

# WORKHORSE

by **ergodyne**<sup>®</sup>

WH Program + InspectAll Overview

# AGENDA

## What To Expect



- ✓ Why Workhorse exists
- ✓ How it fits into how we sell
- ✓ Hands-on demo w/ WH tools
- ✓ What's expected of you



# The WHY

This program helps you sell smarter, not harder.

## Workhorse gives you a structured way to:

- Build stronger relationships with customers through hands-on support
- Identify gaps, risks and inefficiencies on jobsites
- Provide real, data-backed recommendations — not just opinions
- Create consistency in worksite walkthroughs with less prep and better documentation



**INNOVATION**

**COLLABORATION**

**EDUCATION**

*WHERE IT ALL  
COMES TOGETHER!*

Whether it's assessing worksite challenges, providing practical solutions or hosting a risk-focused safety event for your crew, our WORKHORSE program is here to ensure a smart, safe and engaged operation. Learn more about the program at [ergodyne.com/workhorse](https://ergodyne.com/workhorse).

# The OFFERINGS

Positions us as a safety partner, not just a product provider



## WORKSITE ASSESSMENTS



### OBSERVE

We gather field data and talk to crews



### ASSESS

We walk the site and document hazards + inefficiencies



### ANALYZE

We turn findings into smart, actionable recommendations



### IMPLEMENT

We help deploy the right solutions with the right training



### EVOLVE

We revisit, refine and scale up when you're ready

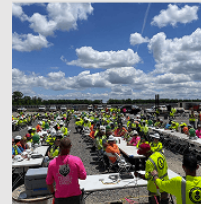


## WORKSITE SAFETY EVENTS



### Heat Stress Training

Project H.E.A.T. will educate your crew on Heat Stress Awareness and Training.



### Safety Stand-Down

Book a time with us for May 2026 so we can educate your crew on Dropped Objects Safety.

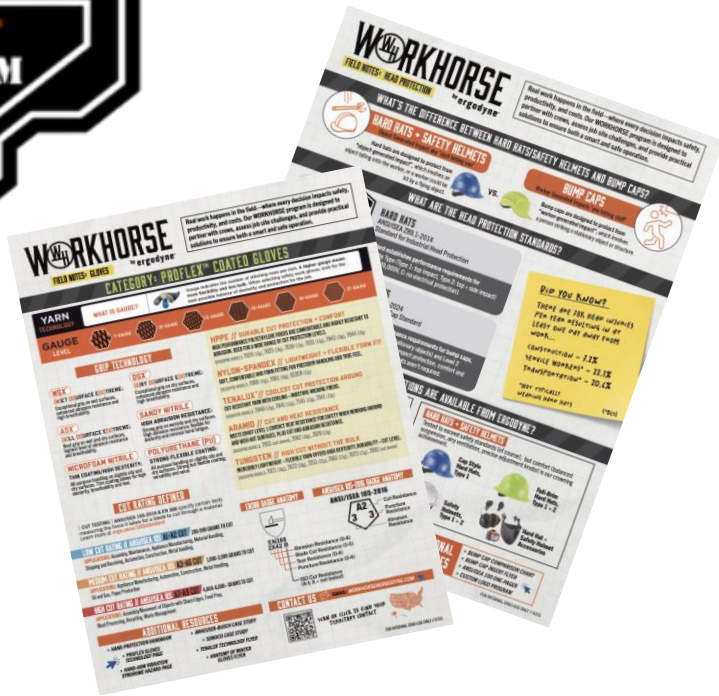


### Toolbox Talks

We'll come educate your crew on a particular safety topic of your choosing.

# POWERED BY

YOU & these helpful tools



## WHAT IS WORKHORSE?

WORKHORSE is a boots-on-the-ground safety partnership built for the daily demands of real worksites. From assessing safety programs under real-world pressure to rolling on site, dropping the tailgate and digging into the risks your crew faces every day, we work shoulder-to-shoulder to reinforce what's working and rethink what's not. When every decision impacts safety, productivity and cost, you need steady support that pulls its weight.

## WHY WORKHORSE?

Nobody knows your worksite better than you. Full stop. That's why we start by deeply understanding — observing, listening and asking the right questions — before we ever suggest a solution. And that listening doesn't stop at leadership.

Through product trials and feedback sessions, your crews have a voice in what helps keep them safe, comfortable and productive. When workers are part of the conversation, they're more invested in the outcome. That's how safety champions are built. The result?

- Fewer injuries.
- Stronger safety culture.
- Leaner PPE inventories.
- Fewer headaches.
- Easier compliance.



# The RESOURCES

Gear up with the support you need for your next worksite visit.

The image shows a composite of two website screenshots. On the left is the 'SUPPORT AND DIGITAL TOOLS' page, and on the right is the 'RESOURCES' page. An orange arrow points from the 'View Workhorse >>' link in the 'Workhorse Resource Hub' section to the 'RESOURCES' page.

## SUPPORT AND DIGITAL TOOLS

### Workhorse Resource Hub

All resources you need for your next sales call.

[View Workhorse >>](#)

### CATALOGS, SELL SHEETS & OTHER LITERATURE

#### Category Handbooks

A limited collection of category specific catalogs put together by our creative team, available to view online as a PDF or request printed copies from our customer service team.

