

Safety Net



Solutions that save lives.

WELCOME

SAFETY NET NATIONAL SALES MEETING

MEETING GOALS

- Change Status Quo - Disrupter
- Identify the scope and impact of HAI's on the Healthcare Market
- Discuss the Key Sales Drivers and how they can be used to influence purchase decision
- Discuss how each unique Safety Net Solution fits together to lower HAIs and make a sale
- Identify Key Decision Makers for the Safety Net Solutions
- Increase knowledge of Total Solution Philosophy, products and resources to increase sales

Markets Served

- Hospitals
- Clinics & Surgical Centers
- Clinical & Specialty Testing Laboratories
- Long Term Care & Assisted Living
- Compounding Pharmacies
- Prisons/Correctional Facilities
- Life Sciences & Medical Research Labs
- Veterinary Medicine
- Schools, Universities & Athletic Programs
- Daycare Facilities
- Commercial Buildings & Residences

Infections in Hospitals – The Problem

- 1 in 25 people admitted to a hospital will get a hospital acquired infection (HAI).
- According to the CDC, at least 10% of those admitted to the hospital that get a HAI will die.
- Less than 15% of the 5,600+ hospitals today use anything other than spray and wipe disinfectants.
- In 2015 there were 721 hospitals that were fined for hospital acquired conditions, primarily HAIs.
- A HAI average cost is \$22,500 and adds an additional 3-5 days to LOS.
- A 25-bed hospital unit (1,125 admissions per year) will, on average, have 45 HAIs/yr. costing \$891,000.

Infections in LTC – The Problem

- 1.6 to 3.8 million infections occur among U.S. Nursing Home Residents each year. Accounting for over 380,000 deaths
- 1 in 4 NH Residents were hospitalized in 2011 costing 14.3 billion and 50% were due to infections and this rate is increasing
- Infection rates increased 24.1% for pneumonia and 15.7% for MRDO infections.
- Clostridium Difficile has become one of the most common infections in NH and is the most difficult to kill.
- Re-admission fines are targeting nursing homes combined with increase threat of litigation.

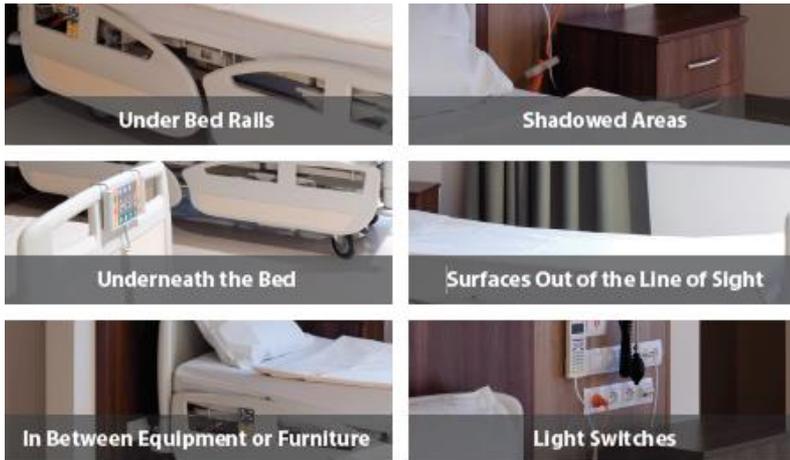
HAI's by the Numbers

- If admitted to hospital you have a 5% chance for a HAI
- 1.7 million people get an infection during a hospital stay
- Direct medical cost of HAIs are around 10B annually
- HAI costs including cost shifting to private pay is closer to 45B
- Total direct, indirect and nonmedical social costs of HAIs are estimated at 96B to 147B annually.
- LOS increases for CDI – 3.3, CLABSI – 10.4, SSI – 11.2 and VAP – 13.1
- 69% of people with HAI are Medicare or Medicaid
- 98,987 people in the US die annually from a HAI
- HAI kill more people every year than breast cancer and prostate cancer combined as well as heart disease
- In 2014 2,225 hospitals would lose \$227 million in withheld compensation. Increase penalty in 2015 a 300-bed hospital would lose \$1.3 million annually.

