

Quotation

 Healthy Working Ergonomics®



Proposal prepared for: G Cloud
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Introduction

Cardinus Risk Management (a member company of AmWINS Group, Inc.) has been producing and supplying risk management services since 1995. During this time our products and services have evolved in line with regional, national, and global legislation and compliance and to fulfill best-practice requirements within a variety of risk-based areas.

Our core business activities have been, and remain, in the field of ergonomics, occupational road risk, property risk, security, insurance risk and safety management. In each of these cases Cardinus provides end-to-end solutions incorporating software, face-to-face and virtual training, physical intervention, surveying, and other services as needed.

Currently over 1500 corporate customers use Cardinus' courses to manage ergonomics risk. They are accompanied by many small- and medium-sized organizations.

Our customers include HMPPS, Ministry of Justice, Ofsted, and others.

Cardinus' success is the result of:

- Our willingness to work with each customer to design and produce customized solutions that meet the individual needs of that company
- Our desire to create a culture of "safety self-awareness" with employees empowered to identify and manage their own risk
- Our understanding of how our customers evolve with solutions that are adaptable, scalable and sustainable
- Our grasp of global cultural, legislative and insurance requirements
- Our commitment to research and validation of our clients' findings. (A recent paper published by Cardinus considered the link between stress and ergonomic discomfort looking at how they correlate to absenteeism, healthcare claims and average days for return-to- work.
- Our passion for corporate social responsibility and our commitment to keeping our young people free from ergonomic discomfort in our school systems
- Our passion for outstanding customer service that ensures our clients are "customers for life".

Cardinus Risk Management

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Our understanding of your needs

Cardinus understands that customers may be looking to implement an ergonomics program that:

- Addresses the risks associated with a more flexible style of working that includes permanent homeworking, combined home and office and a greater degree of agile working to support their Work Anywhere principles.
- Provide an education led approach to helping colleagues work comfortably and safely. • Identifies employees who genuinely need interventions
- Provides self-help resources for employees who are at risk, but do not need intervention • Complies with applicable regulation
- Reduces discomfort and injury
- Provides certified professionals

It is expected that once we emerge from the pandemic customers may reduce real estate and encourage colleagues to work from home, where appropriate. This new style of working may require a change in ergonomics strategy as, traditionally, customers have been hands-on in terms of offering colleagues support. With workers being remote a more knowledge-based approach is being considered. Due to a reorganisation there may also be a need to provide ergonomics program management support and interventions in countries and regions where resources may not be available.

Our solutions

Through our award-winning solutions, Cardinus' end-to-end ergonomics process can demonstrate considerable success. Our four-stage process engages these stages:

Our virtual office ergonomics solutions



Online and on-demand training

Share workstation best practices with employees 24/7.



Online assessment

Provide employees with self-diagnostic tools and perspective workstation fixes. Includes employee follow-up until resolution.



Virtual consultation with certified ergonomics experts

Provide proactive and custom workstation fixes via phone to high-risk employees. Includes employee follow-up until resolution.

