

Austian's Risk Services, Inc.



Accident Prevention | Risk Control | Regulatory Compliance

AustiansRisk.com

Austian's Risk Services, Inc., (ARS) specializes in the development and management of safety and regulatory review processes as well as risk assessment and advisor services, expert witness services and underwriting risk analysis.

The Developers of

ARS Risk Reduction ReviewsTM

DOT ▪ OSHA ▪ EPA ▪ ADA

ARSRiskReductionReviews.com

August 2015



Mission

Austian's Risk Services, Inc. (ARS), primary mission is to assist companies in the prevention of accidents, controlling accident related costs and regulatory compliance. ARS strives to exceed each client's needs to ensure maximum results are achieved. Our goal is to be the premiere risk management service company in the USA and abroad.

ARS has helped many large companies turn their safety program around thus saving countless lives, injuries, property damage and millions of dollars.



History

- ▶ Privately owned Oklahoma based company incorporated in 1990. We have celebrated our 26th year in business
- ▶ Provides Risk Services for Both National and International Companies
- ▶ Over 30 Years of Safety and Risk Management Experience
- ▶ We have Conducted or Overseen Over 3,000 Safety Reviews
- ▶ Owner has been an Expert Witness for Over 20 years
- ▶ *ARS Risk Reduction Reviews*[™] Developer has Over 30 Years of Software Application Development and Related IT Experience for Large Corporations and Commercial Software Development Companies.



Services

- ▶ Risk Reduction Review Services
- ▶ Strategic Risk Assessment and Safety Advisor Services
- ▶ Underwriting Risk Analysis
- ▶ Development and Management of Safety and Regulatory Review Processes
- ▶ Risk Control Program Development
- ▶ Risk Reduction Review Training
- ▶ Risk and Safety Related Software Development for Desktop, Mobile, Web and Software as a Service (SaaS) Applications
- ▶ Expert Witness Services and Catastrophic Claim Examination
- ▶ Licensed All Lines Insurance Agent/Broker



Risk Reduction Reviews Drive Down the Risk of Doing Business





High Risk in Any Business Causes Vehicle and/or Injury Accidents that Cause

- ▶ **Fatalities**
- ▶ **Pain and Suffering to Families**
- ▶ **Financial Crisis to Families**
- ▶ **Property Loss**
- ▶ **Financial Loss to the Company and Employees**
- ▶ **Massive Management Time Lost**

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Low Risk /
Higher Profit



2015
and to
Infinity
and
Beyond!



2014

High Risk /
Low Profit



2013

INCREASED PROFITS

ARS Risk Reduction Reviews
Reduces Vehicle and Injury
Accidents that in Turn
Produce:

- *Happy Families*
- *Happy and Productive Employees*
- *Financially Strong Company*
- *High Company Image*
- *Happy Management*



Primary Goal

The Primary Goal of ARS *Risk Reduction Reviews*[™] is to:

- ▶ Identify the Problems Producing Loss or Exposure to Regulatory Issues and Suggest the Most Effective Remedy
- ▶ Train Location Management How to Reduce and Eliminate as Much Risk to an Operation as Possible
- ▶ Evaluate their Safety Performance
- ▶ Provide them With Clear Direction on How to Keep Improving

- ▶ Results In
 - Reduction of Accidents
 - Reduction of Negligent Risk Factors
 - Reduction of Regulatory Violations



Maximizes Management's

ARS Risk Reduction Reviews™ Maximizes Management's:

- ▶ Safety and Regulatory Training
- ▶ Safety Performance to Your Standards of Performance
- ▶ Focus on Opportunity Areas to Improve Safety and Regulatory Performance



Consistently Reduces

ARS Risk Reduction Reviews™ Consistently Reduces:

- ▶ Accident Frequency
- ▶ Negligent Accident Cases
- ▶ Accident Costs
- ▶ Regulation Compliance and Violation Issues



Utilized by

ARS Risk Reduction Reviews™ are Utilized by:

- ▶ Risk Managers, Safety Directors and Other Senior Management of Client companies that for the Most Part are Self-Insured
- ▶ For External Reviews
- ▶ For Internal Reviews
- ▶ For A Combination of Internal and External Reviews