CDI and MRSA Facts

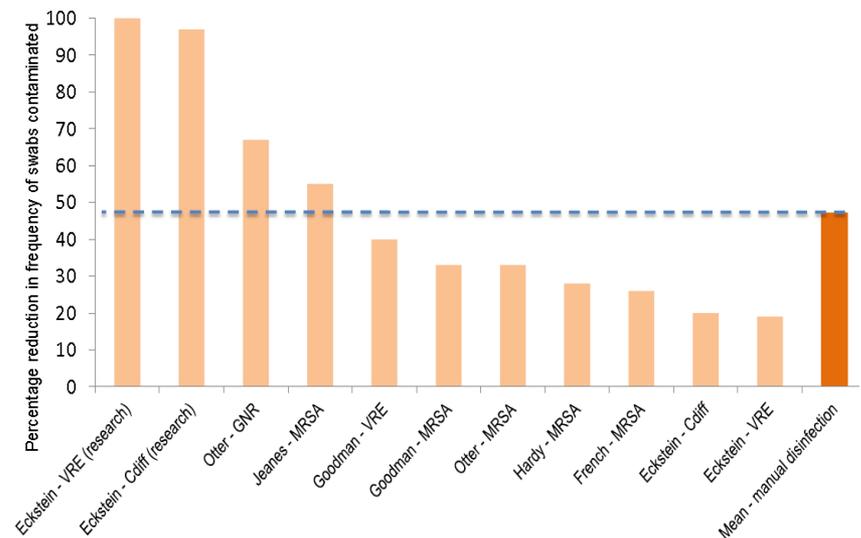
- Clostridium Difficile is considered an URGENT NATIONAL THREAT by the CDC
- CDI adds an average of 3.3 days to hospital stay at a cost of \$11,000
- CDI is responsible for 30k deaths and a 4.8B healthcare cost per year
- CDI is facilitated by antibiotics as well as ineffective in stopping it
- CDI destroys the gut microbiome
- SSI/MRSA cost hospital \$42,000 and 23 extra days
- CLABSI and MRSA cost \$58,500 and 15.7 extra days

Conventional Terminal Cleaning - Ineffective



Organism	Survival time
<i>Clostridium difficile</i> (spores)	5 months
<i>Acinetobacter</i> spp.	3 days to 5 months
<i>Enterococcus</i> spp. including VRE	5 days – 4 months
<i>Pseudomonas aeruginosa</i>	6 hours – 16 months
<i>Klebsiella</i> spp.	2 hours to > 30 months
<i>Staphylococcus aureus</i> , inc. MRSA	7 days – 7 months
Norovirus (and feline calicivirus)	8 hours to > 2 weeks ¹
SARS Coronavirus	72 hours to >28 days ²
Influenza	Hours to several days ³

Experts believe that **only 50 percent** of surfaces are disinfected during manual cleaning and disinfection processes.²



HAI Cost Saving Opportunities

No# of Occupied Beds	Estimated # of admissions/Yr	# of HAI Infections	Est. Mortality # #'s due to HAI	Annual Cost of HAI (direct)	Reduced # of HAI Infections	Reduced # of HAI Deaths	Potential Savings with SN Solutions
100	4500	180	18	\$ 1,980,000.00	90	9	\$ 990,000.00
200	9000	360	36	\$ 3,960,000.00	180	18	\$ 1,980,000.00
300	13500	540	54	\$ 5,940,000.00	270	27	\$ 2,970,000.00
400	18000	720	72	\$ 7,920,000.00	360	36	\$ 3,960,000.00
500	22500	900	90	\$ 9,900,000.00	450	45	\$ 4,950,000.00
600	27000	1080	108	\$ 11,880,000.00	540	54	\$ 5,940,000.00
700	31500	1260	126	\$ 13,860,000.00	630	63	\$ 6,930,000.00
800	36000	1440	144	\$ 15,840,000.00	720	72	\$ 7,920,000.00
900	40500	1620	162	\$ 17,820,000.00	810	81	\$ 8,910,000.00
1000	45000	1800	180	\$ 19,800,000.00	900	90	\$ 9,900,000.00

Affordable Care Act 2010

When the Affordable Care Act came into effect in 2010, it introduced the **Pay-for-Performance (P4P) Program**, which consists of three main categories—the **Hospital Readmission Reduction Program**, **Hospital Value-Based Purchasing Program**, and the **Hospital-Acquired Condition (HAC) Reduction Program**—to evaluate hospitals and incentivize them to provide more affordable, more efficient, and safer patient care.

3 Ways to Ding Hospitals

**Hat Trick | Hospital-Acquired Condition (HAC)
Reduction Program | Penalty Box**

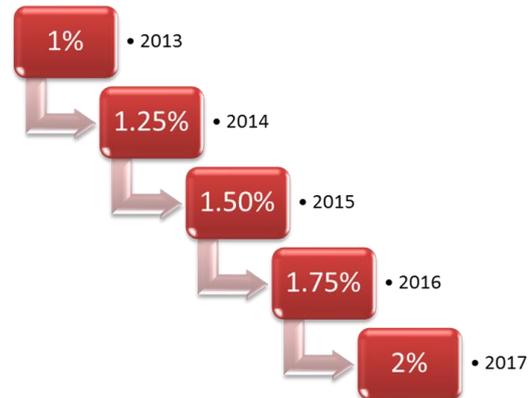
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**Major Penalty | Hospital Readmission Reduction
Program | Penalty Box**