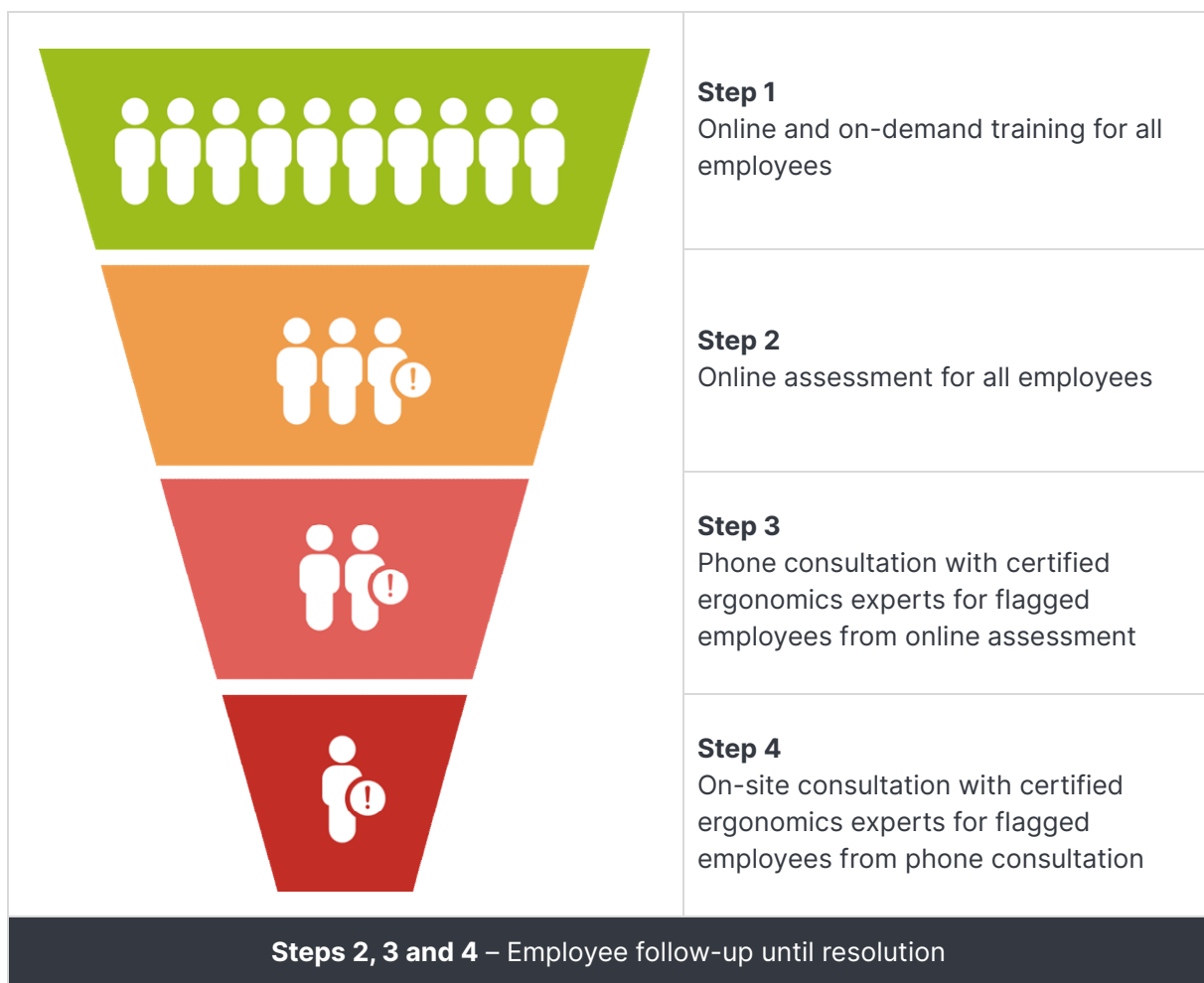


Onsite assessment

Provide onsite observation and custom workstation fixes to high-risk employees. Includes employee follow-up until resolution.

The aim of each stage is to reduce risk at the earliest, and therefore least expensive opportunity:

Our virtual office ergonomics approach



Online and On-Demand Training

Healthy Working is a browser-based program designed to help manage office and home ergonomics risk effectively and with ease. This award-winning solution is developed in Partnership with the UK's regulator, the Health & Safety Executive. It is designed to address the needs of the modern working environment and can be fully customised to meet the language, cultural and other approaches required.

By utilising a number of unique features Healthy Working will help you to comply with global ergonomics regulation, reduce injuries and injury-related costs and improve overall efficiency.

Healthy Working Profiling

As with any safety training it is essential that any ergonomics e-learning is appropriate to the needs of each individual employee. Modern workplaces, flexible working practices and differing technologies make this difficult.

Healthy Working solves this problem by delivering several variants suited to the different environments and equipment used by each employee. It further allows for personalisation based on other factors such as pregnancy, the use of sit-stand workstations and more.

