

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.

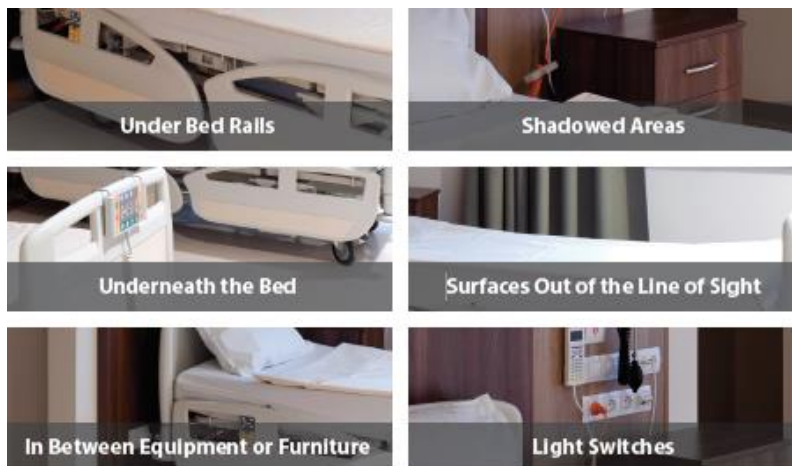
HAI's by the Numbers

- 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.

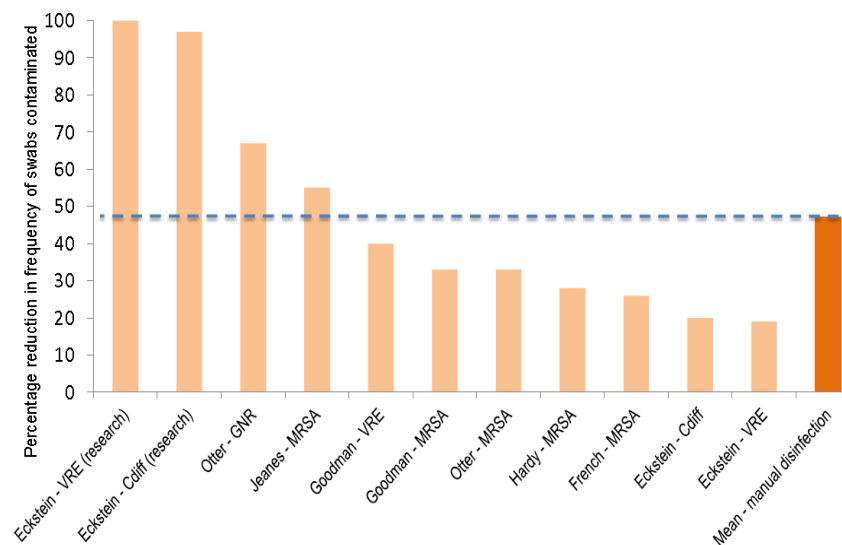
CDI and MRSA Facts

- 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 |



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**

1%



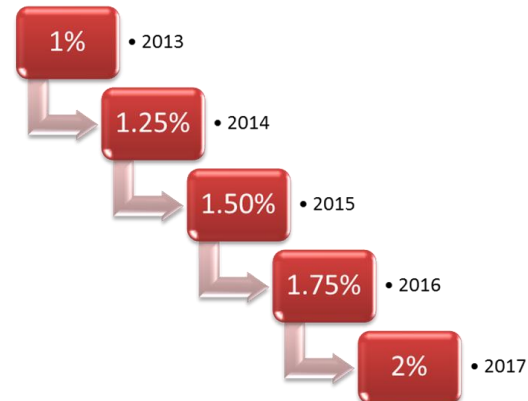
**Major Penalty | Hospital Readmission Reduction
Program | Penalty Box**

