

CASE STUDY

FLORIDA HOSPITAL SYSTEM
Orlando, FL

TERSANO STABILIZED AQUEOUS OZONE CLEANING TECHNOLOGY

OVERVIEW

The Tersano Lotus PRO creates Stabilized Aqueous Ozone (SAO), a simple, safe, sustainable way to replace traditional chemical-based cleaners, sanitizers, and deodorizers. SAO is an environmentally-friendly solution approved and certified by many organizations including Green Seal, HACCP, OSHA, and more.

As an outcome of the Compass Support Service Multi-Sector Products Review, inclusive of Healthcare, Education and B & I, Crothall Healthcare conducted a months-long trial of SAO at its Florida Hospital Orlando location. The objective of the trial was to demonstrate a level of cleaning on par with or better than the hospital's current chemical solution—while also simplifying the process, increasing savings, and decreasing the impact the hospital's cleaning program has on its employees, patients, and guests.

REDUCING CHEMICAL USAGE BY 90%

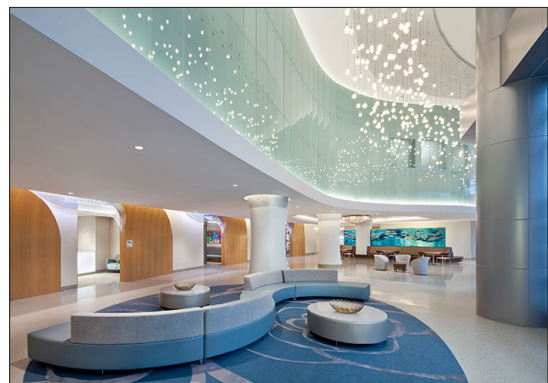
Reduce the use of cleaning chemicals throughout Florida Hospital by replacing them with Stabilized Aqueous Ozone (SAO).

A simple, safe, sustainable way to create a cleaner, safer, healthier environment.

THE CHALLENGE

Led by the Director of Operations and Environmental Services, Chris Bruno, Crothall Healthcare provides environmental services to the sprawling Orlando Florida Hospital campus. With four main buildings and over 1,300 patient beds, Bruno directs over 350 employees and has a strategic objective to bring operational efficiencies and cost savings to Florida Hospitals and, ultimately, Crothall.

In late 2014, Bruno was introduced to the Tersano Lotus dispenser at an industry trade show he was attending. "We are responsible for cleaning just about all spaces at the hospital," explains Bruno. "From the public spaces, to the restrooms and patient rooms –



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even the invasive and acute care areas. We were using a lot of chemicals. So when the Tersano team introduced us to stabilized aqueous ozone as an alternative to traditional chemicals, we were interested in seeing how it could go.”

Bruno and his team started the test and, while finding no resistance from the clinical side of the hospital, he did receive some caution from his house-keeping staff. He recalls, “We did have minor resistance from the staff just because of how new and different it is from the chemicals they were used to.”

Bruno began by cleaning glass, stainless, mirrors and more of the general purpose spray-bottle cleaning areas. Over time, however, his team began using the stabilized aqueous ozone in their walk-behind scrubbers and carpet cleaners – and enjoyed positive results here as well. Notes Bruno, “It was amazing to see what it did on carpet. It’s outstanding.”



THE SOLUTION

The Tersano lotus PRO system creates a non-toxic alternative to traditional cleaning chemicals called Stabilized Aqueous Ozone (SAO). SAO can be used effectively across many cleanable hard surfaces throughout a typical hospital. Along with replacing and outperforming traditional cleaners, SAO is simple, safe, and sustainable for everyday use.

CHEMICALS REPLACED

- Stainless Steel Cleaner
- Whiteboard Cleaner
- Glass Cleaner
- General Purpose Cleaner
- Carpet Cleaner
- Floor Cleaner

TRIAL OUTCOMES

- The Florida Hospital trial reduced the number of chemicals in use dramatically, leaving just a strong disinfectant as the only traditional chemical still in use. “We were able to replace four chemicals by switching to Tersano,” states Bruno. “Today 90% of our cleaning at the hospital is done with Tersano. We use Tersano and a disinfectant. That’s it.”
- One big benefit from the switch was how it helps Florida Hospital maintain their Silver LEED rating for one of their newer buildings. “They are going for a greener campus and this definitely helps with that objective,” says Bruno.
- Program and process simplicity has also been a benefit of using SAO: “We simply have fewer chemicals to manage,” he says. “We even use it on our floors. In the past, we would just be able to clean them. Now we can clean and sanitize them simultaneously.”
- Best of all, Bruno has not sacrificed any performance: “The cleaning is at-par or even better with Tersano.”

SUMMARY

Today, Bruno continues his efforts at reducing chemicals and finding benefits: “It’s been almost three years and the response has been overwhelmingly positive. Tersano has helped us with our sustainability goals, our LEED certification, and our cleaning performance. All in all, that’s pretty good.”



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