

GENERAL QUESTIONS

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Q. WHAT IS DBO² *SafetyNet* ?

A. DBO² SafetyNet is a software-based service that simplifies the collection, analysis and dissemination of job site safety information. Its simple-to-understand analysis allows management to evaluate current leading risk indicators and take action before at-risk behaviors become accidents or injuries.

Q. HOW DOES DBO² *SafetyNet* WORK?

A. Safety inspectors and field personnel use a handheld device with easy point-and-click technology to record observations in up to 20 specific safety and risk areas. Observations are automatically reviewed against safety and risk parameters, organized, prioritized and summarized in relevant reports for distribution to the project team and field leadership. Next steps ranging from intervention to additional employee training can then be determined.

Q. WHAT IS THE VALUE OF THE DBO² *SafetyNet* SERVICE?

A. We help clients establish a baseline of performance and predict accidents and incidents before they happen. For contractors, owners, and insurance companies, job site safety is an enormous issue that if unmanaged, can lead to costly litigation, lost days at work for employees, skyrocketing insurance and workers' compensation premiums, missed project deadlines, OSHA and other regulatory violations/fines and worse of all injuries or fatalities.

Q. WHAT INDUSTRIES ARE USING DBO² *SafetyNet* TODAY?

A. Over 100 construction, manufacturing, industrial and insurance companies are using DBO² SafetyNet today to manage ongoing operations and construction projects in highly decentralized, high-risk work environments.

Q. HOW MANY SUBSCRIBERS DOES DBO² *SafetyNet* HAVE TODAY?

A. More than 5000 users across over 100 companies and 3000 projects rely on our service every day. In fact, we've recently partnered with several large entities – including several chapters of the Associated General Contractors of America, Zurich NA, ABD Insurance, The Graham Company, Allied North America, ACE Risk Management and others – to introduce DBO² SafetyNet to their customers, member organizations and employees.

Q. HOW CAN I BENEFIT FROM YOUR SUBSCRIBER DATABASE?

A. The DBO² SafetyNet service is quickly becoming an industry standard and a baseline of safety performance. As the number of observations and inspections captured continues to grow through our large subscriber base, we gain more trending information which results in increased accuracy at predicting and preventing incidents. This benefit is made available to our customers for benchmarking and self-assessment purposes. Recently, DBO² passed the 5,000,000-observation mark across thousands of observed projects and companies.

Q. WHAT TYPE OF INFORMATION DOES DBO² *SafetyNet* TRACK ON JOB SITES?

A. Using DBO² SafetyNet, safety inspectors and field personnel can record observations to measure safety and risk exposure in a variety of areas, including loss control, general liability, worker's compensation, fee erosion and schedule. Clients use DBO²'s "best in class" safety inspection questions collected from OSHA, Construction Insurance Institute, and over 100 different clients, or can customize questions based on their own experience. Customization of safety observations is a simple process that is covered during new client implementation and updated as our clients needs and processes evolve.

Q. WHAT KIND OF REPORTS CAN I GET WITH DBO² SafetyNet?

A. Thousands of reports can be pre-configured or customized and are available immediately once an observation is completed. Observations are delivered automatically to field teams, safety engineers and management. Reports allow users to view or distribute shared information across multiple sites, inspectors and projects; compare safety performance by region, contractors/subcontractors, or project type; and benchmark company results against aggregate data from other users in the same industry. Users can also include photos, audio, graphs and an optional cover letter to create a comprehensive, professional report.

Q. HOW HAS THIS OBSERVATION INFORMATION BEEN COLLECTED HISTORICALLY?

A. This data has been collected manually or unfortunately not at all. Observations are often fragmented, distributed and difficult to consolidate for analysis. By automating the normally time-consuming and tedious process of collecting observations with DBO² SafetyNet, tremendous efficiencies are achieved for the customer. Using DBO² SafetyNet, data is captured, shared and analyzed. On average, 50 to 100 observations are captured for safe and at-risk procedures and practices for each inspection.

Q. WHAT HARDWARE OR SOFTWARE REQUIREMENTS DO I NEED IN ORDER TO RUN DBO² SafetyNet?

A. Since we provide the DBO² SafetyNet application as a service, all you need is a handheld mobile device (Palm, Pocket PC), a PC and a Web browser. System requirements are as follows:

- Handheld devices can be either Palm (OS 3.1 or higher) or Pocket PC (Windows Mobile 2002 or 2003).
- Windows 98 or higher
- Internet Explorer 5.5 or higher with access to the Internet

The SafetyNet configuration supports the use of various proxy servers/rules.

