

BIOQUELL®
Healthcare

The BIOQUELL Q-10

Providing a safe patient environment



RRP Category 1 / Showcase Hospital Programme /
NHS Purchasing Framework: 95% rating.

www.bioquell.com

BIOQUELL are world leaders in providing high-tech room sterilisation equipment and services to the healthcare and life sciences industries.

BIOQUELL's unique, hydrogen peroxide vapour based technology has been used to combat Healthcare Associated Infection (HCAI) since 2003 and has been awarded the UK Department of Health Rapid Review Panel's (RRP) top level of recommendation. Following this award, a five month evaluation was undertaken by the Showcase Hospital Programme (SHP), with the report concluding that 99% of NHS professionals would recommend BIOQUELL's technology to colleagues. Given the collective findings of the RRP and SHP evaluations, BIOQUELL has been awarded an NHS purchasing framework agreement. It's with this in-depth understanding of hospital requirements, that BIOQUELL has tailored the Q-10 to deliver rapid cycle times, user friendliness and exceptional value.



Index

Evolution of the Q-10.....	4-5
How BIOQUELL makes a difference.....	6-7
Take control of your patient environment.....	8-9
Options tailored to you.....	10-11
BIOQUELL Q-10 Suite features.....	12-13
BIOQUELL Q-10 Purchase option.....	14-15
BIOQUELL Q-10 Proactive.....	16-17
Quality Assurance Data system.....	18-19
BIOQUELL training.....	20-21
Your questions answered.....	22-23
Cost-benefit.....	24
Selected research.....	25
Summary.....	26

Reducing costs through preventing HCAI



HCAI is a global issue, costing as much as £1bn in the UK alone. As both infection rates and antibiotic resistance increase worldwide, infection control professionals have adopted a 'bundled' approach, using multiple interventions to eliminate all possible routes of transmission. BIOQUELL's technology represents an important tool in the battle with HCAI, targeting and eliminating environment-borne infection.

2003: First healthcare deployment - response to SARS outbreak in Singapore.

2005: Research conducted with the Centers for Disease Control (CDC) which shows BIOQUELL reduces *C. diff* acquisition rates.

2007: UK government announces that BIOQUELL "Should be available" to NHS hospitals (RRP category 1).

November 2009:
BIOQUELL launches the
Q-10 suite, combining
manoeuvrability,
outstanding
user-friendliness and
rapid cycles with a
strong cost-benefit
proposition.

2009: BIOQUELL
is awarded
a framework
agreement
with the NHS
purchasing
agency.

2008: BIOQUELL
awarded "Best
technology against
C. difficile" by the
Department
of Health.

