

## Breaking Barriers: Overcoming Filtration Hurdles for a Dialysis Care Provider



### THE CUSTOMER

The customer, a leading dialysis care provider operating in the Czech Republic and Slovak Republic, plays a vital role in the pharmaceutical and biotechnology industry. Ensuring the highest standards of water purity is critical to their operations, particularly in the treatment of water before reverse osmosis (RO) and its subsequent safety filtration. With over five years of reliance on their previous supplier, the customer sought an alternative solution to address pressing concerns regarding cost and delivery reliability.

### THE CHALLENGE

The customer faced growing dissatisfaction with their previous supplier due to high costs and long and unreliable delivery times for product. Their goal was to identify a reliable alternative supplier capable of delivering comparable quality at competitive pricing with shorter lead times. The customer's filtration needs were critical, involving a combination of meltblown prefilters and high-performance 0.2 µm rinsed cartridges for their water treatment processes.

### THE SOLUTION

The Global Filter team was introduced to the customer through a positive reference from a sister company. Leveraging cross-references and collaboration with Global Filter's sales team, a tailored solution was proposed. The recommendation included:

- GWTB-Series meltblown prefilters to optimize water treatment prior to RO.
- GHPS-Series 0.2 µm rinsed membrane cartridges for safety filtration post-RO.
- Competitive pricing and reliable delivery schedules.

The solution was tested on-site and successfully validated, demonstrating filtration performance equivalent to the original supplier's products.

### THE RESULTS

#### Performance:

- Filtration results were comparable to the original supplier's products.
- Service life exceeded the planned replacement intervals established by the customer.
- The reliability of the filtration system ensured uninterrupted operations.

#### Cost Reduction:

- The customer achieved over 15% savings on procurement costs.

- Maintenance and replacement costs remained consistent due to fixed replacement schedules.
- Reduced inventory value.
- Waste volume remained unchanged, ensuring compliance with sustainability benchmarks.

#### Supply Chain Optimization:

- Shorter delivery times and supplier reliability allowed the customer to reduce inventory requirements.
- Filtration Group's warehouse in Strakonice played a pivotal role in meeting the customer's delivery expectations.

*Filtration Group was able to offer high-quality and competitively priced products with acceptable delivery times from its warehouse in Strakonice.*— Service Centre Manager.

### LOOKING AHEAD

This partnership with Global Filter has not only resolved immediate challenges but has also positioned the customer for long-term success. The improved filtration system ensures ongoing compliance with regulatory standards and sustained cost savings.

Global Filter is ready to collaborate with you to enhance your products and streamline the processes that fuel your success.