

Introduction to ESM INSITE

ESM was founded in 2005 with the vision of supporting California employers with analyzing their operational challenges and developing a strategic plan that focused on injury prevention and Worker's Compensation cost containment. As of 2019, ESM has worked with over 1,000 employers providing guidance while working in collaboration to develop tools and best practices to mitigate company risk. In 2019 we launched ESM 2.0, which is a detailed focus on digitization and customer success. We look forward to sharing our journey with you!



Sharon Poston, ARM
President



Anthony Poston, ARM, AIM
CEO



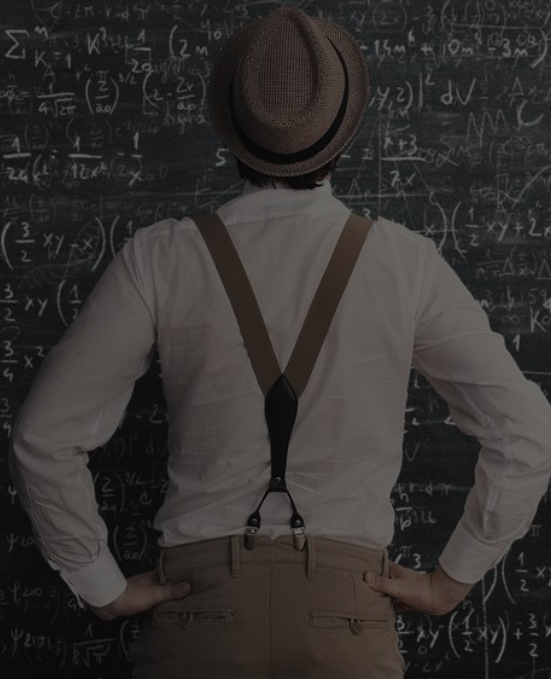
David Mysona
Partner



Workers' Compensation Risk Management
www.esminsite.com

We understand.
Risk Management
is complicated.

Employers want to prioritize **safety**,
compliance, decrease risk, maintain a
healthy work force - all while keeping their
Workers' Compensation costs contained.



ESM's Value Proposition

35K+

Claims Managed

We are **THE** subject matter experts.

\$20M+

Client Savings

We provide a **proven** ROI.

98%

Client Retention

We help you **retain** your clients.

75%

Close Ratio

We help you **obtain** new opportunities

\$1B+

Client Payroll

Our clients range from Fortune 500 to small employers.

\$500M+

Client Premium

We help our clients manage their X-Mods and Work Comp programs.

Testimonials

Click below to see what some of our **notable clients** have to say.

[CLICK HERE](#)

Why is ESM Unique?

TECHNOLOGY

INSITE (SAAS)



ESM's secure portal providing everything Workers' Comp Risk Management related. Data security, comprehensive compliance library, risk management training, and more.

PREVENTION

SAFETY MANAGEMENT CAL-OSHA COMPLIANCE



Effective safety programs are the result of leadership and the application of SOPs that create operational efficiencies while decreasing variation.

COST MITIGATION

WORKERS' COMPENSATION CLAIMS ADVOCACY



ESM's analysts provide employers with expert advice focused on helping them make the most ethical, financial and legal decision when managing their claims.

