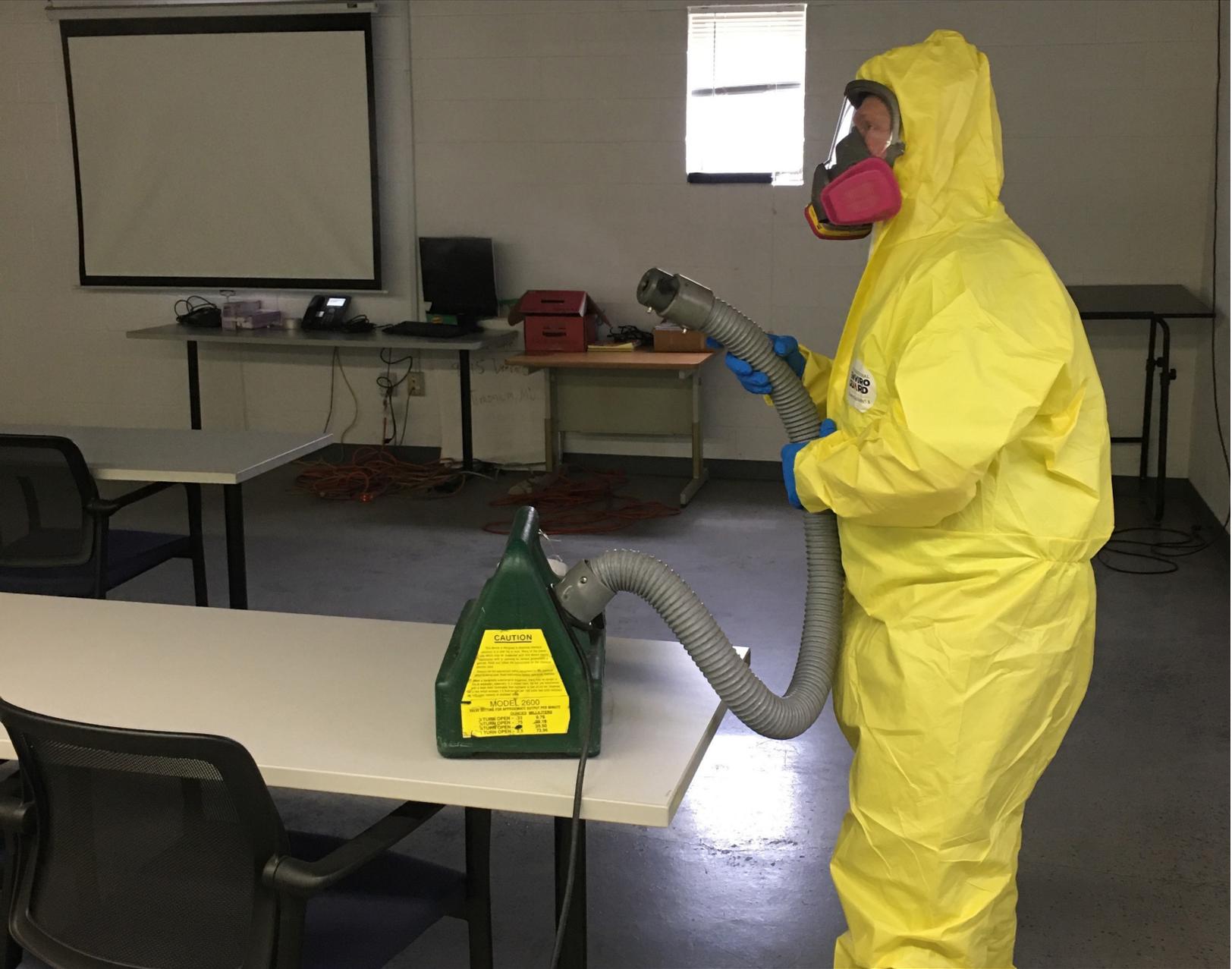


COVID-19 DECONTAMINATION PRICING EXPLAINED

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COVID-19 DECONTAMINATION PRICING EXPLAINED

In these uncertain times created by the COVID-19 pandemic too often one of the uncertainties is the methodology and pricing for decontamination or disinfection. ServiceMaster Recovery Management, in collaboration with industry experts has created this guide to help eliminate confusion and ensure commercial facilities and businesses have a better understanding of not only the process, but also the main factors that affect pricing.

