

BRINGING WHAT'S NEXT TO SENIOR HEALTH

Indoor Air Quality



Agenda

- Importance of Indoor Air Quality in Senior Living
- Best Practices to Implement
- Drive Census With Safety and Air Quality

Poor Indoor Air Quality Plagues Senior Living

388,000

Deaths each year
in LTCFs due to
infections

\$2 billion

Costs from
healthcare acquired
infections (HAIs)

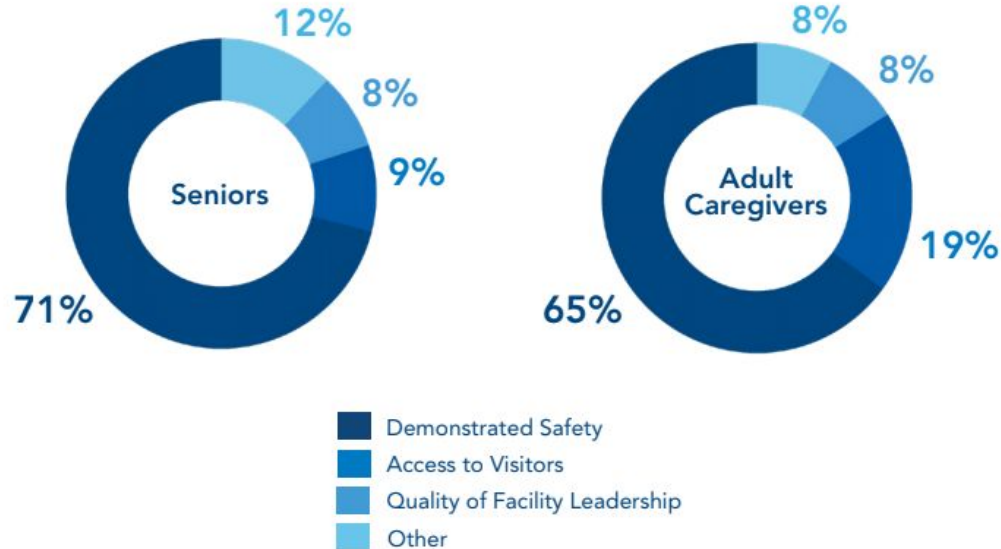
81%

Of LTCFs have
inadequate filtration
and ventilation

71% of Seniors Say “Demonstrated Safety” Would Help Address Their Concerns About Senior Living

Question 14:

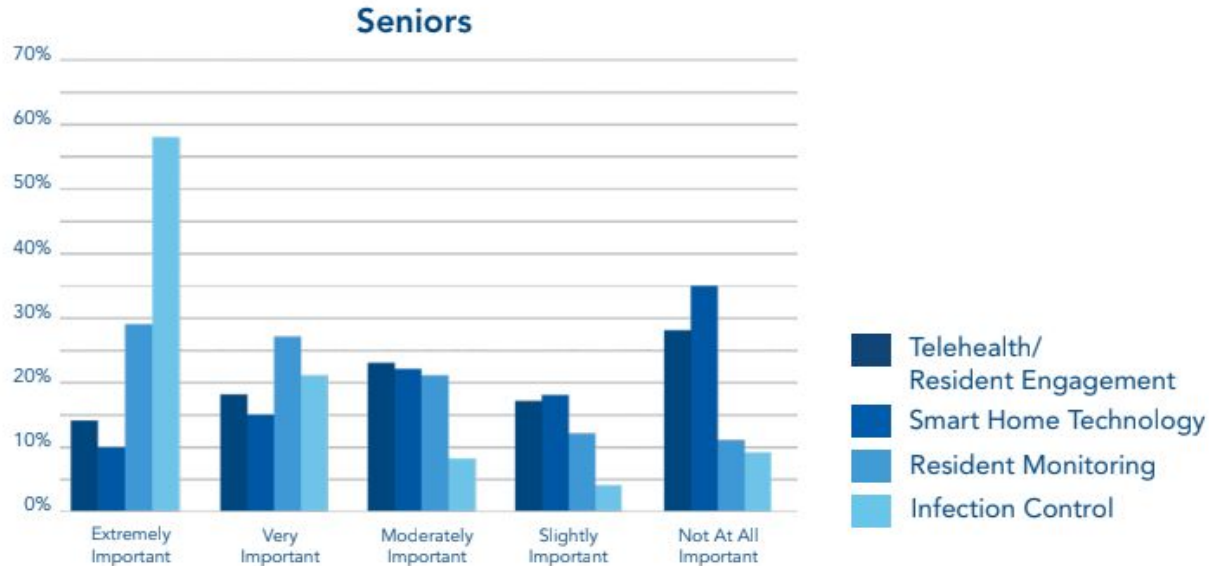
What could Senior Housing do to make you feel more comfortable about your concerns or any other services they offer?



