



R O O F T O P S A F E T Y A U D I T

PROPOSAL



SEPARATING PEOPLE FROM HAZARDS

T O T A L E N E R G I E S | J U N E 2 0 2 4



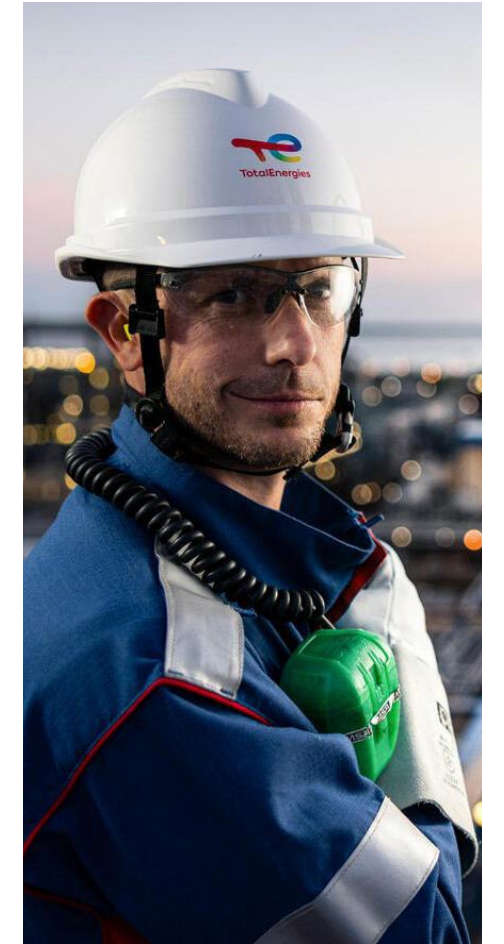
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*Together, as employees
of TotalEnergies and
contractors, let us commit
ourselves personally and
collectively to ensure
safety on a daily basis in
our operations and on our
sites with a common goal:
“Zero fatal accidents.”*

Michel Charton
Senior Vice President HSE





YOUR TRUSTED SAFETY PARTNER

Since 1934, our systems have helped save countless lives and we continue to set industry standards. We also contribute to many global safety standards committees and we're always researching new ways to make working at height even safer.

Kee Safety Background

With an unwavering commitment to **Separating People from Hazards**, Kee Safety has a rich and storied history of protecting lives and ensuring safety across a myriad of industries. Our extensive experience, spanning over eight decades, has firmly positioned us as a trusted partner in providing innovative and effective safety solutions. Kee Safety's global presence, coupled with our dedication to quality and compliance, has enabled us to serve a diverse range of clients, ensuring their workplaces are both safe and secure.

Kee Safety specializes in comprehensive fall protection solutions as a global manufacturer and supplier, committed to ensuring workplaces not only meet but exceed OSHA compliance standards. **This is what we do every day.** Our expertise includes conducting thorough rooftop hazard assessments for solar panel installations, meticulously identifying risks at **access points, rooftop openings, unprotected edges, and obstacles**. We take pride in our ability to deliver cutting-edge safety measures that protect lives and foster secure working environments.

Our product portfolio includes an extensive range of guardrails, safety gates, roof edge protection systems, and custom-engineered solutions designed to address unique safety challenges. Each product is crafted with precision and rigorously tested to meet the highest safety standards. Our innovative approach combines advanced technology with practical safety strategies to create solutions that are both effective and easy to implement.

Beyond our products, Kee Safety offers comprehensive training and consultation services to ensure that our clients are fully equipped to maintain a safe working environment. Our team of safety experts works closely with clients to develop tailored safety programs, conduct on-site assessments, and provide ongoing support. This holistic approach ensures that safety is deeply integrated into every aspect of our clients' operations. Kee Safety's commitment to innovation is reflected in our continuous investment in research and development. We stay ahead of industry trends and regulatory changes to deliver solutions that

are not only compliant but also future-proof. Our vision is to lead the industry in safety innovation, setting new benchmarks for safety standards and practices.

As we look to the future, Kee Safety remains dedicated to our mission of separating people from hazards and protecting lives. We are proud of our legacy and excited about the possibilities that lie ahead. With a steadfast commitment to safety, quality, and customer satisfaction, Kee Safety will continue to be the trusted name in fall protection and facility safety for generations to come.



