SMART. SAFE. MĀKUSAFE.

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AMERICAN SOCIETY OF SAFETY PROFESSIONALS
West Michigan Chapter

MĀKUSAFE

Making the World Safer Through Technology & Data
November 30, 2021 - Western Michigan ASSP

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THE MĀKUSAFE MISSION

Making The World Safer Through Technology & Data.

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SMART. SAFE. MĀKUSAFE.

2019 ACORD Insurtech Innovation Award Winner

Accelerators: BrokerTech Ventures 2020 | Plug and Play 2018

Featured in over 100 publications globally

CEO Named 2021 Person to Watch in Manufacturing by Smart Manufacturing

CEO Named 2020 Top 10 InsurTech Influencer by ACORD

EHS Today

IndustryWeek

TECHBLITZ

Plant Services

coverager

YAHOO! NEWS

FinTech

SMART manufacturing

E&MJ ENGINEERING AND MINING JOURNAL

RISK & INSURANCE

INSURANCE JOURNAL

MākuSafe Is Getting Global Attention & Recognition

MākuSafe CEO on the cover of June 2020 Edition of Smart Manufacturing Magazine.

"Connected workers are the future of every worksite across the planet. Just like safety glasses, hearing protection, and hard hats, workforce wearables are the next evolution. Increased safety and improved productivity are the driving forces behind Industry 4.0 and connected worker technologies like MākuSafe."

- **Gabriel Glynn** *CEO, MākuSafe*

MākuSafe Is A Recognized Leader In Safety & Industry 4.0

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In every industrial environment, there are clues…

… leading indicators
& near misses that we
collect automatically,
analyze and use…

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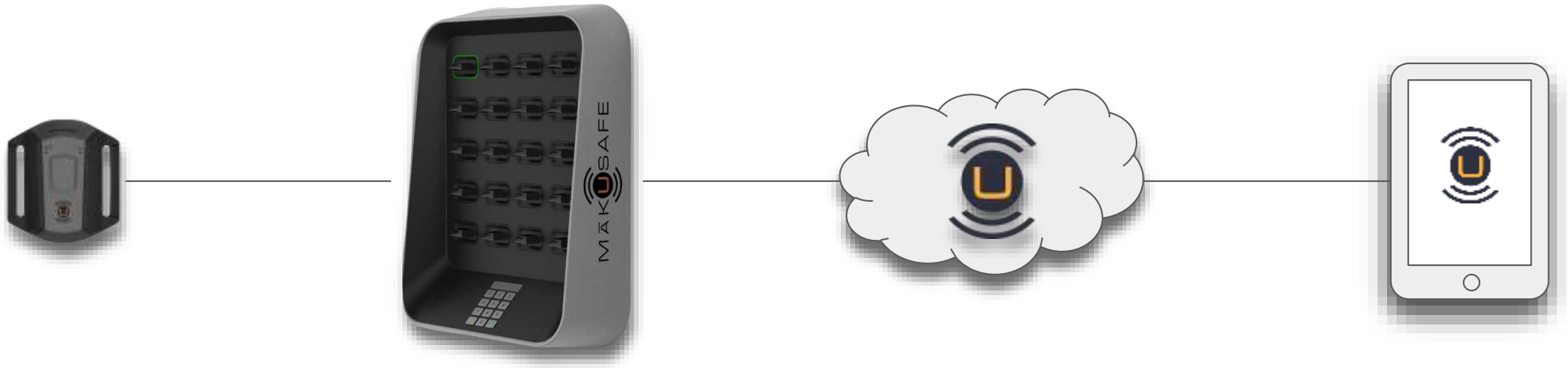
SLIPPING
HIGH TEMP
LOW LIGHT
HIGH TVOC
TRIPPING
… to predict & prevent injuries and claims.

MĀKUSAFE

- ✓ Reduction in Accidents
  - Claim Frequency - Down 50%
  - Total Claims - Down 50%
  - Claims severity - Down 90%
- ✓ Increased Transparency & Communication, Culture Building
  - Increase in “Good Catches / Near-Misses” & reported observations from front lines.
- ✓ Uncover Unknowns (Harness data and sensor technology to discover insights previously unavailable.)
- ✓ Simplify EHS Documentation (Immediately shows EHS value.)
- ✓ SHMS – Safety & Health Management System Effectiveness
- ✓ Efficiency & Productivity Impact

Benefits Realized!

Workers check out MākuSafe device for their shift



Connected Worker

Real Time Risk & Hazard Intelligence

MākuSmart Cloud

Safety Leaders Application

Technology Overview

THE MĀKUSAFE WEARABLE DEVICE GATHERS AND TRANSMITS DATA IN REAL-TIME TO THE MĀKUSMART CLOUD.

