



blacklinesafety

BLACKLINE USER CONNECT

Keys to Effective Deployment

INTRODUCTIONS



Donovan Simon

Director, Client Success
Blackline Safety

Moderator



Phil Benson

VP, Design and Data
Services
Blackline Safety

Keynote



Gary Brenner

Senior EHS Advisor
Suncor

Panelist



Craig Bleekman

EHS Coordinator
GATX

Panelist

AGENDA

1. **Keynote**

Phil Benson

VP, Design and Data Analytics
Blackline Safety

2. **Panel Discussion**

Gary Brenner

Senior EHS Advisor
Suncor

Craig Bleekman

EHS Coordinator
GATX

3. **Q&A**

4. **Wrap Up**

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KEYNOTE PRESENTATION

Keys to Effective Deployment



Phil Benson
VP, Design and Data Services
Blackline Safety

Don't manage your fleet, master it



KEY CONSIDERATIONS

Whether your organization is just starting with Blackline Safety, or you are revisiting deployment to make updates. These are four concepts that will set you up for success.

1. Go in with a plan
2. Change management
3. Prepare to see more
4. Account Hygiene

GO IN WITH A PLAN

- PEOPLE
- FUNCTIONALITY
- REPORTING



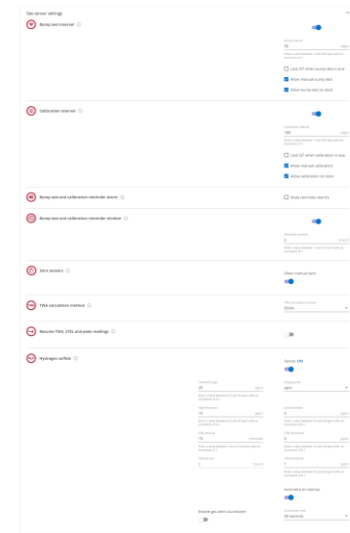
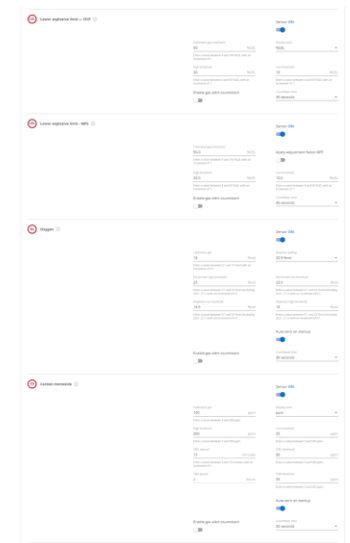
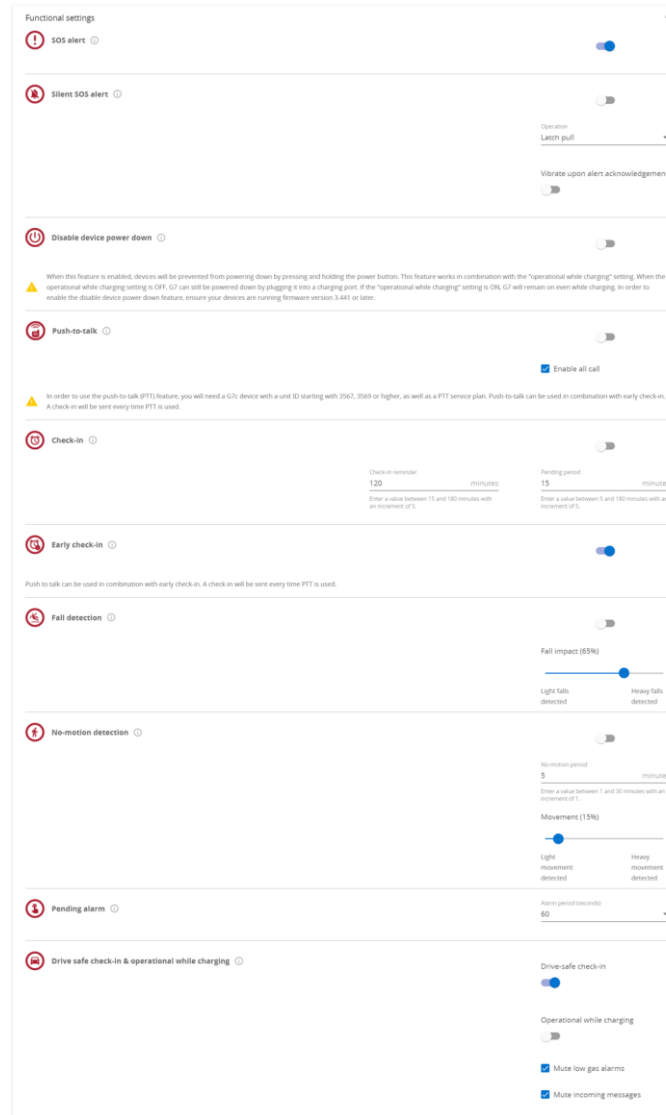
PEOPLE & CONTACTS

- Who will be using the equipment?
- Who will be managing the platform?
- Who will be notified of events?



