A COMMUNITY BASED RESPONSE TO MEET A COMMUNITY BASED NEED
The TOMI™ Service Network

An Innovator in Community based disinfection/decontamination, odor, and mold control.

The TOMI™ Service Network (TSN) is comprised of professionals who are exclusively licensed and trained to use the SteraMist™ Binary Ionization Technology® system and solution. SteraMist™ BIT™ allows you to have an EPA registered tool to assist in your community’s disinfection/decontamination, deodorizing, and mold remediation needs. SteraMist™ Binary Ionization Technology® (BIT™) is the first EPA registered solution and system combination on the market. This technology produces non-caustic, Ionized Hydrogen Peroxide (iHTM). It is a visual mist that spreads like a gas and dries with no residue, no wiping, and does not blister paint or leave behind silver in the environment.

When you become a member of the TSN, you now have an innovative solution for facilities like:

- Hospitals
- Athletic Equipment & Facilities
- Schools
- Hospitality
- Commercial Buildings
- Food Processing Plants
- Transportation
- Police & Fire Departments
- Daycare Facilities
- Residential Housing/Apartments
- and many more!

Implement and integrate this powerful technology through service, sales, and even in special services like crime scene clean up. Open doors with this EPA registered product which allows use in a multitude of areas in your community.

- Distinguish yourself from your competition!
- Discover new revenue opportunities!
- Protect Your Company!

History

2001: Responding to Amerithrax Attacks
In response to the 2001 Amerithrax (Anthrax attacks), the Defense Advanced Research Projects Agency (DARPA) and a large U.S. contractor joined forces to develop Binary Ionization Technology® (BIT™) and its SteraMist™ platform which proved to be capable of defending against biological and chemical agents, including Anthrax spores.

2011: Acquiring the Technology
TOMI™ recognized the importance of this unique and innovative technology to address a global need. TOMI™ entered into a bidding process to commercialize, manufacture, and secure the rights, patents, and prototypes for SteraMist™ BIT™

2013: Proving Efficacy
After several years of negotiations, TOMI™ won the rights and started the process to secure all necessary registrations and GLP testing, starting with the EPA. TOMI™ SteraMist™ BIT™ Solution has maintained registrations in all 50 states.

2016 And Beyond
TOMI™ expands its successful, broad based use of this technology in the following industries: Hospital-Healthcare, Life Sciences, Commercial, and Food Safety. In the commercial space, SteraMist™ has been integrated into ambulances, bio-recovery, corner stores, fire stations, and office buildings nationwide.

The SteraMist™ Advantage
The TSN offers front-line disinfection/decontamination to all communities in the U.S. and abroad. **The opportunity to impact your community and secure territory rights to use the technology is now!**

SteraMist™ is also a great tool for large service contracts with hospitals, labs, nursing homes and many other facilities, giving you the advantage over your competition to offer superior service and outstanding results. Adding this technology can improve your company’s bottom line by opening the door to opportunities in new markets and increasing options for your current clients.
The iHP™ Process (Ionized Hydrogen Peroxide)

Protect:
- Your clients through offering unparalleled technology.
- Your brand by incorporating innovative, patented solutions to current options.
- The environment with a system which produces no hazardous by-products.

Prevent:
- Financial risk due to lost revenue from competition.
- Health risk from unnecessary exposure to mold spores and other contaminants.
- Damage to client property, such as delicate medical equipment and computers.

Profit:
- By controlling your own fee structure.
- Through maximizing network referral revenue.
- While receiving commission on end user sales.

The EPA registered 7.8% Hydrogen Peroxide BIT™ Solution converts to iHP™ after passing through an atmospheric cold plasma arc.

iHP™ contains a high concentration of Reactive Oxygen Species (ROS) composed mostly of Hydroxyl Radicals.

ROS damage pathogenic organisms through oxidation of proteins, carbohydrates, and lipids.

This leads to cellular disruptions and/or dysfunction and allows for disinfection/decontamination in the targeted areas and large spaces.
**Efficacy Data**  
**BINARY IONIZATION TECHNOLOGY® (BIT™) SOLUTION**

- Effective broad-spectrum surface and air disinfectant/decontaminant.
- Effective against bacterial spores and gram-negative bacteria, including multiple drug resistant organisms (MDROs).
- Effective for mold mitigation and remediation.
- Ultimate tool for elimination of bacteria and viruses.
- Does not require adjustment to room temperature or humidity before application.
- Suitable for frequent/daily use.

