



# 5 STEPS TO STRATEGIC LOCKOUT TAGOUT SOFTWARE ALIGNMENT

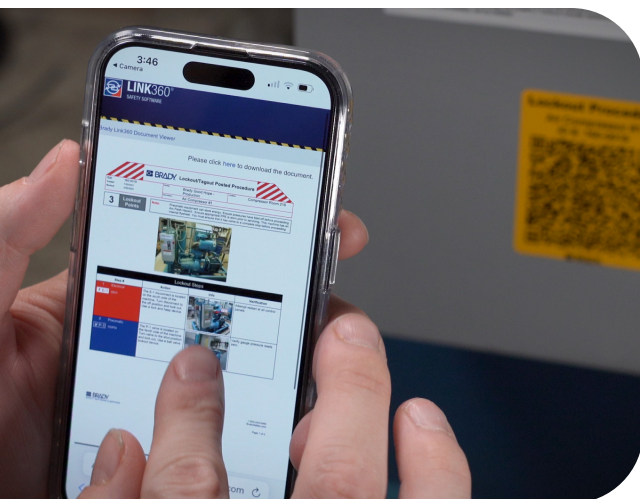
- ▶ Effective lockout tagout (LOTO) procedures are essential for safeguarding workers during equipment maintenance and servicing. But outdated methods like spreadsheets and paper-based processes can leave workers vulnerable and organizations exposed to unnecessary risk.

Investing in modern LOTO software is a game-changer. But getting management to approve the investment can sometimes be challenging. This guide equips you with a detailed road map to build the case and secure the resources you need to add or upgrade software as part of your complete, compliant lockout tagout program.

## Why lockout tagout software matters

Lockout tagout procedures are critical for preventing injuries and fatalities during equipment maintenance and servicing. They ensure that energy sources are properly isolated, prevent accidental equipment start-up and protect workers from harm. When these critical procedures are left to manual or outdated processes, it can lead to:

- ▶ **Human error** — manual processes and updates are prone to errors, leading to incomplete or incorrect shutdowns and potential accidents
- ▶ **Outdated information** — Paper-based procedures can become outdated quickly, especially in dynamic environments where equipment is frequently modified or replaced.
- ▶ **Inefficient tracking** — Tracking compliance and managing change with paper-based systems leads to confusion, and annual audits become time-consuming and prone to errors



LOTO software addresses these challenges by centralizing procedures, automating updates, simplifying compliance and enhancing visibility.

# Build your case for LOTO software in 5 steps

- ▶ Follow these steps to make the case to management for the need to invest in LOTO software.

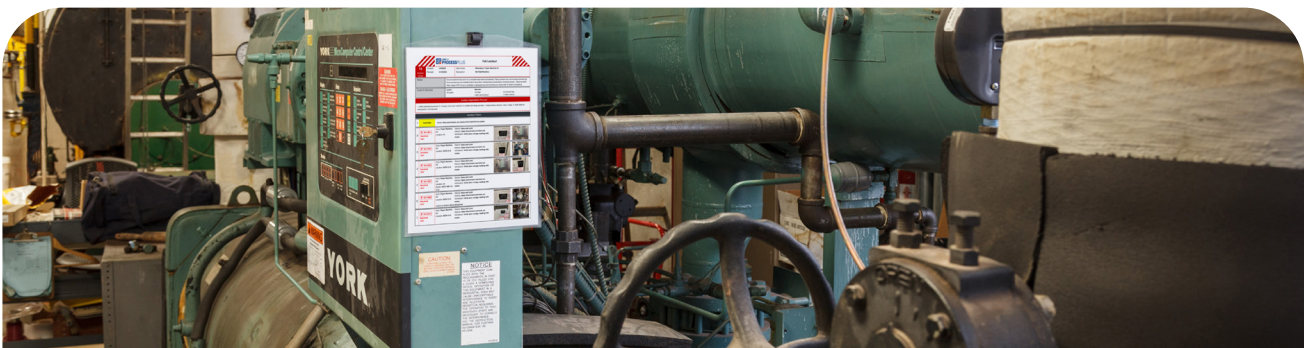
## 1 Quantify the risks

To help management truly understand the need for LOTO software, start by quantifying the potential risks and costs associated with inadequate lockout tagout procedures. But then there are the hidden costs of non-compliance: production delays, damaged reputation and lowered employee morale. Audit your program, analyze near-miss incidents and identify safety or procedural gaps to reveal potential weaknesses and emphasize the urgency for improvement. You know your business and industry best, so present numbers that are specific to your challenges.

