



HOSPITAL

AIR FILTERS. MAJOR METROPOLITAN CITY-OWNED HOSPITAL REDUCES LABOR BY 60%, CUTS PRODUCT COSTS BY 40%, AND SAVES OVER \$600,000 IN ENERGY.

COMPANY PROFILE

New York City Health and Hospitals Corporation (HHC) is the largest municipal hospital and healthcare system in the country. A network of 11 acute and community hospitals offer quality surgery, rehab and inpatient care Metropolitan Hospitals. HHC's 21st century medical centers are part of the most extensive public hospital modernization program in New York City's history. New ambulatory care pavilions and long-term care facilities, modern labor and delivery suites, and cutting-edge equipment and technology provide modern comfort for patients and allows optimal delivery of safe, efficient, quality services.

THE SITUATION

To meet the commitment made to HHC, the corporate facility management company was seeking ongoing cost savings. Recent efforts to reduce filter program costs through pricing events yielded only minor product cost reductions that were quickly offset by increases in other costs. Converting to lower priced/lower performance filters only increased overall filter program costs due to increases in energy, labor, and equipment maintenance. Faced with ongoing reductions in Affordable Care Act reimbursements, escalating expenses, and an increased demands on maintenance personnel, the facility management company realized the need to re-direct their focus toward high performance air filtration products that would require less frequent changes and would operate at lower resistances. They also realized the need to partner with an air filter vendor capable of accurately predicting optimum product life cycles and providing documentation that proved significant cost reductions to the facility management company's customer.

THE ACTION

Camfil, the corporate air filter contract holder, was asked to survey the 18 facilities to make recommendations. Camfil representatives proposed various filter combinations based on individual airflow, contamination levels, particle capture requirements, and equipment configurations. The recommendations were accumulated in a comprehensive report detailing the ideal total cost of ownership solution for every air handler in the 18 hospital organization. An analysis was included showing accumulated cost reductions for all 18 locations.

THE RESULT

Working closely with Camfil enabled the facility management group to justify that the higher price of the high performance filters would quickly be offset by overall reductions from longer filter life, more efficient particle capture, and system fan speed reductions due to lower system resistances. Camfil proved labor reductions of 70%, overall product cost reductions of over 40%, and a five-year energy savings of close to \$600,000.



"HHC's facility management company worked with Camfil to prove a five year savings of almost \$2 million."

THE PROOF

Side-by-Side Comparison

After surveying every air handler in the HHC network, Camfil's proprietary Life Cycle Cost analysis software was used to model the current airflow, contamination levels, particle capture requirements, and equipment configurations. Using the result-

ing model, Camfil developed an optimum solution for every individual air handler in the network. To confirm the proper solution was recommended throughout HHC network, Camfil documented the product, labor, and energy savings in detailed spreadsheets for all 18 locations. The

data collected compared the total cost of ownership of the current filter combinations to the optimized Camfil solutions. The five year cost analysis proved a significant savings of almost \$2 million in total product, labor and energy costs for all 18 HHC locations combined.

FIVE YEAR COST ANALYSIS SUMMARY

SITE INFO. Care Site	CURRENT SPEND ESTIMATE		CAMFIL SPEND ESTIMATE		SAVINGS			ENERGY	
	Product	Labor	Product	Labor	Product	Product %	Labor	Labor %	Reduction
Bellevue	\$369,170	\$64,295	\$310,746	\$30,142	\$58,424	16%	\$34,153	53%	\$275,710
Woodhull	\$320,078	\$77,470	\$260,512	\$30,142	\$59,566	19%	\$47,328	61%	\$(1,872)
Elmhurst	\$161,946	\$34,710	\$82,190	\$10,939	\$79,756	49%	\$23,772	68%	\$9,189
Segundo Belvis	\$23,643	\$7,780	\$17,414	\$2,065	\$6,229	26%	\$5,715	73%	\$9,175
Morrisania	\$33,652	\$11,000	\$17,063	\$2,250	\$16,589	49%	\$8,750	80%	\$3,901
Jacobi	\$217,630	\$37,930	\$101,731	\$16,592	\$115,899	53%	\$21,338	56%	\$80,227
Harlem	\$431,301	\$104,490	\$139,173	\$18,007	\$292,128	68%	\$86,483	83%	\$14,177
N. Central Bronx	\$202,094	\$52,315	\$172,423	\$14,604	\$29,671	15%	\$37,712	72%	\$(1,448)
Queens	\$99,174	\$31,315	\$103,350	\$11,200	\$(4,177)	-4%	\$20,115	64%	\$87,423
Gouverneur	\$28,025	\$5,275	\$32,501	\$2,638	\$(4,476)	-16%	\$2,638	50%	\$16,673
Seaview	\$21,962	\$2,990	\$17,147	\$1,474	\$4,815	22%	\$1,516	51%	\$11,890
Lincoln	\$344,842	\$90,805	\$234,106	\$19,153	\$110,737	32%	\$71,653	79%	\$54,163
Cooler	\$26,479	\$9,465	\$13,442	\$4,395	\$13,037	49%	\$5,070	54%	\$28,810
Coney Island	\$135,277	\$10,790	\$62,056	\$5,182	\$73,221	54%	\$5,608	52%	\$59,582
Susan McKinney	\$14,715	\$5,220	\$15,170	\$1,450	\$(456)	-3%	\$3,770	72%	\$22,513
Henry J Carter	\$146,561	\$22,160	\$106,578	\$9,715	\$39,983	27%	\$12,445	56%	\$29,454
Renaissance	\$736	\$5,220	\$834	\$280	\$(98)	-13%	\$4,940	95%	\$3,129
Kings	\$607,892	\$78,295	\$326,926	\$33,943	\$280,966	46%	\$44,353	57%	\$145,591
TOTAL	\$2,495,927	\$509,760	\$1,442,104	\$153,884	\$1,053,823	42%	\$355,876	70%	\$574,449