



Clean-Trace LM1

3M™ Clean-Trace™ 卫生监测管理系统

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收购

- 扩大FSD的产品品类
- 产品开始涉足卫生监控领域

壮大

- 营业额增长了一倍
- 稳步增长
- 生产能力提升
- 全球推广

优化

- 预计营业额能再翻一倍
- 长远来看会有更加稳定的增长
- 稳定的系统
- 强大的系统
- 优化全球销售业绩



3M™ Clean-Trace™ Hygiene Monitoring and Management System



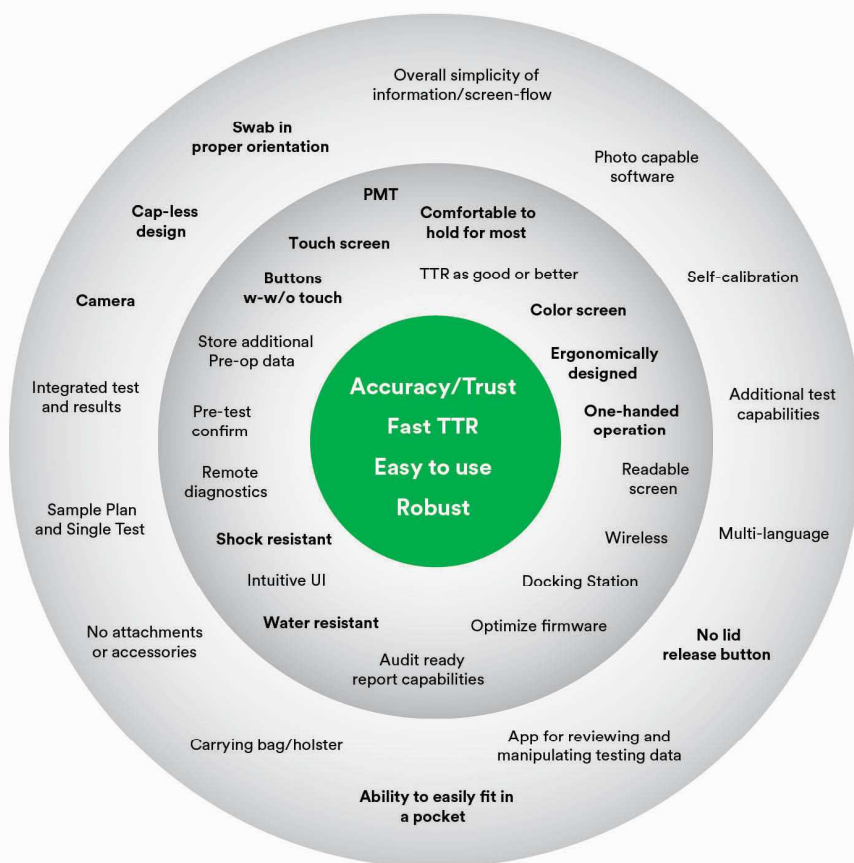
Meet the new guardian of the line.

Introducing the 3M™ Clean-Trace™
Hygiene Monitoring and Management
System



3M™ Clean-Trace™ 卫生监测管理系统

产品的特性必须符合客户的需求——消费者调查反馈



Identifying and Prioritizing Customer Needs Superior Concept – Core Requirements

Accuracy/ Trust

PMT
Swab positioning, orientation
Pre-test check/confirm
Calibration check
Self calibration
Remote diagnostics
Enter additional pre-op test data on prod floor
Secure data (can't be changed on handheld)

Ease of Use

Ease of navigation - User interface
One handed operation (Multi-task)
Comfort for all hand sizes
Better/Color display
Buttons w/w-out touch
Touch screen
Intuitive screen menus
Display visible at proper angle
Easy to follow sample plan
Additional test capabilities
Wireless

