



**PROFESSIONAL SOLUTIONS FOR WORKPLACE
HEALTH & WELLNESS**



(877) 399-1698

www.occumedne.com

About OccuMed of New England

Professional Solutions for Workplace Health and Wellness

OccuMed of New England is a division of United Alliance Services Corporation (UASC), an Occupational Safety and Health consulting firm. OccuMed of New England was established to expand our health and wellness services, but keep our company's existing corporate structure. OccuMed of New England provides comprehensive services including:

- Occupational Safety & Health Assessments and Audits
- Healthcare Compliance Training
- Program Development, Revision & Implementation
- Risk Management Solutions
- Worksite Wellness Programs
- Onsite Medical Services

Primary Service Areas

Our corporate office is located 20 miles southeast of Boston in Canton, MA. This easily accessible location is close to main transportation corridors and offers convenient access for servicing our clients throughout New England.

We also have satellite locations in Boston, New York City, and Hartford, as well as UASC Associates serving on regional project teams throughout New England and New York.

Our Primary Service areas include MA, RI, CT, NH, NY and NJ.

Contact Us

Central New England Location (Corporate):

OccuMed of New England

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Canton, MA 02021

Rhode Island Office:

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Leadership Team

OccuMed of New England is owned and managed by United Alliance Services Corporation.

Marc Bianco, *CEO/President*

mbianco@uascor.com

Richard Sarnie, *Chief Operating Officer*

rsarnie@uascor.com

Mark Franklin, *Director of Operations*

mfranklin@uascor.com

Partnership and Alliances

OccuMed of New England is committed to developing long-term, mutually beneficial professional relationships with our clients and business partners, while creating a challenging workplace for our professional staff.

Beneficial relationships are key to our success. Therefore, we have chosen to align our expertise with certified health and safety technicians, engineers, restoration and remediation experts, environmental consultants, public health professionals, insurance companies, toxicologists/epidemiologists, online training libraries, and equipment suppliers to better serve and address the needs of our clients and those of our business partners.

Corporate Philosophy

Our success is based on fostering meaningful relationships with our clients and our professional staff by investing in the resources that will maintain our position as the regional leader and provider of occupational safety, health and environmental consulting services, with nationally recognized expertise.

Why Use a Third Party Consultant?

Deletion/Reclassification of OSHA Citations

The most important aspect of the OSHA inspection process is the citation itself. Getting a citation deleted or reclassified is the main goal in any informal conference. If you engage a qualified third party consulting company, they may help you be better positioned to successfully petition for citation deletion and reclassification. When the citation is deleted, the fine becomes zero

Reduction in OSHA Fines

If you cannot successfully petition for deletion or reclassification of a citation, you may still petition for a reduction in the fine. If you engage a qualified third party consulting company, it gives evidence to OSHA of your company's commitment to improving safety. OSHA may give consideration to employers who demonstrate their commitment to safety by hiring a qualified safety company. The purpose of OSHA fines is not punitive, but to motivate the employer to put money into safety. The reduction in OSHA fines may be as much or more than 60% when the consultation plan of the qualified third party consultant is effectively communicated to OSHA.

Keeping up on OSHA Standards

OSHA Standards do change, and at any point in time there could be one or more standards under review by industry stakeholders and OSHA. Qualified safety companies have staff that stay abreast of changing OSHA regulations and best practices.

Contractual Requirement

Oftentimes business contracts will require a third party safety consultant. This could either be to fill a need for an objective auditor, or to supply a full or part-time safety consultant on site during a project.

Reduce Overhead Costs

A third party safety consultant can help reduce overhead costs in three ways.

- By hiring a qualified safety consultant, you will not need to increase staff which results in increased overhead costs. Additionally, by using United Alliance Services' safety consultants, you are engaging a team of safety consultants who specialize in OSHA compliance across many industries and experiences.
- A comprehensive approach to loss control services can help your business limit the total cost of risk and improve your bottom line. United Alliance Services will work with you to develop or refine your health and safety plans, provide OSHA compliance assistance and training to your staff to mitigate areas of risk.
- United Alliance Services can work with you to lower your experience modification rate (EMR). By analyzing injury and incident trends and implementing corrective and preventive actions, we can reduce your EMR thereby lowering your workers' compensation costs.