FACTOR # 1 — EXPOSURE LEVEL (CONFIRMED VS. PREVENTATIVE)

If someone who was in the facility has a confirmed or suspected case of COVID-19 the protocols recommended by organizations such as the CDC are much different than if the facility is being cleaned as a preventative measure. Most reputable providers will require an industrial hygienist for all confirmed exposures. An industrial hygienist's role is to ensure all protocols are being followed including the use of personal protective equipment (PPE) and the proper cleaning procedures. Having this individual on site does affect pricing, however this role is critical to not only protecting employee safety but also in providing the most effective disinfection possible.

In addition, confirmed or suspected exposures require a greater amount of PPE. This also impacts pricing, but if not utilized could expose the facility and employees to increased risk of infection.

Confirmed Cases Require:

- Industrial Hygienist
- Hand wiping of high touch surfaces
- Increased PPE

FACTOR # 2 — CLEANING METHOD

Considering the various and sometimes loosely interpreted guidelines from the CDC, state and local governments, cleaning methodologies vary greatly. While there are several options from hand wiping to fogging, each method has a place within the cleaning process. There is no such thing as a one-size-fits-all solution and if a vendor uses the incorrect method there is a drastic decrease or possibly elimination of product effectiveness. For example, if a provider elects to fog a facility, but the product they use requires a 15-minute dwell time, the fogging will be ineffective.

FACTOR # 2 — CLEANING METHOD CONT.

Hand Wiping

Should be used to address high-touch surfaces such as door handles, escalator rails, elevator buttons and so on. Provides a longer dwell time due to the application method which allows the surface to remain damp longer. In addition, hand wiping cleans surfaces of debris in accordance with CDC guidelines, which state surfaces must be free of soil and debris prior to disinfection.

Electrostatic Spray (sometimes known as fogging)

One of the most advanced product application methods available. The speed of application allows for large areas to be covered in a relatively short time. Fogging is best utilized in conjunction with hand wiping to cover large, open areas. Fogging is especially useful in manufacturing plants, distribution centers and other large facilities with isolated human contact.

Pump Spray

Can be useful in large areas, but there is a risk of inadvertently effecting some materials such as paper products or fabric do the concentration of the product and the size of moisture particles. Pump spray application is best used in large areas with primarily flat, hard surfaces such as tiled hallways or lobbies.

To summarize, restoration providers should recommend a combination of application methods to provide the most effective disinfection plan possible. If a provider recommends a single method such as fogging ask for details on how they will decontaminate other aspects such as high-touch surfaces, fabric or paper products. Application method is often overlooked and when a provider wants to cut costs or lower their bid, they will often recommend a fogging application only which may not be effective.

FACTOR # 3 — PRODUCTS

Products are a vital part of any effective disinfection. While it is important to use the correct products, it is equally important to use the products correctly. There are several aspects of selecting and using the right products in the right way to provide effective decontamination including; product registration, mixing, dwell time and application method.

FACTOR # 3 — PRODUCTS CONT.

Mixing

One way contractors may try to cut costs and save money is by over-diluting products. This has a direct impact on the effectiveness of the products and may eliminate the disinfectant qualities altogether. Similar to home cleaners, if the product is diluted too much it offers no value in providing any kind of disinfection.

Dwell Time

Similar to mixing instructions, dwell time is set by the product manufacturer and must be strictly followed to achieve effective disinfection properties. Simply put, dwell time is the length of time required for the product to remain on the surface being disinfected. The surface must remain wet or damp for the entire duration. Product dwell times can range from 1-2 minutes up to 15-20 minutes. Dwell time is available on the product label. Make sure your provider is following the manufacturer requirements for dwell time and feel free to ask your provider during the bid process what their product dwell times are. If the provider is using a product with a 15-minute dwell time, ask how they are ensuring the full 15-minute duration.

Application Method

Application method is especially important in relation to the product dwell time. For example, if a product's dwell time is 15 minutes, but the provider is using a fogger, the technician would need to directly fog a surface for 15 minutes straight for the product to be effective. Ask your provider how they are going to apply each product they are using and verify that the application method allows the proper dwell time.

Proper decontamination for COVID-19 is a complex process which requires the highest level of expertise and precautions. If a contractor is willing to provide a flat square footage price they are over-simplifying the process and most likely not qualified to successfully complete the disinfection. Reputable providers will discuss the situation with you, learn about your facility and develop an effective cleaning plan based on your needs.