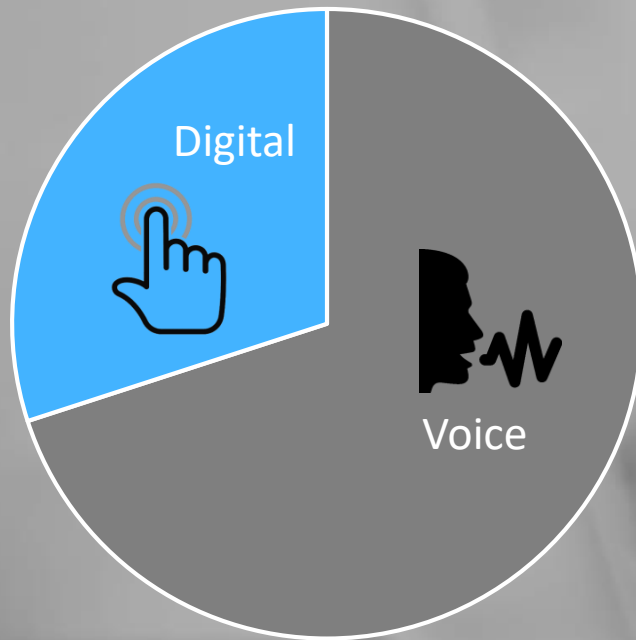
COST CONTAINMENT

RETURN TO WORK

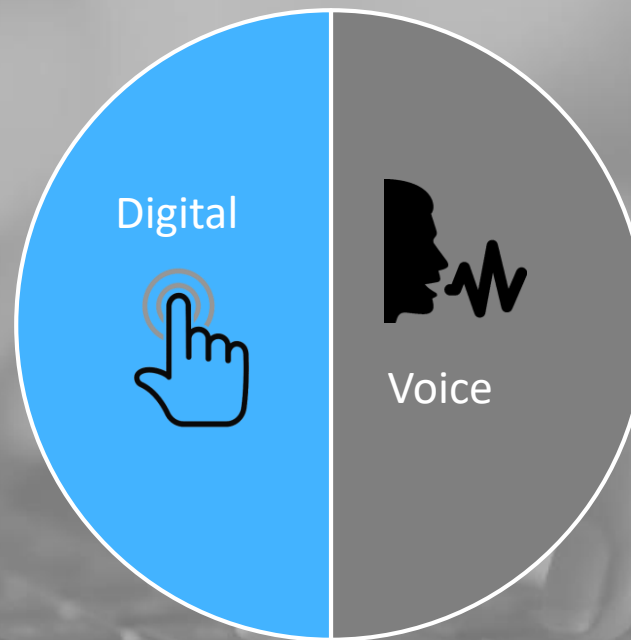


An effective RTW program can reduce Temporary Disability costs, control the X-Mod, accelerate the injured worker's recovery, and increase the potential for a positive resolution of the claim.

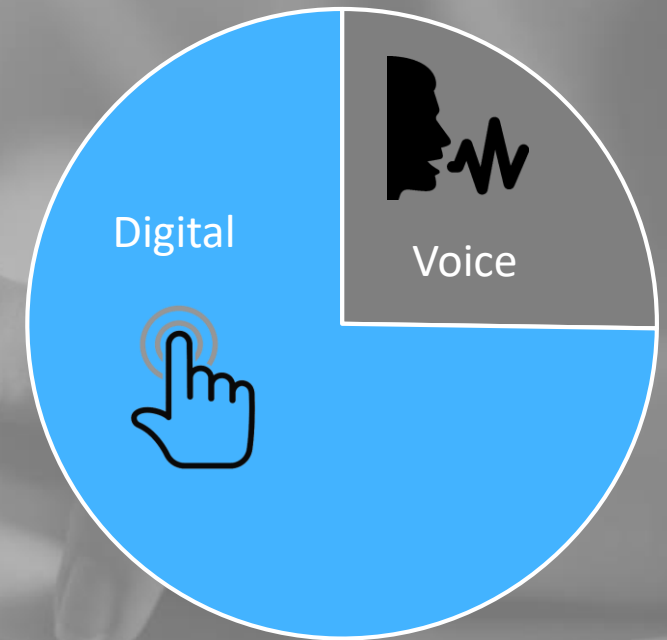
Communication is shifting



YESTERDAY



TODAY



2020+



INTRODUCING

Your secure portal providing everything Workers' Compensation Risk Management related. Access your reports, utilize educational training, leverage our extensive compliance library, streamline team communication and much more.