Consulting

To compete in today's ultra-competitive business environment, management and their staff are being asked to do the seemingly impossible: cut costs while increasing customer satisfaction, all while maintaining profitability and providing a safe environment for their employees.

One of OccuMed of New England's primary focuses is in federal and state OSHA and HIPAA Compliance. Our senior consultants and staff are qualified and experienced in creating occupational safety and health management solutions, specifically tailored to the healthcare workforce. We can provide your organization the confidence and expertise in the area of occupational health and safety to move forward, benchmark best in class organizations, create measurable goals and navigate through a never-ending regulatory maze.

On-site Consulting

Executive Consulting Program

- Best for 100+ Employees
- Program Development, Revision & Implementation
- Employee Training
- Advanced Management Training

- Safety Committee
- Insurance Loss Review
- On-site Audits
- On-site Corporate Consulting
- Off-site Comprehensive Support

Standard Plus Consulting Program

- Best for 50+ Employees
- Initial Safety Audit
- Program Development, Revision & Implementation
- Advanced Training
- On-site Audits
- Off-site Comprehensive Support

Standard Consulting Program

- Best for Under 50 Employees
- Initial Safety Audit
- Program Development, Revision & Implementation
- Employee Training
- On-site Audits
- Off-site Comprehensive Support

Consulting Continued

Risk Assessments

OccuMed of New England offers an initial assessment to evaluate the level of compliance with OSHA, as well as other regulatory agencies, for companies in our primary service areas. The purpose of the initial assessment is to provide hazard identification, risk analysis and evaluation. We provide you the insight needed to develop and implement critical safety management system control tools, to include; operational and contractual risk reduction techniques and needs assessments, requirements and assumptions analysis, interface controls and cost analysis.

Today's complex work environment is challenged with managing safety performance by event and correction (relatively), rather than assessment and prevention (proactively). A proactive risk assessment of your company's safety management systems can assist you as an employer, as well as your workforce in achieving the desired results of an OSHA complaint workplace; while giving your management team and labor force the proper perspective needed to reduce losses while increasing productivity.

Without verification through effective risk performance assessments and programs, it is not a sure bet that your safety processes are working as they should. Significant safety performance vulnerabilities may exist that can affect disciplined operations throughout your organization.

Program Development, Revision & Implementation

OccuMed can assist healthcare management teams in the medical and dental industry in the design of OSHA Compliance Plans, Emergency Action/Contingency Plans, Bloodborne Pathogens Exposure Control Plans, Hazard Communications Plans, Infection Control Plans, and Biomedical Waste Management Plans.

Health and Safety Plan

OccuMed can help ensure your compliance with occupational safety and health related regulations providing training, program assessments, hazardous materials evaluations, audits, surveillance, and field inspections on projects.

Emergency Action

OccuMed's team has extensive experience with emergency management and preparedness, allowing us to determine and evaluate the risk of exposure to workers, the environment, and the public in the event of an emergency. Additionally, OccuMed can assist in the development of response and mitigation plans, conduct drills, and formulate facility and operations vulnerability assessments.

Bloodborne Pathogens Exposure Control

OccuMed assists healthcare facilities, as well as other organizations with exposure to blood and/or bodily fluids during the course of their work. OccuMed can help organizations comply with OSHA's bloodborne pathogens standard by developing engineering and work practice controls, as well as policies and procedures regarding Personal Protective Equipment (PPE), housekeeping, laundry, and cleanup methods. OccuMed's consultant can assist with policies regarding the use and availability of the hepatitis B vaccine, actions required in the event of an exposure, post-exposure follow-up, labeling, training, workplace communication of hazards, and required record keeping.

Hazard Communication

OccuMed's consultants are experienced in the recognition, identification, and evaluation of workplace hazards. OccuMed uses a systematic process to document these assessments and then select the appropriate controls to mitigate or eliminate worker exposure to identified occupational hazards.

Infection Control

OccuMed offers expert infection prevention services to a variety of healthcare facilities and organizations. Our team assesses essential elements of health-care associated infections while identifying those at greatest risk for the outcome or process of interest. OccuMed's experienced staff can develop comprehensive programs compliant with the Centers for Disease Control and Prevention, Department of Health and Human Services Centers for Medicare & Medicaid Services, The Joint Commission, AAAHC and other accreditation agencies.