What It Will Do for Your Staff

ARS Risk Reduction Reviews™ Will:

- ▶ Keep Staff all on the Same “Page”
- ▶ Improve Teamwork and Organization
- ▶ Increase Professionalism and Expertise
- ▶ Simplify Training and Shorten the Learning Curve
- ▶ Help New Staff Members Get Up to Speed Faster
- ▶ Provide a Better, More Standardized Career Path
- ▶ Enable You to Maintain Detailed Records and Notes
- ▶ Reduce the Inefficiency of Paper, Checklists and Spreadsheet Data Collection



Risk Reduction Reviews are:

ARS Risk Reduction Reviews™ are:

- ▶ Tailored for Your Company
- ▶ Automated for Quick Review Turnaround
- ▶ Flexible. Enabling You to Use All or Selected Components
- ▶ Supported With Applicable References to OSHA, DOT, EPA and ADA Regulations
- ▶ A Tool for Measuring the Performance of Your Staff
- ▶ Able to Preview/Print/Email Reports at the End of a Review
- ▶ Undergoing Continuous Improvement and Feature Enhancement



A Third Generation Program

ARS Risk Reduction Reviews™ are:

- ▶ Based on Over 30 Years of Safety Professional Experience
- ▶ Generates a Corrective Action Plan With Best Practice Methods for Improvement
- ▶ Flags Critical Parts of a Company's Risk Components
- ▶ Weights Opportunity Items as to How Important they are to Overall Risk
- ▶ Expert Witness Type Review Process
- ▶ Educates the Management Being Reviewed
- ▶ Consists of 140+ Review Area Modules



Reports and Analysis

ARS Risk Reduction Reviews™ Reports and Analysis can:

- ▶ Show Year to Year Changes by Segment and Prior Review Scores
- ▶ Reports Can Show Comparison Scores With Established Standards of Performance
- ▶ Reports Can be Printed or Emailed at the End of a Review and Used in the Closing Conference
- ▶ Reports and DATA can be Sent via the Internet and Outlook
- ▶ Show Built-In Analysis of Review Information
- ▶ Reports and Analysis can be Customized or New Ones Developed for Your Company



Corrective Action Plans

ARS Risk Reduction Reviews™ Corrective Action Plans:

- ▶ Covers Each Area Reviewed that Has an Opportunity Area for Improvement
- ▶ Has a Defect Detail that Breaks Down Each Area for Full Understanding and a Suggested Action
- ▶ Allows Location Management to Edit or Add to the Actions to Best Fit their Needs in Making the Improvement
- ▶ Location Management Can State What Person Will be Doing the Actions, Set Target Dates for Completion and Date Completed for Each Action

It is critical that each action on the action plan be completed on a timely basis and documented in order to reduce the risk and to assure that the review findings cannot be used against the company in the future.



Review Areas

ARS Risk Reduction Reviews™ Major Review Areas:

- ▶ 6 Major Review Areas (Groups)
 1. Safety Program Implementation
 2. Substance Abuse Program
 3. Security Program
 4. DOT Program
 5. OSHA Program and Record Keeping
 6. EPA Risk Management Program
- ▶ 25 Segment Review Areas (Subgroups)
- ▶ 140+ Review Areas (Modules)



Are Used to

ARS Risk Reduction Reviews™ Are Used to:

- ▶ Guide the Reviewer/Auditor Through the Review
- ▶ Contain Critical Information to Conduct the Review Quickly and Efficiently
- ▶ Collect All the Information Needed for Each Review and Stores the Information for Future Reference
- ▶ Provide All the Reports and Analysis at the End of the Review to Use at the Closing Conference and to Send Out to the Management Teams
- ▶ Track their Progress
- ▶ Use the Results in their Periodic Performance Reviews



Conducted by

ARS Risk Reduction Reviews™ Are Conducted by:

