



PegasusTM
an Avetta Company

THE PEGASUS

PARTNERSHIP PROGRAM

FOSTERING GROWTH AND BUILDING
SUCCESSFUL RELATIONSHIPS



WHO ARE WE?

Through connecting networks of safe workers, companies, and assets, our cloud-based workforce management solution allows our clients to manage risk, increase productivity, and control compliance in an online platform.

Pegasus solutions help our industrial clients—in mining, construction, retail and facilities management, manufacturing, healthcare and government, ports, rail and infrastructure, and utilities—to manage, monitor and maintain the safety and competence of 3.5 million workers on over 700 sites.

The Pegasus workforce management system works for our clients by:

1. Providing immediate access to workforce data
2. Managing all training and inductions
3. Administering compliance and pre-qualification documents
4. Managing the qualifications and competency—including licences and medicals— of all workers on a project
5. Awarding accreditation upon successful completion of inductions and assessments
6. Providing tools for audit, investigation and inspection of businesses and workers
7. Offering implementation and ongoing account management support
8. Managing contractor performance over the term of their contract

OUR CORE PRODUCTS:

How Pegasus products benefit our clients

COMPANY PRE-QUALIFICATION

What is it? A powerful online platform which collects, compares and verifies contracting company information, insurances and safety documents to industry and operational standards.

How does it work?

- Verify your contracting workforce faster, ensuring contractor quality and realising cost-savings before work begins.
- Determine contractor risk-profile, ensuring the appropriate levels of assessment are given to those who pose a higher risk.
- Manage your sites, projects, and the ongoing compliance of your contracting companies with certainty and insight.

SITE ACCESS

What is it? The culmination of the data and insight collected in your Pegasus solution, where high-tech solutions – from logpoints and kiosks, to mobile solutions and boom gates – empower you to control access to your work sites.

How does it work?

- Control and protect the workforce, ensuring only competent workers and assets access your sites.
- Real-time insight into who is on site and what they are doing.
- Manage fitness for work and fatigue.
- Review up-to-date information and immediately reflect changes to your standards.

WORKER COMPETENCY MANAGEMENT

What is it? An intuitive online platform where the licences, tickets, and training qualifications of your workers are collected, compared, and verified for a safe and skilled workforce.

How does it work?

- Ensure worker safety and manage ongoing compliance.
- Be certain your workforce is operating with high skill and reduced risk.
- Link online worker profiles with site access for complete control and site safety.

ASSET MANAGEMENT

What is it? A robust online platform which collects, compares, and verifies plant and asset information to legal and operational standards.

How does it work?

- Manage the site onboarding process for plant and equipment.
- Monitor and manage the standard and safety of plant assets across every site – from wherever you are.
- Set and maintain specific standards, ensuring plant, equipment and assets remain compliant while being used on site.

INDUCTION & LEARNING MANAGEMENT

What is it? A sophisticated Learning Management System (LMS) which empowers you to plan and set training for your workforce – and to track and report on the results – online, at any time.

How does it work?

- Guarantee fast, cost-effective, and repeatable learning outcomes.
- Keep track of worker understanding and retention to identify skills gaps.
- Auto-reminders promote continuous improvement and reduce risk as every worker's knowledge stays up to date.



“Through Pegasus, the integration of quality checks and on-site instructions, as well as the combination with automatic entry controls, gives extra unexpected benefits for the daily work.”

Cornelius Toussaint, CONDOR Managing Director, Pegasus Partner, Germany

WHY JOIN THE PEGASUS PARTNERSHIP PROGRAM?



EXPERIENCE

Established in 1987, Pegasus is the only truly worker-centric solution to workplace safety worldwide. Our commitment to workplace safety is uncompromising. We have our finger on the pulse of Australian legislative requirements, and we're looking for likeminded international partners with local expertise so we can scale our solution globally.

