A close-up photograph of a person's hand, with the index finger pointing at a line graph displayed on a tablet screen. The graph features a blue line with several peaks and valleys, set against a grid background. The lighting is soft, and the focus is sharp on the hand and the screen.

The complete guide to evaluating EHS software

Selecting a new EHS software solution for your organization can be a long and complex process, but it doesn't have to be painful. This guide will walk you through exactly which questions to ask, who should be involved, and what you should look for while evaluating an EHS software vendor and their products.



Adapt to changing regulatory requirements and business needs



As your business grows and regulations evolve, the amount and complexity of EHS data that you're responsible for collecting and reporting can become a major burden. To establish and maintain a successful EHS management workflow and ensure compliance, you need a modern solution that:

- ◇ Consolidates all your EHS data in one platform (multiple ad hoc spreadsheets and disjointed databases won't cut it any longer)
- ◇ Handles everything from data collection to issue notification to final reporting
- ◇ Scales easily as your organization changes and grows

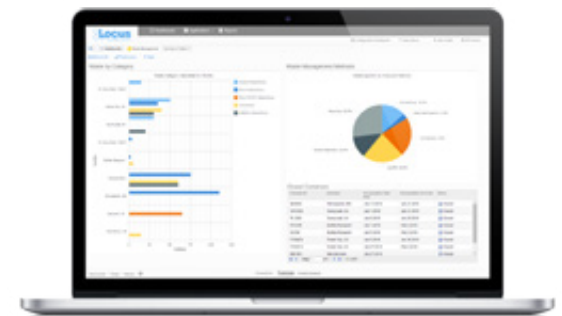
Today, EHS is one of the fastest growing industries. With industries expanding globally and the amount of data to be reported increasing, enterprises are turning to modern EHS software to meet their compliance and reporting needs.

The Environmental Instrumentation & Information Systems segment of the U.S. environmental industry was valued at \$6.13 billion in 2013 with recent annual growth in the 4-5% range. Globally, this market is estimated at nearly \$14 billion with 6% growth.

- Environmental Business International

Managers of progressive companies want to invest in EHS software— not only to manage regulatory reporting and compliance requirements, but also to improve their carbon footprint and move towards sustainable business practices. A good EHS application is now a crucial requisite of Enterprise Environmental Resource Planning (EERP) for streamlined business operations.

Every enterprise has unique compliance and regulatory needs, and there is no “one size fits all” solution in the market. With multiple EHS services and products in the market and constantly-evolving technology and regulatory requirements, the process of selecting the right EHS software for your enterprise can be overwhelming.



In this guide, you'll learn about the **four key factors to evaluate in EHS software** during the buying process:

- 1 Evaluate the EHS product's technology and *pg. 4*
delivery model
- 2 Vet the software vendor's business and *pg. 10*
business model
- 3 Assess the EHS product's features and *pg. 16*
functionality
- 4 Examine the vendor's implementation *pg. 20*
process and customer support reputation



1. Evaluate the EHS product's technology and delivery model

1

Storing your data in the cloud (as opposed to an on premises solution) means a considerable reduction in IT spending. This is mostly because the cost of server maintenance is often more than the cost of the server itself. In a single instance (on premises) implementation, the data servers are not utilized to their full capacity, compared to the cost experienced.

Opting for a cloud-based EHS software solution means you can optimize your resources to improve your business, rather than dealing with ongoing IT issues. However, there are some critical differences between existing EHS software solutions when it comes to the technology platform and architecture.

Make sure to consider the following factors as you evaluate the technology and delivery model of each competing software solution.

Get buy-in from your IT department for cloud-based EHS software

The first and foremost thing to do, before even narrowing down your vendor and product options, is to determine whether your IT department will allow the use of a cloud-based software as a service (SaaS) product.

This has become less of a concern in recent years, as cloud software has become the delivery mechanism of choice— especially for specialty applications such as EHS software. However, some firms have strict requirements for cloud software, such as integration with existing systems and use of single sign-on (SSO) for users.

