) Robotic industrial services equipment.

Training Academy with RTO partner focused on Vacuum and HPW Jetting based on AS/NZS 4233.1 skillsets, and SWA guidelines.

Other complimentary equipment KEG, TST, Vanguard.

WHO WE ARE



Our Mission

To provide innovative world class industrial services equipment and aftersales solutions and services to support our customers to Keep their Operations Running.

Safety, Quality & Environment

Personal safety, protection of the environment and the quality of our services will never be compromised on the mistaken belief other matters are more important.

Consider the Drivers for Continuous Improvement which supports your case.



- Business Strategy & Performance.
- Contribution to Growth (Shareholder/ Stakeholder value)
- Our Brand.
- Our Values.
- Demonstrable Leadership & competency/SME
- Challenging the Norm.
- Risk appetite.
- Agility and capability to pivot.
- Expectations for excellence by stakeholders.
- Market/Client expectations.
- Regulatory environment

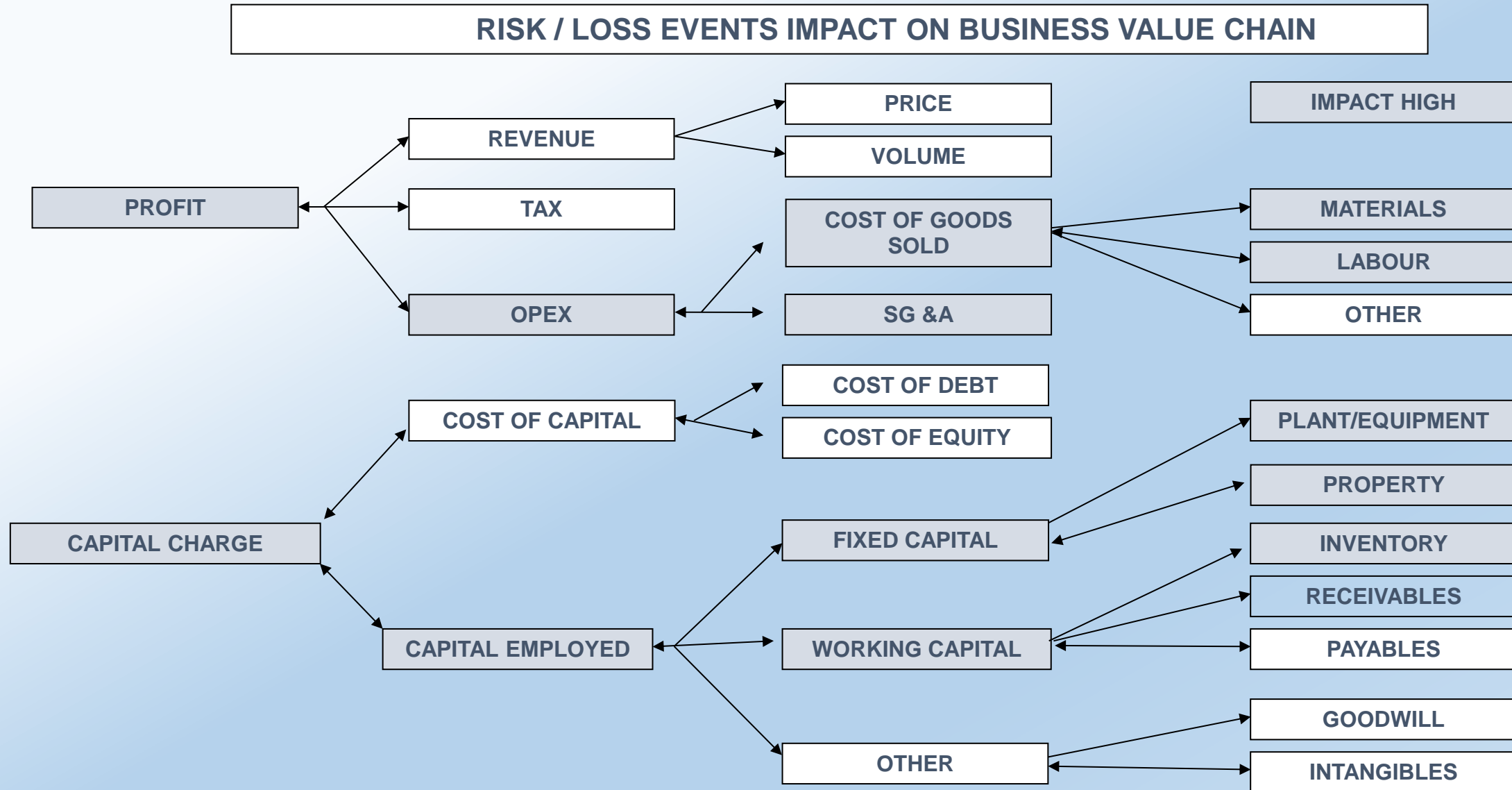
ADOPT STANDARD INTERNAL BUSINESS CASE METHODOLOGY

Consider the other contributory factors which may influence and/or supports your case.



- Industry.
- Customer & Supply Chain Relationships.
- People, (capability, competence).
- Technology, Systems & Process.
- Product offering.
- Sales.
- Enterprise Capability.
- Supporting Infrastructure.
- Regulatory Environment & Framework.
- Geo-political & other externalities.
- Investment required & RoI

How will effective and structured WHS risk management impact our business?



Key components for inclusion in business case



- Audience
 - Who is pitch to: Board, C-Suite, Management, other internal.
- Purpose.
 - Seeking endorsement to address <what>
 - Summarise problem statement etc and solutions.
 - Is it an intervention?
- Background.
 - Detail, investigation, analysis, options considered/rejected, resourcing.
