



Case Study

The Tote

About the Tote

With a turnover of £2.2 billion, the Tote is one of the principal betting organisations in Britain with nearly 5,000 employees, over 540 shops, a major presence on each of the 59 racecourses in Britain as well as internet and telephone betting facilities.

Requirements

Health and Safety is taken very seriously at the Tote for their staff, their customers and their suppliers. Their heritage is grounded in an ethos of honesty, integrity and quality and they were looking for a specialist Health and Safety partner who shared these values and could help them to develop the right Health and Safety strategy. They were also looking for operational support to gain and maintain compliance throughout their organisation including their head office, their betting shops and their outlets at race courses throughout Britain.

“The initial return on investment from working with EDP was phenomenal - they helped us to save over £220,000!”





Nick Avery, Chief Risk Officer, the Tote, receives the RoSPA Silver Award for Health and Safety from Lord Brougham & Vaux, Vice President of RoSPA

Solution

EDP reviewed the Tote's existing Health and Safety plan and carried out Risk Assessments at all the Tote race course outlets. They then worked with the Tote to develop their new Health and Safety strategy and plan for the future.

One of the things that most impressed the Tote was the honesty and integrity shown by EDP in their recommendations:

"EDP helped us to develop the right strategy for us – even though it was a strategy that did not involve EDP long term! Having developed the right Health and Safety Strategy, the best solution for us was to look to recruit an in-house team to implement our strategy. EDP really do provide the best possible customer-focussed solutions."

Nick Avery, Chief Risk Officer, the Tote.

Amazing cost savings straight off the bottom line!

EDP's next task was to introduce the Tote to Powell Insurance Brokers. Following the work that had been done to minimise and manage risks, Powell's were able to significantly cut the Tote's insurance premiums:

"The initial return on investment from working with EDP was phenomenal and this return still continues to increase year on year!"

The Tote made annual savings of £220,000 on their insurance costs and the strategy developed with EDP was a major contributor to these savings. The Tote continue to benefit from lower premiums as well as from an enhanced safety record and seeing a big downturn in claims.

Partnering with EDP helped the Tote to develop a whole new approach to Health and Safety. They now have an enviable safety record and were recently awarded the RoSPA Silver Award for Health and Safety.

"EDP's biggest strength is in the quality of their advice. They are professional and honest and did not hesitate to recommend the best solution for us, even though it meant less work in the long term for EDP.

I would not hesitate to recommend EDP to anyone looking for the best Health and Safety advice and support."