**Separating People
From Hazards**

Kee Safety & TotalEnergies Partnership

Both Kee Safety and TotalEnergies share a strong European foundation and a deep commitment to safety. TotalEnergies' values of *Safety for Me, for You, for All* align perfectly with Kee Safety's mission of *Separating People from Hazards*. Both companies prioritize creating a safe work environment, focusing on preventing hazards and accidents. This shared dedication to safety underscores the confluence between our organizations, fostering a collaborative approach to implementing effective safety measures that protect both employees and assets.

In addition to their shared safety values, Kee Safety and TotalEnergies both emphasize innovation and continuous improvement. By leveraging each other's expertise and resources, they aim to develop cutting-edge safety solutions that address the evolving needs of various industries. Their partnership is built on a foundation of mutual respect and a shared vision for a safer future, ensuring that safety protocols are not only maintained but continuously enhanced.



Kee Safety recently partnered with Brad Stiles and Wyman Stephens at TotalEnergies in LaPorte, Texas. This collaboration was aimed at enhancing workplace safety by integrating Kee Safety's state-of-the-art Kee Guard rooftop guardrail system and custom rooftop crossover stairs

NATIONWIDE EXPERTISE

Kee Safety boasts a nationwide team of 25 safety experts capable of accessing any roof in North America within two days. This rapid response capability ensures that safety issues can be addressed promptly, minimizing risks and disruptions.

Our team's extensive training and certifications in various safety standards make us well-equipped to handle diverse safety challenges across different locations.



**Any Roof.
Anywhere.**

within

**2
DAYS**

NETWORK OF PROFESSIONAL INSTALLERS

We have a network of professional installers, who are highly trained and experienced, ensuring that safety solutions are implemented effectively and efficiently. The trust and recognition we have earned from leading corporations attest to our commitment to excellence and reliability in delivering top-notch Rooftop Safety Services.

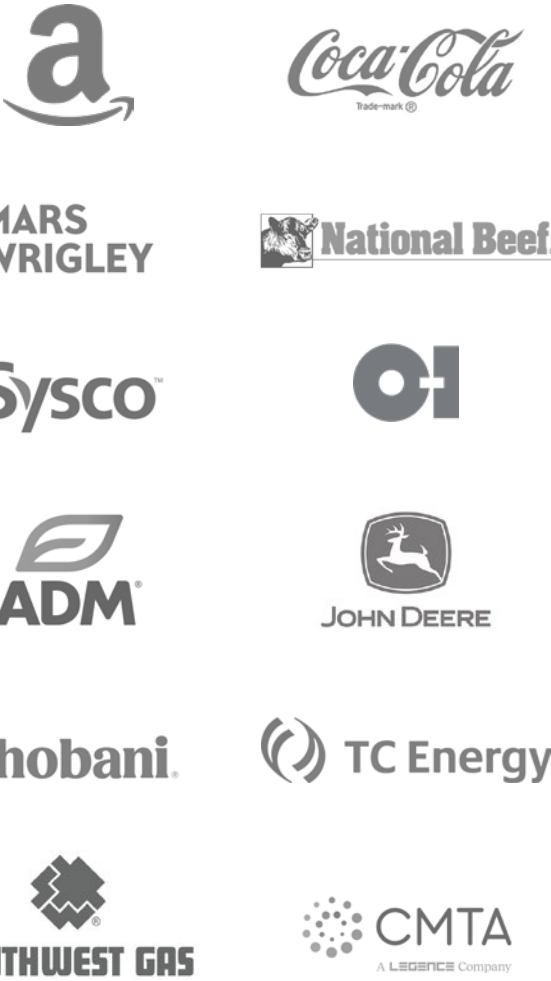


Gulfstream Project Proposal

A notable project includes our comprehensive safety audit for Gulfstream, where we were requested to assess 90 rooftop access points. In this project, we conducted a thorough assessment of potential hazards and provided tailored safety recommendations. This example highlights our ability to deliver customized safety solutions that meet the unique needs of our clients.



