

ON THE QUALIFICATION OF A HAND-SAFETY PARTNER

When Experience Becomes a *Qualification*

In a growing market, more suppliers are presenting themselves as hand-safety specialists. For companies that take hand-exposure reduction seriously, this creates a question that cannot be answered by comparing product photographs or commercial quotations: what does it actually mean to be qualified for this work?

"Experience is only valuable when it has been converted into knowledge that can be transferred—into application guidance, training content, verified methodology and field-proven practice. That conversion is the qualification."

THE MARKET PROBLEM

A growing market does not automatically produce more qualified partners

As awareness of hand-injury risk increases across Indian industry, so does the number of companies offering push-pull tools, taglines, magnetic positioning devices and other hands-free equipment. For procurement teams, this growth appears to create choice. For safety teams, it creates a more important question.

The question is not whether a product is available. It is whether the company supplying it is qualified to support its deployment in a specific industrial environment—and what evidence of that qualification exists beyond a product brochure or a price list.

CENTRAL DISTINCTION

A vendor can supply a product. A qualified partner can confirm that the product is the correct intervention for a specific task— and support the workforce in using it effectively.

This distinction matters most in safety-critical applications. When a push-pull tool or a tagline is deployed to keep a worker's hand away from a moving or suspended load, the product is not simply a purchase. It is a safety control. The adequacy of that control depends on whether it was correctly selected, correctly demonstrated and correctly integrated into the work practice.

A supplier who has not studied the application—who has not observed how the task is actually performed, identified the point at which the hand enters the hazard, assessed what is required to move it farther away, and confirmed that the proposed tool gives adequate reach and control—has not yet qualified themselves for that work. Submitting a quotation is not the same as understanding the requirement.

Procurement savings should never be achieved by introducing uncertainty into a proven safety control. Where a hands-free solution has been evaluated and adopted, any proposed alternative must be treated as a formal change to that control—not a commercial substitution.

The companies that understand this most clearly are those that have already implemented structured hand-exposure reduction programmes. They have seen, at first hand, what it takes to move from a stated safety objective to a working shop-floor practice. They know that the difference between a tool that is used and one that sits unused in a storage area often has nothing to do with the product itself—and everything to do with how it was introduced.

WHAT QUALIFICATION LOOKS LIKE

Experience that has been converted into transferable knowledge

The word "experience" is used freely by suppliers in a growing market. It is worth being precise about what form of experience is actually relevant—and how to distinguish it from years spent in commercial activity around a product category.

Relevant experience, in hand-exposure reduction, is experience that has been converted. It has been studied, tested, corrected and organised into a form that can be applied to a new application or a new plant. It exists not only as a set of past transactions, but as a body of knowledge that can be communicated, demonstrated and used by safety personnel, supervisors and workers.

PSC CONVERTED KNOWLEDGE

Over 17 years of Indian field deployment, PSC has converted its application experience into a specific body of hand-safety knowledge: PSC-developed doctrines, application guides, technical handbooks, industry-specific manuals, training presentations and implementation frameworks—all developed from a single central question: *"Why should the human hand be the interface with the hazard?"*

This knowledge base is not a general product catalogue. It represents the accumulated output of studying real tasks, testing real tools, observing how real workers respond, and refining the approach in demanding Indian industrial conditions across steel, aluminium, marine, offshore, fabrication and material-handling environments.

PSC PRINCIPAL DOCTRINES

DOCTRINE 01

The Human Hand Is Not a Tool™

The principle that wherever a hand performs an industrial function inside a hazard zone, an engineering question must first be asked.

DOCTRINE 02

The Last 300 mm Rule™

The final approach phase of a handling task—where the hand closes in on a load or component—is a distinct and particularly significant exposure zone.

DOCTRINE 03

The Hand Exposure Hierarchy™

Hand exposure control mapped across all five levels of the hierarchy of controls—from elimination to PPE—with tools and methods assigned to each level.

PSC has also developed **Find the Hand™**—a practical field method for identifying exactly where the hand enters a hazardous activity. This method helps safety teams move beyond general instructions such as "keep hands clear" and locate the precise point of exposure in a real task, before selecting the appropriate engineering response.

These doctrines and methods are practical operational frameworks used during application assessment, training and plant-wide deployment. They demonstrate a depth of qualification that cannot be established merely by registering a product on a vendor list.

THE KNOWLEDGE BASE

What PSC's knowledge base contains—and why it matters for procurement

Over 17 years, PSC has converted its hand-safety experience into a growing body of documented knowledge that organisations can access for training, application assessment and programme development. This includes application guides, technical handbooks, industry-specific manuals and safety-doctrine publications, all organised around the central question of why and how the hand enters industrial hazard zones.

More than **10,000 people across Indian industry** have been trained by PSC in hands-free working and the deployment of no-touch tools. This scale of training delivery produces a form of field intelligence that is separate from product knowledge: it is an understanding of how different categories of worker, across different industries and plant types, actually interact with safety tools—why some solutions are accepted and used, and why others are rejected or ignored.

The objective of a hand-safety programme is not to supply tools. It is to change what workers do with their hands in a hazardous activity. That change requires knowledge of the task, the tool and the workforce—not simply possession of a product.

PSC makes this knowledge accessible through dedicated platforms maintained for the benefit of the wider hand-safety community, not only for existing customers:

PSC KNOWLEDGE PLATFORMS

pschandsfree.com — PSC Hands-Free Safety Knowledge Centre

handsafetyfirst.in — Hand Safety First

pscloadit.com — PSC Load-It

These platforms reflect an important difference between a product vendor and a hand-safety partner. A vendor can provide a tool. A specialist partner can provide the tools, application knowledge, implementation methodology and training framework required to turn those products into an effective hand-exposure reduction programme.

