

EVERY MINUTE MATTERS:

# The ROI of Onsite Health & Safety





- 00 Introduction →
- 01 The Downtime Dilemma →
- 02 The OnPoint Model: Turning Care into Productivity →
- 03 A Day in the Life: OnPoint Nurse in Action →
- 04 The Safety Multiplier Effect →
- 05 Consultation: The ROI Multiplier →
- 06 Proof in Numbers: ROI Scenarios →
- 07 Case Studies: Real Results →
- 08 The Future of Workforce Health & Safety →
- 09 Conclusion →



# The Business Case for Onsite Health



Every project site runs on time, teamwork, and trust. When an incident happens or a worker leaves the site for testing, that rhythm breaks. Crews pause. Supervisors shift focus. Productivity slips. Multiply that across a project, and the ripple effect becomes costly.

Workforce health is not just about compliance, it's about performance. Companies that treat safety and occupational health as strategic investments consistently outperform those that don't.



## Executive Summary

This eBook shows how OnPoint's onsite health and safety programs deliver measurable business results by helping organizations:

- **Reduce downtime** through onsite testing and care.
- **Lower injury-related costs** and insurance premiums.
- **Improve compliance** and workforce wellbeing.
- **Drive measurable ROI**, supported by OSHA, NIOSH, CDC, and NSC data.

Each chapter connects productivity and safety outcomes with credible third-party data, demonstrating how OnPoint turns health and safety into a business advantage.

**\$176.5 billion**

Total cost of work injuries in 2023 (NSC)

**\$4–\$6 ROI**

for every \$1 invested in safety programs (OSHA)



## The Business Case for Onsite Health

Workforce health is more than a compliance requirement. It is a competitive advantage that directly affects productivity, profitability, and reputation. In high-risk industrial and construction environments, every hour lost to injury treatment, testing logistics, or compliance interruptions can lead to substantial financial losses.

According to the National Safety Council (NSC), the **total cost of work injuries in 2023 reached \$176.5 billion**, including \$53.1 billion in lost wages and productivity and \$36.8 billion in medical expenses.

### [NSC Injury Facts](#)

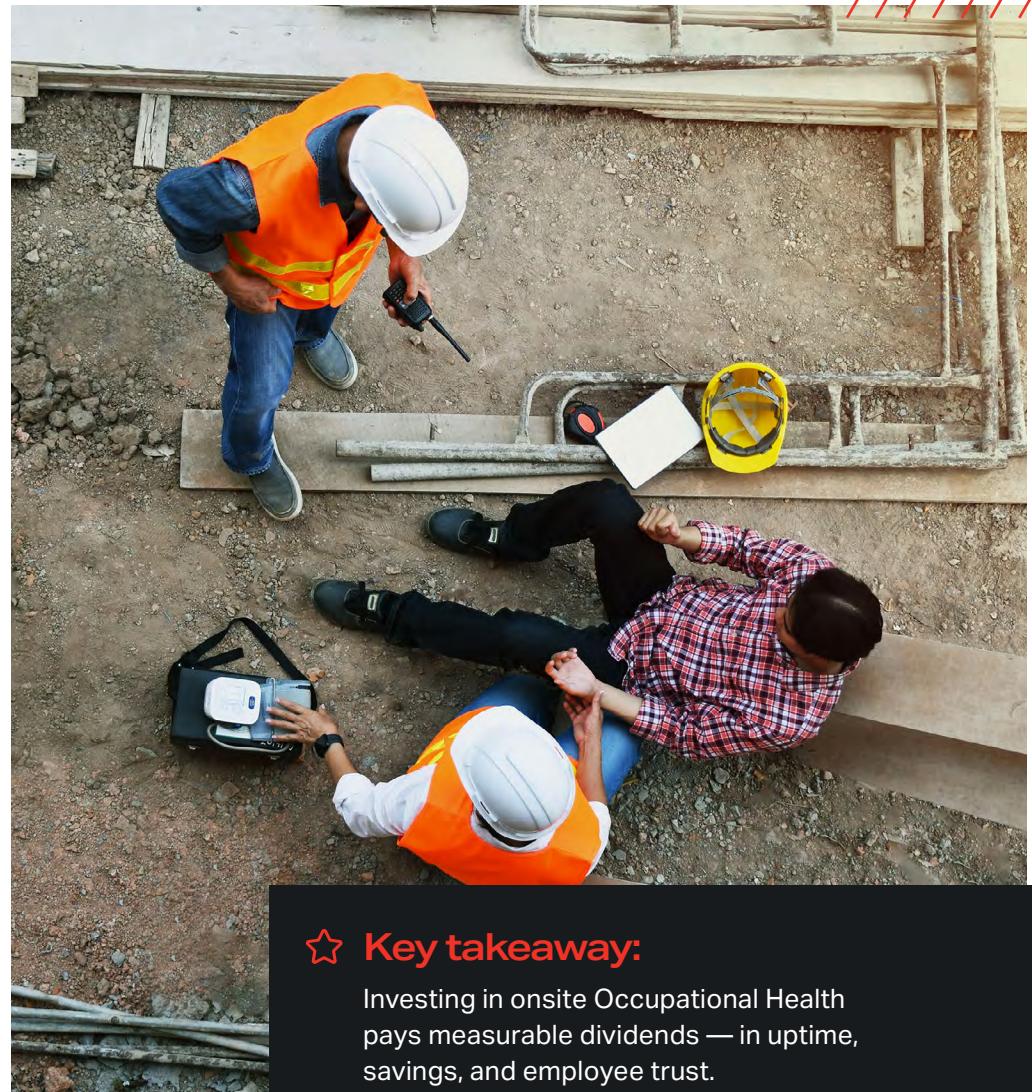
The Occupational Safety and Health Administration (OSHA) estimates that indirect costs, such as retraining, replacement labor, and lost time, can be two to four times higher than direct medical costs.

