



Company Profile:

Hackensack University Medical Center located in Hackensack, New Jersey was established in 1888. It is part of the Hackensack University Health Network. A 900-bed non-profit, research and teaching hospital located 7 miles west of NYC.

The Situation:

Hackensack UMC was purchasing filters that needed to be changed quarterly costing the hospital money in excessive filter changes, energy, labor and waste. Customer was buying a commodity filter that did not maintain the Merv A rating required by the hospital guidelines of standard care which could cost the hospital penalties in Medicare reductions due to health acquired infections down the road not to mention the cost they would be spending in energy costs. The current supplier provided Purolator HE pre filters that were synthetic and dropped to a Merv 6 and the final filter was the Serva Cell MV 14 that dropped to a Merv 11. Both filters, being synthetic, puts them at risk by not maintaining the Merv A value required. The pre filters were being changed every quarter and the final filter yearly.

The Action:

After several meetings and educating the customer on the hospital guidelines of standard care and total cost of ownership, General Aire Systems was able to provide the APIII and S Flo Final Filter. Continuing to educate the customer and understanding the TCO, the customer has taken small steps in achieving the maximum savings in upgrading the final filter to the Hi Flo ES the second year. In the next phase, General Aire Systems will supply the 30/30 Merv 8 filter that will be changed every six months and the Hi Flo ES final filter that will be changed yearly.

The Result:

General Aire Systems completed and submitted an LCC showing a savings of \$19,032.00 over 4 years on Medical Plaza and R&D Bldg. When Hackensack UMC sees the benefits and savings after two years the next step would be to supply the Durafil 4V Final filter that will save approximately \$78,873.00 at this location.

The Proof:

General Aire Systems will provide lunch and learns to continue to educate and be a partner with Hackensack UMC. We will monitor the filters every quarter and provide data back to the customer to further prove our claims.