WHAT THIS MEANS FOR PROCUREMENT

When a procurement process opens a proven hand-safety supply to competitive tender without first confirming that alternative suppliers possess comparable application knowledge, documented methodology and verifiable training capability, it is not creating a commercial comparison.

It is creating a qualification gap—a situation in which a proven safety control may be disrupted, and in which accountability for that disruption is diffused across a procurement process rather than assigned to a partner who understands the application and its consequences.

ESTABLISHING THE SPECIALIST

When Hand Safety Matters, Experience Has a Name

Establishing the specialist behind hand-exposure reduction in Indian industry

In every important safety category, certain companies become recognised for the depth of their specialisation. MSA is recognised for industrial safety equipment. 3M and Honeywell are recognised across major personal-protection categories. When Indian industry thinks about hand-exposure reduction, hands-free working and no-touch tool deployment, the specialist name should be:

THE CATEGORY SPECIALIST

PSC Hand Safety India Private Limited

PSC has focused on this field for 17 years. The company has studied actual industrial applications, developed hands-free tools and implementation methods, trained more than 10,000 people and supported hand-safety programmes across steel, aluminium, manufacturing, marine, offshore and material-handling operations. Companies including AM/NS India, Hindalco, JSPL, Tata Steel and JSW have worked with PSC when introducing and expanding hands-free working practices.

This recognition has not been created through advertising alone. It has been earned through years of field deployment, application knowledge, worker training, technical publications and continued product development.

The question is not simply whether another company can offer a push–pull tool, tagline or magnetic positioning device. The real question is: does that company possess the knowledge, experience and implementation capability required to support a hand-safety programme?

A product can be copied. A category specialist must be built through experience.



PSC EXPERIENCE CENTRE, VISAKHAPATNAM – APPLICATION EVALUATION AND HANDS-FREE TOOL DEMONSTRATIONS

VENDOR QUALIFICATION

What specialist vendor qualification should confirm

When an organisation evaluates a partner for a safety-critical hand-exposure reduction programme, qualification should extend beyond commercial registration, product availability and previous supply. The evaluation should establish whether the partner possesses the application knowledge, documented methodology, training capability and implementation experience required to support the safety control effectively.

The following points of qualification reflect the considerations that genuinely distinguish a qualified specialist from a product vendor in this category. They are not exhaustive, but they address the aspects of competence that are most material to hand-exposure reduction as a safety-critical discipline.

- | | |
|--|---|
| <p>01 Has the partner conducted application surveys and task reviews in comparable industrial environments, not merely supplied products to them?</p> | <p>02 Does the partner possess documented methodology for identifying, classifying and engineering out hand-exposure points?</p> |
| <p>03 Has the partner delivered structured training to a verifiable number of workers across multiple industry types?</p> | <p>04 Can the partner confirm the specific limitations of each product it supplies—not only its capabilities?</p> |
| <p>05 Does the partner maintain knowledge platforms and published guidance that demonstrate its intellectual contribution to the field?</p> | <p>06 Has the partner supported plant-wide deployment—including demonstrations, user trials, awareness materials and post-supply follow-up?</p> |
| <p>07 Are the partner's products manufactured with documented traceability between the evaluated product and every subsequent delivery?</p> | <p>08 Has the partner demonstrated long-term accountability for the interventions it has supplied—including field feedback, correction and refinement?</p> |

These qualifications are accumulative. They cannot be assembled quickly in response to a tender opportunity. They are the product of years of field work, honest evaluation, and the sustained commitment to converting experience into transferable, deployable knowledge.

ON VENDOR QUALIFICATION IN SAFETY-CRITICAL CATEGORIES

Vendor development is valuable. The development of a safety-critical vendor must be qualification-led—not merely price-led. Until a new vendor has demonstrated comparable application knowledge, the introduction of their product into an established safety practice is a change to a safety control, not a procurement decision.

FOR HAND-EXPOSURE REDUCTION, CHOOSE THE SPECIALIST

PSC Hand Safety India Private Limited is not a general industrial supplier that has recently added no-touch tools to its catalogue

Hand-exposure reduction is our field.

For 17 years, PSC has worked to understand why workers place their hands near hazardous loads, components and operations—and how those tasks can be performed while keeping the hand farther away. That work has produced:

- A comprehensive range of hands-free and no-touch tools
- Training delivered to more than 10,000 people
- Application guides and technical handbooks
- The Human Hand Is Not a Tool™
- The Hand Exposure Hierarchy™
- Dedicated hand-safety knowledge platforms
- Experience across demanding Indian industrial applications
- Plant-wide deployment experience
- Industry-specific hand-safety manuals
- The Last 300 mm Rule™
- The Find the Hand™ application-assessment method

A new supplier may offer a similar-looking product or a lower commercial quotation. But supplying a tool does not make a company a hand-safety specialist. Specialisation comes from studying applications, developing solutions, training workforces, documenting knowledge and remaining accountable for results over many years.

Just as established names are associated with other critical safety categories, one name has spent 17 years building the specialist knowledge required for hand-exposure reduction in Indian industry.

PSC Hand Safety India Private Limited

When the requirement is hand safety, choose the company built around it.

PSCHANDSFREE.COM · HANDSAFETYFIRST.IN · PSCLOADIT.COM