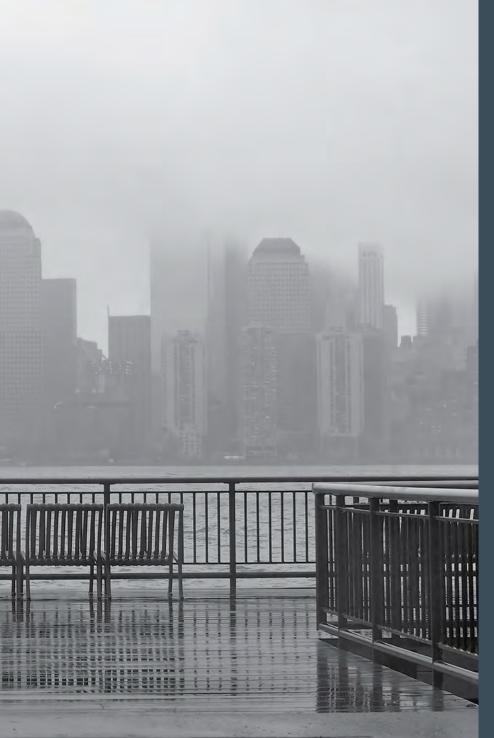


BRAND BOOK





# Hello.

### INTRODUCTION

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# years ago it all started with a dream and a secondhand washing machine.

# A STORY THAT HAS ALTERED HISTORY.

In 2016 Sharpsmart celebrated 30 years of serving the healthcare industry; a journey which owes its success to the people who have walked with us, and together imagined a future where needlestick injuries no longer exist. To our colleagues, our customers, and our partners, we want to take you on a journey of where it all began and a discovery of who we are today.

# The Sharpsmart story

There is an ageless saying that you must know where you have come from to know where you are going. It is the journey of vision, discovery and then finally realisation that frames our understanding of the future. For Sharpsmart this vision is beautifully understated and simple.

Our vision is to make healthcare safer. This is our history; this is also our future.

For Dan Daniels, our business founder and the man who has spent thirty years tirelessly advocating for higher safety standards in healthcare, the vision was birthed in a rather serendipitous way. Whilst studying a microbiology degree by day and running a family-owned hotel by night, Dan had a chance encounter with a microbiologist by the name of Alan Perceval which would forever alter his life course. Alan responded to Dan's trading post listing for a secondhand washing machine, and the conversations that were to follow from the \$45 exchange birthed the bold and unconventional idea that microbiology teamed with solution-driven innovation and entrepreneurialism, could save lives.

Some call it the 'Aha moment'; a moment of self-realisation, insight and clarity when your world is confronted with something that you feel instantly compelled to pursue. For Dan, he was simply presented with a reality which he felt he could not ignore. This confronting 'reality' was the AIDS epidemic in Australia in 1986. Previously unimagined, this disease brought to the forefront a very real threat to healthcare workers and patients alike where an encounter with a used syringe could be potentially deadly or at the very least, irrevocably life altering.

In 30 years, from a home garage with nothing but makeshift PVC tube sharps containers and an irrepressible dream, the Daniels / Sharpsmart group of companies has grown to become one of the most influential healthcare service companies in the world.

The company's safe practices have become the benchmark of global standards, and its products are esteemed industry-wide to be unrivalled in protecting the safety of healthcare workers. The Daniels group of companies operates in 6 countries around the world and we, in our respective regions across the globe, are evidence of a dream that knows no borders. Across three decades our innovations and advocacy for safer hospital waste solutions have helped rewrite global health regulations and championed educational change.

Our commitment to environmental sustainability has driven us to pioneer solutions that have radically challenged conventional norms in the USA, Canada, Australia, New Zealand, South Africa and the United Kingdom, and across our history we have diverted thousands of tons of plastic from landfill. Across a globally inspired vision unrestrained by culture or geographical footprint, we are working together to Make Healthcare Safer.





# Word from the CEO



Rebranding is all about innovation; it's taking a core idea but re-interpreting it in a way that gives renewed focus, clarity and objectivity to a business. For Sharpsmart, a brand refresh gives us the opportunity firstly to contemporise our brand in a growing digital market, and secondly to re-capture the essence of our vision and corporate identity.

Sharpsmart was founded twelve years ago with a very simple vision - to save lives. Technology and Innovation was a by-product of this core vision, and through this, the achievement of global recognition for best-in-class safety solutions and microbiological efficacy.