2013 -
up to 1%

2014 up
to 2%

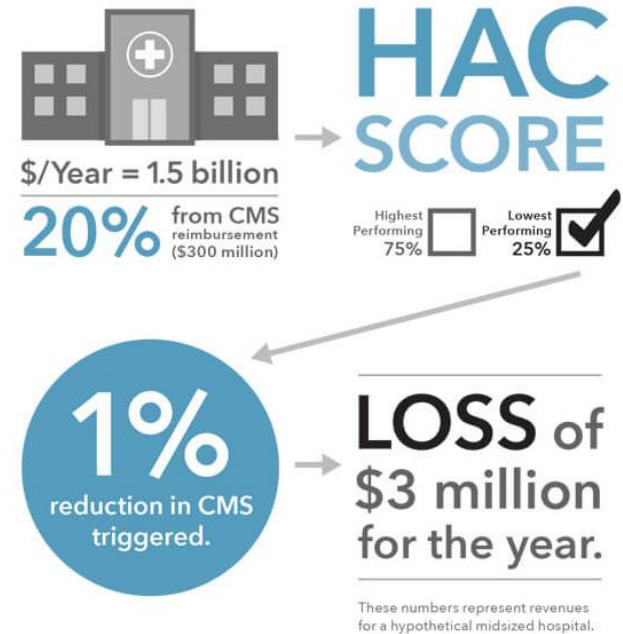
2015 +
up to 3%

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



Sales Drivers

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



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

- Aquaiox – AX525, AX112 Cleaner
- Clearstream

SMALL DEVICE DISINFECTION & HAND HYGIENE

- AUVS UV BOX
- mPerial

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

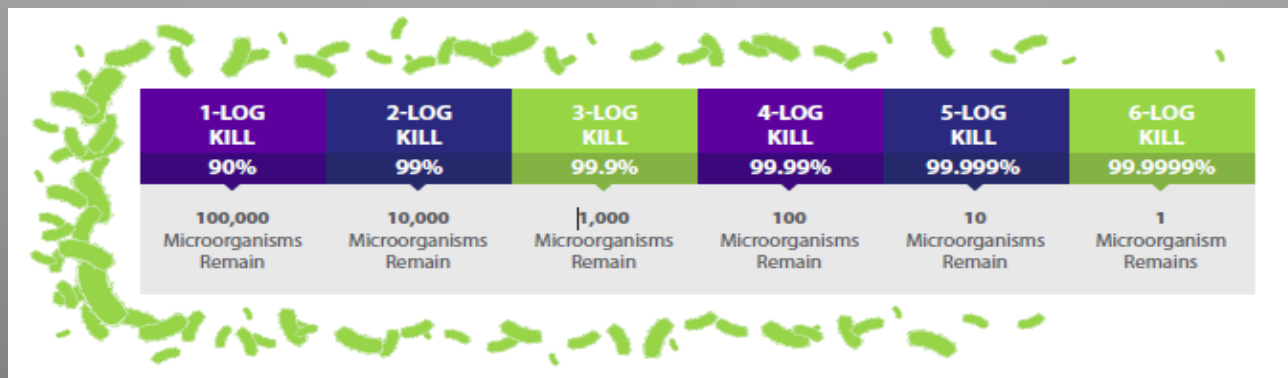
A chemical that destroys vegetative forms of harmful microorganisms but does not ordinarily kill bacterial spores. Test results must show at least a 4-log kill of each test organism. (A Disinfectant Cleaner must also work in the presences of 5% artificial soil.)

Sanitizer

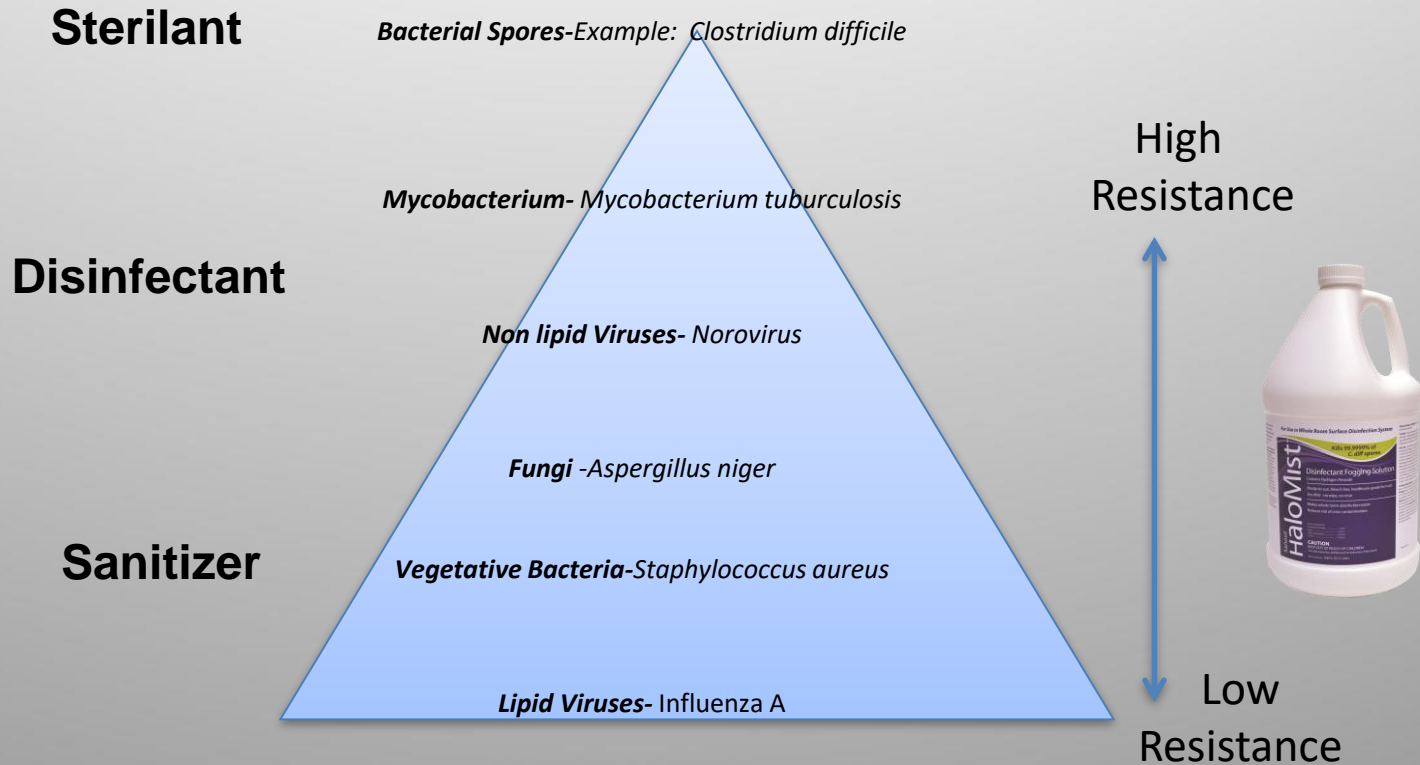
EPA considers an antimicrobial to be a hard-surface sanitizer when it reduces but does not eliminate all the microorganisms on a treated surface. To be a registered sanitizer, the test results for a product must show a reduction of 99.9% in the number of each test microorganism.

