A Comprehensive

Buyer's Guide to Construction Safety Software

Navigating Your
HSEQ Software Purchase:
Enhancing Construction Safety
and Efficiency

Hey there,

Coming from construction, I've seen firsthand the incredible potential technology has to make job sites safer and more efficient. That's why we founded HammerTech—to create solutions and insights that drive better outcomes for our clients, industry, and tech partners.

Today, I'm proud to say that we work with over 400 clients on 15,000 projects worldwide, providing a cutting-edge compliance, risk, and safety platform that helps everyone on the jobsite engage meaningfully with safety and operations no matter their role.

One of my core beliefs is the importance of life balance, and that extends to the workplace as well. A comprehensive HSEQ platform that brings all processes into one tool not only makes jobsites safer but also promotes a more balanced, harmonious work environment for everyone involved. That's the kind of future I want to help build, and I know you do too.

This HSEQ buyer's guide is designed to help you understand the importance of HSEQ platforms, the features to look for, and the best practices for implementation and adoption. We'll cover the pain points of not having a HSEQ platform, the economic benefits of using one, and key features to consider when choosing the right solution. We'll also discuss implementation and training, pricing models and ROI, and how to make a solid business case for HSEQ software.

So let's dive into this guide where you'll learn new ways to move toward a safer, more efficient construction industry. And remember, at HammerTech, we're always here to help you build safer, smarter, and better—together.

Cheers,

Ben Leach

Chief Executive Officer

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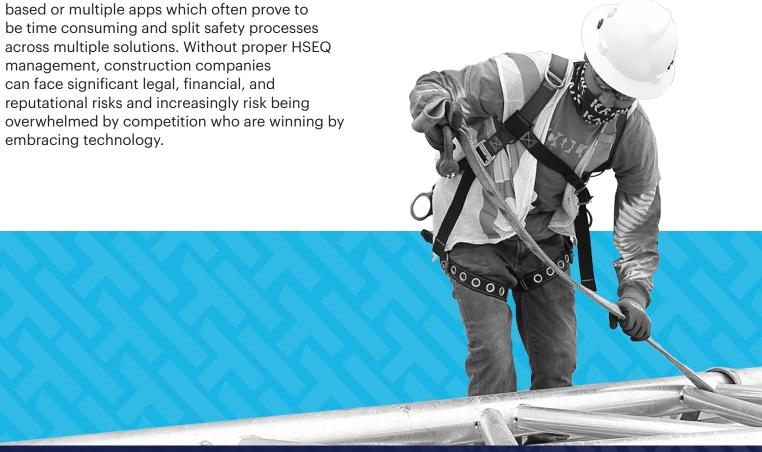
Summary and next steps

Introduction

Are you a major construction company looking to improve your Health, Safety, **Environmental and Quality (HSEQ) processes** while saving money? If so, you've come to the right place. We've created this buyer's guide to help you select the best HSEQ platform for your organisation. Whether you're a Head of Safety or a CFO trying to determine if the investment is worth it, we cover all of the information you need to make an informed purchasing decision.

Construction sites are hazardous environments that pose a high risk of accidents, injuries, and even fatalities. Without the right tools in place to streamline HSEQ processes, you can easily overload teams which leads to compliance gaps and performance issues. Not to mention paperHowever, there is a solution. By implementing a HSEQ platform, improve your workers' psychological and physical health and safety, reduce your environmental impact, and comply with regulations. Not only that, but adopting HSEQ technology can also streamline your operations, increase productivity, and save costs in the long run.

In this guide, we'll walk you through the benefits of using a HSEQ platform and provide you with guidance on how to select the right one for your organisation. By the end of this guide, you'll have a clear understanding of the HSEQ solutions available to you and how they can transform your operations for the better.





Why Construction Companies Need a HSEQ Platform

A. Problems a HSEQ Platform Solves

Managing HSEQ on your construction site in addition to day-to-day tasks can pose a challenge for even the most qualified project teams. Without a proper platform to help manage HSEQ requirements, problems can arise such as:

- Increased risk of accidents, injuries, and fatalities: Without a HSEQ platform, you may struggle to identify, assess, and mitigate potential hazards and risks, leading to an increased risk of accidents, injuries, and even fatalities.
- Compliance issues: You must comply with a range of regulations and standards related to HSEQ, including WorkSafe, ISO and environmental legislation. Failing to comply can result in costly fines and legal actions.
- Inefficient processes: Traditional paper-based HSEQ management systems can be slow, cumbersome, and prone to errors, making it difficult for you to manage data, track progress, and generate reports.