- ▶ Starting With an Opening Conference
- ▶ Requiring Management Involvement
- ▶ Reviewing Each Area as an Expert Witness Would
- ▶ Repeatedly Reviewing Each Area
- ▶ Selecting Information to be Reviewed at Random
- ▶ Teaching Location Management How and Why
- ▶ Conducting a Closing Conference
- ▶ Providing the Management Team With Detailed Reports
- ▶ Providing a Corrective Action Plan Template



95% Reductions

ARS Risk Reduction Reviews™ Will Reduce:

- ▶ 95% or More of a Reviewer's Time in Developing Reports and Analyses
- ▶ 95% or More of a Location Management Team's Time to Develop High Quality and Effective Corrective Action Plans

Traditionally, it Takes Reviewers the Same Amount of Time to Develop High Quality Reports as it Does to Conduct the Physical Review . Quality Action Plans are Rarely Developed by Location Management Due to the Many Hours it Takes to Develop One!

The Cost of Conducting High Quality Reviews is Almost Cut in Half and the Reports and Action Plans Will Always be of the Highest Quality.



Long Term Use of:

Long Term Use of *ARS Risk Reduction Reviews™* Will:

- ▶ Provide the Information Needed to Establish a Standards of Performance to Safety at Each Management Level
- ▶ Target Management's Efforts Towards What is Needed on a Daily Basis to Keep their Location's Risk Levels Down
- ▶ Help Your Company to be Number One in Safety in Your Industry, Operate More Efficiently and be More Profitable

Most Importantly, it Will Save Lives and Injuries that Devastate Families

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ARS *Risk Reduction Reviews*™

DOT ▪ OSHA ▪ EPA ▪ ADA

The Ideal Solution for these Jobs:

- ✓ Claims Managers and Auditors
 - ✓ DOT Auditors
 - ✓ EPA Auditors
- ✓ Human Resource Managers and Auditors
 - ✓ Insurance Brokers and Carriers
 - ✓ Internal Audit Staff
 - ✓ OSHA Auditors
- ✓ Risk Management Departments
- ✓ Safety Managers, Directors and Auditors
 - ✓ Underwriting Risk Analysts

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ARS *Risk Reduction Reviews*™

DOT ▪ OSHA ▪ EPA ▪ ADA

The Ideal Solution for these Industries:

- ✓ Farm Cooperatives
- ✓ School Bus Transportation / School Districts
 - ✓ City Transit / City Para-Transit
 - ✓ Trucking Industries (All types)
 - ✓ Warehousing and Distribution
 - ✓ Food Processing Plants
 - ✓ Maintenance Shops
 - ✓ Construction Sites
 - ✓ Manufacturing
 - ✓ Retail Grocery

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ARS Risk Reduction Reviews™ 2015.6 (Keith Austian - Keith)

File Edit View Data Reports Analysis Tools Window Help

Keith Austian

Startup Form - Austian's Risk Services, Inc. - ARS Risk Reduction Reviews(TM)

06/18/2015 Austian ID# 20150618305

START New Review 305-123 ABC Company Oklahoma City, OK CHANGE Review STARTUP

EMPLOYEES	TRAINING	TRAINING
New Hire Requirements and Selection	New Hire Training	Questionnaires and Interviews
New Drivers NA 0.00	New Drivers NA 0.00	Drivers NA
New Maintenance Employees NA 0.00	New Maintenance Employees NA 0.00	Operation Managers NA
New Production/Sanitation Employees NA 0.00	New Production/Sanitation Employees NA 0.00	Mechanics NA
New Employees NA 0.00	New Employees NA 0.00	Maintenance Managers NA
Post Hire Requirements	Ongoing Training	Production/Sanitation Employees NA
Experienced Drivers NA 0.00	Experienced Drivers NA 0.00	Maintenance Employees NA
Experienced Maintenance Employees NA 0.00	Experienced Maintenance Employees NA 0.00	QA Employees NA
Exp. Production/Sanitation Employees NA 0.00	Exp. Production/Sanitation Employees NA 0.00	Employees NA
Experienced Employees NA 0.00	Experienced Employees NA 0.00	Driver Interviews NA
DRIVER QUALIFICATION AUDITS	DOT Training	
Driver Qualification Audits NA	Hazmat NA 0.00	
HOURS OF SERVICE	Cargo Securement NA 0.00	
Hours of Service NA 0.00	Entry Level Drivers NA 0.00	
SUBSTANCE ABUSE		
Substance Abuse NA 0.00		