NOTABLE CLIENTS

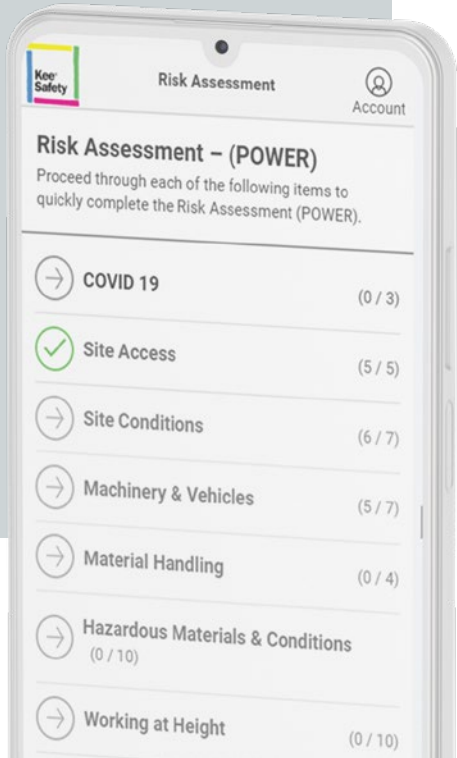




Onsite Safety During Rooftop Safety Audits

Utilizing our proprietary Point of Work Evaluation of Risk (POWER) Site Assessment Mobile App, we ensure our team is equipped with necessary PPE, including Petzl Helmets and Hi-Viz Vests. This proactive approach to safety during inspections not only protects our team but also sets a high standard for safety practices. The use of this tool and PPE reflects our commitment to maintaining the highest safety standards in every aspect of our operations.

Kee Safety's Risk Assessment POWER App



A SYSTEMATIC APPROACH

Our rooftop inspection process focuses on access points, openings, edges, and obstacles, adhering to applicable OSHA codes. By systematically evaluating these critical areas, we identify and address potential hazards that could compromise safety. Our thorough and methodical approach ensures that all aspects of rooftop safety are considered, providing comprehensive protection. Additionally, we will integrate the higher safety standards of TotalEnergies into our process, ensuring that our solutions not only meet but exceed safety requirements. This commitment to excellence ensures maximum protection and compliance.



1 OSHA Code: 1910.28(b)(3)(iv) Access Points

Access points are the most frequented hazard on any rooftop. Workers are exposed to this risk twice - every time they enter and exit the roof to perform tasks. If a worker is required to access the roof 8 times per year, they are exposed to the access point hazard 16 times. OSHA requires that all ladders and hatches be secured with a self-closing gate and safety-compliant railing.



2 OSHA Code: 1910.28(b)(3)(iv) Rooftop Openings

Openings are critical yet often overlooked hazards. Kee Safety gives top priority to protecting all rooftop openings, including skylights as roof holes. Surprisingly, falls through skylights lead to more accidents than falls over the roof edge. Workers traversing the middle of the rooftop face the risk of missteps and falls. Ensuring proper protection of all openings is paramount for maintaining worker safety.



3 OSHA Code: 1910.28(b)(13) Unprotected Edges

Proximity to the roof edge significantly affects the risk of accidents. As per OSHA regulations, any building where work is conducted within 15' of an open roof edge necessitates worker protection through guardrails or approved safety systems. Often, workers access the roof to service equipment, highlighting the importance of documenting if the equipment is situated too close to an unprotected edge.



4 OSHA Code: 1910.5(a)(1) Obstacles

Understanding the path that workers take across the roof is necessary for a complete fall protection assessment. Obstacles on the roof force workers to unsafely climb over or step around the obstructions, often placing workers at risk by walking too close to the roof edge and slipping off.

