

SP 1st Qtr. Meeting EHS Forum
Group Discussion
GM Spring Hill Manufacturing Center
Getting Buy-In
(EHS Elevator Pitch)

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The Discovery (Team of Experts)

Discovery Study used to **identify risks** inherent in project early in the process.

Uncovers **specific benefits** and the **return on investment (ROI)** of our Environmental Compliance Management System.



Project Goals

GOALS:

1. Validate where you are?
2. Prepare your “Business Case”
3. Facilitate potential of an Environmental Compliance Management system, its deployment and impact on the existing tools being used.

The focus of Discovery Phase is to:

- Evaluate site requirements
- Determine the scope of work
- Design requirements
- Services to be performed.



Implementation

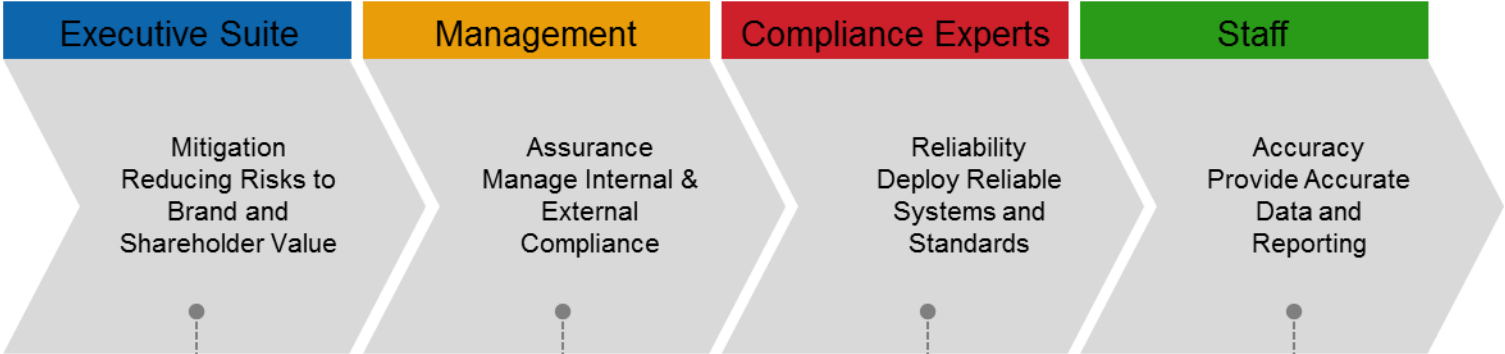


Approach “Top Down”



- Process
- Business System
- IT Management System

Compliance Management Impact



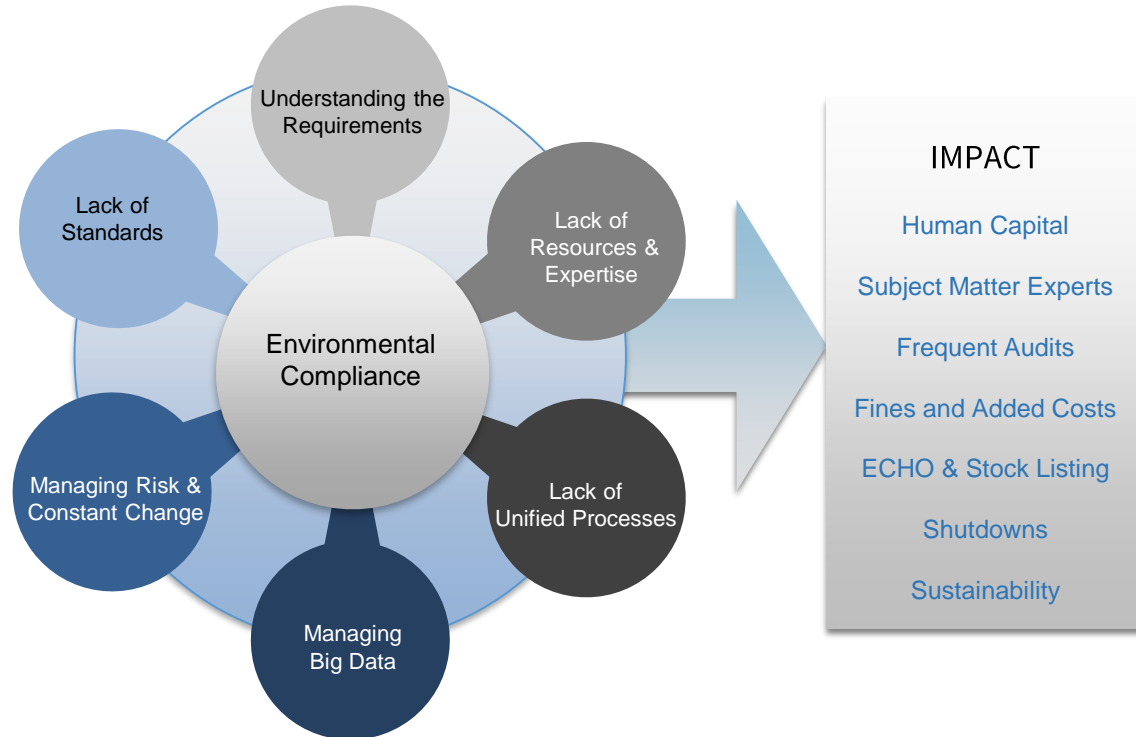
- Risk to Brand
- Investment Risks
- Shareholder Value
- Bad Press and PR
- Due Diligence
- Sustainability Programs