SUPPORT

When you join the Pegasus Partnership Program and sell our software to your clients, you will receive **dedicated support**. We have international support capabilities to provide around the clock care across multiple time zones. Receive specialised care from our Head of Global, team of developers and service delivery team who will be there to help you every step of the way.

REACH

Pegasus software manages the safety and competency of **3.5 million workers** for more than 70,000 contracting companies. As a member of the Pegasus Partnership Program, you'll be entering into a mutually beneficial partnership which will help to cement your status as a leader in workforce safety. We will help expand your company's client base and provide you with connections across the Pegasus network.

A woman wearing a white hard hat and a high-visibility yellow and blue safety vest is looking down at a smartphone. The background is dark with some blurred lights, suggesting an industrial or construction setting.

PARTNERSHIP

GOALS

Our software delivers significant economic benefits to the companies that use it, and we achieve this by focusing on the safety of workers above all else. Keeping people safe at work is our top priority and always will be.

Every industry in every region has a safety culture. We will be leveraging the local expertise of members of the Pegasus Partnership Program in understanding the unique needs of clients with an external workforce in your region.

As the Pegasus solution is an aide to help our client's external workforce meet legislative competence and compliance requirements, our partners will have a strong local understanding of industries.

We want our partners, where possible, to use our software to manage their workforce and then sell our software to other clients.

Who better to speak to the benefits of the software than users with firsthand experience?

WHO ARE OUR PARTNERS?

These organisations are already enjoying the benefits of the Pegasus Partnership Program

GEMsoft7

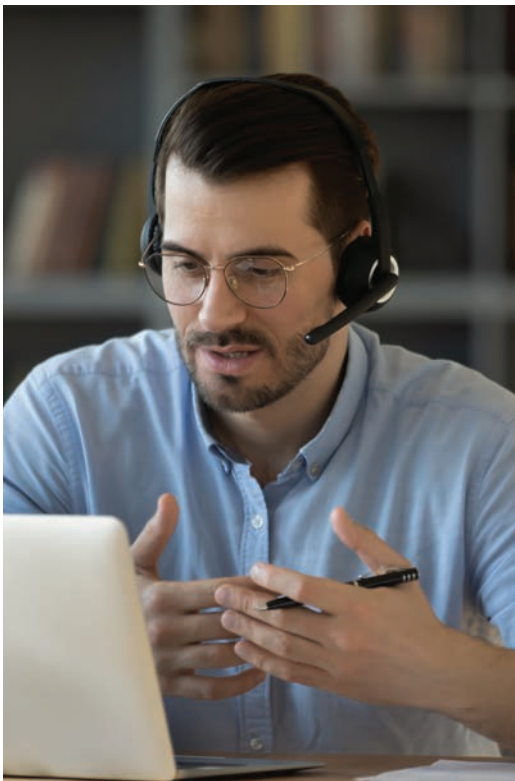
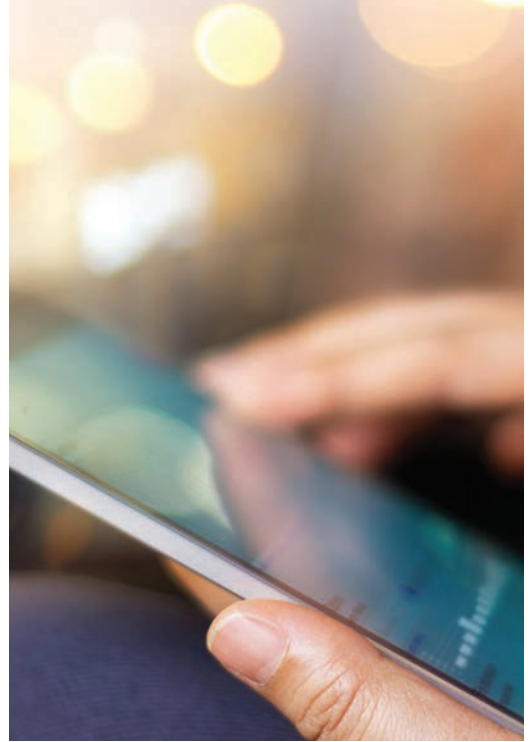
Glasgow, United Kingdom

GEMsoft7 provides cloud-based Work Management Solutions, that help their clients maximise control and minimise operational risk – in real time.