Environmental Robustness

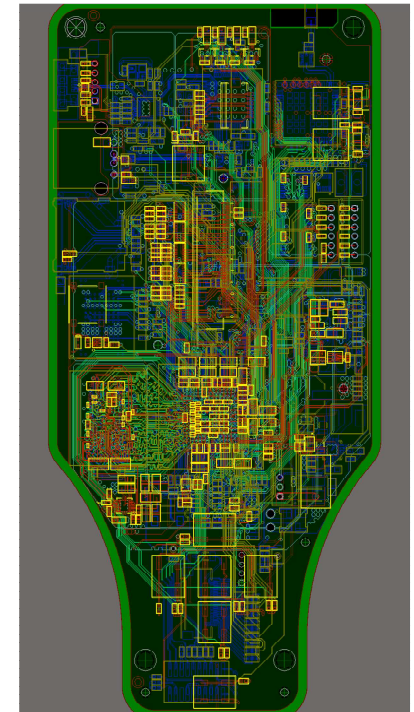
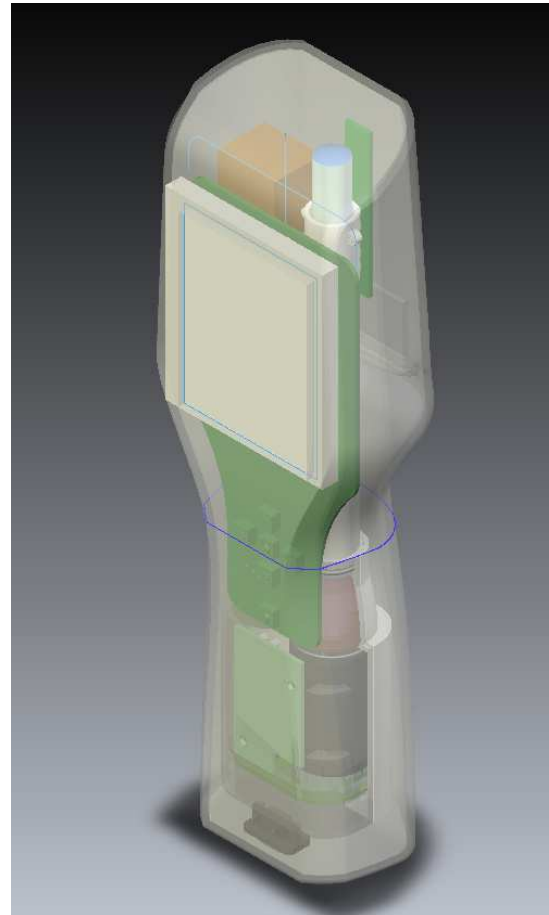
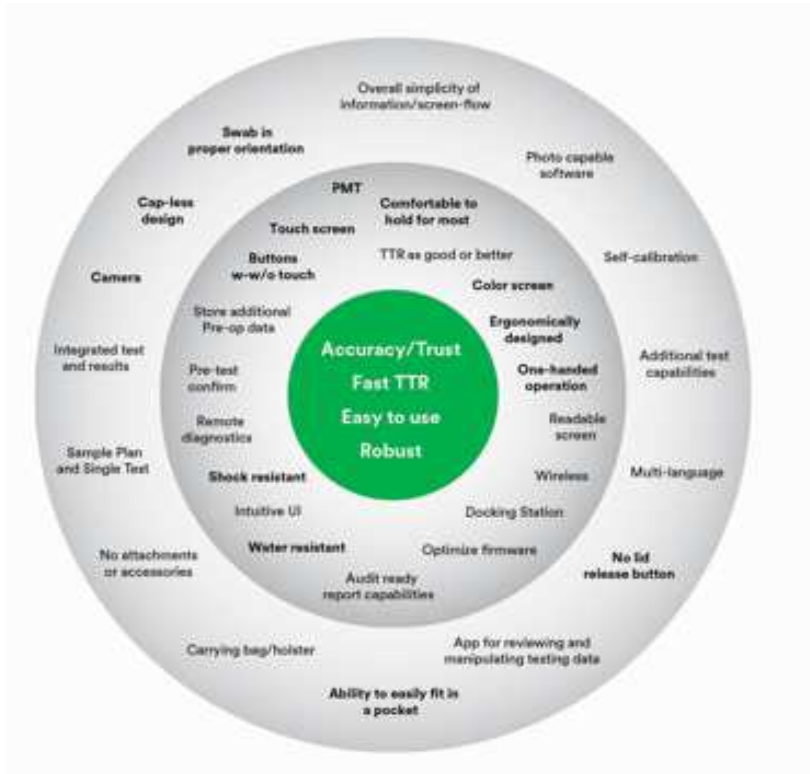
Water proof (Resistant)
Works after drop
Light intrusion standard
No cap

