



# SENTINEL XT

Biopharmaceutical  
Case Study



Protecting employees in biopharmaceutical facilities  
while conducting cleaning and disinfection activities

“The Sentinel XT  
Clear hood makes  
our operators  
feel safer  
at work”

## TARGET COMPANIES

Biopharmaceutical companies preparing parenteral solutions, conducting sterile compounding, or filling syringes in a clean room environment.

## NEED

Biopharmaceutical Company needed to provide worker respiratory protection while cleaning their sterile suites with Spor-Klenz®. 360 total employees at the site. There is daily cleaning using wipes and then a thorough mop down of the suite once a week.

**Customer currently using** – Competitor PAPR

## VALUE PROPOSITION OF SENTINEL XT CLEAR OVER COMPETITION:

- The Clear hood was considered a much safer product due to the increased field of vision. The site had a number of incidents (15 cleaning process injuries and 18 production related injuries) as a result of workers bumping into equipment, making mistakes, etc associated with reduced field of vision of the competitive product.
- Lighter weight system
- Ergonomic back harness ideal for mopping operations
- Trade-in program with zero cost starter kits
- Competitive filter and hood pricing



## CUSTOMER REQUIREMENTS/REQUESTS:

- Needed a wide field of view hood that was gamma irradiated along with an integral flexible breathing tube. Double bagging was required.
- Required filter breakthrough data for their specific disinfectant.
- Requested we work with their new distribution partner to provide the product



## ECONOMIC SAVINGS

**Reduced Injuries** – The customer feels confident the Sentinel XT Clear hood will reduce on-site injuries. Using OSHA “Safety Pays” calculator the costs of even minor injuries can be very significant. Please reference table below.

Injury	Direct Cost	Indirect Cost	Total Cost
Concussion	\$54,571	\$60,028	\$114,599
Fracture	\$54,856	\$60,341	\$115,197
Laceration	\$21,872	\$24,059	\$45,931
Sprain	\$30,487	\$33,535	\$64,022

With the customer experiencing 33 injuries within the last several years it’s easy to see how they could save hundreds of thousands of dollars by reducing their occurrence.

**Trade-In Savings** – As part of an incentive to switch over systems, ILC offered a trade in program to this customer. By trading in their existing 20 systems the customer received 20 new Sentinel XT systems valued at \$24,000 (at no cost in exchange for a hood purchasing commitment.)



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