

TENNANT

**NO DAYS OFF**



# The Ultimate Floor Care Machine Buyers Guide

Automated scrubber-dryers,  
sweepers, and sweeper-scrubbers



**NO DAYS OFF**



# Table of Contents

ROI blueprint: Optimise your investment..... 1

Efficiency unleashed: Maximum performance and efficiency.....2

Ensuring durability and longevity ..... 3

Streamlining operations: User-friendly machines ..... 4

Power play: Choosing the best power source..... 5

Know your space: Size and floor-type requirements ..... 6

Sustainable solutions .....7

Tech-enabled cleaning: Robotics and advanced solutions ..... 8

Reliable partners: Vendor support and reputation..... 9

# NO DAYS OFF

## The Clean Advantage:

Soft costs to build into your business case

**Employee health and morale:** The cleanliness of the work environment is proven to impact employee performance and attitude.

**Clean = safe:** Removing debris, spills, and obstacles from floors decreases slip and trip hazards, promoting a safer workplace for employees and visitors.

**Company image:** A clean and well-maintained facility creates a positive impression on clients, partners, and visitors, enhancing the company's reputation and credibility.

**Extended asset lifespan:** Regular cleaning and maintenance can extend the lifespan of buildings and equipment by preventing deterioration caused by dirt and neglect.

## ROI Blueprint

### Optimise your investment

Purchasing a new floor cleaning machine is a big decision and a significant investment. To minimise bureaucracy and get the approval of stakeholders, you need a well-articulated business case for why a scrubber-dryer, sweeper, or sweeper-scrubber is the right choice for your organisation. Here are six essential tips to build your business case and help you optimise your investment:

- 1. Budget cycle alignment.** Strategically plan purchases to align with your organisation's fiscal year — securing budget allocations and/or leveraging surplus funds for timely acquisitions — to help your equipment purchase earn budget priority.
- 2. Determine what is essential.** Clearly identify the problem(s) you are trying to solve and/or your goals for the new equipment in order to demonstrate the value the new purchase will bring to your organisation.
- 3. Calculate your current costs.** Get a baseline tally of your current cleaning expenses. This includes labor, machine (maintenance and purchase), supplies, and opportunity costs.
- 4. The cheapest option is not always the lowest cost.** Estimate the total cost of ownership (TCO), including startup and upkeep of the equipment such as ongoing maintenance, battery choices, and staff training. When comparing equipment costs, focus on total long-term savings and operational efficiency — and remember the purchase price is only one component of equipment cost.
- 5. Bottom-line impact.** Highlight the direct link between the new purchase and how it impacts bottom-line costs. Be sure to clearly show labor efficiency savings and opportunities to reallocate labor.
- 6. Communicate the benefits.** Emphasise how advanced cleaning technology optimises staff productivity, enabling a focus on high-impact areas without increasing labor costs. Use this analysis to support your purchase recommendation.



**NO DAYS OFF**

# Efficiency unleashed

## Maximum performance and efficiency

While you can't add hours to the day or more days to the week, you can ensure that your floor cleaning machine and staff are optimised for your environment and work schedule. Here are five tips for maximising performance:

- 1. Current processes.** Examine your cleaning processes to identify areas of waste. Seek ideas from your teams to see which areas or steps can be improved or eliminated.
- 2. Dual-purpose machines.** Reduce the need for team members to climb off machines to clean tight spaces with a broom or mop by leveraging machines designed to clean small, tight spaces and navigate around racks, pallets, and other obstacles.
- 3. Run-time.** Choose power sources that allow cleaning staff to reduce the time to charge batteries or refill tanks.
- 4. User-friendly:** You don't want to spend extra time training staff on difficult-to-use machines. Look for user-friendly equipment with pre-set configurations and intuitive designs that allow your staff to get cleaning right away.
- 5. Machine performance.** How many passes does it take to get clean? Is water left behind? Is the machine reliable? Ensure that pads, brushes, and squeegees are checked regularly, and clean and inspect tanks, hoses, and filters as recommended.

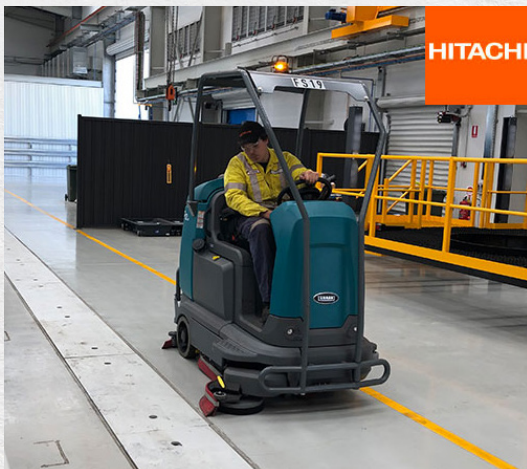


# NO DAYS OFF

## Reliable and productive machines you can trust

“We have a number of Tennant scrubber-dryers installed in our facilities and their ongoing effectiveness and reliability made the decision to stay with Tennant an easy one to make.”

— Kaz Ayres  
Remanufacturing Manager  
Hitachi Construction Machinery



## Ensuring durability and longevity

Your cleaning machine should be built to last and perform in harsh environments. You can't afford to replace the machine every few years, and you also can't afford downtime for constant repairs. Look for equipment from vendors with a history of reliable performance.

