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 OHSA “Safety Pays” calculator the costs of even minor injuries can be very significant. Please reference table below.

<table>
<thead>
<tr>
<th>Injury</th>
<th>Direct Cost</th>
<th>Indirect Cost</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Concussion</td>
<td>$54,571</td>
<td>$60,028</td>
<td>$114,599</td>
</tr>
<tr>
<td>Fracture</td>
<td>$54,856</td>
<td>$60,341</td>
<td>$115,197</td>
</tr>
<tr>
<td>Laceration</td>
<td>$21,872</td>
<td>$24,059</td>
<td>$45,931</td>
</tr>
<tr>
<td>Sprain</td>
<td>$30,487</td>
<td>$33,535</td>
<td>$64,022</td>
</tr>
</tbody>
</table>

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.)
Innovators at our core, we develop engineered flexible protective solutions that improve efficiency while safeguarding people, product, and infrastructure in hazardous conditions. ILC Dover is a world-leader in the innovative design and production of solutions for biopharmaceutical, pharmaceutical, medical device markets as well as a leading supplier for the (aero)space industries. Our customers will attest to our relentless dedication to high value products, advanced technology, and responsive service, as our visionary solutions have improved efficiency while safeguarding people, product, and infrastructure in hazardous conditions through flexible protective solutions since 1947.

For more information on the Panoramic view afforded by the Sentinel Clear system see our latest video.