



Would you like to learn how a major health facility and teaching hospital reduced hospital acquired infections and saved over \$850,000 in direct non reimbursable medical costs on a \$50,000 investment?

We would like to share with you and your Infection Prevention Team these results of a study conducted at the **Women and Children's Hospital of Buffalo** that demonstrated this level of clinical improvement.

The cost of hospital acquired infections has never been higher. Reduced reimbursements, the financial effect of low HCAPHS scores, negative branding and potential litigation impact your bottom line.

You may be missing the single largest reservoir of pathogenic and opportunistic bacteria and mold in your facility – your heating, ventilating and air conditioning (HVAC) system. Many micro-organisms that grow in air conditioning systems have been implicated in HAIs. These include *Aspergillus*, *Pseudomonas*, *Enterbacter* and *Acinetobacter*.

We've prepared an agenda that you, your Infection Control/Infection Prevention specialist and Facilities Director won't want to miss. We'll share evidence-based design solutions that can help you to

- reduce hospital acquired infection rates
- improve patient outcomes
- reduce hospital stays
- significantly reduce direct medical costs

We will be contacting you to arrange a date and time for a presentation to key stakeholders on how Steril-Aire can help you to manage your infection prevention challenges and deliver the highest quality patient care. We'll even share how you can realize these goals today - with no capital commitment.

Sincerely,

Tim Leach
Director, Healthcare Solutions
Attachment: Proposed Agenda



Healthy Buildings. Healthy Bottom Line.™

Presentation of Women and Children's Hospital of Buffalo Study

The Integration of Steril-Aire UVC in Building HVAC Systems A Critical Infection Prevention Tool

Tim Leach, Director of Healthcare Solutions

Agenda

Welcome and Introductions

The role of hospital HVAC systems in Hospital Acquired Infections

- Amplification source
- Transport system contributing to the hospital bio-burden.
- Distribution of pathogenic and opportunistic bacteria and mold

Microorganism isolated from HVAC systems and the link to HAIs

- Quantitative and qualitative data collected from 50+ Hospitals in 15 states

Evidence-based design - the proof

- Women and Children's Hospital of Buffalo - \$850,000 Annual Clinical Savings
- Reduced Ventilator Associated Pneumonia

How Steril-Aire UVC can help

- Reduce Environmental microbial load
- Reduce HAI's
- Reduce non reimbursable Hospital costs - Clinical and Facility

Next steps strategy and planning