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Transcription: Diversey which is a global cleaning hygiene company.

1. Hospital Hygiene Trends: What I see in the rest of the world is that the moment to the new technology is an acceptance is much higher. Let me give you an example,10 to15 years back knee surgeries and use of stents, drug alluting stents, change of body parts, liver transplant / organ transplant were far fewer in the country. Adoption of new techniques for treating patients are coming very rapidly but the change in the hygiene protocol and a critical part of healthcare is much slower. We still use the same chemistry, the same method which we used 50 years back and it's not a surprise for me that the first superbug in the world is named after New-Delhi because we are approach to hospital acquired infection has to go under several generations of change and not just one.
2. Hospital Acquired Infection Challenges: HAI number one problem we have is, we do not have standardize & uniform way of measuring and calibrating it. In many parts of the world, it is mandatory to publish for the hospitals acquired infection rates and are required to follow certain protocol which should be verifiable and should be measured in common standard way and we don't have that in India.
3. Hospital Hygiene Breakthrough: Hospital hygiene has moved many notches up, for example: moving away from the chlorine, which is the main stay of disinfection for many years. The new technologies have moved to accelerate hydrogen peroxide. Chlorine gives you dioxins, environmental damages slow to act, difficult to vet, very high consumption and harms the patients. To accelerate the hydrogen peroxide which kills in less than a minute and can kill worst of germs, very easy to use and components after the disinfection is water and oxygen. So from that prospective, we have come a long way but the adoption is very slow.
4. Diversey Journey So far: Diversey started in late 90s as a part of Unilever India and in 2002 became an independent company with Jersey Johnson family in US to become Johnson family. In the year 2011, it got acquired by Sealed Air and we were a part of the sealed air as one of the division and now effective in September 2017,we are once again an independent company owned by Bain capital ventures globally. Diversey in India has been benefitted by very high class of the startup time managers and old set of people who started this industry in India. We were the first set of people to bring mechanize cleaning to the country. We were the first guy to bring a sight planning activity in the outsourcing industry in the country. We kind of educated that. To bringing to a healthcare an approach of managing acquired infection beyond the operation theatre coz we thing everything happens in the Operation Theatre but if you look at the infections and the problems they all arise outside much more inside. Inside the OT, there is a doctor which is much more careful, takes care of many things, all protocols are much better practiced. But the moment a patient steps out, the nurse, the ward boy, the person who comes to clean the room are they doing the right thing? Is the bed sheet you are washing is at the right place? Or are you using the same mop which comes from a high risk area to low risk area. These are all things, which impact the patient's health which leads to patients going home with two extra infections in which he / she came up with. Most of the times treated with extra anti-biotics

which leads to superbug creation overtime. So, I think the answer is to really up the level of hygiene. Very simply put, it is early to kill the bug outside the body than inside the body.

5. Diversey as Differentiators: We are pioneers in whatever we do. We are the only supplier in the industry which provides end to end solution for all hygiene needs to any industry we deal with, this including healthcare and also includes pharma. I would like to give you a spectrum of how we impact, in a pharma industry we are trying to replace solvents with aqueous cleaning to make it more eco-friendly and much more safer. When you use a low boiling petrochemical solvents for cleaning it causes a very high risk of fire in the space and personal safety risk for the people. When you prefer aqueous cleaning it takes the safety level to another level and there are industry in the country using it. A sterile IPA or sterile cleaning protocols for clean rooms which are class 100 clean rooms which is high level protocol when it comes to managing possibilities of infections where you are packing vaccines or biologics, things are at a very different level: This is on the pharma side.

On the healthcare side, we have a accelerated hydrogen peroxide solution called OXIVER, being accepted and used by many hospitals but as said, slow to adapt. We offered a ultra word let disinfection of a operation theater and high critical areas to add to the current practice of fumigation. It doesn't reach everywhere, and it doesn't kill all the germs all the time, so this is a secondary safety procedure for the hospital to improve the level of sanitation and disinfection in high critical area where the ultra-violet light which we call moon-beam can actually change the picture, we bring the latest technologies in the world and India much before any competitors has done anything like that.

6. Diversey Product: I talked about some of the solutions of healthcare which is moon-beam, which is UV solution for high critical area secondary disinfections, accelerated hydrogen peroxide in the form of TB-vibes and in the form of solution for cleaning and disinfecting all hard surface area, Laundry solution for Clax for hospital linen which can disinfect and have a residual disinfectant on which the patient touches body and the wound touched. A Complete food safe for the hospitals food which is served, provide for food safety. Then a top-downed or a smart cleaning approach for minimizing the infection possibilities, making sure that the tools and mops from low infection to high infection area and they do not get mixed and should be kept separated, so there is a protocol, training and the whole method. Mechanized cleaning at all levels, floor cleaning, fumigation, we provide a complete range of solutions / end-to-end solution to the hospitals, what we call it is high-performing hygienic hospital. Which means hygiene is a must and efficiency has to be the highest for the hospital to manage their cost effectiveness in the right manner.
7. Diversey Future plans: We will continue to create the market in the country, we are pioneers, our efforts always is to bring the latest technologies, populate them and most of our products are manufactured locally. While we are global company, 90% of our product are locally made and sold, what that does is, it gives us an extra edge over a competition when it comes to price competitiveness, speed of delivery, ability to adjust. We have a large R&D center already and which we are expanding. One of our global technical centers which develops solutions for the globe is based in Mumbai which is 50 scientist working with it fulltime. We have Long term plans for the country and India is a jewel in the Diversey crown globally.