Project Spotlight

Kapitol Group



As a fast growing construction company, Kapitol Group has two main focuses: Applying tech based innovations and solutions to save its clients time and money while improving safety and quality outcomes, and investing in both training and development of their people.

With a focus on construction innovation, Kapitol were able to set up the company with the best tools available which included introducing HammerTech to manage their HSE, numerous suppliers and subcontractors.

"Having an online system enables us to look at data - both project-specific and aggregating it so we can see how we are working as a company and make adjustments as we grow."



"Everything is at our fingertips. We are creating dashboards to present to the directors, to site management teams and external parties. Some clients need monthly OH&S reports which were quite onerous but are now just the **push of a button.** It has made that **process massively efficient.**"

- Daniel O'Connor, HSE Manager at LT McGuinness

Why Construction Companies Need a HSEQ Platform

B. Benefits of Using a HSEQ Platform

Adopting a HSEQ platform offers several benefits for your organisation that not only boost morale but also bottom lines. Some of these benefits include:

- 1. Strengthened site safety: Using a platform that facilitates HSEQ management allows your teams to spend more time on site improving site safety and ensuring worker well-being.
- 2. Reduced costs: HSEQ incidents, accidents, and injuries can be costly, leading to increased insurance premiums, workers' compensation claims, legal fees, and lost productivity. By reducing the risk of incidents and injuries, you can save money in the long run.
- 3. Improved productivity: A HSEQ platform can help you streamline your processes, automate tasks, and reduce paperwork, freeing up time and resources for more productive activities.
- 4. Better decision-making: A HSEQ platform can provide real-time data, analytics, and insights, enabling you to make informed decisions, identify trends, and improve your overall HSEQ performance.
- 5. Attract Talent: People want to join builders who have innovative cultures. Many have seen better ways of working and don't want to go back to paper or mutliple apps.

C. Key Features of a HSEQ Platform

Not all HSEQ software is created equal. A robust platform aligns to your IMS as well as HSEQ processes, forms and workflows. It should include the following features:

- 1. Incident and injury management: The platform should allow you to record, track, and investigate incidents and injuries, as well as generate reports and analytics.
- 2. **Subcontractor management:** setting expectations and on-boarding subcontractors and their workforce sets HSEQ standards and manages compliance from the outset. This includes safety plans, inductions, training and hazard analysis and much more.
- 3. **Compliance management:** The platform should support your company's certified safety management system, providing visibility across various aspects such as licenses, permits, and observations or issues. This will assist you in complying with relevant regulations and standards.
- 4. Risk assessment and hazard management: The platform should support the identification, assessment, and mitigation of potential hazards and risks, as well as provide tools for conducting risk assessments.
- 5. **Business intelligence reporting:** The platform should provide real-time data, analytics, and insights, enabling you to make informed decisions and track your HSEQ performance over time.



"It is important to make sure that people are aware what is needed in order to get people on board because this software is catering to an industry where we have people working on the tools not on a computer screen. These people are quite practical. Many tradespeople - some qualified 30/40 years ago. They may not have interfaced with software as frequently as some younger users. They need that care package available that goes along with getting them on board."

Karyn Beattie, HSEQ Manager at Icon NZ







Subcontractor **Management**

The model used by head contractors greatly depends on subcontractors for good HSEQ performance and risk management. Ensuring that HSEQ software promotes collaboration between you and your trade partners is crucial. This collaboration should focus on key processes, such as Safe Work Method Statements (SWMS), Safety Data Sheets (SDSs), inductions, worker enrollment, training, and issue resolution.

Questions to ask:

- Do subcontractors have access? What can they do in the system?
- How will this help subcontractors engage with HSEQ processes?
- What types of data and reports does the software provide on subcontractor performance?
- Can the software display both current and historical performance data?
- Does the platform offer insights at both project and companywide levels?

Benefits:

- Ensure subcontractors are compliant and job-ready before projects begin.
- · Save time by importing SDSs only once.
- Receive higher-quality, project-specific submissions.
- · Enhance subcontractor accountability.
- Effortlessly access leading indicator data.

Capabilities to look for:

- Manage all HSEQ submittals
- Subcontractor profiles
- HSEQ compliance rates and performance insights per subcontractor







Inductions and Training

Establishing safety standards and expectations before work begins is crucial for setting the tone for your projects. Ensure that the HSEQ platform you select effectively includes and engages all workers in the safety system.