Time To Result

Fast performance
Audit ready reports

◆硬件的研究开发

3M

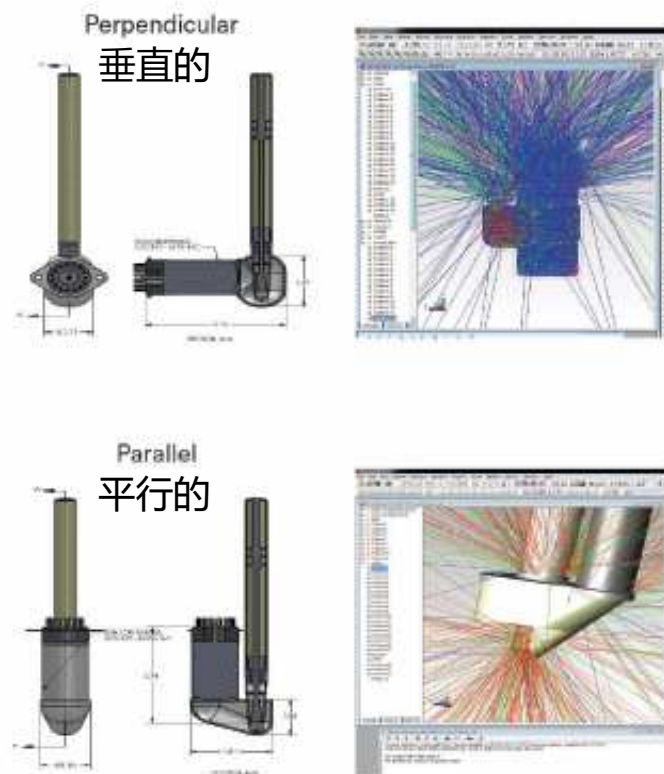


3M™ Clean-Trace™ Luminometer

Science Behind an Optimized System 科学的系统优化过程



Evaluating optical configurations

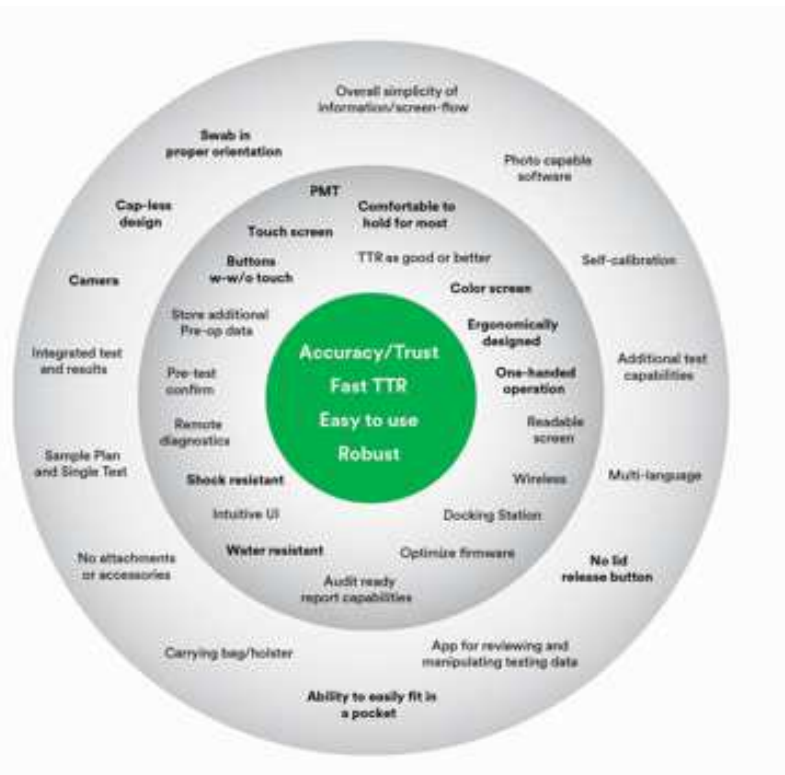


Optimized optical configuration

优化光学配置



Meet the Inventor – Fusu Thao - Design

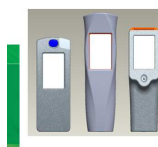


◆外观的设计研发

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Three Semi-functional Concepts for VOC



3M



SEMS inspiration for "Modern Flow"

Accurate Precision Ease of Use Intuitive Portability Rugged Time to Result Performance Weight / Size Slender



外观设计特点/ 优势

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深灰色和白色强烈反差, 使整个机器呈现线条曼妙的外观

上端的浅灰色盖子, 确保测试者在检测过程中看到盖子, 以使机器维持在正确的握持角度

按键周围的金属外环, 使设备具有高端质感, 并使按键醒目可见

增加了手指触点, 可供测试者正确打开测试盖子

手指托
可供手指辅助承重

方向键和确认键, 与触屏功能相同, 供随心选择使用

圆弧机身, 方便清洗和抓握

精密分隔线, 创造时尚的外观效果

可方便随时竖直放置

无盖摇杆设计
使用简单, 方便封闭检测室, 以得到更精确的结果

侧面设置USB接口, 避免了接口在底部容易造成灰尘堵塞

柔软材质, 保护机体免受跌落损伤

底座

Hygiene monitoring has a new hero.



LM1荧光检测仪：

- 使用方便，结果快速，
- 可以单手操作，
- 轻便易携，人体工程学设计，
- 最大程度简化检测操作步骤，减少培训 and 成本
- 更好地重复性和更低的变异系数，使您可以得到更准确可靠的结果

