

## Win More Bids: Pre-Certification Made Simple!

**The trend is growing.** Major Corporations are concerned with their potential liability for the Contractors they engage. Rather than have their purchasing agents to read through reams of Safety and Compliance documents, OSHA logs and Workers Comp experience modification rates, they are outsourcing these efforts to safety pre-qualification services such as PEC Premiere, ISNetworld RAVS, PICS or others.

In order to bid on work, contractors generally need to pay an enrollment fee (PEC is free), then answer hundreds of questions on their safety programs, providing reference notes and detail to support these answers. Even if the contractor has already established safety programs, the cross-referencing and documentation can take several man weeks of effort, and often falls short of the 95% grade required. **Don't miss out on opportunities!**

### What if:

- You could subscribe to a cloud based web service that provided every safety program you needed?
- Safety professionals led you through the process, and provided you completed questionnaires mapped to the programs you purchased, ensuring a 100% grading score?
- You could have the comfort to make your scores available to any or all of the corporate subscribers to PEC, ISNetworld, PICS, or any other safety rating service so that you got more bid opportunities in your area of expertise?

### Potential Results

- Competitive advantage
- Increased Opportunities
- **More Winning Bids!**

### Tell Me How!

ACS has powerful automated systems that can generate the specific safety programs you need to meet pre-certification requirements. With an ACS subscription, your safety programs are placed on secure third party servers and you control the access. Pre-certification questionnaires are pre-mapped to the specific supporting documentation to ensure your safety programs qualify for those bids. All you need to do is submit a summary sheet that provides the rating service hyperlinks to everything that documents your programs and qualifies you. **We make it easy and guarantee results with our programs!** Please note that the written programs will require training by knowledgeable or competent personnel. ACS has the OSHA certified Outreach Program trainers to assist you there as well.

*"After 20 years of contracting for Sunoco, they told us we had to pre-qualify our Safety Program or they would have to go with another contractor. This was the core of our business, and they only gave us 72 hours. ACS made it seem easy."*

**Chris Owen, President, Dark Star Electric**

*"Despite having an excellent safety record, Marathon Oil required us to have a 95% or better score on PEC Premiere to award us their contract. Our initial scores on our safety program were only 48%. ACS saved the day!"*

**Chuck Williston, Electro Chemical Engineering and Manufacturing Co.**

## Example of PEC Initial Scoring and ACS results:

### PEC Scores for ABC Contractors

Required in Matrix:	Targeted Initial Score	Hyperlink to Corrected PEC Questionnaire	Auditor Revised Score
Bloodborne Pathogens	100	<i>*** No corrections submitted</i>	100
Confined Space	89	<a href="#">Corrected Confined Space</a>	100
Disciplinary Program	0	<a href="#">Corrected Disciplinary</a>	100
Electrical Safety (Non-Qualified)	0	<a href="#">Corrected Electrical NQ</a>	100
Fall Protection	73	<a href="#">Corrected Fall Protection</a>	100
Fire Protection	100	<i>*** No corrections submitted</i>	100
First Aid & CPR	13	<a href="#">Corrected First Aid &amp; CPR</a>	100
Ground Fault	0	<a href="#">Corrected Grounding</a>	100
HazCom	90	<a href="#">Corrected HazCom</a>	100
Lead, Cadmium, Metals Exposure	0		100
Cadmium Questionnaire		<a href="#">Corrected Cadmium</a>	
Lead Questionnaire		<a href="#">Corrected Lead</a>	
Lockout/Tagout	100	<i>*** No corrections submitted</i>	100
Noise	100	<i>*** No corrections submitted</i>	100
PPE	57	<a href="#">Corrected PPE</a>	100
PSM	0	<a href="#">Corrected PSM</a>	100
Respiratory	100	<i>*** No corrections submitted</i>	100
Sandblasting	0	<a href="#">Corrected Sandblasting</a>	100
Scaffold User	0	<a href="#">Corrected Scaffold</a>	100
<b>Total Scores</b>	<b>822</b>		<b>1700</b>
Total Required Programs	17		17
<b>Average Score</b>	<b>48</b>		<b>100</b>

Corrected questionnaires are hyperlinked for easy review by the pre-qualification service. See attached for an example, "Scaffold Users", one of the shortest questionnaires (only 5 questions vs. up to 18 per program) and the corresponding documentation provided by ACS.

