

## **Managing compliance confidently as a small team:**

How Olympiad Signs used SafeWorkforce  
to streamline health & safety and stay  
tender ready for enterprise clients



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A SafeWorkforce Case Study

# Here's how **SafeWorkforce** gives **Olympiad Signs** total confidence in health & safety

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Olympiad Signs partnered with SafeWorkforce to take the pressure off health & safety and compliance, helping a small team stay tender ready for enterprise clients. Here's how they did it.

## **The customer needed:**

to meet rising compliance expectations from corporate clients, stay on top of changing regulations, and maintain SafeContractor certification without a dedicated in-house health & safety function.

## **We gave them:**

a dedicated SafeWorkforce Health & Safety Officer, hands-on support reviewing and updating risk assessments and documentation, and ongoing, practical guidance to help the business stay compliant and tender ready with confidence.

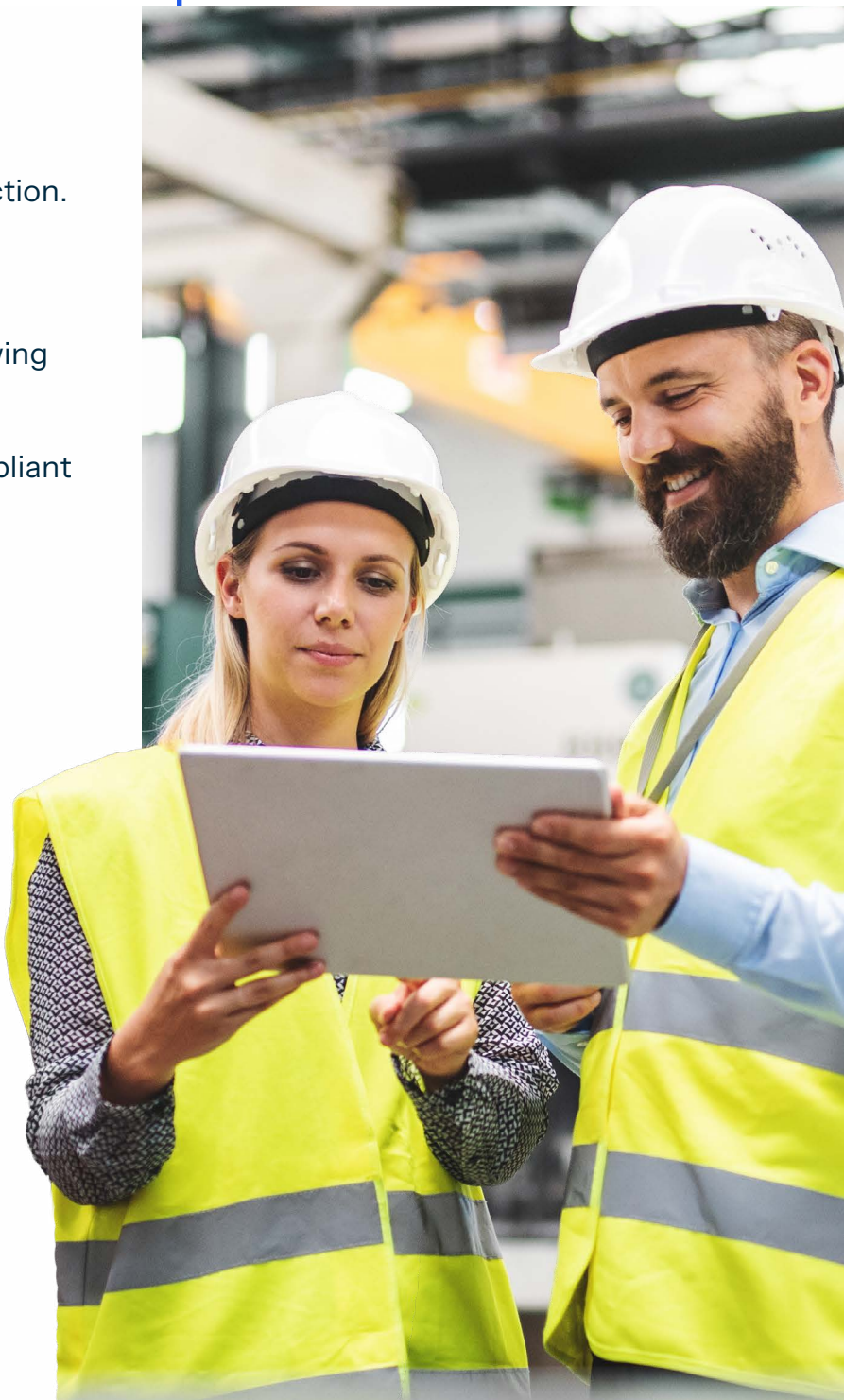
## **The result:**

hours saved every month on paperwork and admin, faster and stronger tender submissions backed by credible independent verification and total confidence that health & safety would never become a barrier to growth.



SafeWorkforce was a lifesaver for our business and our people. Not just for easing admin, but for making sure health and safety is never a barrier to progress.

**Lucy Painting,**  
Office Manager at Olympiad Signs



## Three main pressures stood out:

### THE CHALLENGE



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### Managing constant legislative change

Even with strong internal training, the business found it challenging to stay fully up to date on every legislative shift affecting signage installation, site safety, and documentation.

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Everything has changed so much. We always had the training in place, but proving it had become a job in itself.