It is important to know these requirements up front— before you start evaluating different vendors and solutions. Adding these features to an existing software product that doesn't already support them can be very expensive. If your IT department has restrictions, look for vendors that already meet those requirements.

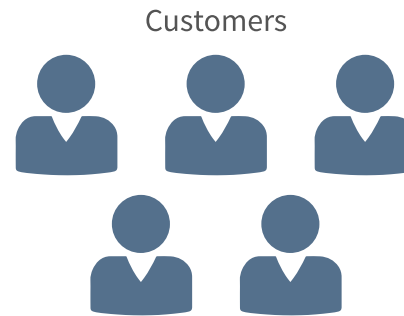


Understand the underlying technology of the vendor's products

There is plenty of debate in the marketplace as to whether you, the customer, need to “dive deep” to understand the technology and architecture of your cloud-based software. However, most would agree that by making sure you’re investing in the right software architecture for your needs and expectations, you’ll maximize the benefits for your department and your organization.

What is the difference between a single-tenant and multi-tenant software as a service/platform as a service (SaaS/PaaS)?

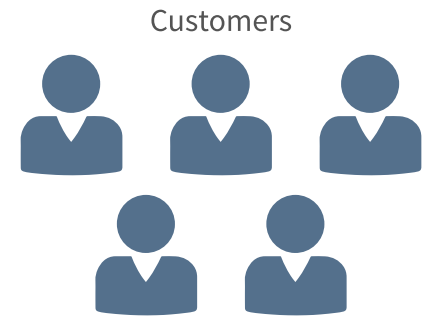
- ◇ **Single-tenant SaaS/PaaS** is an architecture where each company has their own instance of the software application and supporting infrastructure.
- ◇ **Multi-tenant SaaS/PaaS** is an architecture where multiple companies share the same instance to run the application and to store their data. This instance is typically divided (or partitioned) to prevent the companies from accessing each other's information.



Singletenancy



Customers



Multitenancy



Customers

For the unique and complex needs of EHS management, choosing software with multi-tenant architecture has multiple benefits.



Less expensive. A multi-tenant system has enormous cost benefits, as the expense of resources for investing and maintaining the data servers and software is spread out among all the tenants (customers).



Frequent, automatic upgrades for everyone. All customers share a software codebase, allowing updates, patches, and enhancements to be easily and simultaneously deployed to all users. When the vendor adds new features to the product, you get access to them immediately and with no additional charge, rather than waiting for an upgrade to be installed on your specific instance. No one gets “left behind”.



Better vendor support availability. Because all the vendor’s customers are using the same instance, the vendor only has to worry about adding new features or fixing problems to that instance. That means you have the company’s full attention for your business needs, and they won’t be too busy maintaining multiple versions of their product to help you.



More reliable. Software testing and reliability are typically also improved for multi-tenant solutions, because the vendor can test a single instance more comprehensively, instead of spreading their testing effort among multiple instances.



Shared knowledge. Using a common software application fosters community and sharing of best practices across a wide range of industries.



Faster innovation. Because only a single installation needs to be updated, vendors can focus more on keeping abreast of new technologies and meeting user requirements, rather than on dealing with the disruptions associated with major upgrades every year or two and the extensive bookkeeping involved with maintaining multiple versions of the software.

Does the software include automatic updates, and are there costs involved?

Traditional software vendors tend to release a large batch of major changes all at once, every few years, and the cost of these upgrades often falls on the customers.

In these cases, customers end up delaying upgrades because they can be painful and create disruptions for users (and impact your team's productivity). This means vendors have to support outdated software and customers are exposed to possible security and performance issues that would be resolved in the (uninstalled) upgrades.

The rolling updates approach

The more modern approach is for vendors to release rolling feature updates to all customers. Vendor-managed updates deliver ongoing improvement and bug fixes, which are typically more frequent and reliable on multi-tenant cloud platforms.