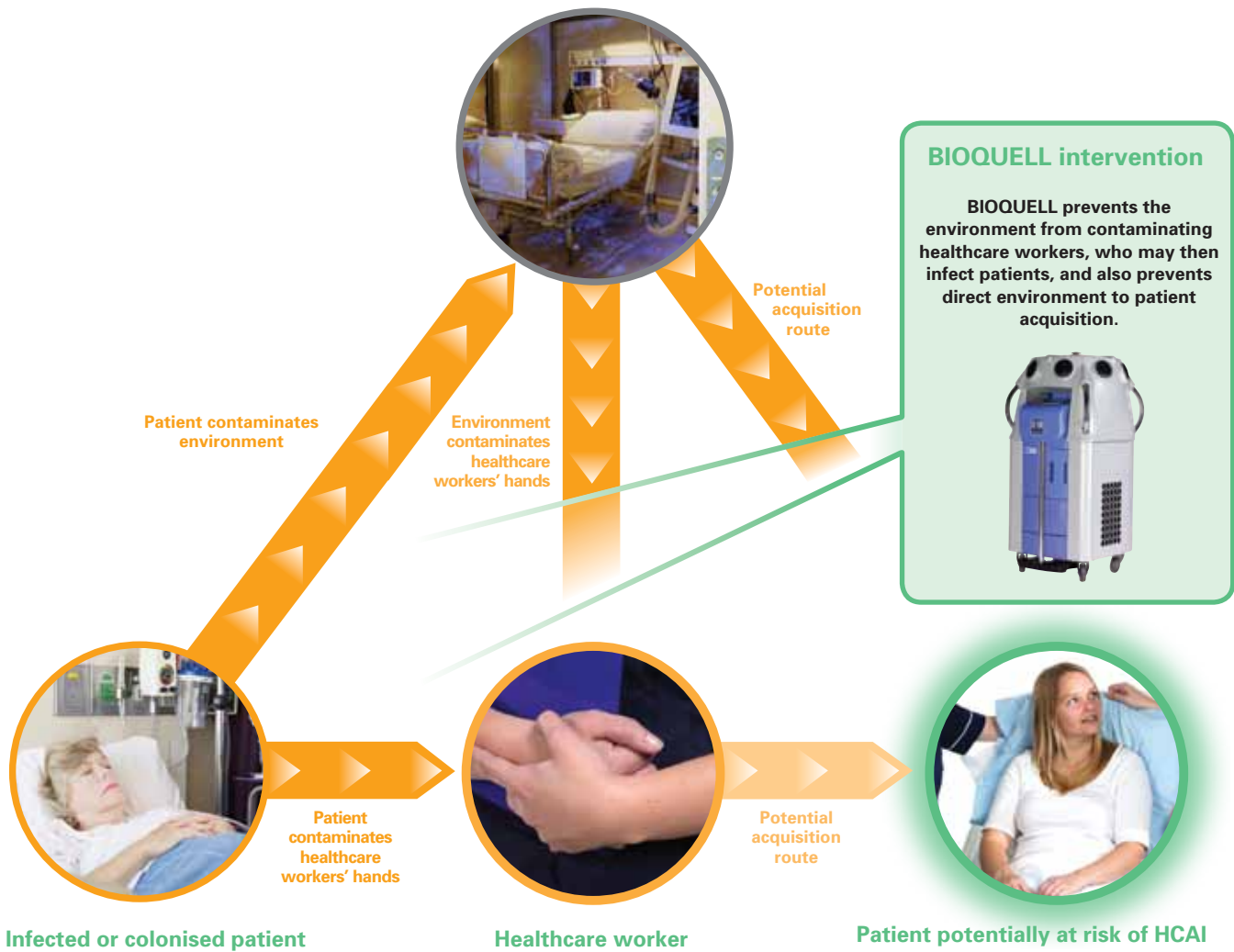
2008: BIOQUELL
participates in
Showcase Hospital
Programme:
"99% of staff
would recommend
BIOQUELL to
colleagues."



The Q-10 system empowers hospitals to provide a safe environment for patients and, through resultant reductions in HCAI rates, has been demonstrated to provide cost-benefit. The system has been developed to satisfy the requirements of healthcare professionals:

- Eliminates pathogens from all surfaces
- Sterilises equipment surfaces in the room, including electronics
- Easy for hospital staff to use
- Minimises room downtime

How BIOQUELL makes a difference



Why use BIOQUELL's room sterilisation system?

BIOQUELL allows you to reduce the risk of HCAI for patients.

It has been demonstrated that patients admitted to rooms that have been bioquelled, as opposed to having been terminally cleaned, show reduced risk of acquiring HCAs.

BIOQUELL has demonstrated a reduction in HCAI rates.

A landmark study showed that in one hospital changing the terminal cleaning protocol from bleach cleaning to bioquelling the rooms of infected patients after discharge was associated with a 53% reduction in *C. diff* rates.

BIOQUELL provides cost-benefit to your hospital.

HCAIs are known to increase treatment costs and block beds through increased length of stay. By reducing HCAI, BIOQUELL provides cost-benefit to your hospital.

BIOQUELL allows you to aim for zero infection.

Many hospitals have made huge progress in the fight against HCAs with improvements in hand washing, isolation precautions, cleaning, antimicrobial stewardship and de-colonisation. BIOQUELL technology allows you to eliminate the environmental vector and target ZERO infection.

BIOQUELL has demonstrated broad-spectrum biological efficacy.

Our room sterilisation cycles inactivate nosocomial pathogens including *C. diff*, MRSA, VRE, *Acinetobacter*, *Klebsiella*, Norovirus, and H1N1. Therefore, there is no requirement to change your cleaning procedures in order to address specific pathogens.

BIOQUELL allows surface sterilisation of sensitive electronic equipment in hospital rooms.

The technology is fully compatible with sensitive electronic equipment (monitors etc). Hospitals may fill rooms with portable equipment to ensure full 3-D surface sterilisation.

BIOQUELL assures repeatable results.

BIOQUELL equipment empowers hospital staff to ensure full 3-D sterilisation of all surfaces in hospital rooms. The technology provides data to demonstrate that each room sterilisation cycle has been successful.

BIOQUELL strengthens patient confidence in your hospital.

The National Choice Survey showed that 74% of patients rated "hospital cleanliness and low infection rates" as the most important factors in choosing a hospital. As the proven gold standard for hospital cleaning worldwide, the use of BIOQUELL in hospitals has been seen to restore patient confidence.

