

## Construction competitiveness requires better OSH performance, driven by innovation

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# Construction, a high risk sector

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- Physical dimension of work
- Engines and machinery
- Moving worksites
- Chemical risk
- Limited means of most companies
- Mix of culture, language...



# ...yet to be better mastered!

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**In France in 2014:**



**1 salaryworker injured out of 16**  
**1 fatality every 2.6 days**  
**1 accident every 1.5 mn**

**An estimated direct cost of 3-5 billion €**



# ...in spite of a "rich" regulation



## A globally negative approach

- Regulation
- Obligation
- Sanction
- Negative indicators



**=> OSH generally perceived as a cost**

**=> What effectiveness for regulation?**

# A new approach from OPPBTP

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**our conviction at OPPBTP**

**With 8 000 companies that  
we accompany each year**

**Risk prevention supports performance,  
quality and efficiency !**

**But we need to demonstrate it**



# A new approach from OPPBTP



Based on an extensive cases' study of over 184 prevention actions in 86 companies

184 Cases studies



Interviews



Field observation



Financially measured

# A new approach from OPPBTP

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## Example 1: trolley for mason



**Limited cost: 430 €**

**High return: 1430 € per year**

**Simple innovation can bring high productivity!**

***It is not usual to calculate a ROI on actions associated with OSH***

# A new approach from OPPBTP

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## Example 2: composite crossing plate



**Higher unit cost, but easier and cheaper use on work site**

**Financial impact = 0.2% of sales, i.e. 4-5% of margin**



# A new approach from OPPBTP



## Example 3: plastic piping



**Traditional product in concrete (2.4 m length, 400 kg for dia. 400)**

**New product: 6 m, 56 kg**

**=> 60% productivity gain!**

# A new approach from OPPBTP



***Prevention does not only respond to a primary ethical requirement, but is also a contributing factor to the economic performance of business***

**9 870 K€**

COÛTS



**23 052 K€**

GAINS



**Prevention generates  
ECONOMIC GAINS**

**1 € invested = 2.34 € gains**

**OPPBTP**

La prévention BTP

# A new approach from OPPBTP

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## Prevention has an impact on competitiveness

- 72% of gains come from higher **productivity**
- Better managed resources generated 11% gains on **purchases**
- 80% of actions have a positive impact on **quality**
- 10% of gains are generated by **additional marging** coming from new business issued from prevention actions

# A new approach from OPPBTP

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## Everybody can afford it!

- Attainable expense with an average cost of 17,000 €
- Better return in very small size companies : 3.11 vs 2.02 for mid size companies
- Easy on cash with an average payback after 1.5 year

# The need to go further



- **A lot of innovation is readily available**
  - **A lot of innovation is yet to be developed**
  - **Innovation needs to be encouraged**
  - **Operational excellence is not a popular topic in construction**
- **Need to promote PERFORMANCE**



# The need to go further



## Examples and areas of progress

- **Helping SME's to be better organised collectively:**
  - ✓ Shared equipment
  - ✓ Inter-trade set-up
- **BIM and digital technologies:**
  - ✓ Better design
  - ✓ Work planning
  - ✓ On site help

# The need to go further



## Examples and areas of progress

- **Bringing together the best of large companies and SME's**
- **Construction methods and management (modular construction, 3D-printing, Lean, certification...)**
- **Overpassing tradition in construction**

# The need to go further



## Examples and areas of progress

- **OSH policies to be supportive of performance, with readily available solutions**
  - **Competitiveness policies to build upon OSH as a performance driver**
- **This is really "SMART CONSTRUCTION"**

# A European issue

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- **Increasing cross-border activity**
- **Posted workers cannot be the solution for better competitiveness**
- **No data available**
- **Equipment and materials manufacturers are European or even WW**
- **OSH is primarily Europe-driven**

# Developping a culture of performance

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***A new way to look at prevention***

From a logic of:

**« *cost avoidance* »**

to a logic of:

**« *looking for gains* »**



***Better prevention requires better  
construction performance***



**Prevention is accessible to  
all, is quickly profitable, is  
an easy performance driver**





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**Thank you** for your attention

And meet us again at  
***[www.preventionbtp.fr](http://www.preventionbtp.fr)***