

Healthcare Technology

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As I researched for this article, I was shocked to discover that some hospitals ship infectious waste on public roads without it being decontaminated. Just a few decades prior, most hospitals had the capability to manage this infectious waste at their facility. With the COVID-19 Pandemic and the current Ebola outbreaks that have brought dozens of suspected cases to the U.S., I wanted to highlight the role of healthcare technology to keep our communities safe from new and emerging diseases that are just one flight away.

As an industry pioneer and leader, we wanted to highlight [San-I-Pak](#), Inc. out of Tracy, California. Many companies make the bold claim that they are the “best”. San-I-Pak quantifies their leadership position by having more hospital [installations](#) than all other companies combined worldwide! Although a manufacturer, Roman Flores—President & CFO says, *“We do not really define our company as a manufacturer. **Our identity** is formed more out of our just cause to provide technology that keeps communities safe by keeping untreated medical waste off of our roads.”*

“We are very fortunate to be located in a region where many innovative giants such as Tesla and Apple inspire us to think out of the box. We are driven by solutions and applications. Revenue is simply a consequence of doing the right thing”, says Arthur McCoy—Vice President. *“One recent example was being able to repurpose our technology to reprocess PPE when supplies were depleted”,* says McCoy.

PPE ready for reuse
after **sterilization**



Hundreds of hospitals and healthcare systems across the country like Sutter Health and Kaiser Permanente, are using this technology today. San-I-Pak was also recently awarded a national contract with the Department of Veterans Affairs.

Based on my research, there are several features that differentiate San-I-Pak's technology from others in the industry. Safety and automation are at the top of the list. Unlike other companies in this industry, San-I-Pak seems to be the only company that custom designs and manufactures each unit to accommodate each hospital. *"We try to follow the path of Apple and other innovators by providing intuitive technology that easily allows our clients and our technicians to access communication with our systems at any time of day"* says Flores.

San-I-Pak has a unique approach to customer service. Both Flores and McCoy allow their clients to have 24-7 availability. According to McCoy, *"We feel that all of our clients are simply members of our San-I-Pak family and we are Blessed to serve them"*.



San-I-Pak's 340-3P Sterilizer



David Thompson is CEO for two of Sutter Health's 24 hospitals. Located in Northern California, physical space, air quality, liability and cost all come into play when determining whether to process, or continue to process, infectious waste on site. One of the facilities was an early adopter of onsite sterilization, working with San-I-Pak as far back as 1978. *"Now on our third San-I-Pak, we recognize the value, both in risk mitigation and operating cost savings, of continuing to process material at the point of origin. For our facilities, there is no question the best overall value is to process infectious material on site."*

This is a recent installation San-I-Pak did for Vanderbilt University.

The value that San-I-Pak holds lies not within their brand, but in their methodology of treating infectious waste on site. *“The value of **on-site treatment** exceeds the value of any one brand in this industry”*, says McCoy. Flores goes on to say, *“Our obligation is to build the best technology for our clients so that they can experience both financial and operational independence from any vendor.”* With the real threats that our society faces from these emerging diseases, hospitals are ordering this technology at a record pace. Compared to off-site vendors, on-site programs are generally half the cost and often provide a rapid ROI. As hospitals seek creative ways to improve the bottom line as a result of the pandemic, on-site management of infectious ways appears to be a safe bet. San-I-Pak’s current production time is ten to twelve months.

San-I-Pak also offers a wide range of products for safe disposal of your infectious waste such as autoclave sterilizers, [autoclave bags](#), [compactors](#), [sharps machines](#), and [carts](#). They also provide [customizable features](#) to their products.

In addition to the direct purchasing, San-I-Pak has several financing options available. **These folks have a solution for almost anything!**



Reprocessed PPE

San-I-Pak’s Integrated Sterilizer & Compactor Combination