- Single-Source Compliance Management System
- Automated Processes, Uploads & Reporting
- Accountability Metrics
- Efficient - Time & Cost

- SMART Data Engine
- Automation & Calculations
- Standard Industry Reports
- Easy to Audit Data
- Secure and Certified
- Cloud-Based System

- Ease to Use + Mobile
- Beyond Spreadsheets
- Single Automated System
- Standard Processes
- Data Protection
- Data History

Compliance Management Challenges

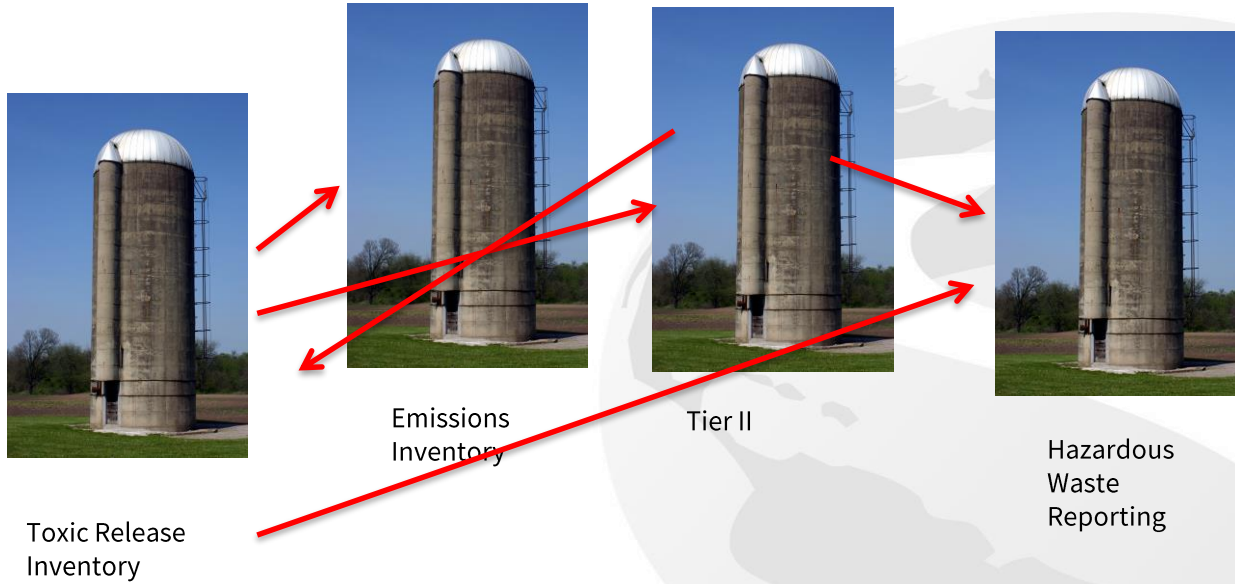


Reciprocity and Consensus

- Building consensus for an environmental software project among your managers (IT, H&S, Environmental) and your executive suite (COO, CFO, CEO) is often about showing the **mutual benefits** to all departments.
- ERA often finds in our projects that the Environmental Manager starts the project, but passes the baton to IT Manager, and then upwards to executive suite.
- Data collected by an EMS can feed initiatives in Health & Safety, sustainability, energy use, cost centers, etc.
 - Approach an EMS project from perspectives outside environmental reporting – what do other executives get out of it?

