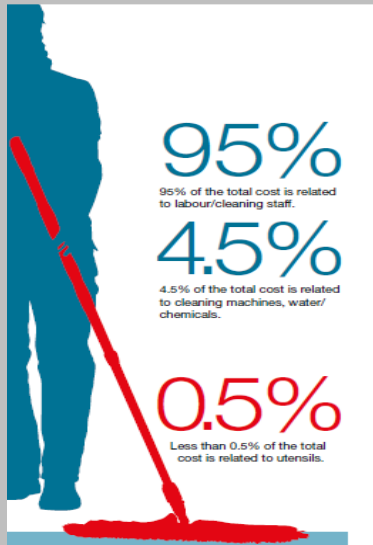




Extract from Target Group Concept: Healthcare

Market conditions



Hospital Acquired Infections

Each year in the United States alone Hospital Acquired Infections (HAIs) affect nearly 2 million people and add billions of dollars to healthcare costs. Research suggests that most HAIs are preventable.

1.8 million people per year acquire an infection during their hospital stay >> 98,987 people in the U.S. die annually (that's 271 people per day) from HAIs

Figure 1 Prevalence of HAI in developed countries*



Hygiene

- Compliance with hygiene standards
- Contamination control
- Controllable, simple workflows
- Exact dosage of detergents & disinfectants
- Hygienic pre-preparation of the materials used

Infection & contamination control

- Reduction of nosocomial infections*

Efficiency and costs

- Within cleaning cost, labour has the biggest cost impact (95%)
- <0.5% of the total costs are for cleaning utensils

*A nosocomial infection is an infection that is temporally related to a hospital stay or an inpatient medical procedure (e.g. also nursing homes, retirement homes)

Invisible dangers

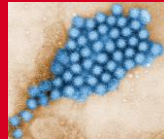
ESBL

- Antibiotic resistant bacterium
- Lung and urinary tract infections



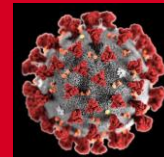
Noro

- Virus
- Cause of gastroenteritis
- Highly contagious



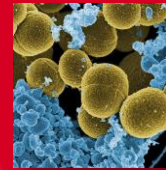
SARS-Covid 19

- Disease courses vary greatly; from asymptomatic courses to severe pneumonia with lung failure and death
- Droplet infection and aerosols



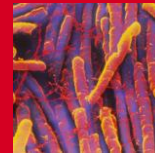
MRSA

- Methicilline resistant Staphylococcus Aureus
- Bacterium resistant to most antibiotics
- Infections caused by low resistance, or through wounds



Clostridium difficile

- A genus of gram-positive bacteria, belonging to the firmicutes
- Cause symptoms ranging from diarrhea to life-threatening inflammation of the colon



Up-to-date cleaning protocols and cleaning programs are essential to ensure and maintain hygiene standards

Infection prevention

Infection prevention looks at **'all activities aimed at breaking the infection chain'**

- Mandatory in all HC sites

How to improve infection prevention

- Identification of and increase frequency of cleaning surfaces touched the most
- Correct cleaning protocols
- Correct cleaning equipment and training in how to use
- Personal hygiene measures (e.g. washing hands)



Implementing these actions can significantly reduce transmission risks

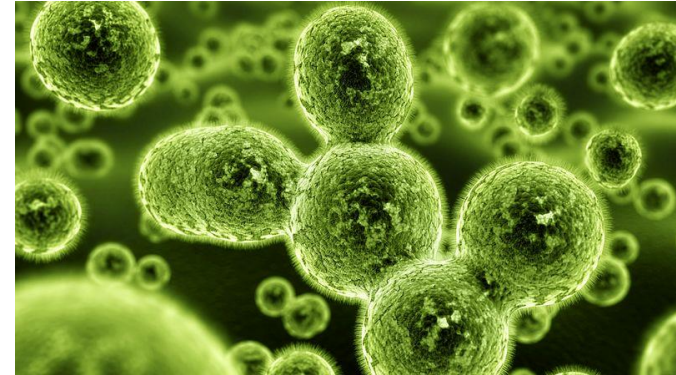
No proper disinfection without cleaning

All surfaces have millions of microorganisms on them.

In the majority of circumstances, normal cleaning methods are sufficient.

There is no proper disinfection without cleaning, for increased results:

- Use quality, professional cleaning products with proven bacteria removal
- Vileda Professional range of mops and cloths proven up to 99.99% removal
- Use detergents or disinfectants where recommended
- Follow cleaning plans and protocols
- Consult an infection prevention professional if needed



No proper disinfection without cleaning

Using Vileda Professional microfiber mops/cloths + disinfection chemicals = double your protection



Vileda Professional Healthcare Offer

Experts in cleaning utensils for highly sensitive areas.

