



Why are HSE success stories always presented by HSE professionals and not the business manager who benefitted from it?

Claus Rose, Division EHS Officer

I know it will be provocative.....



Putting things into perspective;

- *during the two days in Berlin we have had 20 presentations*
- *of those 20 presentations 19 are related to HSE*
- *of the 20 presenters 3 are non-HSE professionals based on their listed job-titles*
- *of the 20 presenters there are no Business Executives outside the QHSE and supply chain community presenting*

How do executive managers reflect on HSE ?

- *HSE is difficult – let HSE professional deal with it*
- *HSE cost money – I do not understand the return on investment*
- *As long as we do not have significant injuries/fatalities we are good*
- *I have asked for a business case to support HSE investments, however figures are only based on assumptions*
- *Every time we have a significant incident – the answer is to deploy more HSE resources*



What is the core value of a HSE professional ?

not
my

job

but
yours.

*Ask yourself one key question.
What is my role?*

- A HSE professional most prominent job is to get out of a job. This is the key criteria for success

What are executive managers measured on?

EBIT
Earnings Before
Interest and Taxes

Amortization

EBITDA

Depreciation

Earnings

Before

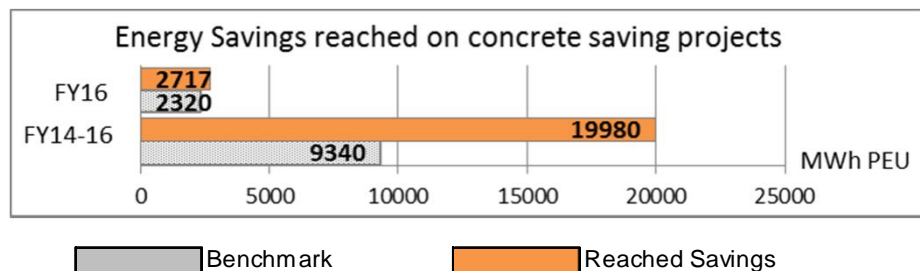
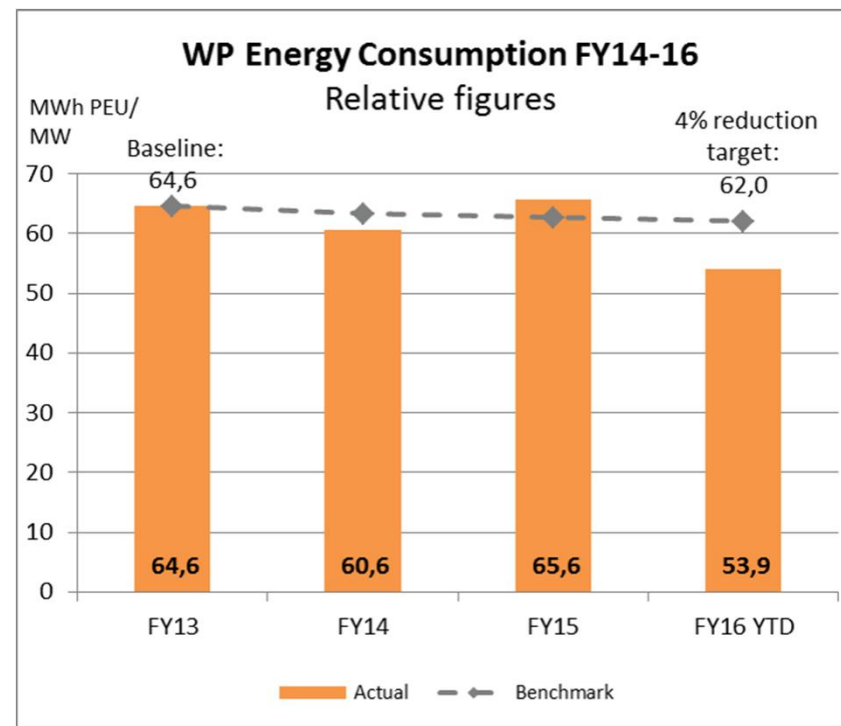
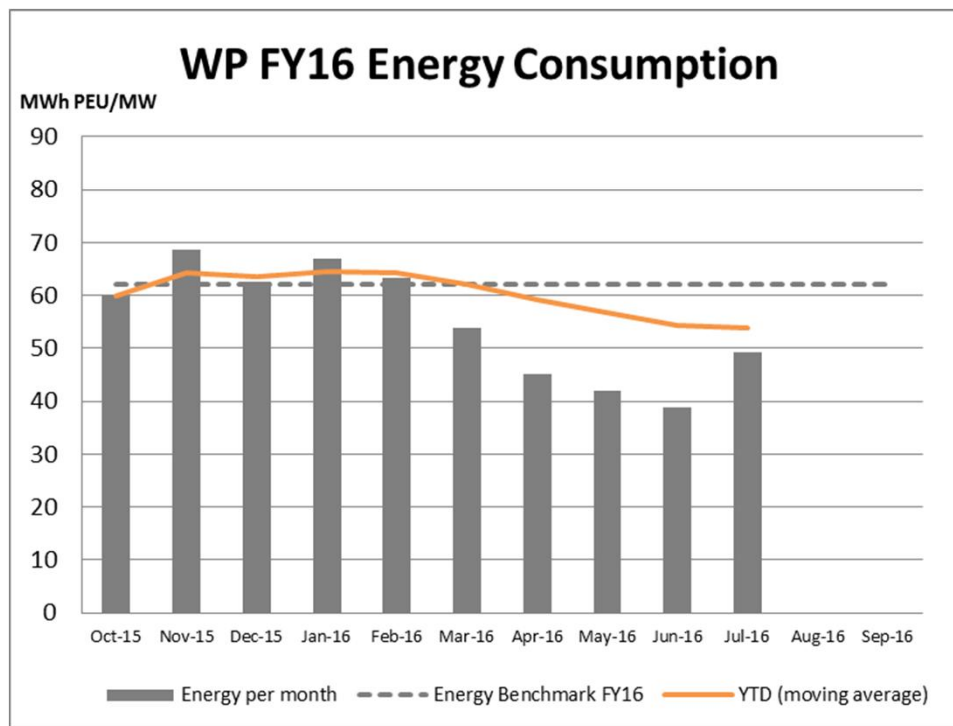
Interest