Biomedical Waste Management

OccuMed can help ensure medical facilities implement safe and sustainable waste management systems, while staying compliant with the strict national and international regulations and safety standards. Our comprehensive background in managing biomedical waste, sharps disposal, pharmaceutical waste, chemotherapy waste, and document destruction can improve your facility's operations processes, improve productivity, and reduce organizational cost.

Risk Management

OccuMed's alliance and experience with the insurance industry allows us to assist our clients in the coordination and development of loss control services required by carriers and brokers alike, while ensuring our client's safety programs are aligned with their insurance coverage.

Loss Control

OccuMed can assist in the evaluation of your access control systems, develop emergency procedures and contingency plans, and provide consultation on the protection and enhancement of loss-control measures.

Security

OccuMed of New England seeks to ensure the safety and security of an organization's physical and human assets that may be threatened by natural or human-made disasters. Clients hire OccuMed security consultants to assess a building's security needs. Our recommendations involve protecting the building against theft and vandalism by installing security cameras, hiring security guards, and providing employee background checks. Our security consultants will study a building's design and recommend measures to protect it from damage from natural disasters or, acts of terrorism. We may recommend emergency evacuation procedures or protection of confidential computer records against hackers and viruses. Government agencies hire OccuMed security consultants to advise them on how to protect national monuments, national transportation, utility, and defense infrastructure—airports, bridges, nuclear reactor plants, water treatment plants, and military barracks—against terrorism.

Safety Technology

OccuMed utilizes a web-based safety tracking system which enables us to manage the collection of auditing data and synchronize it with our client's corporate information. This technology allows us to streamline the auditing process and reduce the time to corrective action.

Price Estimates for Workplace Health and Safety Consulting Services

Below are rough guidelines as to the costs of on-site consulting services at your location. A full consulting day is 4 to 8 hours, and a half consulting day is 1 to 4 hours. This pricing model applies to most services on our website.

Duration	Starting Price
½ Consulting Day	\$850 per day
1 Full Consulting Day	\$1200 per day
2 Full Consulting Days	\$1100 per day
3 Full Consulting Days	\$1050 per day
4 Full Consulting Days	\$1000 per day
5+ Full Consulting Days	\$950 per day

The above prices may vary and are only used as a guideline and for budgeting purposes.

Other costs that must be factored in, **as needed**, are travel costs, equipment shipping, classroom rental, text and materials, processing fees and any other specific costs. We are based in the Northeast, but have a network of consultants throughout the United States, so travel costs are not automatic and we are very conservative when it comes to additional cost outside of the instructional cost.

Services

Workplace Wellness Programs

Workplace wellness programs are often viewed as an incentive or employee benefit, rather than a strategic imperative. While these programs are implemented to increase satisfaction of employees by encouraging health and wellness, they have been proven to drive productivity and growth from a more engaged and focused workforce. OccuMed of New England has designed various workplace wellness programs that have successfully increased employee attendance and performance while decreasing worker's compensation cost caused by injuries or medical problems from unhealthy lifestyle choices.

OccuMed has affiliated with fitness centers, snack delivery services, nutrition experts, public health professionals, licensed healthcare professionals, and physicians to provide your company with the most successful workplace wellness programs. Our staff is dedicated to designing programs tailored to meet individual employee needs, as well as company-wide goals.

Health Screening

Our experts at OccuMed have developed a unique test that may detect potential health disorders and diseases in persons in reasonably good health. Results are immediate and our screenings are fully HIPAA compliant. Our comprehensive evaluation of clinical tests, medical history, and lifestyle practices identify areas for improvement and offer individuals a pathway to better health.

Lunch & Learn Talks

As an alternative to formal training and education initiatives, supplement an extended lunch break of 1 hour for small groups of employees to receive training while in the relaxation of their own workplace. Not only are Lunch and Learn Programs time effective, but employees do not have to offer up personal time. Another incentive of this style training is employees receive free lunch!

Nutrition & Fitness Guidance

With staggeringly high rates of obesity in the United States, there has been a correlated increase in Heart Disease, Diabetes, High Blood Pressure, Depression, Stroke, and even Cancer. Current work environments tend to contribute to the obesity trend; lack of physical activity, prolonged sitting, high levels of job stress, monotony and unhealthy food choices or accessibility. Unfortunately, obesity is linked to substantially increased rates of absenteeism and decreased presenteeism. Obese workers take more sick days, have longer sick leaves and incur greater

productivity losses than do non-obese workers. Obesity also increases workers' compensation expenses.