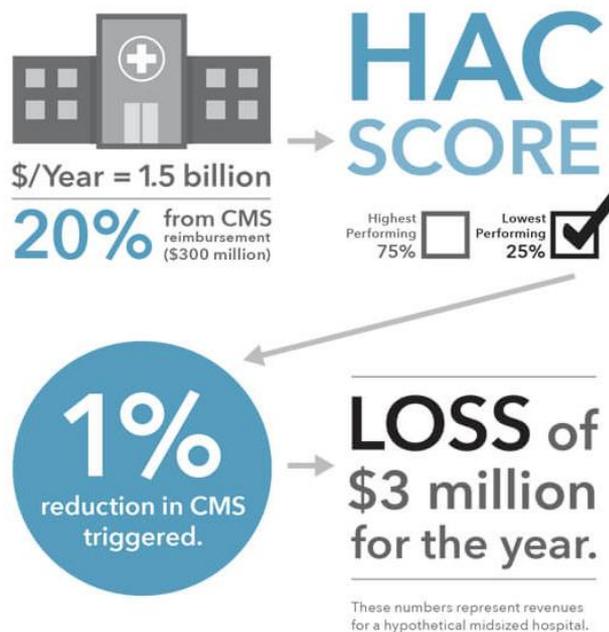


**Power Play | Value-Based Purchasing Program (VBP) |
Penalty Box**



Sales Drivers

- HAC Penalties
- HCAP Scores
- Litigation
- Public Awareness
- Harm to Patients and Staff



LawyersandSettlements.com
America's Premier Online Legal News Source Since 2001

200 Americans Die from Hospital-Acquired Infection Daily

March 31, 2014, 01:30:00PM. By Gordon Gibb

Washington, DC: It's a sad reality that a facility dedicated to making you healthy could make you sick. It could even kill you. Of course, we are talking about hospitals and the potential for hospital-acquired infections, even life-threatening hospital infection. The good news, according to the Centers for Disease Control and Prevention (CDC) in Atlanta, is that the situation is slowly improving.

And it's not just in the United States. In the United Kingdom, hospital-acquired infections are still a major problem. More than 200 Americans needlessly perishing every day of the year.

Incidents were recalled from infections related to pneumonia and surgical sites were the lowest, at 10 percent.

Of the germs causing those hospital-acquired infections, including Staphylococcus aureus and MRSA second at 11 percent.

LOCKES LAW FIRM
MEDICAL MALPRACTICE

HOSPITAL-ACQUIRED INFECTIONS

Sales Targets

- Environmental Service Directors
- Infection Control Practitioners
- Epidemiologist
- Safety/Risk Directors
- Facilities Management
- OR Managers
- Value Analysis Committee
- ER Managers
- Transport

Complete Disinfection Solution

DELIVERY DEVICES & SOLUTIONS

TOTAL “NO TOUCH” ROOM DISINFECTION - HaloFoggers

- HaloMist

TARGETED DISINFECTION – Electrostatic Sprayers – ESS

DISINFECTANTS and CLEANERS – EPA and FDA APPROVED

- Aquaox – AX525, AX112 Cleaner
- Clearstream

SMALL DEVICE DISINFECTION & HAND HYGIENE

- AUVS UV BOX
- mPeriel

Infection Prevention is a Culture Change

Multiple Solution Approach

Antibiotic Stewardship

Handwashing

Small device disinfection – AUVS UV Box

Mobile Technology Devices (MIT)

Hard surface disinfection

Patient rooms

Common areas

Equipment disinfection

Wheelchairs

Pumps and monitors

Carts

Mobile diagnostic equipment

Safety Net Solutions – Competitive or Complementary



High Touch Areas

PROTECTS
YOUR

COMPLETE
ENVIRONMENT



Environmental Disinfection



Clean, Sanitize or Disinfect?



Cross-Contamination – Mobile Devices



Implications of Log Reduction

Sporicide/Sterilant

A sporicide is an antimicrobial “pesticide” that destroys or eliminates essentially all forms of microbial life in the inanimate environment, including 99.9999% of bacterial spores. The FDA term “sterilant” is deemed to be synonymous with the EPA’s “sporicide”, but such products are intended for different purposes. Since sterilization includes eradication of all living microorganisms, such claims are intrinsically related to protection of human health.

Disinfectant

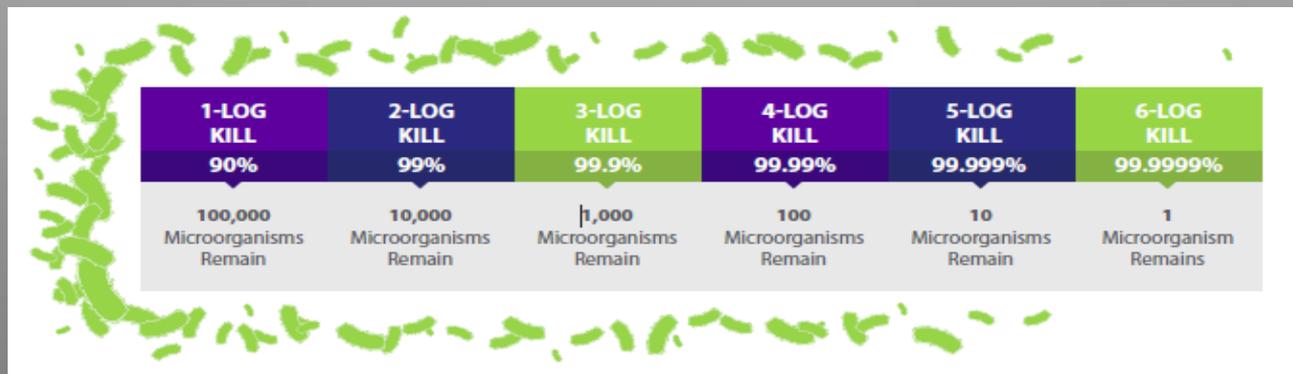
A chemical that destroys vegetative forms of harmful microorganisms but does not ordinarily kill bacterial spores. Test results must show at least a 4-log kill of each test organism. (A Disinfectant Cleaner must also work in the presences of 5% artificial soil.)