This quote provides the following courses and options:

Course variants

Healthy Working has dedicated e-learning content for:

- Workers who only work in an office and have a dedicated desk and chair or hot-desk
- Workers who only work from home and have, or do not have, an office-style desk and chair
- Workers who mainly work in an office, have a dedicated desk and chair or hot-desk, and work from home with an office style desk and chair or without an office style desk and chair
- Workers who mainly work from home with an office style desk and chair or without an office style desk and chair and work from an office with a dedicated desk and chair or hot-desk.

Content then adapts when a worker selects if they:

- Use a desktop device only
- Use a laptop device only
- Use a both a desktop and laptop device
- Use a tablet only.

Each of these courses also contain optional content for:

- Dual and multiple monitors
- Keyboard trays
- Homeworking (permanent and temporary)
- Smartphone users
- Expectant mothers
- Mobile working
- Sit-stand workstations
- Tablets (occasional use).

** Additional content is available if needed.*

Healthy Working provides award-winning training that takes between 20 and 40 minutes to complete. The course is divided into six short modules to allow for flexibility.

Additional features:

In addition to the training and risk assessment sections Cardinus offers further tools to encourage behaviour change and ergonomic understanding. These include:

Ergo spot-check

For users who 'migrate' regularly (call centre staff, etc.). A user can access this module when they sit at a new desk and within a few minutes are guided through the workstation setup process.

Stretching exercises

An easily accessed section that users are encouraged to use whenever they feel any physical stress symptoms. All exercises are available as a free-to-download smart phone application for Apple and Android.

"How to report issues"

Removes any doubt over how an employee informs you of their concerns, this will ensure you can take preventative measures before the issue escalates into a more serious injury.

Guides and information

Some factors that affect a worker's comfort and health may be sensitive to address. Ageing, menopause and other factors can manifest as ergonomics discomfort. Healthy Working provides guidance that can be easily accessed anonymously to help your workers if they wish.

Online Assessment

Healthy Working contains comprehensive self-assessment functionality that is fully customisable to meet needs.

Each first-time user will typically finish the e-learning modules before completing the self-assessment. This provides considerable benefit; the user will be encouraged to adjust their working environment while undertaking the eLearning. This corrective action reduces the risk that needs to be mitigated.

Furthermore, after completing the self-assessment each user is supported with personalised guidance and feedback encouraging them to take further ownership of their risk, through their Healthy Working Plan.

It is worth noting that users may complete more than one self-assessment. This supports employees with more than one workstation and/or those employees who may be subject to a return-to-work program.

Risk assessment questions are adaptive based on a user's profile. For example, if a user is pregnant, she may experience a variation of the standard self-assessment to help identify additional or different risk factors associated with pregnancy. Skip logic is also used.

This approach ensures that any risk identified is actual, relevant, and appropriate to all employees regardless of site, working environment and/or other factors. All self-assessment data is saved into the Cardinus management module, PACE.

PACE uses a scoring system to assist in the identification of users exposed to high levels of risk. This ensures resources are used to reduce areas of risk that are most pressing. All risk scores are configurable to suit your environment.

This process identifies those employees with a genuine need for further support and filters out those who can self-manage their issues.

We aim to be more than just your vendor. Our goal is to become part of your team. By understanding your program goals and ambitions we can work more effectively at improving outcomes.

All information relating to the assessment is recorded in the Cardinus management module, PACE. This will provide extensive reporting capabilities in terms of issues, outcomes and the most successful control measures implemented.