It has been proven that nutrition and fitness guidance programs increase satisfaction and productivity of employees. These programs, such as wellness challenges, have shown to increase team morale and decrease stress. Health coaching, tailored nutrition plans, healthy snack options, and discounted gym memberships have been linked to successful programs.

Smoking Cessation

By implementing a smoking cessation program, employers can save up to \$6,000 per employee who quits smoking per year. Not only can these programs save employers money, it will reduce the rate of absenteeism from health-related issues associated with smoking and "smoke breaks." Also, you may notice a decrease in co-worker complaints from the elimination or minimization of second-hand smoke.

Ergonomics Awareness

Ergonomics is the science of designing work tasks to fit the worker, keeping in mind the capabilities and limitations of the human body. An effective ergonomic improvement process identifies and eliminates any deterrent to maximum work capacity, and limits worker fatigue and discomfort while also improving process efficiency and productivity. Workplace ergonomics protects the health of workers by reducing injury risk and removing inefficiencies. Proper workstation set-up is critical to avoiding injury for employees.

Onsite Medical Services

Unnecessary medical treatments slow an employee's return to work, drive up costly hospital and workers' compensation fees, and can adversely affect our clients' safety record and Total Recordable Incident Rate. By providing program management programs and various health and wellness services, health care providers can remain treating patients instead of being them.

While OccuMed of New England primarily serves clients in the healthcare field, we provide medical services on construction sites. Our staff has the experience to manage the occupational health operations, providing excellent care, preventive wellness talks and programs, and lowering the instances of recordable events and workers' compensation claims. We will work with you to ensure the health and safety of your employees at every stage.

Emergency Responder/Paramedic

Having an emergency responder or paramedic trained to quickly and administer first aid can be crucial. This means the injury can be treated immediately, while avoiding unnecessary ER visits. Under individual state and national physician medical direction, OccuMed's protocols are designed in accordance with OSHA guidelines, state and federal regulations, and evidence-based practice to guide the caregiver through the first aid process.

Health Professional

The inconvenience of taking time off from work to go to the doctors deters many from even going in the first place. Unfortunately, this leads to many ongoing, undiagnosed symptoms or dealing with untreated pain or stress. OccuMed can staff a licensed healthcare professional (LHP) in your workplace for a portion of your workday so that your employees can address health related problems without having to leave work. Employees can visit our LHP for a healthcare screening, ergonomic related pain or cold and flu symptoms. Not only will absenteeism and healthcare related costs decrease, employees will be more engaged in their work and be more productive.

Mobile Clinic

OccuMed is able to provide onsite medical care to any project that is remote, widespread, temporary, or that requires our staff to be available at a moment's notice. Our trailers are fully equipped with materials tailored to the client's needs. We have the capability of stocking our trailers with first aid and drug testing materials. By providing medical services on-site, employees do not have to leave work to receive medical treatments. OccuMed is affiliated with a local clinic that is equipped to deal with injuries that go beyond first aid treatment.

Drug & Alcohol Screening

You can meet your contractual and insurance requirements with OccuMed's on-site drug and alcohol testing. The average cost of sending an employee off-site for testing, including the cost of time, can reach \$135-\$175. We can save you up to 75% and get your employee back to work in 15 minutes.

Respirator FIT Testing

A "FIT Test" tests the seal between the respirator's face piece and your face. This ensures the effectiveness of the respirator. Fit testing is not only required by OSHA, but keeps your employees safe from contaminants produced in their work environment. The respirators only work if the intended protection is verified. It takes about fifteen to twenty minutes to complete and is performed at least annually. After passing a fit test with a respirator, you must use the exact same make, model, style, and size respirator on the job.

Medical Evaluations

According to OSHA regulations, in order to be FIT tested, employees must pass a medical evaluation. It is required that employers provide these evaluations for free to all workers who are required to wear respirators during work duties. Respirators can make breathing more difficult and not everyone is able to wear a respirator. Some conditions that could prevent you from using a respirator include heart conditions, lung disease, and psychological conditions like

claustrophobia. Before you use a respirator or are fit-tested, your employer must evaluate whether you are medically able to wear it.