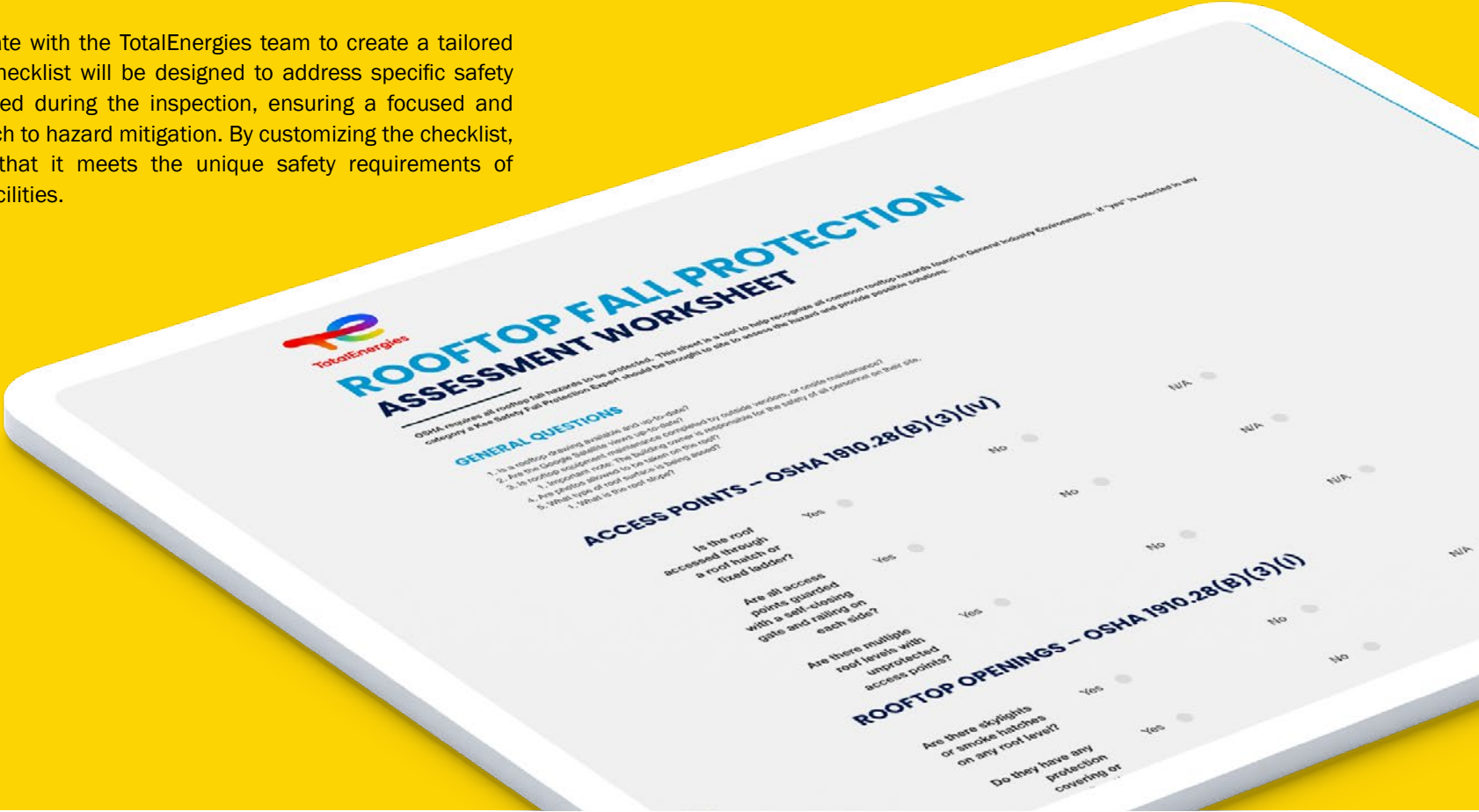
ELEVATING ROOFTOP SAFETY TOGETHER

Kee Safety brings unparalleled innovation and comprehensive solutions to ensure your safety standards are met with excellence. This collaboration enhances our ability to promptly and effectively address any safety challenges, making rooftop safety more accessible and reliable than ever.



CUSTOM CHECKLIST

We will collaborate with the TotalEnergies team to create a tailored checklist. This checklist will be designed to address specific safety concerns identified during the inspection, ensuring a focused and effective approach to hazard mitigation. By customizing the checklist, we will ensure that it meets the unique safety requirements of TotalEnergies’ facilities.