A Sensor-Packed Data Gathering Wearable Device

Privacy Concerns:

- Nothing Personal, Biometric, or HIPAA Covered
- No Visual, Auditory, or Haptic Feedback
- Not Continuously Tracking

COVID Concerns:

- No Personal Devices
- Sanitizable

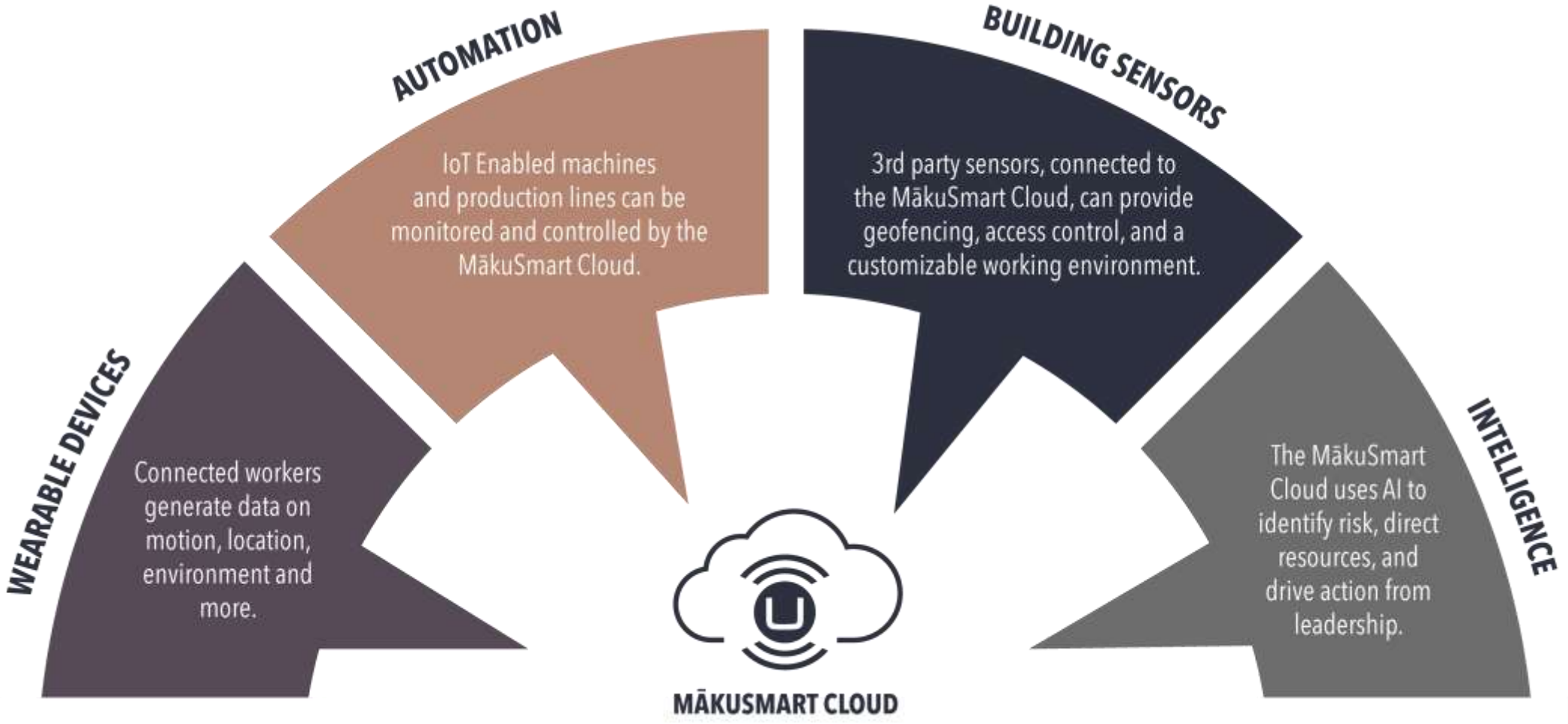
MākuSafe Concern For Worker Privacy

Support for Multiple Devices

- Immediately Actionable
- Easy To Understand
- Capture Near-Misses
- Listen to Voice Memo
- Identify Hazards
- Understand Trends
- Create Tasks & Track
- Document Incident
- Autofill Compliance Forms
- Alert To Leadership
- Opt-In Notifications
- Customize Reports
- Stop Spread of Disease

MākuSmart 2.0 – Safety & Risk Intelligence SaaS Platform

WORKSITES ARE COMPLEX, CONNECTED ENVIRONMENTS. MĀKUSMART BRINGS THAT ALL TOGETHER IN A SINGLE CLOUD PLATFORM.



