

Sentinel XT™ Horizon PAPR Trade-In Program

Why Upgrade Your PAPR to ILC Dover's Sentinel XT™ Horizon System?

As we engage with more EHS managers and interview operators, we're thrilled to hear that the Sentinel Clear hoods are making a real difference in workplace safety. Users appreciate the panoramic view provided by the hoods, which enhances their confidence while performing a wide range of tasks. This positive feedback comes from both daily users and operators, managers, and cleaning and maintenance teams who use the product less frequently.



Sentinel XT™ Horizon Starter Kit

However, transitioning from your current system—even one with a restricted field of view—can have cost implications. Securing approval for the initial capital expenditure is often time-consuming and frustrating. That's why our trade-in program is designed to eliminate these hurdles, making the upgrade to our advanced system more straightforward and cost-effective.



Finally, a Trade-In Program That's Easy

With the Active Pharmaceutical Ingredients (API) market valued at \$235.7 billion in 2022 and expected to grow at a CAGR of 6.7% from 2023 to 2033 (VisionGain Report Ltd), the demand for flexible containment solutions and highly protective PAPRs is on the rise.

To help companies upgrade their aging PAPR systems, ILC Dover has introduced a straightforward trade-in program for Sentinel XT™ Horizon, which features a panoramic view and a 1,000 APF. This program is easy to implement and doesn't require any long-term, complex agreements.

Below is an example of how this program works and how it can save companies on recurring costs while also helping to prevent costly injuries to their workforce.

	Aging Competitor PAPR (Currently being used)	ILC Dover Sentinel XT™ Horizon	Comments
Number of PAPR Systems	25 in use today	25	25 ILC Dover Systems required to replace competitive units being used
System Cost	Currently in Place	\$0	\$0 cost to customer (\$33,000 value for 25 starter kits)
Year 1 Capital Cost	Currently in Place	\$0	
Annual Hoods Consumed	1,250	1,250	Assumes 1 hood per week/system
Unit Cost/Hood	equivalent	equivalent	
Annual Hood Cost	equivalent	equivalent	
Replacement Batteries/Units	\$5,000	\$0	15% of installed PAPR value per year, value increases as they age
Annual Operating Cost	\$5,000 + hood cost	hood cost	
Injury Cost - Indirect (concussion)	\$60,028	\$0	Increased risk of injuries with competitive systems offering restricted field of view PAPR
Total Cost	\$65,000 + hood cost	hood cost	
Sentinel XT™ Horizon Savings ~\$65,000		\$65,000	
\$ per Hood Equivalent Savings		\$26.00 per unit	

2 Facets of Swap-Out Savings



Immediate Reduction in Maintenance Costs

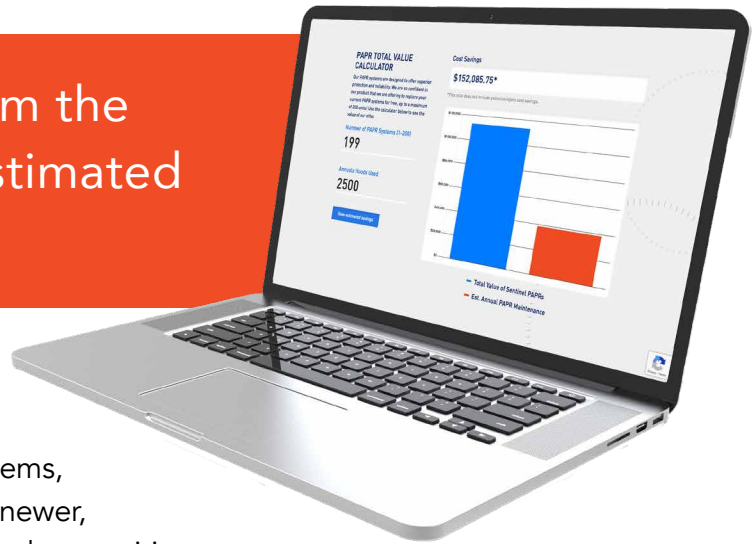
You can achieve near-term savings by eliminating the need to replace batteries and blower components in aging systems. Typically, these maintenance costs account for around 15% of the installed PAPR system cost, which tends to rise as the systems age. For many companies, this translates to approximately \$5,000 in yearly savings.



Lowering Injury-Related Expenses

While direct injury costs are often covered by insurance, indirect costs are not. According to OSHA's "Safety Pays" calculator, the indirect cost of a single concussion is slightly over \$60,000. Reducing the risk of such injuries with a more advanced PAPR system can lead to significant cost savings.

The potential savings from the swap-out program are estimated at around \$65,000.



Summary

If your company is still using older PAPR systems, it's time to consider Sentinel XT™ Horizon, a newer, safer system. Our trade-in program simplifies the transition and eliminates the need for a lengthy capital requisition process.

We're here to help you stay ahead. Call 302-546-5335 to learn more.



For more details on the Sentinel XT™ Horizon, visit our dedicated webpage.