### [OSHA Business Case for Safety](#)

OSHA's Safety Pays tool shows that companies can **save \$4 to \$6** for every \$1 invested in safety and health programs.

### [OSHA Safety Pays Background](#)

These facts make one thing clear: investing in proactive onsite health programs not only protects workers but also improves overall business performance. OnPoint's integrated approach helps companies realize these savings by reducing downtime, improving compliance, and managing risk more effectively.



### ★ Key takeaway:

Investing in onsite Occupational Health pays measurable dividends — in uptime, savings, and employee trust.

# The Downtime Dilemma

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When workers must leave a site for testing or treatment, the clock keeps ticking. Lost hours add up to lost revenue.

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# The Data Tells the Story:



## Over 1.5 million

Over 1.5 million nonfatal injuries and illnesses were reported in 2023 (OSHA).

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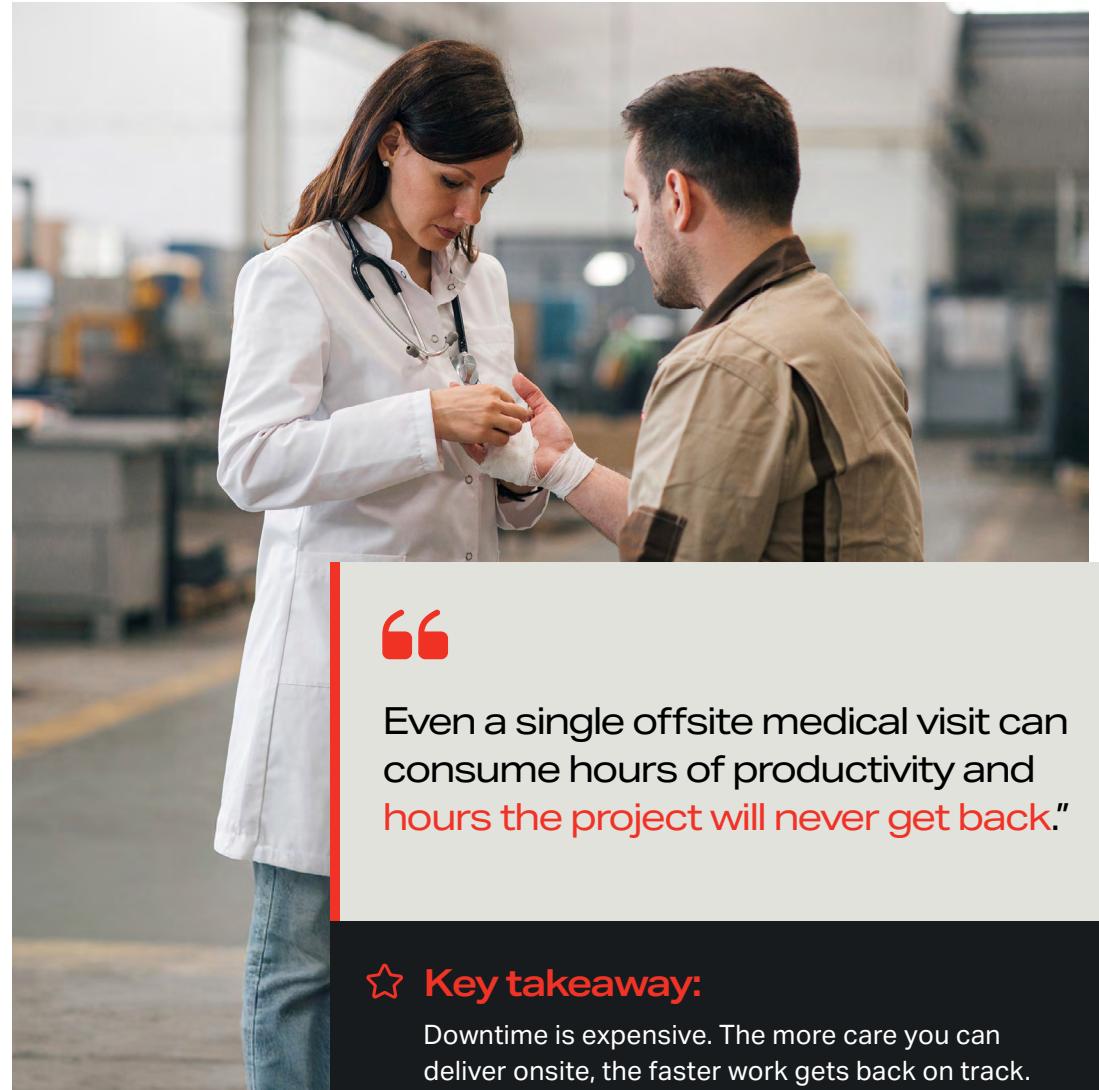
**\$44,000**

Each medically consulted injury costs employers an average of \$44,000 (OSHA).

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**2-4x higher**

Indirect costs like retraining, overtime, and lost productivity can be 2-4x higher.



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Even a single offsite medical visit can consume hours of productivity and hours the project will never get back.”

★ **Key takeaway:**

Downtime is expensive. The more care you can deliver onsite, the faster work gets back on track.

# The OnPoint Model: Turning Care into Productivity

# Immediate Care, Immediate Savings



## 30 minute

turnaround is the average time for onsite testing vs. 4 hours offsite

## 87.5%

reduction in testing downtime with OnPoint's onsite model



OnPoint's onsite nurses provide first aid, triage, and case management that keep minor injuries from escalating. When treatment happens onsite, recordables drop, morale rises, and productivity continues.

# Benefits of the OnPoint Approach:



Workers return to the job faster



Supervisors stay focused on operations



Compliance tracking is simplified



## Onsite Drug & Alcohol Testing

Traditional testing can take workers away for half a day. OnPoint brings the collection site to the jobsite. Workers are tested, cleared, and back on site in about 30 minutes.