Take control of your patient environment

Manual terminal cleaning

Bleach cleaning: Research showed that after bleach cleaning 11% – 35% of rooms remained contaminated^{1, 6}.



1. Eckstein et al. *BMC Infect Dis* 2007;7:61.

Other 'room decontamination' systems

Fogging systems: Research shows that after a droplet based process had been applied between 20% and 50% of rooms were contaminated with *C. diff*^{2, 3}.

UV system: Research showed that after the UV process had been applied, 17% of surfaces remained positive for *C. diff*. Further research concluded that UV must directly strike surfaces in order for decontamination to be effective^{4, 5} and that UV was less effective than a two-step cleaning process⁴.



2. Shapey et al. *J Hosp Infect* 2008;70:136-141.

3. Barbut et al. *Infect Control Hosp Epidemiol* 2009 in press.

4. Andersen, et al. *Infect Control Hosp Epidemiol* 2006;27:729-734.

5. Rastogi et al. *Mil Med* 2007;172:166-1169.

The BIOQUELL difference

BIOQUELL room sterilisation

BIOQUELL system: Research showed a contamination rate of 0% with *C. diff* after BIOQUELL room sterilisation⁶.

- RRP approval category 1.
- Showcase Hospital Programme 99% approval.
- Awarded NHS Purchasing Framework agreement with 95% rating.



BIOQUELL has demonstrated broad spectrum efficacy.

C. diff

Acinetobacter

Klebsiella

Serratia

MRSA

VRE

M. Tuberculosis

Norovirus

H1N1

SARS

Aspergillus

6. Boyce *et al.* *Infect Cont Hosp Epidemiol* 2008;29:723-729.

BIOQUELL Options: Tailored to your requirements

Endemic issues or elevated rates of HCAI

Continual: sustained 'target zero' approach

Minimise cost

Maximise effectiveness

Q-10 PURCHASE:

BIOQUELL trains hospital operators

- Option to run as a targeted deployment (with 1-2 suites)...
- Or to fully integrate with room discharge and cleaning (3 or more suites).
- Full training programme designed to suit the hospital's intended usage.
- Cost minimised.
- Hospital controls room sterilisation schedule.

Q-10 PROACTIVE:

BIOQUELL provides service using hospital owned equipment

- 6 log validation on each cycle.
- Fully managed equipment operation and reporting.
- Consultative approach allows deployment protocol to be tailored.
- Full data capture using BIOQUELL's Quality Assurance Data system.
- BIOQUELL cycles maximised.



Endemic issues or elevated rates of HCAI

Clusters or outbreaks

Targeted approach due to logistical concerns

SCHEDULED SERVICE:

BIOQUELL provides small or large scale area sterilisations

- Single or multiple areas sterilised.
- Re-zero hospital environment on a regular basis.
- Also used at start of Q-10 Proactive.
- Discounts for multiple unit contracts.
- Allows hospitals to plan.
- Unique large room sterilisation capacity.

EMERGENCY RESPONSE:

BIOQUELL responds rapidly to outbreaks

- 24 hour response time.
- Any size room can be bioquelled.
- Any pathogen eliminated (MRSA, *Acinetobacter*, H1N1, *C. diff*, *Klebsiella*, *Serratia*, VRE, Norovirus, SARS, *M. Tuberculosis*, *Aspergillus*).
- Rolling programme possible.
- 1000s of successful emergency response sterilisations completed.

BIOQUELL Q-10 suite features

Multiple and complex room sterilisation: Additional distribution ensures surface sterilisation of topographically complex rooms.

Safety: H₂O₂ monitoring device provided as standard, housed neatly on the control panel.

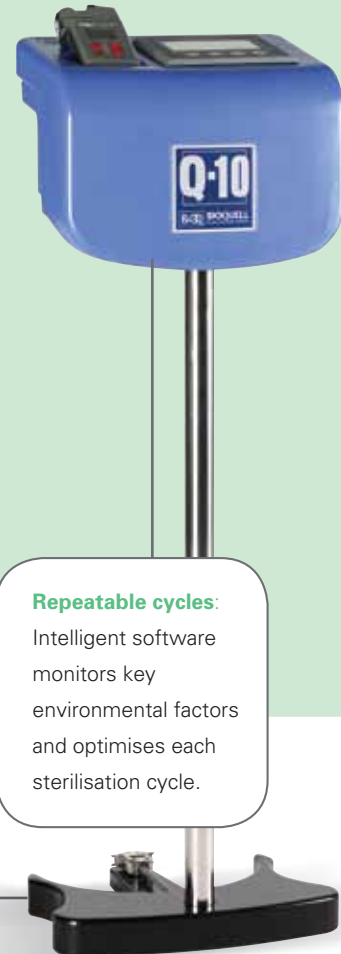


Simple to operate: Intuitive icon-driven menu with colour touch screen.

