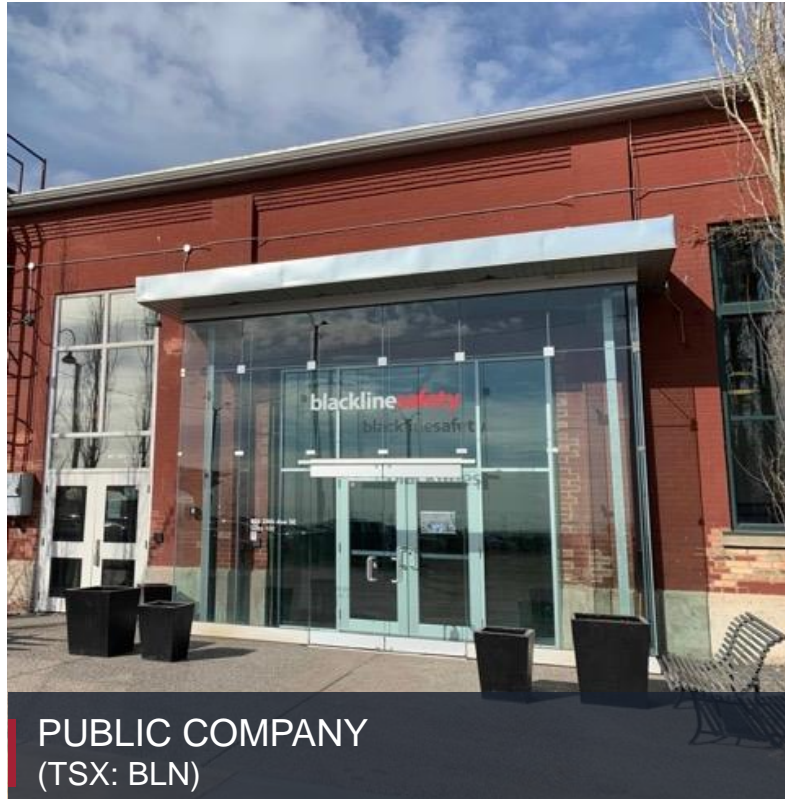# AGENDA

1. About Blackline
2. Overview of Connected Safety
3. Connected Safety In Action
4. Change Management
5. 10 Questions To Ask

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ABOUT BLACKLINE

PUBLIC COMPANY
(TSX: BLN)

PRODUCT DEVELOPER

SERVICE PROVIDER

MANUFACTURER

MONITORING PARTNER

VISION

To transform enterprise workplaces through connected safety technology.

PURPOSE

To ensure every worker has the confidence to get the job done and return home safe.

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LEADING BRANDS PARTNER WITH BLACKLINE

INDUSTRIAL

TRANSPORTATION

ENERGY

CONSUMER GOODS

PROTECTING 165,000+ PEOPLE IN 70+ COUNTRIES

WHY ADOPT CONNECTED SAFETY TECHNOLOGY?