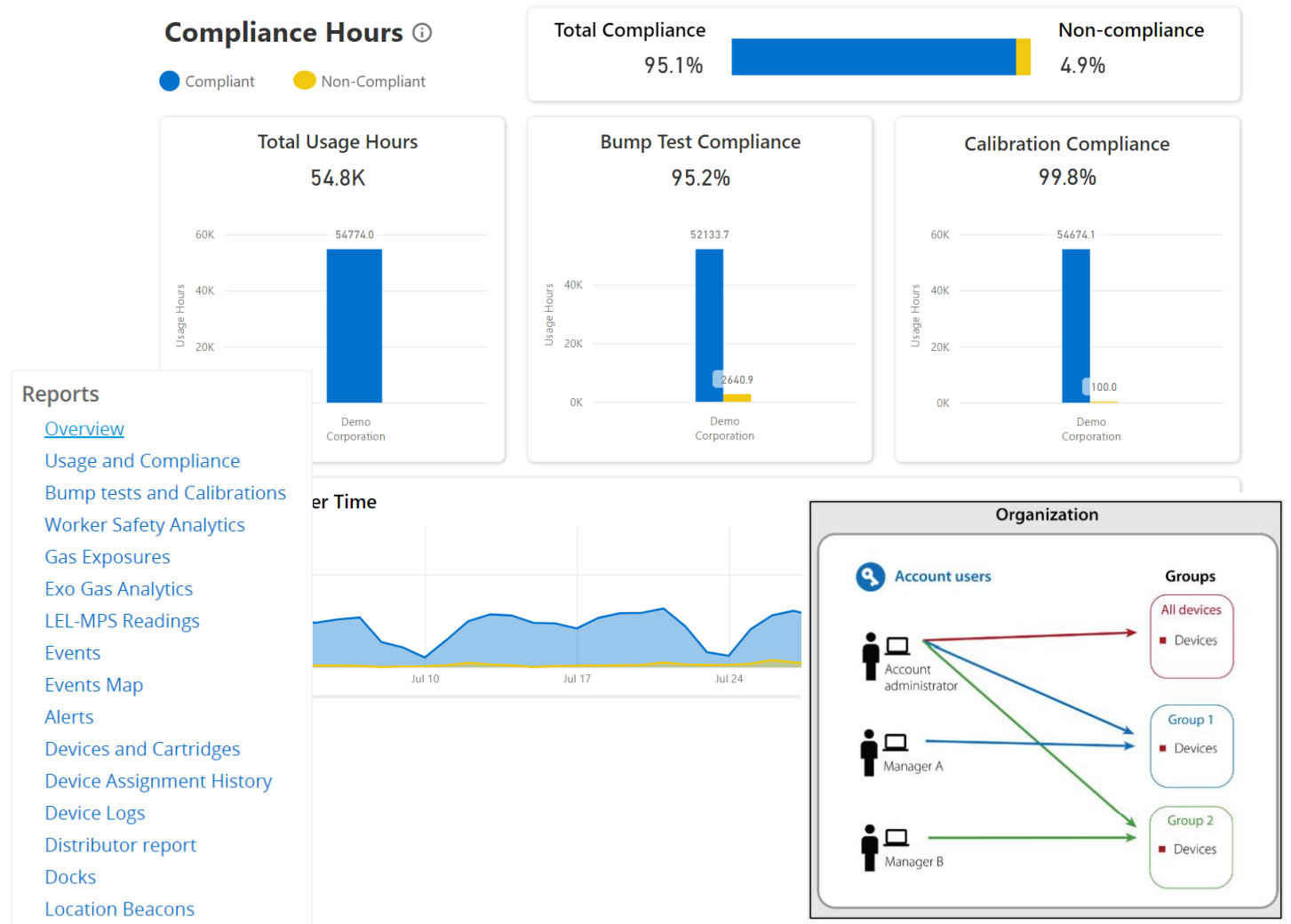
FUNCTIONALITY & FEATURES

- Key functionality
- Less is more
- Adapt over time



REPORTING & ANALYTICS

- Organization structure
- Groups and teams
- Insights & emails



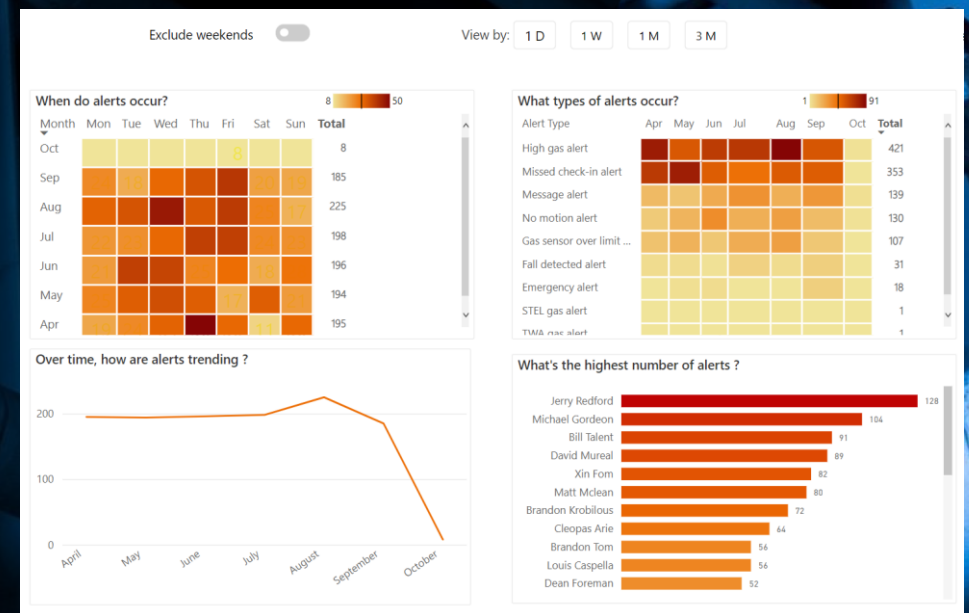
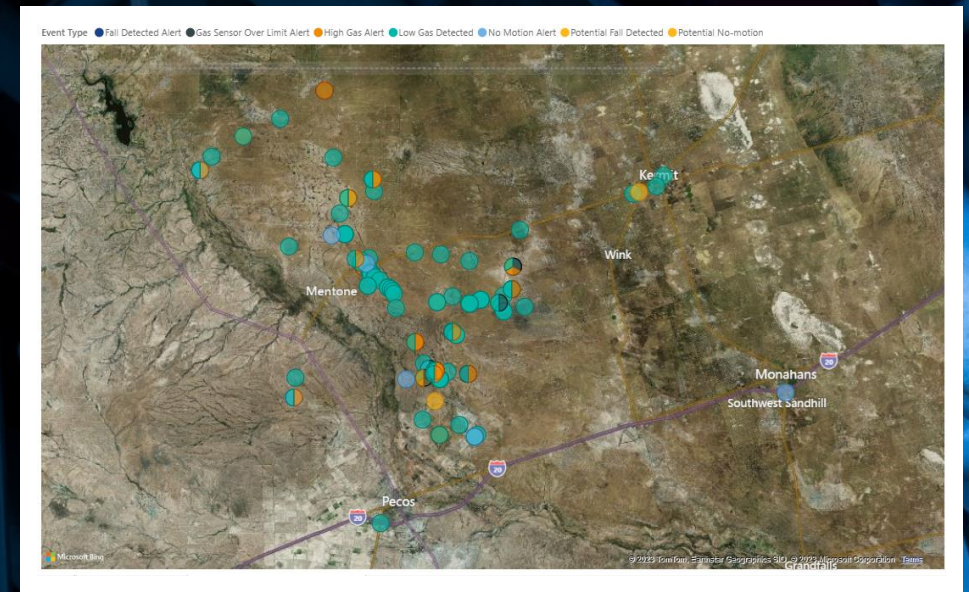
CHANGE MANAGEMENT

1. Prepare the Organization for Change
2. Craft a Vision and Plan for Change
3. Implement the Changes
4. Embed Changes Within Company, Culture, and Practices
5. Review Progress and Analyze Results



PREPARE TO SEE MORE

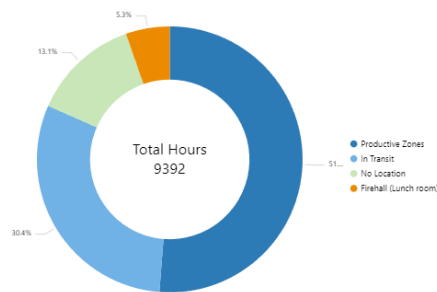
“Something is wrong. Your devices are too sensitive. We’re seeing gas events all over the place, in areas we’ve never seen them before.”



