

Program Outcomes Guaranteed

Our programmatic approach optimizes workflows across multiple touchpoints within hospitals by backing up results and partnering to guarantee improved outcomes. Our commitment to measurable results allows us to ensure sustained savings and strong return on investment.



**Ecolab®
Patient Room Program**

Learn more about the Ecolab Program Guarantees for HAI reduction, turnover time reduction and high-touch object cleaning improvements by speaking with your Ecolab account executive.

**Ecolab
Guarantee**

Reduce *C. diff*

**Improve Room
Turnover Time**

**Improve High-Touch
Object Cleaning**

ABOUT ECOLAB HEALTHCARE

Ecolab Healthcare is driven to help health systems and hospitals realize clinical, operational and financial value through repeatable and measurable workflows. Our standardized processes and digital dashboards provide actionable insights and opportunities for corrective actions that help reduce the costs and inefficiencies of infections, while improving margins and keeping patients and staff safe.

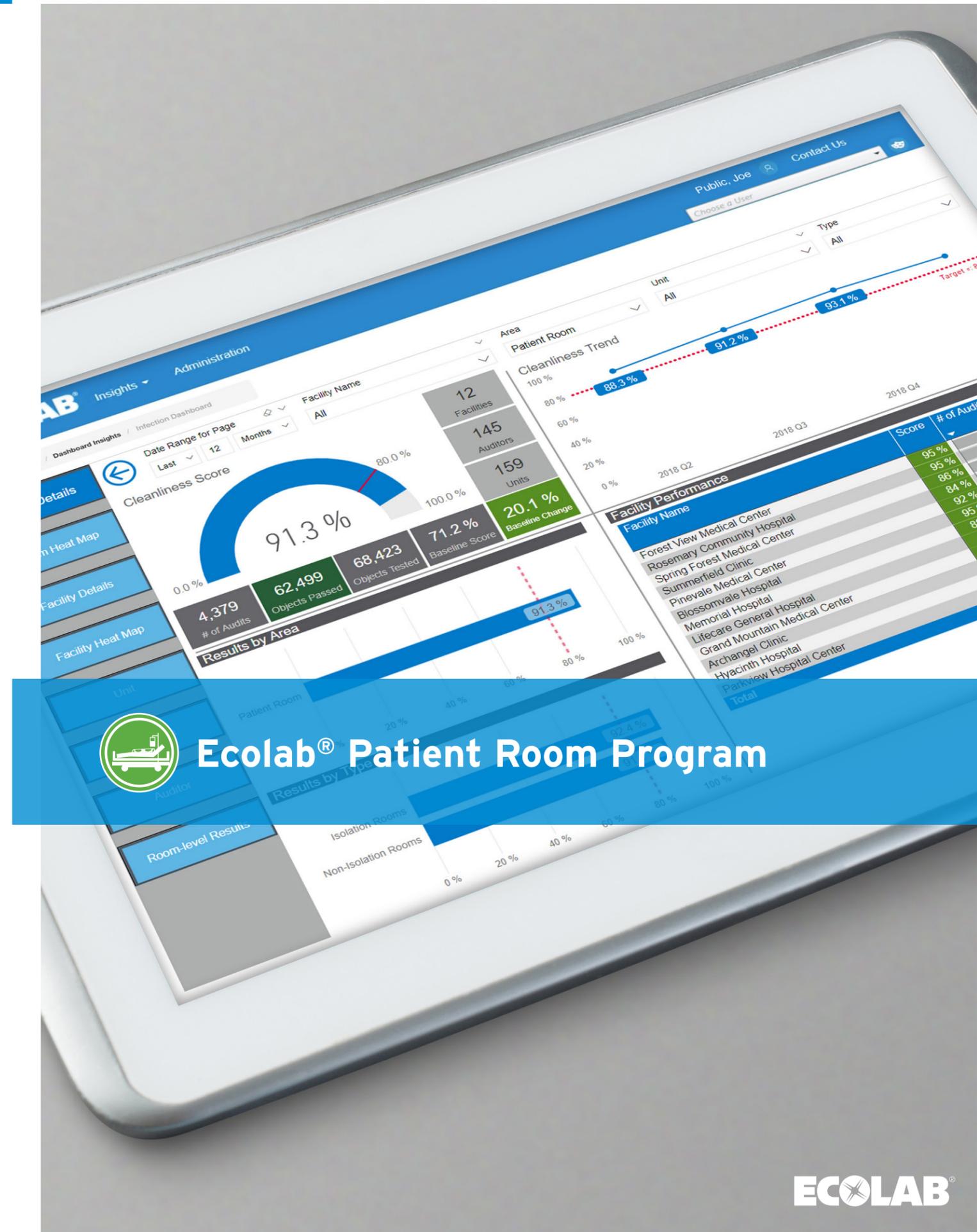
To learn how our analytics-driven solutions and standardized processes can help your organization,

visit www.ecolab.com/healthcare

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Ecolab® Patient Room Program