### **The result:**

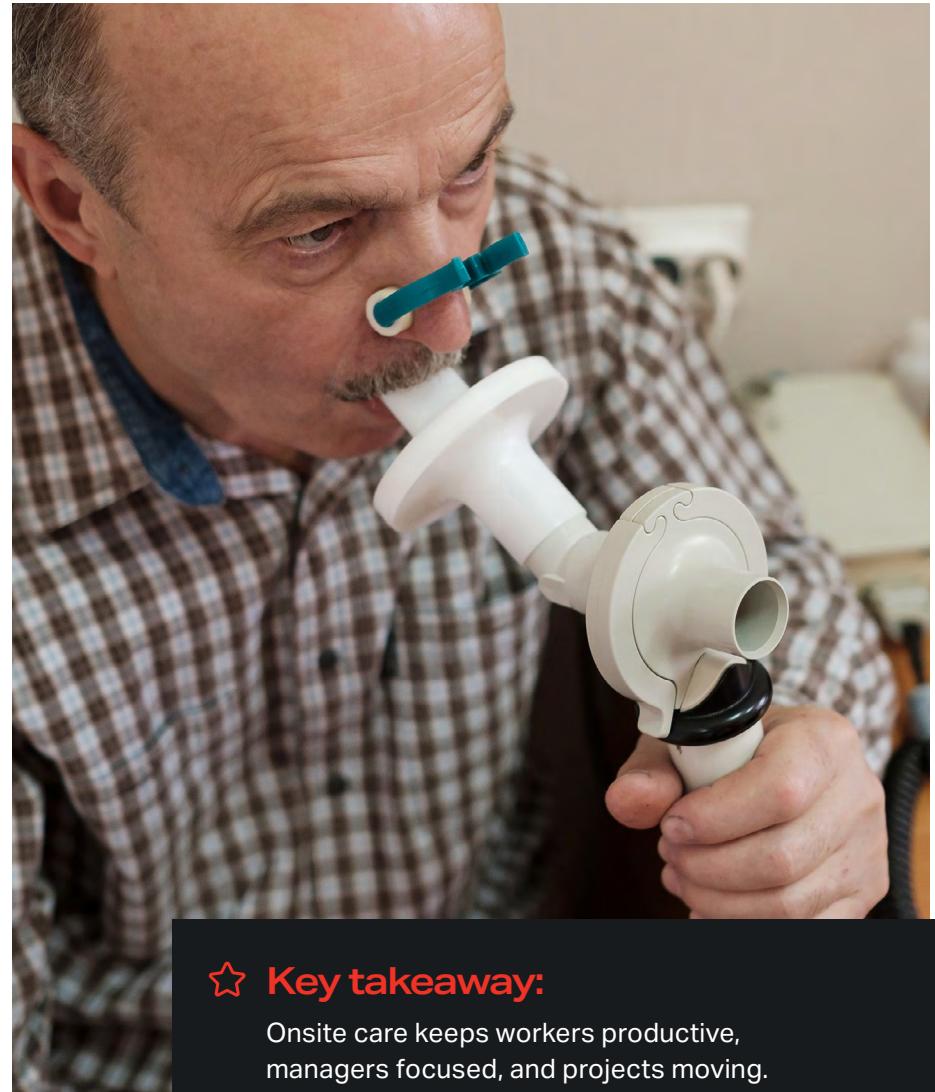
Faster compliance, uninterrupted workflow, and major cost savings.

# Comprehensive Health Oversight

OnPoint delivers complete onsite surveillance, including:

-  **Audiometric testing**
-  **Respirator fit testing**
-  **Pulmonary function assessments**
-  **Medical clearances**

NIOSH identifies regular onsite health monitoring as a proven way to reduce chronic occupational illnesses and long-term costs.



## ★ Key takeaway:

Onsite care keeps workers productive, managers focused, and projects moving.