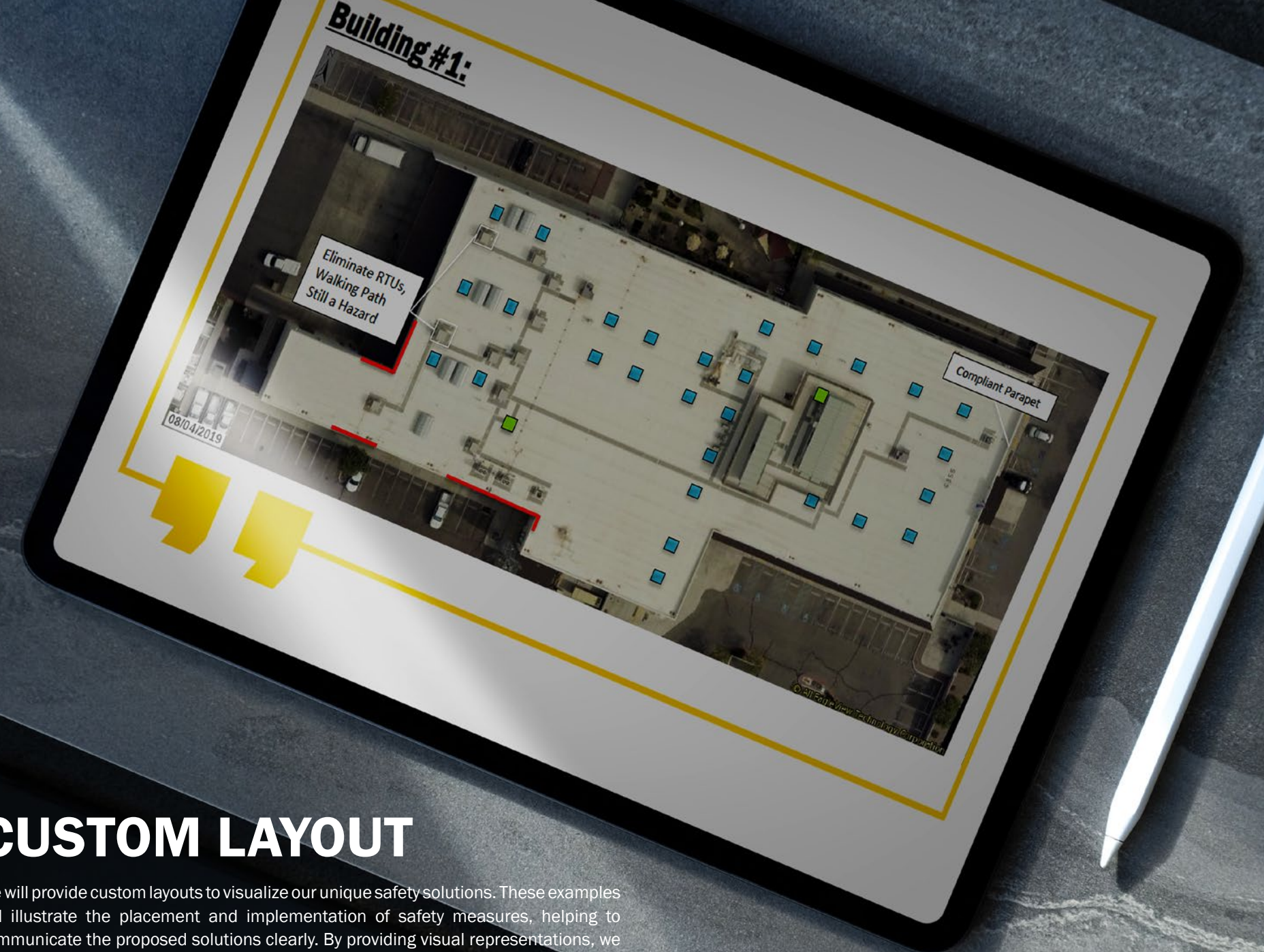
PER-HAZARD RISK ASSESSMENT

A detailed risk assessment will highlight the rooftop hazards and their locations, helping to prioritize actions. This assessment will provide a clear understanding of the risks present, enabling informed decision-making for implementing safety measures. By categorizing hazards based on their severity, we can develop a strategic plan to address the most critical issues first. We will total all hazard scores from all building sites to determine which need to be addressed first.



CUSTOM LAYOUT

We will provide custom layouts to visualize our unique safety solutions. These examples will illustrate the placement and implementation of safety measures, helping to communicate the proposed solutions clearly. By providing visual representations, we make it easier for stakeholders to understand and approve the safety enhancements of the proposed Fall Protection Solutions from Kee Safety.



