

MEDCLEAN TECHNOLOGIES Presents:

Technology enabled Service (TeS)

MedClean Technologies and our Certified Service Partners (CSP) have developed a comprehensive, yet flexible solution to meet our customers demand for the treatment and disposal of medical waste. Through the combination of industry approved innovative technology, superior localized service, and unmatched savings, TeS can be configured to support clinics, a single hospital location, a regionalized IDN, or a large national health network.

With the shift in motivating factors by key decision makers at hospitals to “go green, and save green”, while continuing to follow best-practices, MedClean and their national network of CSP’s have set out to “change the game”. The increasing requirement to reduce overall expenses has created the requirement for inexpensive medical waste treatment and disposal services. The desire to have flexibility and control for implementing best-practices inspired the team at MedClean to create Technology enabled Service. The MedClean Certified Service Partners Program is a subset of the Independent Medical Waste Transporters Association (IMWTA). The IMWTA represents the interests of more than 80 independent medical waste transporters across North America. MedClean has selected the “best of the best” of the medical waste transporters to work side by side to create TeS.

TeS is the combination of service and technology required to address a variety of medical waste streams that hospitals and health care facilities create. MedClean provides our industry leading regulated medical waste treatment equipment and our CSP provides the service level required to implement a total solution customized to support our customers requirements. The combination has proven to be a safer, cleaner, “greener”, more reliable, and less expensive solution to hospitals and health systems. Relying on medical waste transport or medical waste treatment technology solely is no longer required. MedClean enables waste generators to customize their best practices approach based upon their goals and motivating factors.