[View Category Handbooks >>](#)

All the information you need to succeed in your sales call.

[View all Product Literature >>](#)

#### Marketing Campaigns

View what product launches are coming up and when.

[View calendar in Workhorse >>](#)

#### Salsify Catalogs

Up-to-date product catalogs for our websites and internal sales.

[View Salsify Catalogs >>](#)

## RESOURCES

Everything you need to use Workhorse in our plant—training, assessment tools and customer-facing resources for jobsite evaluations and follow-up.

[VIEW PUBLIC WORKHORSE PAGE >>](#)

[LEARN WORKHORSE](#) | [FIELD TOOLS](#) | [CUSTOMER RESOURCES](#) | [SUPPORT](#)

[Log in to your account to see all resources](#)

### LEARN WORKHORSE

Step-by-step trainings, tools and terminology to get up to speed.

**INSPECTALL TRAINING**

**WH OVERVIEW**

**WH CHEAT SHEET**

# The TOOL

InspectAll: Your digital clipboard for worksite visits



**InspectAll**

**Business**

Free · Designed for iPad

Share

4 RATINGS

**4.3**

★★★★☆

AGES

**4+**

Years

CATEGORY



Business

DEVELOPER



InspectAll

LANGUAGE

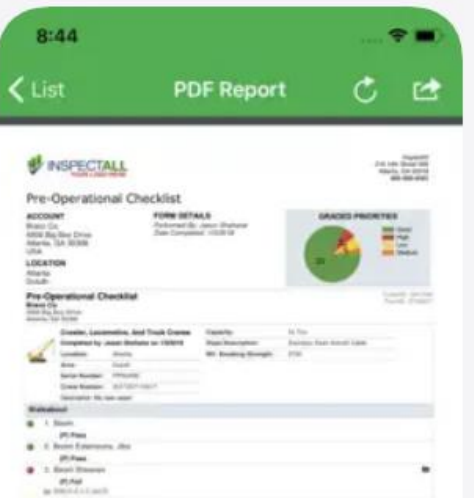
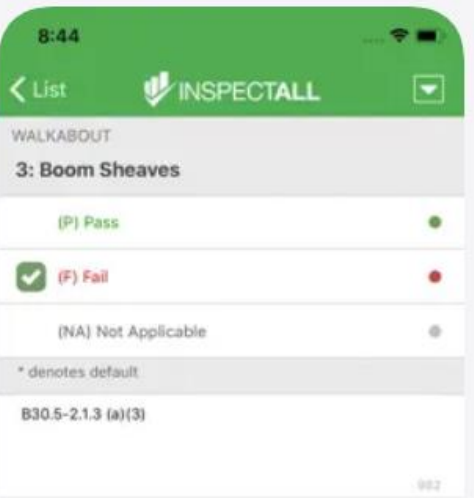
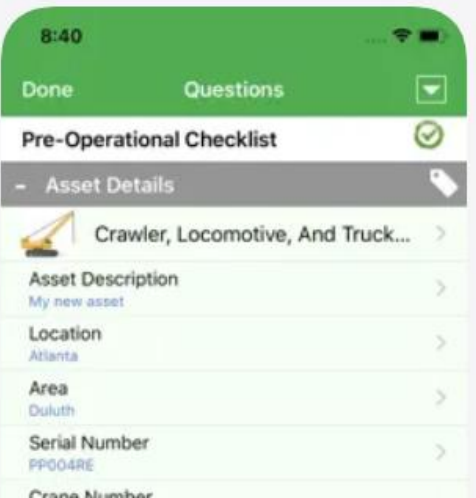
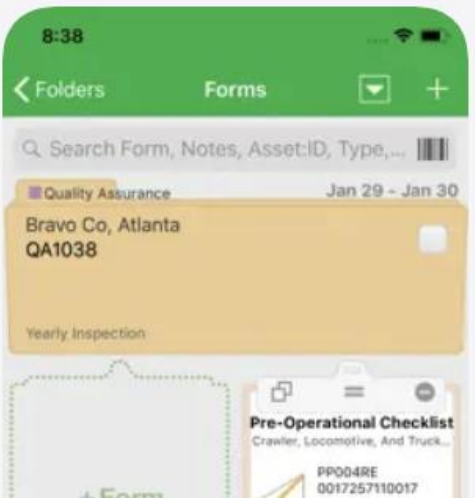
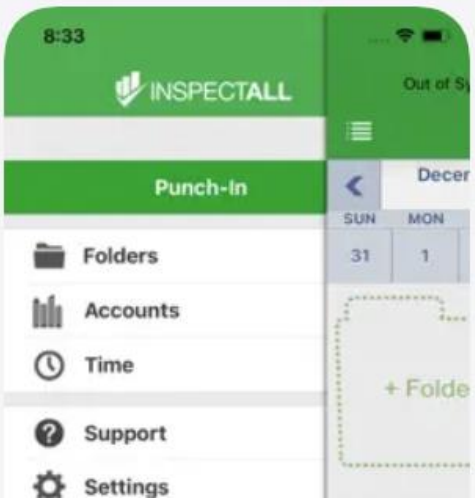
**EN**

English

SIZE

**15.3**

MB



# The SYSTEMS

How the systems support the Program

**AVAILABLE NOW!**



*The tool that pulls in prospect information.*



**AVAILABLE NOW!**



*The tool that powers worksite audits within the Workhorse Program.*



**\*\*FUTURE ENHANCEMENT\*\***



*The tool that pulls in product information.*

# Netsuite Basics

## Companies & Contacts

### Companies in NetSuite fall into 3 groups

- **Lead**
  - **Unqualified company** with little or no engagement yet.
- **Prospect**
  - **Qualified company** that is actively being worked by sales.
  - End users are NEVER customers because they do not purchase directly from us.
  - **Prospects are the Netsuite records you will use to sync new Accounts to Inspectall**
- **Customer**
  - **A company we do direct business with** (distributors, wholesalers, associations, vendors).

