



Customer Success Story

Allied Cooperative® Reduces Worker's Comp Loss Ratio by 70% in Nine Months



Merger Spurs Review of Safety Management

In 2023, Allied Cooperative merged with ProVision Partners Cooperative to enhance operational efforts serving Wisconsin farmers by helping members maximize their potential for success. They offer a wide range of agricultural and retail services, employing over 600 people across 54 facilities.

When the two organizations merged, Safety Director Jerrod Buchholtz evaluated safety management practices across all facilities to ensure consistency.

Jerrod explains, "The biggest reason for looking into a software system was to easily gather data metrics. We wanted insights to help us identify where we need administrative controls, policy, and programs to reduce workplace incidents.

Prior to the merger, the safety programs were primarily paper-based and there were challenges with following up on corrective actions with location managers. We wanted to provide a better structure for our safety department and our location managers.

Getting a unified system in place allows us to be more organized. It enables us to provide corrective action measures as needed and ensure there is a stable way to follow up on action items. Ultimately, this helps us reduce potential injuries to our employees and maintain compliance with regulatory agencies."

"This software gives us visibility and allows us to put important process improvements in place. It also helps us meet compliance regulations."

Building Support Around a New System

Transitioning from a paper-based system to a software system takes good communication and employee engagement. One of the biggest challenges when implementing a new system is getting employee buy-in because if employees won't use the system, it loses value. Jerrod had worked with Velocity at a previous employer and was familiar with the implementation process. He knew the importance of employee engagement.

Jerrod shared, "It was important for us to make sure everyone found this software resourceful. We structured our implementation program to involve employees in the process

and ensure they had the training and resources they needed.

One tool within the software our employees have found particularly

helpful is the 'How-to Wizard Tool'. The tool guides them through any steps they may have forgotten over time. It has been great to see our employees using the software."

Early Benefits After Implementation

The first software implemented was [Velocity's Incident Management](#) to better understand where incidents were occurring or possibly recurring. It was followed by the [Audits](#) and [Inspections](#) software to help make sure that the preventive controls put in place were effective.

Jerrod explains, "The functionality of the two Velocity software capabilities provides a simplistic interface. This allows us to



gather the necessary information and identify trends within our work environment.

Most of our injuries come from slips, trips, falls, contusions, and sprains. Being able to put metrics behind incidents helps our location managers identify areas for improvement. With just two clicks, they can see trends and know where to implement preventative controls.

This software gives us visibility and allows us the ability to put important process improvements in place. It also helps us meet compliance regulations. For example, in October, we had an OSHA inspection and we were able to provide the audit reports the inspector needed. They were very satisfied and liked how the reports were formatted.”

Improving Safety through Awareness

Allied Cooperative had been using Velocity’s software since October 2023 and have seen noticeable growth in their safety culture. Jerrod further explains, “The employee engagement around safety has improved. Our employees are asking questions and following through on corrective actions. There’s increased awareness around what’s going on in the workplace, which is crucial.

“This engagement has resulted in some cost-saving benefits. Last year, our loss ratio for our workers’ compensation policy was around 75%. But now, about nine months into the year, we’re sitting at 4%.



Additionally—I knock on wood when sharing this—so far this year we haven’t had any lost-time injuries. The fact that



our people are healthy and able to come to work every day allows us to provide the best services to both them and our customers.”

As the organization continues to grow and more facilities are built, the visibility throughout the system has allowed for safety improvements beyond just employees. Jerrod elaborates, “We’ve had a lot of construction this past year and it’s going to continue. These tools have provided us the opportunity to be at the forefront of keeping our contractors and employees safe. We have been able to be proactive in getting controls in place meeting the expectations of our business, the contractors, and from a compliance standpoint.”

In less than a year, Allied Cooperative has already made impressive progress in their safety journey by implementing software to help provide visibility and engagement, and they’re just getting started!



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