

CUSTOMER INJURY ANALYSIS
Understand StrongArms's impact on reducing injuries and related costs

At StrongArm, we are committed to reducing the incidence, cost, and severity of musculoskeletal injuries in large distributed workforces. To quantify the business impact of our program, we offer our customers complementary quarterly analysis of their injury data and the associated costs.

Our Customer Success Team will present the findings to key stakeholders during quarterly business reviews (QBR's) throughout the term of our contract.

WHAT DO WE NEED FROM YOU?

Please provide us with:

- 1. Your currently valued workers' comp. loss runs**
- 2. Your OSHA reporting log for the last 3 - 5 years**
- 3. Normalizing data (ex. hours worked, total employee count, payroll, or similar)**

- Incident ID
- Date of injury
- Location Name
- Location ID
- Injury Type/Classification
- Injury Description
- Occupation
- Date Closed
- Medical Incurred
- Indemnity Incurred
- Expenses Incurred
- Total Paid
- Total Incurred

SAMPLE LOSS RUN

Incident ID	Date of Injury	Location Name	Location ID	Injury Type/Classification	Injury Description	Date Closed	Incurred Medical Cost	Incurred Indemnity Cost	Incurred Expense Cost	Total Paid	Total Cost
006269000442WC01	01/07/2018	Foster City, CA	CA18	Fall, Slip or Trip, NOC	Admitted injury to right shoulder & bilateral knees		\$244,200	\$74,202	\$17,200	\$69,052	\$335,602
006269000565WC01	03/21/2018	Dallas, TX	TX61	Motor Vehicle, NOC	The employee was involved in a motor vehicle accident		\$1,638,500	\$1,059,106	\$137,500	\$983,887	\$2,835,106
201704008352001	04/21/2018	Brooklyn, NY	NY68	Fall On the Same Level	Left wrist / left hip / head /neck, back, left shoulder & depression		\$352,855	\$91,862	\$15,295	\$82,519	\$460,012
201805080203001	05/18/2018	Pittsburgh, PA	PA21	Caught In/ Between-Machine or Machinery	OR right thumb, index, middle, ring, and small finger amputation		\$597,220	\$304,210	\$52,802	\$290,630	\$954,232
30166438674-0001	08/26/2018	Oceanside, CA	CA09	Holding or Carrying	Accepted right knee walking down stairs		\$242,500	\$91,513	\$38,200	\$66,550	\$372,213
201711009395001	11/13/2018	Hatfield, PA	PA13	Fall, Slip or Trip, NOC	Left shoulder sprain		\$488,584	\$237,633	\$30,679	\$231,838	\$756,896

SAMPLE OSHA DATA

The OSHA report log is standard and can be sent over as-is.

Identify the person						Describe the case						Classify the case					
(A)	(B)	(C)	(D)	(E)	(F)	Using these four categories, check ONLY the most serious result for each case:				Enter the number of days the injured or ill worker		Check the "injury" column or choose one type of illness					
Case #	Employee's Name	Job Title (e.g. welder)	Date of injury or onset of illness (month/day)	Where the event occurred (e.g. Loading dock north end)	Describe injury or illness, parts of body affected, and object/substance that directly injured or made person ill. (e.g. Second degree burns on right forearm from acetylene torch)	Days away from work	Job transfer or restriction	Remained at work, recordable cases	Away from work	On the job transfer or restriction	Injury (1)	Skin (2)	Burns (3)	Respiratory condition (4)	Poisoning (5)	Hearing (6)	All other illnesses (6)
						(G)	(H)	(I)	(J)	(K)							
1			1/14	ESL Processing Room	Laceration Rt forehead - stitches, wrenched slipped off, hit on forehead			X	0 days	0 days	X						
2			3/3	ESL Downstream	Chemical burn to L eye - drop of Ster-Bac in eye - placed on modified duty		X		0 days	45 days	X						
3			4/28	BIB Downstream	Stepped off ladder and twisted R knee - placed on modified duty		X		0 days	177 days	X						
0			6/17	P5 Bottle Supply	R elbow contusion - slipped and fell on slip sheet - prescription and placed off work	X			2 days	0 days	X						

PLEASE ALSO SPECIFY:

In addition to the loss runs, please specify:

1. Whether or not the costs have been modified and include the specific modifiers that were used (eg. development factors).
2. Total list of locations with employee counts
3. If your team uses a custom normalizer, please specify and deliver that data as well

WHO HAS THIS INFORMATION?

Typically the Controller, Risk Manager or other person within your finance team that oversees your insurance relationships and workers' comp claims will have this information. Alternatively, if you use a third-party Workers' Comp Claims Administrator we would be happy for you to put us directly in touch with them to secure the data.

WILL THIS DATA REMAIN CONFIDENTIAL?

All information provided to StrongArm is confidential and will not be shared with third parties without your expressed written consent.

Your injury data may be anonymized and aggregated with injury data from other companies and used for sales and marketing purposes. Aggregated data will be stored in a way which does not reveal any personally identifying information for you or your employees, and does not identify your company as a client of StrongArm without your express written consent.