### Contacts = People inside those companies

- Every contact must be attached to a company
- Used for communication, follow-ups and relationship tracking

### Business Relationship (key field & VERY IMPORTANT)

- Used to categorize companies and control corporate email targeting.
- Common values:
  - Distributor
  - Wholesaler
  - End User
  - IMR

*NetSuite is our source of truth for account relationships and sales activity.*

# Netsuite Sales Activity

How we track sales work.

## Opportunity = A qualified deal with potential revenue

- Opportunities are used to:
  - Forecast revenue
  - Track deal progress
  - Document interactions related to the deal

## Activities track your interactions

- Sales interactions are logged as activities in NetSuite.
  - Common types:
    - Tasks (*most commonly used*)
    - Calls
    - Calendar events
- These help the team see:
  - Customer engagement
  - Follow-ups
  - Account history

# InspectAll Basics

## How it works together:

- **Account** = Who you're working with
- **Folder** = Where you're working
- **Areas** = What part of the jobsite you're assessing

Netsuite "Prospect" = InspectAll "Account"

*This is your End User*

InspectAll "Accounts" can have multiple Locations.

*Think of this as a Customer with several branches or worksites.*



InspectAll "Folder" = Scheduling your "Visit"

*Each folder should be tied to a location*

Locations can have multiple Areas.

*Think of this as a worksite with several departments.*

## Folder / Location A



**Area 1**



**Area 2**



**Area 3**



## Folder / Location B



**Area 1**



**Area 2**



**Area 3**



## Folder / Location C



**Area 1**



**Area 2**

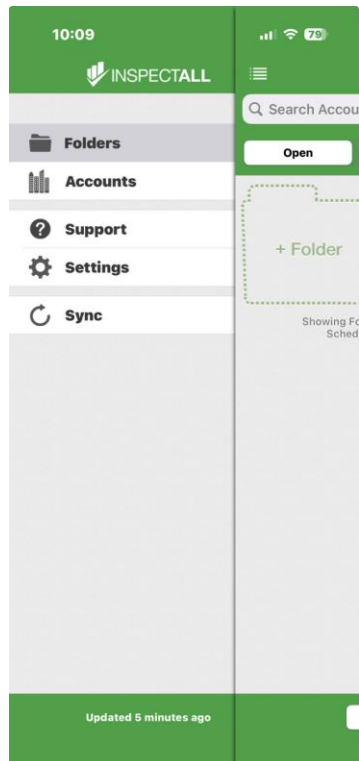


# Best Practices for Working Offline

You can use your InspectAll mobileApp to work online and offline. You can start work, leave, come back, and your work will still be there. As soon as you sync your device, all of your work will be added to the web. You can turn on or off auto sync to put syncing power in InspectAll's hand or keep it in your own.



**IF YOU ARE WORKING OFFLINE, SYNC YOUR DEVICE AS SOON AS YOU HAVE SERVICE.**  
*Any information that is lost or deleted while working offline, or between syncs, is not recoverable.*



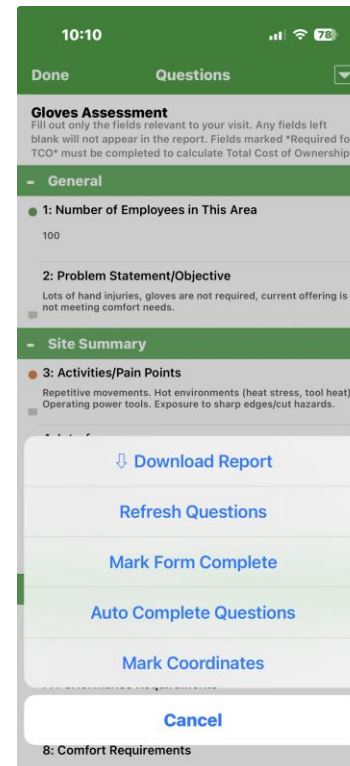
## Manually Sync

1. Tap the **hamburger menu** in top navigation
2. Tap **Sync**

## Turn on Auto Sync

1. Tap **Settings**
2. Tap **On/Off** to the right of **Auto Sync**

Once on, your mobile device will auto sync every 3 minutes as long as you have internet connection.



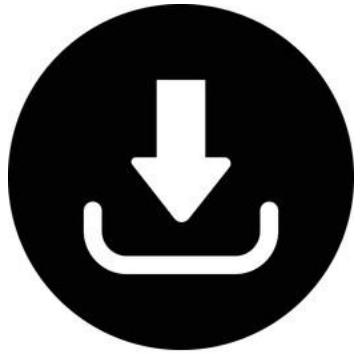
## To Refresh Question List

1. Tap into a **form**.
2. Tap **arrow dropdown** in top navigation.
3. Tap **Refresh Questions**.

# Hands-On: Let's Get Logged In

Phones out. Let's get started together.