The 'Why' of Sharpsmart however, is a human-centered cause, not a technological one. It is to protect patients and healthcare workers, to save lives and reduce the human and environmental risks associated with healthcare.

Across the globe we are reuniting our teams to a shared vision; empowering cross-cultural collaboration, streamlining our brand identities, building communication bridges between countries and departments, and re-igniting the 'why' of our company purpose.

I am personally committed to doing everything I can to cultivate an environment where our team can flourish in their skills and job responsibilities while feeling connected, inspired and fulfilled by the vision of what we do. Our cause is very real and the need is great; let's together combine our passion and talents to make a difference.

DAN DANIELS
Chief Executive Officer

# Our vision

# What connects our past and our future?

Most organisations have a corporate mission statement that is intended as a reminder to their employees of why the company exists and what the founders envisioned when they put comfort and stability at risk to breathe life into their dreams.

As the founder of Sharpsmart, Dan Daniels holds an unwavering view on the company's mission;

— it is, quite simply, to make healthcare safer. When asked to substantiate or add more words to render it a more 'corporately acceptable' vision statement, Dan's response was refreshingly honest. "It needs to be simple enough for everyone in the company to remember and understand, and practical enough for them to live by."

# lt's all about people.

Our vision is to make healthcare safer, our practice is to be the best versions of ourselves that we can be, our standards are to always strive to the highest level of excellence, and our resolve is to consistently act with utmost integrity.



Our Global Locations













**UK** | 01

**USA** | 02

CANADA | 03

AUSTRALIA | 04

NEW | 05 ZEALAND SOUTH | 06 AFRICA



# Our footprint

# Our global locations



In the United Kingdom, because 'Daniels' is an already established brand name in the healthcare sector, our brand identity is 'Sharpsmart' with our head office located in Derby.



In the United States we trade as 'Daniels Health' with our head office located in downtown Chicago.



In Canada we trade as 'Daniels Health' with our head office located in Brampton Ontario.



Our global support office is located in Melbourne Australia. In Australia the Sharpsmart service business trades as Daniels Health but is owned and operated by Cleanaway Waste Management.



In New Zealand Daniels Health is owned by Cleanaway Waste Management and exists in a joint venture partnership with Waste Management NZ which provides licensed use of the Daniels Sharpsmart product range. In this region 'Daniels' exists as a product reference only, the business is branded 'Waste Management NZ'.



In South Africa Daniels exists in a joint venture partnership with Compass Medical Waste Services which provides licensed use of the Daniels Sharpsmart product range. In this region 'Daniels' exists as a product reference only, the business is branded 'Compass Medical Waste Services'.

# Safety

# We're passionate about protecting people.

As a company, our 'why' is to save lives; safety is our highest ethical responsibility, and for Sharpsmart, it sits above the bottom line. Empowering safe solutions and averting life-threatening injuries is the cornerstone of why we were founded and the lifeblood of our business today; we exist to serve and protect the healthcare community.

Reviewed in multiple peer reviewed papers and published in countless medical journals, the safety-enabling results of the Sharpsmart container are proven and unrivaled. The first study of the Sharpsmart conducted in 2003, across 8 hospitals in three countries, was the first time in world literature that a sharps containment system brought about dramatic reductions in total sharps injuries, non-container related sharps injuries and container-related sharps injuries. This was followed by a 28 hospital cohort study in 2010 which revealed the following results:

# STUDY RESULTS:

- 30% Reduction in after-procedure sharps injuries
- 57% Reduction in disposal related sharps injuries
- 81% Reduction in container
   associated sharps injuries

What we do every day has an impact on people's lives.
We should never lose sight of this fact.



# Sustainability

# We're passionate about protecting the environment.

As a company we are passionate about doing business sustainably; empowering the wellbeing of our employees and their communities, driving a spirit of innovation within our culture, and making ecological choices that reduce environmental impact.

Environmental safety and sustainability have always been foundational imperatives of Sharpsmart. Our flagship product, the Sharpsmart container, paved the way for reusable sharps solutions globally, and around the world is esteemed as the most environmentally conscious sharps containment system. It is not, however, just the company's container innovation that positions Sharpsmart as an environmental leader.

# **OUR SUSTAINABILITY GOAL**

Every customer-solution is delivered to achieve, where possible, the following environmental outcomes:

- Enable Reusability
- Optimise Recycling
- Facilitate Resource Recovery
- Reduce Landfill and CO<sub>2</sub> emissions



The 84% reduction of CO<sub>2</sub>eq emissions with the Sharpsmart system exceeds the 2020 reduction target for US federal hospitals and the 2050 target for UK NHS hospitals. If Sharpsmart reusable containers were used nationally in the US, we estimate annual US hospital GWP would fall by 64,000 MTCO<sub>2</sub>eq."

