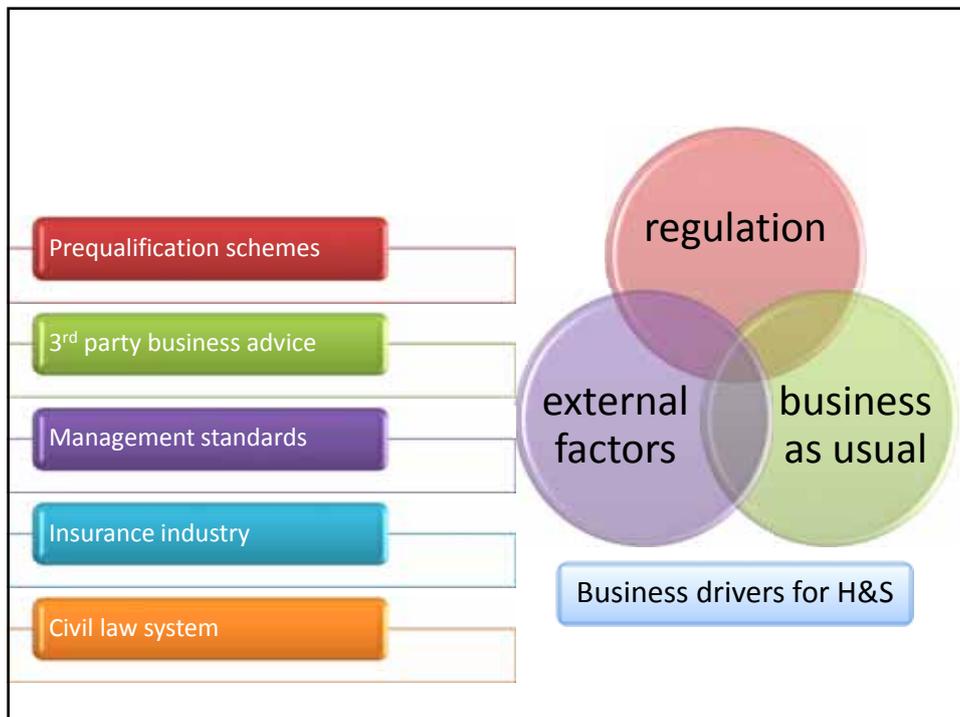
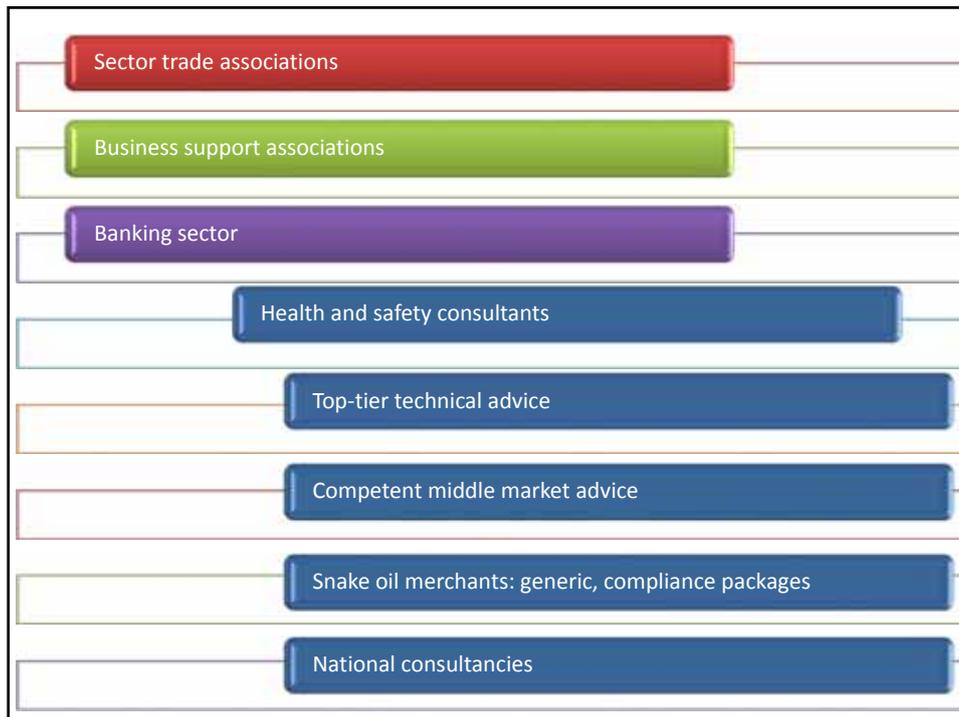


