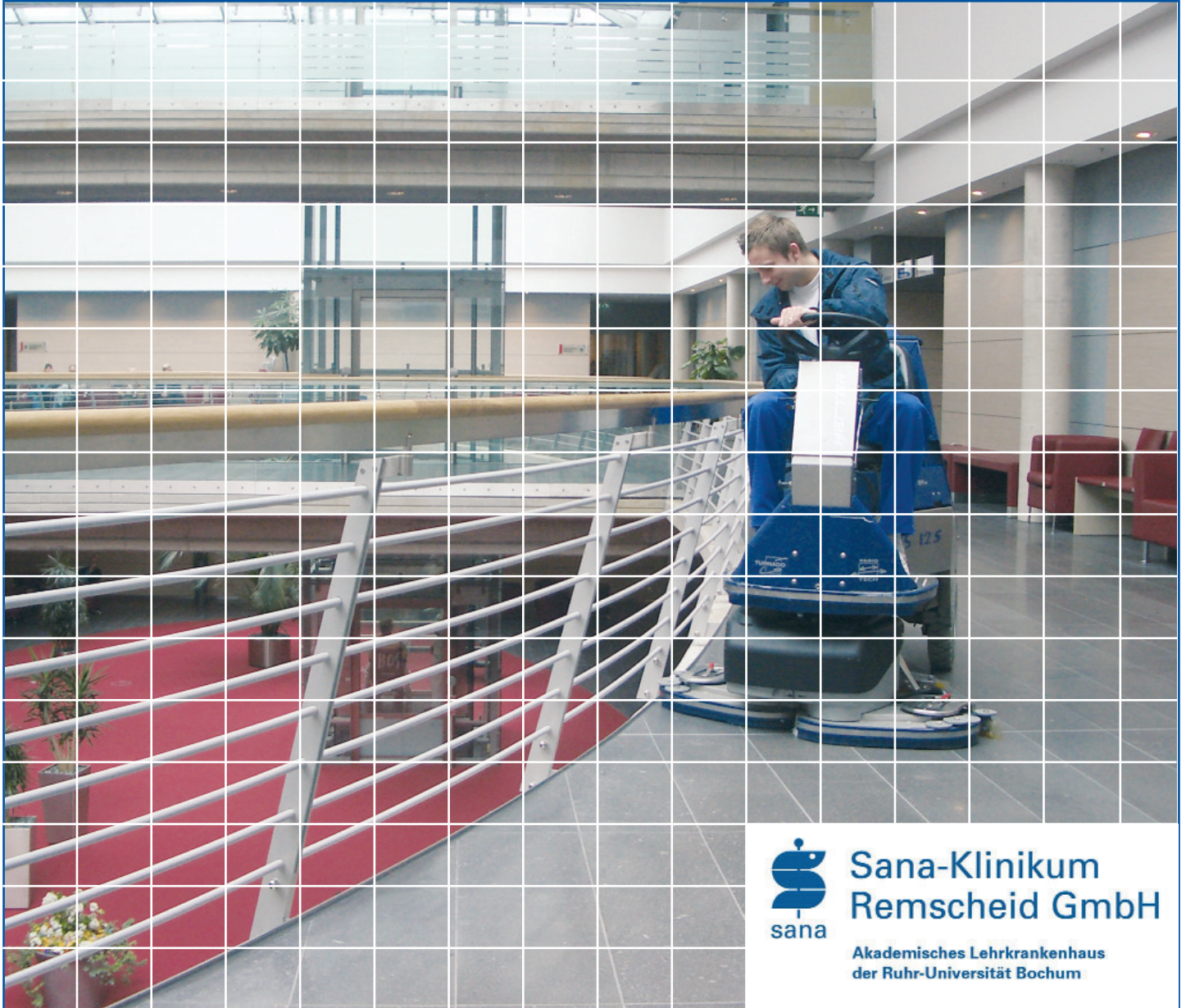


case study
INNOVATION made in Germany



**Sana-Klinikum
Remscheid GmbH**

**Akademisches Lehrkrankenhaus
der Ruhr-Universität Bochum**

Innovative Cleaning System in Europe's most modern hospital

Remscheid, August 2006 - The opening ceremony of the newly built Sana-Klinikum in Remscheid, the "hospital of the future", took place on 19 May, 2005. During the planning stage, everyone involved made sure that the new hospital would be one where everything is close at hand, in which saving time and costs are considered important, and which at the same time offers the 45,000 patients each year a hotel atmosphere.

The company responsible for cleaning services in the new hospital is DGS Gebäudereinigung GmbH in Remscheid, who chose the innovative FS112 cleaning system from HEFTER Cleantech for daily maintenance cleaning.