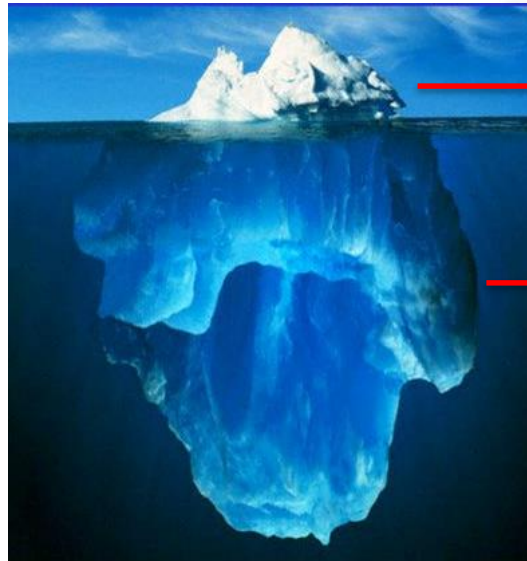
Data Silos

Discover and document inefficiencies in data management for environmental reporting



80-20 Gap

In any project, there are 80% of standard functions which represent 20% of the budget and often it is the 20% of the specific functions that require the most effort.

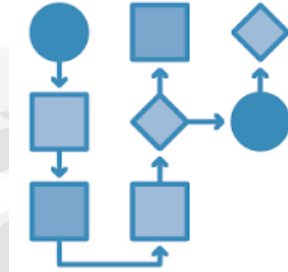


80% similar
20% effort

20% specific
80% effort

The Discovery Process

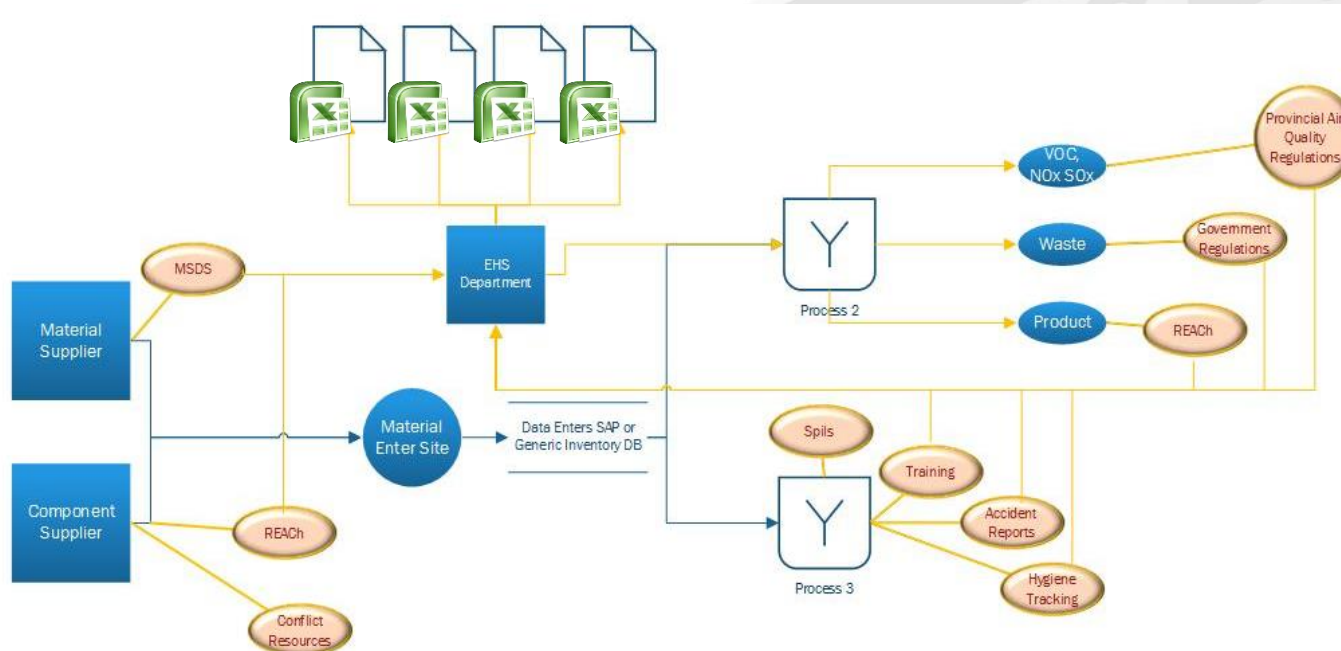
1. Determine the scope and design requirements, and the services to be performed
2. Mapping of current compliance data flow process
3. Identify irritants
4. Identify the 80-20 Gap (specific to your business)
5. Evaluate the return on investment (ROI)
6. Evaluate the effort required to deploy the Environmental Compliance Management solution