# A Day in the Life: OnPoint Nurse in Action

## A Day in the Life of an OnPoint Nurse

**7:00AM** Morning health screenings and injury check-ins

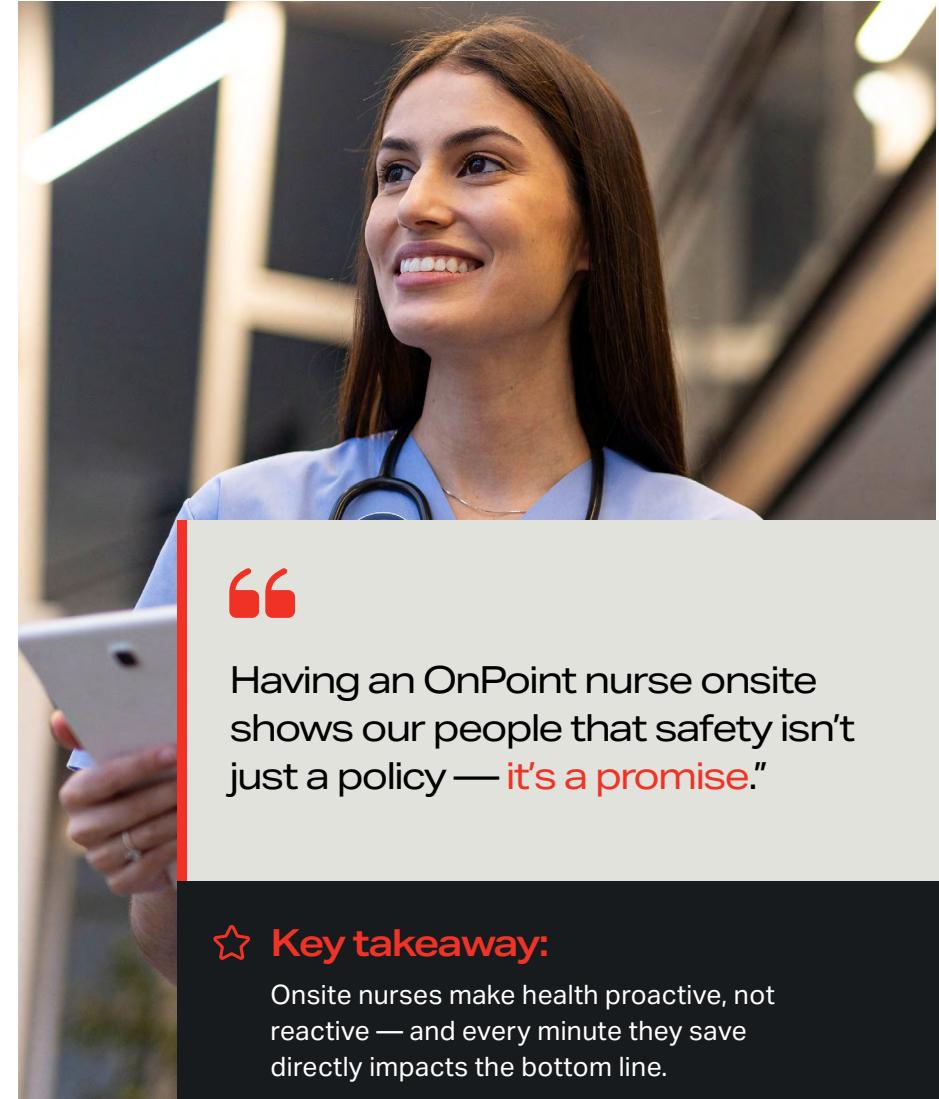
**9:00AM** Audiometric and fit testing for crews

**11:00AM** Quick response to a hand strain on-site; worker cleared within the hour

**2:00PM** Safety huddle with supervisors on prevention trends

**4:00PM** End-of-day reports and compliance updates

**+** Every task keeps the project running smoothly — minimizing disruptions, keeping crews healthy, and building trust in safety culture.



