

Why Kinetiq Nexus.

How we compare against the alternatives.

Most EHS comparison documents argue the abstract. This one is concrete. Four common roads operators take to industrial EHS, what each one actually delivers on the frontlines, and where Kinetiq is and is

not the right answer.

THE LANDSCAPE, HONESTLY

There are four roads to industrial EHS.

Almost every operator we meet is on one of three of them. The fourth road is Kinetiq. The goal of this guide is not to convince you to switch. It is to help you decide which road you are actually on, what it is costing you, and whether Kinetiq fits the way you actually run sites.

ROAD 01

Spreadsheets and paper

Where most operators still live

Inspections on clipboards. Incidents typed up after shift. OSHA 300/301 rebuilt every January from email and memory. Cheap to start; expensive to defend in an audit. Visibility is whatever the safety manager remembers to send up.

ROAD 02

Paper-replacement forms apps

No-code builders, inspection tools

A form designer with a mobile app. Clean for inspections. Quick to deploy. Stops short where industrial EHS begins: federal indicator reporting, root cause analysis, permit-to-work, claims, contractor controls, asset-bound field hardware. You will build all of that, or you will buy a second platform.

ROAD 03

Legacy multi-suite EHS platforms

Established enterprise category, built for the back office

The recognized enterprise category. Broad modules, strong occupational health, deep environmental and sustainability reporting. Built for corporate EHS teams. Implementation is measured in quarters. Pricing is quote-only and rarely lands below six figures. Field-side experience varies; hardware is integrated through third-party vendors.

ROAD 04 — KINETIQ

Built for the frontlines.

Heavy industry, audit-ready by default

Voice capture in English and Spanish. Auto-RCA grounded against the regulation, with citations. Federal MSHA and OSHA indicators pre-loaded. Field hardware shipped by us. One published entry price. Implementation in days, not quarters. Contractor and external-auditor access controlled at the module, not the role.

How to read the rest of this guide.

Section 02 lines up what you actually get on each road across ten dimensions that matter on the frontlines. Section 03 says where Kinetiq is the right answer and where it is not. Section 04 shows our pricing and what displacement actually looks like. None of this is theoretical. Every line maps to capability that is shipping today.

OUTCOME COMPARISON

What you actually get on each road.

Ten dimensions, scored on the outcome on the frontlines. Not feature checkboxes. The question is whether the daily safety job gets easier, whether the audit binder fills itself, and whether the regulator's questions have answers grounded in the record.

DIMENSION	SPREADSHEETS & PAPER	PAPER-REPLACEMENT FORMS APPS	LEGACY MULTI-SUITE EHS	KINETIQ
At dil, readiness as a daily opt l	Reconstructed quarterly	Forms exist; audit lineage does not	Strong when fully deployed	Immutable ledger, daily
Reporting friction on the frontlines	High; written, retyped	Forms on a tablet	Web app, mobile uneven	Voice, gloves on, bilingual
Federal indicator ct rrencx MSHA OSHA	Built by hand each year	Not in scope	Possible via integration project	Pre-loaded out of the box
Regt lation, gro tted root at se analysis	CSP consultant, billed hourly	Not in scope	Supported; citations rare	Generated with regulatory citations
Contractor and visitor access control	Sign-in sheet	Same account as everyone	Role-level access	Module-level, scope-revocable
Field hardv are shipped bx the platform	None	None	Third-party integrations	Field tablet, location and asset credentials
Deployment time to operational use	Built and rebuilt forever	Days to weeks	Quarters; six-figure SOW common	60 to 180 days, fixed-scope
Pricing transparency	No subscription	Per-user public	Quote-only	\$250 site entry, published
Single tenant data isolation	Your file cabinet	Shared multi-tenant	Shared multi-tenant	Per-customer database
Workers' comp claims through EMR projection	Broker spreadsheet	Not in scope	Separate add-on or RMIS integration	Embedded in the incident schema

Outcome dimensions, not feature checkboxes. Detailed capability evidence is published in the platform documentation at kinetiq-analytics.com/platform.

THE FIT PICTURE

Where Kinetiq is and is not the right answer.

The honest comparison is not Kinetiq vs. everyone. It is whether your operation looks like the operations Kinetiq was built for. Two columns. Read both. If the right column applies, we will say so on the first call.

RIGHT ANSWER WHEN

Heavy industry on the frontlines.