Digital transformation & Industry 4.0

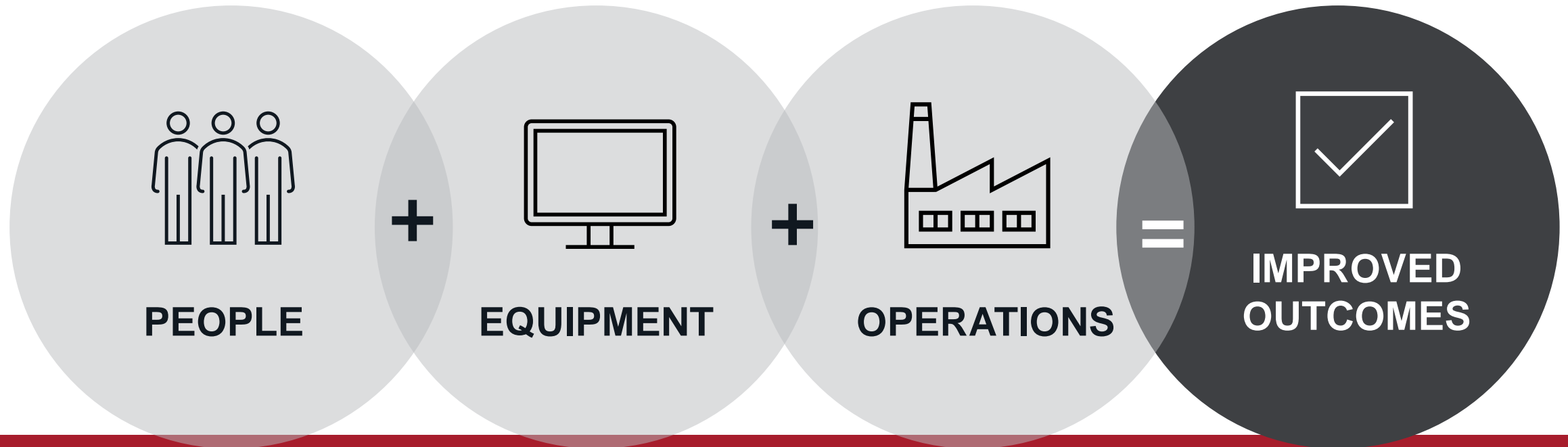Increased safety cultures & staff expectations

Safety legislation, regulations & compliance

Environment, social and governance focus (ESG)

EMPLOYEE, REGULATORY AND SOCIETAL EXPECTATIONS ARE EVOLVING

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WHAT IS CONNECTED SAFETY?

PEOPLE + **EQUIPMENT** + **OPERATIONS** = **IMPROVED OUTCOMES**

CONNECTED SAFETY IS A HUMAN-CENTERED, DIGITAL-ENABLED APPROACH TO MEASURE & IMPROVE SAFETY PERFORMANCE

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WORKFORCE RISK FACTORS