Taxes



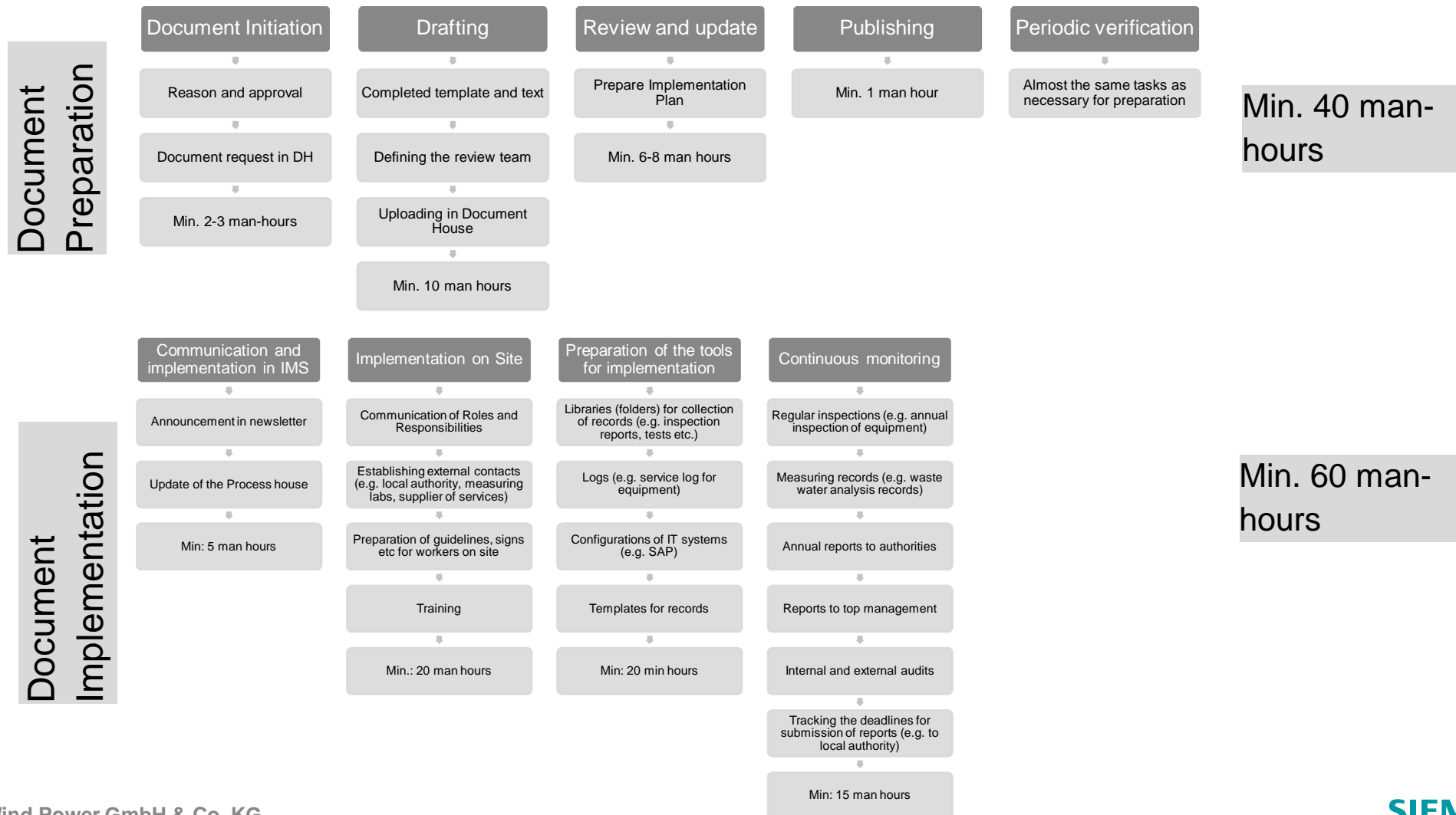
Do you speak their language?