Sanitizer

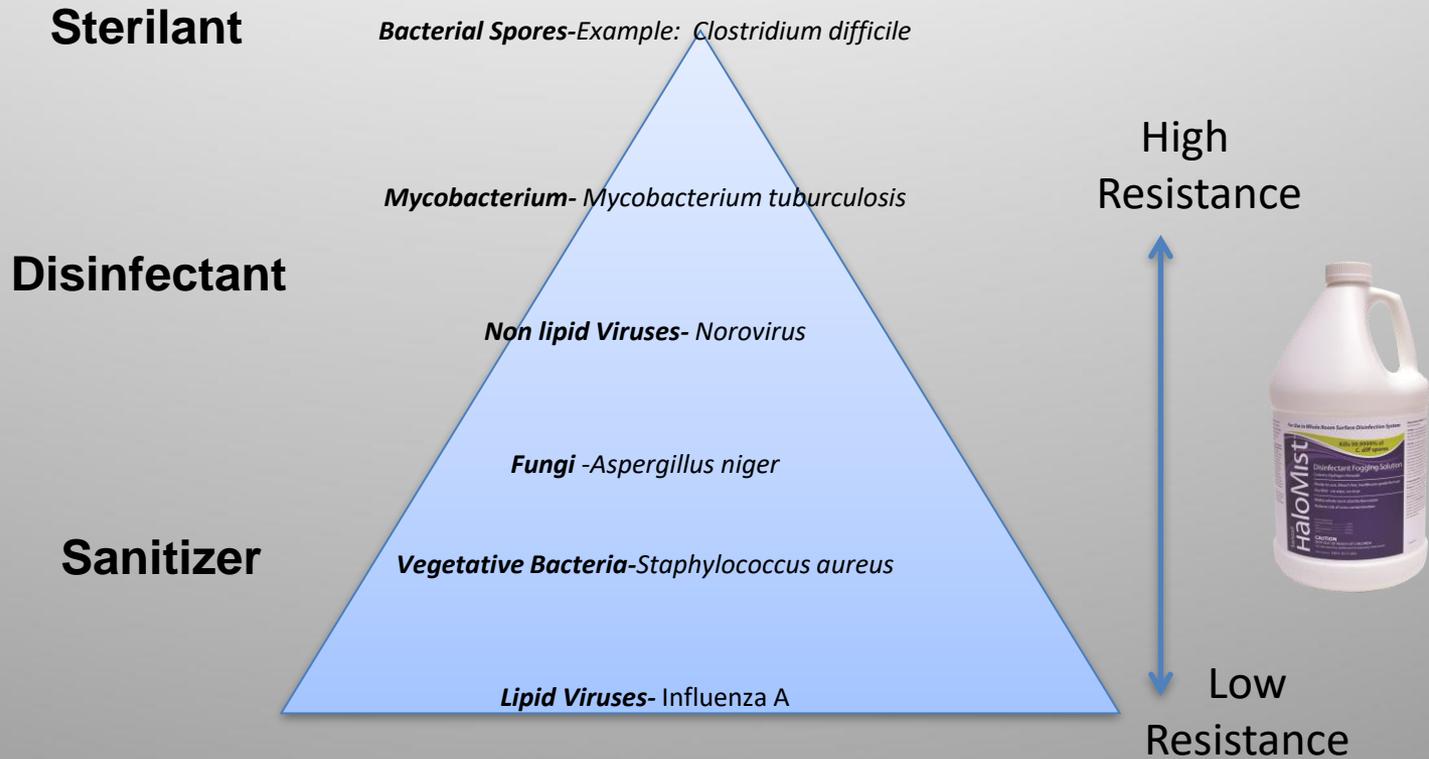
EPA considers an antimicrobial to be a hard-surface sanitizer when it reduces but does not eliminate all the microorganisms on a treated surface. To be a registered sanitizer, the test results for a product must show a reduction of 99.9% in the number of each test microorganism.

Cleaner

A substance or mixture of substances (such as chemical or biological substances) that is intended to clean away or remove inanimate material from a surface, water or air, and that makes no pesticidal kill claims.



