

FAQs

Residential Cleaning Program

How does the Breezy Blue™ smart fogger work?

Breezy Blue™ is a smart disinfection minibot (mini-robot) used to remove viruses, germs, bacteria, and odors from rooms and workspaces, in a better, faster, safer way.

Breezy Blue™ uses aerosolized hydrogen peroxide technology (aHP) and automation to disinfect shared rooms and spaces by fogging an H₂O₂-based solution at the push of a single button.

What is the solution?

Breezy BioPure™ RTU is the solution used for residential cleaning applications and is composed of 7% H₂O₂ and 93% water.

Why use a hydrogen peroxide based solution?

Hydrogen peroxide is a powerful oxidizing agent with broad-spectrum capabilities to rapidly neutralize pathogens. It works by releasing oxygen when it breaks down, creating an environment that is inhospitable to many microorganisms. The oxygen disrupts the cell walls of bacteria, viruses, and fungi, leading to their destruction.

Is the solution safe and eco-friendly?

Yes. In low concentrations, hydrogen peroxide is non-toxic, naturally breaks down into water vapor and oxygen and does not leave behind harmful residues that could be detrimental to the environment.

Does it leave a residue?

No. When fogged with Breezy Blue™, Breezy solutions will not leave a residue.

How easy is Breezy Blue™ to operate?

Easy! There is one button on the device. When pressed, that button starts the countdown for a fogging event.

How much additional labor is required?

1-2 minutes of labor per room.

7-12 minutes of additional labor to disinfect a standard 3 bedroom, 2 bathroom home with 2 open living areas.

Is PPE required?

No. Breezy smart disinfection products are designed to keep users away from chemical solution exposure. When used according to the manual, PPE is not required while fogging.

Will Breezy products remove odors?

Yes, organic-based odors.

Aerosolized hydrogen peroxide (aHP) reaches places difficult to access through traditional cleaning methods (behind and underneath flat and vertical surfaces, fabrics, and air). This makes it not only useful for ensuring a thorough disinfection, but eliminating unpleasant smells caused by bacteria, mold, mildew, or other organic sources.

What about cigarette smoke?

It helps. Hydrogen peroxide's oxidizing properties can help break down and neutralize the odor-causing compounds in cigarette smoke and reach overlooked spaces where smoke particles have settled. However, complete removal of cigarette smoke odors may require a combination of approaches, as smoke particles can permeate various materials and surfaces.

What's the process to disinfect a space?

Clean and prepare a room, then disinfect as the final step.

1. CLEAN – Follow your standard cleaning procedures to remove garbage, soil, dirt, and debris.
2. PREPARE THE ROOM – Ensure no humans or pets are inside the room. Position Breezy Blue™ in the doorway, with the fogger pointed towards the middle of the room.
3. FOG – Press the button to fog the space.
4. CONTACT TIME – Close the door and allow the solution to have at least 10 minutes of contact time with surfaces in the space.

****Do not re-enter the room for at least 30 minutes after fogging****

How long before the room can be re-entered by humans or pets?

30 minutes total* (10 minutes of contact time + 20 minutes of ventilation time)

If quick re-entry of the room is needed, after 10 minutes of contact time, open the door for a minimum of 20 minutes to ventilate any remaining solution before re-entering the room.

*Re-entry time intervals may vary. Many factors in a home influence re-entry times, such as room design, floorplan, air handlers, HVAC systems, etc.

Can pets be inside the room?

No. Pets, such as dogs and cats, must be removed prior to treating a room.

What about lizards, hamsters, and pets inside terrariums?

It's ideal to remove all pets and living creatures before fogging solution in a room.

For animals in terrariums that cannot be removed, consider skipping disinfection for that room - or - prior to fogging, cover the terrarium with a towel. Once the room has been fogged and thoroughly ventilated (30min), remove the towel.

How long should I fog each room?

30 seconds, on average.

After pushing the button to fog, the minibot will countdown and automatically start and stop fogging solution for the set dosage time. 30 seconds of fog time is the factory default.

What about large open spaces?

For large spaces, such as open concept kitchens and living rooms, 60 seconds of fogging is recommended.

The simplest solution is to fog the same area twice, to ensure adequate dosage.

Optional is using the Breezy Controller to adjust Breezy Blue™ fog times to the match the dosages guideline for each type of room.

Can I change the default fog time?

Yes! Use the Breezy Controller app to adjust Breezy Blue™ fog times.

Can the countdown time be changed?

Yes! The default countdown duration is adjustable via the Breezy Controller app.

The factory default is a 30 second countdown and can be reduced to as little as 5 seconds.

Do I have to change the fog time for each room?

No. The Fogging Dosage Guideline table are manufacturer recommendations to achieve a successful disinfection.