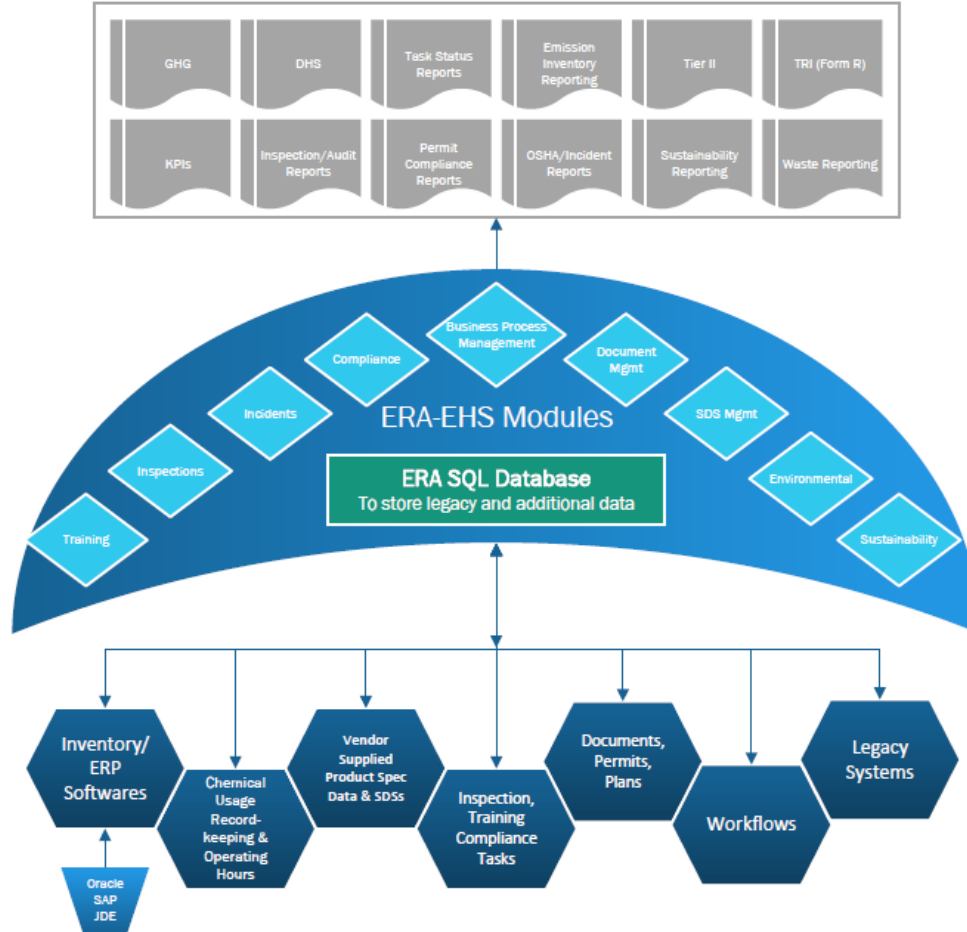
80
20

Approach

The approach will study your current data management processes, identify the tools used and list the issues faced by each department involved in the Environmental Compliance Management process at one facility.