### **TERRY GRIMMOND**

Microbiologist | FASM, BAgrSc, GrDpAdEd



# Innovation

# We're passionate about safe sustainable design.

Since its inception, Sharpsmart has been passionate about safety-led design and solution-driven innovation. We are makers, innovators, thinkers; a group of people determined to improve the future. Innovators ask questions, they explore alternate methods, shift thinking, synthesize new ideas and energise the people around them to see a future where this 'dream' or 'thought' becomes a tangible reality.

Sitting at the nexus of science, creativity and entrepreneurship,
Sharpsmart products lead the world in a reusable revolution in the
handling of sharps waste. We advocated for reusability in an industry
where disposable sharps containers were the unquestioned norm,
we designed a sharps container which is proven the safest sharps
containment system in the world, we engineered waste processing
machinery that is the first of its kind, we created the world's first robotic
washline system achieving bacterial log reduction efficacy that was
deemed unachievable in a reusable system; we have and ever will continue
to pave the way of solution-led innovation.

# "Innovation distinguishes between a leader and a follower"

-- STEVE JOBS



I researched the subject extensively and found that to make a sharps container totally safe, you needed to incorporate 13 engineered safety features. The problems we were faced with were:

How do we build it, wash it and sanitise it?

How do we make it look brand new every single time it is returned to the healthcare facility?

How do we make it price competitive to disposable containers?

We spent a lot of money to develop the vision. That was difficult for a small company in Melbourne. Just to work out how to seal the container included the development of 24 tools and took over two years in the making."

**DAN DANIELS**CEO - Sharpsmart



# Our brand guidelines.

SHARPSMART STYLE GUIDE

# Design principle / visual identity

# Our Brand DNA

A brand's visual identity is more than a logo; it is the deployment of all design elements in unison to tell a consistent brand story. Colours, logos, fonts and image choices collectively frame the visual identity of a brand's DNA.

In a world that is information rich and time poor, a brand communicates more through its visual engagement than by carefully constructed words and beautifully choreographed prose. It is the creative visual expression of a brand that tells a story about who we are, what we value and what we aspire to.

The design principles underscoring the Sharpsmart brand have been selected to achieve a clean and uncluttered aesthetic. The green tones reflect the importance we place on sustainability and positive environmental choices, and our images reinforce the human-centeredness of our cause. From bullet points, typefaces and text spacing rules, to icons, colours and graphics, the brand has been carefully constructed to project a consistent and intentional identity that is both innovative and relatable.



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first steps down new roads armed with nothing but their own vision. Their goals differed, but they all new, the vision unborrowed, and the response they the artists, the scientists, the inventors stood alone against the men of their time. Every great new thought was opposed. Every great new invention was denounced. The first motor was considered foolish. The aeroplane was considered impossible. The power loom was considered vicious. Anaesthesia was considered sinful. But the men of unborrowed

AYN RAND, THE FOUNTAINHEAD

# Brand marque / logo

Our logo is the insignia of our brand; it is the primary communicator of our 32-year heritage, tradition and authority in the healthcare industry.

The lion icon takes its relevance from the biblical story of Daniel in the lions den. An inspiring metaphor, the historical story exemplifies the courage of a young man in the face of formidable circumstances holding true to his vision, and more importantly, his beliefs. The lion has been used in many ancient cultures as a figure of strength, balance and sound judgment, in the modern world as an icon of leadership and courage, and in nature as an animal seen to possess superior strength and dignity.

Our new brand marque has been designed with a cleaner aesthetic, enhanced symmetry and higher impact colours to portray a dignified yet authoritative presence. Without bowing to design fads by departing from its iconic form, the lion has been redesigned to exude control and a more lion-like stature.

In all printed and digital publications and communications, this new brand marque is our assumed corporate identity. Giving objectivity to why we are here, the Sharpsmart logo serves as the patriotic flag for our cause; "Making Healthcare Safer."



# Logo usage

If you want to get on the good side of a graphic designer, don't stretch the logo.

Our logo is the most prominent visualization of Sharpsmart as a company and a brand, therefore its consistency of use in all applications is an imperative. Any foreign interpretation of the logo immediately devalues our brand equity, and any substitutions compromise our total brand message.

