

A top-down view of a doctor in a white coat and stethoscope holding a clipboard. The clipboard has a white sheet of paper with black text. The text is centered and reads: **Confident?** followed by a horizontal line, then **We will continue to monitor STERI-7's performance using NHS guidelines to ensure STERI-7 delivers!** and finally **A free annual full site survey will be carried out by i-clean, an independent cleaning management consultants, at a hospital of your choice.**

# **Confident?**

**We will continue to monitor STERI-7's performance using NHS guidelines to ensure STERI-7 delivers!**

**A free annual full site survey will be carried out by i-clean, an independent cleaning management consultants, at a hospital of your choice.**



i-Clean Systems Ltd has considerable experience working with organisations in all sectors focusing on their specific, individual needs to help them achieve greater efficiency and effectiveness in the delivery of clean, healthy and enjoyable working environments.

Our services are provided by people with both theoretical and hands-on knowledge of the latest cleaning methodology and techniques. We have developed a number of unique, award winning management systems which help customers improve standards and reduce costs.

The i-Clean system has been created by combining our cleaning knowledge and expertise in electronic applications to provide support for facilities managers and cleaning professionals. It is aimed at achieving improved efficiency, reduced costs and providing added value in a variety of ways.

### A new concept in cleaning management

i-Clean is a unique new Cleaning Management System that offers fully integrated modules of activity to support the cleaning function within any type of organisation.

Whether you use a contracted service or an in-house team, we provide management solutions that deliver real improvements:

- Estimate the time and cost required to clean workplace areas
- Compare existing results against national standards
- Identify staff and product requirements
- Calculate accurate budget reports
- Highlight inefficient cleaning practices
- Produce site-specific method statements and risk assessments
- Identify and provide staff training systems
- Help you comply with Health & Safety legislation
- Support you with ongoing recruitment, HR and TUPE issues

### Steps to clean, healthy and enjoyable working environments

i-Clean's Management System provides a task based approach to cleaning and has been developed in accordance with the internationally recognised British Institute of Cleaning Science standards.



Mr Richard Fraser  
Sentinel International Ltd  
Unit 1 Batsworth road  
Mitcham  
Surrey  
CR4 3BX

10<sup>th</sup> August 2007

Dear Richard

Further to your recent request regarding support with labour cost comparisons of STERI-7 in a healthcare environment I have pleasure in forwarding the following conclusions.

With regard to 'Terminal Cleans', I understand your client has recently changed their procedure from a 3-stage cleaning process to a 2-stage cleaning process and then to a single stage process, through the trial of the STERI-7 single-stage cleaning process. Whilst there are differing interpretations regarding the number of stages within a process, for the purposes of this exercise we have defined each one as follows:

3 - stage cleaning process

- a) An initial clean with neutral detergent
- b) A secondary treatment with disinfectant
- c) A final rinse with freshwater to neutralise any corrosive residue

2 - stage cleaning process

- a) An initial clean with a combined detergent and disinfectant (e.g. Actichlor-Plus tablets)
- b) A final rinse with freshwater to neutralise any corrosive residue

Single stage-cleaning process

- a) The STERI-7 single-stage cleaning process

The i-Clean methodology provides independent analysis of cleaning protocols based on industry best practice procedures. For the purposes of this exercise, this includes consideration of the following documentation:

The national specifications for cleanliness in the NHS - April 2007  
The NHS Healthcare Cleaning Manual – March 2004  
A Matron's Charter: An action plan for cleaner hospitals – October 2004  
BICSc guide to standards, specifications and productivity rates - September 2000

The following points should also be considered:

Productivity rates assume completion by suitably trained operatives using appropriate equipment.

Terminal cleaning assumes the inclusion of the following: High level dusting, damp dusting of beds, tables, chairs, lockers, lamps, radiators, other furniture, fixtures and fitting, clinical equipment including monitors and suction apparatus, cleaning of basins, dust control and mopping of floor, change of curtains and / or screens.  
Curtain and / or screen changing times can vary considerably depending on generic type.  
Variations in local policies have not been investigated.

SEE ATTACHED SPREADSHEET

As you will see from our conclusions, given the highly labour intensive process of terminal cleans, there would be a significant financial benefit for your client were they to change from a 2-stage to the STERI-7 single stage cleaning process.

I trust you will find our calculations to be self-explanatory but if I can be of any further assistance please do not hesitate to contact me.

Kind regards

Mike Boxall

## Terminal cleans costings

	Typical time in mins per clean	Employment cost per hour	Labour cost per hour	Product cost per clean	Terminal cleans per clean	Product cleans per month	Labour cost per month	Total cost per month	Cost per Clean	Cost per year	Savings per year
3-stage cleaning process	38	£7.78	£4.93	£0.0650	100	£6.50	£492.73	£499.23	£4.99	£5,990.80	-
2-stage cleaning process	29	£7.78	£3.76	£0.2500	100	£25.00	£376.03	£401.03	£4.01	£4,812.40	£1,178.40
1-stage Steri-7 cleaning process	21	£7.78	£2.72	£0.2860	100	£28.60	£272.30	£300.90	£3.01	£3,610.80	£2,380.00
3-stage cleaning process	38	£7.78	£4.93	£0.0650	200	£13.00	£985.47	£998.47	£4.99	£11,981.60	-
2-stage cleaning process	29	£7.78	£3.76	£0.2500	200	£50.00	£752.07	£802.07	£4.01	£9,624.80	£2,356.80
1-stage Steri-7 cleaning process	21	£7.78	£2.72	£0.2860	200	£57.20	£544.60	£601.80	£3.01	£7,221.60	£4,760.00
3-stage cleaning process	38	£7.78	£4.93	£0.0650	300	£19.50	£1,478.20	£1,497.70	£4.99	£17,972.40	-
2-stage cleaning process	29	£7.78	£3.76	£0.2500	300	£75.00	£1,128.10	£1,203.10	£4.01	£14,437.20	£3,535.20
1-stage Steri-7 cleaning process	21	£7.78	£2.72	£0.2860	300	£85.80	£816.90	£902.70	£3.01	£10,832.40	£7,140.00
3-stage cleaning process	38	£7.78	£4.93	£0.0650	400	£26.00	£1,970.93	£1,996.93	£4.99	£23,963.20	-
2-stage cleaning process	29	£7.78	£3.76	£0.2500	400	£100.00	£1,504.13	£1,604.13	£4.01	£19,249.60	£4,713.60
1-stage Steri-7 cleaning process	21	£7.78	£2.72	£0.2860	400	£114.40	£1,089.20	£1,203.60	£3.01	£14,443.20	£9,520.00
3-stage cleaning process	38	£7.78	£4.93	£0.0650	500	£32.50	£2,463.67	£2,496.17	£4.99	£29,954.00	-
2-stage cleaning process	29	£7.78	£3.76	£0.2500	500	£125.00	£1,880.17	£2,005.17	£4.01	£24,062.00	£5,892.00
1-stage Steri-7 cleaning process	21	£7.78	£2.72	£0.2860	500	£143.00	£1,361.50	£1,504.50	£3.01	£18,054.00	£11,900.00

“Suppliers of the product claim that there is a residual effect which is reactivated when the surface is wiped with a damp cloth. This laboratory study does indicate that the performance of STERI-7 was sustained even when a damp cloth was used. However, this does not negate the need for daily cleaning of a ward area but does suggest that the use of STERI-7, perhaps twice a week, would be beneficial in reducing the levels of environmental contamination. There may also be benefits in reducing costs, the risk of sensitisation to staff and environmental contamination with biocides”

Christina Bradley  
Hospital Infection Research Laboratory