



## STERILIS SOLUTIONS CASE STUDY



How Sterilis Solutions provides hospitals a simpler, safer, more sustainable option to remediate their biohazardous waste.

### AT A GLANCE

#### CHALLENGES

- Service Issues
- Liability
- Cost Increases
- Environmental Concerns

#### OPPORTUNITIES

- Gain Control
- Controllable ~ Fixed Cost
- Eliminate YoY Cost Increase
- Reduce Liability
- Environmentally Sustainable Option

### BENEFITS

#### Liability

Eliminate multiple human touchpoints and hauling liability with a portable, self-contained Remediator. Collect manifest data needed for OSHA with cloud-based, automated software and maintain an ongoing log of each disposal cycle, eliminating the need for manual tracking or record-keeping.

#### Savings

Gain control over biohazardous waste. Lower operating costs by up to 50% with a controllable fixed cost. Eliminate year-over-year cost increases ranging from 8-18%.

#### Environmental Sustainability

Drastically reduce toxic air pollution and carbon emissions, while minimizing the need for a hauling company and incineration. Sterilize and grind bulky red bags and sharps containers into sterile trash on site and reduce waste volume by up to 80%

### CHALLENGE

An 80-bed hospital faces challenges of increasing medical waste and a drastic increase in hauling costs. With a growing monthly spend of approximately \$2,500.00 and over 6,000 lbs of biohazardous waste per month being red bags and sharps.

After learning about the Sterilis Solutions Remediator, the Chief Financial Officer met with the Sterilis Solutions team to share pain points and identify opportunities for improvement.

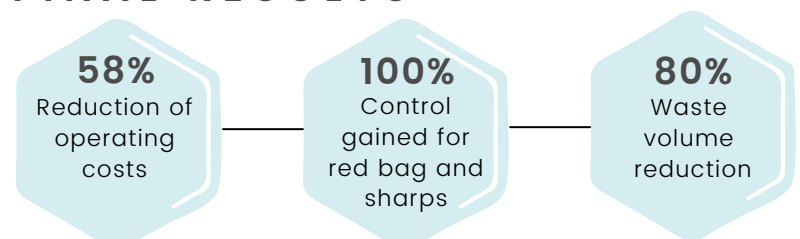
During discussions with the executive leadership and management teams, Sterilis Solutions learned that the hospital's red bag and sharps waste accounted for 91% of the waste volume and 96% of the cost of RMW hauling fees. The waste is ultimately incinerated, all while the hospital remains liable for the waste until a certificate of destruction from the hauling company is provided. The hospital experienced service level issues associated with hauling companies, average cost increases of 16% year over year, and the desire to be more environmentally sustainable.

### OUTCOME

After reviewing the customer's challenges, Sterilis Solutions completed a detailed waste assessment to build an accurate ROI; taking into consideration hours of operation, current hauling spend, and the total volume of waste produced per month. After careful analysis, the ROI showed annual savings of \$16,980 and 5-year savings of \$94,784.16. Ultimately, one Remediator was installed to alleviate increased waste and allow complete control over their biohazard red bags and sharps container waste.

Completed in the Spring of 2021, with an expected ROI of 28 months, the hospital was also able to reduce its overall carbon footprint and meet its sustainability goals. Small change. Big impact.

### FINAL RESULTS





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#### Environmental Sustainability

Drastically reduce toxic air pollution and carbon emissions, while minimizing the need for a hauling company and incineration. Sterilize and grind bulky red bags and sharps containers into sterile trash on site and reduce waste volume by up to 80%

### CHALLENGE

A 127-bed hospital faces challenges of increasing medical waste and a drastic increase in hauling costs. With a growing monthly spend of over \$6,800.00 and approximately 8,000 lbs of biohazardous waste per month being red bags and sharps.

After learning about the Sterilis Solutions Remediator, the Chief Executive Officer met with the Sterilis Solutions team to share pain points and identify opportunities for improvement.