Ergonomic design: Detachable control panel is lightweight and free standing.

Rapid sterilisation cycles: Fast aeration via the R-10, which catalytically converts H₂O₂ vapour to safe and residue-free water vapour and oxygen.

Repeatable cycles: Intelligent software monitors key environmental factors and optimises each sterilisation cycle.



Full 3-D surface sterilisation: Computational Fluid Dynamics used to fine-tune nozzle design and optimise vapour distribution.



User friendly: Unit filling mechanism is concealed behind the detachable control panel. Pre-dispensed bottles of peroxide ensure safe handling of sterilant.

Self sterilisation: Integral fans on both units ensure all internal parts are sterilised, negating the risk of cross contamination.

Manoeuvrability: The lightweight Q-10 suite connects together, facilitating easy transportation between target areas.



Q-10 Purchase option:

BIOQUELL trains hospital employees to operate equipment



Designed to provide reduced downtime and superior ease of use...

...the Q-10 purchase is the most cost effective route to a safe patient environment.



Proven advantages of BIOQUELL

BIOQUELL is the leading room sterilisation

technology: The DH Rapid Review Panel, which assessed the usefulness of novel technologies in combating HCAI, concluded that BIOQUELL is the only technology which merits a category 1 approval, i.e. “should be available to NHS bodies”. Further, BIOQUELL was awarded the HCAI technology innovation award for “Best Technology against *C. diff*.”

Reduce Healthcare Associated Infection (HCAI) rates:

BIOQUELL is the only room sterilisation technology to show reductions in HCAI rates.

Gold standard efficacy: BIOQUELL uses vapour to achieve 3-D kill, and the system has been developed to achieve 6 log reduction on endospore forming bacteria (e.g. *C. diff*).

Full cycle monitoring and data capture: BIOQUELL equipment monitors environmental parameters during each cycle, validating and recording the efficacy of each cycle.

Residue free: BIOQUELL’s technology catalyses and breaks down the hydrogen peroxide to oxygen and water vapour. Rooms require no further treatment after bioquelling is complete.

Health and Safety Characteristics: Health and Safety monitoring equipment allows users to ensure the safety of staff and patients. This monitoring equipment is also used to release the room for re-occupation, ensuring that patients and staff can immediately enter the room without being exposed to peroxide levels above the Work Exposure Limit (WEL).

Excellent material compatibility: BIOQUELL’s technology has now been used in hospitals for over five years with no material compatibility issues, even on sensitive electronic equipment.

Sterilise privacy curtains in situ: The technology eliminates the need to remove, launder and replace privacy and shower curtains, saving time and money.

Sterilise equipment in hospital rooms: Items of portable medical equipment are far more difficult to manually clean than flat surfaces, and, as high-touch sites, they are potentially important reservoirs for pathogens. Further, not only is the responsibility for cleaning these items often not clearly specified, but even where responsibility is defined, many of the pieces of equipment are incompatible with products containing bleach and other chemical disinfectants. By contrast, BIOQUELL’s unique combination of 3-D distribution and excellent materials compatibility allows hospitals to leave, or place, these problematic items in rooms undergoing sterilisation.

Benefits of the BIOQUELL Q-10 suite

Cost-benefit: Having purchased the equipment, the cost per room sterilisation is minimised, allowing the hospital to realise rapid return on investment.

Reduced downtime: Double distribution airflow results in faster sterilisation, and new catalyst technology results in rapid aeration time. Rooms can be decontaminated in approximately 90 minutes.*

Improved user efficiency: Equipment weight and size is designed for manoeuvrability and ease of use. Intuitive control interface facilitates a fast set-up time.

*based on 155 cycles in >50m³ rooms.

“The BIOQUELL system did not cause undue disruption and was very popular – 99% of staff would recommend it.”

Department of Health Showcase Hospital Report, 2009

The BIOQUELL Q-10 Proactive:
BIOQUELL experts provide service



Designed
to integrate
with your
hospital: faster
cycles, more
flexibility...

...from the
world's
leading room
sterilisation
service team.



Proven advantages of BIOQUELL's Proactive service

99% approval rating from NHS workers:

BIOQUELL's system was the only technology of its type with the research base to warrant inclusion in the Showcase Hospital Programme, where seven hospitals evaluated BIOQUELL's service for approximately five months. The response was overwhelmingly positive, with 99% of staff stating that they would recommend BIOQUELL to colleagues.