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Having an OnPoint nurse onsite shows our people that safety isn't just a policy — **it's a promise.**”

### ★ Key takeaway:

Onsite nurses make health proactive, not reactive — and every minute they save directly impacts the bottom line.

# The Safety Multiplier Effect

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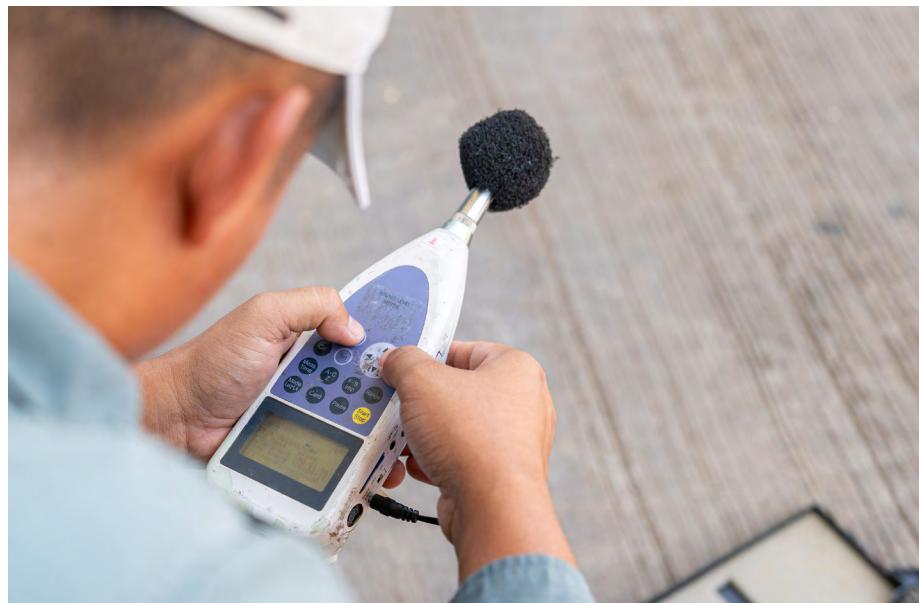
Occupational Health is the foundation.  
Safety services multiply its impact.