If you haven't already, download these apps:



**NETSUITE**



**INSPECT ALL**



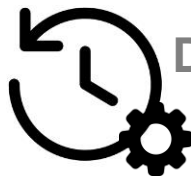
Log in and reset to  
secure passwords.

## APP vs. DESKTOP



**Mobile App**

*Current work, used to collect data*



**Desktop**

*Settings & History*

# Creating an Account (your customer)

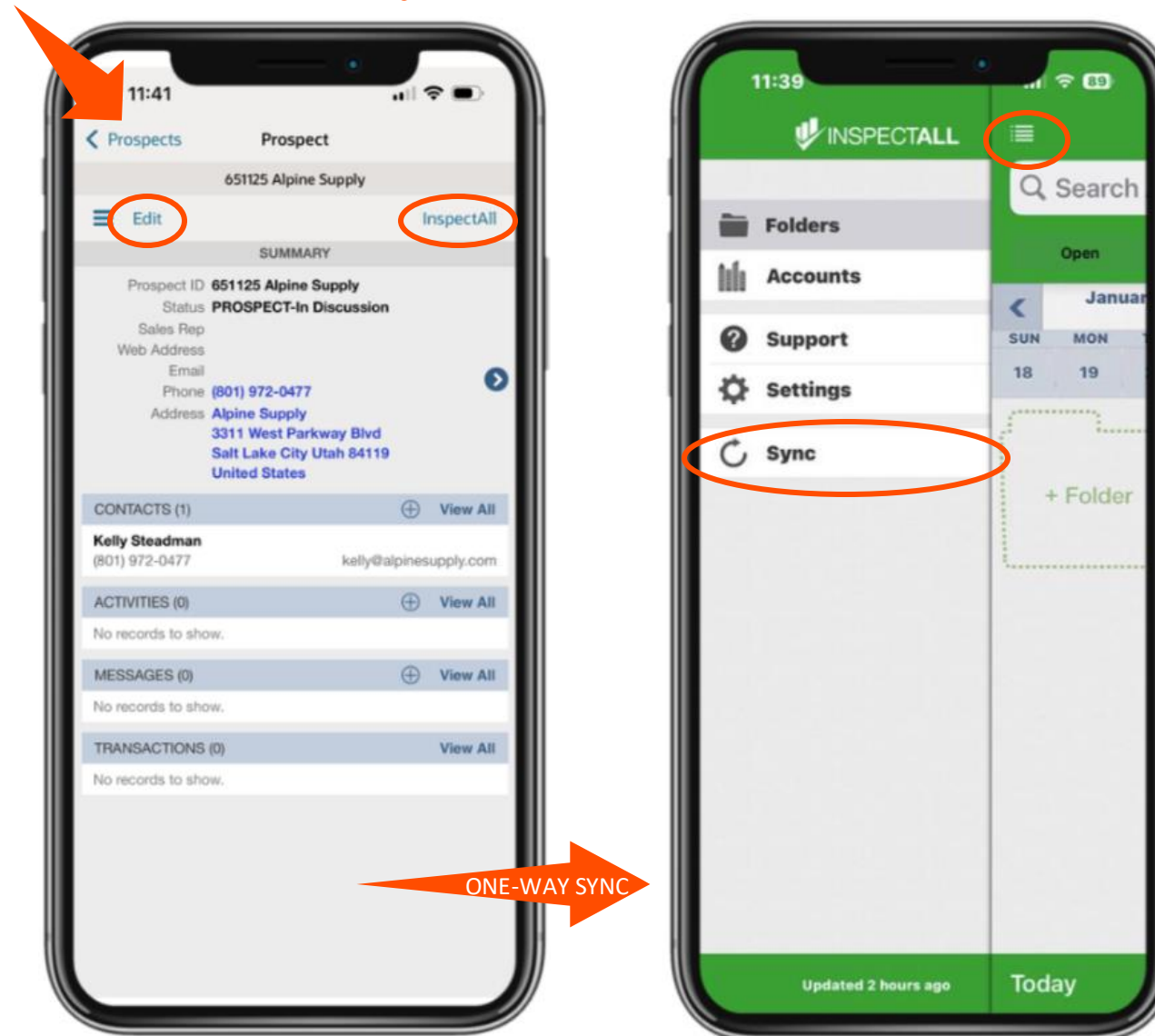
Why NetSuite Matters Here

## How:

- You cannot create an Account directly in InspectAll
- They must be created in NetSuite first (Prospect)
- To sync, edit a Prospect in NS, select InspectAll and Save. Or create a new one.
- **Make sure the following fields are filled out, they will sync to InspectAll:**
  - Company Name
  - Business Relationship