Total Reviews 60
Keith Austian 58
Prior Review 07/24/2014
Austian, Keith

75.00 Safety Program Implementation 0.00
0.00 Substance Abuse Program 0.00
0.00 Security Program 0.00
91.15 OSHA Program/Record Keeping 72.22
0.00 EPA 0.00
90.50 Current Overall/Prior Review 70.65

Above Average ★★

DOT / Hiring and Training | DOT / Safety | OSHA Regulations | OSHA Training | EPA / DATCP

F4 - Open this Form

Print Notes - F7 Company Locations **"It's not an Audit, it's a Review!"** Review END STOP

Startup Form - Austian's Risk Services, Inc. - ARS Risk Reduction Reviews(TM)

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06/18/2015 Austian ID# 20150618305

305-123 ABC Company Oklahoma City, OK

STARTUP

SAFETY	ACCIDENTS	INSPECTIONS
Safety Programs NA 0.00	Preventable Vehicle Accidents NA 0.00	Facility Inspections NA 0.00
Instructor Training NA 0.00	Non-Preventable Vehicle Accidents NA 0.00	Shop Inspections NA 0.00
Safety Committee NA 0.00	Commercial Tickets NA 0.00	
	Recorded Incidents NA 0.00	
	Vehicle Accidents Prevention NA 0.00	
SECURITY	INJURIES	CLEAN AND ORDERLY
Security Program NA 0.00	Preventable Employee Injuries NA 0.00	Office, Yard and Parking Areas NA
	Non-Preventable Employee Injuries NA 0.00	Maintenance Shop NA
	Recorded Employee Unsafe Acts NA 0.00	
	Injury Prevention Programs 0.00	
VEHICLES	Driver Injury Prevention NA 0.00	
DVIR Logs 100.00	Employee Injury Prevention NA 0.00	
Vehicle Inspections 100.00	Maintenance Injury Prevention NA 0.00	
Vehicle Repairs and Maintenance NA 0.00		

DOT / Hiring and Training DOT / Safety OSHA Regulations OSHA Training EPA / DATCP

Print Notes - F7 Company Locations F4 - Open this Form

"It's not an Audit, it's a Review!"

Review END STOP

Click to Open the Safety Programs Form

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Startup

Upload

Send

Analysis

Reports

Charts

Exports

Exit

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06/18/2015 Austian ID# 20150618305

STARTUP

START New Review 305-123 ABC Company Oklahoma City, OK CHANGE Review

OSHA REGULATIONS			OSHA REGULATIONS			OSHA REGULATIONS		
Bench Wheel Grinder Requirements	NA	0.00	Fuel Pumps and Bulk Fuel Storage	NA	0.00	Service Pit	NA	0.00
Bloodborne Pathogens	✓	100.00	Grain Handling Facilities	✓	100.00	Slip/Trip Hazards	✓	50.00
Chemical Hygiene	NA	0.00	Hand & Portable Powered Tools/Equip	✓	50.00	Standard Railings, Stairs and Ladders	✓	100.00
Compressed Gas Cylinder Compliance	NA	0.00	Hazardous Communication	✓	100.00	Storage Areas	✓	100.00
Egress, Exits and Alarms	✓	83.33	LP Gases (Propane) Bulk Storage	NA	0.00	Storage/Handling of Anhydrous Ammonia	NA	0.00
Electrical Compliance	✓	83.33	Machine Guarding Compliance	✓	70.00	Tire Rims - Single Piece Rim Wheels	NA	0.00
Emergency Action Plans	✓	100.00	Manlifts	NA	0.00	Unsafe Condition (Miscellaneous)	✓	50.00
Emergency Quick Drenching	NA	0.00	Occupational Noise Exposure	NA	0.00	Unsafe Employee Acts (Miscellaneous)	✓	100.00
Emergency Response Plan		0.00	Overhead and Granry Cranes	NA	0.00			
Energy Control	✓	100.00	Permit Required Confined Spaces	✓	100.00			
Equipment Securement	✓	100.00	Personal Protective Equipment (PPE)	✓	100.00			
Ergonomics		0.00	Powered Industrial Truck	✓	100.00			
Fall Protection Control Program	✓	50.00	Process Safety Management #1	NA	0.00			
First Aid/CPR	✓	100.00	Process Safety Management #2	NA	0.00			
Fire Extinguisher Compliance	✓	100.00	Process Safety Management #3	NA	0.00			
Fire Prevention Plans	✓	100.00	Respiratory Compliance	NA	0.00			