The rolling update approach benefits both you and the software vendor. You're not burdened by costly and time-consuming IT upgrade projects, and the vendor can focus on what it does best— maintain and improve its software. Under this model, you can better predict your IT costs in advance, while being assured you're always running on the most up-to-date version of the product.

Ask the vendor how often they release updates or upgrades, and if any action is necessary on your part to implement or activate these updates.





Can the software integrate with systems used within your department and across the company?

Other departments in your organization are likely using software systems for data on personnel, operations, fuel/energy parameters, or other information. A complete EHS software solution should be able to seamlessly integrate with systems used in other departments, including human resources, operations, and finance.

This promotes transparency in business operations and reduces the need to manually transmit data between departments. The ability to integrate should be available out-of-the-box— without the need for expensive customization.

Even within the EHS department, you may be running separate database systems for automated monitoring equipment. These separate systems may contain information that is relevant to your application, so why not take advantage of software that can connect directly to these outside systems, and avoid the need to exchange data manually?

Examine your current business processes and how your current in-house or vendor-provided solution interacts with software and systems used by other departments. Most importantly, ask the software vendor what integrations they already provide.

Is the software mobile-enabled?

In this age of the [Internet of Things \(IoT\)](#), it is very important to invest in a software that has a dedicated mobile app. It's not easy to access a full website and perform data-intensive work on a smartphone screen. Mobile apps make data acquisition significantly easier for users in the field, as apps are optimized for small screens and difficult conditions.

Assess whether the vendor supports collecting field data on different devices. Ask if the devices have to be online to function (because connectivity is often limited at many locations where environmental information is collected). Ensure that the mobile application works seamlessly with all applications in the vendor's suite of offerings (not just one or two modules).

Can the software be customized, and how easy is it to do?

Ultimately, you want your EHS software to fit your business needs— you shouldn't have to adapt your business processes to fit the software.

Does the EHS product allow for customization? EHS software should be configurable to meet your organization's unique business needs. Every organization has different requirements, and a robust EHS platform doesn't try to adhere to a "one size fits all" philosophy.

How easy is it to customize? Can the users customize the software or must the vendor be involved?

Typically, customizations are either "configuration" or they involve software development/programming. Configuration is usually faster and less costly, as it doesn't involve software developers. If changing the software to meet your needs requires actual programming work, those changes will take longer and cost more than simple configuration work, which can either be done by the vendor or your own trained in-house users.

Ask the vendor about customizations to understand the flexibility of the system and the costs associated with making changes to meet your specific business needs.



2. Vet the software vendor's business and business model

2

Choosing a vendor is one of the most difficult parts of the EHS buying process— and it's the decision that can have the most long-term consequences. There are plenty of vendor options in the market, each with different software delivery models, features, and specialties in the EHS compliance domain.

Obviously, not all vendors are equally experienced or reliable when it comes to delivery and implementation of their software. It's easy to create a flashy website and great brochures. It's an entirely different matter to successfully deliver, support, maintain, scale, and update complex software.

Ultimately, it all comes down to having a reliable vendor who can help meet your enterprise's EHS goals. Here are some important points to consider in order to establish a vendor's credibility and reliability, before diving into details of the product.



How experienced and dedicated is the vendor to the EHS industry?

Find out the number of years the vendor has been in the market. Is the vendor company newer to the EHS marketplace, or does it have years of experience? Equally as important, is the vendor company dedicated to the EHS space, or is their EHS product part of a more generalist strategy, as the company attempts to cover several markets?

With an experienced company that has been focusing only on the EHS space, it's usually safer to trust that they have the necessary expertise to stay up to date with the ever-changing landscape of environmental compliance and regulations and to incorporate this expertise into their software.



Have there been any recent organizational changes (i.e. mergers or acquisitions), new private equity funding, or other changes in the company ownership?

Assess the ownership of the organization. Is it an independent company, or has the company recently merged with or been acquired by another company?

If any merger or acquisition has taken place, understand how, when, and by whom the vendor company was acquired or merged with. Was it by a competitor or by a private equity fund?

