



CASE STUDY

# National Safety Consulting, Safety Consultants USA & Pointman Safety

**PARTNERSHIP IN SAFETY**



COMPLIANCE CONSULTANTS, INC.  
HEALTH | SAFETY | ENVIRONMENTAL



# Compliance Consultants, Inc.

## YOUR PARTNER IN SAFETY

Since 1987, Compliance Consultants, Inc. (CCI) has provided safety consulting, inspections, and training to a variety of businesses including construction, manufacturing, automotive, aviation, nuclear energy, mining, printing & graphics, and recycling & waste management. We also offer clients health & safety programs, industrial hygiene testing services, hazard communications, and environmental services consulting.

One of our strong suits is the ability to be flexible and work across diverse industries and within multi-employer work site situations. Often, our clients need to augment their current safety staffing levels, or have a short-term project need.

Compliance Consultants, Inc. has the broad experience in providing custom safety solutions that are not **“one size fits all”** but rather are specifically designed to meet both immediate and long-term needs of our safety partners.

**“CCI has a unique ability to look at other safety professionals or firms and see partners, rather than competitors. This allows us to expand our services and better support our clients.”**

- Terri Collins, CEO, Compliance Consultants, Inc.



## PROVIDING CUSTOM SAFETY SOLUTIONS FOR OUR PARTNERS

As CCI grows, we have been asked to provide safety consulting services new business sectors, and partner with other safety consulting companies to augment their projects.

Compliance Consultants, Inc. prides itself on being flexible and nimble in our ability to train, integrate and streamline inspections, reporting and accounting processes with a variety of similar organizations.

***Here are several recent examples of how we provide staffing solutions, operational coordination, and consistent reporting to a variety of clients in different geographies:***

### PROJECT PARTNERSHIP: NATIONAL SAFETY CONSULTING/ KADEAN CONSTRUCTION

Compliance Consultants, Inc. was recently approached by Kadean Construction, a large general contractor headquartered in St. Louis, MO. The Safety Manager asked CCI to assist with their growing geography and large projects in the Mid-Atlantic region, by providing Health & Safety Audits on all their active worksites.

Kadean Construction already had a strong relationship with their longtime safety partner, **National Safety Consulting (NSC)**, also based out of Missouri. It was extremely important for Kadean Construction to keep their Health and Safety Audits uniform across all sites. They asked CCI to adapt to their methodology and learn their reporting software.

NSC and CCI quickly developed a partnership with one main goal – serving Kadean Construction the same way we serve all clients.

**“From clients asking us to conduct safety inspections outside of our geographical reach... or another safety consulting firm asking us to assist with clients out of their geographical reach we feel confident in making our partnerships successful for everyone.”**

- Scott Boroi, VP/COO, Compliance Consultants, Inc.



CCI was able to immediately implement our main assets – flexibility and reliability. Our team participated in trainings on how to use the NSC software and were immediately assigned to several large projects in the Mid-Atlantic region and quickly saw positive results.

CCI was able to seamlessly integrate with another health and safety consulting organization to act as an extension of their own team.

### **PROJECT PARTNERSHIP: SAFETY CONSULTANTS USA**

A large client of Compliance Consultant's, Inc., the PNK Group, was building 1M+ square foot warehouses in Social Circle and McDonough, Georgia. They asked us to perform bi-monthly safety inspections at the sites.

CCI knew outside help would be necessary for this project. To accomplish our client's goals and maintain our standard of client service, CCI turned to Safety Consultants USA (SCUSA), in Atlanta, Georgia.

PNK was very clear that they wanted a streamlined approach to processes and did not want to coordinate with different workforces, dissimilar invoicing, dissimilar safety instructions, or misaligned goals.

To ensure our client was comfortable with the process and there were no surprises or differences reporting, Compliance Consultants, Inc. coordinated everything with SCUSA.

From scheduling communications to collecting reports directly from SCUSA, CCI was able to provide the same level of safety reporting and service we provide for all clients, regardless of geography. All invoicing was centralized and streamlined through CCI's Accounts Payable/Accounts Receivable platform.



