



UNCOVER HIDDEN SAFETY SPEND

Our free facility assessments pinpoint gaps and let you close the sale.

With the BradyScope™ App and Facility Assessment, your Brady territory manager walks the facility floor, identifies critical safety and compliance gaps, and generates a visual, site-specific proposal with a complete bill of materials. This streamlined process provides \$5,500 in documented cost savings. Best of all, this is a FREE service for you and your customer.



Less Legwork for Your Team

Position a high-value, expert safety audit as a free service to your accounts while our team handles the facility walk.



Actionable, Visual Reports

Using the BradyScope app, our experts capture photos, hazard locations and exact part numbers to make buying decisions and approvals effortless.



100% Distributor Revenue

Turn an expert walk-through into immediate, ready-to-quote product sales across LOTO, identification, sorbents and safety signage.

See reverse to see how this free service and app helps you close high-value deals.

REAL RESULTS FROM THE FIELD

See how Brady distributor partners are using BradyScope assessments to close deals and build recurring revenue.

\$94,000 Win in Projected Lines & Signs



The Challenge

An EHS manager at a major food and beverage plant wanted to upgrade his facility's visual safety markings and line projection, but management wouldn't approve the budget without seeing exactly what signs would go where.



The BradyScope Advantage

Our territory manager walked and mapped the facility floor using BradyScope to then build out a report with precise mounting heights, projected lines and custom GOBO sign placements to create a visual pitch deck for leadership.

The Payoff

Management greenlit the project, generating a \$94,000 purchase order directly.

\$18,000 Initial Order Plus Billable Services



The Challenge

A major hydrogen energy plant in Texas needed a complete safety sign, spill control and pipe identification roadmap — under strict security rules that banned cameras and electronic devices on the floor.



The BradyScope Advantage

Our territory manager conducted a 3-hour manual audit, then used the BradyScope reporting tool to convert handwritten notes into an organized digital layout and an editable bill of materials spreadsheet.

The Payoff

This captured an \$18,000 initial order (signs, spill response and printers), plus ongoing consumable and distributor installation revenue.

\$5,000/Year Recurring Sorbent Business



The Challenge

A chemical manufacturing plant was using single-layer competitor sorbents that reacted with process chemicals and left sticky floor residue, while chemical overspray created severe slip and fall zones.



The BradyScope Advantage

During a Brady facility assessment, our territory manager identified the chemical incompatibility and introduced non-reactive, 3-layer UXT sorbent pads alongside heavy-duty adhesive matting for high-traffic areas.

The Payoff

The plant switched off the competitor brand to the tune of \$5,000 in recurring annual sorbent sales managed via the distributor's VMI program, plus a \$3,000 sale in secondary containment units.

Fast \$3,000 Win & Risk Mitigation



The Challenge

An aerospace component manufacturer was operating bulk chemical storage areas with zero spill response products nearby, leaving work cells unprepared for leaks and exposed to regulatory fines.



The BradyScope Advantage

Our territory manager evaluated four chemical handling zones, mapped out ideal point-of-use kit locations and provided local engineering contacts to help the facility develop their formal SPCC plan.

The Payoff

This work allowed a fast close of a \$3,000 initial order for five chemical spill kits while establishing the distributor rep as an indispensable, proactive safety partner.

▶ Ready to capture more business in your key accounts?
Contact your local Brady Territory Manager today.