Opt for a solution that offers digital inductions, which can be completed off-site or in a vehicle, with built-in quizzes to verify comprehension. This will enable more efficient use of time during face-to-face project briefings and minimise the focus on paperwork and training records.

Prioritise a HSEQ platform that tracks training records across sites and monitors expiration dates. This function prevents unauthorised equipment from being used or high-risk activities, such as confined space work, from happening without the necessary training.

Benefits:

- Save time for safety managers and site supervisors.
- Enhance safety training comprehension.
- Address near-expiring certifications to prevent skill gaps or unauthorised work.
- Enable workers to start using tools more quickly.

Questions to ask:

- How does the system cater for non-english native workers?
- Do workers have to download apps or create accounts to complete an induction?
- How are training records captured and tracked in the system?
- What is the estimated time saving per induction?



Capabilities to look for:

- Worker Profiles
- Training Matrix
- · Digital Inductions

evansbuilt

Project Spotlight

Evans Built



Evans Built has established a reputation for continuous improvement which led to their adoption of HammerTech's HSEQ platform.

They identified a gap between paperwork being completed on site then being recorded and logged at the office which created difficulty with accessing quality, timely and relevant data. Teams were spending valuable time scanning paper records or following disjointed paper trails to access important information, when a digital approach would place information easily and quickly at their fingertips.

"We use it to log everything from the individual induction process and general induction on site, to signing on the SWMS, daily toolbox talks, undertaking inspections, signing on to equipment, and ensuring equipment is registered and ready for use on site. Having all that HSE information and data in one collated environment that is readily accessible on site... helps us to close a lot of the loops."



Site **Operations**

Daily operations serve as the foundation for implementing HSEQ practices. A comprehensive HSEQ software solution must include support for critical operations like trench excavations and crane lifts, with tools such as permits and prestart meetings. Ensure the platform makes these tasks easy to complete, as this will enhance planning and emphasise hazard mitigation strategies between you and your trade partners.

Questions to ask:

- How does the system manage permits and assist trade partners in planning ahead?
- Do daily tasks and compliance records automatically link to form a connected audit trail?
- · Do daily reports incorporate input from trades, and is any automation involved?

Benefits:

- Reduce permit approval times by up to 57%.
- Enhance the accuracy of daily record-keeping to minimise claims.
- Prevent unauthorised operation of plant and equipment.
- · Increase worker engagement with safety every day.

Capabilities to look for:

- · Daily Reports
- **Permits**
- **Pre-start Meetings**
- **Bookings**
- Toolbox Talks
- **Digital Signatures**
- Plant and Equipment





HSEQ Management and Insights

The ability to benchmark HSEQ performance as well as see ongoing positive results and areas for improvement is fundamental to continuous improvement. Determine what data is important to your company. The industry is moving toward prioritising leading indicators to supplement the challenges of measuring performance solely with lagging indicators.

Effective data management is crucial when working with trade partners. Providing role-based access to project data can empower stakeholders to manage their tasks more efficiently, leading to quicker and better-informed decisions.

Questions to ask:

- · Which leading indicators will be made available through this system?
- How can we customise access levels to ensure individuals receive pertinent information for their specific roles?
- · What options are available for exporting data and personalising reports within the system?

Benefits:

- · Save time and achieve better results by focusing on key areas for improvement.
- Improve performance for field and office staff through access to relevant HSFQ data.
- · Promote responsibility by measuring progress against KPIs and ensuring compliance with regulations.

Capabilities to look for:

- Data Across the Full Spectrum of Leading and Lagging HSEQ Data
- **PowerBI**
- Drag & Drop Customisable Reports
- Clickable Reports





Platform Solutions

Cloud-Based

Cloud-based safety management solutions have emerged as an effective way to improve safety collaboration and documentation. Storing essential safety information in the cloud provides easy access, enables real-time updates, and reduces IT costs. All project team members, from onsite trade partners to offsite project managers and stakeholders, can easily find centralised safety data from any location and at any time.

Compatible with all Devices and Platforms

Finding safety software that is compatible with all devices and platforms is essential to ensure that workers can access critical safety information wherever they are. With a compatible platform, team members can use their preferred device, whether a laptop, tablet or mobile phone. Compatible HSEQ software also integrates with other plug-ins and tools used on construction sites to help streamline processes and make it easier to manage safety data across all platforms.