ENSURING SAFETY

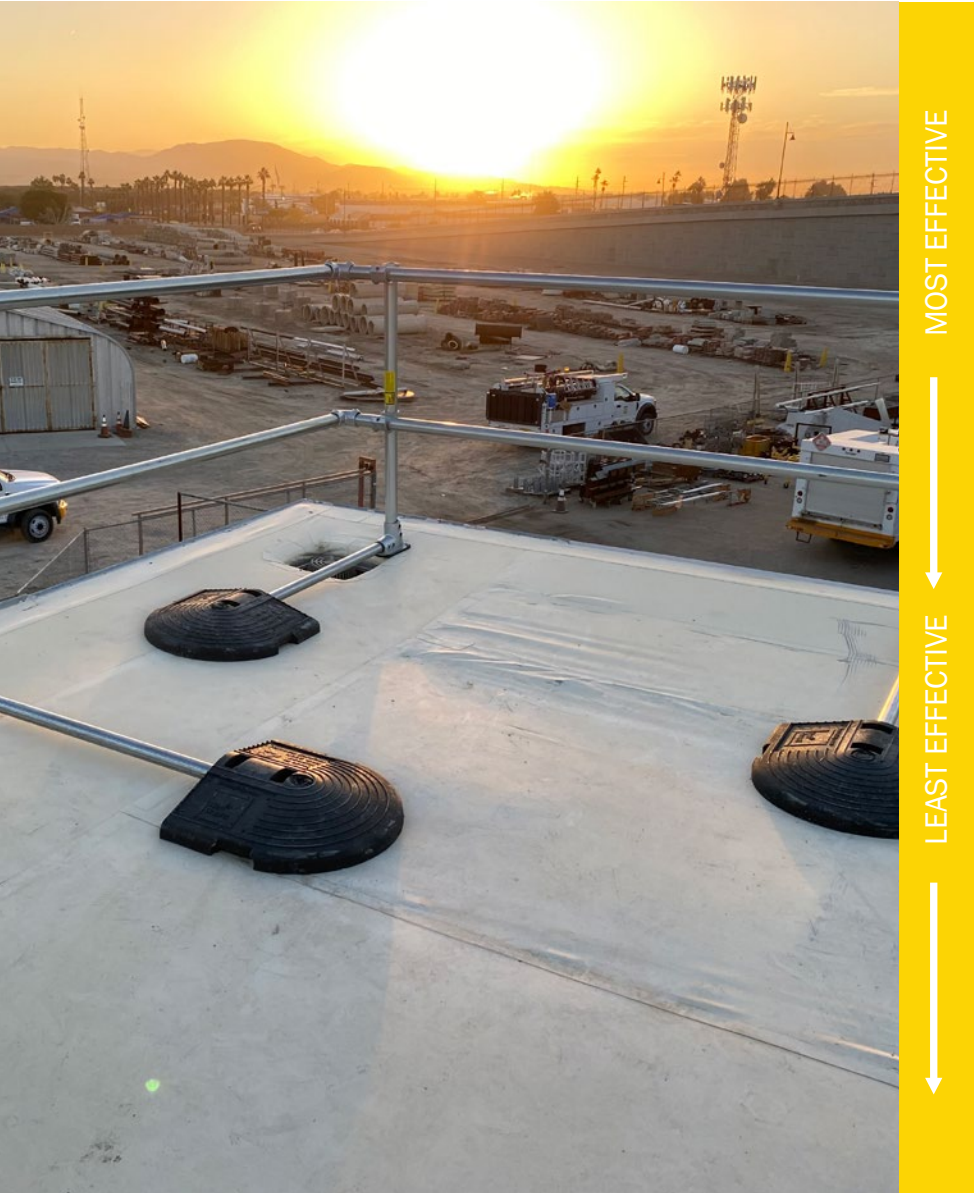
Maximizing Rooftop Safety: A Four-Level Hierarchy of Fall Protection Solution

The Hierarchy of Fall Protection

A truly comprehensive rooftop solution follows the Hierarchy of Fall Protection, the gold-standard of safety procedures.

An expert starts by inspecting the roof site for potential fall hazards. From there, a complete system solution and recommendations that descend down the four levels of the hierarchy—from simple, sensible approaches for eliminating risks all the way down to lifesaving personal protection systems.

