INFECTION PREVENTION WITH GOGaS

Martin Sembach, Director Strategic Business Development at GoGaS, outlines how the company’s infection prevention products can help venues reopen.

In our summer issue you introduced your UV-C Disinfection Robot to our readers as a tool for them to provide the highest quality infection prevention regime in their sports venues. For the benefit of our recent subscribers can you please summarise the advantages that it offers over traditional infection prevention strategies?

UV-C versus chemical disinfection provides the entire value chain with more than just one key advantage. In brief the key benefits and USP’s are that as UV-C is absorbed by the atmosphere, pathogens such as bacteria, germs, mould and viruses do not have a natural protection against this light spectrum. Hence, applied in the correct way, frequency, intensity and duration, UV-C does more than just disinfecting, it destroys the DNS of all pathogens. Hence, they are unable to reproduce themselves, which very often, when applying chemicals, cannot be guaranteed. Secondly, UV-C is totally environmentally friendly and neither produces ozone, nor does it require any chemicals. As a result no chemical aerosols are present in the air or venting systems, no aggressive chemicals sneak into electronic devices, and there is no poisoning of the water and sewage system. It is fully transparent, proven and verified over years, can be digitally integrated in any Health & Safety System and it provides the same perfect result every single time. In summary, it is more reliable, environmentally friendly, safer and cheaper in total cost than any other methodology.

Do you also offer a more comprehensive, complete health & safety venue management programme in addition to just the Robot system?

The robot is a key tool but only one element in the entire system solution we provide to our customers. A robot alone cannot do the job. This is why basically all customers are asking us in the meantime for modular solutions that they can apply across their organisation, according to their needs. In summary, our Health & Safety solution is like a firewall providing four key categories of protection that our customers can use across their entire company and value chain, fighting all pathogens, not just Covid-19.

Our UV-C portfolio covers desktop and portable solutions, flight case versions, fully autonomous and robot modules. Our customers can cover all their needs from entering the building, passing the lobby, using their elevator and in all other rooms such as offices, conference rooms, kitchens, canteens, sanitary rooms and others, right through to disinfection of luggage and more.

Thirdly, as a result of our partnership with one of the biggest global manufacturers for infection prevention solutions and personal protection, we can provide our customers 100% medically certified personal protection equipment, from all types of medical face masks up to FFP3, gloves, shields, coats and covers. Simply speaking, everything as a one stop shop. This again is unique in the industry.

Last but not least, we provide the entire range of dispenser systems needed in a building, such as hand disinfection. The fundamental and unique difference is, that as all our products are not only touchless, but come with an integrated chip, allowing every single dispenser to be digitally integrated into the customer’s H&S system. Our philosophy is zero error; we cannot afford errors. Errors risk lives!

What are the main lessons that you have learned from recent deployments which can also be applied to our readers at sports venues and for major sporting events?

When Covid-19 spread globally, most customers were simply not prepared. A lot of them also had no plan how to act as disinfection was basically part of cleaning (a fundamental mistake as no hospital would ever mix this and make that mistake) and had been outsourced to cleaning companies. It took a lot of time to explain to all of them that cleaning and disinfection are two processes and as part of our responsibility to protect the
environment, we cannot simply use more and more chemicals. The good news is that UV-C and the way we apply it is nothing new, it is all well tested, verified and approved. It’s simply a matter of adapting it to individual needs in different situations. In a stadium for example, we combine the various UV-C modules and systems with our INTERsens, also filtering and cleaning the air. A big change since the beginning of the current pandemic is that more and more customers are not only approaching us asking for products, they approach us to leverage from our more than 70 years’ experience in wavelength management (IR, UV, UV-C) asking us to provide them a system concept for everything.

Clubs and venues are currently under huge pressure to claw back some of their recent revenue losses by running (when permitted) as many smaller scale events on non-match days as possible. Can you please describe how your Robot can be a vital tool for venues in terms of not just enhancing their safety provision but also unlocking these potential additional revenues opportunities?

In fact, for a lot of them the robot is above their budget, but that does not mean the wrong tool. Having said that, we have expanded our portfolio to also provide dedicated solutions to different market segments, such as venues, clubs and more. For example, our PROsens S is for exactly this segment, allowing a digital verified disinfection of glasses of all kinds, cutlery and other items which are not cleaned by industrial 70°+ dishwashers. Whether it is at festivals where bars on wheels are used, during conferences at bars and tables, we provide the tool that disinfects everything used in the restaurant. But we also do this transparently and visibly so customers and guests can actually see what happens and this is key as they trust the process and feel confident. We also do this for conference equipment in hotels and exhibitions, but also in sports stadia.

How many Robots would a venue need to deploy and how often in their venue?

First of all, a UV-C disinfection robots such as our CAREtaker2 HERO21 can cover between 8,000-10,000m² with one charging cycle in around 2.5 hours. But this is not the way this technology is used. It is rather used at what we call hotspots. So, in a stadium the main areas the robot is used at are all entrances to buildings, VIP Lounges and restaurants and certainly all restrooms. The robot is then complemented by our other modules, such as described above with PROsens GO, PROsens S, or PROsens H, used to disinfect personal belongings. On top of this we implement LIFTsens into existing elevators and we install INTERsens across counters, in the restaurant and others. Again, we provide the true one stop shop, we provide the customers with a validated concept and proposal. They choose, based on their needs, desire and budget. They can always and easily expand later on.

Is it also cost effective for a small sports venue or club to use your Robot? Do you offer rental agreements?

For smaller locations, we also provide rent and leasing via our partners. More important than that, we provide a whole modular portfolio as briefly described, also allowing smaller clubs, restaurants and bars, first of all using a proven, validated and medically tested solution, second, being able to finance in various ways and last not least, provide the urgently needed confidence to their customers taking this really seriously. The times, when even soap dispensers had been empty is definitely history!
Say goodbye to viruses and bacteria. UV-C light makes germs in the ambient air harmless. Simply press the start button and experience how good it feels to be safe.

INTERlit

Say goodbye to viruses and bacteria. UV-C light makes germs in the ambient air harmless. Simply press the start button and experience how good it feels to be safe.

- The power of UV light. INTERlit disinfects sensitive surfaces with UV-C light with total reliability.
- Protect your future. INTERlit is effective against new germs too - and safeguards your company.
- Just as you choose. INTERlit is flexible and meets individual requirements. You get exactly what you need.

Features

- Fully automatic operation. No filters. No maintenance.
- Classified as a medical device (class I)

We’ll always be glad to help you!