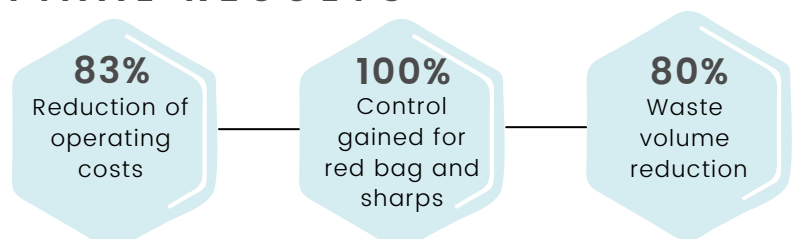
During discussions with the CEO and management team, Sterilis Solutions learned that the hospital's red bag and sharps waste accounted for 90% of the waste volume and 95% of the cost of RMW hauling fees. The waste is ultimately incinerated, all while the hospital remains liable for the waste until a certificate of destruction from the hauling company is provided. The hospital experienced service level issues associated with hauling companies, average cost increases of 17% year over year, and the desire to be more environmentally sustainable.

### OUTCOME

After reviewing the customer's challenges, Sterilis Solutions completed a detailed waste assessment to build an accurate ROI; taking into consideration hours of operation, current hauling spend, and the total volume of waste produced per month. After careful analysis, the ROI showed annual savings of \$68,564.52 and 5-year savings of \$369,213.81. Ultimately, one Remediator was installed to alleviate increased waste and allow complete control over their biohazard red bags and sharps container waste.

Completed in the Fall of 2021, with an expected ROI of only 11 months, the hospital was also able to reduce its overall carbon footprint and meet its sustainability goals. Small change. Big impact.

### FINAL RESULTS





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## BENEFITS

### Liability

Eliminate multiple human touchpoints and hauling liability with a portable, self-contained Remediator. Collect manifest data needed for OSHA with cloud-based, automated software and maintain an ongoing log of each disposal cycle, eliminating the need for manual tracking or record-keeping.

### Savings

Gain control over biohazardous waste. Lower operating costs by up to 50% with a controllable fixed cost. Eliminate year-over-year cost increases ranging from 8-18%.

### Environmental Sustainability

Drastically reduce toxic air pollution and carbon emissions, while minimizing the need for a hauling company and incineration. Sterilize and grind bulky red bags and sharps containers into sterile trash on site and reduce waste volume by up to 80%

## CHALLENGE

A 219-bed hospital faces challenges of increasing medical waste and a drastic increase in hauling costs. With a growing monthly spend of over \$4,500.00 and approximately 8,000 lbs of biohazardous waste per month being red bags and sharps.

After learning about the Sterilis Solutions Remediator, the Environmental Services (EVS) manager met with the Sterilis Solutions team to share pain points and identify opportunities for improvement.

During discussions with the hospital and management team, Sterilis Solutions learned that the hospital's red bag and sharps waste accounted for 90% of the waste volume and 94% of the cost of RMW hauling fees. The waste is ultimately incinerated, all while the hospital remains liable for the waste until a certificate of destruction from the hauling company is provided. The hospital experienced service level issues associated with hauling companies, average cost increases of 17% year over year, and the desire to be more environmentally sustainable.

## OUTCOME

After reviewing the customer's challenges, Sterilis Solutions completed a detailed waste assessment to build an accurate ROI; taking into consideration hours of operation, current hauling spend, and the total volume of waste produced per month. After careful analysis, the ROI showed annual savings of \$40,512.36 and 5-year savings of \$219,976.32. Ultimately, one Remediator was installed to alleviate increased waste and allow complete control over their biohazard red bags and sharps container waste.

Completed in the Summer of 2020, with an expected ROI of only 16 months, the hospital was also able to reduce its overall carbon footprint and enter the sterilized confetti produced through the cycling process into an advanced recycling program resulting in total avoidance of landfills.

Small change. Big impact.

## FINAL RESULTS

**74%**

Reduction of  
operating  
costs

**100%**

Control  
gained for  
red bag and  
sharps

**80%**

Waste  
volume  
reduction

**100%**

Red bag and  
sharps waste  
recycled



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### OPPORTUNITIES

- Gain Control
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- Reduce Liability
- Environmentally Sustainable Option

## BENEFITS

### Liability

Eliminate multiple human touchpoints and hauling liability with a portable, self-contained Remediator. Collect manifest data needed for OSHA with cloud-based, automated software and maintain an ongoing log of each disposal cycle, eliminating the need for manual tracking or record-keeping.

### Savings

Gain control over biohazardous waste. Lower operating costs by up to 50% with a controllable fixed cost. Eliminate year-over-year cost increases ranging from 8-18%.

