

HEALTHYSOLE[®]



1st Clinically-Tested UVC Product To Kill Germs On The Soles Of Shoes

HealthySole[®] Plus Sales Q&A Discussion



 **DETECTO[®]**
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Contact Persons:

Head of Infection Control
Operating Room Supervisor

Salesperson: Today all hospitals are concerned with the growing incidence of Hospital Acquired Infections. What are your current protocols for fighting Hospital Acquired Infections?

Clinician Response: Operating room suites are thoroughly cleaned with stringent cleaners. In addition, all clinicians wash their hands and arms and wear gowns, gloves, bonnets, booties and masks prior to entering the O.R.

Salesperson: I understand some clinicians wear their own shoes in the operating rooms, do you have any infection control protocols for the pathogens on the bottom of shoes or booties that are entering the O.R. corridor or the O.R.s themselves?

Clinician Response: Yes, that's true, but those shoes are to remain in their lockers never leaving the locker room and if they do we have a protocol to cover shoes with booties. That is the only protocol we have for controlling the pathogens from coming into the area on shoes.

Salesperson: Do you see that some physicians and nurses sometimes wear these shoes outside of the O.R, for example: visiting patients, pre-op, or for a meal in the cafeteria and then enter back in without following protocol?

Clinician Response: Yes, occasionally nurses and physicians will wear their shoes outside of the O.R. and come back in without following protocol.

Salesperson: This is a common practice in most facilities and this practice can result in pathogens being brought into the O.R. and then through aerosolization, can land on touch surfaces or open wounds. Would you agree that once these pathogens become airborne, they could be a potential source for Hospital Acquired Infections?

Clinician Response: Yes, what are you recommending as a solution?

Salesperson Question: Are you familiar with Germicidal Ultraviolet Light and its use and efficacy in killing Staph Aureus (MRSA), Clostridium Difficile (C. diff.), Enterococcus Pyogenes (VRE), Esherchia Coli (CRE), Streptococcus Pyogenes and Pseudomonas Aeruginosa?

Clinician Response: Yes, Clorox® and Xenex® make some type of robot that uses ultraviolet light to kill these pathogens for the O.R. suite.

Salesperson: Yes, that is exactly what I am referring to, except our product, HealthySole® Plus, uses ultraviolet light to kill pathogens on the sole of shoes or booties. What are your thoughts about the use of ultraviolet light to kill pathogens that lead to HAI's?

Clinicians Response: I am not sure it's necessary. We wear booties and could improve monitoring clinicians leaving the O.R. with their O.R. shoes.

Salesperson: I understand you could try to monitor your staff, outside sales representatives, and all of your physicians, but why take a chance, when in 8 seconds you can solve the problem? Even with strict monitoring, shoe soles and booties are still an abundant reservoir for pathogen transmission.

Clinician Response: What can I do in 8 seconds?

Salesperson: HealthySole® Plus is a new device for areas of your hospital like your O.R. that can kill over 99% of germs and pathogens on the soles of your shoes in just 8 seconds. Would you like to see exactly how it works?

Clinician Response: Yes, but before you tell me how it works please tell me why it's necessary?

Salesperson: Shoe borne pathogens are brought into the hospital and migrate and transfer from shoe soles to all floor types. From the floor, these pathogens get re-suspended by air turbulence from human movement, equipment movement and HVAC systems. Airborne pathogens are inhaled or land on patients or other touch surfaces causing cross contamination. That cross contamination results in infections and can potentially cost your facility hundreds of thousands of dollars.

Clinician Response: OK, but why have we never needed to address shoe soles or booties in the past?

Salesperson: The technology simply has never been available for application in an active hospital. Chemical baths have been attempted but just aren't safe nor realistic in a working hospital. The HealthySole® Plus technology is active 24/7, chemical free and 100% green with no additional personnel required to operate it.

Clinician Response: So how does your product work?

Salesperson: Upon entering the O.R. corridor either through the front entrance or through locker rooms, each clinician would step onto the Healthysole® Plus device. The HealthySole® Plus informs the clinician that their shoes are properly aligned and starts an 8-second count down opening up the shutters and exposing the soles or booties to the germ killing ultraviolet light. At the end of eight seconds a green check mark appears letting you know the process has been completed. What questions do you have for me?

Clinician Response: What evidence do you have that shows by using ultraviolet light my facility will reduce its infection rate?

Salesperson: That is an excellent question. In today's battle of fighting HAIs, hospitals are using an arsenal of UVC products and equipment such as robots or air and water treatment systems to kill pathogens from those reservoirs. This lack of options is leaving the shoe soles untouched. To answer your question, three independent third-party laboratories including the Cleveland VA, Texas Medical Center Houston and Microchem Labs have tested and proven an over 99% kill rate for MRSA, VRE, CRE, Streptococcus and Pseudomonas. Would you agree that all these measures above work together to reduce HAI's?

Clinician Response: Yes, of course.

Salesperson: Wouldn't you agree that all these steps including HealthySole® Plus are all defensive protocols that you are building between your patients and HAI's?

Clinician Response: Yes, that makes sense, so what other hospitals in the area are using HealthySole® Plus?

Salesperson: The Cleveland VA and the Texas Medical Center Houston are currently completing 2 large clinical studies. Cleveland VA has already published one clinical study and Texas Medical Center has published two systematic reviews all published in Infection Control and hospital journals. Would you like me to provide these studies to you? (Or) You would be the first hospital in the area to be better equipped to fight shoe borne organisms that lead to HAIs. What would be the next step to bringing HealthySole® Plus into your Hospital?

Clinician Response: Sure, I'd be very interested to see the studies. You will have to submit all the information on the HealthySole® Plus device for review by our Value Analysis Committee.

Salesperson: That sounds great. Who is on the committee?

Clinician Response: Myself, the Director of Purchasing, Chairman for Infection Control, Physician Department Head, Cost Analysis, and Director of Supply Chain.

Salesperson: When do they meet, and how long for a decision?

Clinician Response: They meet once a month. I can put HealthySole® Plus in the queue for the next review process and I will know more on a decision once the meeting is completed.

Salesperson: Okay I will send you everything your VAC will need to make your decision.

Clinical Response: Thank you!