



## Case Study - SMAS

### Innovating for Industry, SMAS and Builder's Profile collaboration lowers cost for construction, reduces duplication and saves time



“Safety Management Advisory Services Ltd provides a dedicated UK-wide H & S scheme that completes over 8000 assessments a year”

*Danny Marinou,  
Commercial Director*



*Safety and Health Expo, Excel Centre June 2017.  
Left to right, Sam Yates - BP. Daniel Hems & Hollie Baxter - SMAS*

#### **Raising the Standard and Accessibility of Health & Safety Information**



One of the biggest challenges faced in construction today is the management of H&S obligations across the supply-chain without imposing additional burden or cost. The obvious start point for any construction business or worker is to work safely. However, add in all normal commercial drivers, plus the need to be 'compliant', means certification of companies & individuals must be fast and effective. And this data must be shared swiftly too.

Plymouth based Safety Management Advisory Services Ltd, a Safety Schemes in Procurement (SSIP) Forum member, provides a dedicated UK-wide H & S scheme that completes over 8000 assessments a year. The SMAS assessment scheme goes a long way to help overcome these challenges but the team are always striving to do better for the industry. SMAS decided to speak to Builder's Profile and ask, 'was there a way to cut down on duplication, data entry and the need to 'manually' exchange certificates that would benefit everyone?'

Builder's Profile have always championed the concept that the ultimate solution to PQQ duplication is a single open-access Common Database where every vendor stores and maintains their compliance information. And where every contractor can see the information they need. SMAS's approach fits in naturally with this collaborative ethos.



### Simple Data Exchange idea leads to effective Collaboration

The idea began with the possibility of an exchange of data, but rapidly developed into a truly innovative solution. Using the open-access Common Database, SMAS are now able confirm Worksafe registration data entered into Builders Profile and award SMAS Worksafe immediately.

On the other side of the 'equation', Builder's Profile contractors can directly submit the H & S information held on their Profile to SMAS - removing the need to complete an additional application. SMAS, working with the contractor, carry out the assessment against the SSiP Core Criteria to award a SMAS Worksafe Certificate. Documentation such as H&S policies which have been assessed by SMAS are passed back, with the company's consent, to their Builder's Profile.

### The Outcome – both simple and innovative

Quite simply, Builder's Profile members can directly apply for a SMAS Worksafe assessment. The Builder's Profile and SMAS partnership removes the unnecessary duplication of time and effort for all involved. And ultimately means that H & S information is compliant, up to date and available through a single platform. "Collaboration and data sharing are absolutely key to the removal of the dreaded PQQ duplication nightmare." says Paul Long, Builder's Profile MD, "And this 'unique' partnership is a perfect example of joined-up thinking using technology to simplify rather than complicate. It dramatically improves the quality of information for Main Contractors so they can make even better informed decisions about the subcontractors they employ."

SMAS Commercial Director Danny Marinou goes further "We're proud to be providing Builders Profile with real-time information on the assessments we approve. Builder's Profile members can now 'verify' the validity of the SMAS certificate which they record on their Profile. This provides their clients with confidence that they have been assessed and achieved industry recognised accreditation for their H&S Management Systems. This is collaboration really is a no-brainer, it benefits everyone. And its excellent innovation for the industry!"

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