

Proposal Document

(Confidential and Privileged)

Presented to:

Susie Giddey & George Kotsiou

Prepared for:

Royal North Shore Hospital

Prepared by:

Rick Fentiman

Date:

27.03.2012

Welcome...

Dear George & Susie,

Hygiene Solutions would like to thank Royal North Shore Hospital for this opportunity to present the DEPROX Hydrogen Peroxide disinfection system.

Although fresh to the UK from Holland, the DEPROX is already established in leading hospitals for use in both the prevention and control of infections. As an integral part of the proactive 'Deep Clean' program at Addenbrooke's, studies have shown how the DEPROX delivers a highly efficacious process to a wide variety of surfaces, equipment and environments and giving a log6 reduction of both *Clostridium Difficile* and *Bacillus Subtilis*. Over an extended period of time, using the DEPROX, it has been proven to reduce *Clostridium Difficile* infections in patients by around 60%.

We trust that this document gives us some substance on which to build and work together in the quest to providing cleaner, safer environments in which to deliver care.

Look forward to discussing this further in due course.

Yours sincerely,

Rick Fentiman

Deprox Area Manager



1. Product

The DEPROX disinfection system has been validated to provide a log 6 reduction of the spores *Clostridium difficile* and *Bacillus subtilis* and vegetative organisms *Staphylococcus aureus* and MRSA.

Reduction in environmental pathogens can be seen in the study carried out by Dr Nick Brown at Addenbrooke's in Cambridge. Hygiene Solutions are happy to assist the Royal North Shore Hospital in conducting their own validation if required.

2. Health & Safety:

The DEPROX uses a patented solution of Hydrogen Peroxide and silver nitrate. The benefits of using this concentration are:

- A stable, safe solution
- Greatly reduced risk to the operator and other personnel
- Easier to store, transport and use i.e. not subject to Hazardous Chemical Regulations
- More effective than a comparative Hydrogen Peroxide solution

As part of the implementation process Hygiene Solutions will work with the Royal North Shore Hospital to carry out a full Risk Assessment and put in place a Method Statement for the use of the DEPROX Decontamination System.

3. Cross compatibility:

Following extensive trials with the DEPROX with electrical equipment and use in a variety of environments, no compatibility issues have been identified. With the constant introduction of new equipment into the healthcare market this is an ongoing challenge and Hygiene Solutions are committed to working with industry to ensure compatibility where ever possible. Hygiene Solutions will inform the relevant personnel at the Royal North Shore Hospital if any such incompatibilities come to their knowledge.



4. Usability & Training:

In the interests of operator safety the DEPROX disinfection process is activated from outside the treatment area. As part of the initiation program, the DEPROX will perform a series of safety checks to ensure that the process is safe to proceed. In the unlikely event of interference such as power outage, the system will 'fail safe.' Further details of this will be covered in the Training Process.

The DEPROX is designed to be a single person operation. Hygiene Solutions will carry out operator training with all the nominated staff and issue certificates accordingly. However, The DEPROX disinfection system is specifically designed for use by all skill types with a simple switch mechanism operation that will deliver the same high level disinfection result, removing the risk of operator error.

Hygiene Solutions initially propose 3 days of training and integration support. This would include training manuals and 'face to face' training sessions with all appropriate staff with certificates issued following successful completion of training. It is important that all relevant personnel and departments are properly informed to ensure that the investment in the DEPROX is utilised to the maximum effect. To the end Hygiene Solutions will commit to supporting the Royal North Shore Hospital with a Customer Support Manager to continually progress the use of this Technology within the trust.