MākuSmart Is At The Center Of An Industry 4.0 Solution

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MākuSafe RāngeView
Worker Proximity
Contact Tracing
Connected Workforce

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Contact Tracing & Density Mapping

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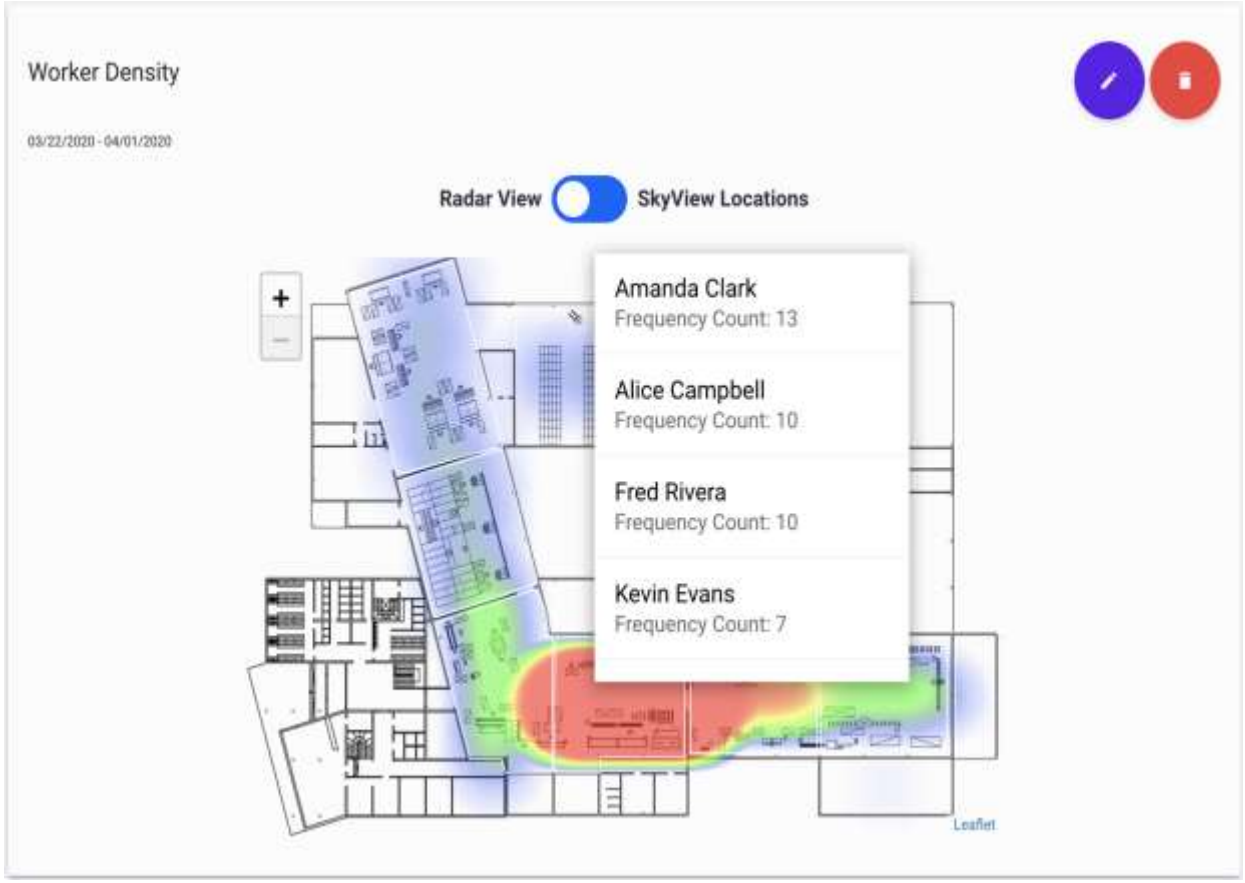
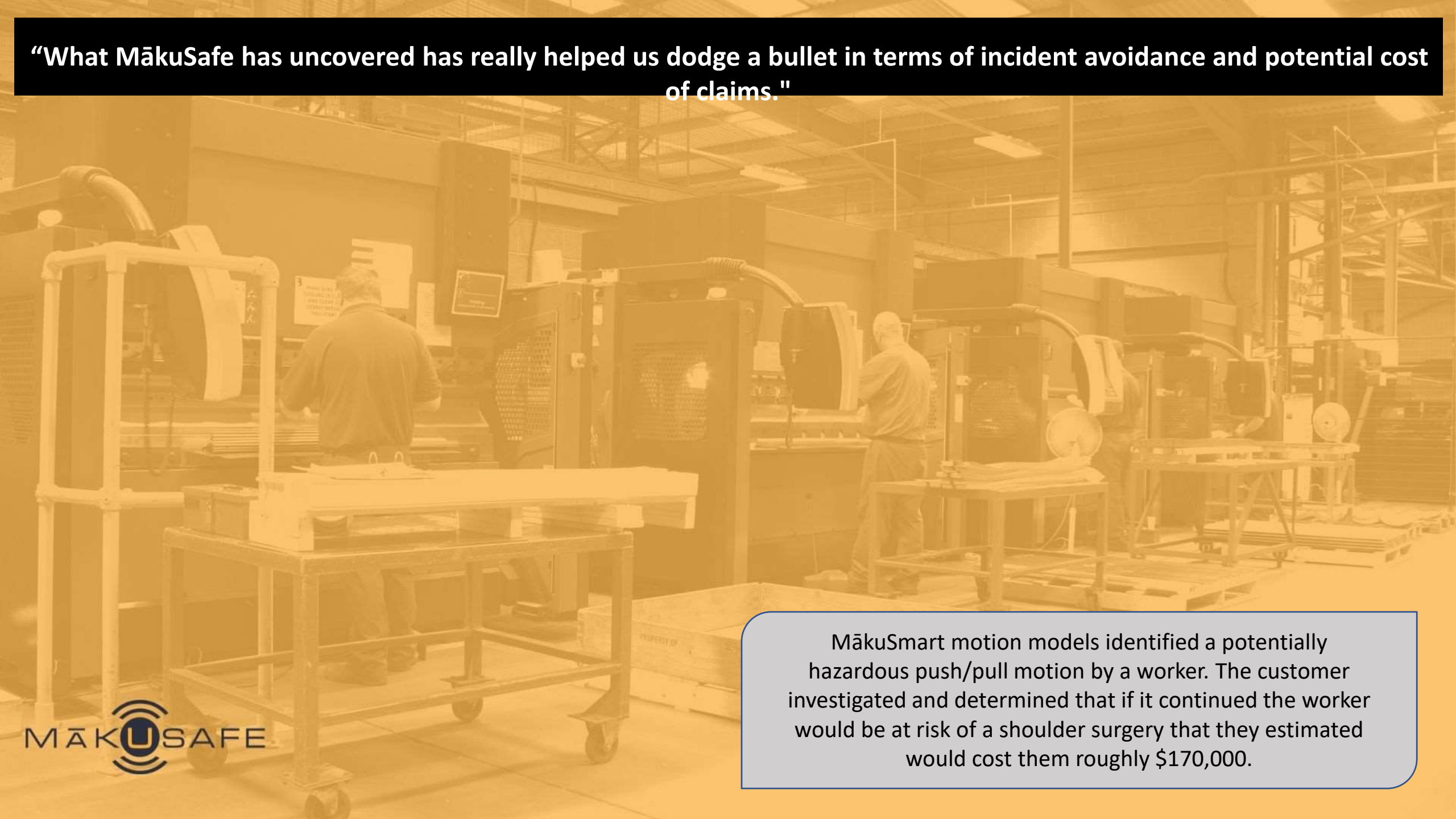
Social Contact Tracing for Fred Rivera

