

Beyond Compliance looks to grow fast on \$7M infusion; Calgary firm offers tracking, reporting tech

Calgary Herald

Tuesday, January 8, 2008

Page: D4

Section: Calgary Business

Byline: Dina O'Meara

Source: Calgary Herald

Calgary-based software company Beyond Compliance Inc. is looking far beyond its borders, expanding further into Canada and the United States after getting a \$7 million infusion from two U.S. investment companies.

The company is filling a niche overshadowed by the needs of financial and corporate compliance regulations -- that of operational compliance. And firms with mobile workforces are paying attention, vice-president for business development Michael Koury said.

"People generally are becoming far more concerned for organizations to be more responsible in their behaviour, and they're holding them to higher standards, whether it is shareholders or employees or community at large," Koury said. "We make it easier for them."

The investment by GE Energy Financial Services and Altira Group LLC will allow the company to accelerate its expansion plans into the United States oilpatch, as well as expand into the electrical utility industry and the petrochemical sector in Ontario and Quebec.

Beyond Compliance profiles each client according to its site-specific needs, then creates modules addressing compliance and safety requirement for field operations management, employee competency and workplace incident tracking, among other issues.

Field workers using laptops or other PDAs can download the application from the Internet, apply the modules and their electronic checklists to collect information and generate reports, as well as identify non-compliance results.

Supervisors receiving the data then decide on a course of action, zip a response to the worker, who in turn records his or her corrective steps.

Besides the immediacy of the results, the software makes a tidy package for monitoring and auditing purposes. "We position ourselves as a work-flow engine that can sit at the front end, establish that link to the field, centralize the compliance activity, and push a lot of the information back into the corporate system," Koury said.

The firm also updates any changes in provincial and federal regulations directly into the software, and ensures field workers have a personal compliance calendar outlining the work that has to be done.

Another growing issue addressed by Beyond Compliance software is employee competency. Recent government regulations make employers responsible for ensuring employee competency around site-specific hazards and safety standards.

The company partnered with the Southern Alberta Institute of Technology to create an integrated system linking evaluations for field workers, monitored at field level, directly to SAIT content.

"We realized what they were doing with oil and gas companies around compliance, safety and other regulations, tied in well with our content," said Bill Luxton, SAIT director of corporate training.

The institution worked with the company to combine existing online learning modules specific to the oilpatch with Beyond Compliance's tracking and reporting technology. The product was launched in the spring of 2007, and has been well-received, Luxton said.

"By being able to make sure their employees have access to top-quality content in the form of the learning modules, then be able to have task competencies which enable the student to demonstrate and be evaluated by the supervisor, employers are able to know more systematically that their employees are competent and safe," he said.

domeara@theherald.canwest.com