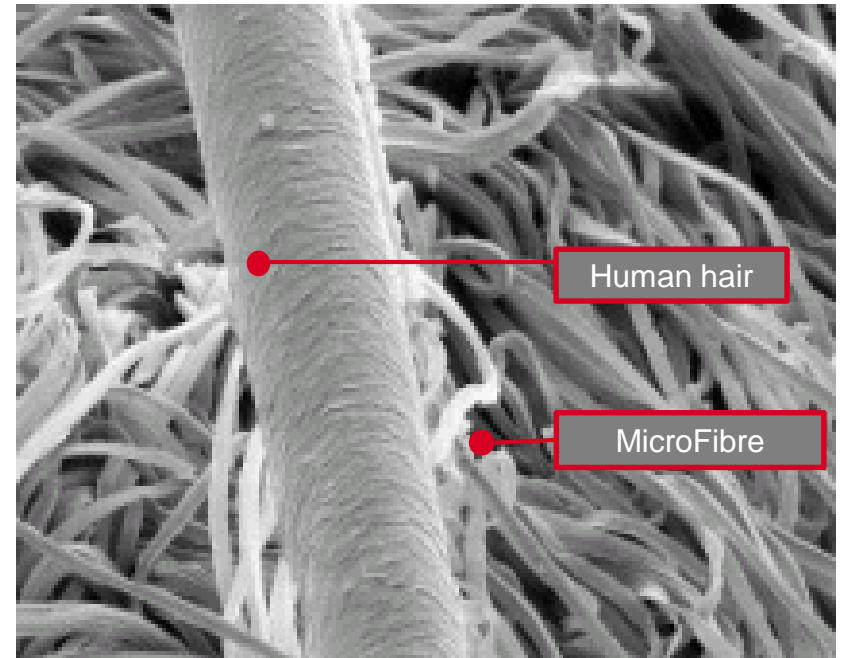
- **First class quality & state of the art** cleaning equipment
- **Flexibility** – Adaptation of cleaning concepts to specific customer requirements
- **Hygiene certificates** for a choice of microfibre mops and cloths for high impact cleaning
- **Effective bacteria removal** up to 99,99% due to very high mechanical effect of Microfibres
- Patented Freudenberg Technologies
- Microfibre technology



Not all Microfibers are the same?

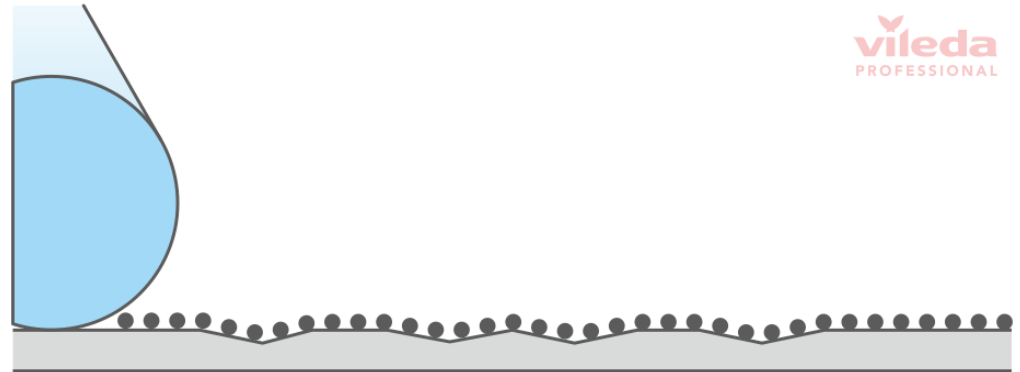
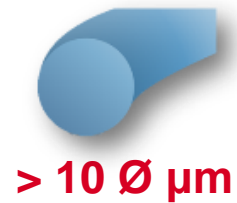
What are microfibers?

- **Very fine fibres**
Fibre thickness <1 dtex (1/100th size of a human hair)



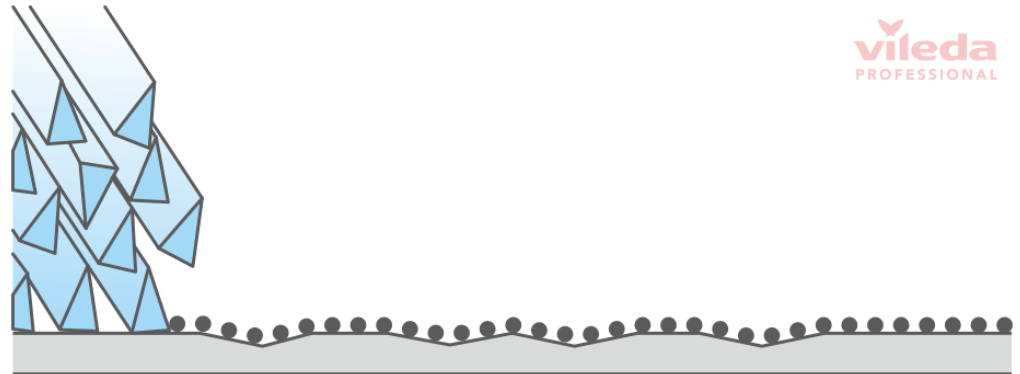
General benefits of microfibers

Conventional fibres



Microfibers

- Penetrate surfaces at a finer level
- Higher levels of dirt and grease are removed
- Capillary action sucks up and holds liquid/dirt from the surface
- Improved cleaning performance reduces dependency on chemicals



Benefits of colour coding

Colour coding cleaning is the process of assigning colours to almost all cleaning products and their areas of use within a site.

