



STERILIS SOLUTIONS CASE STUDY



How Sterilis Solutions provides laboratories 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

A Virginia-based reference laboratory faces challenges of increasing medical waste and a drastic increase in hauling costs {\$60k - \$70k/ month} due to the Coronavirus pandemic.

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

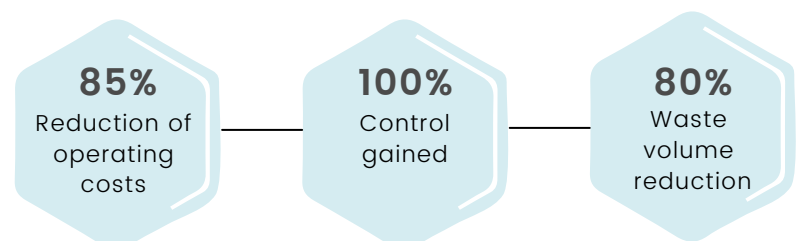
During discussions with the laboratory, Sterilis Solutions learned that the laboratory is dependent on a third-party hauling service to pick up the regulated medical waste, haul it away for incineration, all while remaining liable for the waste until a certificate of destruction from the hauling company is provided. The laboratory expressed service level issues associated with hauling companies, average cost increases of 18% year over year, and inability to meet sustainability goals due to lack of control over their medical waste stream.

OUTCOME

After reviewing the customer's challenges, Sterilis Solutions completed a detailed waste assessment and ROI. Ultimately, six Remediators were installed, providing the laboratory complete control over their waste, and eliminating the need for a third-party hauling company.

Completed in the Fall of 2021, with an expected ROI of 6 months, the laboratory was also able to reduce its overall carbon footprint and meet its sustainability initiative. Small change. Big impact.

FINAL RESULTS





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CHALLENGES

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OPPORTUNITIES

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Liability

Savings

Environmental Sustainability