单手操作，可以同时满足多任务需求



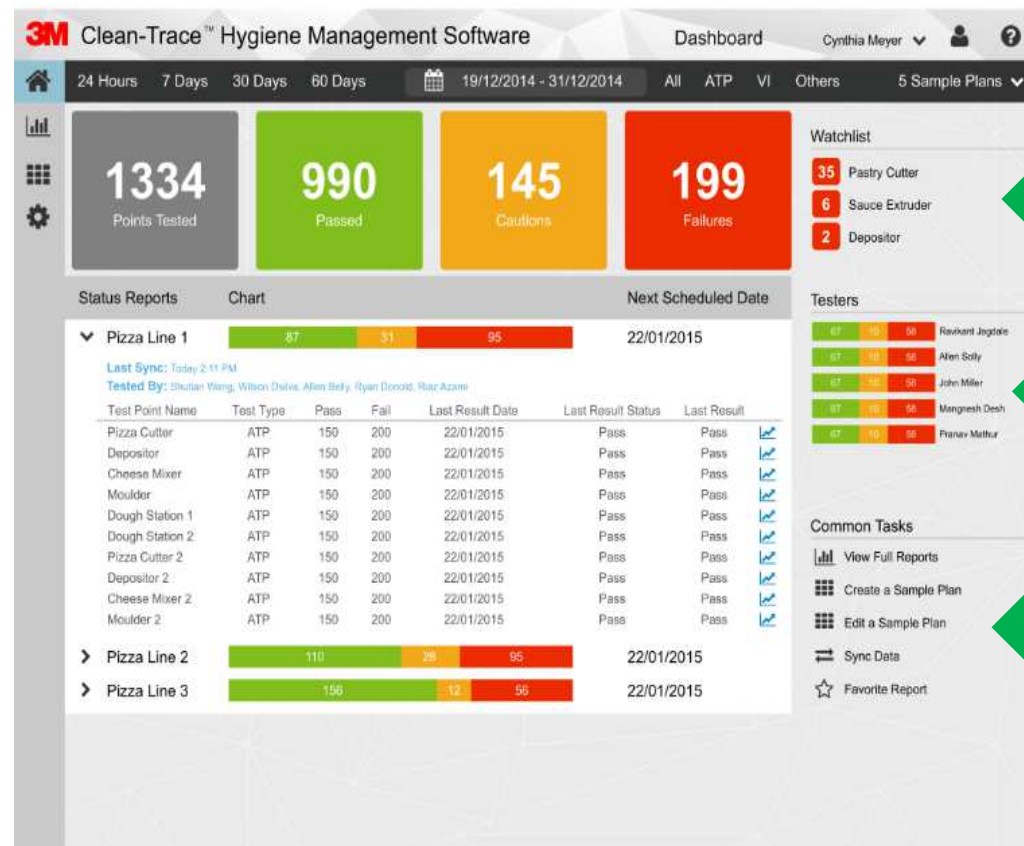
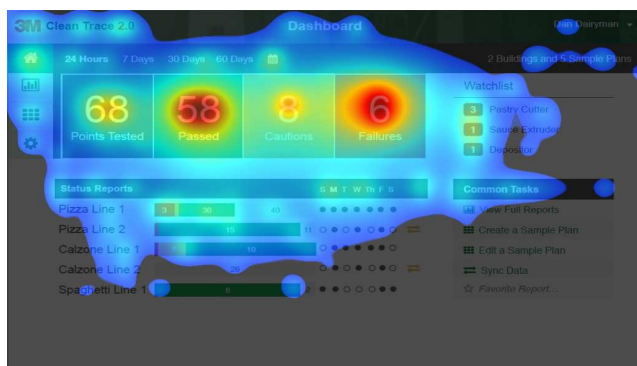
触屏操作，界面简单，可使用Wifi/ Bluetooth传输数据

