

Rivo360

Manufacturing Sales Playbook

POSITIONING

- Rivo360 helps mid-size manufacturing plants and logistics hubs meet OSHA 29 CFR 1910.38 emergency action plan requirements.
- OSHA inspectors now expect documented incident response procedures. Rivo360 provides the audit trail, multimodal ingest (voice, photos, video), and risk intelligence that regulators demand.
- Your EHS manager can coordinate plant-wide emergencies—chemical spills, equipment failures, medical incidents—from a unified command center.

KEY TALKING POINTS

OSHA Compliance & Audit Ready: Documented incident procedures, timestamped logs, and compliance reports. Pass OSHA inspections with confidence.

Multimodal Ingest: Field teams report via voice, photo, or video. No need to stop and fill out forms. AI extracts key data automatically.

Risk Intelligence: AI analyzes incident patterns to identify recurring hazards. Prevent the next incident before it happens.

Multi-Site Coordination: Manage incidents across multiple plants from one dashboard. Coordinate resources, share lessons learned.

Reduce Downtime: Faster incident response = faster resumption of operations. Every minute of downtime costs money.

Transparent Pricing: No per-module fees. \$20K-\$75K annually depending on plant size and complexity.

OBJECTION HANDLING

Objection: 'We have an EHS system already'

Response: Most EHS systems track hazards, not incident response. Rivo360 is an EOC platform—it coordinates real-time response during emergencies.

Objection: 'OSHA doesn't require this level of detail'

Response: OSHA expects documented procedures AND evidence of execution. Rivo360 provides both. Inspectors will be impressed.

Objection: 'Our team prefers radio communication'

Response: Radios are critical, but they don't create audit trails or coordinate across departments. Rivo360 complements radios with documentation.

Objection: 'Implementation will disrupt operations'

Response: Cloud-based, zero infrastructure impact. Deployed in 3-5 days. Your team learns during low-risk periods.