Easy Accessibility

HSEQ solutions hosted in the cloud can be accessed anywhere with an internet or

network connection. Workers can access critical safety information and protocols at any time, from any location. Safety data can be recorded in the field where and when the action happens rather than recounted later on potentially with fewer critical details. Crew members can easily access important SDSs and SWMS without having to delay work to retrieve the information.

Real-Time Updates

Data stored in the cloud can be updated and accessed in real time, allowing managers to stay up to date with any changes in safety protocols or incidents that occur onsite. Accessible real-time information allows teams to identify and address any potential safety hazards quickly and efficiently.

Reduced IT Costs

Traditional software systems require expensive hardware and ongoing maintenance costs. In contrast, cloud-based solutions are hosted by the provider, and users only need an internet or network connection and compatible devices to access the software. This significantly reduces IT costs for your company and frees up resources that can be allocated elsewhere.

"We were able to justify the financial side of the HSE system pretty quickly. We talked about the cost we were spending in areas that HammerTech was going to save us pretty much immediately from archiving and scanning to just generally the quality of data and timeliness of decision making."

- Clarence Perrett, Project Manager at Evans Built

Top HSEQ Platform Features and Capabilities

Integrations:

- · Premium HSEQ platforms integrate with other construction software tools, such as project management or accounting software, to create a holistic project management experience. This integration allows for real-time sharing of information, eliminating the need for manual data entry and reducing the risk of errors.
- For example, when an incident is reported in the HSEQ platform, your project management system can automatically update the project schedule to reflect the delay. This integration and others lead to increased efficiency and productivity, as well as cost savings from reduced administrative work.

Customisations and Flexibility:

- HSEQ platforms can be customised to meet the specific needs of any construction company through custom fields, checklists, and workflows. Customisations improve the efficiency and effectiveness of the HSEQ platform by aligning with your existing processes and procedures.
- The safety management software you choose should also be flexible enough to adapt to changes in your safety management processes. Construction sites are dynamic environments and safety management processes can change frequently. Look for software that allows you to easily modify your safety management workflows, forms, and checklists as your needs change. The software should also be able to accommodate changes in safety regulations and standards.
- For example, you may want to create a custom field to track the safety performance of subcontractors. New data retrieved through this customisation can lead to increased efficiency and effectiveness in managing safety performance. Additionally, you may already have paper documents and procedures that you are used to following. A good HSEQ platform can digitise paper forms to reduce administrative work and keep better records.

Project Spotlight

Capabuild 📞



Capabuild



Before implementing HammerTech solutions, Capabuild was reliant on manual and paper-based processes.

Without an effective management system, project teams struggled to accurately manage operational and HSEQ requirements. Rather than focus on delivering client projects, site managers spent time checking compliance of inductions, manually photocopying paperwork, and tracking personnel hours.

"[We] wanted to streamline the efficiency of processes and improve consistency between site and office operations. [Before HammerTech], the insights and visibility across sites and head office was severely limited."

- Joe Casamento, HSEQ Manager at Capabuild

Implementation and Training

Implementing a HSEQ platform can seem daunting as project teams may be adverse to change or set in their ways. However, with the right guidance and training tools, your transition to new software can be smooth and efficient. Successful software implementations incorporate the following.

The Implementation Process

Before distributing new HSEQ software across your company, the platform must be properly set up based on your unique company needs. Implementing a HSEQ platform should include:

Assessment:

Complete a thorough assessment of your current safety practices and workflows to identify areas that can be improved with a HSEQ platform.

Customisation:

Customise the HSEQ software to your specific needs and workflows to enable a seamless integration with existing systems.

Data migration:

Migrate any existing safety data to the HSEQ platform, ensuring the continuity of information and records.

Deployment:

Once the platform is fully configured, it can be deployed throughout your organisation.

The Training Process

The training process is critical for successful implementation and adoption of HSEQ software. Key aspects of the training process should include:

User training:

All users should receive comprehensive training on the use of the platform, including how to report incidents, access safety information, and follow safety protocols. Determine with your software account manager if training services are included, an optional add-on, or your responsibility.

Training rollout:

Determine how training will be rolled out to different teams and positions. Consider piloting the software on just a few project sites first to catch any bugs before a company-wide implementation. Consider the features that are important to specific roles and how training will address this.

Ongoing support:

Ongoing support is crucial to ensure users are comfortable using the platform. When users are confident in how to use HSEQ software it reduces the risk of incidents and increases productivity.

Overall, successful implementation and training can help your company achieve its safety and economic goals, ultimately leading to increased profitability and success.