Hierarchy of Disinfectants



*This hierarchy considers broad classifications of microbial categories. It is considered a rough guide to general susceptibility of microorganisms to disinfectants. HaloMist combined with the Halofogger is EPA registered and validated to achieve a six log kill for *Clostridium difficile* and is therefore a sporicidal and effective against all other pathogens.*

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

Penn Highlands

- ▶ 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.

Core Medical

▶ Thank You

A magnifying glass with a silver frame and a black handle is positioned over a green textured surface. The lens of the magnifying glass is centered on the text "COMPETITIVE ANALYSIS", which is written in a gold, serif font. The background is a light brown, textured surface, possibly a book cover or endpaper, with a vertical green stripe running through the center. The magnifying glass's handle extends from the bottom right towards the center of the frame.

COMPETITIVE
ANALYSIS

Competitive Review

- Hydrogen Peroxide Vapor (HPV)
 - Bioquell
- Aerosolized Hydrogen Peroxide Mist
 - TOMI Bit
 - SteriPlex SD
 - Altapure
- Electrostatic Sprayers
- Spray and wipe or disinfectant wipes
- UV Robots

Bioquell VHP

Halo Disinfection System <i>HaloMist™ Disinfectant Fogging Solution</i> <i>HaloFogger™</i>	Bioquell VHP
MFR \$8500 (Standard Unit)	MFR \$40-90,000
Disinfectant \$99.75/Gallon	\$200/Gallon
Easy-to-use, transport and store	Large two part dispenser and filter system, requires extensive operator training
Non-hazardous 5% Hydrogen Peroxide, 0.01% Silver Patented Formula	Hazardous material - 35% Hydrogen Peroxide
Full 1-year Product Warranty	Limited 1-year Product Warranty
Exceptional 2-Year Storage Shelf Life	Bioquell literature claims “good” shelf life
EPA Registered Disinfectant EPA K list 6-log <i>C. diff</i> kill claim	EPA Registered Sterilant

SteriMist BIT

	Halo Disinfection System [®]	SteriMist BIT	
Manufacturer	Halosil International	TOMI Environmental Solutions	
EPA Registration	84526-6 HaloMist™ 84526-1 HaloSpray™	90150-2	
Efficacy Claims	<i>C. diff</i> spores, 12 bacteria, 6 viruses including Staph, MRSA, H1N1, Pseudomonas and 2 fungi	Surface Unit: Staph, Pseudomonas, MRSA, H1N1	Environment System: Staph, Pseudomonas, <i>C. diff</i> spores
Active Ingredients	5% Hydrogen Peroxide and 100ppm of Silver	7.8% Hydrogen Peroxide (and 5% Isopropyl alcohol)	
Cost of Disinfectant	\$100 /gallon	\$155 /gallon	
Equipment	HaloFogger [®] / HaloFogger FLX / HaloFogger EXT	Surface Unit	Environment System
Methodology	Self contained Fogging system (HaloMist) For Sprayer or Fogging System (HaloSpray)	Hand-held Sprayer with separate base unit	Fogging system with 3 applicators and a separate base unit
Technology	Dry Mist Aerosolized System	<ul style="list-style-type: none"> Aerosolizer with electrodes EPA label does not mention any specific claims in regard to the "ionization" 	
Equipment Cost	\$9500 (Standard) - \$12,500 (FLX model)	\$17,000	\$56,000
Dosing	Dose rate 0.33ml/ft3	Coverage rate 1ml/ft2 Min of 5 sec/ft2 Spray exposure	Min dose rate 0.5ml/ft3, Min 150ppm H2O2 in air
Coverage	11,350 ft3/gallon	3,792 ft2/gallon	7,576 ft3/gallon

SteriPlex SD

HaloMist	SteriPlex SD
Ready-to-Use Formula	Mixing Required
Odorless	Noticeable Odor, Reports of Respiratory Irritation
2-Year Shelf Life	60-Day Shelf Life
5% Hydrogen Peroxide, 0.01% Silver	10% Ethanol, 0.22% Hydrogen Peroxide 0.15% Peracetic Acid, 0.01% Silver
6-log <i>C. diff</i> fogging kill claim	<i>C. diff</i> spray & wipe claim ONLY

Other Competitor

HaloFogger™	Bioquell VHP	Steris VHP	Sterimist	Altapure	Asepticsure
Easy-to-use, transport and store	No	No	No	No	No
EPA Registered 6-log kill claim against <i>C. diff</i> spores	NO	NO	NO	NO*	NO*
5% Hydrogen Peroxide 0.01 Silver	35% H2O2	59% H2O2	7.5% H2O2	H2O2, Peracetic Acid	1% H2O2, 80ppm Ozone
Non-hazardous	Hazardous	Hazardous	Dangerous	Odorous	0.1ppm Ozone
Non-corrosive	Corrosive	Corrosive	Corrosive	Corrosive	?
Full 1-year Product Warranty	?	?	?	?	?
MFR \$9650 (Standard Unit)	\$40-85,000	\$50-100,000	\$18-48,000	\$85,000	?
Disinfectant \$100/Gallon	\$200 Gallon	\$180-200 Gallon	?	?	?