Worker Name	Contact Count
Amanda Clark	3
Alice Campbell	2
Kevin Evans	2



“What MākuSafe has uncovered has really helped us dodge a bullet in terms of incident avoidance and potential cost of claims."



MākuSmart motion models identified a potentially hazardous push/pull motion by a worker. The customer investigated and determined that if it continued the worker would be at risk of a shoulder surgery that they estimated would cost them roughly $170,000.

Demonstrated reductions in claims frequency and severity.

MākuSmart sent notification to safety leadership as worker on a construction site reached 90% of their allowable noise exposure after just 3 hours on the job. The worker was cutting concrete and should have been wearing hearing protection but was not.

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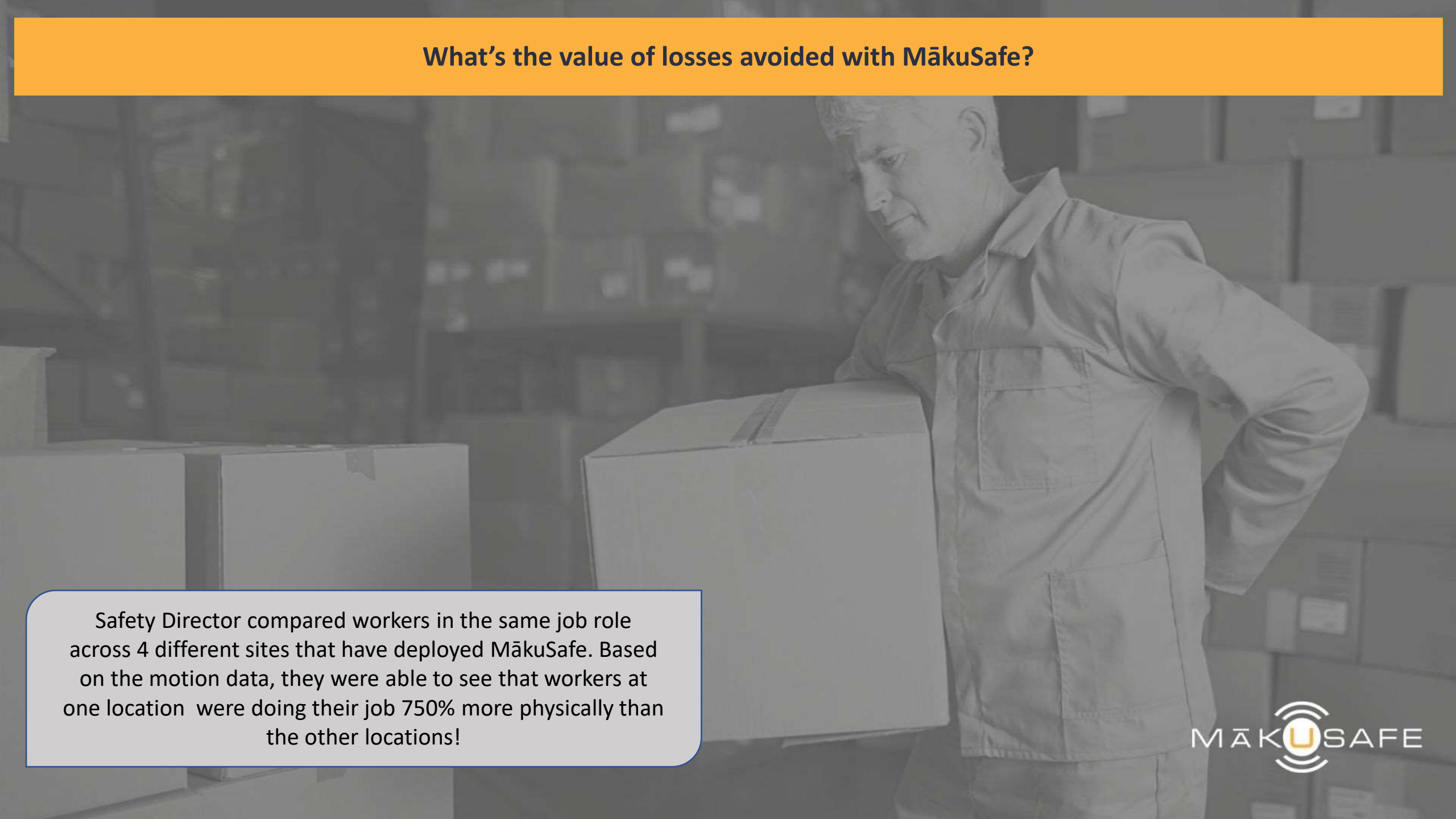
What's the value of losses avoided with MākuSafe?



Safety Director compared workers in the same job role across 4 different sites that have deployed MākuSafe. Based on the motion data, they were able to see that workers at one location were doing their job 750% more physically than the other locations!