轻便易携，人体工程学设计，抓握舒适

◆软件的开发设计

■ 操作界面直接将零散的数据整合为有用的信息

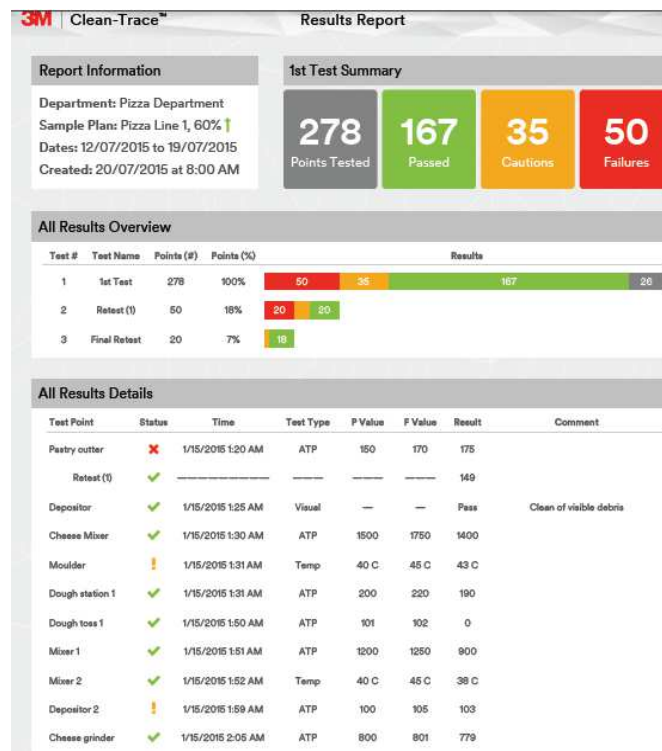
- 以检测位点结果为主要信息
- 将信息整合在一起
- 可以快速访问数据



Daily Results Reports 每日结果报告

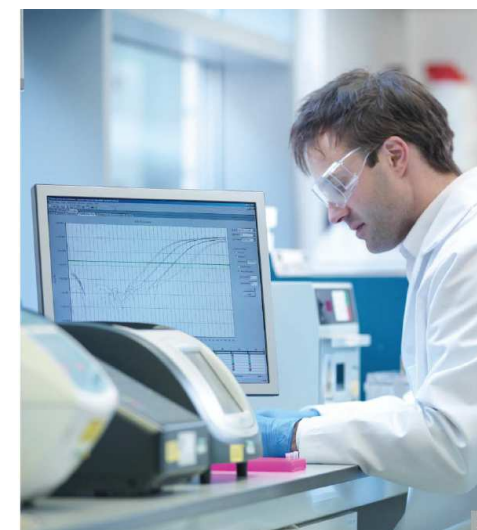


- 每日检测报告的生成快速简单
- 为各种审核做准备
 - 常规的和临时的
 - 内部的和外部的
- 审核过程中，这些报告可以帮助客户
 - 展示详细的，条理清晰的电子记录
 - 展示清洗监控频率
 - 更容易通过审核