Your quote

Year One				
Healthy Working Licences	User licence	1	£1.50	£1.50
PACE Management System	User licence	1	£2000	£2000
LMS Integration and SSO	Day(s)	1	£950	£950
Employee Data Imports	Year	1	£650	£650
Healthy Working Customisation	Day(s)	1	£950	£950
PACE Training	Day(s)	1	£950	£950
Project Management	Day(s)	2	£950	£1900
Annual Hosting and Support for PACE	Year	1	£500	£500
Year one total of software				£7901.50
Grand total for year one				£7901.50

Year Two				
Healthy Working Licences	User licence	1	£1.50	£1.50
Employee Data Imports	Year	1	£650	£650
Annual Hosting and Support for PACE	Year	1	£500	£500
Year two total of software				£1151.50
Grand total for year two				£1151.50

Year Three				
Healthy Working Licences	User licence	1	£1.50	£1.50
Employee Data Imports	Year	1	£650	£650
Annual Hosting and Support for PACE	Year	1	£500	£500
Year three total of software				£1151.50
Grand total for year three				£1151.50

Total for three year contract				£10204.50
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Please note the above fees do not include follow up interventions or further customisation to the course outside the functionality provided with the editing tool.

All pricing excludes VAT or applicable tax.

The cost per licence is £1.50 plus VAT per license per year so this figure will be subject to the number of licences purchased

A small selection of our customers

Cardinus work with many hundreds of customers in the public and private sectors.

We have extensive experience deploying our products and services throughout organizations with just a few to many hundreds of thousands of employees. Our customers have an opportunity to cancel their contract annually however due to our impressive customer services program we boast exceptional retention rates.

Our customers include:

	Finance Bank of America • The Bank of New York Mellon • The Bank of Tokyo-Mitsubishi • Barclays Bank • Baring Investment Services • BlackRock • BNP Paribas • Commerzbank • Deutsche Bank • FMR Investments • HSBC • Hyundai Capital • Intesa San Paolo • Investec Bank • Jefferies International • Lockton Companies LLP • M&G Prudential • Mizuho • Morgan Stanley • MUFG Bank • Nomura International • Octopus Investments • Royal Bank of Canada • S&P Global • Schroders Investment • Silicon Valley Bank • Société Générale • Toyota Financial Services • Volkswagen Financial Services
	Telecommunications / Technology American Express • ATOS Origin • Akamai Technologies • Autodesk • Bighand • Bloomberg • Channel 4 • DELL • Electronic Arts • ERM • Expedia • Flexera Software • HP, Informa • Kantar • LinkedIn • NetApp • NTT Data • PayPal • Qualcomm • Refinitiv • Salesforce • Sega • ViaSat • Visa • Workday
	Oil/Gas/Fuel British Gas • CB&I • Centrica Plc • Chrysaor • ConocoPhillips • CNOOC • Dana Petroleum • Drax Power • Ineos • Ithaca Energy • McDermott International • Otsted • Phillips 66 • Spirit Energy • TAQA • Unipet • Wood Group
	Transport Airbus defence • Alstom Transport • Aston Martin Lagonda • BAA • BAE • Civil Aviation Authority • Colas • EasyJet • Federal Aviation Authority • Maersk • Siemens Mobility • Toyota Group • United Airlines • Volkswagen Group

	Pharmaceutical Adaptimmune • Aesica Pharmaceuticals • Amgen • AstraZeneca • Bayer • Biogen • Bristol Myers Squibb • Canon Medical Research • GE Healthcare Systems • Gilead Sciences • Johnson & Johnson • LEO-Pharma • MeriaGTx • Medical Research Council • Novartis Institutes for BioMedical Research, Inc • Parexel International • Pfizer • Premier Research Group • Procter & Gamble • Quintiles Commercial
	Other great companies we work with... Accenture • Adventist Health System • Allen & Overy • Amnesty International • California State University • Cargill PLC • Coca Cola • Deloitte & Touche • Estee Lauder • Health & Safety Executive • International Nuclear Services • ISS Facility Services • Kennedys Law LLP • Latham & Watkins • Linklaters • Molson Coors Brewing Company • Mondelez • Nestle • Palo Alto Networks • Sullair • The Royal Household • Univeristy of California
	Cardinus Partners ATI Physical Therapy • Brightday • Champion Health • Dorn Companies • ErgoMax • ErgoSourcing • Fit4Work • Longitude 6 • Marsh Risk Consulting • Morgan Maxwell • Osmond Ergonomics • Pacific Ergonomics • Travelers