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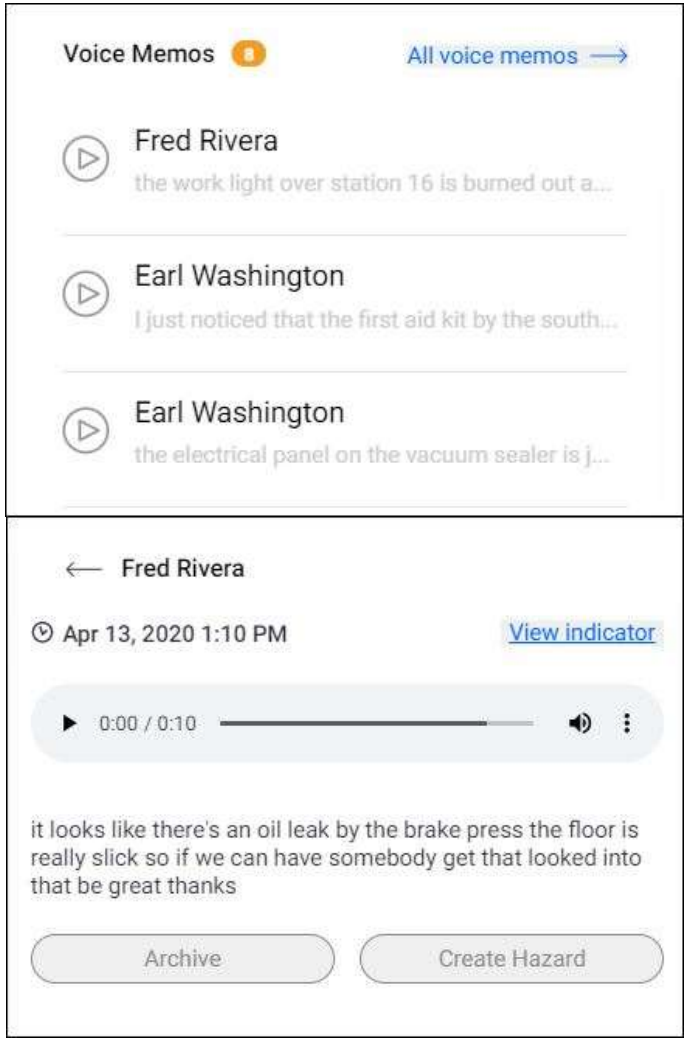
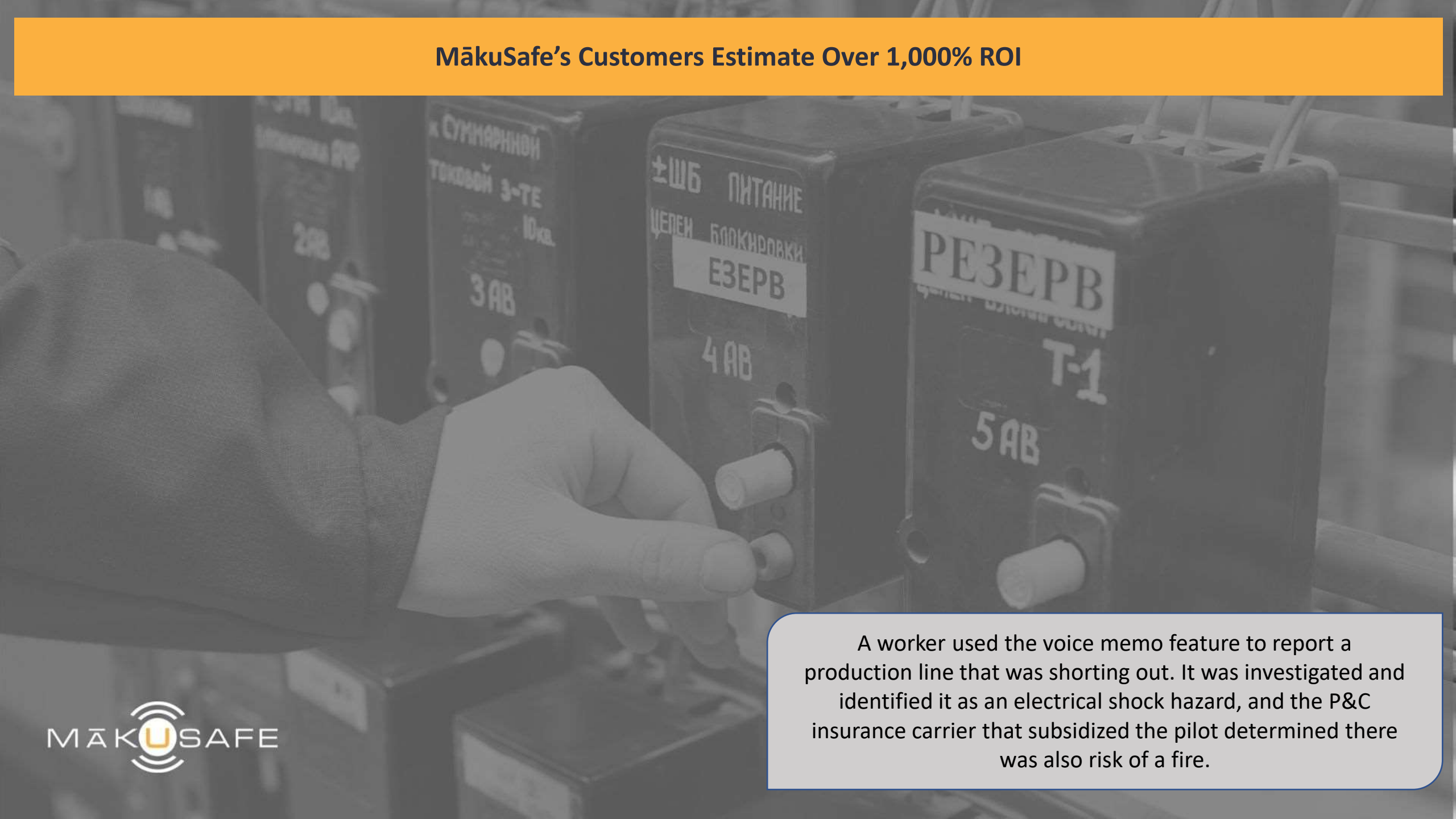
Voice Recorded Good Catches & Near-Misses

