

# Case Study

## VerxClean™ Product Performance at Large UK Pub Operator

### Background

As part of its selection process for a new automatic beer-line cleaner a major UK pub operator benchmark the performance of Qualflow Systems' Verx Clean against its current beer-line cleaner. The pub operator required a system that would meet the requirements of its new and existing pubs while reducing the overall cost of ownership. These pubs typically have high tap numbers and, more than one bar serving area. Typically, the bars are located on different floors and have split product lines. Following the benchmarking process, VerxClean is being rolled out across the Operators c1000 strong estate.

### Business Metrics

Ten pubs were selected for the initial trial. The Verx performance was benchmarked against the old equipment using the following metrics - Efficiency of Clean, Keg Yield, Cycle Times, Deluged usage, Ease of Use and PCB hygiene.

### Pub Staff Feedback

In addition to the above metrics, 10 pubs were asked to complete a survey to compare their experience and assess the performance of the Verx and the old line cleaner. The survey comprised of eight questions focused on the technical features of both line cleaners and the benefits that these deliver. Out of a maximum score of 100, Qualflow's overall performance score was 90%, compared to 40% for the old equipment. When asked to assess the clean quality, Qualflow's score is 90%, compared to 40% for the old equipment. When rating their overall opinion of both systems, Qualflow's score is 90% compared to 30% for the Open-Flow cleaner.

COMING SOON

### The Highlights



#### Better Line Cleaning

Based on c1000 line hygiene measurements, the quality of the clean has improved by a factor of 20 across the introduction of Verx. The operator has reported reduced staining and improved keg yields in addition to better line quality.



#### Keg Yield Increased by 2% to 3%

Average keg yields for all products have increased by 4% or 1.50 pints per keg in the trial pubs. This represents the opportunity for average yield increase of 400 £ across the pub estate and a rapid return on investment.



#### Cycle Time Reduced by 20%

Many high capacity sites allow cleaning of up to 100 lines per cycle and reduced average cycle times by 20% as a result of a targeted pub. This represents a substantial cycle reduction time of 2000 hours per year across the pub estate.



#### 40% Reduction in Deluged Usage

Verx reduced the average deluged usage at the trial pubs by 40%, offering a substantial saving of 40000 per annum across all pubs and a significant reduction in the cost of ownership.

(The old equipment used excessive deluge to compensate for poor line)



#### Score of 90% for Ease of Use

When asked to assess the ease of use or level of automation, management teams gave a score of 90% to Verx compared to 40% for the incumbent equipment.

#### PCB Hygiene Improved

Better overall performance due to Qualflow's unique PCB clean and Smart Wash, greatly improved PCB hygiene at all trial pubs.