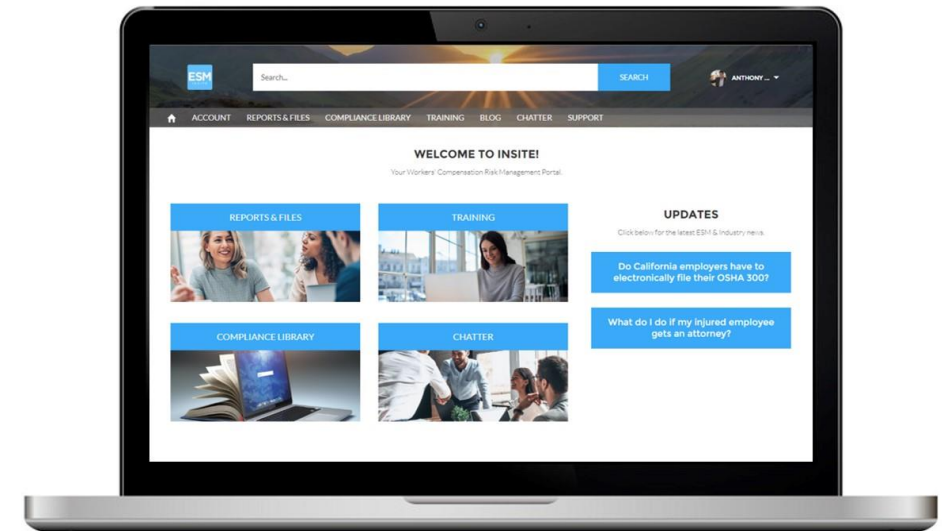


Risk management
solutions provided
from a secure cloud
community portal.

www.esminsite.com/insite



INSITE



INSITE Core Features



DATA SECURITY

Protect your clients' most important data; comply with [SB1121](#) and [GDPR](#).



TRACKING & TRENDING

Access files, reports, claims' status and trending for all clients.



CENTRALIZED COMMUNICATION

Streamline communication between all stakeholders.



EDUCATIONAL RESOURCES

Access premium training content to educate, inform and lower risk. (certificates, badges, knowledge)



COMPLIANCE LIBRARY

Increase your clients' compliance with our library of 400+ tools and best practices.



CUSTOMER SUPPORT

Regular check-ins and accessibility to our customer care team

<https://esminsite.force.com/insite/s/login>

RISK MANAGEMENT LEARNING PLANS

Trainings, Badges & Certificates to
enhance professional knowledge and
potential discounts on Workers'
Compensation premiums

The screenshot displays the ESM INSITE Learning Plans dashboard. The top navigation bar includes links for ACCOUNT, REPORTS & FILES, COMPLIANCE LIBRARY, VIDEOS, TRAINING, BLOG, and SUPPORT. The user profile for SUE SMITH, SR. BROKER, is shown with an achievement count of 0. A progress summary indicates 7 Not Started, 2 In Progress, 3 Completed, and 18 Not Registered items. The Learning Plans section shows 12 plans, including 'Understanding & Managing My California X-Mod Part 2' (0% complete, 22 mins), 'Understanding & Managing My California X-Mod Part 1' (100% complete, 23 mins), and 'Completing Your OSHA 300 Form' (0% complete, 20 mins). A 'BEST PRACTICE' badge is overlaid on the dashboard. Below the dashboard is a sample 'Certificate of Completion' for 'Workers' Compensation Risk Management'. The certificate is awarded to 'Your Name Here' for successfully completing 'Workers' Compensation 101' on 'January 1, 2019'. The ESM INSITE logo is present in the top right of the certificate and as a watermark in the bottom right of the slide.

ESM INSITE

Workers' Compensation Risk Management
CERTIFICATE OF COMPLETION

Awarded To

Your Name Here

For Successfully Completing

Workers' Compensation 101

Date of Completion
January 1, 2019

ESM INSITE

VIDEOS & WEBINARS

With industry leading
subject matter experts

*(gain insight into managing risk and reducing cost
from industry experts)*

The screenshot displays the ESM INSITE user interface. At the top is a navigation bar with links: ACCOUNT, REPORTS & FILES, COMPLIANCE LIBRARY, VIDEOS (selected), TRAINING, BLOG, and SUPPORT. Below the navigation bar is a search bar and a filter dropdown set to 'All Media'. The main content area shows a grid of video thumbnails. The selected video, 'TAPS: A Claims Management Process That Gets Results', is shown in a large player at the bottom. The video player includes a title, description, duration (00:10 / 18:08), and a progress bar. The video content shows a man speaking with colorful sticky notes floating in the foreground. The video player also displays the ESM INSITE logo, the title 'TAPS: A Claims Management Process That Gets Results', the author 'by Anthony Poston', the date 'Jan 24, 2019', the file size '302.9 MB', and a rating of 5 stars with 10 views.