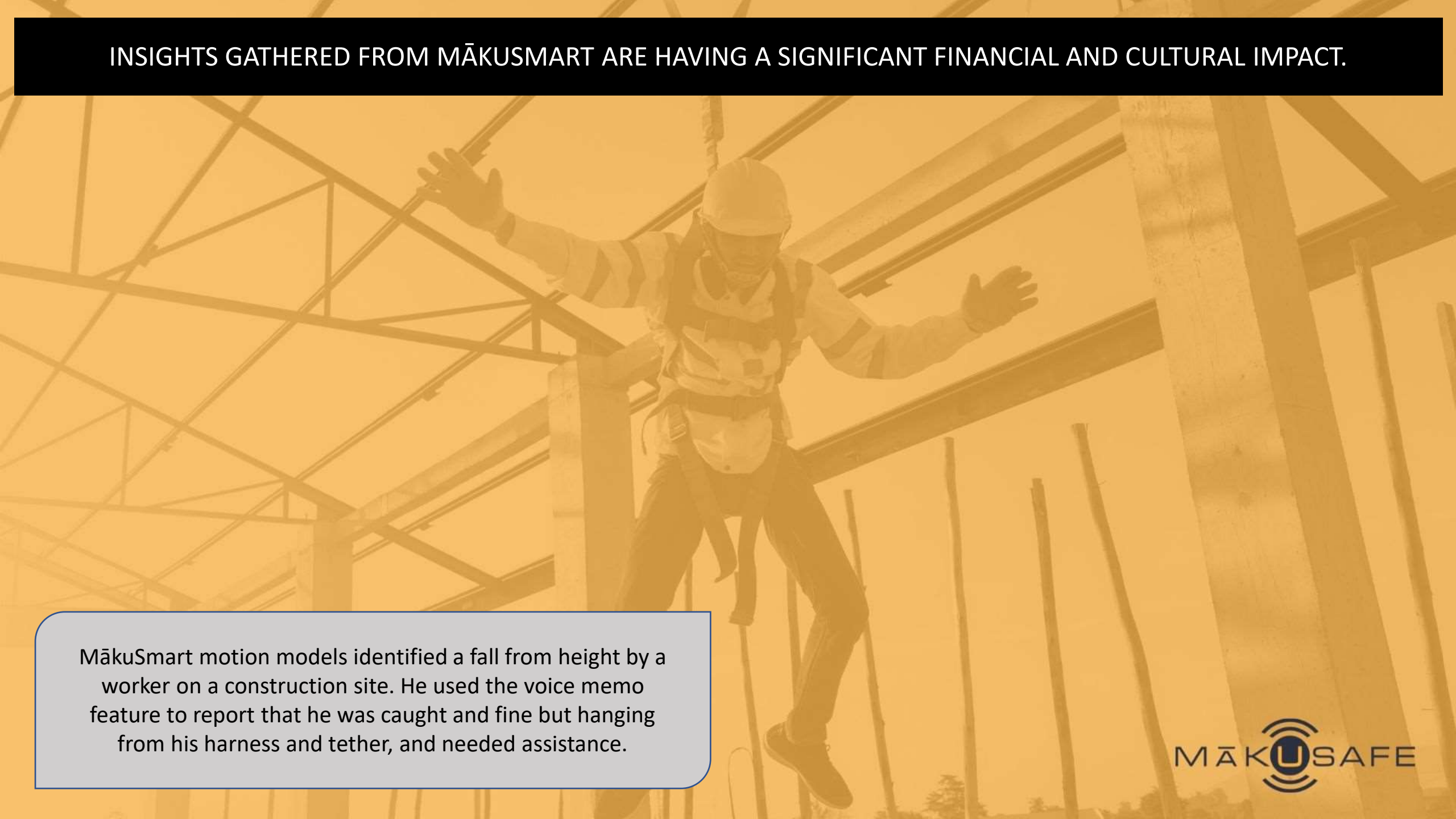


MākuSafe's Customers Estimate Over 1,000% ROI



A worker used the voice memo feature to report a production line that was shorting out. It was investigated and identified it as an electrical shock hazard, and the P&C insurance carrier that subsidized the pilot determined there was also risk of a fire.

INSIGHTS GATHERED FROM MĀKUSMART ARE HAVING A SIGNIFICANT FINANCIAL AND CULTURAL IMPACT.



MākuSmart motion models identified a fall from height by a worker on a construction site. He used the voice memo feature to report that he was caught and fine but hanging from his harness and tether, and needed assistance.

