

# MOROCCO CHOOSES ISOCYT FREJA FOR NATIONAL FIGHT AGAINST CANCER

*The Moroccan government has taken steps to improve the care of the country's cancer patients, by creating eight new oncology centers. The first will be starting at the university hospital in Fés, a city of over one million inhabitants in the northern part of the country.*

*Getinge is represented in Morocco by Eramedic, a full-range supplier of equipment for surgery, emergency care, etc. The hospital pharmacy contacted Eramedic during the project-planning stage, for a discussion of the safety measures needed when preparing cytotoxins.*

*"The pharmacist in charge saw two alternatives – a fume hood or a clean room," says Naini Ahmed, head of Eramedic's biomedical division. But Eramedic introduced a third approach: Getinge Isocyt Freja isolators, which could provide the needed capacity. Both the method and the equipment were new for the Moroccan healthcare sector, which meant there was a great need for information – particularly calculations of the financial consequences of the different alternatives.*

## **Experience from France**

Due to the risks involved in working with cytotoxins, the choice was narrowed down to clean rooms or isolators. As the project was not yet underway, there were no existing investments to take

into consideration. A comparison study showed that isolators would be more economical, especially in the long term, owing to the big differences in operating costs.

"We presented a study from the university hospital in Vendôme, France, showing that Getinge Isocyt Freja could save € 180.000 compared to the clean room option, based on 4.000 preparations per year," notes Naini Ahmed.

The savings are on several levels. The consumption of electricity as well as disposable articles is reduced. Moreover, opened packages can be saved in the sterile environment of the isolator and be used for additional preparations. This reduces the consumption of toxic substances – and thus the need for destruction.

## **Technical specifications**

The head of the pharmacy found that isolators would meet their needs better, but the procurement process itself would be in competition, under the auspices of the Moroccan Ministry of Health. As isolators of this type had never been used in Morocco before, however, some problems arose in connection with drafting the technical specifications for the procurement. Eramedic helped out with the documentation that was sent to the Ministry of Health.



"An additional tender was being submitted, with a somewhat different isolator solution," relates Naini Ahmed.

In monetary terms, both offers were similar. The differences were mainly in the technology. The competitor was offering an isolator with up to eight gloves, i.e. for four work stations, made of Plexiglass and using peracetic acid as the sterilizing agent.

Getinge's approach was an isolator of stainless steel and glass, using hydrogen peroxide (H<sub>2</sub>O<sub>2</sub>) vapor to sterilize the inside of the isolator. In the view of the pharmacy, Getinge was offering a better approach to waste management, with its interlocked DPTE® transfer system.

### Validated sterilization method

The Moroccan Ministry of Health invited both tenderers to explain their respective solutions. Eramedic brought in specialists from the manufacturer, Getinge La Cahlène, for a three-hour meeting that would largely focus on the pros and cons of hydrogen peroxide vapor. The Ministry of Health found that Getinge was offering a validated and traceable sterilization method that met the highest safety demands. They also concluded that hydrogen peroxide is unsuitable in combination with Plexiglass.

Eramedic's bid also fulfilled the remaining criterion – that it had to be a turnkey solution. The offer comprised two Getinge Isocyt Freja isolators, with auxiliary equipment from other suppliers, disposable articles for one year's operation, commissioning of the system and training of the staff.

"It also included a sensor for the presence of hydrogen peroxide on the premises," Naini Ahmed points out. "There were some worries about pos-

sible leaks. Even though Getinge's isolators are safe and tight, the extra security was appreciated."

### Positive response!

The two isolators were delivered during the spring, and operations are beginning this summer, but the operators have already had the opportunity to try it out in dry runs, without cytotoxins. The response has been very positive.

"Their first impression was that the isolators look nice and offer good ergonomics," reports Naini Ahmed. "This was followed by their appreciation of the functionality with PLC and logging. The customer is satisfied!"

### What the customer says

"We chose Getinge because we are convinced that the quality and ergonomics are good. The decontamination process with H<sub>2</sub>O<sub>2</sub> can be validated. The offer was complete with all necessary accessories from Getinge and Carmel Parma. Moreover, Eramedic arranged the site for installation."



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