- Gas and chemical exposure
- Trips, slips & falls
- Confined spaces
- Remote locations
- Lone work

- Hostile third party interactions
- Workplace violence

- Health events
- Weather events
- Motor vehicle & train accidents
- Homeland security incidents

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VALUE OF CONNECTED WORKER INITIATIVES

- Reduce worker risk and exposure

- Safer work environment

- Improved culture & morale

- Insights to performance

- Faster decision making

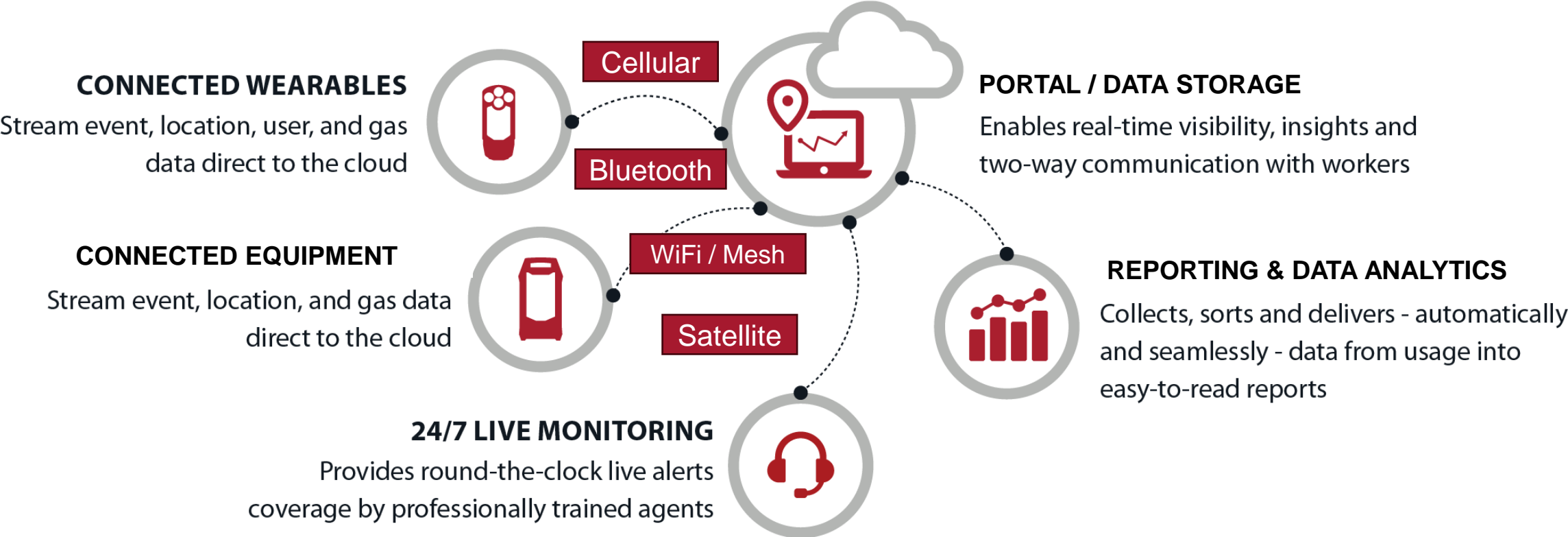- Continuous improvement & operational efficiency gains

