



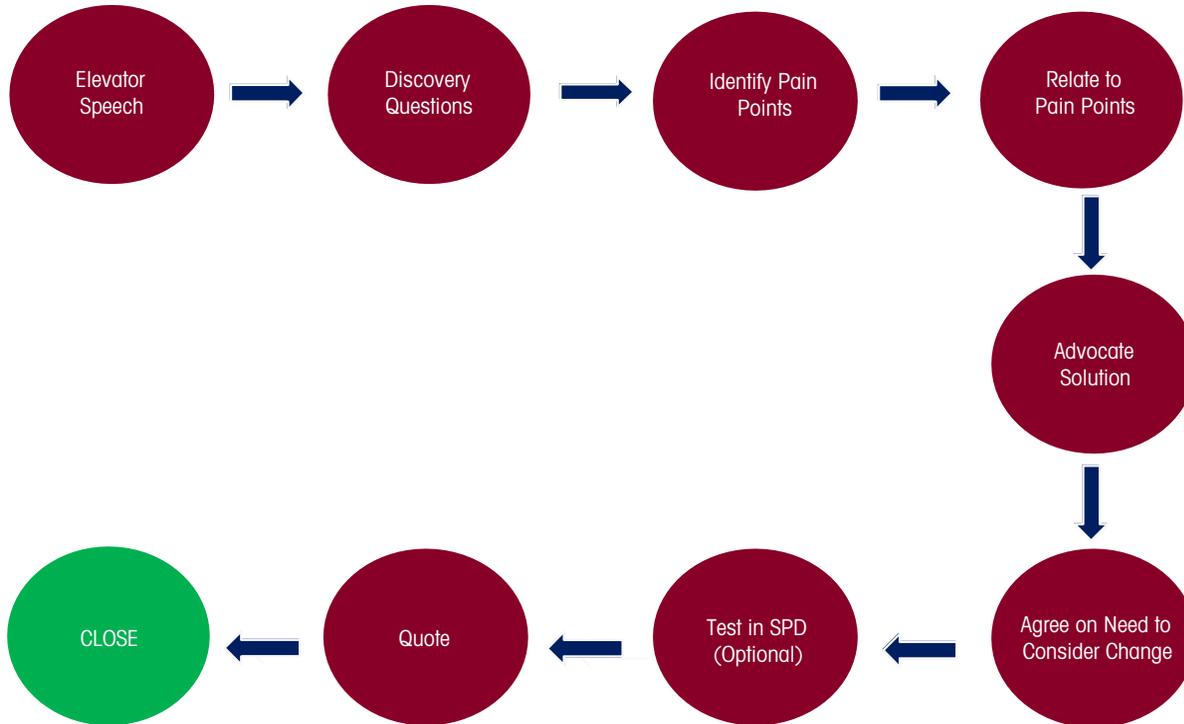
**DR. WEIGERT**  
Systematic Hygiene



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# Neodisher Cleaning Products – Cheat Sheet



| Manufacturer      | Trade name                 | heatstable instruments |   |         |   | heatsensitive instruments |   |         |   | US |   |
|-------------------|----------------------------|------------------------|---|---------|---|---------------------------|---|---------|---|----|---|
|                   |                            | Manual                 |   | Machine |   | Manual                    |   | Machine |   |    |   |
|                   |                            | C                      | D | C       | D | C                         | D | C       | D |    |   |
| Dr. Weigert, GmbH | neodisher® FA forte        | -                      | - | •       | - | -                         | - | -       | - | -  | • |
|                   | neodisher® LM 2            | •                      | - | -       | - | -                         | - | -       | - | -  | - |
|                   | neodisher® MediClean       | •                      | - | •       | - | •                         | - | •       | - | •  | • |
|                   | neodisher® MediClean forte | •                      | - | •       | - | •                         | - | •       | - | •  | • |
|                   | neodisher® MediZym         | •                      | - | •       | - | •                         | - | •       | - | •  | • |
|                   | → neodisher® MultiZym      | •                      | - | -       | - | •                         | - | -       | - | -  | • |