**Sarah Billard, Operations Manager for Safety Consultants USA, stated, "Scott Boroi is very easy to work with and helped provide all the important information needed for our Scheduling Team to plan out and execute our site safety audits. We look forward to a continued partnership with Scott and CCI."**

Since we started working with Safety Consultants USA on the PNK Group's complex warehouse projects, another client of ours, LiDL, US, began an aggressive regional push into the Atlanta market.

Because of SCUSA's great partnership and outstanding work in the field, we are furthering our relationship with them as they take on weekly safety inspections at the newest LiDL grocery store in Atlanta!

### **PROJECT PARTNERSHIP: POINTMAN SAFETY CONSULTING**

Compliance Consultants, Inc. maintains a strong and consistent presence on LinkedIn, reaching a broad and wide audience across safety professionals. Pointman Safety Consulting follows CCI on LinkedIn and subscribes to our marketing newsletters and email blasts.

Tom Doyle, Managing Partner, at Pointman Safety Consulting reached out to Scott Boroi, VP/COO, of CCI to introduce himself and their rapidly growing company located in New England.

Shortly thereafter, Tom approached CCI about working together on an upcoming project at the Three Mile Island (TMI) nuclear facility south of Harrisburg, PA.



As part of the ongoing decommissioning project at TMI, Pointman was approached by their client Manafort Brothers, Inc. who was working to create several large concrete pads inside and out of a cooling tower as well as a temporary road as part of a multi-phase project. Due to the sensitive nature of Nuclear Energy as well as the high-level security measures in place, high level training and professionalism were required and Pointman looked to CCI.

This project required an onsite safety professional to be staffed full time for the 4-month duration. Compliance Consultants, Inc. was able to provide a highly-trained safety professional on the project at a competitive rate to both Pointman and their client.



CCI's trained safety professional, Scott Burridge, participated in and successfully completing the robust Nuclear Regulatory Commission training onsite at the Three Mile Island facility.



**“We are thrilled to share our positive experience working with CCI. Our partnership has been instrumental in helping our company expand into new regions, allowing us to better assist our clients. The CCI team is exceptionally professional and responsive. Their safety professionals bring extensive knowledge of OSHA standards across various industries, making them a trusted resource for ensuring compliance and safety excellence. We highly value their expertise and look forward to continuing our collaboration in the future. CCI is a true asset to any organization looking to elevate its safety and compliance efforts!”**

- Tom Doyle, Managing Partner

Scott immediately filled the responsibilities of Site Safety Manager on behalf of Pointman by ensuring that all workers and sub-contractors under the Manafort Brothers scope of work participated in a daily pre-construction safety meeting, employees were properly checked in with the TMI security team, observed and reported any existing or predictable hazards to the Superintendent, and provided overall safety and health management in the work area.

Additionally, CCI's reporting and invoicing are channeled through Pointman for streamlining and consistency. Compliance Consultants, Inc. was able to once again augment the client's project with professional staff and consistent reporting, and geographical flexibility.

## COMPLIANCE CONSULTANTS, INC. - STRATEGIC PARTNERSHIPS TO EMPOWER YOUR BUSINESS

Through strategic partnerships, Compliance Consultants, Inc. (CCI) helps streamline the safety services we provide to ensure the growth of your business is enhanced.

Whether you are seeking to expand into new geographical regions, or need a third party to support your current safety efforts, Compliance Consultants, Inc. has the dexterity to partner with businesses to ensure the safe completion of your projects and success of your goals.



## ABOUT COMPLIANCE CONSULTANTS, INC.

Compliance Consultants Inc. is a woman-owned and family-operated business located in Delaware County, PA and serving all of PA, NJ, DE, and further. CCI was founded by Michael J. Cunningham, Sr. in 1986 with the belief that every working man and woman has the right to come home safely at the end of the day.

Today, Terri Collins and Scott Boroi run the company as President and Vice President respectively. CCI maintains its national certification as a Women's Business Enterprise (WBE) and Woman-Owned Small Business (WOSB) by the Women's Business Enterprise Council East, a regional certifying partner of the Women's Business Enterprise National Council (WBENC).



### CCI PRIDES ITSELF ON SEVERAL CORE PRINCIPLES, SUCH AS:

- » Support
- » Trust
- » Knowledge

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