

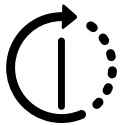



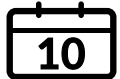
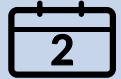






The business case for specifying DeepClean

Contour has enabled the NHS to potentially save over £35 million since 2006*

We've done this by developing the revolutionary DeepClean LST and anti-ligature guard range. On this basis here's an example costing based on a hospital with 150 radiators that require a full weekly clean.

Traditional LST	DeepClean LST
 <p>2 person job involving estates personnel.</p>	 <p>1 cleaning operative alone can now open the LST casing.</p>
 <p>Conservatively estimate at least 30 minutes to remove 1 LST casing, clean casing internally, clean radiator, clean wall, clean floor and refit casing (wall & back of radiator cannot be cleaned). Excludes replacing silicon sealant around unit.</p>	 <p>5 minutes to clean every internal surface of the casings and the radiator, including back of radiator and whole wall space. No need to replace sealant around units.</p>
 <p>7 hours working day = 14 LST radiator guards cleaned per day per team.</p>	 <p>In an average day of 7 working hours, 1 person can clean 84 radiators.</p>
 <p>Over 10 days required for 2 people to clean the 150 radiators in the property.</p>	 <p>Allow 2 days for 1 person to clean every radiator in the property.</p>
 <p>Weekly cleaning of these radiators would require 2 teams of two staff, both working at least 5 days a week to complete 1 cleaning cycle.</p>	 <p>Weekly cleaning would now realistically require only 1 dedicated cleaner, with little or no support from the estates department.</p>
 <p>An annual budget of at least £63,481.60 at the National Living Wage (£8.72 ph as of 19/5/21) would be required to clean all 150 radiators on a weekly basis.</p>	 <p>At the National Living Wage (£8.72 ph as of 19/5/21) weekly cleaning of these radiators would cost the hospital £6,348.16 per year.</p>

In this example, replacing traditional LST units with DeepClean LST radiators or guards could save £57,133.44 in cleaning costs by the end of year 1, or over £380.89 per radiator/guard.

*Savings figure is based on the likely costs for cleaning traditional LST radiators to the required NHS standards, compared to the estimated cost of cleaning all the Contour DeepClean LST radiators supplied to NHS facilities since 2006, to the same standard. Standards based on NHS guidelines that state radiators should be cleaned on a weekly basis and that radiator guards should be removed as part of a 'damp-dusting' cleaning regime. For reference these specifications can be found in NHS National Patient Safety Agency documents 'The national specifications for cleanliness in the NHS: Guidance on setting and measuring performance outcomes in primary care medical and dental premises', August 2010 and 'The Revised Healthcare Cleaning Manual', June 2009.