

A Smarter Way to Source Safety Training

How Evolved Safety is Rebuilding the Client Relationship in the Safety Training Industry

Organizations make a large investment in the safety training of their workforce, and safety professionals shoulder the bulk of the work in reviewing, selecting, and managing the training program. Faced with an overabundance of training providers and choices for delivery format, this task can be time consuming and frustrating.

The majority of the top named safety training vendors are owned by private equity companies or large organizations that view safety training as secondary to their main product or service. This has diluted the quality of both the training materials and the customer experience. Procuring safety training resources has become an unnecessary headache, and today's safety professional faces a number of issues when looking for training resources, including:

Finding fresh training content that is industry specific or covers all of the required topics

Juggling multiple products and vendors

Lack of customer service in product sourcing and implementation, budgeting, and technology support

Too many vendors and too little time to research and review the offerings

Seeing an opportunity to make a difference in the industry, an innovative group is working to positively change the way customers interact with their training provider by offering a groundbreaking approach to help safety professionals obtain the resources they need.

Evolved Safety works as a safety professionals buyer's agent to help source training materials from the top vendors in the EH&S training market. Evolved Safety listens to the needs of the customer, evaluates solutions and presents the best options, and helps the client to select and implement training programs relative to their requirements. Evolved Safety works on the customer's behalf to negotiate purchase or lease terms, getting customers the most for their investment. Best of all, they can combine training products from different vendors, such as content and learning management systems, giving customers the benefits of multiple resources all from a single point of contact.

Evolved Safety's goal is to make sourcing and maintaining safety training uncomplicated and assist customers through program changes as necessary. They create lasting relationships with customers and collaborate with them to

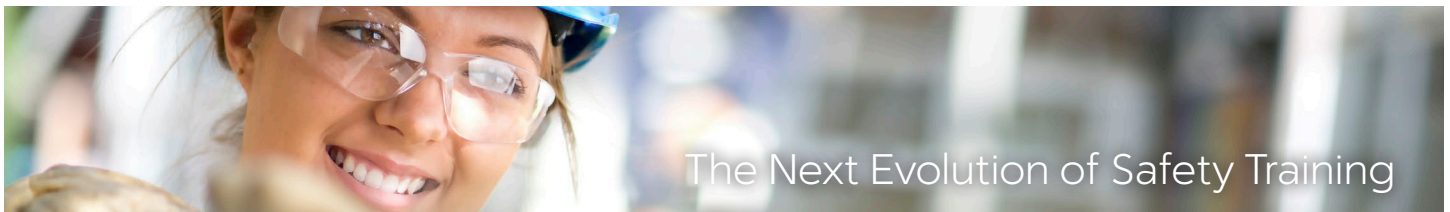
create an ideal safety program, focusing on the customer's needs before products. Evolved Safety is an extension of a client's safety team, working with customers throughout the duration of their training program. Clients experience a win-win solution – the ability to work with a single, customer service focused representative while obtaining industry leading training materials.

A SMARTER WAY TO SOURCE SAFETY TRAINING:

- Evolved Safety acts on your behalf analyzing the vendors and selecting the best ones relative to the customers price, delivery, service, and content needs category
- Evolved Safety negotiates terms for you getting you the most for your investment
- Combine resources or easily migrate from one resource to another based on your needs
- A single point of contact
- Holds training vendors accountable
- Evolved Safety adds a secondary layer of support to your safety training program
- Over 35 years of safety training industry experience
- No additional fees or product upcharges

Evolved Safety was founded by Teela Brown, former Sales Manager for Summit Training Source and the Health & Safety Institute. In 2015, Teela was joined by Greg Adams, former Director of Business Development at Health and Safety Institute. Recognizing the safety industry is complicated and specialized, Brown and Adams attribute their twenty plus years combined industry knowledge as key to effectively helping customers. Taking the time to know the industry's current events, concerns, and business combined with listening to the customer is how Evolved Safety is helping to make sourcing safety training smarter and easier for safety professionals, helping them to effectively get the job done.

To learn more about how Evolved Safety works for you, visit www.evolvedsafety.com



The Next Evolution of Safety Training



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