



SENTINEL XT TRADE-IN PROGRAM



WHY TRADE-IN YOUR PAPR FOR THE SENTINEL CLEAR XT® SYSTEM?

As we talk to more EHS managers and interview more operators we're pleased to learn that they **feel safer** doing a range of tasks **while wearing the Sentinel Clear hoods** which offer a panoramic view. This feedback includes operators that use the product daily as well as operators/managers/cleaning and maintenance teams that infrequently use the product.



However, we understand that changing from an existing system (even one with a restricted field of view) has cost implications. Obtaining approval for an initial capital expenditure can be time consuming and frustrating. Our trade-in program can eliminate this issue.

FINALLY, A TRADE-IN PROGRAM THAT'S EASY

With The Active Pharmaceutical Ingredients market valued at US\$235.7 billion in 2022 and projected to grow at a CAGR of 6.7% during the forecast period 2023-2033 (VisionGain Report Ltd) the need for flexible containment solutions and highly protective PAPRs continues to grow. To allow companies to upgrade their aging PAPR systems to the Sentinel Clear PAPR with a panoramic view and 1,000 APF (in all full hooded configurations) **ILC Dover created a trade-in program that's easy to implement and requires no long term complex agreements.**

Below is an example of how the program works and how it can save companies both recurring costs and likely help avoid costly injuries to their workforce.

	Aging Competitor PAPR (Currently being used)	ILC Dover Sentinel XT Clear	Comments
Number of PAPR Systems	25 in use today	25	25 ILC Dover Systems required to replace competitive units being used
System Cost	Currently in Place	\$0	\$0 cost to customer (\$31,000 value for 25 starter kits)
Year 1 Capital Cost	Currently in Place	\$0	
Annual Hoods Consumed	2,500	2,500	Assumes 2 hoods per blower/week
Unit Cost/Hood	equivalent	equivalent	
Annual Hood Cost	equivalent	equivalent	
Replacement Batteries/Units	~\$4,700	\$0	15% of installed PAPR value per year, value increases as they age
Annual Operating Cost	-\$4,700 + hood cost	hood cost	
Injury Cost - Indirect (concussion)	\$60,028	\$0	Increased risk of injuries with competitive systems offering restricted field of view PAPR
Total Cost	-\$65,000 + hood cost	hood cost	
Sentinel Clear Savings		~\$65,000	
\$ per Hood Equivalent Savings		~\$26.00 per unit	

TWO AREAS WHERE SWAP OUT SAVINGS CAN BE SIGNIFICANT INCLUDE:

- Near term elimination of the costs associated with replacing batteries and blower components in the aging systems. Typically that cost runs around 15% of the installed PAPR system cost and increases as the systems age. In this case that's about \$4,700 per year.
- Reduction or elimination of the costs associated with injuries. In most cases the company's insurance will cover the direct costs associated with injuries; however that is not the case for the indirect costs. Per OSHA "Safety Pays" calculator (<https://www.osha.gov/safetypays/estimator>) the indirect cost of single concussion is slightly over \$60,000.

As you can see the total savings associated with the swap out program is estimated at \$65,000!

SUMMARY:

If your company is using older PAPR systems it pays to take a look at the Sentinel Clear PAPR – a newer and safer system with a dramatically different hood. The trade in/swap out program eases the transition and eliminates the capital requisition process.

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



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