5. Labour Input Requirement

The DEPROX is designed specifically to be used by regular cleaning staff and as an enhancement to traditional manual cleaning practices. To this end the DEPROX is easy to set up and use, requiring minimal down time and labour input. Below is an estimated timeline for a typical side room:

Action	Estimated Time	Comment
1		Patient discharged
2	20 minutes	Clean Room using manual cleaning methods and detergent and set up room for vaporisation process
3	5 minutes	Collect DEPROX equipment from central store and take to side room
4	8 minutes	Set up equipment: <ul style="list-style-type: none"> - Power up main unit - Connect sensor and monitor - Allow equipment to prepare for process - Cap fire alarm - Pre-process room check
5	2 minutes	Seal exit and start process
6	120 minutes	The DEPROX Disinfection Process – <i>No manual inputs required</i>
7	2 minutes	Check process status and unseal entrance
8	5 minutes	Dismantle and pack DEPROX equipment
9	2 minutes	Set up room for patient admission
10	5 minutes	Transport DEPROX equipment back to central store
Total	169 minutes	

6. Cost Overview

Hygiene Solutions are pleased to present Royal North Shore Hospital with the net prices for the DEPROX product and trust that this will provide a basis on which go forward on.

Period	Term	Benefits	Standard Costs
5 year Lease	20 Quarterly Prepayments	Fully inclusive of maintenance throughout the Lease period.	\$168.59 per week
3 year Lease	12 Quarterly Prepayments	Fully inclusive of maintenance throughout the Lease period.	\$278.46 per week
1 year Rental	12 Monthly Payments	Fully inclusive of maintenance throughout the Rental period.	\$508.80 per week
Purchase	1 Payment	Includes Maintenance for the first year. Warranty cover for 4 years.	\$39,982.40

Ancillary items and consumables:

Item	Code	Price
Deproxin Refil	5033	\$94.80 each
Adhesive Sealant Tape	5034	\$10.96 each
Prop 'N' Board System	5035	\$31.68 each

Note:

Prices are Net of GST and subject to final confirmation.

This quotation is confidential and privileged.

Maintenance costs for the Deprox disinfection system:

Service	Term	Features
Year 1 Maintenance Program	5501	Free of Charge
Year 2 Maintenance Program	5501	\$1568.00 per system
Year 3 Maintenance Program	5501	\$1568.00 per system
Year 4 Maintenance Program	5501	\$1568.00 per system
Year 5 Maintenance Program	5501	\$1568.00 per system

Service	Term	Features	Standard Costs
On-call	As Required	Full decontamination and validation service delivery on an On-Call basis, using the Hygiene Solutions Rapid Response Team. Personnel, consumables and reporting provided by Hygiene Solutions	\$960 per call out \$733 per single unit process

7. References

Royal North Shore Hospital would be advised to contact Addenbrooke's Hospital for recommendations on the DEPROX disinfection system who have extensive experience with this equipment. Some contacts with 'firsthand' experience of the effectiveness and usability of the DEPROX system are:

Addenbrooke's Hospital, Cambridge.

**Cambridge University Hospitals NHS
Foundation Trust
Addenbrooke's Hospital
Hills Road
Cambridge
CB2 2QQ
Tel: 01223 245151**

Robbie Ayers: Hotel Services

Dr Nick Brown: Microbiologist

Cheryl Trundle: Infection Control Lead Nurse

New Cross Hospital, Wolverhampton

**New Cross Hospital,
Wednesfield Road,
Wolverhampton,
England,
WV10 0QP
Tel: 01902 307 999**

Dr Mike Cooper: DIPC/ Consultant Microbiologist

Matthew Reid: Infection Control Nurse

Tina Tipton: Hotel Services Manager

Customer Support Details:

Hygiene Solutions have already nominated a customer support team to care for the Royal North Shore Hospital account:

Royal North Shore Hospital Reference Number:**ROY1002**

Role	Name	Title	Contact Details
Management Customer Support	Rick Fentiman	Area Manager	07848 452 039 rick.fentiman@hygienesolutionsuk.com
Customer Support Manager	Charlotte Bennett	Customer Services	0845 270 6690 charlotte.bennett@hygienesolutionsuk.com
Internal Services Contact	Michaela Hankinson	Account Manager	0845 270 6690 michaela.hankinson@hygienesolutionsuk.com

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