

SAVORTEX®



A Smart Energy Saving Revolution

Portfolio Case Study

The Royal Bank of Scotland Choose
the EcoCurve 550D Smart Hand Dryer



The Royal Bank of Scotland

The Client

The Royal Bank of Scotland, an international bank based in the UK, with over £1 trillion of assets and 118,000 employees, has a total estate within the UK of 1,800 branches and 700 other buildings, mainly offices.

Their Problem

The client chose to conduct trials at its premier place location in London. The building use costly and wasteful paper towels as the hand drying solution in its washrooms used daily by 3,200 staff.

The Head of estates was looking for innovative technology solutions to reduce cost, litter, resource and waste to landfill throughout its 50 corporate buildings.

Our Solution

SAVORTEX deployed 4 of its EcoCurve 550D Smart hand dryers on trial at 2 RBS locations in London and Manchester, where there is high footfall. The EcoCurve Smart uses an advanced digital brushless motor technology offering 10x more operational life, and consumes power of just 550W against traditional dryers.

Further, the Smart dryer uses its patented in-built sensors wirelessly reporting energy usage per dry and washroom footfall to the SAVORTEX web portal, allowing the estate manager to remotely access and manage washroom facilities.

During the trial the EcoCurve Smart dryer reported usage on a daily basis with the base data showing usage per hour throughout the day. The average time per dry, as measured over 1,336 uses was 8.34 seconds, and 41 washroom cleaning alerts were generated, resulting in effective cleaning of the washrooms based on actual footfall, introducing new operational efficiencies throughout the estate.



Savings vs. Existing Solution

- 94.5% cost saving
- £35,000 paper towel savings pa
- 14 tonnes of CO2 savings pa
- Operational savings and efficiencies from responsive washroom cleaning
- ROI 11 months

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The environmental impact of the SAVORTEX hand dryer trial at RBS was proven to be significantly less than the paper towels used. The demonstrated savings and operational efficiencies expected resulted in the client rolling out 80 EcoCurve Smart dryers throughout the building over 8 floors. In summary, the trial at RBS was an overwhelming success for the SAVORTEX team, and the client is looking to expand the solution widely.

"RBS chose to undertake a trial with SAVORTEX as we felt that they had created a product that recognised that investment in resource efficiency also needs to be commercially sustainable. In this case by incorporating wireless energy monitoring, 'real time' cost usage which allowed a comparison versus other hand-drying options such as hand towels, potential to use financing to minimise capital outlay all meant that as an SME they had understood the corporate agenda perfectly and created an easily implementable solution. The trial was an overwhelming success and we are expanding this more widely. RBS recognises the two-way benefit that we can have by working with SMEs, like SAVORTEX, who are often a real hot bed for innovation and invention."

RBS, Head of Estates.