Training

OccuMed of New England provides OSHA and various workplace health and safety training courses for businesses in our primary service area. Our dynamic interactive approach is tailored to meet our client's needs. Our interactive training solutions integrate technology and hands-on learning, leaving you the freedom to concentrate on other areas of your business. OccuMed has extensive professional instructional staff which brings over three decades of industry practical experience to the classroom as well as the best learning experience an instructor can offer through the use of training principles that have been proven to show outstanding results for our clients. Our accredited instructional staff has developed programs that incorporate the latest regulatory requirements and best industry practices in the area of workplace health and safety training. With a dedication to customer service, OccuMed will work to fulfill our client's workplace health and safety requirements.

Development of Certification Courses

OccuMed of New England's experienced instructional staff and extensive resources gives us the ability to meet our client needs in the area of certification courses. Through proven methodologies in multiple areas of expertise, we can help ensure your workforce is certified and advancing their skill sets.

The certification content development processes will ensure that each certification activity is planned, implemented and evaluated in accordance with the client's health and safety policies, operational requirements, and regulatory criteria, based on the disciplines requires for the target audience.

Professionally Developed Training Courses

With a library of proven instructionally designed courses for workplace training, OccuMed is a leading expert in interactive instructor led workplace learning. OccuMed offers regulatory compliance training, skills training and certification training courses for the healthcare industry.

Customizable and Tailored Training Courses

OccuMed has an exclusive library of in-house developed training courses, audio, video, interactive training content, multimedia production and knowledge base, to furnish end-to-end learning content for our clients. With this access, we can customize any learning environment to fit our client's needs. Instructional design elements include:

- Needs Assessment
- Designing (Planning)
- Developing
- Implementing

- Formative Evaluation

- Analyzing Efficacy

Training Courses

OSHA Compliance Training

10 Hour General Industry for Healthcare

30 Hour General Industry for Healthcare

OSHA Disaster Worker 7600

Healthcare Training

HIPAA Compliance

OSHA Compliance

Bloodborne Pathogens & Needlestick Safety

American Heart Association First Aid/CPR/AED

- BLS Course
- Heartsaver Course

Tuberculosis Prevention & Control

GHS Hazard Communication General Awareness

Radiation Safety

Non-ionizing Radiation Safety

Laser Safety

Laboratory Safety

Occupational Exposure to Hazardous Chemicals in Laboratories

Hazard Communication

Hazard Material Management

Workplace Health & Wellness Training

Reasonable Suspicion for Supervisors

Stress Management

- Stress Management in the Workplace
- Managing Workplace Stress for Supervisors

Workplace Violence

- Basic Workplace Violence & Harassment Prevention for Employees
- Workplace Violence & Harassment for Supervisors
- Workplace Violence & Harassment Prevention Program Implementation

Sexual Harassment

Active Shooter

Office Safety

Ergonomics

- Office Ergonomics
- General Ergonomics Safety

Workplace Safety Orientation

Respiratory Protection

Respiratory Awareness Training

- Medical Evaluations
- Qualitative FIT Testing

Training Continued

E-Training

OSHA online safety courses are a valuable and cost-effective method for the continuing education of your employees. Employees that stay up-to-date and current on their specialized training are more valuable to their company. Companies that offer training courses to their employees tend to have more dedicated employees.

E-Training Courses

Respiratory Protection

Workplace Violence Prevention

GHS Hazard Communication General Awareness

Bloodborne Pathogens

Open Enrollment Training

OccuMed of New England offers various training courses at our corporate office. Open enrollment courses are uploaded onto our training calendar on www.occumedne.com/events/. These courses may be subject to cancellation/rescheduling. Students will be notified of rescheduling within one week of the start date of class.

Navigating the OccuMed of New England Website

Occumedne.com is a great resource for occupational health and wellness content and news, as well as online training and CEU courses.



For more information on OccuMed of New England's health and wellness services, please visit [United Alliance Services Corp.](#)

[VISIT UASC NOW](#)

A screenshot of the OccuMed website contact form. The form is titled 'CONTACT US' and includes the text 'Send us your contact info here if you would like to hear from us, or give us a call.' and the phone number '833-622-8633'. The form fields are: 'First Name*', 'Last Name*', 'Email*', 'Phone', and 'Message'. A 'SEND YOUR MESSAGE' button is located at the bottom of the form.

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BOSTON, MA ♦ PROVIDENCE, RI ♦ HARTFORD, CT ♦ NEW YORK, NY

Have a question? Chat with us by sending your message through our “Contact Us” forum.