



Case Study

**Safety Reports Empowers Brock
Safety Consultants With Streamlined
Inspections Workflow**

 SAFETY REPORTS

by AlignOps

Overview

Brock Safety Consultants is a family-owned healthcare training and supply company that expanded to offer clients safety inspections, safety training and record keeping services as well as assistance creating complete safety programs. The company is certified through OSHA to provide professional safety inspections, and specializes in helping its clients stay up to date with critical safety training, including local, state, and federal mandates and standards.

Owner Steve Brock, a former paramedic and EMS division chief, started teaching CPR and first-aid in the 1980s and has been developing and improving his training and skill sets ever since. He views this as his calling; his work in safety training and education gives him purpose and fulfillment after a long career in public safety and emergency response.

Challenge #1: Managing Paper-Based Inspections and Reports

One of the challenges of growing a small business into a profitable venture is back-office management and the logistical support needed to ensure clients are getting the best and most efficient service available. In Steve's case, his initial business model relied on conducting inspections using paper and pencil supplemented with on-site photos. Managing the paper inspection records and subsequent reports proved extremely cumbersome because of the sheer number and complexity of safety requirements facing his clients. A thorough safety inspection could include hundreds of questions, and managing those lengthy questionnaires as paper records was further complicated because each client's situation is unique and requires detailed attention to ensure accuracy.

Challenge #2: Staying Current With Ever-Changing Requirements

Steve's clients are often regulated by numerous local, state, and federal agencies, with rules and standards that change on a frequent basis. To ensure his clients have the appropriate safety training and are in compliance with the most current version from multiple sources, Steve had to spend a significant amount of time monitoring and tracking numerous entities to ensure he didn't miss an update.

Solution: Implementation of Safety Reports

Steve implemented Safety Reports in early 2022 and noticed an immediate improvement in his workflow as well as in the level of service he provides to his clients.

The [Safety Reports inspection application](#) enables Steve to complete more thorough inspections for his clients in much less time. He uses the [Safety Reports checklists](#) to help clients identify what to focus on when evaluating their own worksites and safety protocols.

When helping a client prepare for a safety inspection, Steve can photograph potential issues and upload them directly into the reporting platform. These photos can then easily be matched to the appropriate industry standards using the Safety Reports app. By digitizing the inspection and report creation process, Safety Reports streamlined Steve's report creation process and produced a superior safety consulting service for his clients.

Clients who are in the process of improving existing safety protocols or developing and launching new programs can monitor their progress based on established milestones and tasks to complete. Safety Reports enables Steve to keep his clients on track throughout the entire process.

Steve also uses Safety Reports to alert him whenever OSHA pushes out new regulations, empowering him to provide more timely updates to his clients whenever necessary. Furthermore, Safety Reports has the ability to customize these updates based on a client's specific needs.

"I cannot overstate the benefits Safety Reports offers me and my clients with the services it makes available and the improvements those services can bring to my workflow," said Steve. "It's simply phenomenal."

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Safety Reports and Business Development

In addition to making his work process more efficient and more accurate, Steve said Safety Reports actually helps him win business.

“I provide prospective clients with sample (safety) reports, and I often win business because my (inspection) reports are so much better than those provided by other companies,” he explained.

The Future of Brock Safety and Safety Reports

Steve is looking forward to growing his company on the strong foundation Safety Reports provides. As he hires new safety consultants, he plans to train them on the Safety Reports software so that each time he brings on a new client, he'll be able to fully integrate the Safety Reports solutions. Because Safety Reports securely stores client data digitally, any Brock employee can conduct an inspection for any client as the company grows, seamlessly building off past inspection results and providing a consistently high level of service.

“Our goal for our clients is to be the example, don't become the example,” he said. “The consistency and accuracy Safety Reports offers each of our clients has already proven to be transformational.”

As Steve's client base grows, so will the historical data he'll be able to collect and review for each client and their respective industry. The data accumulated across the company has the potential to become an extremely valuable resource as he evaluates industry safety trends to help both current and future clients.

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Conclusion

Safety Reports has elevated Brock Safety Consultant's operations and level of service. By replacing paper-based inspection processes with a digitized platform, owner Steve Brock has enabled better monitoring of safety protocols and timely updates on changing regulations. The software's impact goes beyond operational improvements and has helped Brock Safety Consultants win new clients with its superior reports. With a strong foundation in Safety Reports, the company is well-positioned for future growth.

To learn more about Safety Reports, [request a demo today](#) and discover how you can upgrade your safety inspections.



About Safety Reports

Safety Reports offers a suite of safety software tools that will empower your workers to improve safety performance and be more engaged in the safety process. Our analytics and dashboards provide visibility that will increase safety, quality, and production across your organization.

Our solutions include: Inspections, Training, JSAs, Observations, Incidents, Scan, and Forms apps, providing you a truly paperless, digitized platform that improves safety performance.

www.safety-reports.com