The Sharpsmart logo is made up of three components; an icon, a name and a positioning statement. These three components should be used in tandem across all communications. Above all, trust the ratio; don't pull a little to the left or push a little to the right; we don't want a fat lion or a skinny lion,

- we think he's perfect just as he is!

# **Logo Clear Space**

The exclusion zone around the logotype is equal to the cap height of the 'S' in Sharpsmart.



# **Logo Aspect Ratio**

The aspect ratio of a logo is the ratio of its sizes in different dimensions. Considering our logo to be in a rectangular shape, the aspect ratio is longer side - (width) to the shorter side (height), when the logo is oriented as "landscape".

The aspect ratio of our logo is approximately 10:5.



x (width)

## **Brand Mark**

The iconic lion insignia that forms our brand mark has evolved in small adjustments from its genesis in 1997. Now in its fourth iteration, the Sharpsmart lion mark is the stand-alone visual identifier of our global group of companies.

# Logotype

The ten characters that form the word 'Sharpsmart' in the logo have been placed specifically for the Sharpsmart brand. This logotype form should not be altered at any point in time.

# **Minimum Logo Size**

When printed in any size, ensure the logo is produced in perfect resolution without blur or pixelation.

For all web based applications, the minimum size our logo can appear is 70pixels x 30pixels. Please note, the use of our logo in any digital application must first be cleared through the marketing department.



# **Sharpsmart**

MAKING HEALTHCARE SAFER

PRINT

WEB





# **Unacceptable Logo Variations**

## DO NOT:

- Alter the marks in any way.
- · Redesign, redraw, animate, modify or distort the proportions of the marks.
- · Substitute colour or background for a pattern or design.
- · Rotate or render the marks three-dimensionally.
- Use outlines or embossing on the marks.

- · Add words, images, drop shadows or any other new elements to the marks.
- · Replace the approved typeface with any other typeface.
- Enclose the marks in a shape or combine them with other design elements or effects.
- Modify the size or position relationship of any element within the logo.

















# Logo variants

United Kingdom and Canada, necessitate a deviation from the standard Daniels logo. To accomodate these exceptions, our logo construct has been designed in such a way that whilst the name and wording may differ slightly, the core elements of the brand (use of the lion, colour palette and tagline) are uniform. In circumstances where our products and accessories are distributed globally and a seamless brand identifier is required, the lion insignia alone is the common image that ties the three brands together.

In Canada, whilst trading as 'Daniels Health', a bilingual logo has been adopted for exclusive use across all marketing and communication platforms. Due to specific regulations in the region of Quebec, French law requires that a French translation be positioned parallel to all English instruction and, as such, we have adopted this criteria across our entire Canadian operations.

In the United Kingdom we entered into the sharps/medical waste market in direct competition with an already established brand 'Daniels healthcare'. By UK law, such industry affiliation excluded us from using any derivative of the name 'Daniels'. With Sharpsmart being the product brand name that has given us worldwide acclaim, this term was adopted as the default company name in the United Kingdom.

### **Variants**







USA



Australia



New Zealand



South Africa







## Colour

The gradient colour version of our logo should be used in the majority of applications. Flat colour version is to be utilized only for colour-restrictive printing applications.

# **Monochrome**

Use of a monochrome logo is restricted to:

- Applications where, for compliance reasons, the logo must be overlaid on a coloured background.
- Applications where our logo is overlaid across our brand colours or design elements.
- Applications where the logo must be printed in grayscale.

GRADIENT COLOUR

**FLAT COLOUR** 





WHITE ON BACKGROUND

SHARPSMART DARK GREY

LIGHT GREY







# **Tagline**

# Making Healthcare Safer is more than just a footnote.

Our tagline 'Making Healthcare Safer' is more than a logo description; it is a positioning statement which describes both the industry we serve and the goal we collectively aspire to.

These three words should never be dissected from our corporate logo except in circumstances where the logo is printed too small for the words to have adequate readability or visual impact. Any such departure from our logo construct must be approved through the correct marketing channels.

'Making Healthcare Safer' is as much a part of our identity as the name Sharpsmart.

Wherever our brand name is promoted and/or our logo shown, the words 'Making Healthcare Safer' should be proudly proclaimed or, as some would say, 'shouted from the rooftops!', not tucked away as an insignificant footnote or passive afterthought. These three words are our essence, our cause, and our collective aspiration.



# Colour palette

# The tonal hues that add expression to our brand.

The Sharpsmart colour palette has been designed to support the heritage of 'Sharpsmart' identity using the well established teal green as one of two baseline colours, and adding tonal highlights that bring a modern and contemporary aesthetic to the brand.