Flexible coverage to meet your discharge patterns:

BIOQUELL provides coverage with multiple engineers working in staggered shifts, tailoring coverage to discharge patterns.

Flexible strategy: Our trained engineers and regional Proactive Service Manager will meet with hospital staff each month in order to continually tailor the deployment strategy to the hospital's situation.

Experience and expertise: The most experienced company in the market. BIOQUELL's first healthcare sterilisation was in 2003 during the SARS crisis. Over 1000 hospital rooms are now bioquelled every month.

Immediate outbreak response: Ability to 'stamp-out' environmentally associated outbreaks and emerging or exotic pathogens before they take hold.

Discounted Emergency Services: Hospitals opting for the Purchase plus Q-10 Proactive option receive discounts on small and large-scale emergency deployments.

Emergency preparedness: Given the wide-ranging efficacy of BIOQUELL's technology (e.g. Anthrax spores), the BIOQUELL service can be fully integrated with your emergency preparedness programmes.

Benefits of the Q-10 Proactive

Cost-benefit: Once the hospital has purchased equipment, the cost of service and consumables presents a strong ongoing value proposition.

Facility for 24-7 coverage: BIOQUELL can train hospital staff to perform room sterilisation cycles out of coverage hours.

Data collection: The service includes full data capture using BIOQUELL's new Quality Assurance Data system, which facilitates continual improvement and demonstration of best-practice.

"What we've seen since having BIOQUELL here, is a trend downwards in infections."

Tracey Cooper.

Consultant Nurse Infection Prevention & Deputy DIPC, Southampton University Hospitals NHS Trust.

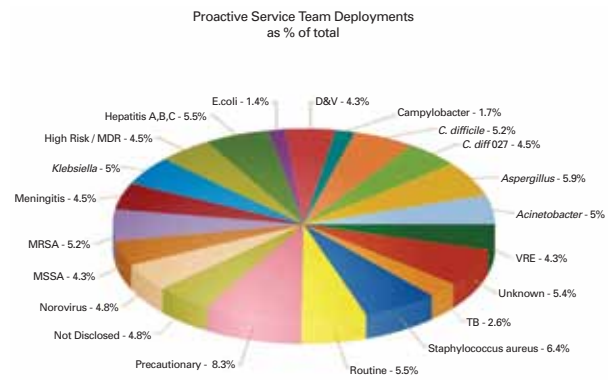
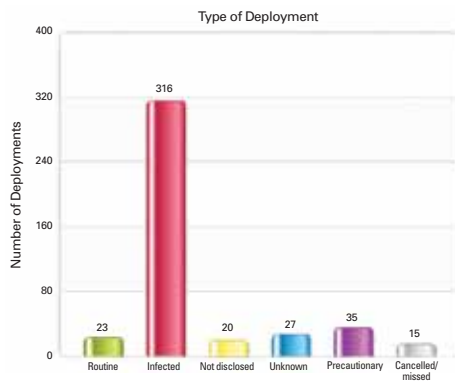
The new BIOQUELL Quality Assurance Data (QuAD) system

Data capture demonstrates quality systems

Data input by BIOQUELL or hospital engineers



Data available through secure website



Multiple tools for real-time data analysis and presentation

Benefits

Flexibility: The QuAD system is available as an 'optional extra' where a hospital purchases Q-10 equipment, or is included as part of the BIOQUELL Q-10 Proactive service.

Demonstration of best practice: Data specifying bioquelling dates, locations and reason for sterilisation may be presented to accreditation bodies.

Secure remote access to data: Data is accessed through a secure and confidential website, providing ultimate flexibility.

Flexible data analysis:

- Date range
- Ward
- Reason for sterilisation
- Risk pathogen
- Room missed (and reason)

Immediate analysis: Automatic upload ensures that data is available for next day analysis.

Deployment optimisation: By analysing data such as "rooms missed" and "rooms sterilised" per ward, the efficiency of the deployment can be optimised.

Outbreak remediation: The ability to target and record room sterilisations allows the hospital to implement a precise 'search and destroy' strategy during outbreak remediation.

"We saw a significant reduction in C. diff rates when we employed BIOQUELL at our hospital. Based on those findings and the estimated cost reductions, the hospital is continuing to use the BIOQUELL process."

