The New Norm:
Contractor Pre-Qualification & Proof of Effective Safety Programs

The construction industry is rapidly changing, requiring contractors to be at the leading edge of many health, safety, and environmental requirements. Customers are now demanding proof of effective safety programs and how safety and health programs will be maintained on every worksite. In addition to demonstrating their ability to perform a specific task, contractors receiving a contract or qualifying to submit a bid, must now provide:

- Proof that they have a strong safety program in place
- Records of employee training
- 3 years of Prior Workers Compensation claims and Experience Modification Rates (EMR)
- 3 years of illness and injuries reports (OSHA 300)
- Safety plans, procedure manuals and records
- OSHA history of inspections and citations

Gone are the days when it was enough to simply put a check mark in a box indicating that you have a specific program or your employees are trained on a particular topic. Detailed proof is now required. For example, most third party audit companies require the actual page number where a specific piece of information or requirement is addressed. In addition, you now need to provide the type of training your employees have been provided and when it occurred.

The Cause: Liability Concerns

Property owners and general contractors have become concerned about their liability exposure for incidents and accidents. If a subcontractor has an accident or creates a problem that causes a loss of property or injury to someone else, often it is the property owner and general contractor that are involved in insurance claims or litigation. To avoid such issues, property owners and general contractors are being advised by their insurance carriers and legal counsel to thoroughly evaluate every contractor and vendor that will work on a project. Due to the administrative burden involved many property owners and general contractors in this position would rather outsource the work of evaluating hundreds of vendors annually to a third party such as ISNetworld, PECS, PICS, etc. This has created the need for every contractor to verify the level of compliance for up to 35 different programs before a bid can be submitted or a project started.

The Result: High Administrative Cost and Frustration

Often a contractor must spend hundreds of frustrating hours annually, merely keeping up with the paperwork requirements. Time and money is wasted on ensuring the company compliance program meets OSHA requirements, employees are adequately trained, records are being kept, and written plans and policies are up to date and will pass the scrutiny of outside audit firms. In addition, all contractors are held to the same rigorous standards regardless of employee size. Whether you have 10 or 150 employees you are required to demonstrate the same level of compliance in order to pass the audit. Often a contractor has to repeatedly resubmit plans, procedures, training records, and other proof for a number of programs because the prior submissions were not judged to be complete. Even for those contractors large enough to be able to administer this process, the administrative and lost productivity costs are huge.

The Remedy: ACS Turnkey Cloud Programs

To find a solution to these problems (help its customers), Maxwell Systems turned to American Compliance Systems (ACS). ACS has been working as the outsourced compliance department for construction, manufacturing, and automotive companies throughout the United States for over 25 years. ACS has achieved impressive results for their clients that include reducing their workers compensation "Mod Rate" by an average of 21%-27%, implementing turnkey programs and solutions to meet a variety of regulatory issues, including representing their interests to defend and remove OSHA citations.

ACS has pioneered a Turnkey Cloud Compliance Program that provides everything needed to implement and maintain a program to meet OSHA and pre qualification requirements. This unique program can be used to fill in "missing" pieces of a program or be a one stop total solution. Best of all, the program is very cost effective for every company regardless of size or geographic location.