- + **Heavy industrial operations** Mining, quarry, aggregate, paving, construction, oil & gas, heavy manufacturing. Workers in PPE, often with gloves, often without signal.
- + **Multi-site, multi-state** Multi-site, multi-state common. Site-level operating model, not seat-level. Per-site pricing reflects how the CFO already models the business.
- + **Federal reporting** MSHA Part 50 reporting, OSHA 300/301, federal inspection history that needs to be current and queryable, not rebuilt every January.
- + **Contractor-heavy workforce** Visitors, contractors, owner-operators on site daily. Access needs to be scoped, time-boxed, and revocable.
- + **Audit-driven regulatory profile** Periodic external audit pressure. Auditor needs a sign-in path with their own credentials, not a shared login.
- + **Self-reported workers' comp** The claim ledger and the incident record need to live in the same place.

NOT THE RIGHT ANSWER WHEN

Where we will tell you to look elsewhere.

- **Office knowledge work** If the workforce is at desks, hardware-integrated field capture is overkill. A lighter inspection tool fits better.
- **Software-only organizations** No physical sites, no field crews, no permits-to-work. The platform was not designed for this profile.
- **Food and beverage as the primary vertical** Statistical process control, HACCP, in-process quality is the daily problem. Specialized vendors do this better.
- **Sustainability and ESG reporting as the primary need** Scope 1–3 emissions, corporate sustainability disclosure, REACH and SDS at scale. Legacy multi-suite platforms are deeper here today. We will say so.
- **Process safety management as the deciding criterion** PHA, LOPA, mechanical integrity at chemicals or refining depth. We cover MOC and permits; the full PSM stack is not our depth.
- **Occupational health clinic depth as the deciding criterion** Clinical case management, dispensary inventory, full ergonomic video assessment. Legacy multi-suite platforms win here.

We publish the not-for column for a reason. The wrong sale is worse than no sale for both sides.

ONE PUBLISHED NUMBER

Pricing transparency, the way it should be.

SITE STANDARD,
STARTING AT

\$250

/ SITE / MONTH

Published on the website. Site Plus and Site Enterprise remain quote-led — because pricing them depends on site count, hardware footprint, term length, and whether we are displacing an existing platform.

Most EHS vendors will not show you a number. Five of the seven primary platforms in the legacy category disclose nothing publicly. We think that wastes everyone's time.

The price is the price at the entry tier. Discounts on Plus and Enterprise come from multi-site, multi-year, paid-annually, and marquee case-study levers — each documented in the order form, none of them ad-hoc.

Live pricing page: kinetiq-analytics.com/pricing

SITE STANDARD

\$250

per site / month, published

Single-site or small multi-site operators. Incident capture, voice-to-incident, OSHA 300/301, BBS, JSA, and the core regulated forms. One field tablet included. 60-day pilot.

SITE PLUS

Quote

multi-site, multi-state operators

Adds Auto-RCA with regulatory citations, federal safety indicators out of the box, conversational analytics, tap-to-inspect, kiosk modal push, custom RBAC. Five tablets included.

SITE ENTERPRISE

Quote

five-plus sites, claims-managed

Adds embedded workers' comp claims, external-auditor sign-in pathway, daily briefing with statistical override, training module, dedicated customer success manager, 99.9% SLA.

What displacement actually looks like.

Three implementation bands aligned to the three tiers. Fixed-scope, milestone-based. Historical data migration and on-site presence are quoted separately when they apply.

60	Site Standard SINGLE SITE OR SMALL MULTI-SITE	Tenant provisioned, default form library activated, federal indicators staged, one field tablet shipped, kiosk and location-credential kit-out at one site. Voice capture live by week three.
120	Site Plus MID-MARKET DEFAULT	Multi-site rollout, custom RBAC matrix, internal SOP and regulatory PDF ingestion, asset-tagging program, broadcast notification rules, multi-state regulatory profile, executive analytics live.
180	Site Enterprise WITH CLAIMS SETUP	Full claims stack configured, external auditor pathway activated, training module and daily briefing tuned, quarterly executive review cadence established. Dedicated success manager from day one.

Before you sign anything. A 30-day single-site sandbox is available pre-contract: sample data, web access, no hardware, automatic expiry. After signing, the first 60 days of the initial term are a pilot phase with 30-day no-fault termination on recurring fees. Hardware and implementation are non-refundable.

READY WHEN YOU ARE

Get a real number.

Twenty minutes. We walk through your sites, your hardware footprint, your term length, and the platform you would be displacing. You leave the call with a number, not a brochure.

WEB

kinetiq-analytics.com

REQUEST A 30-MINUTE DEMO

PRICING PAGE

kinetiq-analytics.com/pricing

PLATFORM DOCUMENTATION

[kinetiq-analytics.com/
platform](https://kinetiq-analytics.com/platform)

kinetiq-analytics.com/demo · INDUSTRIAL EHS SOFTWARE FOR THE FRONTLINES.