Ecolab® Patient Room Program

Independent studies confirm that surfaces in the patient room are not cleaned properly, regardless of how much time is spent cleaning. In fact, there is little correlation between the amount of time spent cleaning and actual cleaning effectiveness, suggesting there is a fundamental lack of process control during cleaning. Studies also link suboptimal cleaning processes to the transmission of pathogens that cause healthcare-associated infections (HAIs).¹

The Ecolab® Patient Room Program is a proven strategy that helps you monitor and standardize processes to drive measurable improvements in clinical, operational and financial metrics. This program helps drive and sustain room turnover efficiency while also improving cleaning thoroughness, ensuring compliance and protecting margins for your hospital. Over **40,000 patient room audits** are conducted across the country each year, testing more than **630,000 high-touch objects** annually.



Program Benefits



Faster Room Turnover Time



Reduce Risk & Financial Impact of HAIs



Improve Cleaning Results



Enhance Operational Efficiencies



Process Standardization & Consistency



Ensure Regulatory Compliance

Foundational Program Components

INNOVATIVE PRODUCTS

Advanced chemistry and technology to create cleaner and safer environments

- Patented DAZO® Fluorescent Marking Gel and Flashlight for quick, objective measurement of cleaning thoroughness
- OxyCide™ Daily Disinfectant Cleaner enables proactive intervention against *C. diff* and other HAIs
- High Performance Neutral Floor Cleaner™ for effective daily cleaning
- No/Low Maintenance Flooring Cleaner and Protector to clean and protect your floors

ANALYTICS & ACTIONABLE INSIGHTS

Digital dashboards gather millions of data points to drive standardization, measure compliance and pinpoint where corrective action is needed

- App-enabled Observational Survey Tool for immediate qualitative evaluation of cleaning processes
- Customizable dashboards provide actionable insights at the system, hospital, unit, individual and even object level
- Real-time tracking on average time saved per patient room turnover and regulatory process adherence

CONSULTATION & SERVICE

On-site Ecolab experts deploy solutions, monitor progress and analyze performance metrics

- A dedicated local account executive to assist with hospital implementation and support
- Baseline audit and consultation to evaluate current practices and identify areas for improvement
- Proactive dispenser and product service ensures equipment is operating properly

TRAINING & PROCESS SUPPORT

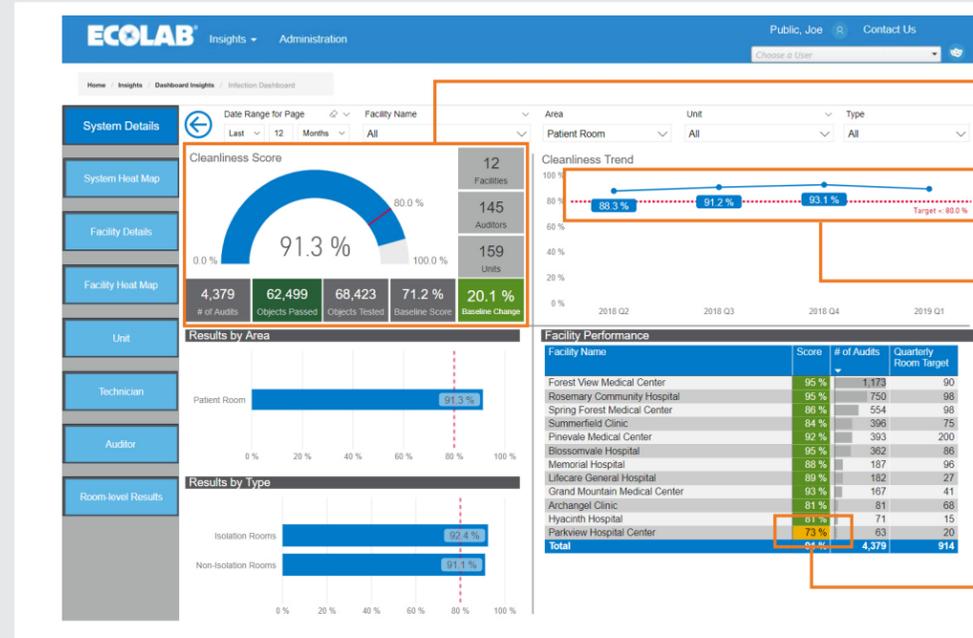
Professional training for your staff to drive standardization, manage corrective actions and assist with change management