"HammerTech enabled us to identify a worrying trend of construction staff getting lacerations to their hands and dust and debris in their eyes. We subsequently implemented a trial of rolling out gloves and glasses on projects. We found after evaluating and measuring its effectiveness there was an 80% drop in laceration injuries to staff on site. This was a great way of not just identifying something that we needed to improve on but putting it in place and being able to measure its effectiveness."

- Grainne Moore, HSE Manager at Kapitol Group

HSEQ Pricing Models and ROI

Potential ROI of HSEQ Platforms

One of the most important considerations for any construction company looking to invest in a HSEQ platform is the return on investment (ROI). While the upfront effort of implementing a HSEQ platform may seem significant, the potential return on investment should outweigh the cost. Use these factors to assess value it can add to your business:

- Cost associated with running multiple smaller apps can add up and single all-encompassing HSEQ platforms can offer effic.
- Insurance cost savings
- Fewer worker's compensation claims
- · Reduced or eliminated paper printing, archiving, and storing costs
- Avoiding compliance or incident-related fines and penalties
- Project time savings
 - Reduced manual tasks like scanning paperwork

- Less administrative time spent on inductions or reporting
- Reduced travel out to the job site
- Rigorous time and date-stamped audit trails in the event of a dispute
- Improved quality and less rework
- Access to live, accurate leading and lagging indicator data
- Improved safety reputation to win more business

You do not need to rely on just your internal team to determine if HSEQ software will provide your company with a healthy ROI. Have an ROI discussion with your shortlist of potential HSEQ platform vendors to get their input and hear about their past successes with other clients.

By comparing pricing models and understanding the potential ROI, you can make an informed decision on which HSEQ platform provider will best fit your company's needs.

The Buying Process for HSEQ Software

Managing Budget: Avoid Hidden Fees & Costs

To ensure that the cost of construction safety management software fits your budget and that there are no hidden fees or costs, there are a few steps that you can take:

> Ask for a Demo: Requesting a demo of the software can help you evaluate its features and determine whether it is worth the cost.

Request a Quote: Requesting a quote from the vendor can help you understand the total cost of the software, including any fees that may not be apparent from the vendor's website.

Consider the Long-Term Cost: When evaluating the cost of construction safety management software, it is essential to consider the long-term cost, including any maintenance or upgrade fees.

☆☆☆ Evaluating HSEQ Software Feature Quality

Ensure the software not only meets your requirements but also delivers high-quality and comprehensive functionality.

For example: "Reporting" - are you able to export and manipulate the data? Can everyone access the proper level of reporting for their role?

While the cost of implementing a HSEQ platform may seem daunting, the potential economic benefits of improved safety outcomes, increased efficiency, and regulatory compliance make it a worthwhile investment for your company.



Construction Safety Management Software Checklist

SCORE		
HammerTech -	Competitor -	
See for yourself.	Compare with	
Request a	any other	
demo today!	competitor	

I. Subcontractor Onboarding	
a) Preplanning Needs - Project-specific SWMS, SDS, safety equipment planning, safety plans, worker certification matrix	
b) Proactive Analysis - Historical data analysis, benchmarking, safety trends, high-risk operations identification	
II. Site Operations	
a) Auditing & Inspection - Customisable checklists, offline capability, photo capture, inspect against expectations, KPI management, notifications	
b) Permits & Approvals - Permit-to-work workflow, hazard assessments integration, customisable permit types, inspection against permit type	
c) Equipment Management - Cross-project equipment tracking, equipment services, training verification, pre-start checklist via QR code	
d) Employee Site Inductions - Remote accessibility, multimedia, certification collection, engagement tracking	
e) Training & Meetings - Customisable meeting types, scheduling, attendee tracking, multimedia materials, training needs analysis	
f) Safety Communication & Documentation - Safety alerts, distribution groups, push bulletins, incident reporting, landing pages	
g) Daily Reporting - Worker tracking, progress capture, GC-subcontractor workflow, safety efforts incorporation	
h) Deliveries & Bookings - Customisable types & locations, calendar view, customisable requirements	

Construction Safety Management Software Checklist (cont.)

SCORE		
HammerTech -	Competitor -	
See for yourself.	Compare with	
Request a	any other	
demo today!	competitor	

III. Historic Results and Analysis	
a) Inspection Results - Observation trending, metadata collection, customisable reporting, corrective actions tracking	
b) Incident & Injury Investigation - Customisable forms, incident management workflow, witness statements, root cause analysis, incident categorisation	
c) Corrective Actions & Improvement - Action tracking, safety recommendations, lessons learned, privacy & security	



Consider scoring not just on whether the software includes a certain feature, but how well it performs in that area.