### Environmental Sustainability

Drastically reduce toxic air pollution and carbon emissions, while minimizing the need for a hauling company and incineration. Sterilize and grind bulky red bags and sharps containers into sterile trash on site and reduce waste volume by up to 80%

## CHALLENGE

A 670-bed hospital faces challenges of increasing medical waste and a drastic increase in hauling costs. With a growing monthly spend of \$19,781.89 and approximately 36,000 lbs of biohazardous waste per month being red bags and sharps.

After learning about the Sterilis Solutions Remediator, the Chief Sustainability Officer met with the Sterilis Solutions team to share pain points and identify opportunities for improvement.

During discussions with the hospital and management team, Sterilis Solutions learned that the hospital's red bag and sharps waste accounted for 89% of the waste volume and 93% of the cost of RMW hauling fees. The waste is ultimately incinerated, all while the hospital remains liable for the waste until a certificate of destruction from the hauling company is provided. The hospital experienced service level issues associated with hauling companies, average cost increases of 12% year over year, and the desire to be more environmentally sustainable.

## OUTCOME

After reviewing the customer's challenges, Sterilis Solutions completed a detailed waste assessment to build an accurate ROI; taking into consideration hours of operation, current hauling spend, and the total volume of waste produced per month. After careful analysis, the ROI showed annual savings of \$181,774.68 and 5-year savings of \$984,835.86. Ultimately, four Remediators were installed to alleviate increased waste and allow complete control over their biohazard red bags and sharps container waste.

Completed in the Spring of 2022, with an expected ROI of only 15 months, the hospital was also able to reduce its overall carbon footprint and enter the sterilized confetti produced through the cycling process into an advanced recycling program resulting in total avoidance of landfills.

Small change. Big impact.

## FINAL RESULTS

**76%**

Reduction of  
operating  
costs

**100%**

Control  
gained for  
red bag and  
sharps

**80%**

Waste  
volume  
reduction

**100%**

Red bag and  
sharps waste  
recycled



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- Gain Control
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### BENEFITS

#### Liability

Eliminate multiple human touchpoints and hauling liability with a portable, self-contained Remediator. Collect manifest data needed for OSHA with cloud-based, automated software and maintain an ongoing log of each disposal cycle, eliminating the need for manual tracking or record-keeping.

#### Savings

Gain control over biohazardous waste. Lower operating costs by up to 50% with a controllable fixed cost. Eliminate year-over-year cost increases ranging from 8-18%.

#### Environmental Sustainability

Drastically reduce toxic air pollution and carbon emissions, while minimizing the need for a hauling company and incineration. Sterilize and grind bulky red bags and sharps containers into sterile trash on site and reduce waste volume by up to 80%

### CHALLENGE

A 920-bed hospital faces challenges of increasing medical waste and a drastic increase in hauling costs. With a growing monthly spend of \$30,675.33 and approximately 61,000 lbs of biohazardous waste per month being red bags and sharps.

After learning about the Sterilis Solutions Remediator, the Vice President of Environmental Services met with the Sterilis Solutions team to share pain points and identify opportunities for improvement.

During discussions with the hospital and management team, Sterilis Solutions learned that the hospital's red bag and sharps waste accounted for 89% of the waste volume and 94% of the cost of RMW hauling fees. The waste is ultimately incinerated, all while the hospital remains liable for the waste until a certificate of destruction from the hauling company is provided. The hospital experienced service level issues associated with hauling companies, average cost increases of 14% year over year, and the desire to be more environmentally sustainable.

### OUTCOME

After reviewing the customer's challenges, Sterilis Solutions completed a detailed waste assessment to build an accurate ROI; taking into consideration hours of operation, current hauling spend, and the total volume of waste produced per month. After careful analysis, the ROI showed annual savings of \$284,703.96 and 5-year savings of \$1,541,313.07. Ultimately, six Remediators were installed to alleviate increased waste and allow complete control over their biohazard red bags and sharps container waste.

Completed in the Winter of 2021, with an expected ROI of only 14 months, the hospital was also able to reduce its overall carbon footprint and enter the sterilized confetti produced through the cycling process into an advanced recycling program resulting in total avoidance of landfills.

Small change. Big impact.

### FINAL RESULTS

**77%**

Reduction of  
operating  
costs

**100%**

Control  
gained for  
red bag and  
sharps

**80%**

Waste  
volume  
reduction

**100%**

Red bag and  
sharps waste  
recycled