IFU GA-J050

# Competitive Product Specification and GHS Comparison Chart

| COMPANY  | PRODUCT NAME              | # of Enzymes | APPLICATIONS |            |        | GKE Test Dosage<br>FL. OZ./GAL | GKE Testing Time for Equal Performance | GHS Signal Word & Hazard Symbols |   |   |
|--|---------------------------|--------------|--------------|------------|--------|--------------------------------|--|----------------------------------|---|---|
|  |                           |              | MANUAL       | ULTRASONIC | WASHER |                                |  | Signal Word                      |  |  |
| Dr. Weigert  | neodisher MultiZym        | Triple       | Y            | Y          | N      | 0.5                            | 3 min                                  | No                               |   |   |
| Steris  | Prolystica 2X             | Dual         | Y            | Y          | Y      | 0.5                            | 20 min                                 | Danger                           | x   |   |
| Ecolab  | Multi Enzymatic Detergent | Triple       | Y            | Y          | N      | 1.0                            | 5 min                                  | Danger                           | x   | x   |
| Ecolab   | Enzym Detergent           | Single       | Y            | Y          | Y      | 1.0                            | 20min                                  | No                               |   |   |
| Ruhof  | Endozime AW Plus          | Triple       | Y            | Y          | Y      | 0.5                            | 20 min                                 | No                               |   |   |
| Metrex   | Empower                   | Dual         | Y            | Y          | Y      | 1.0                            | 5 min                                  | Danger                           |   |   |
| Metrex   | Metrizyme                 | Dual         | Y            | Y          | Y      | 1.0                            | 8 min                                  | Danger                           | x   | x   |
| Sultan   | Zymex                     | Dual         | Y            | Y          | Y      | 1.0                            | Poor                                   | Danger                           | x   |   |

 *Verified in field test*

## Pain Points

|  |   |   |   |  |
|--|---|---|---|--|
| <b>Safety/Liability</b><br>Safety of personnel and use of a non- hazardous product are considered. | <b>Cleaning Performance</b><br>No sufficient cleaning results and/or use of a single or dual enzyme detergent are considered. | <b>Turn-Around Efficiency</b><br>Needs turn-around time improvements and soak time is > 4 minutes | <b>Manage Cost-Efficiently</b><br>Use cost and/or waste disposal reduction desired                          |  |
|  |   |   | <b>Material Compatibility</b><br>Frequent RWMIC instrument damages or no use of an approved RWMIC detergent | <b>Corrosion</b><br>No pre-treatment Elapsed time between instrument used in OR and soaking in SPD is > 24 hours |

# Relate to Identified Pain Points

## PAIN POINTS

Elapsed time between instrument used in OR and soaking in SPD is > 24 hours and/or corrosion rate is high



## IMPROVEMENT OPPORTUNITIES

- neodisher PreStop keeps instruments moist up to 72 hours. Easier to clean in the SPD - speeds up the process.
- If corrosion is a pain point, pitch: neodisher PreStop is an excellent corrosion inhibitor helping to protect the instruments from corrosion up to 72 hours

No sufficient cleaning results and/or use of a single or dual enzyme detergent



- Use a better performing corrosion inhibitor including self-acting pre-cleaning for pre-treatment in the OR → neodisher PreStop
- Use a high performance enzymatic detergent with superior cleaning power
- *If a single or dual enzyme product is used pitch the use of 3 enzymes in neodisher MultiZym. Describe the purpose of the protease, lipase and amylase enzymes in neodisher MultiZym*
- *Pitch performance comparison chart*

Needs turn-around time improvements and soak time is > 4 minutes



- neodisher MultiZym has a minimum soak time of 2 minutes.

Safety of personnel and use of a non-hazardous product are considered.