John M. Boyce, M.D.
Chief, Section of Infectious Diseases,
Hospital of Saint Raphael, New Haven, CT



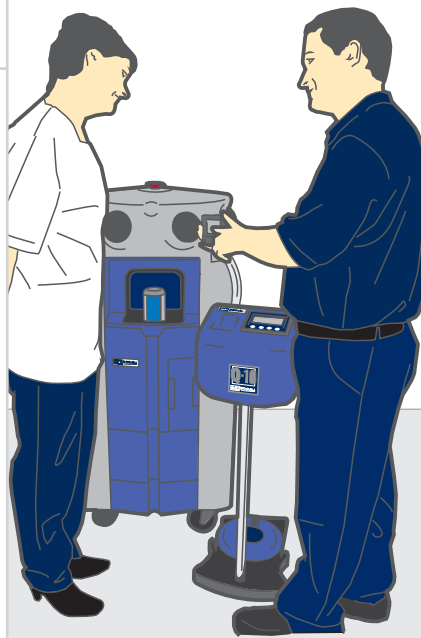
BIOQUELL training

E-learning



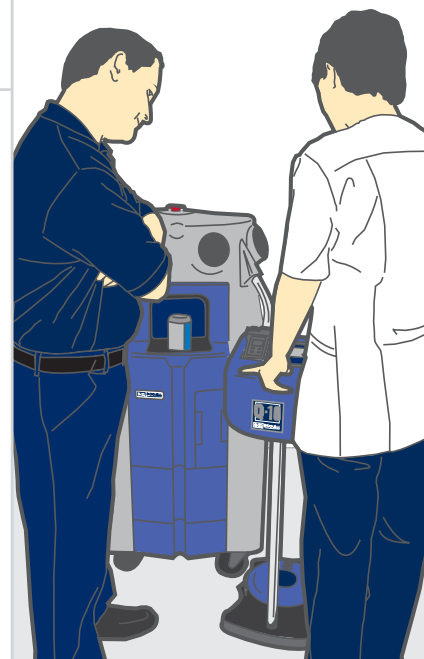
Full rapid E-learning programme before BIOQUELL trainer arrives ensures familiarisation with the technology.

Practical training



- Manual Handling
- Health and Safety
- Equipment operation
- Room configuration
- Data capture
- Quality Assurance Data system (if purchased)

Shadowing



Theory and practical sessions ensure that hospital staff are both competent and confident to perform room sterilisations.

Giving you the confidence to get the most from your BIOQUELL equipment...

Standard training programme: the standard training programme comprises full E-learning and two days' on-site training and shadowing. This ensures that hospital operators are confident to operate the equipment.

Extended training programme: BIOQUELL also offers an extended five day programme comprising an initial four day course, with another day to be scheduled less than one month afterwards, during which the efficiency of the deployment will be optimised.

Follow up training: follow up training can be scheduled either at BIOQUELL's offices, where a full training facility has been constructed, or at the hospital site.

E-learning refresher courses: operators are able to refresh their knowledge on the system and procedures using the E-learning.

"The training was comprehensive and clear. I now feel totally confident in our employees bioquelling rooms."

Philip Tarling. Deputy Facilities General Manager, Royal Hampshire Hospital.



Your questions answered

How is this different to BIOQUELL's previous offerings?

BIOQUELL primarily offered a service in the past. The Q-10 suite is the first product designed specifically so hospitals can purchase and operate the equipment. BIOQUELL has partnered with healthcare workers to produce a system incorporating rapid cycles, increased user efficiency and excellent value.

Can't we achieve the same result by cleaning?

Cleaning is an essential part of infection control, which can be greatly improved upon by the BIOQUELL system. Taking *C. diff* as an example, 25% of surfaces were found to be contaminated after bleach cleaning. BIOQUELL reduces environmental contamination (e.g. MRSA, VRE, *C. diff*, *Acinetobacter*) to ZERO resulting in reduced HCAI risk for subsequent room occupants.

Will it block rooms?

Rooms are completed in approximately 90 minutes, the quickest proven high level room sterilisation technology on the market. The SHP report stated that "83% of NHS workers indicated that the BIOQUELL process caused no delay to discharges or admissions."

How does the use of this technology impact on hospital accreditation?

Use of BIOQUELL's technology is a demonstration that the hospital is committed to providing the safest possible patient environment. BIOQUELL research, together with the data produced by our Quality Assurance Data system, can be used to demonstrate best practice.

How does it work with housekeeping?

BIOQUELL negates the need for terminal cleaning with bleach and sterilises all surfaces and equipment in hospital rooms. Issues related to staff exposure to cleaning agents are negated by the use of BIOQUELL's system.

Are there other systems out there which do the same?

No other system has shown reductions in infection rates. This is unsurprising as published literature demonstrates a significant difference in efficacy between BIOQUELL and alternative, "room decontamination" technologies. BIOQUELL achieves a 6 log spore reduction in approximately 90 minutes – no other system can match this. Further, some other systems have been shown to present Health and Safety risks.