If one wants to belong to the best, cleanliness and hygiene play an important role.

With the title "hospital of the future" Sana-Klinikum in Remscheid has set itself an ambitious goal. In times of radical change, such as the changes currently taking place in the public healthcare sector, there are great challenges, e.g. the further development of medical competence, cost pressure, economic efficiency, reputation and competitiveness. In spite of these challenges, the clinic management is convinced that the current and the planned healthcare system have growth potential, which gives cause for optimism. That is why Sana-Klinikum aims with its internal strategy at being among the best in the entire sector. Cleanliness and hygiene are major factors for achieving this goal - they are not just a matter of appearance.



Mrs. Rusch navigates the FS 112 safely even through the narrowest passages in the building.

Not just dry, but safe to walk on right away

This requires not only thorough cleaning but also ensuring that floors in heavily frequented areas dry quickly and are safe to walk on straightaway after having been cleaned. "The HEFTER Cleantech system leaves all areas absolutely clean and dry - our patients and visitors can walk on the freshly cleaned floors without any danger of slipping; this was a very important factor when making our decision", said Jörg Rusch of DGS GmbH, who is in charge of cleaning services at Sana-Klinikum.

Only hospitals, care facilities and rehabilitation centres which are run with economic efficiency can ensure that patients receive good medical care in the future.

The introduction of the HEFTER system made it possible to optimize both the work routine and the organisation of cleaning processes. Before, the clinic was cleaned using various successive machines; and, in addition, not easily accessible floor areas had to be cleaned manually. Due to the flexible working width of the VARIOTECH® technology, it is even possible to clean areas which are not easily accessible - e.g. under handrails and in corners - mechanically. Time-consuming distances and the use of lifts have been optimized; this helps to reduce working time considerably.

A further advantage for users is the large 150-litre tank, which enables longer cleaning sessions without the necessity to keep refilling water and cleansing agents.

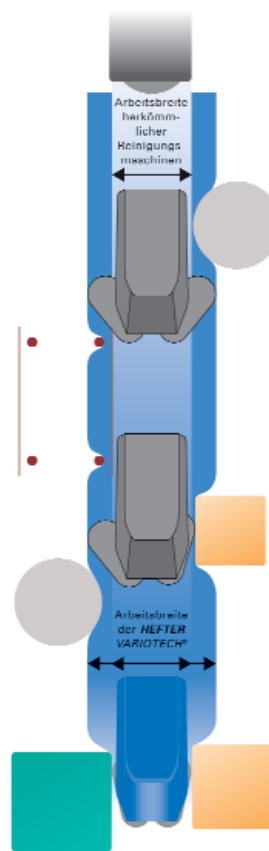
Costs could be reduced by about 25%.

Due to the enormous amount of time saved with the new cleaning system from HEFTER Cleantech, the costs could even be reduced by 25%, while at the same time, better cleaning results were achieved.

Every day, the FS112 is used to clean a total area of 10,000 sqm. It is extremely important that patients and visitors are not disturbed by noise caused by a cleaning system. The HEFTER system has a so-called "SILENT" function, which strongly reduces the noise level in comparison to the usual machines made by other manufacturers. This enables cleaning during the day without disturbance to patients and visitors.

Simple operation, convincing technology, perfect service.

Outstanding features of the VARIOTECH systems are user-friendly handling and extremely compact sizes, which ensure exceptional manoeuvrability.



"Made in Germany" quality includes, among other things, a ten-year guarantee on the high-grade steel chassis and a five-year guarantee on the tank.

The system is leased; this means that running expenses are clear and easily calculable. When making the leasing agreement, the management decided on a maintenance service contract, because capital goods of a high technical standard can only keep on functioning perfectly as long as they are serviced regularly. And, if a fault should arise at any time, the service technicians from HEFTER Cleantech will be on the spot right away with help and advice.

more informationen:

DGS GmbH
Gebäudereinigung / Krankenhausservice
Burger Straße 211
42859 Remscheid
Germany

contact person:
Mr. Jörg Rusch (Objekt Manager)

Tel.: +49 (0) 2191 / 13 33 40
Fax: +49 (0) 2191 / 13 50 39

HEFTER CLEANTECH GmbH
Marketing
Am Mühlbach 6
83209 Prien am Chiemsee



left, Rolf Gläsel, Sales representative HEFTER Cleantech West Germany; middle Mrs. Rusch, DGS GmbH; right Herr Rusch, DGS GmbH
Tel.: +49 (0) 80 51 686-0
Fax: +49 (0) 80 51 686-179
E-Mail: cleantech@hefter.de
www.hefter-cleantech.de