Infection Control Technology was Ranked Most Important to Prospective Residents

Question 11:

What types of technology investment would influence your decision-making process for choosing a new Senior residence?



An Indoor Air Quality Crisis in Senior Living

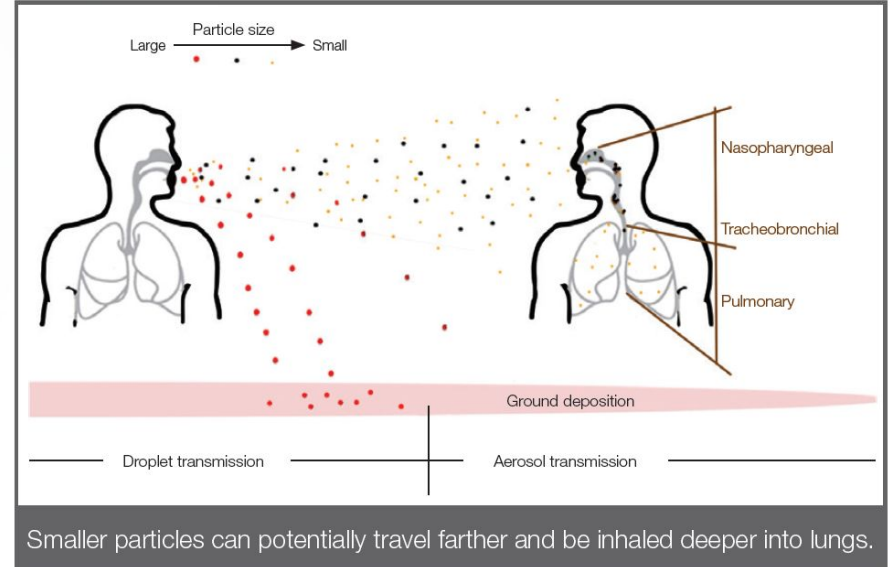


Poor IAQ And The Spread of Pathogens

53%
of influenza
particulate is
airborne

16
Hours
SARS-CoV-2
survives in air

15'
Distance
SARS-CoV-2
can travel



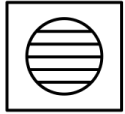
Comparison between droplet transmission (●) and aerosol transmission (●). Large droplets settle close to the source, while smaller aerosol particles stay aloft and can drift long distances. Once inhaled, very small particles can reach deeper to the pulmonary region while larger particles are captured in the nasopharyngeal region in the upper respiratory system.⁹

Proactive Steps To Take For Air Quality And Against Pathogens



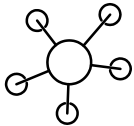
VENTILATION

Increase the amount of outside air your building brings in by opening dampers and windows



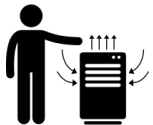
FILTRATION

Upgrade all filters to MERV 13 if possible, or as high as you can go



IONIZATION AND UV

Install technologies like needlepoint bipolar ionization in resident room PTACs and HVAC systems