PROGRAM EVALUATION FORM

**ABC Contractors**

ASSESSMENT DATE: \_\_\_\_\_  
 PRINT DATE: 6/14/2012

Scaffolds User  
**100%**

HyperLink to Entire Scaffold Safety Plan: [Scaffolding Safety Plan](#)

ITEM NO.	CITATION REFERENCE	DESCRIPTION	Y	N	COMMENTS	REFERENCE	Hyperlink
		<b>SCAFFOLDS (USER ONLY)</b>				Source, Pg.#, Sec.#, Para.#	Relevant text highlighted in Yellow
1	1926.454 Training	Does the program address training of all employees that work on scaffolds? Does the program address who is the trainer?	1		Employer is required to train all employees regarding hazards by "qualified" persons.	<a href="#">Scaffolding Safety Program Item 3.1 page 10.</a>	<a href="#">Item 1 and 2 attachment</a>
2	1926.454 (a) Training Program Content	At a minimum, the training program must address hazards (fall, electrical, falling objects), fall protection, use, load capacity). Are these items addressed? Is re-training addressed for inadequacies or changes?	1		Basic safety information must be provided prior to use. When conditions change, must re-train.	<a href="#">Scaffolding Safety Program Item 3.3 page 10.</a>	<i>See above</i>
3	Inspection	Does the program address inspection of system prior to use and periodically by Competent Person?	1		Competent person must insure scaffolds are safe prior to and during use.	<a href="#">Item 1.5.D.z and Item 1.5.D.aa on page 6.</a>	<a href="#">Item 3 attachment</a>
4	Tags 1910.145 (d) (2)(4)(6) 1926.200 (b) (2)(c)(2) (3)(e)	Does the program address mandatory tags for defects found? Is an example provided? Are employees instructed in complying with tags?	1		Unsafe equipment or conditions must be tagged out by Competent Person, and must be complied with. <b>Examples of tagging system must be provided.</b>	<a href="#">Item 1.5.D.e on page 4; and Appendix C. Item 3.2 (4) on Page 10.</a>	<a href="#">Item 4 attachment</a>
5	Modifi-cations	Does the program address modifications by non-qualified employees? Is disciplinary action for non-qualified modifications mentioned?	1		Only qualified and competent personnel are allowed to modify scaffolding systems. Non-qualified personnel may create more hazards.	<a href="#">Item 1.2 on page 1; Item 1.5.A on page 2; Item 1.5.D and D.c on Page 4.</a>	<a href="#">Item 5 attachment</a>

**Note:** "Scaffold Users" is the shortest questionnaire. Many have up to 18 questions that must be answered and documented (potentially hundreds in total). Each answer ACS provides above contains a hyperlink to the specific documentation required stored on a secure, password protected server. An example of the answer to Item 4 follows:

## Appendix C

### Tagging of Defective Equipment

Following is an example of Defective Equipment tags to be placed on any defective equipment until repaired, replaced or disposed of. Only a competent person should remove these tags once the equipment has been repaired and deemed safe.



Other types or forms of Defective Equipment tags may be used at the Safety Coordinator(s) discretion, but all employees should be informed of the current types and styles of Defective Equipment tags then being used.

Any use of defective equipment so tagged, or removing these tags except by a competent person who has determined the repairs are adequate for the equipment to be safely placed back in service, is a serious safety violation and appropriate disciplinary action (up to and including immediate dismissal) will result.