CONNECTED WORKERS REDUCE OPERATIONAL SPEND BY 8.5% AND WEARABLES INCREASE PRODUCTIVITY BY 8%

CONNECTED SAFETY PLATFORM

Providing real-time data, emergency response & historical reporting

CONNECTED WEARABLES

Stream event, location, user, and gas data direct to the cloud

Cellular

Bluetooth

CONNECTED EQUIPMENT

Stream event, location, and gas data direct to the cloud

WiFi / Mesh

Satellite

PORTAL / DATA STORAGE

Enables real-time visibility, insights and two-way communication with workers

REPORTING & DATA ANALYTICS

Collects, sorts and delivers - automatically and seamlessly - data from usage into easy-to-read reports

24/7 LIVE MONITORING

Provides round-the-clock live alerts coverage by professionally trained agents

Connected safety powers smarter, stronger and safer workplaces

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CONNECTED SAFETY PLATFORM

Deploying the Continuum of Safety

CONNECT

Direct-to-cloud devices
- full visibility into workforce location
- worker status
- two-way voice / text

DETECT

Real-time hazard detection
- emergency SOS
- gas detection
- no motion and fall detection
- missed check-ins

RESPOND

24/7 live agent manages incident response
- established response protocol
- dispatch local emergency services

IMPROVE

Business analytics and data science
- usage reporting
- user working environment
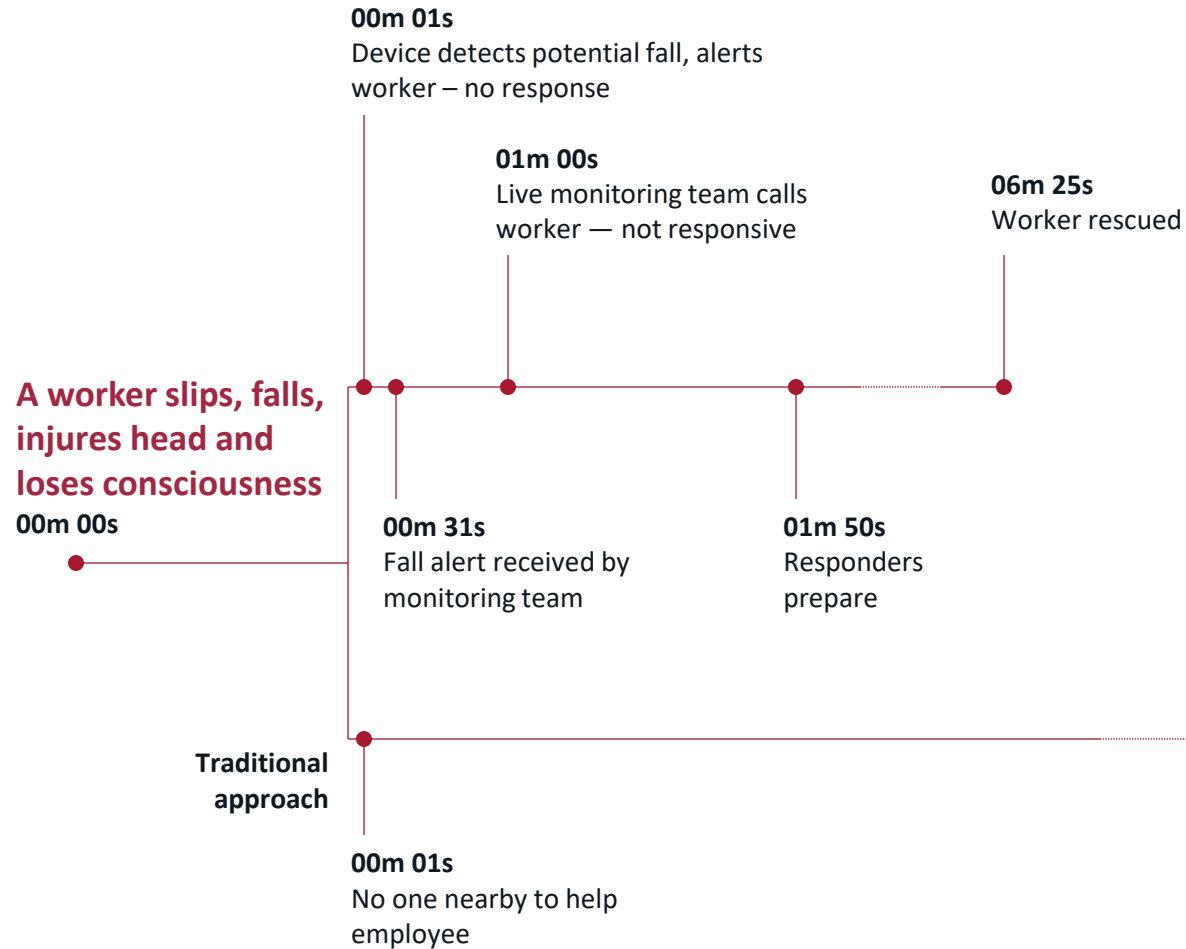- incident investigations
- workforce productivity

PREVENT

Proactive risk mitigation with reporting and data analytics
- identify patterns to correct and prevent