* = Not EPA Registered

UV Robots

Halo Disinfection System	Tru D	Xenex	Surfacide UV
EPA Registered Disinfection System	Not regulated	Not regulated	Not regulated
Whole Room Surface Disinfection Microdroplets reach every nook, Cranny and corner in a room	UV Light does not	UV Light does not	UV Light does not
EPA Registered 6-log <i>C. diff</i> Kill Claim	Not EPA Registered	Not EPA Registered	Not EPA Registered
Rugged Construction	Fragile	Fragile	Fragile
Very Low Maintenance	Costly Bulb Replacement	Costly Bulb Replacement	Costly Bulb Replacement
Compatible with most surface materials	Some materials are UV sensitive	Some materials are UV sensitive	Some materials are UV sensitive
Approved/Validated	No	No	No
Easy-to-Use/Transport/Store	?	?	?
MSRP \$9650 (Standard Unit)	MSRP @\$120,000	MSRP @\$85,000	MSRP @\$100,000?
Minimal Maintenance Costs	+\$1500 – 2200/month	+\$1500-2200/month	+\$1500-2200/month?

UV-C Devices - Advantages

- Mobile, automated, easy to use
- Activated by hand-held remote
- Kills *C.difficile* spores 2-3 log reduction
- Minimal set up time – no need to close vents
- Easy to use, relatively short cycle times

UV for Disinfection is Complex and Higher Cost

UV



PROS

- Perception of faster room turnover

CONS

- **Line-of-Sight-Issues** – Surface must be ‘seen’ to be effectively treated; surface reflection and mirrors are used to reach out-of-sight surfaces which can impact efficacy due to diffuse reaction (loss of light intensity)
- **Distance to Surface Issues** – Surfaces further from light source require longer exposure times for effective treatment
- **Potential Surface Damage** – The closer the surface, the greater the risk for some materials to be damaged (equipment ‘sunburn’) from exposure to UV light
- **Higher Capital Cost** – To purchase and maintain, on average, UV lights cost 5-10X more than the Halo Disinfection System®
- **Reliability and Consistency** – UV bulb condition impacts efficacy; degrade with use and must be replaced frequently, and no method exists to immediately confirm light reached a particular surface in lethal dose
- **Not Accountable** – UV not regulated by government for efficacy claims; even so, they seldom claim to kill C. diff spores in their marketing

Administrative



Account Protection Program

- Distributor Portal– Create a log in to access resources and Account Protection Link
- New Account Protection Identification Program – Unique Medicare Hospital Payer ID

Hospital: <https://data.medicare.gov/Hospital-Compare/Hospital-General-Information/xubh-q36u/data>

LTAC Hospital: <https://data.medicare.gov/Long-Term-Care-Hospital-Compare/Long-Term-Care-HospitalProviderData/fp6g2gsn/data>

Nursing Home: <https://data.medicare.gov/Nursing-Home-Compare/Ownership/y2hd-n93e/data> *

Purchase Orders

- All purchase orders must have receivers phone number and contact name for shipping
- If your customer uses their own shipping account, Safety Net is not responsible for damage incurred during shipping. The customer must file a claim with their carrier.

Product Warranty Registration

Please complete warranty registration for the UV Box which can be completed on our website located on the Hand Hygiene Plus Page. Patsy registers the HaloFogger as soon as we receive the invoice from Halosil.

Winter Shipping



Winter shipping is in effect. Orders will only go out Monday through Wednesday. When temps dip below 30 degrees, under-packing must be added to all disinfectant orders at a cost of \$12 per case. If Temps are below zero, special winter shipping boxes must be used at a cost of \$35 per case. Please encourage your customers to order extra stock when the weather is warm or consider keeping a stock yourself if you are in a warm weather state for easy distribution.

Enhanced Disinfection as a Service



Service Opportunities

- Healthcare
- Restaurants
- Daycare – Goddard School
- Athletic Clubs
- School Athletic Departments
- Compounding Pharmacies
- Commercial Offices
- Veterinarian



Benefits of Service Model

- Service Provider
 - Reoccurring Revenue
 - Expanded Opportunities
 - Higher margins
- Customer
 - No additional staffing
 - Better results
 - Operating Budget vs Capital
 - Safe Environment



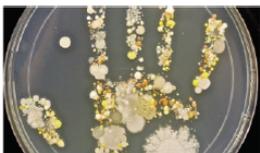
Comprehensive Solutions for Eliminating Bacteria, Viruses and Odors

How much would an infectious outbreak or microbial contamination cost your business?

Employee or Client Health?
Damaged Reputation?
Loss of Business and Profits?
Compromised Research?

Think you're protected?

...Think again!



MANUAL DISINFECTION: ONLY 35%

HOW LONG CAN PATHOGENS SURVIVE ON SURFACES?