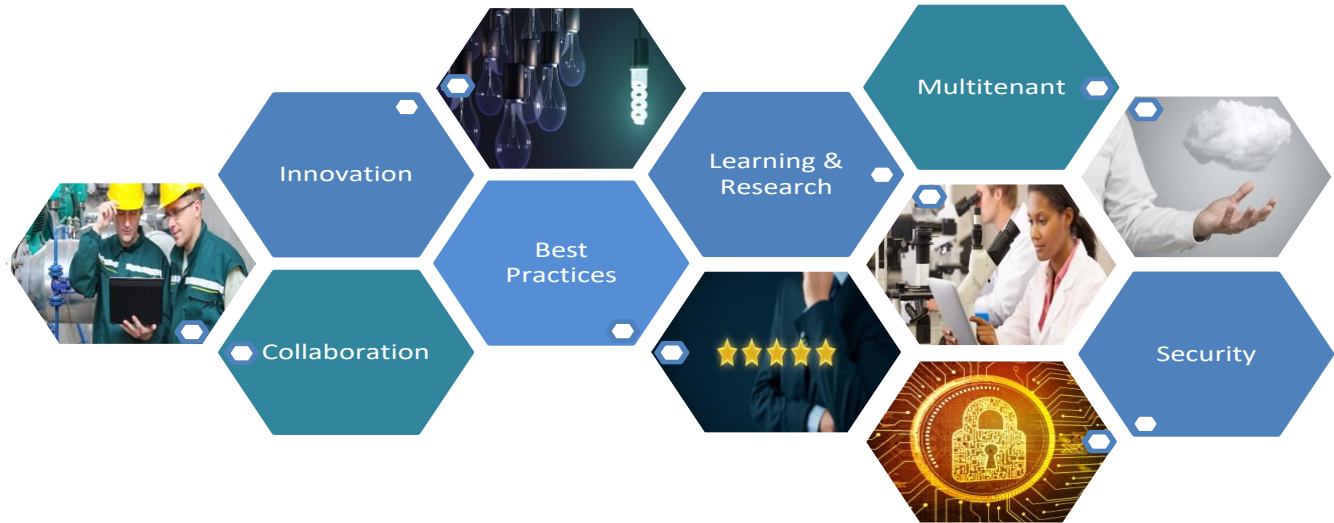
Proposed New Data Flow with ERA's Unified Platform Solution



It is all about **“data management”** as was discussed in the last SP EHS Forum (October 2017)

The ERA ERP Philosophy

(Multitenant, no versioning, configurable, streamlined user experience, faster adoption)



Getting Information “After the Fact” (the report card)

- Getting the data faster could make all the difference
(proactive vs. reactive)

Identify the Irritants



List Wishes/Irritants

Lack of
Resources &
Expertise

Data
Duplication

Regulatory
Research

4h/d x 6 resources

5h/d x 2 resources

Manual Data
Entry

Managing Risk
&
Constant
Change

Non Integrated
Reporting

3h/d x 2 resources

2h/d x 3 resources

Lack of
Unified
Processes

Lack of
Standards

Return on Investment

Tangible Benefits	Savings (non value added hours)	Annual Savings
External reporting (Non AIR)	1h/d x 4 resources	200h x 4 res = 800h
External reporting (AIR)	2h/d x 5 resources	2000h
Internal Reporting	5h/d x 3 resources	3000h

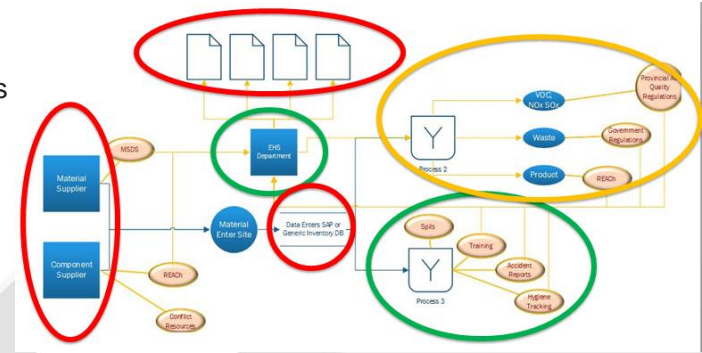
Based on 200 days per year

Intangible Benefits:

- ✓ Chasing Data
- ✓ Less Frequent Audits
- ✓ Elimination of Fines and Added Costs
- ✓ ECHO
- ✓ Shutdowns
- ✓ Risk to Brand
- ✓ Investment Risks
- ✓ Bad Press and PR

Deliverables

- Finding the difference between the existing data management process and Industry Best Practices
- Map existing Data Management Process
- Map existing systems



- Identification of required functionality and a standard budget
- Identification and description of your specific process
- Identification of potential issues addressed by the Environmental Compliance Management System