



Benchmark Essentials - READY Free Trial

From Free Trail to Full Deployment: How to Gain Stakeholder Buy-In For EHS Software Deployment

A former Benchmark user began work at a new company within the healthcare industry and recognized the need for more efficient and effective EHS management. This Benchmark User Champion knew that Benchmark was the perfect solution to meet the company's management systems and compliance program needs, but the challenge would be in convincing leadership. See how we partnered with this Benchmark Champion to showcase the system's value proposition and ultimately convinced the company's executives to transition to Benchmark by leveraging just a month of Benchmark's Free Trial option.

Benchmark Solution

Benchmark offers a free trial of the READY solution—our fast-launch, preconfigured EHS platform—that enables companies to see how Benchmark works with their program and team at no cost. The company was able to test out Benchmark across 3 sites entirely free, through implementation of Benchmark Action Tracking System, Compliance Calendar, Inspection Tool, Incident Management, Concern Reporting and Lockout Tagout. This allowed employees to see how Benchmark fit into their program and environment to achieve business goals.

Business Profile

- ▶ Large medical device company with a global footprint
- ▶ 2,300+ employees
- ▶ 25 global locations

Business Needs

- ▶ Establish a single, digitized system to manage all EHS program needs
- ▶ Improve visibility & communications from the shop floor to stakeholders
- ▶ Convince company leadership to buy-in to Benchmark

Specific EHS/IT Needs

- ▶ Deploy a free trial of Benchmark for team members across 3 sites with 900 employees
- ▶ Free trial active on the deployment platform with full functionality available
- ▶ Activate email notifications throughout the free trial
- ▶ Ability to quickly launch on the same platform



Results & Benefits

- ▶ Benchmark READY Free Trial launched in just 2 days
- ▶ Leadership team received instant access to EHS program through instant notifications
- ▶ Company transitioned from the Benchmark READY Free Trial to full deployment in 1 month

Keys to Success

- ▶ Take advantage of Benchmark's Free Trial offer—it enables you and your team to see Benchmark in action and experience the benefits immediately
- ▶ Have a plan—once you establish which sites to grant free access to Benchmark, establish a plan for expansion beyond the free trial
- ▶ Have a Benchmark Champion—someone who advocates the system and can serve as a point person to assist with every step of the implementation process

Solution Highlights



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