A new merger or acquisition can affect the quality of product and services and customer satisfaction. Often, when companies with different software platforms merge, they struggle or outright fail to integrate merged entities. This creates a significant business disruption that will affect the customers.

Have there been any recent management changes?

In addition to ownership changes, it's also important to find out if the management has undergone any recent changes. This will help determine the operating efficiency of the vendor in its product delivery.

Some basic investigation on LinkedIn can reveal any management changes and assess how long the current management has been in place at the company. An entirely new management team could be a red flag.

Can the vendor provide a list of current customers, and can you request references from them?

A good customer base speaks volumes about the vendor's products and services.

Determine if the current customers are willing to give a good reference about the vendor's products. First, check the vendor's website for their customer list. Perhaps you are connected with some of the EHS contacts on LinkedIn and can reach out to them for feedback on their experience with the vendor. A peer reference can be a crucial factor in the selection process.

Alternately, ask the vendor directly for references from customers similar to you. They should have at least a couple of reference contacts readily available.

You can also check for vendor references in leading EHS journals and publications.

What rating does the vendor have on their D&B credit report?

Run a Dun and Bradstreet (D&B) credit check for the software company and see if the company has a positive rating. It will also give you a feeling for the stability of the company in the marketplace.

What is the vendor's Disaster Recovery Plan (DRP)?

When dealing with cloud software, having a system to ensure complete and recent backups is essential.

No one wants or expects accidents or disasters, but a good vendor will have a recovery plan in place and have it periodically tested to demonstrate their commitment to the total protection of your data.

Determine what steps the vendor has taken to protect the data in case of any disaster. What exactly are the vendor's disaster recovery plans and backup plans? Which data is protected and what is the process for recovery in the event of an accident or disaster? Ask for a fact sheet or other documentation of these protocols.





How secure are the vendor's data centers and servers, and do they have any independent certification?

All customers have doubts regarding data security when considering a cloud-based solution.

Any reputable software vendor should be able to offer documentation and evidence of excellent security and data privacy to its customers. In particular, EHS software vendors should have a full backup and disaster recovery program in place.

The vendor should be compliant with security-oriented laws and auditing programs, especially:

- ◇ SOC 1 Report on Controls over Financial Reporting (SSAE 16), (formerly known as SAS70 Type II)
- ◇ SOC 2 Report on Controls over Security, Availability, Processing Integrity, Confidentiality, and Privacy

Both of these are developed and administered by the American Institute of CPAs (AICPA) and the Canadian Institute of Chartered Accountants (CICA), for use by practitioners in the performance of trust services engagements. Both the vendor and any external hosting facility should have independent security certifications like these to ensure confidentiality and to protect cloud-hosted sensitive data against any privacy breach.

Other data privacy programs include EU-U.S. Privacy Shield Framework and the Swiss-U.S. Privacy Shield Framework, which may be applicable depending on the source location of the data in the vendor's cloud.

Ask the vendor for a data sheet on their security programs and any applicable certifications, and check with your IT department for their specific recommendations and requirements.

How scalable is the vendor's architecture and platform?

Evaluate the vendor's technical architecture to understand the future scalability of their platform to meet the needs of more customers (on their end) or more sites, locations, users, and data (on your end).

One of the factors that have the most impact on scalability is the platform's architecture. Does the vendor use a multi-tenant platform or single-tenant platform to deliver its software?

The answer to this question alone may determine the future success or failure of your implementation. If the vendor is multi-tenant, they should immediately answer this question with a “yes”. If the vendor says they are multi-tenant but they also offer single-tenant or on-premise installation, they won't be able to pass along many of the benefits of “true” multi-tenancy, and you should drill deeper against their answers.

Why does multi-tenancy matter?

If a vendor isn't using multi-tenancy, it may be hosting or supporting thousands of single-tenant customer implementations. Trying to maintain these installations is costly for the vendor, in terms of both time and resources. As they try to juggle more and more customers, or if any of their existing customer's operations suddenly scale up dramatically and unexpectedly, the vendor's resources will be exhausted trying to accommodate the changes.