ACCOUNT REPORTS & FILES COMPLIANCE LIBRARY VIDEOS TRAINING BLOG SUPPORT

Search All Media Name List view

COMPLETING YOUR OSHA 300

Completing Your OSHA 300 Form

Completing your OSHA 300 form can be daunting, and are California employers required to...

Jan 24, 2019 by Anthony Poston 19 views

5 ★★★★★ (2)

COMPLYING WITH CAL-OSHA'S INJURY & ILLNESS PREVENTION PROGRAM

Complying With Cal-OSHA's Injury & Illness Preve...

California employers are required to have an Injury & Illness Prevention Program (IIPP)...

Jan 24, 2019 by Anthony Poston 27 views

5 ★★★★★

DEVELOPING YOUR RISK MANAGEMENT STRATEGY

Developing Your Risk Management Strategy

In this training, we discuss developing your risk management strategy that reduces your...

Feb 27, 2019 by Anthony Poston 7 views

5 ★★★★★

ESM INSITE

INSITE Training: How to share files securely in INSITE. Learn how to protect sensitive data and share files with trusted stakeholders.

How to share files securely in INSITE.

In this training, we will review how to protect sensitive data and share files with rel...

Mar 28, 2019 by Anthony Poston 5 views

5 ★★★★★

ESM INSITE

MANAGING THE FIRST FIVE CRITICAL DAYS AFTER AN INJURY

Managing the First Five Days After an Injury

When an injury occurs, it is important to have a process in place to ensure compliance...

Jan 24, 2019 by Anthony Poston 15 views

5 ★★★★★

OSHA'S HERE NOW WHAT?

OSHA's Here, Now What?

Ah-oh! OSHA's at the front desk. What do we do? If not properly prepared (or in complia...

Jan 24, 2019 by Anthony Poston 11 views

5 ★★★★★

"TAPS"

A CLAIMS MANAGEMENT PROCESS THAT GETS RESULTS

www.esminsite.com

00:10 / 18:08

TAPS: A Claims Management Process That Gets Results

by Anthony Poston

Jan 24, 2019 · 302.9 MB

10 views

5 ★★★★★ (1)

COMPLIANCE LIBRARY

With 500+ compliance tools and best practices

(industry specific and custom libraries available)



Libraries
12 items • Sorted by Last Activity

Safety Committee

Workers' Compensation Claims Manage...

Training

Restaurant Safety Program

Cal-OSHA Compliance

Forms

Return To Work

Libraries > Injury & Illness Prevention Program
Injury & Illness Prevention Program
2 items

COMPLYING WITH CAL-OSHA'S INJURY & ILLNESS PREVENTION PROGRAM

Complying with Cal-OS...

COMPANY NAME LOGO
Injury & Illness Prevention Program

Injury & Illness Preventi...

QUARTERLY

\$360

Paid in advance quarterly. Subscribers have complete access to INSITE features and Customer Success support.

- ✓ Compliance Library
- ✓ Videos
- ✓ Risk Management Learning Plans
- ✓ Badges & Certificates
- ✓ Personal folder for file storage
- ✓ ESM Customer Success support
- ✗ Insurance Broker file sharing

SUBSCRIBE NOW

MOST POPULAR

ANNUAL

\$960

33% Discount

Paid in advance annually. Subscribers have complete access to INSITE features and Customer Success support.

- ✓ Compliance Library
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- ✓ Risk Management Learning Plans
- ✓ Badges & Certificates
- ✓ Personal folder for file storage
- ✓ ESM Customer Success support
- ✗ Insurance Broker file sharing

SUBSCRIBE NOW

BEST VALUE

AGENCY PARTNER

\$760

***47% Discount**

See below for details. Subscribers have complete access to INSITE features and Customer Success support.

- ✓ Compliance Library
- ✓ Videos
- ✓ Risk Management Learning Plans
- ✓ Badges & Certificates
- ✓ Personal folder for file storage
- ✓ ESM Customer Success support
- ✓ Insurance Broker file sharing

SUBSCRIBE NOW

* Available to customers of ESM's Insurance Agency partners. Contact us to determine eligibility.

What We Do.

Advocacy. Education. Training. Compliance.



WE REDUCE RISK AND COST

associated with Workers' Compensation

Your Partner For Success

Increase Compliance. Lower Risk. Reduce Cost.



That's the ESM Difference.

