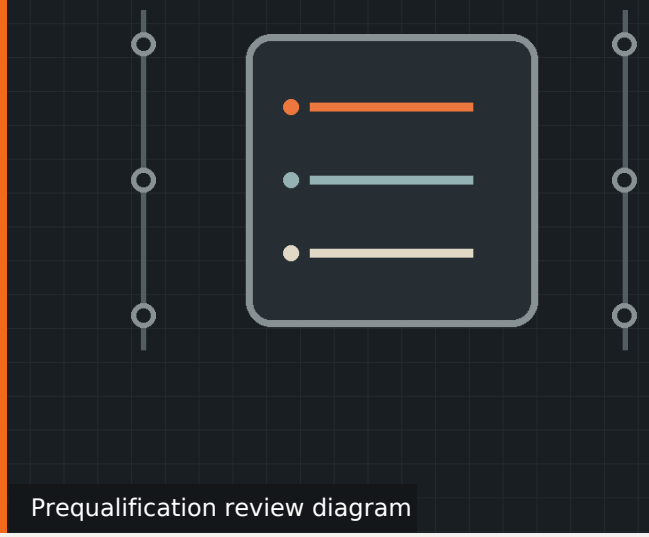
SAFETY FRACTION

BUILT FOR SPECIALTY TRADES

Get ready to bid on data center builds.

Safety prequalification support for electrical and critical power, mechanical and cooling, and process piping contractors.



Prequalification review diagram

THE 90-DAY DIAGNOSTIC

Know what to fix before you bid.

Get a prioritized remediation roadmap and a findings briefing with Ted Garling. Focus on the safety requirements for the work your team wants to win.

01

Review the record

Audit EMR and TRIR trends, OSHA records, and prior prequalification issues.

02

Check submissions

Review safety documents and Avetta or ISNetworld submissions against target requirements.

03

Assess field readiness

Check how English and Spanish safety instructions are understood and used.

WORKERS' COMP PREMIUM

What changes with the mod?

Illustrative: same $100,000 manual premium.[1]



$40,000 difference between the two endpoints.

Example only. It excludes other premium adjustments and does not predict savings.

SEPARATE INDUSTRY BENCHMARK

$48,000

2024 U.S. cost per medically consulted work injury.[2] This is a societal cost estimate, not an employer bill.



Ted Garling

CSP #31859

Start with a 15-minute discovery call.

Email safetyfraction@gmail.com

$8,500

One-time diagnostic

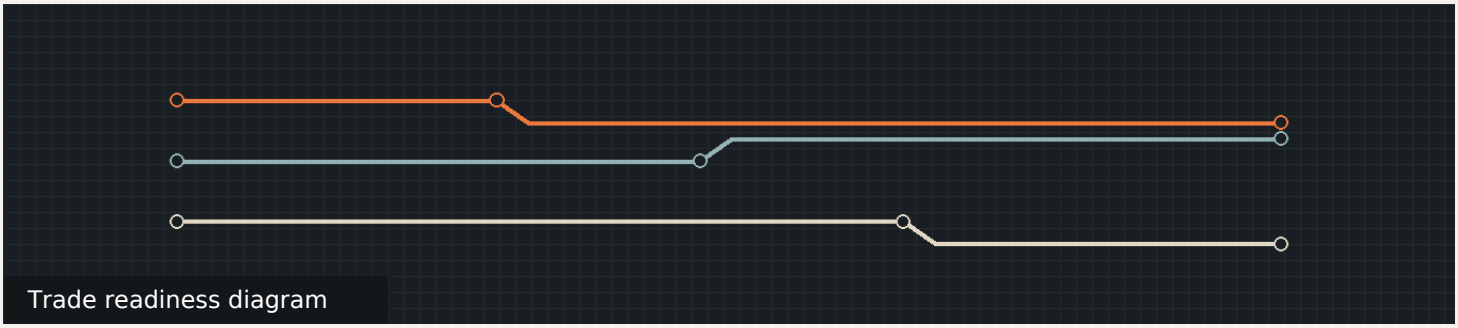
[1] **Morrow Insurance | Experience mod**
https://www.getmorrowinsure.com/resources/what-is-an-experience-mod-and-how-do-i-lower-it

[2] **National Safety Council | Injury Facts** https://injuryfacts.nsc.org/work/costs/work-injury-costs/

WHERE PREQUALIFICATION CAN STALL

Start with the work you want to win.

Bring a specific bid, owner requirement, or portal request. The diagnostic uses that target to decide what to examine and which gaps matter first.



Trade readiness diagram

Three trade-specific starting points

ELECTRICAL

Critical power

Does the submitted safety plan match how crews are briefed on lockout and first-time energization?

MECHANICAL

Cooling and HVAC

Does the paperwork reflect the real work, from chilled-water scopes to equipment installation?

PROCESS PIPING

High-purity systems

Are isolation and pressure-test instructions clear to field leads and crews in both languages?

What to gather for the diagnostic

01	**Records**	Recent EMR and incident-rate data, OSHA logs as applicable, and any prior rejection notes.
02	**Requirements**	The relevant owner or GC checklist, portal requests, and the safety documents you normally submit.
03	**Field examples**	A toolbox talk, task plan, or sample instruction your supervisors and crews use today.

For the first call, just bring one project or bid you have in mind.

WHAT YOU GET AND HOW TO START

A roadmap your team can use.

The $8,500 one-time diagnostic is a standalone engagement. In 90 days, Ted delivers the findings, walks your leadership team through them, and helps you see what needs attention first.

From findings to decisions

01

Audit findings

See what the review found in safety records, submissions, and field communication.

02

Remediation roadmap

See what to fix first, who should own each item, and what evidence will show it’s resolved.

03

Leadership briefing

Review priorities with Ted and decide what to handle internally or where you want support.

How a roadmap item might read

ILLUSTRATIVE ENTRY / NOT A CLIENT RESULT

Gap	Action	Owner	Closure evidence
Crew briefing isn’t available in Spanish.	Draft and test a bilingual briefing.	Project safety lead.	Approved briefing and crew check.

Implementation is your choice.

Keep the roadmap and execute it with your own team, or ask about fractional support for bilingual field tools, corrective-action follow-through, and reporting on early warning signs.

The diagnostic supports readiness. It does not guarantee prequalification, contract awards, or changes to your insurance rates.

15 MINUTES / NO DOCUMENTS REQUIRED

Talk through your next bid with Ted.

We’ll discuss the work you’re pursuing, what the reviewer is asking for, and whether the diagnostic is a fit.

Email safetyfraction@gmail.com to request a time.