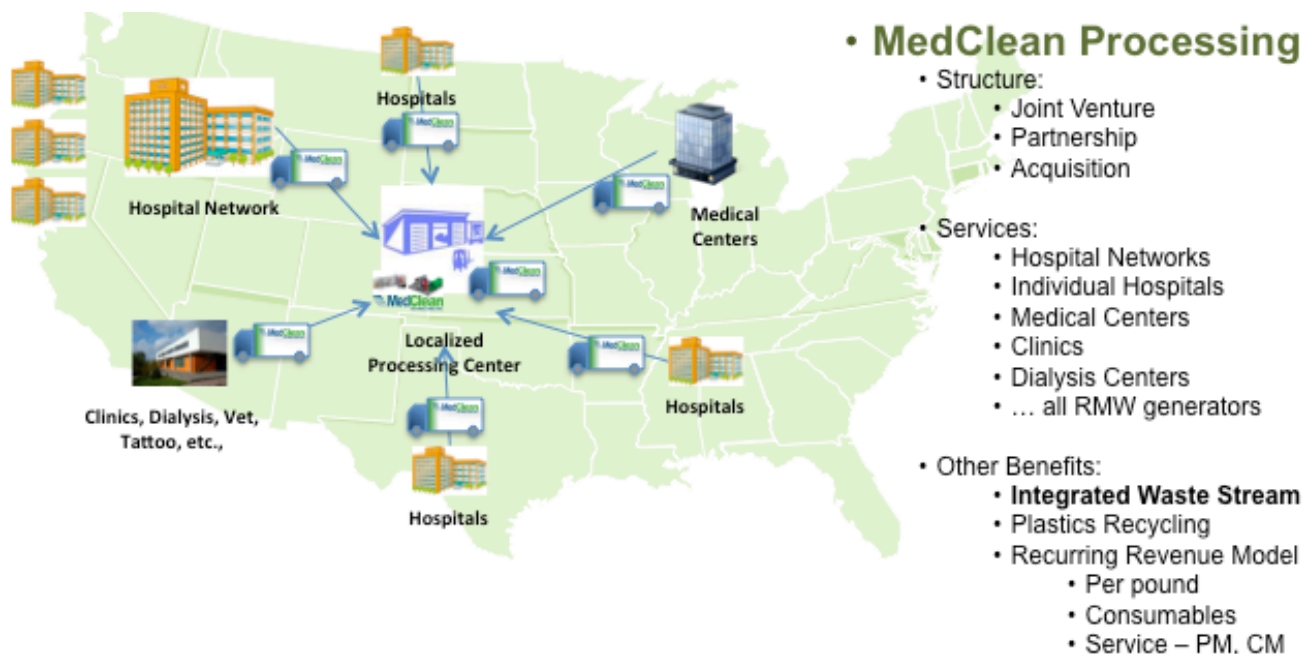
HOW IT WORKS

The MedClean TeS solution can be configured in five basic ways and applies to Hospitals, IDNs, Health Systems, or other Healthcare Organizations that process more than 300,000 lbs. of related RMW annually or incur RMW related expenses of greater than \$12,000 per month. Each configuration provides a minimum annual savings of 20% versus current annual spending while also locking in a fixed expense rate for up to 84 months (assuming waste volume does not increase by greater than 10%). Cross-regional or national waste handling requirements can be addressed by combining the appropriate configurations in the required geographic areas to meet the waste processing requirements.

The five basic configurations are described as follows:

1. Traditional – A MedClean System installed on site at a large healthcare facility location
2. Networked – A MedClean System at a main healthcare facility coupled with services for the pick-up and transport services from remote facilities back to the main facility for sterilization. A MedClean Certified Service Partner provides the appropriate service level.
3. Hosted – A MedClean Certified Service partner hosts dedicated equipment for the healthcare organization while also providing the appropriate service level.
4. Rebate Program – The same configuration as the “Hosted” solution except that the Certified Service Partner uses excess system capacity to treat RMW waste from other sources. Appropriate manifests are maintained in the same manner that larger high volume facilities use today to meet reporting requirements. The healthcare facility receives a rebate based upon the revenue generated for the treatment of the external waste.
5. Transport – A MedClean Certified Service Partner provides the appropriate service level for the on site collection, transportation, and subsequent sterilization and destruction of the waste at a “localized” processing center owned by MedClean, the Certified Service Partner, or both.

Figure 1: Components for a Powerful Solution. Example of a MedClean Processing Center.



In summary TeS enables MedClean & our IMWTA partners to provide:

- New revenue streams for IMWTA members
- Technology & Service options for defined waste streams
- Annual Expense reduction at 20% or greater
- Enhanced Green Profile without spending more
- Reduced cradle-to-grave risk
- Local Account Management, Customer Service, & Training Programs
- Centralization, Service Flexibility, & Price Control
- Flexible Acquisition options
- Predictable Monthly Billing

BENEFITS FOR IMWTA PARTNERS

MedClean is committed to working closely with all IMWTA members. Our Certified Service Partner (CSP) program extends additional benefits to IMWTA members who have qualified for the program. Contact us today if you are interested in participating as a CSP (JAccardi@GoMCLN.com).

All IMWTA members qualify for the following MedClean programs:

- Access to the new MedClean GPO – an organization committed to providing group purchasing benefits (GPO = Group Purchasing Organization) for the IMWTA members. MedClean has negotiated favorable pricing with vendors who provide key supplies and consumables IMWTA members use every day. Products include sharps supplies, bags, and boxes. New items will constantly be added as the MedClean GPO grows. MedClean is committed to reducing IMWTA members operating expenses with several goals in mind:
 - Assist IMWTA members in growing their businesses
 - Provide favorable pricing and services to IMWTA members in order to be their first choice when it comes to purchasing sterilization equipment
- Mutually Beneficial Referral projects – MedClean generates a large volume of new business leads on a regular basis. We have partnered with large industry players (suppliers, Group Purchasing Organizations, expense management firms) and we have created our own marketing programs that generate quality opportunities. However, not all new business leads are large enough to require the use of MedClean equipment. We constantly refer these leads to CSPs and IMWTA members. These leads are well-qualified business opportunities and we generally know what it will take to win the new business. In the past, prior to working closely with the IMWTA, MedClean had to pass on many of these opportunities.
- Request for Proposal networking – MedClean is frequently asked to participate in national or cross-regional contract bids and we link together waste transporters in the required geographic regions to provide a total solution for these types of contracts.
- Equipment Discounts – MedClean offers discounts on the purchase of our equipment and we also offer financing programs as well: leasing or rental programs.
- Complete Partner Program – MedClean does not just sell equipment and go away. As explained above, MedClean provides a wide range of programs to assist our partners with their business needs. We believe in doing the right thing to support our partners and feel this strategy will in turn bring results back to MedClean in order to help us grow our own business.