Q. WHAT TRAINING IS REQUIRED TO LEARN TO USE DBO² SafetyNet?

A. DBO² SafetyNet is easy to learn and can be used immediately, by even the most “technically challenged.” Our customers find that using our service takes only a few hours to get started — it’s extremely intuitive and user-friendly. If you know how to turn on a PC, you can learn how to use DBO² SafetyNet. We also offer self-paced training via the Internet so that you can train your people when it is most convenient for them.

Q. HOW DO I GET UPGRADES TO DBO² SafetyNet ?

A. Because DBO² SafetyNet is a service, each time we add a new feature, you will have access to it immediately the next time you synchronise or log into the service. There is no need to download any software or make system adjustments.

Q. HOW IS DBO² SafetyNet PRICED?

A. DBO² SafetyNet pricing is based on the number of users, projects or locations in your organization. Often, the monthly price of our service is less than the cost of a good hand tool. The cost of DBO² SafetyNet is recovered in reduced accidents, lower insurance costs and reduced administrative expenses.

Q. WHO IS BEHIND DBO² AND THE DBO² SafetyNet SERVICE?

A. A number of technology and construction leaders from multi-billion dollar firms, including Honeywell, DPR Construction, Accenture, and Oracle. DBO²'s CEO is Barry Nelson, who was an executive at Honeywell for the US, Europe, Middle East and Africa before founding DBO².

The safety parameters for DBO² SafetyNet were specified by global leaders in construction risk mitigation. We have both formal and informal forums with our users to enhance the quality and effectiveness of our service every month.

Q. WHAT IS MEANT BY A SOFTWARE-BASED SERVICE?

A. Our clients do not actually purchase DBO² software, but instead subscribe to a service delivered via the Internet. If you have a Web browser, a handheld device and an Internet connection, you are ready to start using the service.

Q. WHY WOULDN'T I JUST PURCHASE AND HOUSE DBO² SafetyNet ON MY SERVER?

A. Most customers do not want the expenses associated with software and technical development, implementation and ongoing maintenance. By spreading costs over the entire subscriber base, we can offer customers significant cost savings. In addition, customers want to view industry benchmarks and how their performance ranks against peers on key business metrics in real time. By interconnecting clients, the power of shared information across multiple independent companies can be accessed and the cost of developing and housing software in-house is eliminated.

Q. WHAT ARE THE ADVANTAGES OF WORKING WITH A SERVICE PROVIDER LIKE DBO² VERSUS OWNING THE SOFTWARE?

A. There are many benefits to this type of arrangement:

- **NO UPFRONT CAPITAL EXPENSE.** Avoid the direct and hidden costs of software, which include implementation, customization, hardware, in-house technical support, maintenance, and training, which can add up to 90% of the cost of purchase. If you are not satisfied with the service you can cancel your subscription without suffering the cost of purchased hardware and software.
- **EASE OF SET-UP.** You don't need special hardware and the software service is scaled to meet the needs and budgets of large, medium and small businesses.
- **INSTANT ACCESS TO LATEST FEATURES.** Because it is housed at a central server, code updates made to the DBO² server are immediately available to the customer – without need for updates, patches or extra work.
- **FOCUS ON YOUR BUSINESS, not building or maintaining technology.** Your IT resources can focus on supporting your business goals, not developing software.
- **ACCESS AGGREGATE DATA BEYOND JUST YOUR FIRMS' DATA, increasing the potency of trending reports.** You gain access to, and can benchmark against the best practices and innovations of many construction, risk engineering and insurance professionals who work with DBO² to continuously improve the service.

Q. WHERE IS MY DATA STORED AND IS IT COMPLETELY SECURE?

A. Your data is stored in our centralized servers at a secure, high-tech data center near San Francisco, California. Our state-of-the-art security technology infrastructure ensures that your data is completely safe, which is why more than 5000 users have trusted us with their customer information.

Q. WHAT HAPPENS WHEN THE DBO² SafetyNet DATABASE GOES DOWN?

A. DBO² SafetyNet has built redundancy into all its systems in order to minimize any system failures.