Does it have an effect on infection rates?

Yes. Published data shows that a 53% reduction in *C. diff* was associated with a long term BIOQUELL deployment, and MRSA and VRE acquisition risk have been shown to be greatly reduced. In other hospitals reductions in *C. diff* rates appear to strongly correlate with periods when BIOQUELL was used.

Isn't it expensive?

Cost-benefit analysis performed after a BIOQUELL intervention showed that there were 5.8 fewer *C. diff* cases in the months where BIOQUELL was deployed. Using published costs for *C. diff* the projected cost-benefit was over 300% of the investment value.

Will it get in the way of patient care?

The SHP investigated the impact of the BIOQUELL deployment on patient care and found that “94% of patients were not inconvenienced” - in fact 74% of patients were “unaware that the disinfection was taking place.”

Isn't a partial surface sterilisation good enough?

Put simply, the presence of a pathogen in any quantity on a surface may represent a risk for transmission, which is reflected by proposed hygiene standards. Further, using technologies that achieve partial kill allows pathogens with resistance to the chosen method of sterilisation to thrive.

Aren't rates coming down?

Although there has been recent success nationally and internationally in reducing infection rates, most experts would agree that considerably more can be done to reduce MRSA, *C. diff* and other infections. Improvements in hand hygiene have undoubtedly helped to reduce infection rates, but experts now consider a “bundled” approach, including environmental interventions, to be the best strategy in reducing nosocomial infection, perhaps even to zero!

Can BIOQUELL's technology sterilise soft fabrics or are you restricted to hard surfaces?

Due to the vaporous nature of the system, the technology is able to achieve some penetration into fabrics and soft furnishings.

Will the system damage my electronics?

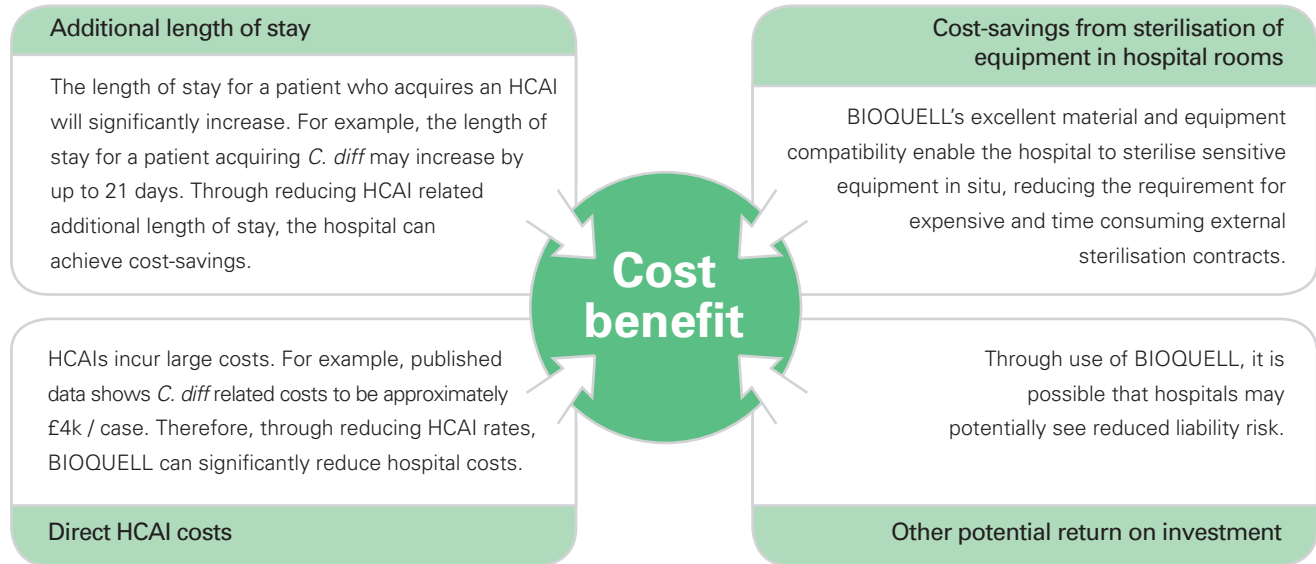
BIOQUELL's technology has been extensively tested against materials typically found in hospitals, and has demonstrated excellent materials compatibility characteristics. As well as 10 years' use in the pharmaceutical industry, BIOQUELL has now been used for over five years in hospitals.

Who can I talk to about BIOQUELL?