The brand colours have been designed to be used interchangeably with each other as a composite palette rather than a single colour identity, however there is a hierarchy of colour use that must be followed. In no application, should any of our primary, secondary or tertiary colours be used singularly without white. White gives a clean, clinical and balanced aesthetic to our environmentally focused brand colours.

Whilst we love rainbows, sunshine brightness, Tiffany box blue and the prismatic colour spectrum of technology brands, we need to retain the identity of who we are, for in this lies the power of 'Sharpsmart' as a brand; not 'Sharpsmart merged with Google' or 'Sharpsmart on steroids'. Our unique story and the colours chosen to portray our brand personality need to be a consistent part of our visual identity.

# **Primary Colours**

The Primary colours of Sharpsmart are Sharpsmart Dark Grey and Sharpsmart Teal; these colours used singularly or interchangeably should always be the dominant colours in any application.



### **Sharpsmart Dark Grey**

CMYK: 55 / 30 / 20 / 60

RGB : 59 / 76 / 88 PMS : 7545 C HTML : #3B4C58



### **Sharpsmart Teal**

HTML: #00807A

CMYK: 88/6/45/30 RGB: 0/128/122 PMS: 7717 C

# **Secondary Colours**

The Secondary colours broaden the palette to add variation and vitality to the deep primary colours. These colours may be used to provide accentuation, contrast and visual interest without departing from the recognised palette.



### **Sharpsmart Aqua**

CMYK : 74 / 0 / 29 / 0 RGB : 0 / 183 / 189

PMS : 2397 C HTML : #00B7BD



## **Sharpsmart Moss**

CMYK : 86 / 0 / 53 / 0 RGB : 0 / 171 / 142 PMS : 3268 C

HTML : #00AB8E

# **Tertiary Colours**

The Tertiary colours compliment our official colours, but are not recognizable identifiers for Sharpsmart.

Tertiary colours should be used sparingly, and always in conjunction with our primary colours, never on their own.



### **Sharpsmart Lime Green**

CMYK: 48/0/92/0 RGB: 147/201/14

PMS : 2292 C HTML : #A4D233



### **Sharpsmart Light Grey**

CMYK : 0/0/0/30 RGB : 188/190/192 PMS : Cool Grey 3 C HTML : #BCBEC0

# **Gradients** & Duotones

## **Gradient Colours**

Gradients and Duotones have been used to create design elements and graphic backgrounds that interpret our core colours into a more visually interesting form. The formulae of these gradients are not to be modified, and should be used sparingly as accents of our brand identity.





# Web ONLY Gradient Colours

Web Gradients have been designed to add greater visual interest and flexibility to our brand when interpreted across digital platforms. It should be noted that these gradient mixes are to be limited to online applications; they should never be incorporated into printed materials.





# Supporting design elements

# Our brand dress code.

A brand is like a person; it has distinctive character and personality traits that personify its identity and predict its behaviour. A departure from any one of these 'brand' or 'personality definers' starts confusing our message.

The fuller expression of our brand identity encompasses a number of complimentary elements that complete our look. Singularly these elements could be mistaken for any number of commercial brands, but together they define the company's uniqueness in such a way that is unmistakably 'Sharpsmart'.

Firstly the triangular manifestation of everything green! This graphic has been designed as a key component of the brand to add depth, vitality and visual interest to our identity. Second to our corporate logo, this graduated tonal element is the most important visual identifier of the Sharpsmart brand.

Secondly, supporting our brand in everyday applications are the small accents that have been chosen to visually enhance our communications. Whilst these elements alone do not 'define' our brand, they provide consistency and ensure that when used correctly, they are complimentary rather than competing elements of the brand.

# **Graphic Element**

The Sharpsmart graphic element should be used in all marketing and communication applications that promote the Sharpsmart brand. In all designs, this graphic should always take a geometric form and may not be replicated, adapted or modified in any way.

### **Icons**

Icon use is limited to our primary, secondary and tertiary brand colours, or white when used on a coloured background.

# **Quotation Marks**

Quotation marks are reserved for quotes used in branded marketing materials.

- Do not underlay quotation marks behind text.
- · Use with AG Book Pro font only.
- · Use with Sharpsmart colour palette only.



Phone	Website	Email	Address	Cross	Tick	Arrow	Bullet Point
C			•	X	<b>✓</b>	•	•
Compliance	Safety	Sustainability Recycle		ecycle	Social Media Icons		
~	<b>1</b>				0	f	in



We're making healthcare safer".