How to sell HSE performance as a good business – some examples



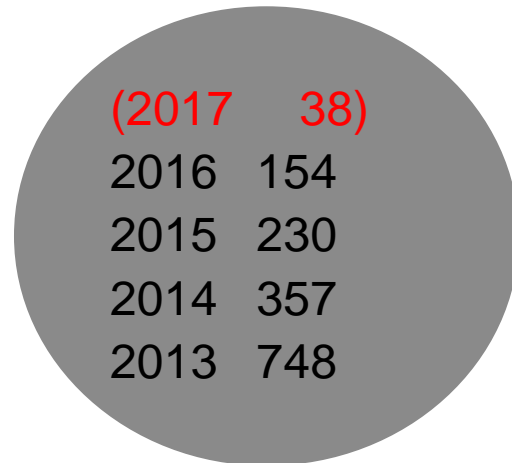
ROI annually € 1.25 M accumulated

How to sell HSE performance as a good business – some examples

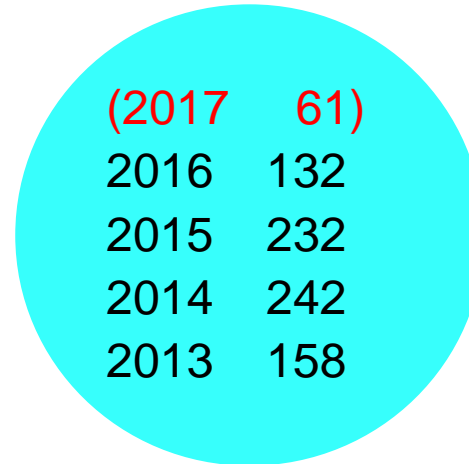


How to sell HSE performance as a good business – some examples

EHS documents in management system



Audit findings

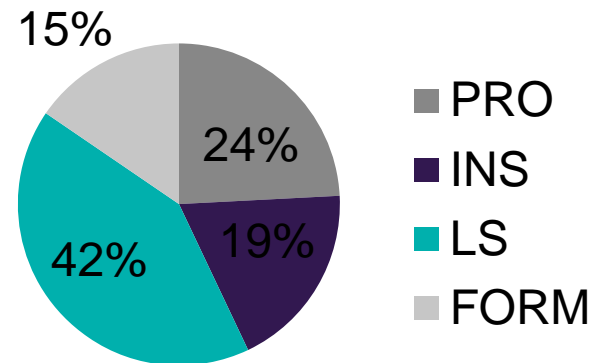


Savings over 5 years in FTE:

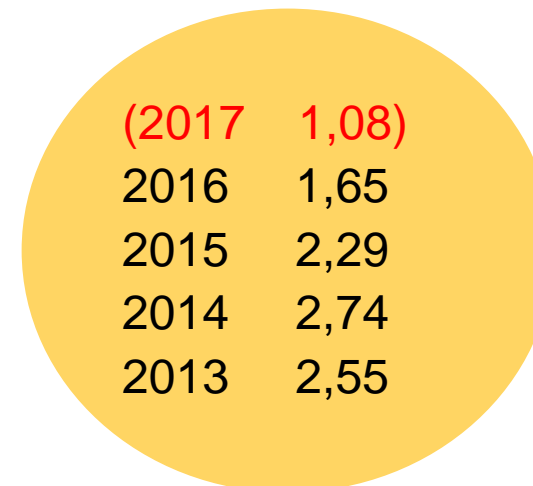
- 2013 = 38 FTE
- 2017 = 2 FTE

à €2.520 M •

Document types

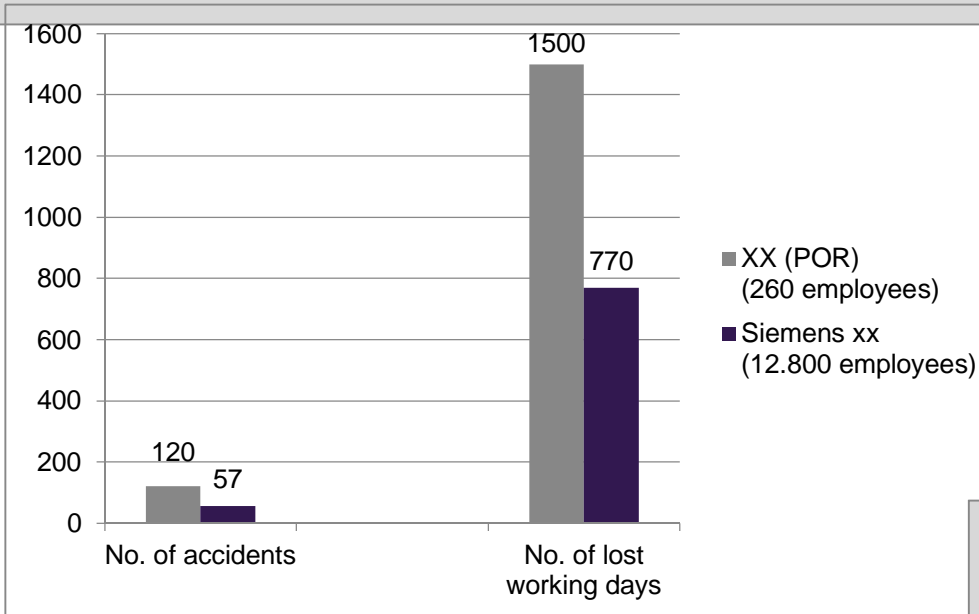


Total Recordable Injury Rate

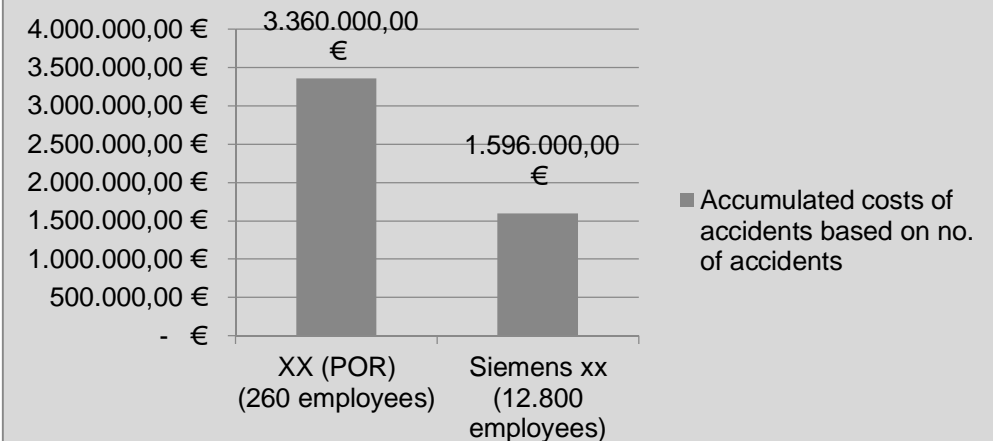


• An average of €70.000 annually for one FTE used for calculation

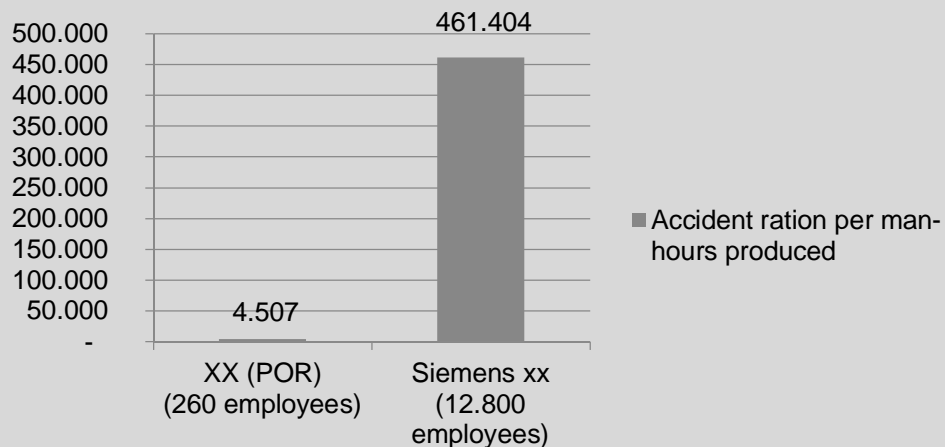
How to sell HSE performance as a good business – some examples



Accumulated costs of accidents based on no. of accidents •



Accident ration per man-hours produced



• Based on information from EU OSHA and OSHA – cost of an accident on average €28.000 including insurance, NCC, re-work and claims

Key question – why do I present and not an Executive

VIDEO



Siemens_Site_Induction_MASTER_Onshore_LQ_Part1.mp4

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Thank you

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