Report Information

Department: Pizza Department
 Sample Plan: Pizza Line 1, 60% ↑
 Dates: 12/07/2015 to 19/07/2015
 Created: 20/07/2015 at 8:00 AM



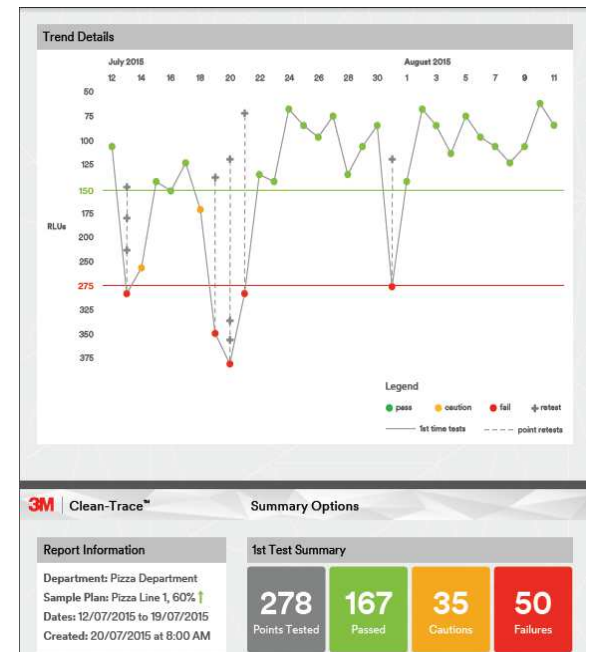
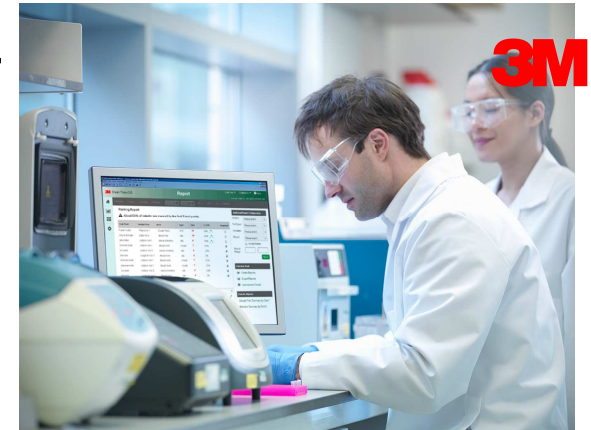
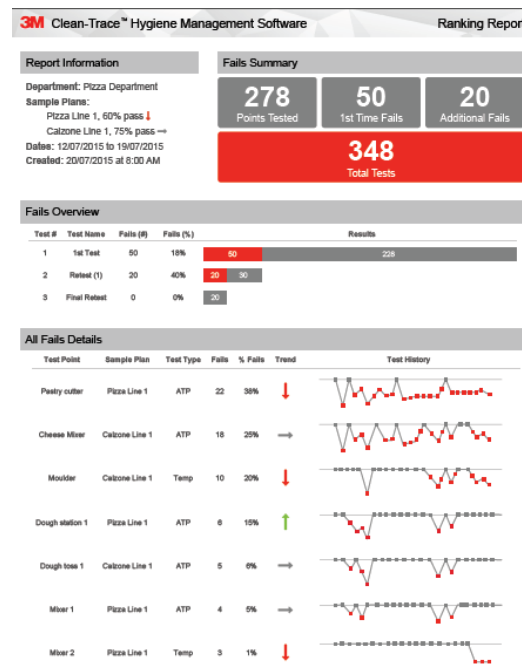
Ranking and Trending Reports 趋势报告

