

EXATO COMPANY PROFILE

Soluções Ocupacionais e Ambientais — EHS consulting in Brazil:
workplace safety, industrial environment and radiation protection

Compliance that protects the operation: we reduce legal, environmental and occupational risk for industrial plants that cannot afford to stop.

30
YEARS OF EHS
EXPERIENCE

27
AUDITS IN BRAZIL
AND THE U.S.

48
RADIATION WORKERS
TRAINED

6+
INDUSTRIAL SECTORS
SERVED

About Exato

Exato Soluções Ocupacionais e Ambientais is a consultancy specialised in workplace safety, industrial environmental management and radiation protection. We serve industrial operations that need to stay compliant — facing inspections, customer audits, permitting and regulatory requirements — with formal technical accountability and direct dealings with CETESB (São Paulo's environmental agency), ANSN/CNEN (Brazil's nuclear regulator), city authorities and other bodies. Our commitment: tailored solutions that reduce risk, prevent liabilities and keep the operation running.

- › Cleared in a global multinational's supplier due diligence — complete corporate documentation and a registered D-U-N-S Number.
- › Formal technical accountability — ART/CREA-SP engineering records and a Radiation Protection Supervisor licence (ANSN/CNEN) for nuclear gauges.
- › International standards — ISO 14001, OHSAS 18001 and OSHA audits at plants in the United States; formal training in the U.S. general industry standards (29 CFR 1910); ASTM fertiliser storage standards.
- › Experience from inside the plant — the person auditing you has been audited: 30 years in pulp and paper multinationals and time at CETESB.

Founder — Paulo Cassim

- › Production Engineer with a materials focus (UFSCar) and Occupational Safety Engineer; Specialist in Environmental Engineering (UNICAMP, recorded with CREA-SP) and in Pulp and Paper Technology (UFV).
- › Radiation Protection Supervisor — Nuclear Gauges, licensed by ANSN/CNEN (licence MN-1204, valid through 2028) — one of only 401 licensed supervisors in Brazil.
- › Professional registration CREA-SP no. 5061290894, active since 2000 — 25+ years on the register.
- › OSHA #511 — Occupational Safety and Health Standards for General Industry (29 CFR 1910), completed at the USF OTI Education Center, Florida, 2014.
- › Licensed teacher of the U.S. safety-leadership programme *Managing Safety Performance — Tools for Supervisors and Managers* (Balmert Consulting), 2016 — certified with the endorsement of International Paper do Brasil.
- › 30 years of EHS experience, including time at CETESB and at pulp and paper multinationals (regional EHS leadership).
- › Specialist in safety culture transformation and international EHS audits; member of watershed committees.

TECHNICAL CREDENTIALS — REGISTRATION DATA

ANSN/CNEN licence	MN-1204 — Radiation Protection Supervisor, Nuclear Gauges. Accredited since 15/08/2008, valid through 15/08/2028. One of 401 licensed supervisors in Brazil, verifiable in CNEN's public register.
OSHA #511	USF OTI Education Center (University of South Florida), Wesley Chapel, FL — 12 to 15 May 2014. 2.50 CEUs. ABIH: 4.34 Safety CM Points (approval 09-3383).
Balmert Consulting	Certified Licensed Teacher — <i>Managing Safety Performance: Tools for Supervisors and Managers</i> , 2016. Endorsed by the EHS LATAM Senior Manager and the Manufacturing Vice President of International Paper do Brasil.
Company identifiers	Company ID (CNPJ) 61.834.760/0001-99 · registered D-U-N-S Number.

Note: OSHA does not certify individuals — the #511 is completion of an official course at an authorised OTI Education Center. Paulo Cassim has not taken OSHA #501 and is not an authorized OSHA Outreach trainer.

Our services

1. Industrial Radiation Protection Supervision

Technical accountability for facilities with nuclear gauges: programmes, radiation protection plans and reports under ANSN/CNEN rules. Training for occupationally exposed workers and emergency response.

2. Workplace Safety

Critical procedures (lockout/tagout, confined spaces, work at height), PPE specification, incident investigation — including fatalities —, compliance audits against Brazilian and U.S. legislation (NRs and OSHA 29 CFR 1910), expert assessments and site evaluation for mergers and acquisitions.

3. Industrial Environment

Licences, registrations and water permits with CETESB, IBAMA, ANA and DAEE (LP/LI/LO, CADRI, SIGOR), reports and technical scopes, review of chemical analyses, procedures (water monitoring, solid waste), environmental incident investigation, due diligence and watershed committees.

4. Safety Leadership and Training

Safety leadership development for supervisors and managers — behaviour, safety conversations and accountability — using a *train-the-trainer* method to build internal multipliers. Training in radiation protection, workplace safety and environment, and preparing leadership teams for their legal EHS responsibilities.

Selected experience

■ LATAM contractor management programme — global beverage multinational

Regional strategy for 2026–2028, governance model, audit forms and training material in three languages (PT/ES/EN), with compliance targets for bottling plants across Latin America.

■ Environmental permitting from scratch — Barracão do Adubo (Batatais, SP)

A fertiliser manufacturer needed to bring its operation into compliance with CETESB. Exato handled the registration, the technical documentation and the entire process.

■ Fertiliser terminal compliance — V2RM Terminais Logísticos (Praia Grande, SP)

CETESB registration, LP/LI/LO permitting, operating procedures and assessment against international storage standards (ASTM D4982-20, ISO 14001) for a 40,000 t/year terminal.

■ Environmental technical back-office — MSR Soluções Ambientais (SP/MG/BA)

More than 160 hours of senior consulting on projects for large pulp and paper operations: reports, laboratory analyses, CADRI permits, SIGOR waste tracking and dealings with environmental agencies.

Sectors served: *beverages · pulp and paper · fertilisers and agribusiness · port logistics · carbon and forest restoration · biotechnology.*

How we work

1. Technical call

30 minutes to understand your situation and tell you whether — and how — we can help. Answered within 2 business days.

2. Clear proposal

Scope, deliverables, timeline and price in writing, with no surprises.

3. Delivery

Technical execution, dealing directly with CETESB, ANSN and the other regulators.

4. Ongoing support

From hourly support to a continuous contract with emergency response.

Let's talk about your challenge

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