- Ongoing, in-person training aligned to evidence-based practices ensures program success
- In-person manager training for digital dashboard and data analytics reporting
- Printed training resources and facility signage to help drive compliance and educate staff

Actionable Insights & Digital Dashboards

Customizable, clinician-friendly dashboards collect data on patient room turnover time and high-touch object cleaning, measure compliance and pinpoint precisely where corrective action is needed, down to a department, team or individual facility level. These actionable insights allow department managers, clinicians, EVS staff and other authorized users to lead process improvements where they are needed most, standardize workflows and keep patients safe.

SYSTEM LEVEL - OVERVIEW

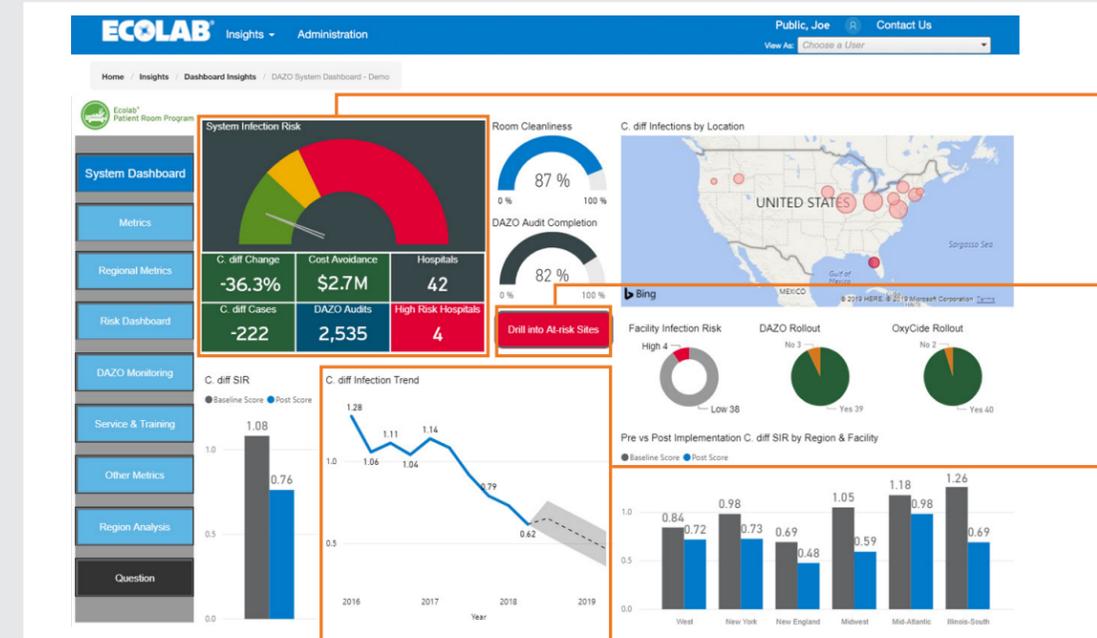


Room Cleanliness:
System-level summary of cleaning thoroughness

Cleanliness Trends:
Point-in-time system performance through DAZO® monitoring

At-Risk Sites:
Identify hospitals that are high risk for infections due to suboptimal environmental hygiene

