

# SIEMENS, MITSUBISHI JOINT VENTURE FINDS SUCCESS WITH MSDSONLINE

*“They’ve given us a lot more confidence in our ability to manage safety data sheets, and everything else EHS related that we need to do!”*

Gregory Doerr  
EHS Manager  
Primetals Technologies

## Primetals Technologies

- A joint venture of Siemens and Mitsubishi
- Multiple U.S. locations and 1,400 employees
- Nearly 1,000 SDSs



**W**ith thirteen facilities across the country, Primetals Technologies — a joint venture of Siemens and Mitsubishi — is a leading provider of metals industry processing equipment and solutions. It supplies everything from consulting services to engineering steel rolling facilities and arc furnaces, to maintaining service facilities and equipment. Originally a part of Siemens, Primetals had relied on MSDSonline, a *VelocityEHS* solution, to manage their library of SDSs for several years. They made sure that relationship continued when they entered this new cooperative venture.

Gregory Doerr is head of EHS management at Primetals.

“Siemens had already been using the MSDSonline HQ Account for safety data sheet management,” explains Mr. Doerr. “When we were going through our transition in 2014, we knew we wanted to stick with MSDSonline. We had a few

people who had been directly involved in using the HQ Account, and they all said: ‘Whatever we do, we gotta keep this!’ We have multiple locations across the U.S. with about 1,400 employees. We have nearly 1,000 SDSs total. That’s a big number! But with MSDSonline, everything went smoothly with our transition process. We were able to coordinate it all.”

Primetals has also found value in exploring the deeper functionality of the MSDSonline HQ Account chemical management solution.

Explains Mr. Doerr: “We’ve started using the label-making function, which is extremely user friendly. Our company also has a strong commitment to sustainability as part of EHS, so we’re always on the lookout for ways of reducing our environmental footprint. We found we can use MSDSonline to help us research chemical products that are similar and determine which ones are more

sustainable. That’s really exciting.”

During their transition, Primetals was also looking for ways to more easily and effectively manage other EHS related tasks, such as OSHA reportables. Mr. Doerr was pleased to discover that *VelocityEHS* has a suite of tools addressing a broader range of EHS challenges.

“I started talking with our contact about better options for managing our OSHA reportables and recordables,” says Mr. Doerr. “She was very knowledgeable, and let me know that there indeed were features and capabilities for just what we were looking to do. We gave these features a try, and they worked great. We’ve been really happy. The incident management module is a big help, especially. And although we haven’t used it yet, we have also looked into the collection of on-demand trainings.”

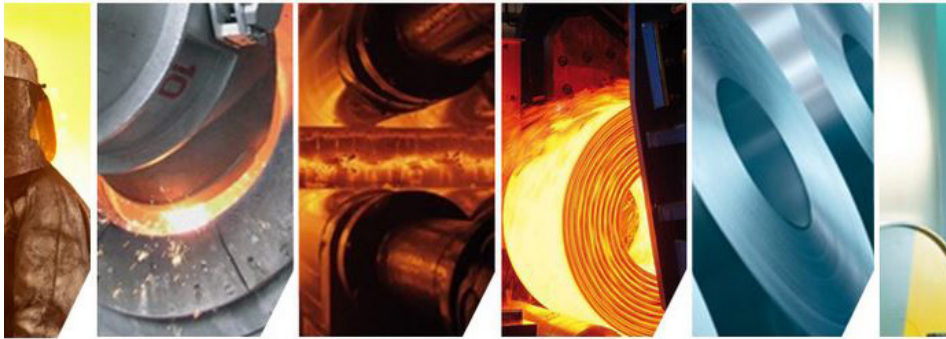


Mr. Doerr also says he finds the Primetals relationship with VelocityEHS a good overall value.

"I think the MSDSonline HQ Account is priced reasonably for what we pay as a mid-sized company. It's definitely something we can handle. Frankly, I've been impressed. Considering what we get, the price is very good."

As Primetals continues to grow and evolve, it remains confident that its partnership with VelocityEHS will continue to position it to effectively manage chemical hazards and ever-evolving compliance requirements over multiple locations and jurisdictions.

Concludes Mr. Doerr: "They've given us a lot more confidence in our ability to manage safety data sheets, and everything else EHS related that we need to do!"



## FORTUNE 1000 BUSINESSES FIND A PROVEN SOLUTION WITH THE HQ ACCOUNT

Today's global companies operate in a fast-paced world where satisfying regulatory and environmental requirements can be just as vital as meeting production goals. As enforcement bodies around the world transition toward GHS, players in the international space need solutions that can help manage chemical inventories, meet evolving sustainability and environmental reporting demands, and function effectively at the enterprise level. VelocityEHS understands this. That's why our solutions help users simply and easily meet hazard communication and safety requirements, while also gaining greater control over their environmental footprints. Companies of all sizes already benefit from our robust platform of scalable solutions, and have helped to make us the most-trusted name in the cloud-based safety and compliance space.

Find out why.

Whether your company is already among the Fortune 1000, or still an emerging brand, we can provide the tools you need to take your EHS management to the next level and set your organization on the path to safety, sustainability, and compliance.

## Benefits of the HQ Account

### Millions of MSDSs at Your Fingertips

24/7 access to the industry's leading database of safety data sheets ensures your company's library is up-to-date and in compliance.

### Simplify Compliance

Easy-to-use tools help you meet hazard communication requirements (OSHA / WHMIS / GHS), including hazard determination, right-to-know access, labeling, safe chemical handling, PPE, and more.

### Improve Chemical Management

Robust chemical management tools provide greater container-level control over the location, status and risk associated with the chemicals you use. Our free mobile Chemical Inventory Scanner app lets you scan barcode/QR code labels for in-the-field container management.

### Mobile Access

Our online accounts are mobile optimized, and our free eBinder mobile app makes it possible to access SDSs and chemical inventory information offline, when internet connectivity is limited. With these mobile capabilities, critical chemical safety information is always at your fingertips.

### Regulatory Compliant

Multiple back-up options mean your system meets OSHA, WHMIS and other regulatory requirements for electronic safety data sheet /chemical management.

### Quick ROI & Low Cost of Ownership

The HQ Account pays for itself by eliminating time-consuming, manual administrative tasks. Plus, there's no software to install or maintain, and you get immediate access to new features.

**"Whatever we do,  
we gotta keep this!"**



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