



A member of Children's Hospital and Health System.

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Mr. Graeme Crothall
Xanitos, Inc. Suite 130
259 North Radnor-Chester Road
Radnor, PA 19087

Dear Mr. Crothall:

Our organization engaged the services of your firm February, 2008, following your acquisition of First Management Services (FMS), our housekeeping management firm at the time, to provide housekeeping services. During our years of our partnership with FMS and subsequently Xanitos, we have been very pleased with the overall cleaning quality and attention to patient safety. As your XRO System was being introduced in January 2009, we carefully studied its various steps, procedures, protocols and related equipment. The XRO System is superior to our previous cleaning methods and the traditional housekeeping cleaning procedures in effect throughout the country.

JCAHO and the CDC emphasis is on prevention of infections. We are looking for better ways to impact prevention at CHOW. Having visible and airborne dust of any amount does not convey this. As you know, droplet organisms fly around on dust. Your XRO vacuum system used for daily cleaning removes the dust rather than moving it around with other methods of dust control. I have seen a remarkable decrease in airborne particle counts since Xanitos implemented its XRO system at CHOW. We have proved that XRO can decrease environmental hazards and promotes a safer environment.

The positive impact your XRO system has had on providing a cleaner and safer environment goes far beyond the advantages of your HEPA filtered vacuum system. When I talk to the EVS staff working on the XRO teams they comment on how much they like the team concept. It is reflected in the performance I observe and attention to details. The staff is very well trained on your touch point cleaning emphasis. This combined with your use of microfiber mops and wipes are keys to the overall success your XRO system contributes to our infection prevention efforts at CHOW.

Graeme, your organization and the XRO System are ensuring our patients and staff experience high quality aseptic and ascetic cleaning. We are convinced XRO System is helping us reduce HAIs and without question it is a significant contributor to our overall infection prevention strategy.

On behalf of our organization and the community we serve I wish to thank you for your firm's tireless efforts and excellent results.

Regards,

Mary Rotar, R.N., BSN, CIC
Infection Control Program Coordinator
Children's Hospital of Wisconsin