SYSTEM LEVEL - INFECTION DETAIL

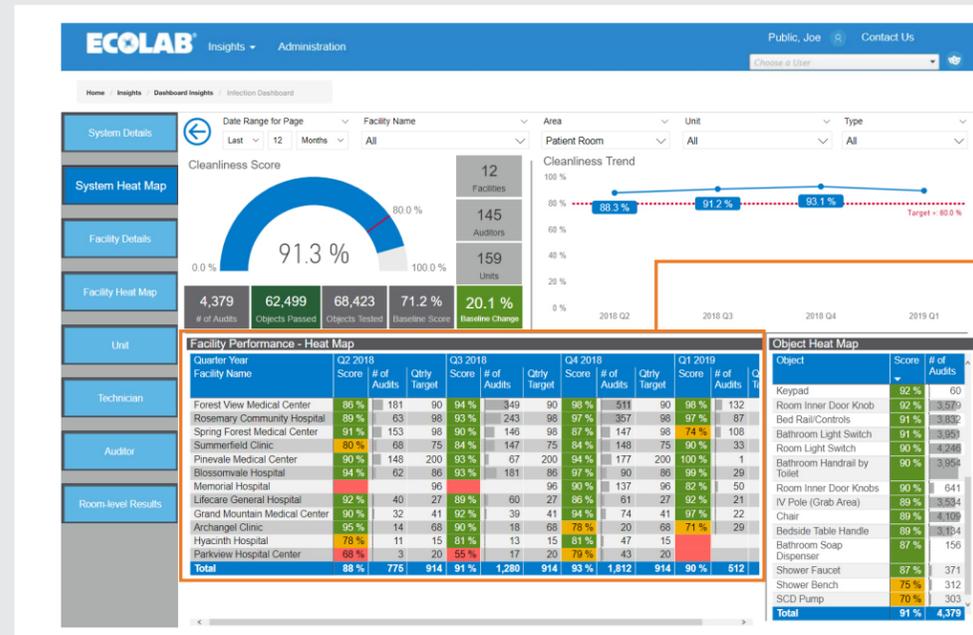


System Infection Risk:
See improvements and cost-savings to date

At-Risk Sites:
Easily identify hospitals or units that are at a higher risk for infection

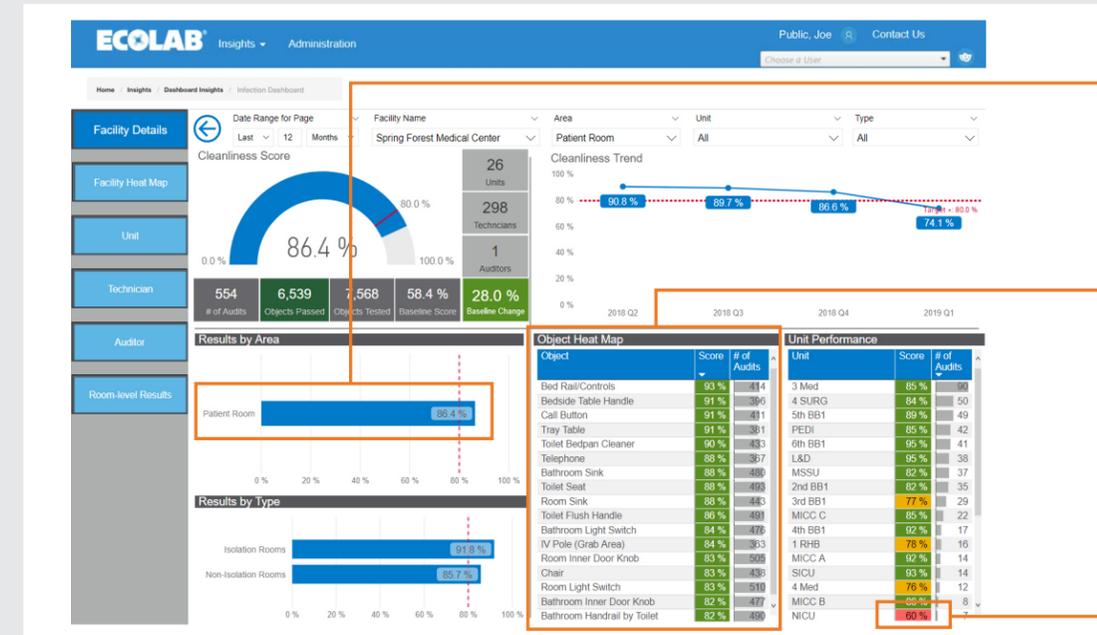
Infection Trend:
Track and predict infection rates at the system and hospital levels

SYSTEM LEVEL - HEAT MAP



Facility Performance Heat Map:
System-level cleaning performance over time with ability to drill down into specific hospital detail

FACILITY LEVEL - DETAIL



Results by Area:
Ability to drill into specific areas, units, technicians or objects

Object Heat Map:
Focused improvement for specific objects

Unit Performance:
Identify units that have opportunities for improved cleaning

Case Studies

CASE STUDY 1

304-bed community hospital | **Livonia, MI**

HOSPITAL CHALLENGES

Disinfectant alone did not result in a sustained decrease in hospital-onset *C. diff* rates

