

Helping to mitigate costs...one dry at a time

Syed Ahmed, CEO at Savortex, reports.



ONE of the biggest challenges businesses face is a constant pressure to reduce costs and improve their carbon footprint. However, these two challenges are contradictory as, in order to improve CO2 levels, a company tends to have to spend more money. Therefore, businesses are more frequently looking for cost effective solutions that will improve efficiency and help

them to meet green targets.

At Savortex we have been working extremely hard to create an innovative solution that will help companies achieve this. Our EcoCurve range of hand dryers has been carefully designed to transform the washroom market by delivering unrivalled levels of sustainability, energy savings and

operational resource savings.

Each of the dryers in the range share the same features and benefits as the EcoCurve 550A, including its sleek design and a depth of just 134 mm. Using a patented energy recovery and curved air delivery technology, this results in a 66% energy saving compared to any other dryer on the market and a 97% saving in comparison to paper towels. Self-cleaning, with a unique brushless design that promotes sustainability, the dryer delivers a lifespan of 20,000 operational hours.

For clients that wanted the additional benefits of improved building management and labour utilisation, we created the EcoCurve 550D smart dryer. This uses the Internet of Things to deliver substantial energy and waste savings. The dryer incorporates four additional sensors. This enables the provision of meaningful data regarding live usage and footfall via an online portal which can be used to advertise and promote the product to attract new customers. It also facilitates wireless alerts to



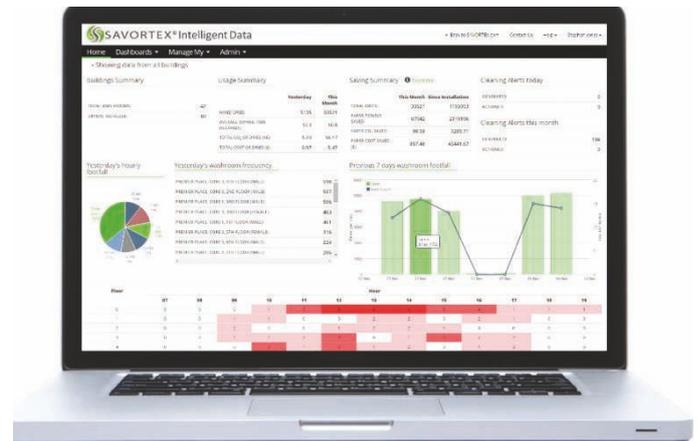
washroom operatives based on real-time requirements.

Our newest product is the adDryer. We have partnered with Intel to add this revolutionary dryer to the range. With all the same features and benefits of the other models, the adDryer is connected to the IoT and includes a digital screen that can be used to engage users with real time and one-to-one, high-definition video messages. This can be used for internal marketing or as an additional revenue stream. Once the adDryer is installed, we evaluate the demographic of the building to create an audience value and use this information to sell the space to media partners. As soon as the content has been sold, building owners and companies will start to see a return on the investment.

A good example of the benefits our range can bring is through a recent case study with a new client, The Wates Group. The company

chose to install the EcoCurve 550A when the company refurbished its headquarters in Leatherhead, Surrey. This building houses more than 350 employees so a key focus of the redevelopment was to improve the building's sustainability and efficiency.

The Wates Group is one of the largest privately-owned construction, development and property services companies in the UK. With a strong commitment to corporate social responsibility and sustainability, the company is keen to ensure that its buildings leave a positive legacy. The existing dryers in the facilities had a power rating of 1200 watts, over double that of the EcoCurve range. As a result, the EcoCurve dryer will deliver a saving of 77.10 tonnes of CO2 and an energy saving of £14,630 over the seven-year period. In addition, due to an industry leading warranty of seven years, the need



to replace parts was also reduced by a factor of more than two.

Dr. Zainab Dangana, sustainable technology services manager at Wates, said: "Wates is committed to the long-term future of the built environment. Businesses are facing increasing pressures to improve their carbon footprint and, as a result, are looking for solutions that can save both energy and operating costs. It was important to us that our Leatherhead headquarters building reflected our company ethos and we were extremely

impressed with the Savortex EcoCurve range and the savings it can deliver."

To conclude, as businesses continue to strive to deliver operational savings and meet green targets, many are looking for innovative and new technologies, such as our EcoCurve smart dryer range, to help them achieve this. At Savortex, we are committed to helping companies meet these targets and fundamentally reduce costs.

WWW.SAVORTEX.COM

BIGGER CAN BE BETTER

The new i-mopXXL delivers a 40%* productivity increase



| sales@killis.co.uk | 0114 269 8686 | www.i-teamglobal.com

*40% more productive than the standard i-mopXL. I-mopXL - scrubbing width 46cm, i-mopXXL - scrubbing width 62cm.

i-mopXXL[®]
revolutionary cleaning