INJURY RESPONSE SOLUTIONS

Helping employers respond to workplace injuries with clarity, consistency, and better docur

A practical workplace injury response & documentation service

The Problem

When an injury happens, small employers often have to figure out the process while managing the incident itself.

The moment is chaotic

Employees may be hurt, supervisors may be unsure what to document, and the business is trying to keep operations moving.

Documentation gaps

Missed details, inconsistent incident reports, delayed notifications, or incomplete records can create avoidable administrative problems.

Owners wear too many hats

Many small businesses do not have a dedicated risk, HR, or claims specialist available when an incident occurs.

Our Solution

Injury Response Solutions gives small and mid-sized employers a repeatable response process.

- Provide a clear injury-response workflow that supervisors can follow.
- Help organize the information needed for incident and workers' compensation documentation.
- Support timely communication and recordkeeping after an incident.
- Help employers understand what information belongs in each step—without replacing legal, medical, or insurance professionals.
- Create a consistent process that can be trained, documented, and repeated.

The Injury Response Workflow

A simple process designed to reduce confusion at the point of injury.

1

RESPOND

Address immediate safety and medical needs.

2

DOCUMENT

Capture facts, witnesses, time, location, and circumstances.

3

NOTIFY

Route information to the appropriate internal and external contacts.

4

TRACK

Maintain organized records and follow-up items.

5

REVIEW

Identify process gaps and reinforce prevention and reporting practices.

Who We Serve

Built for employers that need structure without the cost of a full-time risk-management department.

Small Businesses

Restaurants, contractors, janitorial companies, property services, delivery operations, and other employers with lean administrative teams.

Growing Companies

Organizations adding employees, locations, or supervisors and needing consistent injury-reporting procedures.

High-Risk Workplaces

Businesses where employees may face greater exposure to slips, falls, lifting injuries, equipment incidents, vehicle-related events, or other workplace hazards.

Owners & Operators

Practical support when there is no dedicated HR or risk specialist.

Supervisors

Simple tools and training to help them respond consistently.

Core Services

A flexible service model that can start small and grow with the client.

Injury Response Setup

Create a customized injury-response checklist, contact flow, forms inventory, and escalation process.

Supervisor Training

Train supervisors on what to do, what to document, and who to notify when an injury occurs.

Documentation Support

Assist with organizing incident information and completing employer-side administrative documentation.

Incident Follow-Up

Track open documentation and follow-up tasks so important steps do not get lost.

Policy & Process Review

Review current injury-reporting procedures and identify administrative gaps.

Subscription Support

Ongoing access to response guidance, documentation support, and periodic process reviews.

Why This Model Is Different

We focus on the administrative moment between an injury occurring and the employer getting the right information into the right hands.

- Human support instead of handing a small employer another generic checklist.
- Designed around the realities of lean teams and busy supervisors.
- Practical documentation and workflow support—not legal or medical advice.
- Repeatable processes that can be trained across locations and supervisors.
- An ongoing relationship rather than a one-time packet of forms.

Business Model

Simple pricing can create an accessible entry point for small employers.

Starter

One-time setup

- Injury response workflow
- Forms & documentation checklist
- Supervisor quick-reference guide
- Initial process review

Ideal for a small employer building its process.

Monthly Support

Subscription service

- Ongoing response guidance
- Documentation support
- Follow-up tracking
- Periodic process review
- Supervisor questions

Designed for employers that want continuing support.

Customized

Higher-touch support

- Multi-location workflows
- Staff training
- Policy/process review
- Reporting dashboards
- Custom documentation systems

Priced based on scope and complexity.

Illustrative Revenue Model

A recurring-revenue structure can scale by adding employer clients rather than adding full-time staff for every account.

25 Clients

Illustrative monthly subscription
$250/client

= $6,250 monthly
= $75,000 annualized

50 Clients

Illustrative monthly subscription
$300/client

= $15,000 monthly
= $180,000 annualized

100 Clients

Illustrative monthly subscription
$350/client

= $35,000 monthly
= $420,000 annualized

These are planning examples, not market-rate claims or guaranteed revenue. Actual pricing should reflect service scope, geography, client size, and applicable professio

Go-to-Market Strategy

Start locally, prove the process, then expand through trusted business relationships.

- Direct outreach to small employers in industries with frequent workplace incidents.
- Partner with business associations, payroll/HR consultants, safety professionals, and insurance-adjacent referral sources where permitted.
- Offer a low-cost injury-response process assessment as an entry service.
- Use client success stories and documented process improvements to build credibility.
- Develop supervisor training workshops that introduce the service to multiple employers at once.

First 30 Days

A practical launch sequence for validating the concept and securing initial clients.

Days 1–7
Foundation
Finalize service packages, intake forms, disclaimers, workflow, pricing, and client agreement.

Days 8–14
Sales Tools
Build one-page service sheet, pitch deck, website landing page, and prospect list.

Days 15–21
Outreach
Contact 50–75 target businesses; schedule discovery conversations; offer process assessments.

Days 22–30
Pilot
Enroll first pilot clients, deliver the workflow, collect feedback, document results, and refine the service.

Important Service Boundaries

The business should be positioned as administrative and process support.

- Do not present the service as legal representation, medical advice, insurance adjusting, or claims adjudication unless separately licensed and authorized.
- Use client-specific procedures and applicable state/federal requirements as the framework for implementation.
- Keep sensitive employee and incident information secure and limit access to authorized personnel.
- Use clear client agreements describing the scope of services and responsibilities of the employer.
- Build referral relationships with qualified legal, medical, insurance, and safety professionals when an issue falls outside the service scope.

When an injury happens, the process matters.

Injury Response Solutions helps employers move from confusion to a clear, documented res

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