Clostridium Difficile (C-diff)	35 to > 200 days
Methicillin resistant Staphylococcus aureus (MRSA)	14 to > 300 days
Vancomycin resistant Enterococcus (VRE)	5 to 1460 days
Escherichia coli (E-coli)	1.5 hours to 480 days
Acinetobacter	150 to 300 days
Klebsiella	10 to 900 days
	10 days to 4.2 years
	1 day to months
	120 day
	8 hours to > 14 days
Corona,	8 hours to 28 days
	60 to 90 days
	> 365 days
	> 7 days

WHAT WE DO

Safety Net provides biological decontamination services that protect people and businesses from harmful bacteria, viruses, and odors. We offer EPA-Validated Enhanced Disinfection Solutions that save clients time and money.

MARKETS WE SERVE

Hospitals	Commercial Properties: Offices
LTC Facilities	Research Labs
Assisted Living Facilities	Biomedical Manufacturing
Medical Offices & Clinics	Pharmaceutical Manufacturing
Education & Daycare	Food & Beverage Manufacturing
Athletic Facilities	Transportation
Veterinary & Animal Facilities	Correctional Facilities
EMS, Fire & Police	Government Facilities
Foodservice	Residential Properties

OUR RANGE OF SERVICES

BEST – ENHANCED DISINFECTION
Hydrogen Peroxide Dry Fogging
6-Log Kill: 99.9999

BETTER – DISINFECTION
Electrostatic Spraying*
4-Log Kill: 99.99 to 99.999

GOOD – SANITIZE
Spray and Wipe
3-Log Kill: 99 to 99.9

Safety Net
Enhanced Disinfection
Techniques

JAMTORAL

FREE ESTIMATE
Free onsite assessment to identify key areas at greatest risk for contamination.

CERTIFIED PERSONNEL
All of our services are managed by a Certified Commercial Applicator as mandated by OSHA.

FLEXIBLE SOLUTIONS
Plans to fit your business needs and budget.

EMERGENCY SERVICES
24/7 Emergency Services Available. When you must respond quickly, we're here for you.

CALL 866-918-8546
Schedule an onsite visit and let us help you achieve a healthier environment.

SEND THE GERMS PACKING!
Let us help you pick the best disinfectant solution for your needs.



CUSTOM TREATMENT OPTIONS

Your disinfection issues are unique and demand a solution that closely matches your needs. Our approach is to help you select the best combination of methods that fit your requirements rather than trying to use a "one size fits all" method.

As a result, our custom services closely match your unique requirements and avoids excess time, waste and unnecessary costs.

BIO-DECONTAMINATION OPTIONS

6-log – Hydrogen Peroxide Dry Fogging
The newest treatment method that has rapidly gained acceptance in many industries requiring the highest efficacy. Hydrogen Peroxide Dry Fogging is a cost-effective enhanced disinfection method that reaches into every nook and cranny of rooms, cupboards and vehicles that traditional cleaning methods miss.

4-log – Electrostatic Spraying
This is a versatile, cost-effective treatment method where disinfectants have the ability to uniformly coat surfaces including the underside, backside and crevices of objects that traditional spraying methods miss. Electrostatic Spraying delivers enhanced disinfection with fast turnaround times to accommodate your busy schedule.

EXTENDED PROTECTION
Unfortunately, after decontaminating an area, microbial growth can immediately resume along with the return of harmful contaminants and recurring odors.

With our extended anti-microbial treatment, protection remains for an extended period from a wide range of harmful contaminants. Our protective coating, minimizes the ability for harmful microbes to grow and multiply.

Active proven results with Safety Net's unique combination of EPA & FDA approved, non-toxic, environmentally friendly and non-hazardous disinfectant solutions.

THE NEW STANDARD IN DISINFECTION

AUVS
ADVANCED ULTRA-VIOLET SYSTEMS



Halosil
INTERNATIONAL

MEDI DEFENSE

AQUAOX

ESS

Infection Prevention Solutions for hospitals, clinics, offices, long-term care, rehabilitation hospitals, emergency vehicles, laboratories, schools, universities, health clubs, spas, prisons, restaurants, manufacturing plants or any other space where pathogens need to be controlled.

Small Device Disinfection



High-touch devices are a proven source of cross contamination and Healthcare Acquired Infections. Becoming widely referred to as **the UV Box**, the safety Net AUVS KR615, fills the gaps in your Infection Prevention Protocol, working continuously between terminal cleanings. Patented UV technology delivers a kill rate greater than or equal to 99.995% for the toughest contaminants including MRSA and C.diff. spores.

Targeted Room Disinfection



The Safety Net line of Electrostatic Sprayers (ESS) and Disinfectant Solutions exist in hand it may be Disinfect ESS is used toxic di antimicro ext

Total Room Disinfection



www.safetynetamerica.com

Solutions that save lives.

