SPOTTA

SMART PEST SYSTEMS

Bed Pod Performance Analysis

Summary

Spotta is a technology solution which continuously monitors and identifies insects in real time to provide alerts that allow timely intervention, limiting the damage caused.

In 2019 we launched Bed Pod, our solution for detecting bed bugs in commercial properties. In this period we successfully detected 94% of bed bugs incidents.

This document shows the results achieved by Bed Pod in a full year of real-world deployment in customer hotels. In this report we discuss some of the main capabilities and limitations of the Spotta service.

What does success look like?

For hotels and other lodging providers most of the overall financial impact of bed bugs comes from guest-pest contact, which leads to complaints, bad reviews and loss of revenue.

The primary aim of any monitoring solution is to detect bed bugs before a guest does, letting them sleep easy and allowing the hotel to prevent guests from getting bitten.

Therefore, our definition of success for monitoring is:

"Did the monitoring solution alert the owner to the presence of bed bugs before a guest found them?"

What's the benchmark?

Current methods of monitoring for bed bugs include training housekeeping staff, professional inspections and sniffer dogs.

Among our customers, the highest reported success rate for existing methods is

50%

This means that, before Bed Pod, 1 in 2 bed bug incidents were being reported by guests.

Setup

From 1st February 2019 to 31st Jan 2020 Bed Pods were deployed to **963 rooms** across **3 hotels** protecting a total of **91,049 room-nights**

Detections of bed bugs were treated according to the hotels' usual pest management practices.

Reporting

Bed Pods report detections through Spotta's online console.

Guest or housekeeping detections were reported to Spotta by hotel staff. All reported missed detections are included, even if no hard evidence of bed bug presence was found.

What did we find?

94% effective

- Spotta, 113
- Guests, 4
- Housekeeping, 3
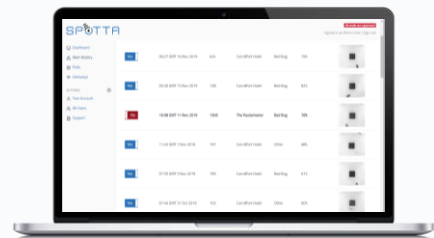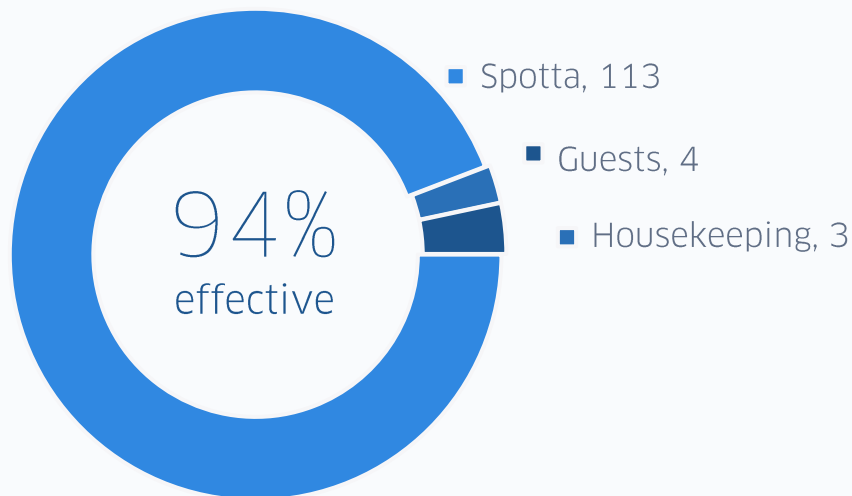
During this study, Spotta successfully detected 113 cases of bed bugs and missed 7.

This reduced the proportion of bed bugs that were found by guests from around 50% to less than 4%.

What about repeat cases?

It is particularly important for the hotel to have early warning about new infestations. So we wanted to see if Spotta is effective at detecting new cases as well as existing infestations.

In this study, 59 out of 113 detections were in rooms with no recent history of bed bugs, which demonstrates Spotta's effectiveness as an early warning system against new introductions of bed bugs to a room.