ADVANCING WORKPLACE SAFETY AND PRODUCTIVITY

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CONNECTED SAFETY IN ACTION

Lone Worker

A worker slips, falls, injures head and loses consciousness
00m 00s

00m 01s
Device detects potential fall, alerts worker – no response

00m 31s
Fall alert received by monitoring team

01m 00s
Live monitoring team calls worker — not responsive

01m 50s
Responders prepare

06m 25s
Worker rescued

Traditional approach

00m 01s
No one nearby to help employee

02h 00m
Check-in missed

02h 05m
Supervisor concerned

02h 10m
Search begins

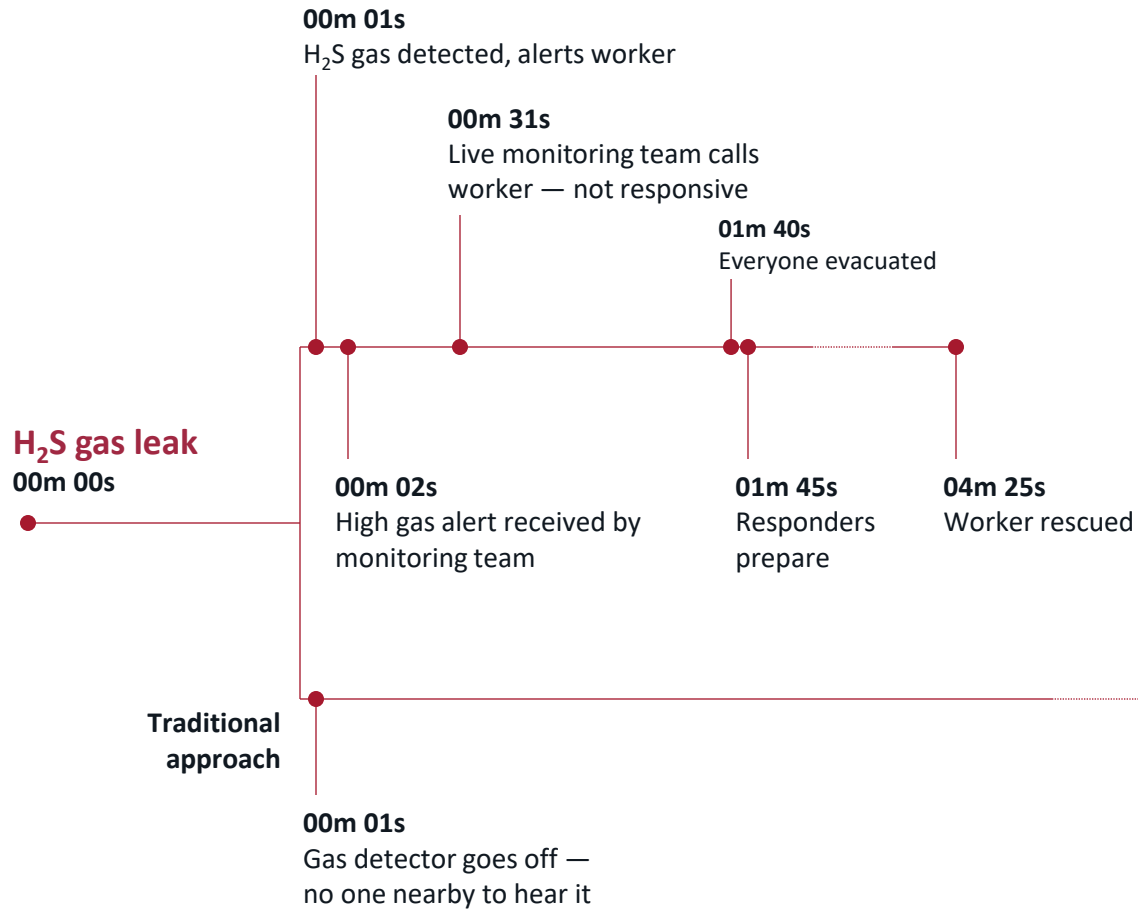**03h 30m**
Worker rescued

- When an incident occurs, every second counts
- Comprehensive safety monitoring system delivers:
  - Real-time situational awareness
  - Incident management tools
  - Technology to make a difference

CONNECTED SAFETY IN ACTION

Gas Exposure

H₂S gas leak
00m 00s

00m 01s
H₂S gas detected, alerts worker

00m 02s
High gas alert received by monitoring team

00m 31s
Live monitoring team calls worker — not responsive

01m 40s
Everyone evacuated

01m 45s
Responders prepare

04m 25s
Worker rescued

Traditional approach

00m 01s
Gas detector goes off — no one nearby to hear it

- When an incident occurs, every second counts
- Comprehensive safety monitoring system delivers:
  - Real-time situational awareness
  - Incident management tools
  - Technology to make a difference

02h 00m
Check-in missed

02h 05m
Supervisor concerned

02h 10m
Search begins

03h 30m
Body recovered

CASE
STUDY

About
A leading North American natural gas and electric utility company, serving nearly 4 million customers across six states. Their 7,500 employees, including 3,000 frontline workers, are focused on delivering reliable and affordable energy to the customers and communities they serve.