DOT / Hiring and Training DOT / Safety OSHA Regulations OSHA Training EPA / DATCP

Review END

Print Notes - F7 Company Locations F4 - Open this Form

"It's not an Audit, it's a Review!"

Click to Open the Bench Wheel Grinder Requirements Form

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START New Review 305-123 ABC Company Oklahoma City, OK CHANGE Review STARTUP

OSHA SPECIALTY TRAINING		OSHA SPECIALTY TRAINING		OSHA TRAINING	
Chemical Hygiene Plan	NA 0.00	Process Safety Management	0.00	Driver Training	100.00
DSPS Compliance	NA 0.00	Propane Handling - CETP	NA 0.00	Employee Training	100.00
Electrical Compliance	100.00	Respiratory Protection	NA 0.00	Maintenance Employee Training	NA
Emergency Action Plan	100.00	Storage and Handling of LP Gas	NA 0.00	Management Employee Training	100.00
Emergency Response Plan	NA 0.00	Tire Rims - Single Piece Rim Wheels	NA 0.00	Office Employee Training	100.00
Energy Control Authorized Employees	100.00	Welding, Cutting and Brazing	NA 0.00	SCHOOL BUS SAFETY COURSE OSHA Compliance/Safety Toolkit	NA
Ergonomics	NA 0.00	Welding and Cutting - Oxygen Fuel Gas	NA 0.00	Production/Sanitation Employee	NA
Fall Protection	100.00				
Fire Prevention Plan	100.00				
Fire Aid/CPR	NA 0.00				
Flammable and Combustible Liquids	NA 0.00				
Grain Handling Facilities	100.00				
Mine Safety and Health Act	NA 0.00				
Permit Required Confined Spaces	50.00				
Portable Fire Extinguishers	100.00				
Powered Industrial Truck	100.00				

OSHA MISCELLANEOUS

- OSHA Physical Aspects NA
- OSHA OSHA Programs NA
- OSHA OSHA Record Keeping 100.00

DOT / Hiring and Training | DOT / Safety | OSHA Regulations | OSHA Training | EPA / DATCP

Print Notes - F7 Company Locations F4 - Open this Form

"It's not an Audit, it's a Review!"

Review END STOP

Click to Open the Chemical Hygiene Plan Specialty Training Form

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06/18/2015 Austian ID# 20150618305

START New Review 305-123 ABC Company Oklahoma City, OK CHANGE Review STARTUP

Category	Item	Value
EPA	Risk Management Program	NA 0.00
	Worker Protection Program	NA 0.00
EPA SPECIALTY TRAINING		
	Worker Protection Program	NA 0.00
DATCP	DATCP Compliance	NA 0.00

DOT / Hiring and Training | DOT / Safety | OSHA Regulations | OSHA Training | EPA / DATCP

Print Notes - F7 Company Locations F4 - Open this Form "It's not an Audit, it's a Review!" Review END STOP

Click to Open the EPA Risk Management Program Form

NUM



School Bus Safety Company

We are an Authorized Reseller of the Most Effective Student and Bus Driver Training Courses Available from the School Bus Safety Company

- ▶ *The School Bus Driver Training Course**
- ▶ *Safety Leadership Course*
- ▶ *Transporting Students with Special Needs*
- ▶ *Bullying Prevention on the School Bus*
- ▶ *Safety Practices for Downed Power Lines*
- ▶ *OSHA Compliance/Bus Garage Safety Toolkit*
- ▶ *Children's Safety Programs*