Implementing colour coding:

- Simplifies training
- Provides supervisor/client oversight
- Bridges language barriers
- Is proven to reduce cross contamination

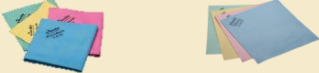
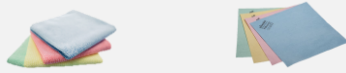




The key is that all staff understand the policy used in your site.

**Hospital
example**

BLUE General areas including wards, departments, offices	RED Bathrooms, showers, toilets, basins
GREEN catering departments, ward kitchen areas	YELLOW isolation areas

Product Recommendations

CLOTHS	Durable cloths
	Single-use & semi-disposable wipes

Gold	Silver	Bronze
 <p>MicronQuick Streak-free, 99,99% Bacteria removal</p> <p>PVAmicro Streak-free, high coverage performance</p>	 <p>MicroTuff Swift Micrifibre Cleaning with high volume</p> <p>PVAmicro Streak-free, high coverage performance</p>	 <p>MicroTuff Easy Microfibre Cleaning for short-term use</p> <p>PVAmicro Streak-free, high coverage performance</p>
 <p>MicroOne Hygienic storage, removes 99.9% of bacteria</p>	 <p>MicroOne Hygienic storage, removes 99.9% of bacteria</p>	 <p>MicroOne Hygienic storage, removes 99.9% of bacteria</p>

FLOORCLEANING	Mops
	Cleaning performance
	Bacteria control
	Wash Durability
	Efficiency
	Method
	Need for training

Gold	Silver	Bronze
 <p>Sweep System</p>	 <p>Express (Velcro) System</p>	 <p>UltraSpeed System</p>
Double sided mops (pocket) 50 cm	One-sided mops (velcro) 40 cm	One-sided mops (stripes) 40 cm
maximum	high	high
maximum	high	high
maximum	good	good
maximum	good	good
Pre-prepared One-step cleaning	Pre-prepared Two-step cleaning	Bucket & Press Two-step cleaning
yes	minor	minor

The systems can be used with the aluminium handle & with the SprayPro INOX handle for in-between cleaning



Aluminium handle blue 150 cm



SprayPro INOX Handle and Dosing Jug

Swep. Efficient. Ergonomic. Hygienic.

Swep-System - Perfect hygiene solutions in the shortest time

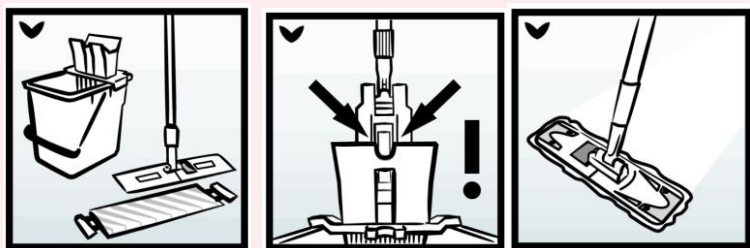
Surface cleaning plays a key role in the fight against viruses and bacteria. But how can an optimal hygiene result be ensured? Our solution is our Swep cleaning system, which has proven itself for 20 years with maximum hygienic performance, especially in sensitive areas such as hospitals.

- **Excellent square meter coverage**
- **Ergonomics of equipment**
- **High durability of mops**
- **Geringere Kosten bei Wege- und Rüstzeiten**
- **Seamless process support from planning to implementation and aftercare**

The innovative Sweb cleaning system

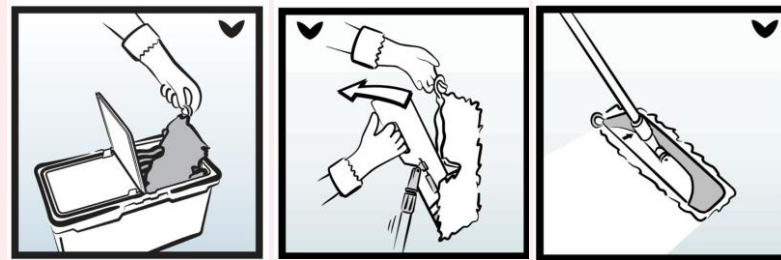
Cleaning demands and the Sweb System as the efficient solution

Conventional cleaning method (bucket method – no mop change)



- ✓ 11% material costs (investment costs)
- ✓ 4% washing and drying costs
- ✓ 12% water consumption
- ✓ 73% chemical consumption

Sweb cleaning method (pre-prepared method one mop / room)



- ✓ 32% material costs (investment costs)
- ✓ 20% washing and drying costs
- ✓ 7% water consumption
- ✓ 41% chemical consumption

➔ Cost saving with Sweb in general by 31% over 3 years



Get in touch with your Vileda Professional Representative to gain further information.