### Efficacy Data Table

<table>
<thead>
<tr>
<th>Organism</th>
<th>Classification</th>
<th>Log Reduction</th>
</tr>
</thead>
<tbody>
<tr>
<td><em>Bacillus atrophaeus</em>¹</td>
<td>Bacterial Spore</td>
<td>&gt;6.3</td>
</tr>
<tr>
<td><em>Geobacillus stearothermophilus</em></td>
<td>Bacterial Spore</td>
<td>&gt;6.3</td>
</tr>
<tr>
<td><em>Bacillus subtilis</em></td>
<td>Bacterial Spore</td>
<td>&gt;6.0</td>
</tr>
<tr>
<td><em>Clostridium difficile spores</em>²</td>
<td>Bacterial Spore</td>
<td>&gt;6.0</td>
</tr>
<tr>
<td><em>Escherichia coli</em></td>
<td>Gram Negative</td>
<td>&gt;7.4</td>
</tr>
<tr>
<td><em>Pseudomonas aeruginosa</em>³</td>
<td>Gram Negative</td>
<td>&gt;6.0</td>
</tr>
<tr>
<td><em>Serratia marcescens</em></td>
<td>Gram Negative</td>
<td>&gt;6.0</td>
</tr>
<tr>
<td><em>Salmonella enterica</em>²</td>
<td>Gram Negative</td>
<td>&gt;5.5</td>
</tr>
<tr>
<td><em>Staphylococcus aureus</em>³</td>
<td>Gram Positive</td>
<td>&gt;7.4</td>
</tr>
<tr>
<td>*Methicillin-resistant Staphylococcus aureus (MRSA)*⁴</td>
<td>Gram Positive</td>
<td>&gt;6.9</td>
</tr>
<tr>
<td><em>Bacillus atrophaeus vegetative cells</em></td>
<td>Gram Positive</td>
<td>&gt;9.0</td>
</tr>
<tr>
<td><em>Aspergillus Niger</em></td>
<td>Mold</td>
<td>&gt;8.0</td>
</tr>
<tr>
<td><em>Aspergillus species</em></td>
<td>Mold</td>
<td>&gt;7.0</td>
</tr>
<tr>
<td><em>Cladosporium species</em></td>
<td>Mold</td>
<td>&gt;7.0</td>
</tr>
<tr>
<td><em>Penicillium Species</em></td>
<td>Mold</td>
<td>&gt;7.0</td>
</tr>
<tr>
<td><em>Stachybotrys chartarum</em></td>
<td>Mold</td>
<td>&gt;7.0</td>
</tr>
<tr>
<td><em>Trichophyton mentagrophytes</em></td>
<td>Mold</td>
<td>&gt;6.0</td>
</tr>
<tr>
<td><em>Human rhinovirus 16</em>²</td>
<td>Virus</td>
<td>&gt;6.8</td>
</tr>
<tr>
<td>*Influenza A (H1N1)*²</td>
<td>Virus</td>
<td>&gt;10.0</td>
</tr>
<tr>
<td><em>Norovirus</em>³</td>
<td>Virus</td>
<td>&gt;6.4</td>
</tr>
<tr>
<td><em>Adenovirus</em>³</td>
<td>Virus</td>
<td>&gt;5.8</td>
</tr>
</tbody>
</table>

*All Testing Done By Independent 3rd Party, GMP Standards.*

**Notes**

- ¹*Bacillus astrophaeus is a surrogate for Bacillus anthracis (Anthrax)*
- ²*Human Influenza Virus (Flu) surrogate*
- ³*EPA Registered*
Description

The SteraMist™ Surface Unit is a fully portable, hand-held, point and spray disinfection/decontamination system with an application of five seconds per square foot and a seven-minute contact time to disinfect.

SteraMist™ disinfects/decontaminates hard, non-porous, high touch surfaces.

Using SteraMist™ provides risk management assurance for your company and clients. This technology can be easily incorporated into your daily restoration jobs, including those hard to hit wall cavity areas. The Surface Unit may also be used as the final step of black water and gray water remediation work.

Benefits

- Kills bacteria, inactivates viruses, reduces the risk of cross-contamination, neutralizes mycotoxins, and can be used for mold mitigation and remediation.
- Lightweight, easy to transport, and mobile mold remediation tool.
- Excellent for crime scene cleanup.
- Allows for immediate disinfection/decontamination in the case of accidental spills.
- Easily applied and monetized per square footage application.