## Why:

- One source of truth
- Clean + consistent data
- Reduce duplicate setup

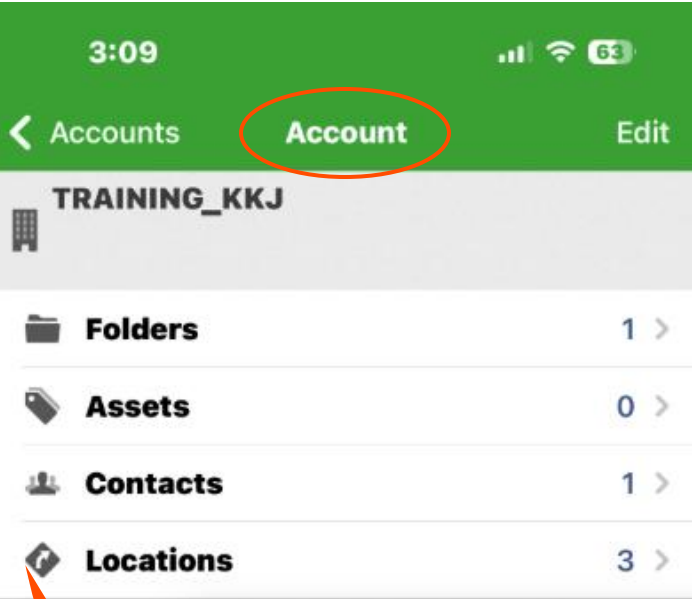


## Exercise:

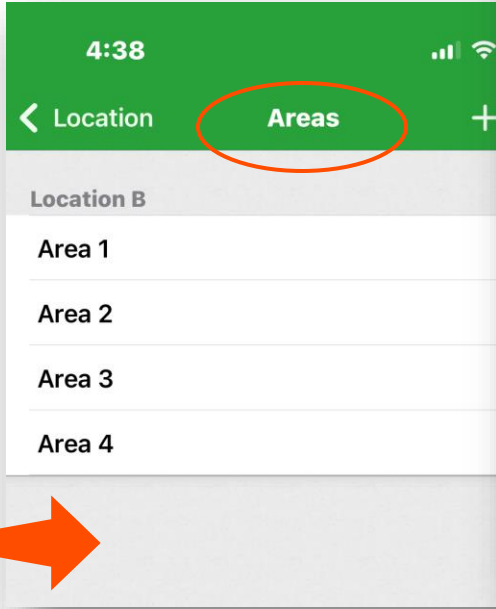
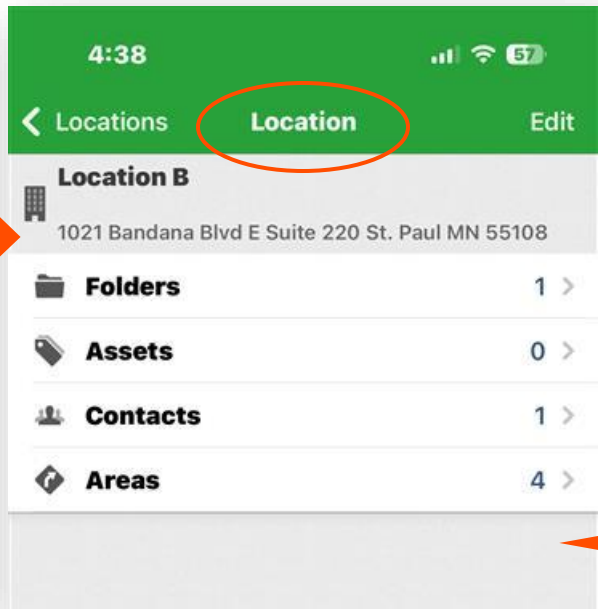
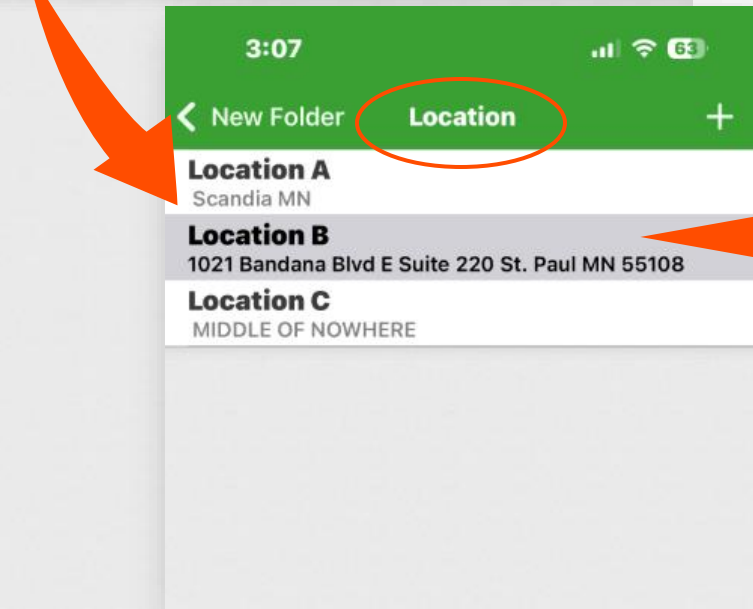
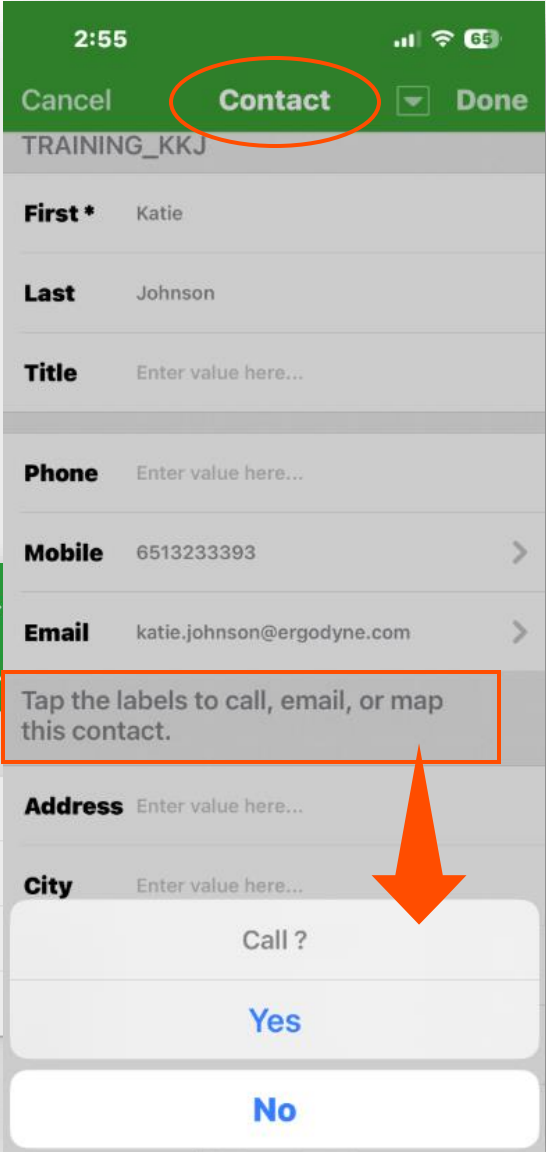
- Open Netsuite App
- Create a new Prospect:
  - \*Company Name
    - "TRAINING\_KKJ"
  - \*Business Relationship
- Sync to InspectAll