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# Example Integration:

During a noise exposure audit, OnPoint nurses perform audiometric testing while the consultation team evaluates exposure and recommends controls.

**The result:** compliance with OSHA's 29 CFR 1910.95 Noise Standard and reduced long-term risk.



OnPoint's safety audits, permits, and compliance management prevent hazards before they cause downtime — ensuring projects remain fully protected.

OSHA-compliant programs can cut injury rates by up to

**50%**

## ★ Key takeaway:

When Occupational Health and Safety work together, projects achieve stronger compliance, fewer incidents, and smoother operations.

# Consultation: The ROI Multiplier

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OnPoint's Consultation services connect health and safety into one continuous cycle of improvement. Organizations that pair onsite health with proactive consultation see fewer compliance gaps, faster recovery, and higher ROI.

# Benefits of the Combined Approach:



Annual facility exposure assessments



Continuous improvement through joint audits



Strategic safety recommendations tied to health data



NIOSH's Total Worker Health® research shows companies integrating both health protection and promotion experience higher worker satisfaction and retention.



When care and consultation work together, companies see **fewer safety gaps, better compliance, and measurable savings.**

## ★ Key takeaway:

Consultation turns short-term savings into sustainable results.

# Proof in Numbers: ROI Scenarios

# Traditional Model vs. OnPoint Model

**+\$520k**

in potential annual savings for a single site

Cost Category	Traditional Model	OnPoint Model	Savings
Downtime Delays	\$75,000	\$37,500	\$37,500
Offsite Testing & Travel	\$500,000	\$62,500	\$437,500
Administrative Overhead	\$30,000	\$15,000	\$15,000
Insurance & EMR Impact	\$40,000	\$10,000	\$30,000
<b>Total</b>	<b>\$645,000</b>	<b>\$125,000</b>	<b>\$520,000</b>