Maintaining multiple versions of a software application that run on vendor's or customers' infrastructure and behind their firewalls, or in data centers on behalf of their customers, is simply too cost-prohibitive for most vendors and customers.

A “true” multi-tenant architecture means the vendor is inherent more scalable and can much more easily expand its operations in the cloud. They can deliver a more cost-effective, consistent, innovative, and high-quality service to all customers— regardless of future demand or operational changes.



Which quality assurance/quality control protocols does the vendor follow for software development?

Even today, many companies create complex, data-intensive software without operating under any established quality assurance/quality control (QA/QC) protocols. Without these systems in place, your team's productivity and your organization's data are constantly at risk.

EHS software is among the most complex enterprise software on the market today. The calculations and outputs rely on accurate programming and repeatable calculations. Software quickly programmed and poorly tested can cause data loss, low user adoption and satisfaction rates, and loss of productivity. Even worse, you usually won't discover these shortcomings until implementation is complete and your team is already committed to the new software.

Ask the vendor to share their software development process so you can evaluate the protocols followed by their product team to ensure their software is accurate and stable.

What is the vendor's recent (and independently monitored) average uptime?

System uptime and availability is hugely important in cloud software. The software is useless if your team can't reach the site and perform your work.

Multi-tenant cloud vendors should eagerly show their uptime for the current and several past years in real time for all their customers. Ideally, the vendor uses a third-party service to monitor and display their uptime on their public website.



3. Assess the EHS product's features and functionality

Now that you have reviewed vendors and have identified a few that can meet the business and technical criteria, it's time to review the offerings by each vendor relative to your company's specific needs.

Realistically, it's highly unlikely that any vendor will have 100% of your needs "out-of-the-box". You will need to consider both what already exists in the software, and what you can easily configure. For example, if you have specific forms you use for auditing or collecting certain types of data, don't expect to find your forms in any software application. However, you can expect to find similar forms that can be easily modified if the software is configurable.



Does the software have the standard applications you need for your facility/site?

Sometimes, organizations are looking for a specific functionality like greenhouse gas tracking and reporting. Others are hoping for a suite of applications, including air emissions, incidents, compliance, waste management, spill management, etc.

Identify with your department and stakeholders exactly what you want, then review the software for the basic functionality to see if it meets most of your needs. Keep in mind that it is very unusual to have all needs met in a standard module, which is why the out-of-the-box functionality should be less influential to your decision compared to the other product criteria.

You'll want to consider what functionality will be ultimately delivered when you start using the product, rather than what you might see in the standard product offering.

How easy is it to configure these applications?

Can users do the configuration, or does the vendor have to make the changes?

How long would the changes take, and what is the cost of such changes?

Some customers want to configure the system themselves, while others prefer to rely on the vendor or implementation specialists for configuration. Ask what can and cannot be easily configured, and ask the cost and schedule of such changes.

Even if the software includes every feature you need right now, consider the potential future changes to your EHS business practices. If your business requirements or regulations change in the future, how easy is it to reconfigure the software to meet these new needs?