# Typeface / fonts

Comic Sans should only be used by little girls writing poems about unicorns.

A font carries with it its own persona. From the infamous Dracula hard-edged and dagger-like characters, to the persuasive swirl-enticing hypnotism of Coca Cola's unmistakable slogan, fonts exude their own personality.

The fonts we have chosen to compliment our brand identity are intentional. We put a lot of thought into the weight, character nuances and type spacing of our chosen font families; Comic Sans has a cuteness and naïveté to its design that makes it very suitable for children's writing but not for a corporate brand. Equally, Times New Roman, whilst sophisticated and very appropriate for a court or legal document, makes a human-centered company such as ours appear too staunch and formal. Our fonts have been chosen to exude familiarity, approachability and a clean aesthetic that simplifies our message.

We have three font styles that compliment the use of our brand in marketing, everyday use, and the world wide web. The first and third categories will apply only to a small minority. The second category applies to everyone. In the absence of a licensed marketing font, please use Arial. Arial is embedded as a standard font on every computer, it can be used in Word, Outlook and even Excel. It is neat, clean, readable and everything we are trying to achieve through our brand communications.

### Use of these fonts should also adhere to the following:

- Italics Only to be used in references or footnotes.
- No condensed or expanded versions of fonts unless approved through marketing.

# **Marketing Fonts**

## **Licensed Font**

- · AG Book Pro has limited user licenses and should only be used for marketing curated materials.
- Adobe Garamond Pro is a complimentary font used for quotes and highlighted text. This font is to be used in marketing materials only.

# **Non Licensed Everyday Use Font**

To be used in e-mails, letters and non-marketing communications.

## **Web Font**

To be used on digital platforms and web based marketing.

### **AG Book Pro**

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopgrstuvwxyz 1234567890 | !@#\$%^&\*()-+

All font-weights and styles.

### Adobe Garamond Pro

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopqrstuvwxyz 1234567890 | !@#\$%^&\*()-+

Semi-Bold & Regular only.

# Arial

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopgrstuvwxyz 1234567890 | !@#\$%^&\*()-+

Bold & Regular only.

### Roboto

ABCDEFGHIJKLMNOPQRSTUVWXYZ abcdefghijklmnopgrstuvwxyz 1234567890 | !@#\$%^&\*()-+

All font-weights and styles.

# Imagery: products

With design being such an integral differentiator of our products in the market, showcasing them in their finest glory is key.

High quality images can be sourced from our global image library - www.daniels.smugmug.com or requested through marketing@danielshealth.com.

Product images shown in correct resolution, ratio + perspective.







# Examples of how NOT to use our product images

- · Retain true ratio.
- · Use high resolution images.
- · Retain correct perspectives.
- · Do not apply drop shadows.
- Do not flip images vertically or horizontally.



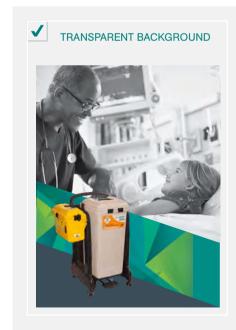
In any application using a non-white background, product images with transparent backgrounds must be used.













# Imagery: stock

# Projecting our values and cause through images.

It is often said that an image can tell a thousand words. The drama, the emotion, the truth, or lack thereof, describes visually what we care about, how we perceive ourselves, who we want to connect with, and how we want our audience to see us. Historically our company persona has been defined by images projecting a certain stiff composure, an 'at arms length' persona that protects us under the umbrella of corporate identity. This is not an accurate expression of who we are.

Vulnerable, honest, real... these are the hallmarks of a trust relationship, and in the work that we do, trust and relationship form the centrepiece of it all. We exist to protect real healthcare workers; people who have dedicated their lives to nurturing, rehabilitating and caring for people. Let's get back to the start of our story where it all began: Real needlestick injuries. Real people. Real lives. Let our branding be a reflection of what we deem important, not what marketing will scrutinise us on. Let's tell a story of what gets us out of bed every day.

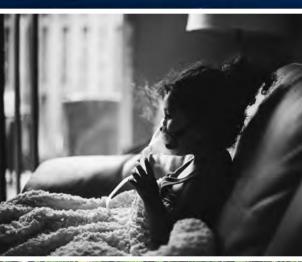
The images that form part of our brand identity are raw and honest. Middle aged healthcare workers, emotional human interactions, contextual medical and ecological environments, abstract perspectives, black and white realism; Images that we can believe in.

























WWW.SHARPSMART.CO.UK