## 2 Highlight the benefits of LOTO software

LOTO software offers significant benefits over traditional and manual processes.

- ▶ **Enhanced safety** — Emphasize how the software reduces human error, improves communication, and fosters a stronger safety culture. This can lead to a significant reduction in workplace injuries and fatalities.
- ▶ **Increased efficiency** — Demonstrate how streamlined procedures and automated updates save time and resources. Workers can access the latest procedures quickly and easily, reducing downtime and improving productivity.
- ▶ **Improved compliance** — Showcase how the software simplifies audits and ensures adherence to regulations. This reduces the risk of fines and legal issues.
- ▶ **Reduced downtime** — Explain how targeted shutdowns and faster restarts minimize production interruptions. By isolating only the necessary equipment, LOTO software can help prevent unnecessary downtime and keep operations running smoothly.



### 3 Demonstrate ROI and cost savings

Investing in LOTO software offers a compelling return on investment by generating significant cost savings across various areas. Software platforms reduce the need for extensive training, leading to immediate savings in both time and money. LOTO software also minimizes costly downtime by streamlining lockout procedures and shutdowns. Unplanned downtime can cost industrial facilities as much as \$260,000 per hour. So even small reductions in production losses can translate to substantial financial gains, quickly offsetting the initial investment. Furthermore, improved compliance achieved through the software helps avoid fines.

### 4 Align the software to your organization's strategic goals

While every organization has unique goals, LOTO software can be a valuable asset in achieving them, including the following strategic focus areas.

#### **Safety culture**

Position LOTO software as a key component of a proactive safety culture. A strong safety culture can improve employee morale, reduce turnover and enhance your company's reputation.

#### **Operational excellence**

Emphasize how the software contributes to efficiency and productivity, which are essential for achieving business goals.

#### **Continuous improvement**

Highlight the software's ability to track data and identify safety gaps as well as areas for improvement, enabling data-driven decision-making.



### 5 Present a clear proposal

To best make the case to management and secure buy-in for your LOTO software, it's crucial to present a well-researched and comprehensive plan. Begin by thoroughly researching different LOTO software solutions, carefully comparing features, benefits and pricing structures to identify the option that best aligns with your organization's specific needs and budget. Once you've selected your preferred software, outline a clear and detailed implementation plan. This plan should include realistic time lines, required resources, potential challenges and mitigation strategies. Finally, to demonstrate the value of your proposal, conduct a thorough cost-benefit analysis that highlights the financial advantages of investing in LOTO software.

By presenting a polished and professional proposal that showcases the software's potential to improve safety, efficiency and compliance, you'll significantly increase your chances of securing management approval and driving meaningful improvements within your organization.

# Why choose Brady for your LOTO software?



When it comes to selecting the right LOTO software for your organization, Brady stands out as a leader in providing comprehensive, intuitive and effective solutions.

LINK360® Safety Software is a powerful cloud-based platform that empowers organizations to create and manage their LOTO procedures with ease. Its intuitive interface allows users to develop visual lockout procedures, complete with detailed steps and images, ensuring clarity and consistency across the organization. LINK360 also simplifies the process of employee training, tracking updates and generating reports, providing valuable insights into safety performance.

For organizations seeking even greater control and customization, Brady offers LINK360 Process Plus. dynamic lockout procedure management for process industries. This best-in-class lockout tagout software builds upon the core functionalities of LINK360 with advanced features such as dynamic isolation point database, visual procedure creation for complex systems, automatic updates and seamless integration for tagging and labelling.

Talk to a Brady expert today to learn more about which LOTO software solution is right for you.

## Product Recommendations



### **LINK360® Process Plus Lockout Safety Software**

Outsmart complexity and outpace downtime with LINK360® Process Plus Safety Software from Brady – dynamic lockout procedure management for process industries.

Optimize Safety with LINK360® Process Plus



### **LINK360 Safety Software Lockout Procedures Bundle**

Effectively manage and sustain your safety program with the LINK360® Lockout Procedure Bundle. Create up to 1,000 unique procedures for lockout tagout, confined space and maintenance programs.

Streamline Your Safety Procedures



### **Safety Sign and Label Printers**

Safety label printers from Brady help you create effective ANSI-compliant visuals, including Danger, Warning, Caution and Notice signs and labels.

Create Compliant Safety Labels