<table>
<thead>
<tr>
<th>Feature</th>
<th>HHA-101</th>
</tr>
</thead>
<tbody>
<tr>
<td>Voltage</td>
<td>110 V AC, 5A</td>
</tr>
<tr>
<td>Disinfection/Decontamination Technology</td>
<td>Ionized Hydrogen Peroxide (iHP™)</td>
</tr>
<tr>
<td>Number of iHP™ spray ports</td>
<td>1</td>
</tr>
<tr>
<td>Dimensions</td>
<td>0.64 m Length x 0.56 m Width x 0.38 m Depth (approximately 25” x 22” x 15”)</td>
</tr>
<tr>
<td>Weight</td>
<td>Approximately 22 kg (~48 lbs.) Applicator approximately 8lbs.</td>
</tr>
<tr>
<td>Particle Size</td>
<td>2-4 Microns</td>
</tr>
<tr>
<td>Broad Spectrum Kill</td>
<td>Yes</td>
</tr>
<tr>
<td>Safe for Sensitive Equipment</td>
<td>Yes</td>
</tr>
<tr>
<td>Flow Rate</td>
<td>50 ml per minute</td>
</tr>
<tr>
<td>Treatment Method</td>
<td>Direct Application onto Surfaces</td>
</tr>
<tr>
<td>Dose Application</td>
<td>1 ml per ft²</td>
</tr>
<tr>
<td>Application Time</td>
<td>5 seconds over a 1 ft² treatment area</td>
</tr>
<tr>
<td>Contact Time</td>
<td>7 minutes</td>
</tr>
<tr>
<td>Warranty (parts &amp; labor)</td>
<td>12 months</td>
</tr>
</tbody>
</table>

1. Staphylococcus aureus (ATCC #6538), Pseudomonas aeruginosa (ATCC #15442), Methicillin Resistant Staphylococcus aureus (ATCC #33592), Salmonella enterica (ATCC #33592)
2. Influenza A virus (H1N1) (ATCC #VR-1469)

SteraMist™ Surface Unit
S. aureus (ATCC #6538), P. aeruginosa (ATCC #15442), M. aureus (ATCC #33592), Salmonella enterica (ATCC #33592)
Influenza A virus (H1N1) (ATCC #VR-1469)
The SteraMist™ Environment System is transportable and provides complete room disinfection/decontamination, deodorization, and mold mitigation using multiple treatment applicators per unit.

Effective whole complete room treatment in just under 45 minutes* for a room (3,663.7 ft³/104 m³).

*Less time is typically needed for smaller sized rooms.

**Benefits**
- Can be configured for small or larger spaces, with no maximum requirements.
- Automated/remote controlled system with downloadable data sets.
- Six-Log Kill (99.9999%) on *Clostridium difficile* spores.
- Less down time than competitive technologies.
- Precise measurement of H₂O₂ dispersement.

**Features**
- Voltage 120 V AC, 5A
- Disinfection/Decontamination Technology Ionized Hydrogen Peroxide (IHP™)
- Number of IHP™ spray ports 3
- Dimensions 1.2 m Length x 0.61 m Width x 0.61 m Depth (approximately 47”x 24”x 24”)
- Weight Approximately 63.50 kg (~140 lbs.)
- Particle Size 2-4 Microns
- Broad Spectrum Kill Yes
- Safe for Sensitive Equipment Yes
- Flow Rate 25 ml per minute per applicator
- Treatment Method Complete Room Disinfecting System
- Dose Application .5 ml. per ft.³
- Application Rate/Time Effective complete room treatment in just over 75 minutes for a room 3,663.7 ft³/104 m³ including application time, contact time, and aeration time. Less time is typically needed for smaller size rooms. Room is safe to enter once hydrogen peroxide is below 0.2 ppm.
- Aeration Time
- Warranty (parts & labor) 12 months

**Tested**
- Staphylococcus aureus (ATCC #6538), Pseudomonas aeruginosa (ATCC #15442), Methicillin Resistant Staphylococcus aureus (ATCC #33592), Clostridium difficile spores (ATCC #43598), Salmonella enterica (ATCC #33592), *Norovirus (Feline Calicivirus) (FCV) (ATCC #VR-782)***
SteraMist™ Binary Ionization Technology® has been found effective against these commonly found molds and fungi:

- Aspergillus expansum
- Aspergillus restrictus
- Aspergillus ustus
- Aspergillus niger
- Cladosporium cladosporioides Type 1
- Cladosporium herbarum
- Geotrichum candidum
- Aspergillus sydowii
- Scopulariopsis brumptii
- Mycothecium verrucaria
- Penicillium glandicola
- Penicillium citrinum
- Penicillium corylophilum
- Rhizopus stolonifer
- Stachybotrys chartarum
- Scopulariopsis brevicaulis
- Wallemia sebi
- Memnoniella echinata
- Mucor racemosus
- Aspergillus tamarii
- Penicillium olsonii

And 21 Others!