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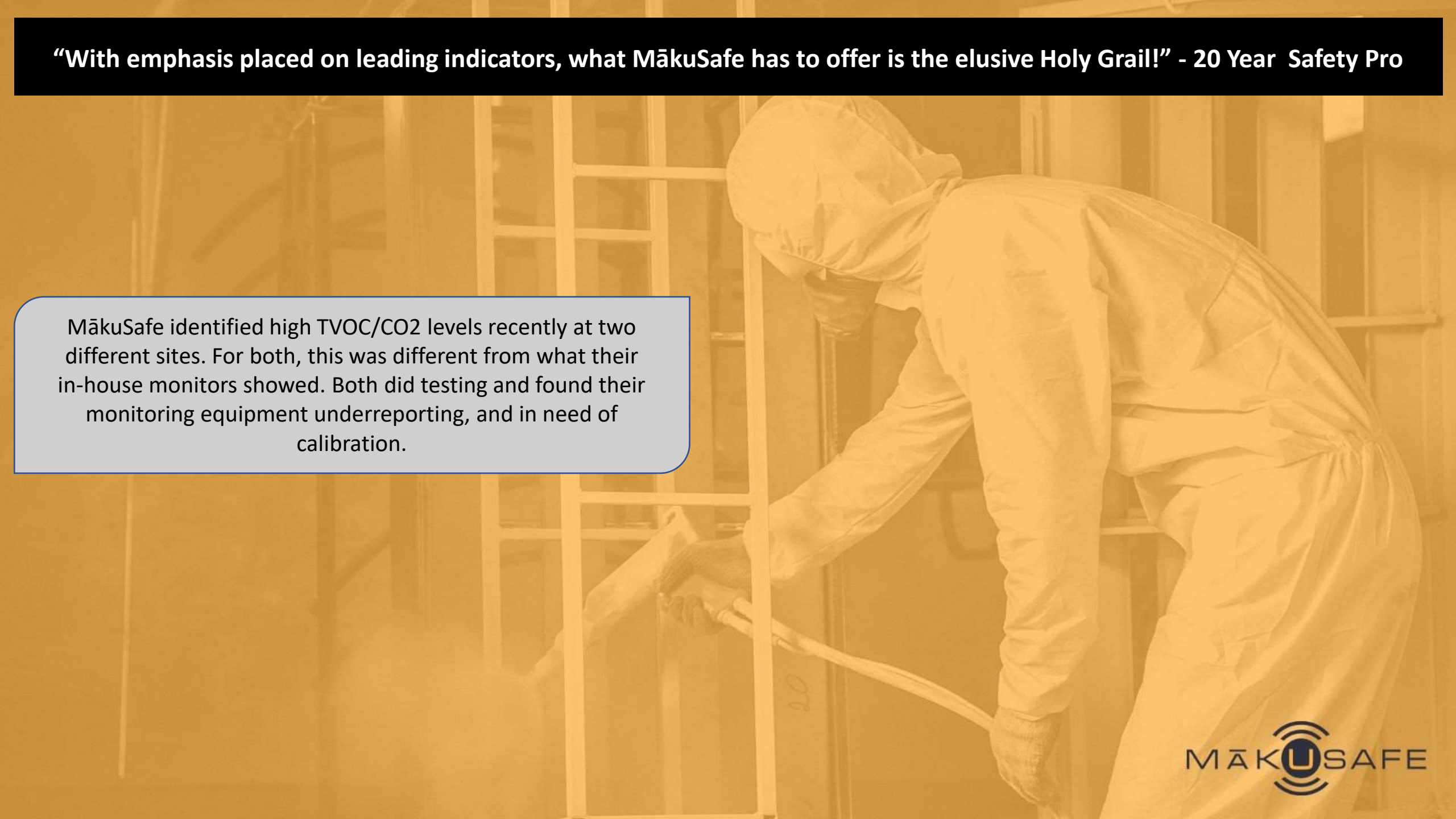
“With emphasis placed on leading indicators, what MākuSafe has to offer is the elusive Holy Grail!” - 20 Year Safety Pro



MākuSafe identified high TVOC/CO2 levels recently at two different sites. For both, this was different from what their in-house monitors showed. Both did testing and found their monitoring equipment underreporting, and in need of calibration.

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“MākuSafe offers us a way to collect and use data to protect our workers every step of the way.”

MākuSafe identified repeated high force motion from staff in food production. Leadership knew a mallet was available to occasionally break up crystallized material, but was not aware how frequently this was being done or the level of force being repeatedly used by their aging workers.

One Simple To Understand B2B SaaS Model

Thanks

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Visit: makusafe.com

Free Downloads:
makusafe.com/near-miss
makusafe.com/pilot

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