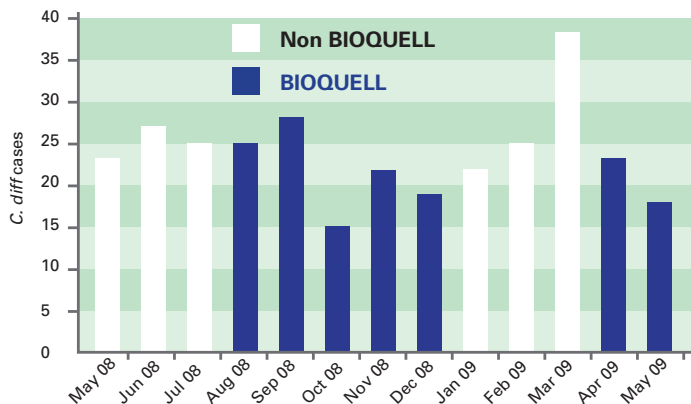
BIOQUELL are very happy to provide references on request and arrange visits to hospitals utilising our technology.



Cost-benefit: How BIOQUELL can generate cost-benefit



Cost-benefit case study: BIOQUELL use at a c.1200 bed teaching hospital



Data taken from: Cooper and O' Leary. IPS 2009.

1. Wilcox et al. 1996. *J Hosp Infect* 34:23-30.

- Take average *C. diff* rates in both BIOQUELL and non BIOQUELL periods.
- Assume published cost for *C. diff* case.¹
- Calculate annual saving due to *C. diff* reduction.
- Compare saving after cost of BIOQUELL service.
- Estimated cases prevented: 62.6 per year.

Annual return on investment **345%**

Research relating to BIOQUELL

Summary: 53% reduction in the rate of *C. diff* associated disease when comparing the period when BIOQUELL was used with pre-intervention period when epidemic strain was present.

Boyce *et al. Infect Cont Hosp Epidemiol* 2008;29:723-729.

Summary: 77% reduction in risk of VRE acquisition where patient admitted to a bioquelled (rather than cleaned) room.

Passaretti. *ICAAC Conference, DC, US. 2008.*

Summary: Annual cost-benefit of >300% associated with reduction in *C. diff* acquisition during BIOQUELL deployment.

Cooper and O'Leary. *Infection Prevention Society (IPS) Conference, Harrogate, UK. 2009.*

Summary: Use of BIOQUELL operationally feasible, even in times of high census.

Otter *et al. Infect Control Hosp Epidemiol* 2009;30:574-577.

Summary: *Serratia* outbreak in a neonatal intensive care unit.

Bates and Pearse. *J Hosp Infect* 2005;61:364-366.

Summary: Successful eradication of persistent environmental MRSA.

Jeanes. *et al. J Hosp Infect* 2005;61:85-86.

Summary: Control of an MRSA outbreak using BIOQUELL.

Dryden. *et al ICAAC Conference. Chicago, US 2007.*

Summary: Nosocomial pathogens survive for extended periods on surfaces and are inactivated by BIOQUELL's technology.

Otter and French. *J. Clin. Microbiol.* 2009; 47:205-207.

Summary: Efficacy of BIOQUELL over *Mycobacterium Tuberculosis*.

Hall. *et al. J. Clin. Microbiol.* 2007; 45; 810-815.



Summary



- **Department of Health Validated:** BIOQUELL is the only technology that “should be available to NHS hospitals” (RRP approval category 1); and received a 99% approval rating from the SHP. In 2009 BIOQUELL was awarded an NHS purchasing framework agreement (95% rating).
- **Hospital benefits:** BIOQUELL’s technology allows hospitals to improve patient outcomes, target zero healthcare associated infections and achieve, tangible cost-benefits.
- **Leading technology:** BIOQUELL is the only technology of its type to have demonstrated a reduction in infection rates.
- **Added flexibility:** BIOQUELL can provide full training for hospital operators, or can provide an expert service team during regular work hours, with hospital operators running cycles out of hours.
- **Quality Assurance Data system:** BIOQUELL’s automated Quality Assurance Data system allows hospitals to optimise the effectiveness of the deployment and demonstrate best-practice.
- **BIOQUELL Q-10 benefits:** The Q-10 suite has been designed specifically for healthcare users to provide excellent value, reduced downtime and improved user efficiency.

For further information on BIOQUELL's technology
in hospitals please visit:

www.bioquell.com

Contact the BIOQUELL team via email:

enquiries@bioquell.com

*"With BIOQUELL we've got the
icing on the cake, with the
cherry. It's fantastic it works!"*

Donna Jones

Facilities Manager, Rotherham Hospital



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