# Adding Details to an Account (your customer)

Locations, Areas, Contacts

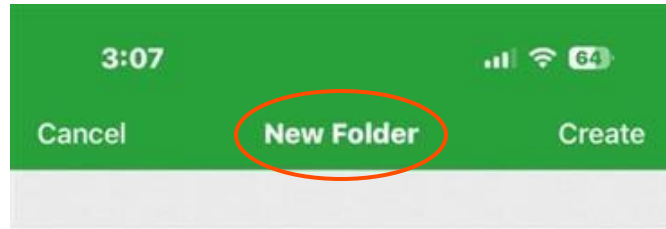


**Exercise:**  
In InspectAll app – add locations, areas and contacts to your “TRAINING\_xxx” test account you just set up.



# Setting Up a Folder (your worksite visit)

## Details & Scheduling



Folder ID Auto Generate...

Folder Type \* Jobsite/PPE Audit >

Account \* TRAINING\_KKJ >

Location Location B >

Description Perform glove audits for areas 1, 3 & 4. >

### SCHEDULE DETAILS

Starts Fri, Jan 23 3:05 PM

Ends 4:05 PM >

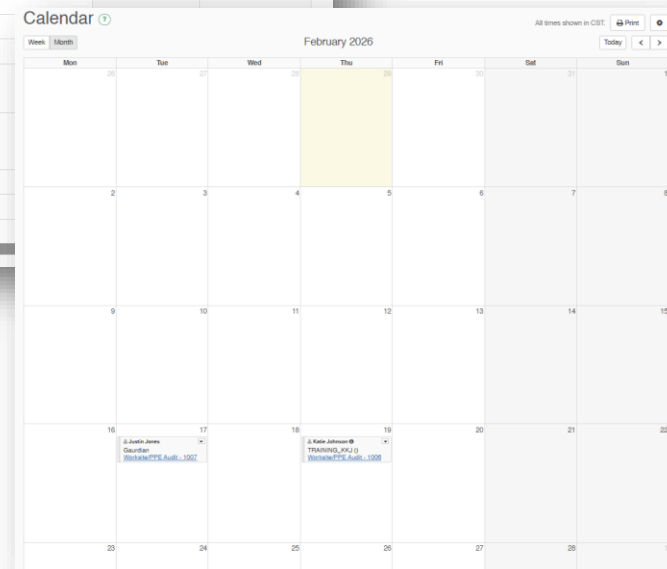
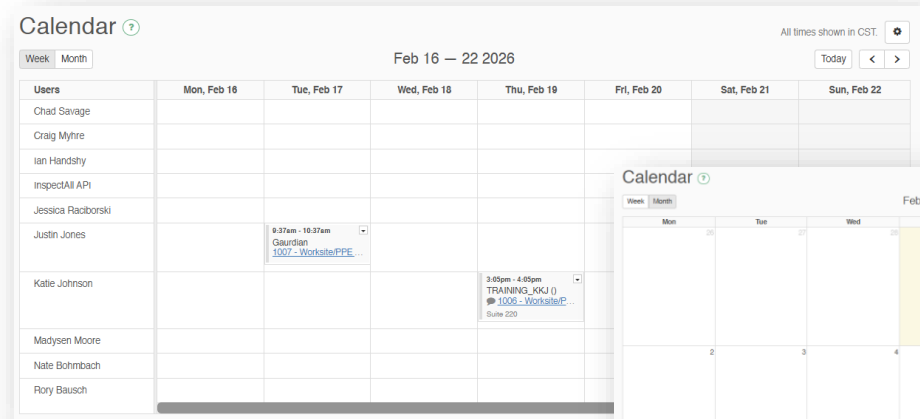
Notes Suite 220

### ALSO SCHEDULE FOLDER TO:

- Ian Handshy
- Jessica Raciborski

**Exercise:**  
Create a folder and assign to a location.  
Schedule for the day of your worksite visit.

## Desktop calendar views



## Mobile calendar view



# Adding Forms (your assessments)

## Product Categories & Areas

### Exercise:

Add a form within your new folder, assign to an area.

