

The financial benefits of Zehnder Clean Air Solutions are measurable



The financial benefits of Zehnder Clean Air Solutions are measurable

Reduced contamination, fewer process interruptions, less maintenance, reduced absenteeism, improved hygiene, lower heating costs... the list is long. The case histories in this magazine demonstrate many benefits of Zehnder Clean Air Solutions to our clients.

But how can you calculate the value of these benefits? Many of Zehnder's existing clients have done this, and we can benefit from their experience. Here are typical methods, plus some specific examples.



Of course every case can be different, and your Zehnder Clean Air Solutions Sales Representative can help you to create a tailor-made calculation for your business.



Reduction in cleaning costs

For organisations where general cleanliness is important, this can be one of the biggest benefits. Many benefits can be directly quantified: for example reduction in cleaning staff, materials, and rental of specialist cleaning equipment. Reduction in cleaning can also mean less machine downtime and fewer process interruptions which can be measured or estimated.

Experience of using Zehnder Clean Air Solutions at a logistic centre in Europe enabled it to reduce its cleaning staff by 0.5 Full Time Equivalent. This single measure saves more than the entire cost of their solution (including the service contract with Zehnder plus energy costs).



Lower heating costs

In buildings where the work area is heated, the ceiling-to-floor air circulation ensures that warmer air which rises to the ceiling is no longer wasted. This has a direct effect on reducing heating costs. Measurements by one of our biggest logistics clients from Sweden showed that the temperature difference between ceiling and floor reduced from around 3 degrees to only 0.2 degrees with the installation of Zehnder Clean Air Solutions. This equated to a 15% reduction in energy costs for heating.



Reduced equipment maintenance and repair costs

Less dust and contamination leads directly to increased reliability and reduced costs. Clients report savings of up to 30% in maintenance. While the benefits you gain will be specific to your operation, we can help you estimate these in advance based on the experience of clients in similar circumstances.



Reduced absenteeism

Clean air has been found to reduce absenteeism significantly in many industries. Not only does this reduce wasted labour costs, but also administration such as the coordination and management of replacement workers. A food logistic customer compared absence rates over the 12 months before and after installing Zehnder Clean Air Solutions. The reduction in absenteeism was equivalent to 1.9% of their entire workforce. Although they had taken other initiatives at the same time, the management attributed at least 50% of the reduction in absenteeism to the provision of clean air. This single measure saves more than the entire cost of their solution (including the service contract with Zehnder plus energy costs).



Improved existing air handling costs

Installing a Zehnder Clean Air Solutions doesn't mean additional cost. Often we find that our clients can reduce or eliminate existing air extraction or filtration measures. Our client, a well-known logistics company, noticed that they could reduce the replacement of existing air ventilation filters by 50%. The main cost saving is the labour and servicing costs of replacing the filters.

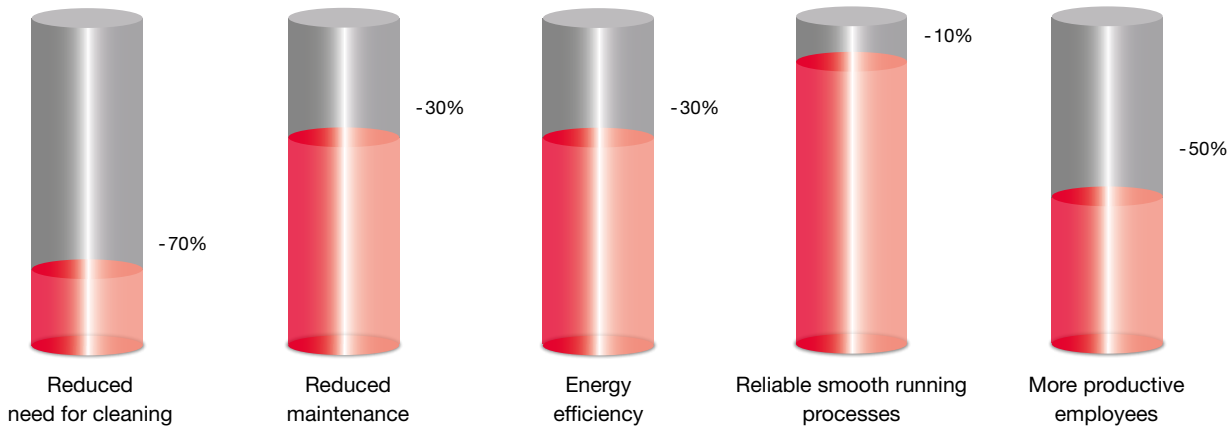


The cumulative benefits can make the business case

Occasionally one single benefit can justify installing Zehnder Clean Air Solutions, but many business cases are not so straightforward. More usually it is the total effect which really makes the case. Your Zehnder Sales Representative has a template to help work out your cumulative benefit.

Our client, the leading company offering postal service throughout the Nordic countries calculated the cumulative financial effect of their three main benefits: reduced cleaning, reduced maintenance and improved heat recovery. No one or even two of these would fully make the financial case. Adding together all three benefits made the case on a completely measurable financial basis. And after installation, the actual benefits measured exceeded the business case estimates by nearly 10%.

The value of Clean Air Solutions is measurable. The pay-back has been proven by many of our clients.



Qualitative benefits are important – and can sometimes be quantified

Not all benefits have associated costs which can be measured directly. But often reasonable estimates can be made in these circumstances – and it is important that they are, to create a full picture of costs & benefits. For example overhead costs are often not identified separately and some proxy measure can be used to pro-rate them; possibly some assumptions have to be made about fixed overheads. Zehnder has experience in assisting clients to identify and quantify such benefits: just ask!



ES3 in York Pennsylvania, USA handles food products and so must comply with strict sanitation regulations and inspection regimes. They have experienced some direct financial benefits, such as being able to redeploy sanitation labour. But the main effect of the 80% reduction in dust has been on the cleanliness of goods - ultimately this is crucial to the future of their business.

It can be difficult to demonstrate a financial value for improved customer image. However reduction in returns, rework, complaints and product replacements can all be measured, and have a direct financial benefit. In some cases the value of reduced business risk can be assessed. Reliability of on-time deliveries can be measured and their financial benefit estimated. We have examples of clients rescuing lapsed customers due to clean air improvements, and the value of these customers can also be measured.

Z-CAS-V1116-WHL-Financial_Benefits-en, subject to change without notice