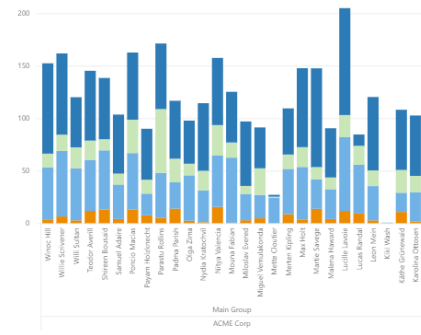
ACCOUNT HYGIENE

- **PEOPLE**
- **FUNCTIONALITY**
- **REPORTING**

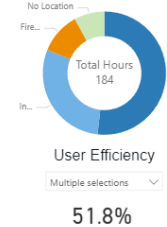
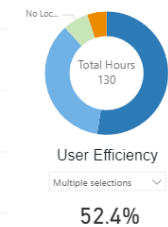
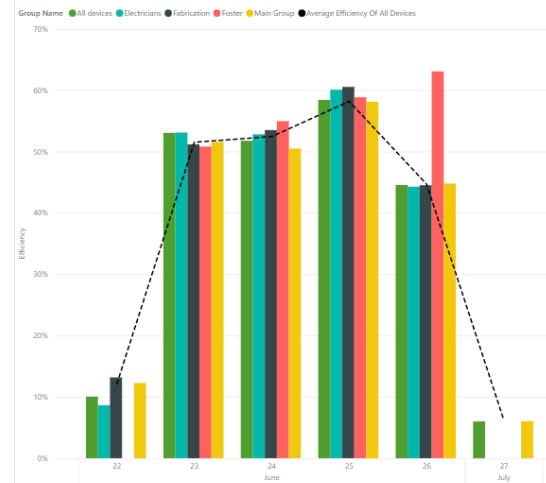
CUSTOM ANALYTICS



Number of Users
143



Efficiency

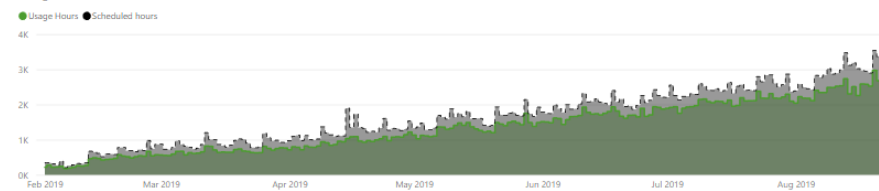


Assigned Device User	Efficiency
3556003554	85.4%
3556003554	77.8%
3556003556	76.9%
Andrew Ivanov	69.2%
Carole Dalaney	65.6%
3556003696	69.3%
Jinga Abdourahid	69.2%
Angelina Han	65.8%
3556003651	66.4%
Quarshon Patrick	65.8%

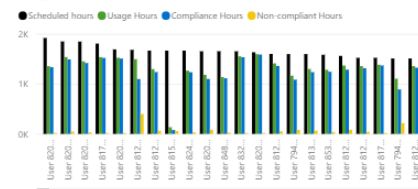
Assigned Device User	Efficiency
Lucas Randal	12.7%
3556003695	14.4%
3556003634	17.0%
3556003432	17.6%
Courney Weaver	18.1%
Amika Atanarov	32.3%
Erlyn Seidel	35.1%
Farcy Stoddard	36.0%
Paratu Rollins	36.5%
Moussa Fabian	38.6%

Total scheduled hours: 332.86K
 Total usage hours: 270.14K
 Total compliance: 96.28%
 Total out of bump: 2.28%
 Total out of calibration: 1.60%

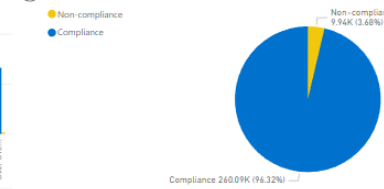
Usage over time



Usage over time



Gas compliance



Don't manage your fleet, master it



SUMMARY

1. Go in with a plan
 - People
 - Functionality
 - Reporting
2. Change management
3. Prepare to see more
4. Account Hygiene
 - People
 - Functionality
 - Reporting



THANK YOU

Keys to Effective Deployment
2023

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PANEL DISCUSSION

Keys to Effective Deployment



Gary Brenner
Senior EHS Advisor
Suncor



Craig Bleekman
EHS Coordinator
GATX



Q & A

We will follow up with you on any unanswered questions

A network diagram with a globe. The background features a sparse network of grey nodes and lines. On the right, a globe is formed by a dense, overlapping network of grey lines and multi-colored nodes (black, blue, green, orange, red, pink).

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THANK YOU