*The first ever National Association of Pupil Transportation (NAPT) Recommended Product





Transit and Paratransit Company

We are an Authorized Reseller of the Most Effective Bus Driver Training Courses Available for Drivers, Trainers and Managers from the Transit and Paratransit Company

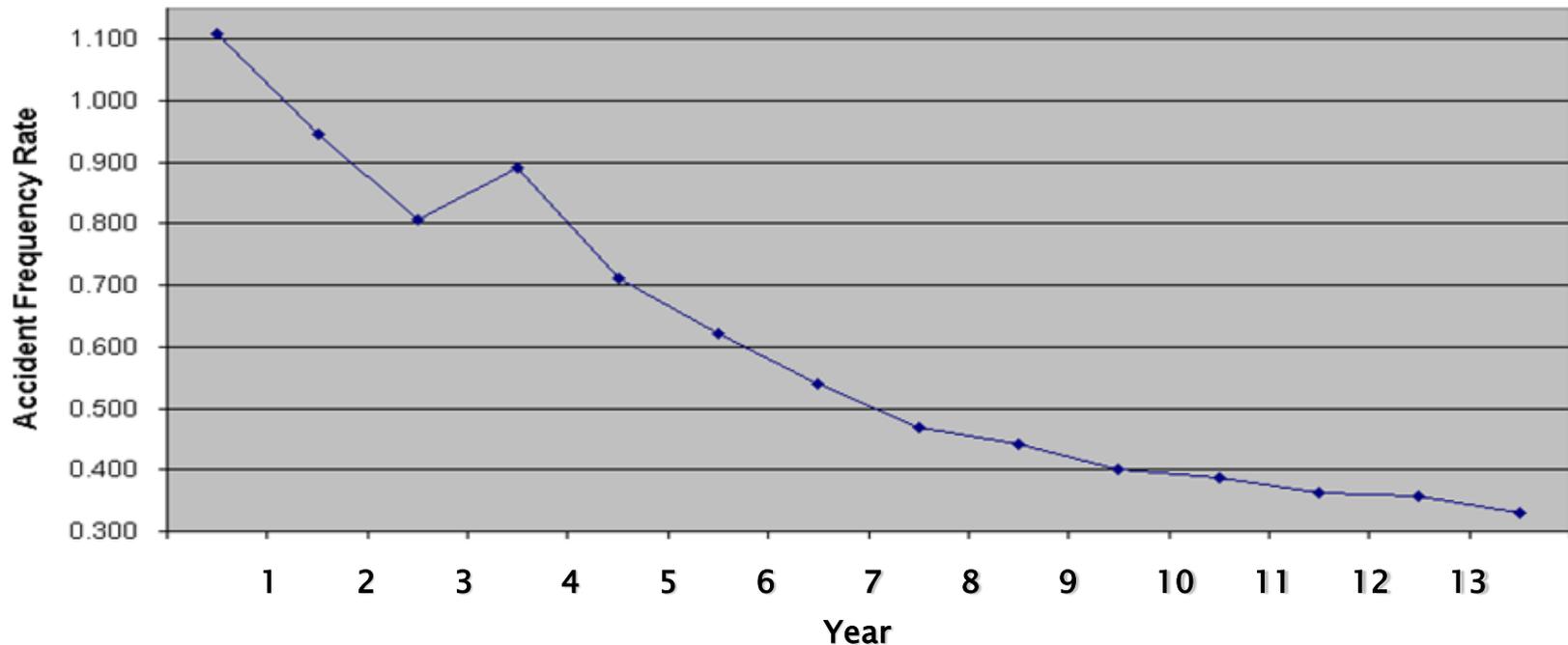
- ▶ *Transit Operator Development Course*
- ▶ *Paratransit Operator Development Course*
- ▶ *Trainer Certification Process Course*
- ▶ *Safety Leadership Course*

TAPTCO 



A Large Company's Results:

Actual Results Using the 1st and 2nd Generation Program





XYZ Company Moves to Number 1 in Safety