Repeat detections in rooms also shows that Spotta can help to assess whether extermination treatments have worked.

| Detections in previous two months			
59	29	9	16
0	1	2	3+
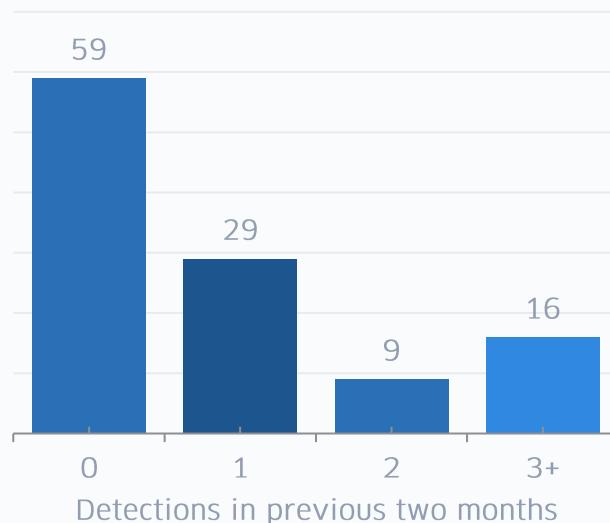
Bed Types

Over 75% of the Bed Pods were installed on box spring frames however less than half of the missed detections were on box spring frames. Bed Pod is particularly well suited to box spring bed frames.

Legend:
- ■ Other
- ■ Box Spring (Divan)

Pods in Service

Missed Detections

0%   50%   100%
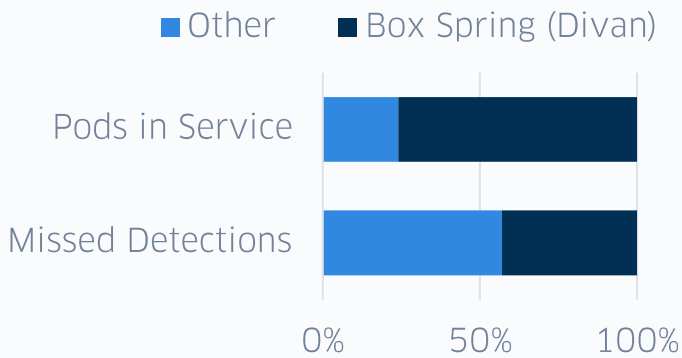
Detecting other insects

The majority of the detections made by Spotta were for bed bugs, which is what Bed Pod is designed to attract. However, the system also identified a number of other pest species for the hotel.

Bed Bug
113

Other
45

Flea
2

Moth
18

Carpet Beetle
4

Other
21
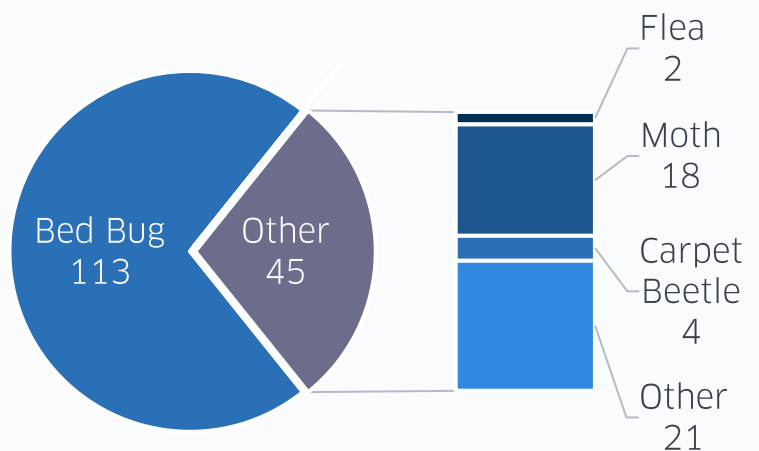
Conclusion

Over a full year of operation Spotta has demonstrated that Bed Pod is effective at significantly reducing the number of guest encounters with bed bugs.

The scale and breadth of the study in a large number of rooms and across several hotels and with multiple types of bed shows that Spotta is effective in multi-room properties.

Spotta can protect time, money and reputation for hotels and other lodging providers.

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