Collective Systems require no additional training to use. Work Restraint and Fall Arrest Systems both require a high level of user competency, training and additional inspection to be used effectively.



1 ELIMINATE HAZARDS

The preferred solution to all fall hazards is elimination of the danger.



2 COLLECTIVE

This solution “collectively” protects everyone. Rooftop perimeter guardrail is the most common example of collective fall protection.



Kee Guard®

3 WORK RESTRAINT

Prevents a fall from occurring by using personal fall arrest equipment so that the user cannot reach the roof edge.



Kee Anchor®

4 FALL ARREST SYSTEM

A fall is possible, but the fall is “arrested” or interrupted within an acceptable force and fall distance.



KeeLine®



Dan Huntington
General Manager
Kee Safety, Inc.

Role on this Project: Dan will act as the primary contact for TotalEnergies from Kee Safety, ensuring seamless communication and coordination throughout the project. His expertise and leadership will be pivotal in achieving the project's safety objectives. He will be responsible for addressing any inquiries, providing updates, and facilitating the smooth execution of all project phases.

Daniel is an experienced sales and technical product trainer with a 12 year history of working in the Fall Protection Industry. As a Fall Protection Industry Expert, he is formally trained in OSHA fall protection standards and risk assessment. He is a respected compliance educator and trainer in rooftop safety, presenting at the 2019 International Society for Fall Protection Symposium, and the 2023 Western States Roofing Expo.



Rodney Sandoval
General Sales Manager, West Region
Kee Safety, Inc.

Role on this Project: Rodney will conduct or supervise the Rooftop Safety Audits for locations in the West Region. With over 4 years of experience in the fall protection industry, Rodney's expertise ensures comprehensive and accurate assessments.

His expertise in the regional market needs of Cal/OSHA compliance standards enables him to deliver tailored safety strategies that meet the specific requirements of his clients. Rodney is a seasoned sales manager with extensive experience in the fall protection industry. As the Kee Safety General Sales Manager for the West Region, Rodney is dedicated to ensuring client safety by providing top-tier safety solutions.



Jason Dytche
General Sales Manager, Northeast Region
Kee Safety, Inc.

Role on this Project: Jason will be responsible for carrying out the Rooftop Safety Audits for sites in the Northeast Region. Jason will ensure that all identified hazards are meticulously documented and that the proposed solutions are tailored to meet the specific needs of each site.

Jason brings a wealth of knowledge and 6 years of experience in the fall protection industry to his role as the Kee Safety General Sales Manager for the Northeast Region. With a strong background in fall protection and safety standards, Jason excels in developing and implementing effective safety solutions. His commitment to client satisfaction and safety compliance ensures that businesses in the Northeast receive the highest level of service and protection.



Mario Carpenter
General Sales Manager, Midwest Region
Kee Safety, Inc.

Role on this Project: Mario will handle the Rooftop Safety Audits for facilities in the Midwest Region. With a focus on thoroughness and precision, Mario's audits will include detailed risk assessments and actionable recommendations. He has 6 years of experience in the fall protection industry.

As the Kee Safety General Sales Manager for the Midwest Region, leverages his extensive experience in the fall protection industry to provide exceptional safety solutions. Mario's expertise in OSHA standards and regional safety requirements allows him to offer customized solutions that enhance workplace safety and compliance for his clients.



McKenna Servis
Project Coordinator
Kee Safety, Inc.

Role on this Project: McKenna will serve to coordinate and make sure safety protocols are followed by partner installation. McKenna is a Certified Associate in Project Management (CAPM) with a strong background in coordinating complex safety projects.

As a Project Coordinator at Kee Safety, McKenna ensures the seamless execution of safety audits and installations. Her meticulous attention to detail and organizational skills are crucial in delivering successful safety solutions that meet stringent industry standards.

Global Manufacturer of Fall Protection Solutions

As a leading global manufacturer of Fall Protection Solutions, we are uniquely qualified to serve as your one-stop-shop for all rooftop safety needs. Our expert team possesses comprehensive knowledge of both OSHA and European safety standards, ensuring that our solutions not only meet but exceed compliance requirements. We aim to deliver safe, compliant Fall Protection Systems that are meticulously tailored to address the specific needs of each site. By offering end-to-end services, we provide integrated safety solutions that enhance overall workplace safety.