Spore loads for the referenced fungi were reduced from 10^7 spores/cm² to undetectable levels 15 seconds.
The Value of Being a TSN Member

For Your Investment:

• Rights within your exclusive territory for service.
• Financial incentives for your sales.
• No need to buy other costly antimicrobials, mold inhibitors, or odor control devices.
• Special pricing for EPA Registered SteraMist™ Equipment & BIT™ Solution.
• Technical and sales training included in onboarding.
• Inclusion in a network of first responders.

On-Going Support:

• Exposure to industry experts.
• Access to TOMI™ public relations and marketing teams.
• Lead generating campaigns.
• Sales materials for use in multiple divisions.
• Vehicle co-branding.
• Monthly town halls and sales forums.

Join Now!

• Use technology as standalone or incorporate into your existing business.
• Set your own fee schedule.
• Increase profit margin.
• Open network communication.
• New client referrals from TOMI™ corporate and other TSN members.
• Community recognition for your cutting edge technology.
• Participate in pharmaceutical and clean room high capacity projects. *(After training and participation in SteraMist™ corporate critical projects with a TOMI™ Technician.)*
“We used the SteraMist technology at a local daycare center that had Respiratory Syncytial Virus and Influenza A and the rooms that we sprayed never had another outbreak. The daycare facility knows it works which verified our investment into the TSN.”

Jenna Snyder, INTEK Cleaning and Restoration

“Due to the simple nature and mobility of the device, the system works at a very competitive price point when compared with other technologies. It leaves no residue.”

Tom Licker, ICT a Division of Insurance Restoration Specialists

“This is truly one of those lifetime opportunities you don’t pass up.”

Mike Miles, Miles Environmental Consulting

“I made enough to pay off my surface unit in 60 days of joining the network.”

Michael Cousino, Cousino Medical

Adding to Your Bottom Line While Meeting Community Needs
Case Study: Smoke on the Bay
Deodorizing High-End Hospitality in San Francisco

Overview
The summer of 2016 began with the smell of smoke for two exclusive and highly rated hotels in San Francisco, CA. In an attempt to preserve their high standard of quality and guest experience, these hotels reached out to a TOMI™ Service Network (TSN) service provider in the area, Ideal Restoration (Ideal), in need of immediate smoke deodorization for several rooms. In response, Ideal used multiple SteraMist™ Environment Systems to quickly and successfully return the hotel rooms to a pre-smoke condition.

Scope of Work
The original request from the first hotel's chief engineer was to treat 10 rooms. However, as guests continued to check out and staff attempted to clean, it became apparent that room deodorization was going to be necessary for more rooms.

This service was scoped at Ideal's standard rate which would apply to all rooms, 500 square feet or less, during normal operating hours. Rooms done after/before normal business hours would be at a higher rate (approximately $100 more) and all large suite rooms would be converted to a square foot charge.

With signed agreements, the work would proceed once the rooms were vacated.

During this same time period, the assistant director of housekeeping from a second hotel, contacted Ideal with a similar request for smoke deodorization. Initially this scope of worked included approximately 100 rooms, with a projected completion date of 5 days. To stay on this schedule and meet this deadline 20 rooms needed to be treated every day.
Preparation and Execution

With demand from both hotels at the same time, Ideal needed to develop the most efficient strategy to address both needs concurrently. In preparing their team and equipment, they estimated using approximately 60 gallons of BIT™ Solution and enlisted assistance from a 2-man team from a fellow network provider, American Craftsman Restoration.

Work on the first hotel with fewer rooms needing treatment started in the morning and by late afternoon, 15 rooms had been successfully treated. The two teams were ready to move on to the second hotel. Ideal worked with management to determine which rooms needed immediate attention and by midnight of the first day, all rooms deemed priority were treated. The following day the team began work again, and successfully completed the entire job within the originally proposed timeframe.

Ideal had requested all bedding, towels, sheets, and any fabrics be removed and washed so that the SteraMist™ mist/fog could penetrate areas where odor causing bacteria may be hiding.

Challenges

The scope of the project continued to change as client needs evolved. Given the time of year and the high turnover in hotel rooms during summer months, there was extra pressure to perform with satisfactory results under tight deadlines. Given the nature of the job and multiple locations within the hotel rooms needing treatment, break-down and set up created extra time sensitivity.

Result

Both hotel representatives indicated that the scope of this job was rare. In follow up conversations, they expressed how satisfied and impressed they were that Ideal was able to deliver with the help of SteraMist™ BIT™ on a request no other restoration company could.

This case is a prime example of the versatility and effectiveness of the SteraMist™ BIT™ technology and demonstrates how it can potentially position a company as an industry leader in meeting the needs of clients.