blue tape  
business on business burden  
third-party gold plating

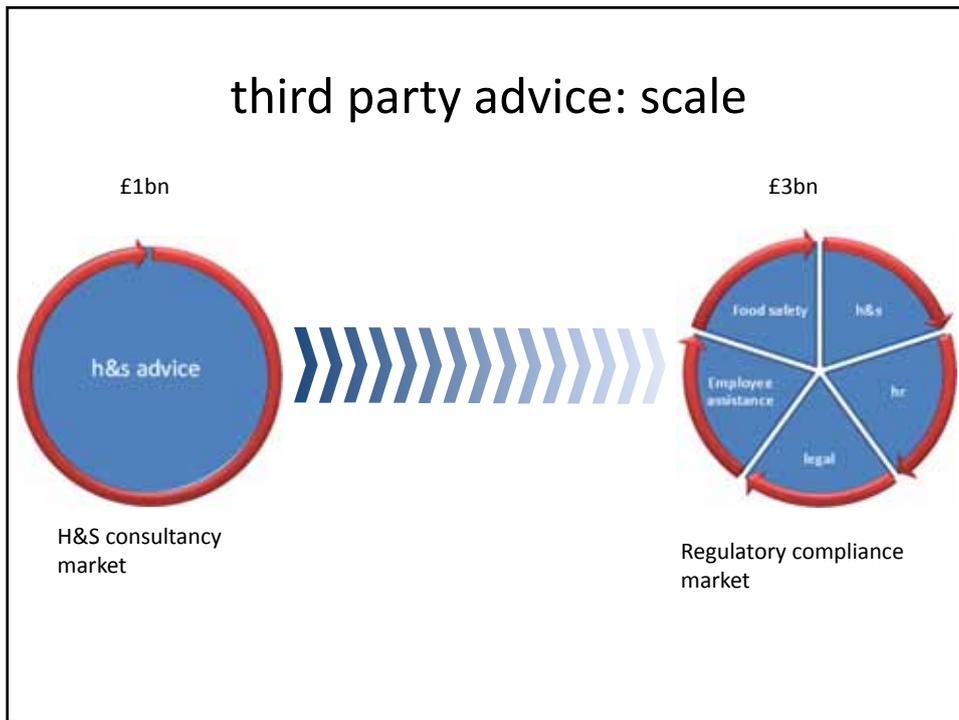
SBTAF, 9 June 2016

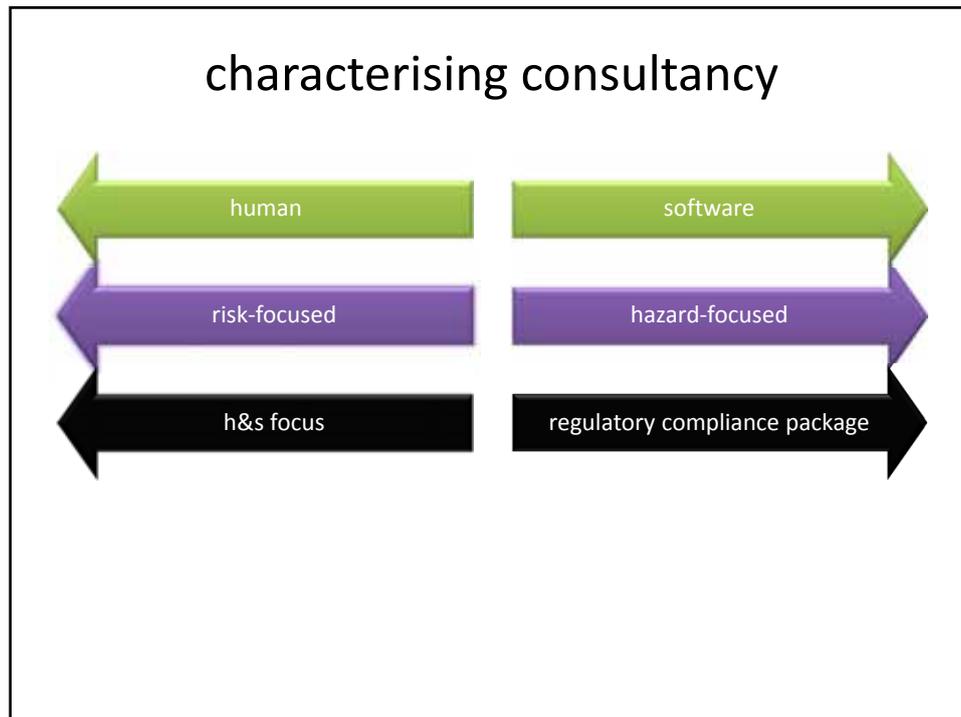




## third party advice: scale

- 70% of businesses seek specialist H&S advice ([ESENER 2, 2016](#))
- 44% use consultants ([HSE, 2003](#))
- 5.4m businesses in 2015
- Mean £1146 per consultation ([FPB, 2014](#))
- Suggests £2.8bn market
- Difficult to separate H&S from generic business advice
- Est. £700m-£1bn H&S market ([Policy Exchange, 2010](#))
- “over 1500 ‘specialist’ H&S firms” ([ditto](#))
- [Kompass business database](#): lists 3,500 businesses
- [IBISWorld market research](#): £1bn revenue, 5000 businesses





## National consultancy example

- Example of a contract from a national H&S consultancy
- They provide H&S advice to roughly the same number of businesses that HSE inspectors inspect – 20,000
- Draw attention to a few figures:
  - 15 employees – small manufacturing business in the Midlands
  - 250k turnover
- Arose from a cold call
- Short site visit, significant pressure to get the organisation onto a rolling contract.
- ‘Site audit’ – questionable quality – highlights legal requirements, doesn’t focus on risk
- £37000 over 5 years – exactly 3% of payroll cost (why else would they ask?)
- £4500 of insurance against ‘FFI costs’ –
- **Most inspectors** have encountered their work
- But a lot of anecdote – hard to get hard facts, hard to act as mystery shopper
- We have no strategic level engagement with organisations of this sort, no strategy for engaging with consultants
- Insight is limited to reactive interventions