Challenges
The company needed to equip their 3,000 frontline employees with personal safety devices. They were looking for a solution to provide more protection and ensure employees received the fastest response time should an emergency arise.

Solution
The company pursued an all-in-one wearable safety device for their gas and electric frontline workers, both in construction and service.

Results
After completing successful pilots for primary use cases, they deployed devices across their six-state operating area. The devices had all the features they were looking for including reliable connectivity, gas detection, two-way communication between teams and data analytics for proactive management.

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CHANGE MANAGEMENT & ADOPTION

Five Steps for Successful Change Management
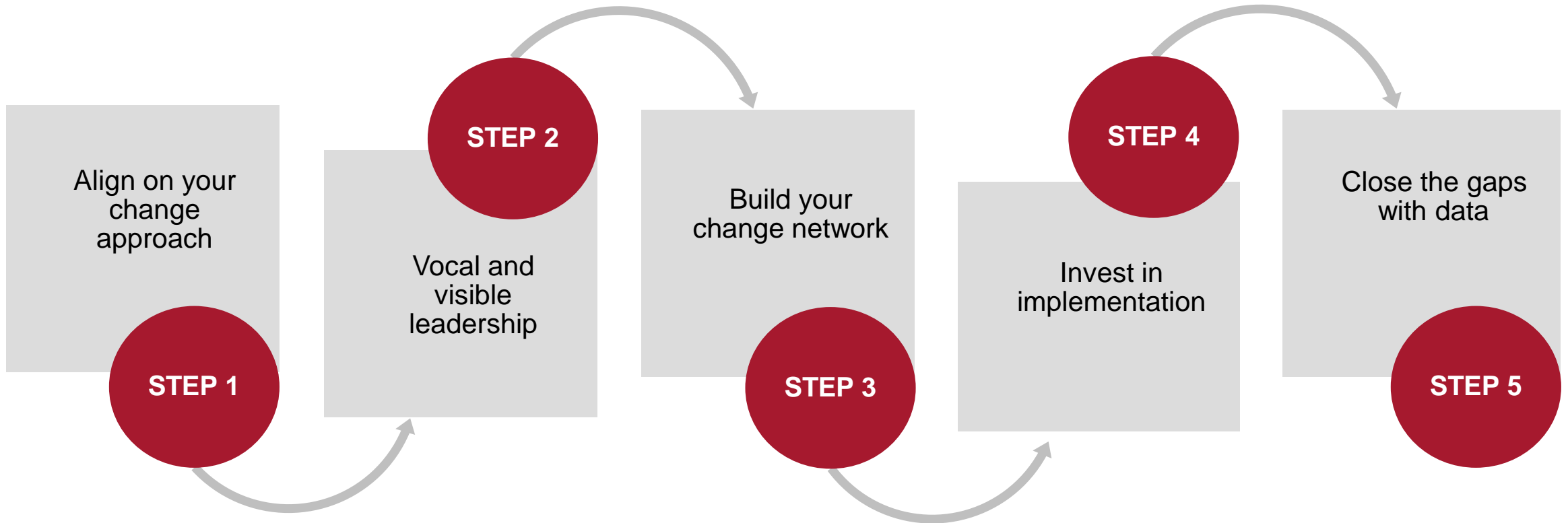
10 QUESTIONS TO ASK ABOUT YOUR CONNECTED SAFETY TECHNOLOGY

1 How easy are the connected devices to use?

2 What are the connectivity options?

3 How multifunctional are they?
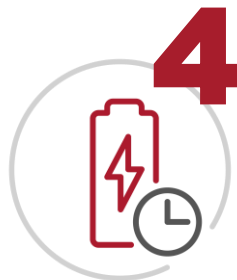
4 What's their battery life?

5 How are alerts managed?

6 What are the monitoring options?

7 What are the reporting capabilities?

8 What's the ease of implementation?

9 What security features are available?

10 What purchasing options are offered?

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Q&A

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