5:03

Cancel **New Form** Done

ACCOUNT: TRAINING\_KKJ

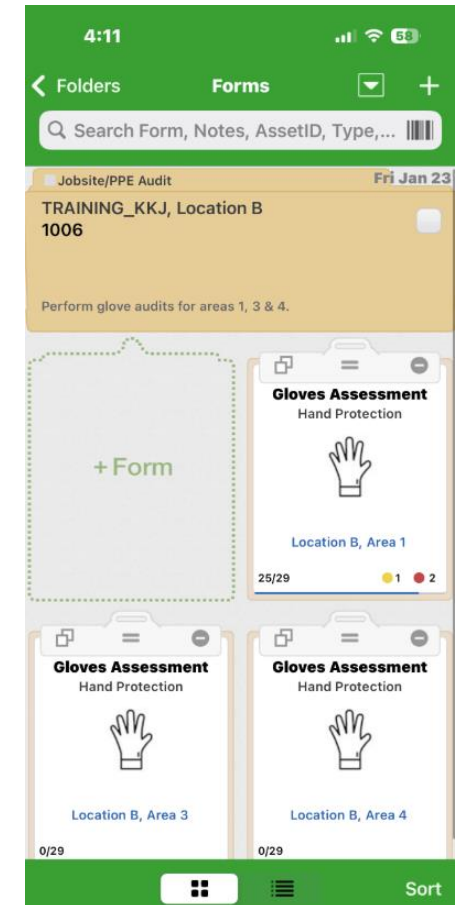
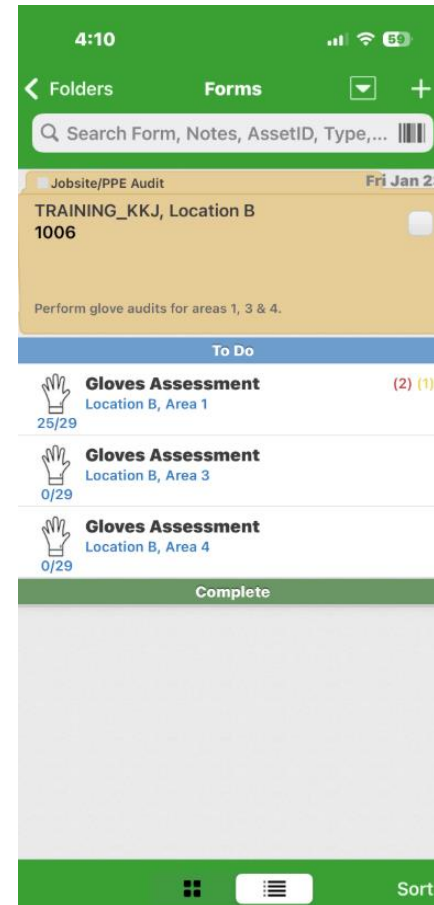
**Hand Protection** >  
Gloves Assessment

**Location** >  
Location B

**Area** >  
Area 1

**Additional Notes**  
Enter any notes about the Form here...

Two ways to view your forms within a folder



# Filling out a Form (your assessments)

## Canned Comments

3:24

Cancel **Comments/Resources** +

Search

Canned Comments

- Heavy lifting.
- Repetitive gripping.
- Precision handling of small parts.
- Slippery surfaces/items.
- Handling oily/greasy materials.
- Exposure to sharp edges/cut hazards.
- High abrasion/friction tasks.
- Operating power tools.
- Pinch points (curtains, doors, clamps, etc.).
- Pushing/pulling carts or pallets.
- Cold/damp working conditions.
- Hot environments (heat stress, tool heat).

## Options available on a Q

5:18

< List INSPECTALL

SITE SUMMARY

**3: Activities/Pain Points**  
The main tasks workers perform in the role, along with the challenges or difficulties they experience while doing them.

Repetitive movements. Hot environments (heat stress, tool heat). Operating power tools. Exposure to sharp edges/cut hazards. 1000

**Comments (17)**

Take Photo Choose

PRIORITY

NA Good Low Med **High**

Resolve Priority

Assigned To: Katie Johnson >

Resolve Due: 01/23/2026 >

Tap here to enter any comments about resolving issues found...

Last Modified: Katie Johnson 1/23/26

3/29

## Tips & Tricks

### Email any Question

3:30

X (InspectAll Notification) Iss... ↑

Cc/Bcc, From: kwick18@gmail.com

Subject: (InspectAll Notification) Issue Found

TRAINING\_KKJ

- Hand Protection
- Gloves Assessment

Question 5: What hand and arm hazards/risks exist for this job task?

