

VALIDERE · BUYER WORKSHEET

Before You Book an EH&S Demo

Complete this with environmental compliance, safety, operations, IT, and reporting — then send it to vendors 48–72 hours before each demo.

Company / business unit

Date

Primary contact

Target go-live window

OPERATING CONTEXT

✓ Which reporting processes consume the most manual effort today?

✓ Which environmental reports create the greatest operational risk?

✓ Which systems hold your environmental and safety data?

✓ Which workflows still rely on spreadsheets?

✓ **Biggest audit or evidence challenge?**

✓ **Must-have integrations (SCADA, ERP, monitors, warehouses, mobile)?**

✓ **What does success look like 12 months after go-live?**

Demo rule: Ask every vendor to run your worst reporting week — late contractor files, conflicting monitors, missing production data — not a clean sample dataset.

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