# Example Scenario:



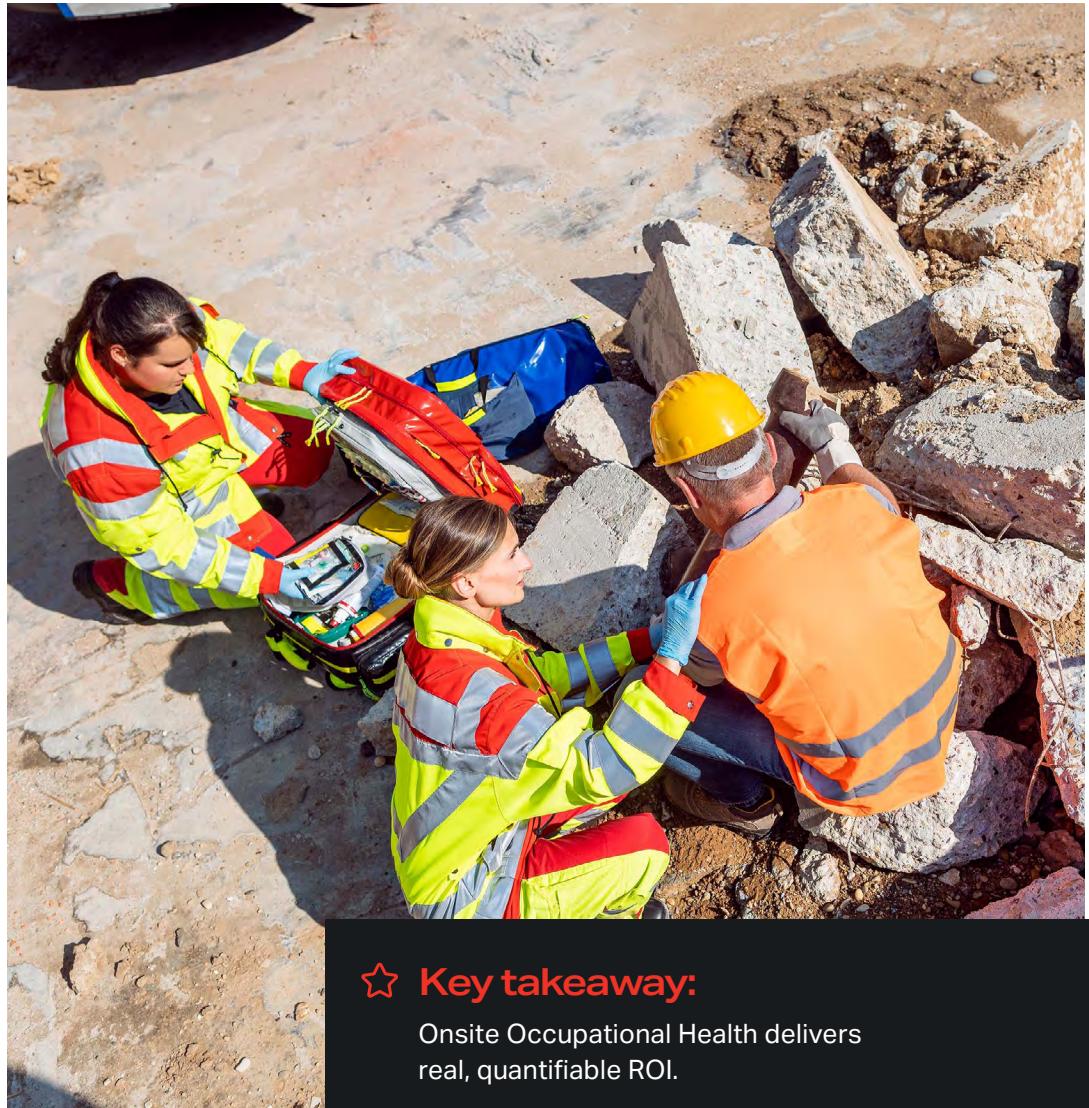
A 1,000-person jobsite saving one hour per worker per week recovers 52,000 labor hours annually. This is the equivalent of adding 25 full-time employees without increasing headcount.

**1,000-person jobsite**

- x 1 hour saved per worker**
- x 52 weeks a year**

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**= 52,000 hours recovered**



## ★ Key takeaway:

Onsite Occupational Health delivers real, quantifiable ROI.

# Case Studies: Real Results



## Construction Project

- 21,000+ manhours saved
- Zero unplanned downtime
- Fully integrated onsite health and safety



## Refinery Operations

- Multi-phase OnPoint rollout
- Recordables reduced year-over-year
- EMR improvements and lower insurance premiums

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With OnPoint onsite, **injuries are treated immediately**, and projects stay on track.”

★ **Key takeaway:**

Real clients see measurable outcomes — fewer incidents, faster recoveries, and more uptime.

# The Future of Workforce Health & Safety

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The future of workplace health is proactive, data-driven, and integrated.

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NIOSH's *Total Worker Health*® initiative shows that combining health, safety, and wellbeing creates sustainable performance gains.

Emerging technologies like wearable safety sensors, predictive analytics, and real-time monitoring will deepen how companies protect their people. OnPoint's onsite model is built to evolve with these tools.

Integrated health programs yield

**25–40%**

productivity improvement (NIOSH)



★ **Key takeaway:**

The next era of occupational health belongs to those who act before incidents happen.

# Every Minute Matters

[Calculate Your ROI →](#)

[Schedule a Consultation →](#)

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Every minute lost to offsite treatment or downtime affects productivity, cost, and safety. By bringing care, testing, and consultation to the jobsite, **OnPoint turns that lost time into measurable performance.**

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## Sources

- OSHA Safety Pays Estimator
- OSHA 29 CFR 1910 & 1926 Regulations
- OSHA Business Case for Safety
- NIOSH Total Worker Health® Program
- CDC Workplace Health Promotion
- National Safety Council Injury Facts, 2023