- Budget.
 - Costs – Direct & Indirect
 - Funds source -budgeted / unbudgeted / OPEX / CAPEX / grants
- Risk.
 - Defined risk / opportunity. Include regulatory / compliance.
 - Project management / delivery / measurement of milestones.
 - Cost benefit / Return on Investment defined \$ / outcome.
- Recommendation.

Further information

What is your business process and your own R & D?



SafeWork Australia & AIHS

[guidancepreparingsimpleohsbusinesscase_2007_pdf.pdf](#)

[effectiveohsbusinesscase_trainersguide_learning_materialsohs_practitioners_2007_pdf.pdf](#)

[THE BUSINESS CASE FOR SAFE, HEALTHY & PRODUCTIVE WORK \(Nov2014\)](#)

[Workplace health and safety, business productivity and sustainability \(July 2014\)](#)

[The OHS Body of Knowledge](#)

[Home - The Australian Institute of Health and Safety](#)



<p>GUIDANCE ON PREPARING A SIMPLE OHS BUSINESS CASE</p> <p>Trainers' Guide and Learning Materials for a Module for OHS Practitioners</p> <p>AUGUST 2007</p> <p>Australian Government Australian Safety and Compensation Council</p>	<p>PREPARING AN EFFECTIVE OHS BUSINESS CASE</p> <p>Trainers' Guide and Learning Materials for a Module for OHS Practitioners</p> <p>AUGUST 2007</p> <p>Australian Government Australian Safety and Compensation Council</p>	<p>THE BUSINESS CASE FOR SAFE, HEALTHY & PRODUCTIVE WORK</p> <p>Implications for resource allocation: Procurement, Contracting and infrastructure decisions</p> <p>November 2014</p> <p>safe work australia This report was co-funded by Safe Work Australia, Safety Institute of Australia and CPA Australia.</p>	<p>WORKPLACE HEALTH AND SAFETY, BUSINESS PRODUCTIVITY AND SUSTAINABILITY</p> <p>A REPORT PREPARED FOR SAFE WORK AUSTRALIA</p> <p>October 2014</p> <p>safe work australia</p>
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Keep Operations Running

Questions?

Thanks
&
Stay Safe

