

Core Medical

Penn Highlands
ESS Sprayer Project.

- ▶ Using existing Halo base to find sprayer prospects.

- ▶ These customers have bought in to the concept of non-UV solutions
- ▶ You already have a trust built up with these users.
- ▶ You know the internal processes of the facility.
- ▶ Implementing sprayers can fill the gaps that remain after Halosil.

Benefits of Adding ESS

- ▶ Additional areas can be disinfected.
 - ▶ Hallways, Restrooms, common areas, elevators.
- ▶ Between patient disinfection.
 - ▶ Only takes 5 minutes

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- ▶ They have four facilities, all have Halo's.
- ▶ I met with them to discuss how well things were going. They were happy but they brought up dwell time and areas that could not be easily fogged.
- ▶ I presented the ESS/Aquaiox solution and they showed immediate interest.
- ▶ Bruce came in to assist with the demonstration.
- ▶ I delivered a proposal along with benefits.
- ▶ Within 3 months I had an order for an un-budgeted capital expense.
- ▶ Sold 8 sprayers mostly SC's with a BP also.
- ▶ Cam came in to assist with in-servicing.
- ▶ They now use Halo in OR at night and in C-Diff rooms and added extra coverage in patient rooms and common areas with ESS.

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▶ Thank You