



RESOLVING THE EHS² DILEMMA

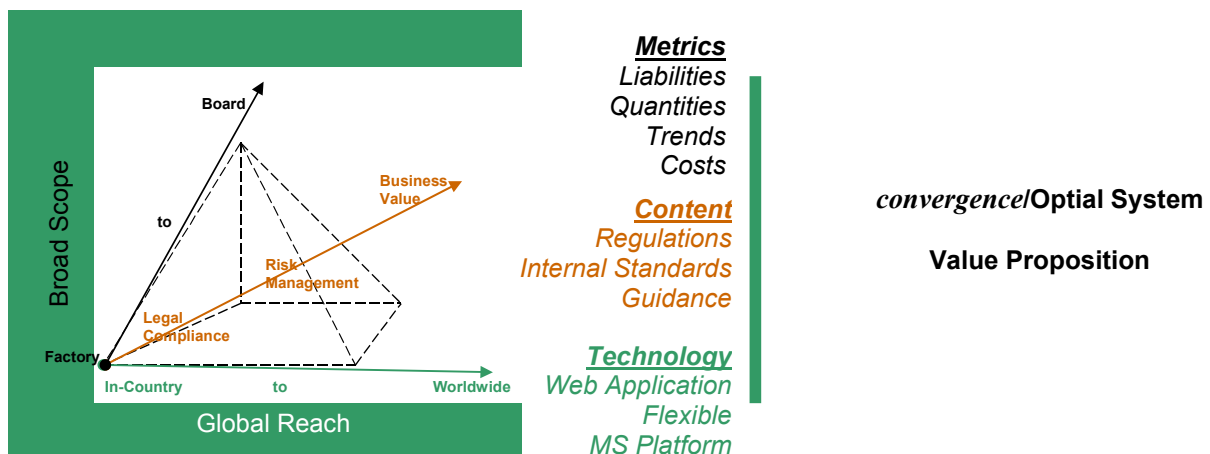
Reduced Head Count . . . Budget Cuts . . . Global Responsibility

Increasingly the business realities that face today's environmental, health, safety and social (EHS²) manager pose a real dilemma. While resources are becoming harder to come by, stakeholders continue to press corporations to maintain or even improve their global EHS² performance. So how to do more with less?

convergenceSM consulting, in partnership with Optial Corporation, offer its customers an answer to this dilemma. Our resolution is a global web-based management system that incorporates the full spectrum of EHS² activities from the factory floor through to the Board Room. The system consists of three core components:

- ☞ **Technology** acts as the platform. A leading-edge, flexible web information management application, Optial, that is easily configured and provides rapid implementation across the organization.
- ☞ **Content** drives the system. Continually updated EHS² regulations, procedures, and other internal or external standards adopted by the customer, presented in a checklist format.
- ☞ **Metrics** provide the business value. EHS² data rolls-up and is analyzed into meaningful performance metrics with real business value to the management of operations.

The system provides a company with a full set of tools to measure and manage its EHS² issues, and the guidance to improve its EHS² performance. These capabilities are essential to achieve business objectives and reduce corporate risk and legal liabilities.



The *convergence/Optial System* applies state-of-the-art technologies to mature EHS² management practices, delivering efficiencies that enable improved performance even in an environment of greatly reduced resources.



ACHIEVING BUSINESS OBJECTIVES

(Examples)

Effective EHS² Management

- ☞ Manage every facility around the globe from a single platform accessed via the Web
- ☞ Establish consistent standards and practices across an organization
- ☞ Identify and address issues without delay through real-time data capture
- ☞ Facilitate meaningful facility self-assessment using built-in guidance features
- ☞ Monitor and oversee facility practices in real time
- ☞ Integrate EHS² activities with broader business operations

Improved Stakeholder Reporting and Communication

- ☞ Generate real-time customized reports from any corner of the world at the click of a mouse
- ☞ Use data analysis, trending, and performance metrics to create business reports, etc.

Enhanced Supply Chain Management

- ☞ Quickly and easily integrate suppliers to your EMS² system and business
- ☞ Real-time monitoring suppliers' EHS² practices
- ☞ Reduce risk and liabilities associated with supplier practices

Leading-Edge Technology

- ☞ Access the system from any computer connected to the Internet
- ☞ Dramatically reduce IT costs by deploying Optial as a fully-hosted secure service (ASP)

THE EHS² DILEMMA OFFERS AN OPPORTUNITY

The EHS² management dilemma presents an opportunity for organizations to integrate EHS² activities into core business operations, a process that often involves EHS² department reorganization, budget cuts and other difficult measures. In the current business environment, the implementation of the *convergence/Optial* System, at full scale or pilot scale, may be the right next step to achieve your business objective.

According to the Boston-based, BTI Consulting Group's survey titled, Strategic Review and Outlook for the U.S. Environmental Services Industry 2001:

"The leading unmet needs (by environmental services firms) identified by environmental managers are the needs for improved management tools in general, to integrate environmental management into core business operations, and to implement environmental management information systems."

convergenceSM consulting, with Optial Corporation, has stepped up to the challenge to develop management tools and systems that help our customers meet their critical business objectives. To learn more details about our System please contact one of our offices in Europe or North America.

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