



Ensuring legionella-free water for hospitals

Contamination of a hospital's water supply is a serious problem of public health. Therefore, it is important to take preventive action against legionella infections and prevent legionella formation in drinking water systems. This has been acknowledged and is becoming more and more a part of the agenda in hospitals and other public buildings. Hospital administrators have realised that a systematic approach towards the legionella problem is needed.

The Oxiperm Pro disinfection system made by Grundfos would be the ideal solution. However, it is extremely difficult to become a supplier for hospitals. So Grundfos had to find a way to get a foot in the door.

THE SITUATION

To become a supplier for hospitals, Grundfos looked for a partner with experience in this market and a suitable customer database to act as a door-opener for Grundfos disinfection products. And found BioH srl:

BIOH srl, an Italian company founded in 2002, has many years of experience in supplying disinfection systems and global services to hospitals. BIOH srl has three divisions:

TOPIC:

Ensuring legionella-free water for hospitals: the Oxiperm Pro made by Grundfos

LOCATION:

Italy

COMPANY:

BIOH srl

Water Treatment Services for hospitals Maintenance and control (for installations)
Grundfos signed a contract with them in 2010. Right after that, BIOH srl started to offer our Oxiperm Pro system to their customers.

THE SOLUTION

To differ from the competition, BIOH srl did not only offer the complete system to the hospitals, but also offered the possibility to rent it for a minimum of 36 months, maintenance included.

A combination of unique services such as a nation-wide presence of dedicated technicians and the opportunity to constantly monitor the application via the Grundfos Remote Management website made it possible to install more than 60 Oxiperm Pro systems in various configurations so far. One of the outstanding installations is the one in the Policlinico San Matteo, a hospital in Pavia. The Policlinico is one of the largest health care facilities not only in Italy, but in all of Europe.

THE OUTCOME

The end-users get a versatile and reliable system which ensures properly disinfected water and minimizes the risk of legionella formation in pipes. It also goes without saying that the Oxiperm Pro solution meets the current drinking water standards.

The customers also value the possibility to monitor the entire system in real-time via the Grundfos Remote Management (GRM) website. GRM allows maximum control and full traceability of the process and provides reports in digital form. The system can easily be integrated into existing maintenance and facility management programs, it fulfills record-keeping requirements and is in compliance with the instructions in the Guidelines for the Prevention of the Legionnaires' disease.

In 2010, the Oxiperm Pro system was tested in collaboration with the University of Pavia, and was certified by the Italian Health Authorities as a protection device for the containment of infections in water supply systems in accordance with Italian Law (81/2008).

Tommaso Cucinotta's résumé is:

"A win-win.... win result

FOR THE END-USER

A reliable, high-quality disinfection system
Traceability of the system (reports, alarms etc.)
Regular service
No need for initial investment

FOR BIOH SRL

Expansion of their product portfolio: addition of an innovative, reliable system Profitable sales of maintenance contracts No credit risk (monthly payments) Technical support and training from Grundfos

FOR GRUNDFOS

60 Oxiperm Pro systems sold and installed No credit risk (payment after 60 days whereas hospitals pay after 2-3 years!) High-profile customers such as at the Policlinico San Matteo in Pavia, one of the largest health care facilities in Europe.

All in all, this cooperation has been a beneficial one for everybody!”

THE FOLLOWING GRUNDFOS PRODUCTS HAVE BEEN INSTALLED:

Oxiperm Pro disinfection systems Grundfos Remote Management (GRM)

Additional Images



Related Products



DIGITAL DOSING, DME, DMS, DDI

The DME/DMS/DDI dosing pumps are designed for handling chemicals



GRUNDFOS REMOTE MANAGEMENT - MONITORING PUMP INSTALLATIONS

A secure, internet-based system for monitoring and managing pump installations.