Select all that apply.

Priority: High

- Abrasion
- Cut
- Tear
- Crush / Pinch
- Puncture
- High Heat
- Extreme Cold

Resolution Details

Resolved: No

Assigned To: Katie Johnson

Due: 01/23/2026

## Exercise:

- Complete the form
- Don't forget about VOICE TO TEXT!
- Use Canned Comments, Resource, or Files to quickly add descriptions and images (available on select Qs)
- Take or upload photos on any Q
- Set priorities on any Q: assign and set due date to resolve issue by
- Email a specific Q to yourself

## Scroll to bottom to edit details

- Form Details

Form Complete  
Tap here to mark the Form complete ⓘ >

Additional Notes >

Folder 1006 >

Location Location B >

Area Area 1 >

ID 27477286

# Generating & Using Reports

## Tips & Tricks

Scroll to bottom to edit details

4:09 Done Questions

**Gloves Assessment**  
Fill out only the fields relevant to your visit. Any fields left blank will not appear in the report. Fields marked \*Required for TCO\* must be completed to calculate Total Cost of Ownership.

- + General
- + Site Summary
- + Product Requirements
- + Current Product
- + Recommended Product
- + Current Product Cost
- + Recommended Product Cost
- + Recommendations

**Download Report**

Refresh Questions

Mark Form Complete

Auto Complete Questions

Mark Coordinates

Cancel

1021 Bandana Boulevard East Suite 220  
St. Paul, MN 55108  
800-225-8238

**WORKHORSE**  
by ergodyne

**Gloves Assessment**  
TRAINING\_KKJ

Location B  
1021 Bandana Blvd E Suite 220  
St. Paul, MN 55108  
Area 1  
Priorities Found: 2 - High 1 - Low 1 - Good

**General**  
1. Problem Statement/Objective  
Lots of hand injuries, gloves are not required, current offering is not meeting needs.

**Site Summary**  
2. Activities/Pain Points  
Repetitive movements. Hot environments (heat stress, tool heat). Operating edges/cut hazards.

3. Interfaces  
Tools (hand or power). Machinery/equipment controls. Conveyor system.

4. What hand and arm hazards/risks exist for this job task?

Assigned To: Katie Johnson Due: 1/23/2026

**Product Requirements**  
5. Chief Complaints  
Poor dexterity for small tasks. Grip wears away quickly. Gloves don't last sizing/fit.

6. Performance Requirements  
Cut resistance (low to high levels). A7 ANSI Cut Level

7. Comfort Requirements  
Easy to put on/off. Proper/secure fit. Breathable material.

**Current Product**  
9. Brand of Current Product  
Assigned To: Katie Johnson

10. Cost of Current Product (per pair)

For questions regarding this audit or follow-up actions, please contact the administrator listed above. For more product information and safety resources visit [www.ergodyne.com](http://www.ergodyne.com).  
Printed on 1/23/2026 Powered by INSPECTALL

Recommended Product	
(1W) 5 Days	
11. Life of Current Product	
12. Model Number of Recommended Product	7061
13. Cost of Recommended Product (per pair)	\$9.60
14. Life of Recommended Product	

Current Product Cost	
(3W) 15 Days	
15. Cost Per Hour	\$0.20
16. Cost Per Year	\$400.00
17. Number of Units Consumed Per Year	5000 Units
18. Total Cost Per Year	\$40,000.00

Recommended Product Cost	
19. Cost Per Hour	\$0.08
20. Cost Per Year	\$160.00
21. Number of Units Consumed Per Year	\$1,666.67
22. Total Cost Per Year	\$16,000.03
23. Projected Savings	\$23,999.97

**Recommendations**  
24. Issues that Require Training P28

For questions regarding this audit or follow-up actions, please contact the administrator listed above. For more product information and safety resources visit [www.ergodyne.com](http://www.ergodyne.com).  
Printed on 1/23/2026 Powered by INSPECTALL Page 2 of 2

## Exercise:

- Download report (Qs left blank will not be on report)
- Mark as complete
- Forms can be downloaded at folder form or folder level

# Support

Holla for help

Your friendly InspectAll Team:

*App Support*

*NetSuite*

*Sales Leads*



*Integrations*

*Product & Training*

**Need Something New for the Field or a Customer?**

[Submit a Marketing Idea](#) to request new Workhorse material.

**InspectAll Help & Feedback?**

*We welcome feedback—while not all suggestions can be implemented, it helps us continue to improve the tools.*

**FIRST:** Start with your Manager / Sales Leader

**THEN:** Email [InspectAllTeam@ergodyne.com](mailto:InspectAllTeam@ergodyne.com)

**OR:** [Submit a Marketing Idea >>>](#)

# Next Steps

## Timing & Expectations

- **Q1:** WH Landing Page (front-facing)
- **Q1:** WH Resource Portal (internal)
- **Q2:** Heat Stress Assessment Form
- **Q2:** Tool Tethering Assessment Form
- **Q2:** Tool Inventory Log Form
- **Q3-Q4:** Future Category Forms (TBD)
- **Q3-Q4:** Custom “*branded*” Report
- **2027:** Salsify Integration



BUILT FOR

REAL



WORK

SINCE 1983