No standardized process for room turnover

Difficulty sustaining proper cleaning practices

ECOLAB SOLUTIONS

Standardized cleaning process to address cleaning thoroughness concerns

Provided best-practices training to hospital staff

Introduced new environmental hygiene tools

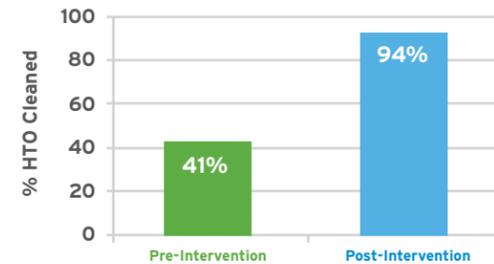
DAZO® Environmental Monitoring Tools for real-time and direct environmental hygiene monitoring and thoroughness of cleaning reporting
OxyCide™ Daily Disinfectant Cleaner maintained to address efficacy concerns

OUTCOMES

***C. diff* SIR decreased 23.3% in one year and sustained low level**



High-touch object cleaning after discharge improved from 41% to 94%



% HTO Cleaned

High-Touch Object	Baseline	Q3 2017	Q4 2017	Change Over Baseline	Trend
Total Patient Bathroom	35%	93%	94%	59%	↑
Total Patient Room	45%	97%	99%	54%	↑
Total	41%	95%	97%	56%	↑
Number of HTOs Tested	213	1654	1702	1489	↑
Number of Audits Performed	13	100	103	90	↑

CASE STUDY 2

197-bed community hospital | **Beaufort, SC**

HOSPITAL CHALLENGES

Room turnover times inconsistent

No method for determining thoroughness of cleaning

Bleach disinfectant damaged equipment

ECOLAB SOLUTIONS

Provided on-site best practices training on cleaning across EVS teams to address cleaning thoroughness and efficiency concerns

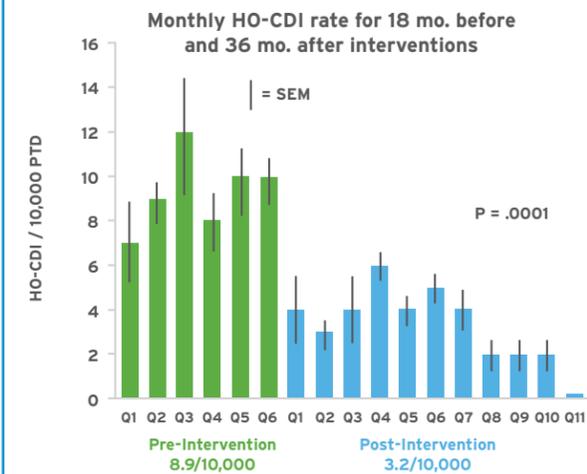
Introduced new environmental hygiene products & tools

DAZO® Environmental Monitoring tools for real-time and direct environmental hygiene monitoring and thoroughness of cleaning reporting

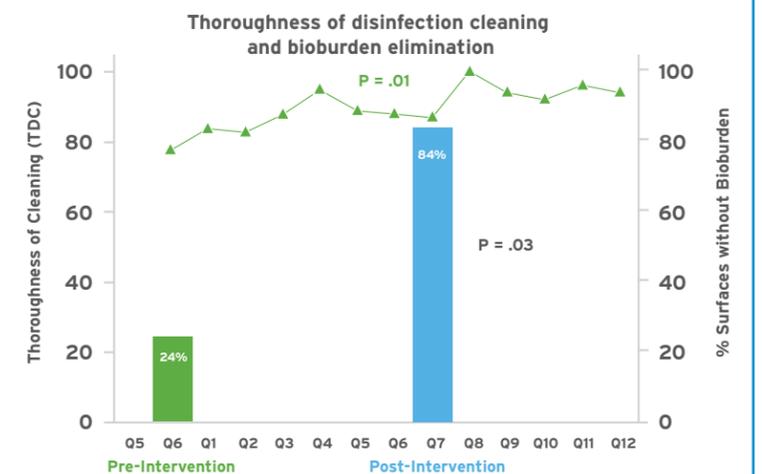
OxyCide™ Daily Disinfectant Cleaner to address efficacy and material compatibility concerns

OUTCOMES

Hospital-Onset *C. diff* rates fell by 64%



High-touch object cleaning thoroughness improved to >88% through remainder of study



Discharge cleaning time improved from 36 minutes to 27 minutes

Reduction in HO-CDI equates to a non-reimbursed cost savings of approximately \$10,000/month