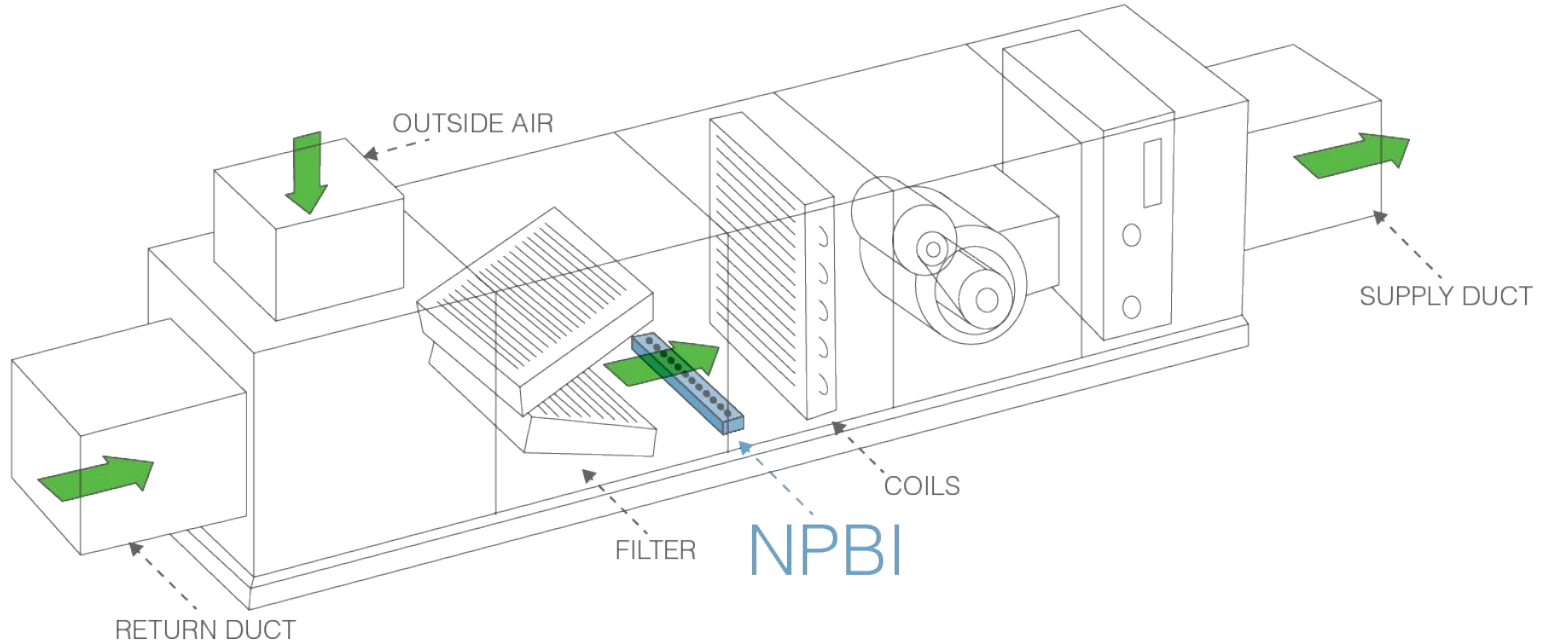


PORTABLE AIR FILTERS

Add portable HEPA filters to areas with no or low ventilation

NPBI Treats the Air Throughout in Your Building

NPBI emits (+) and (-) ions into the airstream



Inactivate pathogens | Break apart odors | Clump small particles together to filter out



Needlepoint Bipolar Ionization (NPBI™) Technology Offers Proven Results Against Coronavirus*

Inactivates

99%

of SARS-CoV-2

**in 30 minutes
in lab tests**

Estimated Reduction in Risk of
COVID Infection Up To

41%

**in Senior Living
buildings with NPBI technology**

* The use of this technology is not intended to take the place of reasonable precautions to prevent the transmission of pathogens (including COVID-19). Comply with all applicable public health laws and guidelines as well as CDC guidance. Inactivation results based on sensitivity testing conducted by independent third-party testing laboratory using control chambers. Multiple data points are used to formulate performance validation statements. The technology is used in a wide range of applications across diverse environmental conditions. Results in non-lab environments will vary; clients should evaluate their individual application and environmental conditions when making an assessment regarding the technology's potential benefits. For all independent laboratory results, contact your TELS Representative at IndoorAirQuality@Directs.com. Estimated reduction in risk of COVID-19 infection up to 41% for residents in Skilled Nursing Communities with NPBI installed in both common areas and resident rooms. Data estimates modeled from data self-submitted by communities to The CDC National Healthcare Safety Network system COVID-19 Long Term Care Facility Module and matched against our database of over 400 NPBI technology installations in Oct 2020 - Jan 2021; full technical paper available upon request. Outside factors such as new variants, cleaning practices, and vaccine rates vary over time and may impact the reduction in a particular community; results not guaranteed. 4/20/2021

Resources to Help You Discover Funding

How Direct Supply Can Help You If Funding Is Available



Contact
Direct Supply
to assess
HVAC options



Review and
approve
quote



Schedule
installation



Make
payment

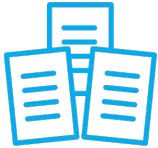


Submit grant
application

Resources to Help You Tell Your Safety Story



Decals and stickers to display in prominent areas of your community



Communication templates to inform residents, staff and visitors



Social media copy to drive visibility online



Brand guidelines and much more



Resources to Help You Tell Your Safety Story

Learn More at:

<https://www.directsupply.com/solutions/safety/indoor-air-quality/>

<https://www.directsupply.com/blog/covid-19-relief-bill-update-takeaways-for-senior-living/>

Send Us Funding Questions at:

<https://store.directsupply.com/Promotions/covid-19-relief-funding.html>



To learn more, visit directsupply.com/webinars