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.

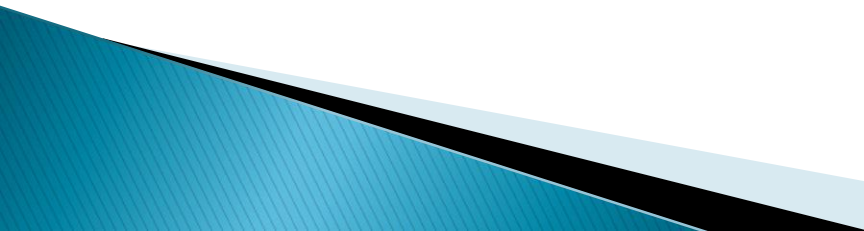
- ▶ Using existing Halo base to find sprayer prospects.

- ▶ 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 rim 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 bold, gold-colored, serif font. The background is a light brown, textured surface, possibly cardboard, with a vertical green stripe running through the center. The magnifying glass's handle extends towards the bottom right corner 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 [®] | SteraMist 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

- **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

CONS

- **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



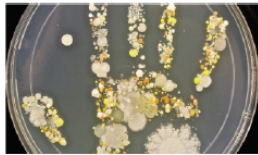
Comprehensive Solutions for Eliminating Bacteria, Viruses and Odors

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

JANITORIAL

FREE ESTIMATE
Free on-site 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 on-site 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.



Safety Net, LLC | (866) 918-8546 | info@safetynetamerica.com | www.safetynetamerica.com
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THE NEW STANDARD IN DISINFECTION

AUVS
ADVANCED ULTRA-VIOLET SYSTEMS



Halosil
INTERNATIONAL

MEDI DEFENSE

AQUA OX

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 id 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



Aquax 525 DISINFECTANT
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.
Aquax 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



AQUA OX™ 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 Aquax 525



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



Enhanced Office Disinfection

STOP THE FLU!

A Special Discount for our Colleagues at CMC!

Stay healthy this flu season with our EPA validated whole room disinfection system! We provide Eco-Friendly solutions that eliminate bacteria, viruses and odors. Once eliminated we can apply our long lasting residual solution that will slow bacterial growth for months

Safety Net
866-918-8546

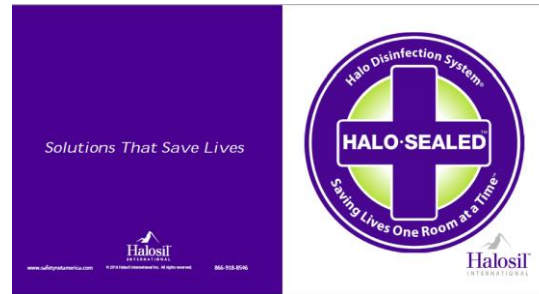
CMC
We Simplify Lives



www.safetynetamerica.com

For Sales and Service:
866-918-8546

info@safetynetamerica.com



Disinfection Promotion

Service Worksheet

[illegible]

| | | | | | | | |
|-----------------------------------------------------------------------------------|----------|---------------------------------------------------------|----------|------------------------|----------------------------------------|--------------------|------------------------------------|
| 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 \$\$ | | \$6,480,000 | |
| Estimating HAI ↓ of | 50% | plus annual Halo Costs of | \$21,491 | yields Yr. net savings | | \$3,218,508.75 | |
| 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 | |