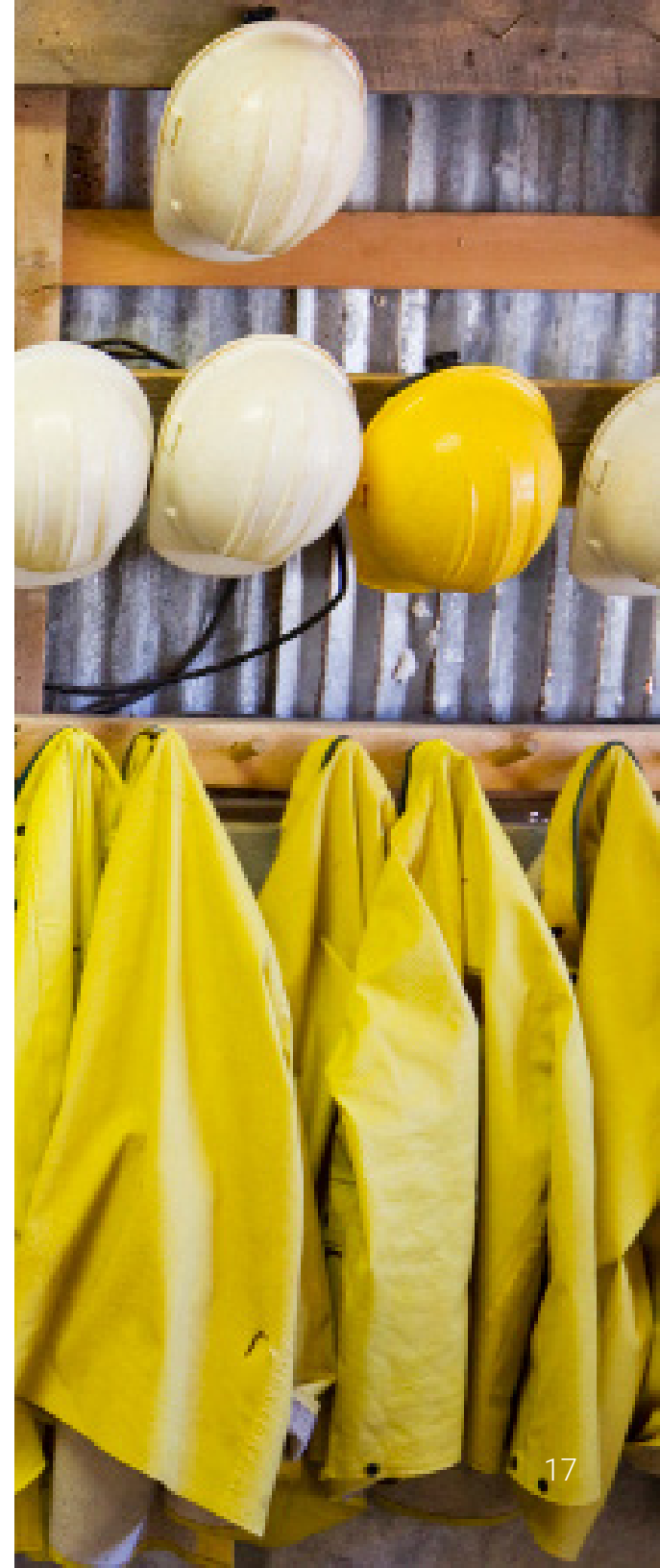
If the system is relatively inflexible, it might work perfectly for a few years, but then you'll be faced with finding and installing an entirely new system when your needs change, or a hefty bill for customization by the vendor. A configurable solution can easily evolve with you, preventing the need to replace the software with a more powerful solution down the road.

Can the software produce submittal-ready reports?

Most software programs can produce simple data grids for all key data in the system, but often that's not all you need for environmental reporting. Many types of data are more easily visualized through charting or mapping tools, especially for corporate and stakeholder reporting.

For some applications, specially formatted reports are required by regulators or management. Most incident management software will have the standard OSHA forms, but no software will have the very specific "XYZ Company summary of divisional incidents by location and operating group," exactly formatted for your company requirements.

Carefully review the software's ability to produce custom-configured, pixel-perfect reports. These tools improve productivity and help prevent potential errors by avoiding the need to manually generate these reports.





Does the software come with a fixed set of workflows, or can you easily configure them to meet your internal business processes?

Workflow engines should allow simple or complex workflows and should track activities at each step in the process. Such tracking forms strong audit documentation for input and approval flows, and they can clearly identify where in the process the flow has stopped.

Automated reminders and escalation should be built in to ensure the proper people are notified when the normal workflow has been interrupted.

Can the software perform complex calculations, and does it include a calculation editor?