For example: 5 = Exceeds standards, 4 = Above standards, 3 = Meets standards, 2 = Needs improvement, 1 = Below standards.

A comprehensive construction safety software should cover leading, midstream, and lagging indicators to ensure effective safety management. This helps prevent incidents, maintain compliance, and promote a safety culture.



"There are several reasons for going with HammerTech as our platform. The big thing for us was it is a construction-centric platform and it didn't need to be completely customised. It meant we were able to roll it out quickly. We knew that if we went for a customised system it would have involved a lot more testing which we didn't want to get into. It is expensive and takes time and potentially a worse product."

- Daniel O'Connor, HSE Manager at LT McGuinness





Making the Business Case for HSEQ Software

Before implementing any new software, it's essential to make a strong business case for the investment. You may need to convince senior executives of the value that the software can bring to your organisation.

- Identify the pain points, challenges and the strategic goals your company is facing in terms of HSEQ management. This could include a lack of visibility into safety incidents, difficulty tracking safety data, or compliance issues.
 - a. If innovation is a top priority, discuss how HSEQ software can bring new processes and improvements to your safety program that improve overall performance.
 - b. If employee engagement is important, frame the discussion around how HSEQ software can give each employee direct access to the safety program through a mobile app. Making safety more easily accessible boosts safety morale and demonstrates your commitment to employee well-being.
 - c. If cost savings is a focus, highlight the potential ROI of HSEQ software. For example, by reducing accidents by 10%, you could gain numerous productive days by avoiding injuries while building a more positive safety culture.
 - d. If gaining visibility into safety data is your focus, talk about how HSEQ software can provide a centralised platform for tracking incidents, conducting inspections, and managing corrective actions. This can lead to improved data quality, more informed decision-making, and greater compliance with safety regulations.
 - e. If getting visibility into compliance issues is a top priority, focus on how HSEQ software can provide real-time compliance visibility by identifying areas where you're not meeting safety regulations or standards. A better understanding of compliance can help you avoid costly fines and legal issues, while also enhancing your reputation for safety and compliance.
 - f. If **improving efficiency** is required, consider time that will be saved across all processes and stakeholders. People are much more effective with the right data and information to do their

job. For example digital inductions can save time per worker each day and automated reports and analytics will save hours, even days each month.

- Research HSEQ software solutions that can address the previous pain points and challenges. Look for software that will solve your highest-value problems first to improve HSEQ management while meeting your company's goals.
- Create a business case that outlines the benefits of implementing HSEQ software. Use data and statistics to support your case and be sure to address any potential objections or concerns that executives may have.
- Build a coalition of support for the HSEQ software. Find peers interested in safety, operations directors, project managers, or even secure an executive sponsor who can champion the business case for a HSEQ platform alongside you.
- Present your business case to the executives in charge of approving the budget. Be sure to highlight the benefits of the software and address any concerns or objections that may arise. Emphasise the value of investing in HSEQ management to protect the wellbeing of employees, the environment, and your reputation.
- Follow up with the executives to address any remaining concerns or questions, and to ensure that the selection of the HSEQ software is moved through approval stages and gains support.

By following these steps, you can make a compelling case for HSEQ software and secure the budget needed to purchase and implement the software effectively.

Forging Ahead: HSEQ Solutions for a Safer Tomorrow

Congratulations, you've taken the first step toward a safer and more productive worksite by considering a HSEQ platform.

As we've seen, these powerful tools can revolutionise the way you manage safety on your construction sites, saving you time, reducing costs, and improving overall safety records.

Implementing a new HSEQ software is just the beginning. By embracing the latest trends and best practices in HSEQ management, you have the opportunity to take your company to new heights of success and profitability. With a strong HSEQ platform in place, you can demonstrate your commitment to safety and compliance,

differentiate yourself from your competitors, and unlock new levels of efficiency and productivity.

HSEQ management has evolved, and the benefits of modern HSEQ platforms are undeniable. It's an excellent time to consider implementing one for your organisation. Take the next step and start exploring the various HSEQ platform options available on the market today. Your employees, your customers, and the environment will thank you.



Don't Just Take Our Word For It!

Discover why HammerTech is revolutionising safety in the construction industry



Scan this QR Code to Request a Demo

Connect with us today and experience firsthand how Hammer Tech can elevate your construction safety, ensuring compliance and mitigating risk.

HAMMERTECH

Safety | Compliance | Operations