HaloFogger Solutions



HaloMist is a synergistic formulation of stabilized hydrogen peroxide and silver. This broad-spectrum disinfectant and fogging solution may be used for surface disinfection anywhere pathogens need to be controlled.

EPA Registered * Safe – sporicidal decomposes into water and non-toxic silver complexes * Simple -no rinse or wipe * Kills 99.9999% of C.diff. spores in addition to viruses, bacteria and fungi! * Odorless and colorless * No toxic by-products * Can be sprayed or fogged * No known bacterial resistance.

Electrostatic Sprayer Solutions



An EPA registered, non-toxic, biodegradable, safe healthcare-grade disinfectant. This electrochemical activation solution destroys pathogens, viruses, algae, fungi and is non-toxic, eco-friendly, fast acting and safe to use.

AquaOx 525 is a ready to use Broad Spectrum Hospital Disinfectant * Effective against C.diff., MRSA, HIV-1, NDM, VRE, HIV-1, BCG, & Salmonella enterica * Hypochlorous acid kills CRE's on contact. Fast-acting, residue free, non-toxic disinfectant * Micro-organism can't develop resistance against Hypochlorous acid.



Medi Defense Penetrex
Total Touch Protection that can help medical and healthcare related facilities create cleaner, healthier environments by reducing the risk of germ transmission. Powered by a system of professionally developed disinfectant and protective antimicrobial surface treatments. Penetrex provides lasting protection.

Biostatic surface treatment reduces risks of germ-transfer for around the clock germ protection * Environmentally safe, non-toxic, non-leaching * Greatly reduces the risk of pathogenic transmission on virtually every at-risk surface that staff, patients and guests come in contact with.

Cleaning Solutions



AQUAOX™ 112
A Non-toxic, eco-friendly, fast acting and safe to use electrochemical activation solution that cleans and degreases surfaces and destroys pathogens, viruses, algae, and fungi. It is a natural surfactant that cleans without streaking. Odorless * Effective against gram negative bacteria * Perfect pre-cleaning solution before spraying with AquaOx 525



Medi Defense mPerial
Daily use cleaner and disinfectant * Kills MRSA, E.coli, H1N1 and more * Effective in a 55 second contamination * Meets OSHA blood-borne pathogen standards for HIV, HBV and HCV
Perfect Pre-cleaning solution before spraying with Medi Defense Penetrex.



Safety Net, LLC | (866) 918-8546 | info@safetynetamerica.com | www.safetynetamerica.com
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Safety Net
866-918-8546



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For Sales and Service:
866-918-8546

info@safetynetamerica.com

Halo DS Cost Model		Total licensed beds		
Hospital (est. avg. census 80%)		200		
Variables				
Average Facility Census (or occupied rooms)		160		
Purchase Cost of a Single Halo Disinfection Unit		\$10,200		
Halo Mist, cost per Case of 4 Gallons		\$450		
Cost per Vial of Chemical Strip Indicators		\$40		
# of vials of test strips used per month (50 strips/vial)		1	Annual Adm	# Adm per Occupied bed
Number of Halo Units Purchased		2	7200	45
Estimated number of treatments per month		86		
Average per room treatment cost (15 - 20 min.)		\$16.41	17.5	(using an avg. 17.5 min. fog time)
The minimal average direct cost to treat a HAI		\$22,500		
Using HAI incidence of 1/25 admissions, # of annual HAI		288	25	(1 in XX patients will get HAI)
For model purposes, estimated reduction in HAI		50%		
Year 1				
Cost to purchase the Halo Disinfection Unit				\$20,400
Yr. 1 Halo Mist Solution Costs based on #	86	Est. Treatments per month		\$16,931
Yr. 1 Chemical Indicator Strip Cost based on #	1	vials of 50 test strips used per month		\$480
		YEAR ONE TOTAL		\$37,811
Years 2 -4				
Years 2 through 5 Halo Mist Solution and Chem Strips				\$69,645
TOTAL COSTS FOR HALO UNITS, HALO MIST SOLUTION AND CHEM STRIPS				\$107,456
Average Cost per year for a five year plan				\$21,491.25
Conclusion:				
To break even, need to prevent this number of Facility Acquired Infections/Yr.				0.96
Using an HAI Cost of	\$22,500	X annual HAI incidence of	288	equals annual HAI \$\$
Estimating HAI ↓ of	50%	plus annual Halo Costs of	\$21,491	yields Yr. net savings
Projecting	50%	Reduction, estimate this number of reduced HAI Annually	144	
As a result of the reduced HAI incidence, estimated reduction in Mortality Events				9
Number of facility HAI per year				288
Reduced number of HAI				144
Prevented deaths due to HAI				7
Annual HAI Costs				\$6,480,000
Annual HAI Savings				\$3,240,000
Estimated Annual Halo System Costs				\$21,491
Estimated Unit Based Annual Net Savings after Halo Costs				\$3,218,509
Cost per day for the Halo Disinfection Protection				\$58.88
Cost/day/bed(or room) for the Halo Disinfection Protection				\$0.37