This feature is critical for some applications, such as sustainability tracking. The calculations feeding into the reports should be transparent and auditable. Your vendor should easily be able to show you how the calculations are done.

Your auditors, as well as your management, will want this information to support their quality assurance requirements.

Can the software produce automated notifications and automated reporting?

Are email notifications (with templates) included in the software? Can it automatically produce and distribute reports to a specific user group? Can you set up workflows to trigger notifications and reports?

Consider how simple it is for users to acknowledge or respond to the notification. Modern software can include links in the email for one-click access to the part of the application that requires attention, so the user doesn't have to navigate through the entire application to further investigate the information in the notification. This simplifies the necessary user interactions and significantly improves user adoption. It can also reduce training needs, especially for people participating in isolated portions of larger workflows.

Can the software provide real-time data and predictive analysis?

A defining mark of higher-end EHS software is the ability to provide real-time analysis and predictive analysis of data, which can help to mitigate risks and incidents.

Evaluate the software's use of dashboards that are representative and useful for your business needs. Ask the vendor about any “smart” features like the ability to identify positive or negative trends and suggest action. Depending on your industry and application needs, you may also want to ask about the [ability to integrate with sensors, automation, or other Internet-of-Things tools](#) to provide warning capabilities and powerful operational control for industrial processes.

Can the system easily import and export the data for external processing?

Despite vendors' claims that their software is all you need for anything to do with EHS, sometimes it's just easier to dump data into Excel for specific analyses. Or perhaps you just need to import data or quickly update data that's already in the system.

Your EHS software should have tools to allow easy, secure access to your data, including the ability to import and export it for use in other programs. It should also allow easy updates to existing data, with full audit tracking.

How will you be able to manage user permissions, and how secure will your user data be?

Does the software have a flexible permission model to allow any number of user groups with various levels of access? Are user groups easy to manage by your internal administrators?

Is the data secure in the system? Are passwords encrypted? Is the data encrypted at rest?

Think about the security model needed for your application and the various user roles that you might want to establish. The structure around the permission model is a core element for most software applications, and it can be very difficult or impossible to modify in many off-the-shelf solutions. Make sure your software provides you with the ability to manage your permissions at the appropriate level.



4. Examine the EHS vendor's implementation process and customer support reputation

Implementation is a key part of the software deployment process. It can also be a time-consuming and complex process. Software buyers, especially at the enterprise level, should never underestimate [the importance of a well-planned implementation](#), with comprehensive support from the vendor or implementation partner. Even great software can fail if users are not properly trained, or if the system is not properly configured.

Implementation is typically a team effort, involving dedicated effort by the customer, the software vendor, and often an implementation partner. In many situations, the vendor will be the implementation partner, but this is not always the case.

As part of the software review process, take a good look at how the software will be implemented and what level of support the vendor will provide throughout the course of your business relationship.





Determine cost, timeline, and resources for the actual software deployment

The actual cost and effort required for deployment depend largely on the vendor's software architecture and platform. With cloud-based software, customers don't have to install any hardware/servers on their premises and will, therefore, require minimal in-house IT support for the deployment and implementation process.

Your data and the software platform are stored in the cloud using the vendor's servers and data centers. This eliminates the costs associated with hardware acquisition and maintenance and speeds up implementation since server configuration and testing is eliminated from the equation. It also typically makes your IT department very happy, as it's one less thing they need to do with their limited resources.

Make sure to be clear about your expectations for implementation time when you talk to vendors. Your vendor should be forthcoming with these details, but having a list of questions to get answered will ensure that both you and the vendor are on the same page.

Here are a few important ones:

- ◆ **Who will be my point-of-contact during implementation?** Ask for a specific name so your questions and issues don't get lost in the vendor's support channels.
- ◆ **What information or resources do I need to provide?** Get a list so you can start making requests from the necessary departments in your organization, so the vendor's implementation team doesn't get stuck waiting on you in the middle of the process.
- ◆ **What kind of documentation will be maintained, and where will it be stored?** Requirements and other specification documents should be kept and updated in a shared, secure location.
- ◆ **How will I be able to review progress?** To avoid surprises (and expensive back-pedaling) at the end, the vendor should have a way to show you the software as the implementation process is happening, so you can refine and clarify any issues.