PROJECT TIMELINE

To ensure the seamless implementation of our rooftop safety solutions, we have developed a comprehensive project timeline.

This timeline is designed to facilitate a smooth and efficient project flow, ensuring that all aspects of rooftop safety are addressed in a timely and professional manner. We are committed to working collaboratively with TotalEnergies to deliver outstanding results that prioritize safety and operational efficiency.

TASK	ASSIGNED TO	START	END	Jun	Jul	Aug	Sept	Oct	Nov	Dec
Initiation										
Site Assessments	SME	Jun 28	Jul 29							
Proposal (Per Site)	SME	Jul 12	Aug 12							
Presentation/Submission	SME	Aug 12	Aug 27							
Design Review/Finalization	TotalEnergies	Aug 22	Sept 11							
Drawings Completed	Kee's Techincal Dept.	Aug 22	Sept 26							
Logistical Information Received	TotalEnergies	Sept 26	Sept 26							
Execution										
Materials Packed/Shipped	Buffalo WH/Vendors	Sept 26	Oct 11							
Delivery/Installation	Kee's Installer/Partner	Oct 11	Nov 20							
Installation Inspections	Kee Safety	Nov 20	Dec 13							
Project Close Out										
Written Letters of Completion	TotalEnergies/Kee	Dec 13	Dec 31							

* All timelines and project deliverables are subject to change.

Next Steps

1

Kee Safety to Perform Rooftop Site Assessments

We are prepared to perform the rooftop site assessments at no cost to TotalEnergies, demonstrating our commitment to earning your trust for this project. This initial assessment will help us identify potential rooftop hazards and understand the specific safety needs around site solar installations.

2

TotalEnergies and Kee Safety to Review Proposal

Both parties will collaboratively review the findings and proposed safety solutions to ensure they meet TotalEnergies' requirements and standards.

3

Kee Safety to Consult with TotalEnergies on Proposed Solutions

We will discuss our proposed safety solutions with TotalEnergies, providing expert advice and ensuring all concerns are addressed comprehensively.

4

Kee Safety Delivers Materials and Installs Solutions

Following the proposal review and finalization, Kee Safety will supply and deliver all required materials and manage our installation partner throughout the safety solutions installation process. Our experienced team will ensure that all installations meet OSHA standards and TotalEnergies' higher safety protocols. We will work closely with TotalEnergies to ensure minimal disruption to operations, providing a safe and compliant rooftop.



CONCLUSION

By partnering with Kee Safety, TotalEnergies will leverage our extensive experience, dedicated team, and comprehensive rooftop safety solutions. Our tailored approach to audit reporting ensures that the specific safety requirements of each solar installation site, are met with precision and efficiency.

As your one-stop-shop for all rooftop safety needs, we bring a deep understanding of both OSHA and European safety standards, ensuring our solutions not only meet but exceed both compliance requirements and TotalEnergies own safety standards.

TotalEnergies will benefit from the highest level of protection, reducing risks and enhancing safety. Together, we can create a safer work environment, ensuring the wellbeing of all personnel involved in accessing and maintaining these site rooftops with solar projects.

Product & Service Innovation

We launch new products on a regular basis and use our experience in international markets to drive innovation in these new areas.

When considering which products to put to market, we take them through the test. The basic product development timeline starts with the concept development before moving on to product development. Only after product finalization and the pre-launch phase do we do a post-launch review. Asking questions like ‘What is this?’ ‘Do we want to do this?’ ‘Can we do this?’ ‘Will we do this?’ along the way.

We are thorough and have an extremely high standard when it comes to compliance. We’re not content with simple “me too” – we do our own testing.

Ideas for our safety products come from our extensive experience and communications with different people all over the globe. Every year we ask for their input in helping to develop new products.



Kee Safety: Your Fall Protection Experts

Kee Safety is the leading expert and global manufacturer of safety components and fall protection systems. We are fully committed to Separating People from Hazards. Kee Safety has a proud history of engineering, manufacturing, and supplying the most trusted fall protection solutions, safety railing systems, and safe access equipment for working at height.



S E P A R A T I N G P E O P L E F R O M H A Z A R D S

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