Fogging Dosage Guide

Residential

| <u>Space</u> | <u>Fog Time</u> | <u>Gallons Used During Disinfection</u> | <u>Disinfections per Gallon</u> | <u>Solution Cost of Disinfection</u> |
|------------------------|-----------------|---|---------------------------------|--------------------------------------|
| Bathroom | 15 seconds | 0.015 | 67 | \$0.37 |
| Bedroom | 30 seconds | 0.030 | 33 | \$0.74 |
| Living Room | 60 seconds | 0.060 | 16 | \$1.49 |
| Home (3 BR, 2 Bath) | Multiple | 0.24/home | 12 homes/case | \$5.94 |

Fogging Dosage Guide

Commercial

| <u>Space</u> | <u>Fog Time</u> | <u>Gallons Used During Disinfection</u> | <u>Disinfections per Gallon</u> | <u>Solution Cost of Disinfection</u> |
|--|-----------------|---|---------------------------------|--------------------------------------|
| Ambulance (1,400 ft ³) | 25 seconds | 0.025 | 40 | \$0.75 |
| Classroom (5,000 ft ³) | 50 seconds | 0.050 | 20 | \$1.50 |
| Large Room (9,000 ft ³) | 90 seconds | 0.090 | 11 | \$2.70 |

What are key best-practice SOPs when fogging a home?

1. Always fog as your last and final step of the cleaning process, once the room or entire home is 100% cleaned.
2. Fog rooms that can be closed off with doors first: bedrooms and bathrooms
3. Shut the door to the room, once Breezy completes a fog event, so it is closed off for contact time and not accidentally re-entered by staff.
4. Fog open areas last. Start with the open space furthest from the front door and back out of the home, as the final step.
5. Do not re-enter a space that has been fogged for at least 30 minutes.

Download PDF checklists, view training videos and SOP Guides by visiting www.buildwithrobots.com/support

Does BWR supply Training resources?

Yes, BWR has a full library of training videos, How-to Guides, and downloadable PDFs (checklists, SOPs, and Guides) to ensure implementation with your team is a breeze.

www.buildwithrobots.com/support

How many homes does 1 case of solution disinfect?

+/-12 Homes, per case of solution (4 gallons per case).

Consumption rate is approximately 0.24 gallons per Home (3 bedrooms, 2 baths, and 2 large common areas)

What is the approximate cost per disinfection service?

@12 Homes - \$20.66 - Equipment & Solution (Launch Promo Price)

@24 Homes - \$14.46 - Equipment & Solution (Launch Promo Price)

@48 Homes - \$11.35 - Equipment & Solution (Launch Promo Price)

What should I charge my clients?

The price for disinfection services is up to each owner. BWR and Profit Cleaners suggests +/-3 times the cost of the equipment and solution (\$60-\$80 list price/ \$50-\$70 sale price), to be able to offer discounts in your marketing promotions and ensure healthy profit margins.

Example pricing:

| | Base Price (One Time) | Once per Monthly Subscription | Twice per Monthly Subscription | Weekly w/ Monthly Subscription | Pack of 6 (Used as Needed) |
|--------------|--------------------------|----------------------------------|-----------------------------------|-----------------------------------|-------------------------------|
| Small Space | \$65 | \$60 | \$50 | \$40 | \$250 |
| Medium Space | \$80 | \$70 | \$60 | \$50 | \$300 |
| Large Space | \$100 | \$85 | \$75 | \$65 | \$375 |

Is there a way to try Breezy first?

Yes! BWR offers a 2-month free trial before your subscription starts. Just pay shipping and handling on your equipment.

How do I introduce disinfection services to my customers?

BWR and Profit Cleaners have collaborated to create a Marketing Kit, including webpage, email, SMS, call templates and more to help Residential Cleaners promote and book disinfection services.

Does BWR offer Customer Support?

BWR offers both self-serve resources/training on products and live US-based support with a team of on-staff product implementation specialists.

Visit www.buildwithrobots.com/support

What's the cost?

Residential Cleaners are best served with BWR's Breezy Equipment and Solution Subscription. Right now BWR is offering a discounted Launch Promo.

| | MSRP | Launch Promo Pricing |
|--|--------------------|---------------------------------------|
| Equipment Bundle Subscription 1 Breezy Blue™ Fogger 1 Breezy Smart Controller | \$222/month | \$149/month |
| Sanitizer Subscription 1 case (4 gal), Breezy BioPure™ RTU, includes S&H | \$120/month | \$99/month |
| Total Price | \$342/month | \$248/month 27% Discount |
| | | |
| Shipping & Handling Breezy Blue™ Equipment | \$30 (one-time) | \$1 (one-time) 97% Discount |

What is the fine print on the subscription?

Just like all Breezy products, we aim to make the subscription simple, easy and flexible.

| | MSRP | Launch Promo |
|----------------------|--------------------|--|
| Risk-Free | 2-Month Free Trial | 2-Month Free Trial |
| Commitment | 12 Months | 12 Months |
| Training SOPs | ✓ | ✓ |
| Marketing Kit | ✓ | ✓ |
| Limitations | - | Promo pricing ends |
| Added Bonus | - | 1x1 Unboxing/Onboarding call with BWR Specialist |