Here are a few more identifying characteristics of vendors with consistently successful implementation processes:

Experienced and expert implementation staff

The EHS vendor must show evidence that they have a fully staffed, experienced, and accessible support team to help with the implementation of the software. The vendor (or implementation partner) must be able to work closely with the customer and to take responsibility for tracking and managing schedules, communications, and action items.

If you're hoping for a smooth, successful implementation, do not underestimate the value of a good working rapport with the vendor.



Experienced project management and a dedicated point-of-contact

Examine if the vendor has an experienced project or program manager to oversee the implementation process from start to finish. This individual should coordinate with the users and staff team to help users achieve your organization's end goals.

Ensure you have access to the project manager during and after implementation.



Need for an outside implementation consultant

Determine if an outside implementation consultant will be required in addition to the EHS vendor, and if so, what role they would play. Be sure to check for any conflict of interest. Often, companies have trusted consultants they engage in supporting software implementation for specialty software such as EHS software. These consulting firms can help in configuration guidance, user acceptance testing, and user training.

Use of implementation support is entirely up to the company buying the software, but these consultants can often provide valuable insight and feedback on your behalf if you or your department are too overextended to fully participate in the process.



Just keep in mind that even if you use a consultant, the implementation process will still require resources from all sides, in addition to license fees.

Accessible customer support staff

Evaluate the support staff of the EHS vendor for their domain expertise and accessibility.

- ◇ How often and at what cost do they provide technical training to users, and how do they resolve issues?
- ◇ Is support provided by in-house staff, or is it outsourced?
- ◇ Are issues tracked within established customer service processes?

Make sure that support is available during your operating hours, and ask for the vendor's policies on turnaround time for support cases. It can be costly and painful in the long run to overlook the EHS vendor's support and responsiveness during vendor selection, but many customers still make this mistake.

Even the best software has minimal value if you can't get the help you need to use it properly.



Final thoughts

As you can see, there are many factors to consider while buying EHS software.

Arguably, two of the most important (and the most overlooked) factors are the underlying product technology and the viability of the vendor company.

A software product built upon the more modern, multi-tenant SaaS architecture supports full customer-centric configurability. One of the common misconceptions about SaaS is that since it's in the cloud, it is "one-size-fits-all". However, real SaaS solutions are configurable not only on an organization-wide basis but also across different departments and teams within an organization.

Successful SaaS companies like [Workday](#), [Salesforce](#), and [Net Suite](#) were developed from the ground up to support multi-tenancy. From a technical standpoint, they offer proven multi-tenant solutions, with years of market maturity and customer feedback and involvement. It should also be noted that none of them offer an alternative for on-premises installation of their software.

It's also very important to establish a relationship built on trust with the software vendor. Understanding the vendor company's organizational structure and their history in the environmental and EHS space will help build the foundations of this relationship.

Purchasing EHS software is a major, long-term investment that will have a long-lasting impact on your organization's business goals. Be conscious of how easy the vendor is to communicate with and how receptive they are to your needs during the evaluation process, because this will set the stage for the next 5, 10, or 20 years of your relationship with the company and their product. If you closely consider all these factors and always keep your organization's goals at the forefront of the conversation, you'll know when you find the right cloud-based EHS software for your organization!



How can we help?

If you're looking for an all-in-one EHS solution you can count on, make sure to put [Locus Technologies](https://locustec.com) on your shortlist! Our fully configurable solutions for environmental, health & safety, incident reporting, air quality, waste management, sustainability tracking, and other compliance-related data are built to adapt to your business processes, down to the most specific state regulation or corporate metric.

Find out more about Locus, our service-oriented staff of engineers and domain experts, and why our EHS software is the solution you've been looking for:

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Sustainability
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