迅速识别可减少成本的位点

识别需要增加成本的位点

- 详细分析采样计划
- 通过观察以下的趋势
 - 检测位点
 - 某天或某周
- 通俗易懂
- 可以将资源重新整合
- 合理分配资源
- 验证资源分配合理与否

Watchlist	
35	Pastry Cutter
6	Sauce Extruder
2	Depositor



Master Sanitation Schedule (MMS)卫生监控计划表



- 可以快速准确地进行资源的良好分配
 - 详细分析采样计划
 - 快速识别现有的和可能发生问题的位点
- 直观的展示趋势
 - 不同的检测位点
 - 不同的日期或某周





不同品牌荧光检测仪性能比较

● 优势 ● 劣势 ● 无差异

性能参数比较		3M NG3	Charm	Neogen	BioControl MVP Icon	Hygiena	Kikkoman	3M LM1
结果准确	结果准确和一致性	●	●	●	●	●	●	●
	涂抹棒位置和方向	●	●	●	●	●	●	●
	自检和确认	●	●	●	●	●	●	●
	远程诊断	●	●	●	●	●	●	●
	校准检查	●	●	●	●	●	●	●
	输入额外的预运算测试数据	●	●	●	●	●	●	●
	荧光检测仪中的数据安全性	●	●	●	●	●	●	●
结果快速	快速出数据	●	●	●	●	●	●	●
	快速出报告	●	●	●	●	●	●	●
使用方便	触屏	●	●	●	●	●	●	●
	单手操作	●	●	●	●	●	●	●
	仪器手持舒适性	●	●	●	●	●	●	●
	页面导航方便—UI交互设计	●	●	●	●	●	●	●
	彩屏	●	●	●	●	●	●	●
	显示屏的多角度可见	●	●	●	●	●	●	●
	采样计划容易实现	●	●	●	●	●	●	●
	无线/蓝牙	●	●	●	●	●	●	●
环境稳定性	跌落测试(IS)	●	●	●	●	●	●	●
	无盖设计	●	●	●	●	●	●	●
	环境兼容性	●	●	●	●	●	●	●

3M Food Safety is committed to the industry and our customers.

Customer Support Resources and Activities
3M™ Clean-Trace™ Data Trending Software Installation – Global
3M™ Clean-Trace™ Certified Basic Training – Global
3M™ Clean-Trace™ Certified Basic Data Trending Software Training – Global
3M™ Clean-Trace™ Certified Advanced Data Trending Software Training – Global
3M™ Clean-Trace™ Certified Basic Training - Annual Refresher Training – Global
Hardware service centers - Free loaner/shipping program for calibrations/repairs – Global
3M Sales Team Access - 14 US field based 3M Food Safety Specialist reps – Varies locally
3M Sales Team Access - 9 inside 3M Food Safety sales and support professionals - Varies Locally
3M Technical Team Access - 3 Field based 3M Food Safety Technical Experts - Varies locally
3M Sales Team Access - 3 Corporate-National Account Representative – Global
3M Technical Team Access - 3 Regional 3M Food Safety Professional Service Technicians – Global
3M Sales Team Access - On-Line (Live-Chat, Accessable knowledge base) – Varies locally



通过高效收集和管理数据，帮助用户快速决策和行动，以促进用户的业务成长。