- Many enzymatic detergents for soaking and manual cleaning are classified as a hazardous product in accordance to GHS/CLP classification. nd MultiZym is a non-hazardous product that can reduce the health risks to personnel and the liability exposure
- *Review the CLP regulation comparison chart and pitch if appropriate*

Use cost and/or waste disposal reduction desired



- neodisher MultiZym is an ultra concentrated product that is used with low dosage rates compared to most other products promoting reduced use cost and less waste disposal volume (use the nd MultiZym usage/disposal comparison chart)

Material Compatibility Complaints



- Show RWMIC material compatibility chart (MultiZym) and RWMIC letter (PreStop)

## General Questions:

- How many cases do you process on average/day?
- Is your current turn-around time of instrument reprocessing sufficient or would you like to see improvements? (If turn-around time improvement is desired ask for currently used soak time)
- Is the use of a non-hazardous enzymatic detergent in accordance with GHS/CLP regulation protecting your personnel important to you and your organization?
- Do you experience any material compatibility issues?

## Closing Questions:

- Are there any other current operational issues related to instrument reprocessing you would like to resolve?
- Are you satisfied with the training curriculum offered by your current enzymatic detergent supplier?
- Based on the information you provided, there might be opportunities to improve your operation. Do you have a few more minutes so that I can explain them to you?

# neodisher PreStop 750 ml bottle.

- Wetting agent
- Support cleaning effectiveness
- Self-acting pre-cleaning
- Effective for up to 72 hours
- Corrosion inhibitor



## Discovery Questions: neodisher PreStop750 ml

- Are you satisfied with the current rejection rate of the instruments related to cleanliness and/or corrosion?
- Does the OR use a pre-treatment product with corrosion inhibitors? If yes, is it an enzymatic foam and what is the brand? How long is it effective and does it cover the worst-case delayed reprocessing time?
- As a worst-case scenario, how much time might elapse between the pre-treatment of the instruments in the OP and being soaked in the SPD? (If longer than 24 hours most likely the current product is not as effective)

## Discovery Questions: neodisher MultiZym



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- How do you dose your manual enzymatic detergent in the SPD? Do you use manual or automatic dosage pumps or do you use another method?
- Do you use a single, dual or triple enzyme product?
- Are you satisfied with the cleaning performance of the enzymatic detergent used in the SPD? If not why?
- How important are detergent use cost, reduction of waste such as disposal of detergent bottles and inventory space?

# neodisher MultiZym 1L Bottle

- Multi-enzymatic formula with protease, lipase and amylase
- First-class, residue-free cleaning performance
- Ultra high concentrated
- Material compatibility: suitable for flexible endoscopes, surgical stainless steel, optics
- Perfume-free with no color



# neodisher MultiZym 5 L

- Multi-enzymatic formula with protease, lipase and amylase
- First-class, residue-free cleaning performance
- Ultra high concentrated
- Material compatibility: suitable for flexible endoscopes, surgical stainless steel, optics
- Perfume-free
- Colorless



Dear Mr. George,

Richard Wolf has just expanded its program for reprocessing medical devices. We can offer you now the latest manual enzymatic detergent technologies offered by Richard Wolf.

neodisher® PreStop is a new enzymatic foaming spray with corrosion inhibitor including self-acting pre-cleaning used for the pre-treatment of surgical instruments in the operation room, which protects the instruments and keeps them moist up to 72 hours making the cleaning job so much easier in the SPD.

neodisher® MultiZym is a new triple enzymatic cleaner, which can be used for manual and ultrasonic cleaning of surgical instruments in the central sterilization department. The powerful cleaning performance speeds up the reprocessing time. Instrument rejection rates can be reduced and your operation is becoming more efficient.

Do you have interest to learn more about our new program and may I ask you a few questions about your operation? I would like to find out how we can help to improve the efficiency of your operation. It might take a few minutes.

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