

THE BUSINESS CASE FOR DONESAFE

Quantifying the Value of Safety

HSI Donesafe is not a one-size-fits-all system, and neither is return on investment.

The value organisations realise depends on how their safety program is configured, which modules are used, and the outcomes they are working towards. What can be shown, consistently, is that organisations who digitise and centralise safety with Donesafe reduce operational waste, avoid significant costs, and create safer, more engaged workplaces.

This document brings together real customer outcomes, recognised industry benchmarks, and a practical framework for understanding where ROI typically comes from. It is designed to help you build a clear, defensible business case using evidence rather than promises.



1. THE FINANCIAL REALITY OF SAFETY

Why the status quo quietly costs more

Safety software is often evaluated as an expense. In practice, the greater cost sits in fragmented systems, manual processes, and delayed visibility.

Organisations operating with spreadsheets, paper forms, or disconnected tools typically absorb costs that never appear neatly on a balance sheet.

The hidden multiplier effect

For every \$1 spent on direct injury costs such as medical treatment or insurance, organisations can incur up to \$20 in indirect costs. These include:

- Lost productivity
- Incident investigations
- Management time
- Administrative overhead
- Disruption to operations

Digitising safety is one of the most effective ways to reduce this hidden cost base.

The dividend of safety investment

Multiple studies show that organisations achieve between a \$4 and \$6 return for every \$1 invested in structured safety programs.

In addition, regulatory non-compliance carries material financial risk. A single serious regulator or OSHA violation can exceed \$145,000 in penalties alone. Automating compliance processes significantly reduces the likelihood of missed actions, incomplete records, or audit gaps.



Most safety costs don't show up as line items.

They show up as lost time, rework, and preventable risk.

2. PROVEN IMPACT: REAL—WORLD RESULTS

Rather than relying on projections, the below Donesafe clients measure ROI directly through reduced incidents, time savings, and operational improvements.

Financial savings

\$330,000

in annual savings



Reduced incident rates from 4.6 to below 1.0, delivering approximately \$330,000 in annual savings.

\$780,000

per year in labour cost savings



ED3 eliminated manual data entry, saving technicians two hours per day and delivering an estimated \$780,000 per year in labour cost savings.

Operational efficiency and speed

1 DAY

reporting cycles



Contractor safety reporting cycles dropped from over a week to just one day, enabling faster interventions and real-time visibility.

\$5.81

return for every \$1 invested



Benchmarked a \$5.81 return for every \$1 invested in workplace health initiatives.

Cultural and engagement outcomes

500%

increase in incident reporting



Achieved a 95% employee adoption rate and a 500% increase in safety engagement.

300%

increase in incident reporting



Recorded a 300% increase in reported events, allowing hazards to be identified and addressed before escalating into injuries.

These outcomes reflect a consistent pattern of better visibility driving better decisions, and better decisions that reduce risk and cost.

3. WHERE ROI COMES FROM WITH DONESAFE

Organisations typically realise ROI across three core areas.



Area

Efficiency

Visibility

Compliance

What changes

Automated workflows, mobile reporting, and configurable forms

Real-time dashboards, alerts, and analytics

Centralised records and audit-ready reporting

Business impact

Up to 80% reduction in administrative effort

Faster intervention and fewer repeat incidents

Reduced insurance exposure and no missed deadlines

4. ESTIMATING YOUR ORGANISATION'S ROI

As every implementation is different, ROI is best calculated using your own baseline data.

ROI Formula

$$\text{ROI} = (\text{Net benefit} \div \text{Cost of investment}) \times 100$$

For example:

Net benefit: \$100,000 saved through injury reduction, time savings, and avoided indirect costs

Cost of investment: \$25,000 in software and training

$$\text{ROI} = (\$100,000 \div \$25,000) \times 100 = 400\%$$

To support this process, HSI Donesafe provides:

- An ROI calculator to assess your current program and benchmark against industry data
- Industry-specific white papers based on GERI findings
- Customer case studies aligned to real operational outcomes

These resources allow you to pressure-test assumptions and build a business case grounded in evidence.

"Now that we have this treasure trove of information from all our projects, we can process that data in real time, identify our problem areas, and proactively put our focus on the highest risks before incidents happen."



Pimmie Aendenboom,
QHSE Manager, BESIX

Where the value comes from

There is no single ROI number that applies to every organisation. What is consistent is the pattern: when safety data is centralised, workflows are automated, and reporting becomes easy, organisations operate more efficiently and with less risk.

HSI Donesafe gives teams the structure to measure what matters, improve what matters, and clearly demonstrate the value of safety to the wider business.



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