

SUBSTRATUM GROUP

The Cycle of Walkway Management: DESIGN. PLAN. BUILD. MAINTAIN. INSURE. ©

Walkway Safety Professional (WSP) - Affiliate Program

PROGRAM DETAILS:

- \$7,900 USD with ASM 825A Slipmeter (Exclusive territories available for upcharge based on area)
- Add BOT-3000E or GS-1, additional \$6900
- Add 925, additional \$2900
- 3 Day training course for two people (additional persons, \$475 each)
- License to use WSP and Introduction to Walkway Management (IWM) content to provide and sell training
- Marketing materials
- Walkway audit forms and documents
- Forwarding of leads from Local and National referrals
- Hotel accommodations provided for training (Hotels may vary by availability)
- Lunch and Training Materials provided

WSP - COMPREHENSIVE TRAINING

The course provides you with the education, training, and practical experience to be a qualified person to conduct walkway audits and provide consulting services. You'll learn about and be tested on the key standards and slip meters required for walkway audits and have a practical framework to deliver valuable services to a wide variety of customers.

- 1 Detailed Affiliate Manual
- 1 Training Manual per person
- 3 Day Training course
- 2 Night Free Hotel Stay for training (double-occupancy, \$200 credit if hotel not required)
- WSP Certification per ASTM F2948
- BOT-3000E and 825A Operator Certifications
- Annual certification test includes written and practical tribometer test (\$200 per WSP)

EQUIPMENT & STANDARDS

- 1 ASM 825A Slipmeter (BOT-3000E/GS-1 additional \$6900, 925 additional \$2900)
- ASTM Standards (one copy)
 - F2948 - Auditor Qualifications
 - F1694 - Audit reports
 - F1637 - Walkway terms
- ANSI Standards (one copy)
 - B101.0 - Audit
 - B101.1 - SCOF
 - B101.3 - DCOF
 - B101.6 - Mats
 - A137.1 - Acutest

TRAINING MATERIALS

- WSP and IWM course material (PPTs, manuals)
- Audit forms and document

MARKETING & SALES TOOLS

- Training Course literature
- Sales template
- Listing on Substratum website

TRAINING LOCATION:

Dependent on Course location.

CONTACT:

Email sales@substratumgroup.com
Toll Free 1.866.853.5361

HOW YOU WILL BENEFIT:

As a Substratum WSP Affiliate you will be qualified to:

- Provide Walkway Auditor services including to a wide range of customers
- Provide testing services to local companies (e.g. post-install audit of traction levels based on build specification, coating or floor material lab testing using standards)
- Sell and teach the WSP course with 50% revenue sharing to develop your own WSP network
- Sell and teach the IWM course with 50% revenue sharing.
- Subcontract from Substratum Group to do walkway audits and services for local and national customers. (You would be paid based on predefined auditing requirements.)

YOUR COMMITMENT:

- Complete the annual certification test for each WSP within your company
- Be available for contract-based auditing and training in your area

CUSTOMERS THAT NEED YOUR HELP:

- Building Service Contractors that want to talk to customers about walkway safety
- Architects and Interior Designers needing to quantify the traction level of their designs before and after they are built
- Engineers requiring data for expert witness cases
- Government officials checking the slip resistance and safety of their walkways
- Manufacturers needing a third party evaluation of their walkway products
- Risk management and safety professionals needing a qualified person to evaluate a walkway
- Professionals needing an introduction to walkway safety
- Professionals needing training to become Walkway Auditors

ABOUT SUBSTRATUM GROUP:

Substratum Group provides products and services that reduce the risks and costs of slips and falls via the Walkway Cycle of Management: Design. Plan. Build. Maintain. Insure.™ The Cycle of Management provides a framework to develop and execute world-class walkway management programs.

We firmly believe in a standards-based approach to auditing facilities for Walkway Safety. We have over 15 years of developing and evaluating programs for all Commercial segments (Foodservice, Retail, Hospitality, Education, Healthcare, Office). Our expertise includes domain knowledge in substrate selection, tools, chemistry, process, training, and the oversight required to minimize risk and cost.

Substratum works closely with ANSI and ASTM to develop the standards and processes required for a comprehensive Walkway Management Program. We use the scientific method to develop, test, and commercialize products and services that result in safer walkways.