The way GEMsoft7 utilises the Pegasus Partnership Program is by incorporating Pegasus software into their pre-existing workforce management product, P2W Safe Safety of Work. P2W, permission to work, ensures control of work processes not only to comply with industry-specific regulations and government legislation, but to protect assets and workers.

Industries:

Oil & gas - Airports - Hospitals/health estates - Facilities management - Nuclear construction - Pharmaceuticals - Distilleries - Mining



iskills

Mount Maunganui, New Zealand

iskills is a multi-award-winning NZQA registered and accredited Training Provider specialising in the infrastructure, telecommunications, electricity supply, gas and construction sectors. They provide industry training, workplace assessment and competency management and consultancy services across New Zealand.

Pegasus acquired iskills in early 2021, where they provide support for our New Zealand clients, including Lion, Chorus and Hilton Foods. "Having the iskills team join us means we are offering clients the local support and experience they expect and working in partnership with an organisation which shares our values and safe worker mandate," said Pegasus CEO Adam Boyle.

iSkills offers training courses related to:

Electricity - Heights - Cranes/EWP - Manual handling - Leadership - Confined spaces - Qualifications - Telecommunications



CONDOR AND PEGASUS

How we leveraged a successful partnership in a global market

CONDOR Group began in the safety and security industry in Essen, Germany in 1978. A family owned business, it now spans 14 offices and 850 employees across Germany. CONDOR provides safety solutions for 6,000 to 9,000 different work sites across rail, air, transportation, construction, ports and security each year.

CONDOR began looking at workforce management in 2013. For the contracting companies and workers being managed most documentation was issued in paper, with either originals or copies supplied. This was managed using Excel spreadsheets, server copies, and other local IT solutions which were unreliable and rarely up to date.

“Quality in general and the qualifications of personnel are focus points of our business strategy to establish our different services successfully and for a long time in the market,” said Cornelius Toussaint, CONDOR Managing Director.

“Handling up to 20 different locations and 50 different job profiles in an Excel spreadsheet don’t fulfil the requirements to guarantee a certain level of qualification.”

In their search for a workforce management solution, CONDOR was referred to Pegasus by Bridgeway Consult, a common partner.

At the time, Deutsche Bahn, Germany’s leading railway company were looking to introduce an electronic qualification card on their infrastructure; much like the Pegasus ID cards.

CONDOR found a like-minded partner in Pegasus for managing ongoing worker compliance and competency. However, the partnership between Pegasus and CONDOR is unique.

Alongside selling our workforce management solution to organisations in Europe, CONDOR also uses Pegasus to manage their own staff of 850 employees—what better way to sell a product than to use it.

CONDOR has sold the solution and has a strong pipeline of opportunities that includes:

- Dortmund Airport, a minor international airport located in north-western Germany. It is mainly used for low-cost and leisure charter flights, serving over 2.7 million passengers in 2019.
- Retail – leveraging clients with an international presence already using the solution in Australia.
- Working alongside Pegasus on sales opportunities in Europe and the Middle East.

Want to be part of the Pegasus Partnership Program?

Call **1300 441 433** or email: **info@pegasus.net.au**



The leading cloud-based workforce management solution, Pegasus delivers insight, connects networks, and keeps workforces safe on site. Our clients, including Woolworths, Lendlease, Visy, and Yancoal, manage risk and control worker compliance with our intuitive software, which connects a competent workforce on over 700 client sites, verifying the safety and skills of 3.5 million workers from over 70,000 companies.

We are experts in ensuring safe and qualified workers for industries including construction, manufacturing, mining, healthcare, government, retail, facilities management, utilities, ports, and oil and gas.

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