

Offering a full working-at-height safety package

Staying at the peak of working-at-height training



There are Swedish companies that offer working-at-height training, products and consultancy. And then there is C2 Vertical Safety, offering a level of quality sought after by organisations for which average preparation is not enough.

Arguably the country's top specialist in the field, C2 sells consultancy, training and equipment to emergency response crews, the army, renewable energy companies, telecommunications firms and other clients for which safety is a major priority.

C2's credentials are evident not just in certifications such as ISO 9001 and 14001, but also in the fact that "if someone puts in an order for a harness we can tell almost immediately if they know what to do with it," says Martin Malmberg, direct business marketing director.

If they don't, C2 helps. The company prides itself in offering an all-round service that goes well beyond simply selling a training course or a piece of equipment, right up to delivering entire rope-access installations and projects.

And as the company has grown, so has the popularity of its comprehensive, consultative approach. But for a long time, it faced a big challenge in a seemingly trivial part of the business: recordkeeping.



Why keeping track is vital for safety

Any working-at-height professional knows that safety is down to just two things: the quality of your knowledge and the quality of your equipment. The first can be maintained through training. The second requires regular inspections.

In both cases, it's vital to keep accurate records so that, for example, a worker is not sent out to do a job they are not qualified for or given faulty personal protective equipment (PPE).

But when you are dealing with training days almost every week and thousands of PPE items from major suppliers that can meet almost any need, keeping records can be a chore.

Individual PPE makers sometimes provide inspection-tracking software, but this usually only works for a particular brand. "We tried different systems, but we always ended up coming back to the same spreadsheet nightmare," says Malmberg.

The scale of the challenge was evident every year in midwinter, when C2 had to practically shut down for a fortnight so staff could carry out equipment inspections and bring records up to date.

Efficiency so high it's in a cloud

Things changed following a chance exchange with Lyon, a company that provides similar services to C2 but in the UK. Lyon was using Papertrail to track its Industrial Rope Access Trade Association certifications, and C2 was intrigued by the platform's potential.

"We tried it and fell in love instantly," says Malmberg.

Papertrail is designed to track any form of inspection or certification, with each record being time-stamped and made instantly available to authorised users. The platform sits in the cloud so it is always available and can be accessed by anyone, from anywhere.

It can be used as an app on mobile devices and is easily integrated into other market-leading systems, such as iAuditor. Also, "it's very easy to learn and easy to use," says Malmberg.

That last point was important to C2 because the company was not just looking for a platform it could use in house. As part of its wider services offering, C2 was keen to give clients a robust PPE tracking system, and Papertrail was ideal.

Today, C2 gives large clients their own Papertrail account as part of a full services offering. Smaller clients, meanwhile, can have PPE and training record keeping hosted on C2's account. And C2 uses the platform for its own PPE and certifications, of course.

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MARTIN MALMBERG
DIRECT BUSINESS MARKETING DIRECTOR



Nowhere near to achieving full potential

Papertrail now forms part of a winning formula for C2. Business has doubled in the last three years and the company is delivering training almost every week of the year. Papertrail's cloud architecture means it can handle the extra capacity easily.

The annual inspection is more efficient thanks to Papertrail. And because it gives C2 and its clients a complete view of the status of training and PPE inspections, "Papertrail is like a glue for our customers," says Malmberg.

Papertrail's ease of deployment and use of the platform is important because C2 sells the platform to its customers. And C2 is only just beginning to scratch the surface of Papertrail's capabilities.

Over time, says Malmberg, C2 hopes to use Papertrail's powerful reporting and analytics capabilities to remind clients when they should be scheduling training and equipment inspections or replacements.

This proactive, full-lifecycle approach is exactly what helps C2 stand out in the market today, and Malmberg says the company is keen to exploit it more fully. "We haven't reached anywhere near our full potential here in Sweden," he says.

Start improving your efficiency today

If you're still relying on a paper-based system to track inspections then you may not be paying much... but it could be costing you dear in terms of administration time, manual errors and other hidden costs. Is that an expense you want to carry on bearing?

Find out how you can run a smarter, safer service today with Papertrail.

**Call us now on +44 1248 719270
or write to us at mail@papertrail.io.**

About C2 Vertical Safety

C2 Vertical Safety AB was founded in 2000 by entrepreneurs with many years of climbing experience. C2 represents the Petzl, La Sportiva, Beal, Checkmate, Bollé Safety and Nite Ize/INOVA brands in Sweden and in 2008 opened the 18-metre-high C2 Training Centre, unique in the Nordic region.

About Papertrail

Papertrail was created out of the need to find an easier way to keep accurate records and demonstrate compliance for equipment inspections and audits.

Today, industry-leading partners, SMEs to larger enterprise and public sector organisations and their staff and contractors trust Papertrail to drive business efficiencies and optimise compliance by managing equipment inspections, certification and safety records.

Find out more at
www.papertrail.io

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Record keeping made simple