2

### Meeting enterprise tender requirements

Many of Olympiad's largest clients either required or strongly preferred SafeContractor certification as part of their procurement process. As compliance expectations increased, maintaining alignment across multiple pre-qualification requirements required time and oversight. Tender submissions often required detailed, evidence backed compliance information, which had to be kept accurate and up to date.

3

### Balancing compliance with day-to-day operations

Every hour spent on risk assessments, updating policies, or interpreting legal guidance meant less time for project delivery. For a small business managing bespoke, deadline driven work, this had the potential to impact both client satisfaction and growth opportunities.

**The risk was clear:** without a more structured, proactive approach to health & safety management, Olympiad could face tender delays, missed opportunities, and the risk of falling behind client compliance expectations.

Following SafeContractor approval, their auditor highlighted how SafeWorkforce could help strengthen their compliance processes. The recommendation couldn't have come at a better time. As requirements became more complex, a more structured approach to managing compliance was needed.

## THE SOLUTION

### With SafeWorkforce, Olympiad gained:

- **A dedicated Health & Safety Officer**, Linda Graham, as their single point of contact
- **Structured, proactive compliance processes** tailored to their industry and client demands
- **Regular updates** on legal changes and their practical impact
- **Hands-on support** with forms, documentation, and tender responses

### Linda's role went far beyond ticking boxes. She:

- Reviewed and updated all risk assessments to meet the latest requirements
- Guided Office Manager, Lucy through any areas of uncertainty, explaining complex requirements in plain English
- Completed legal and client-required forms on Olympiad's behalf, ensuring accuracy and speed
- Provided real-time phone and email advice for both office and on-site staff when issues arose
- Supported around eight tender submissions, ensuring every bid included strong, up-to-date compliance evidence

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Linda is amazing. She handles the forms, keeps us updated on legal changes, and guides us through anything we're unsure about. It's saved us hours and taken a huge weight off my shoulders.”

**Lucy Painting,**  
Office Manager at Olympiad Signs



## The results were both immediate and long-term:

### RESULTS & IMPACT



**Fast-track certification** – Olympiad achieved SafeContractor approval in less than three weeks, opening the door to new opportunities with major clients.



**Tender ready confidence** – Since working with SafeWorkforce, Olympiad has prepared and submitted around eight tenders with professional, evidence-based compliance credentials. This has helped them compete more effectively for blue-chip work.



**Hours saved every month** – Lucy estimates the consultancy has saved “absolute hours” in paperwork and admin time, freeing her to focus on other business priorities.



**On-demand expertise** – The whole team knows they have access to a qualified consultant who understands their business and can provide instant, practical advice when issues arise.



**Client reassurance** – Being able to state SafeContractor certification and ongoing health & safety support immediately reassures new and existing clients of their professionalism and compliance.



It definitely helps us win work. Clients know we’re not just compliant, we’re backed by a trusted third party. That gives them confidence.

## More than a service – a long-term partner

Olympiad has now worked with their SafeWorkforce consultant for over three years – and has already renewed again.

Over that time, the relationship has evolved into:



A trusted, long-term partnership



A deep understanding of Olympiad’s business needs



A shared commitment to getting compliance right, every time



We wouldn’t go anywhere else. Linda just gets our business. It’s not about form-filling, it’s about having someone who genuinely cares we get it right.

# Why it matters

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For a small, specialist supplier like Olympiad, compliance is not just an internal process – it's a competitive advantage. In the high-stakes corporate environments they serve, clients want reassurance that every supplier on-site meets rigorous safety and legal standards.

**SafeWorkforce and SafeContractor together act as Olympiad's licence to operate. They enable the business to:**

Meet contractual requirements quickly and consistently

Reduce the burden of admin on a small team

Demonstrate compliance with confidence in every tender

Build and maintain trust with some of the UK's most demanding corporate clients



There's nothing more important than knowing your team is in safe hands and your processes are sound. SafeWorkforce gives us that.

**Lucy Painting,**  
Office Manager at Olympiad Signs

## About SafeWorkforce

SafeWorkforce is a friendly, expert-led health and safety solution designed specifically for small and growing businesses. We take the stress out of staying compliant – helping you save hours on paperwork, meet your legal obligations, and focus on running your business.

Our qualified team of IOSH and NEBOSH-accredited consultants are only ever a phone call or site visit away – ready to provide practical, jargon-free support tailored to the work you do. Whether you see health and safety as a burden or a box to tick, SafeWorkforce helps you manage it confidently and effectively.

# The profile of Olympiad Signs

Olympiad Signs has delivered bespoke signage for nearly 60 years – supporting brands including BP, Citi, JP Morgan and L'Oréal, where compliance is non-negotiable.

Olympiad Signs is a family-run signage company based in Dartford, Kent. Established in 1966, the business has built its reputation over almost 60 years for high quality, bespoke signage and graphics that combine thoughtful design, premium materials, and skilled workmanship.

With 11 employees, they operate with the efficiency of a small team but the professionalism to serve some of the UK's most recognisable corporate brands. Their portfolio covers everything from corporate and statutory signage to glass panels, monoliths, etching, and screen printing.

Olympiad's clients operate in high-compliance sectors such as finance, legal, and corporate real estate. For these blue-chip companies, health & safety, statutory compliance, and sustainability are not optional – they are essential preconditions for doing business.