### The value of preventative maintenance

After you make your initial purchase, consider the value of performing regular preventative maintenance on your machines. Good preventative maintenance can:

- **Maximise equipment uptime.** Engaging in preventative maintenance helps mitigate wear and tear on floor cleaning machines and prevent unexpected breakdowns and downtime.
- **Boost labor efficiency.** If an autoscrubber isn't working, your staff can't clean efficiently — and may spend too much time troubleshooting the machine. Increasing machine uptime is a proven way to drive labor efficiency.
- **Protect your investment and increase ROI.** Regularly scheduled checkups and planned maintenance help prevent breakdowns and keep normal wear and tear from turning into more significant damage.
- **Additional cost savings.** In addition to cost savings realised from increased uptime, labor efficiency, and machine ROI, most maintenance plans offer significant discounts and priority access to parts. Avoiding breakdowns means avoiding the need for expensive last-minute equipment rentals.



# NO DAYS OFF

## Streamlining operations

### User-friendly features and interfaces

- Look for machines designed for easy use. A telling feature is the option of presets that allow users to simply focus on cleaning
- Insist on machines that enable easy, tool-free filter and main brush removals
- Check to see that machines easily dump debris and offer large capacity to reduce the time spent on dump-fill cycles

### Training programs and resources

When purchasing new floor cleaning equipment, you need a partner who will work with you to train your staff and ensure they are ready to perform effective cleaning from Day 1.

- Training should include in-person/onsite instruction, signage, and literature that can be delivered to your staff; and on-demand or remote support
- Training support will be focused on initial implementation/onboarding, but should also offer ongoing in-person training to ensure continued productivity and simplified onboarding of new employees
- Factory-trained service representatives should ensure machines are set up properly and in good working order prior to start-up
- Training should include the maintenance items operators must monitor on a daily basis to ensure maximum uptime and long life for your equipment



**NO DAYS OFF**

## Power play

### Choosing the best power source

Electric-powered cleaning machines	
Advantages	Disadvantages
<ul style="list-style-type: none"><li>• Environmentally friendly</li><li>• Quiet motors — ideal for high-traffic areas</li><li>• Recharging costs less than fuel</li></ul>	<ul style="list-style-type: none"><li>• Require a charging station(s)</li><li>• Vulnerable to power outages — not ideal for extreme temperatures changes</li><li>• More difficult to maintain without a service contract</li></ul>

Internal combustion engine-powered cleaning machines	
Advantages	Disadvantages
<ul style="list-style-type: none"><li>• Easy to maintain</li><li>• Ideal for outdoor use where exhaust fumes are less of a health risk</li></ul>	<ul style="list-style-type: none"><li>• Emit fumes that can be a hazard in spaces that are small or lack proper ventilation</li></ul>

### Lithium-ion vs. lead-acid batteries

**Uptime.** Li-ion batteries charge up to 40% faster than lead-acid batteries and deliver up to a 60% improvement in machine runtime. Fully enabled opportunity charging further ensures machines are always charged and ready to clean.

**Cost.** While more expensive, lithium-ion eliminates the need for battery watering; and enabling opportunity charging delivers significant operational cost savings. With a 2000+ charge cycles lifespan, Li-ion batteries reduce the replacement cost of multiple batteries.

**Safety.** Li-ion batteries eliminate the risk of operators encountering battery acid and do not produce potentially harmful gases during charging like lead-acid batteries.

**Operator training.** By eliminating all battery maintenance and enabling opportunity charging, Li-ion batteries greatly simplify operator training and reduce the risk of operator misuse and abuse.



**NO DAYS OFF**

## Know your space

### Size and floor-type requirements

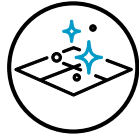
Success starts with understanding the entirety of your challenge. Consider the following elements of the space you'll be cleaning:



Size and layout  
of your facility  
(square footage)



Temperatures



Types of floor  
surfaces



Types of  
debris present –  
from liquids and  
grease to dust  
and debris



Traffic patterns

Tight, confined spaces require a certain set of tools, such as brooms, mops, or a compact cleaning machine. Larger, more open spaces allow you to use bigger, more robust cleaning equipment. To maximise employee productivity, ensure you have the right cleaning equipment for the job.

A good partner will perform a site survey and provide a complete assessment of your conditions and your environment so you can select the best machine for your organisation.





# NO DAYS OFF

## Align cleaning to sustainability goals:

- Achieve certifications like Leadership in Energy and Environmental Design (LEED), WELL Building Standard and Fitwel
- Reduce chemical use in cleaning practices
- Minimise water and energy consumption
- Support worker empowerment through better working conditions

## Sustainable solutions

The cleaning industry and organisations are trending toward sustainable equipment that uses less water and less cleaning chemistry. Heavy soils or stains might require chemicals and detergents. In some industries, like food processing, sanitation processes are required. But where not required, chemicals and detergents can add to the ongoing cost of your floor care program. Additionally, there are health and safety hazards associated with handling these solutions.

Reducing the amount of water and chemicals needed for cleaning can support your sustainability initiatives, reduce operating costs, and improve productivity. Technologies like Tennant's ec-H<sub>2</sub>O™ NanoClean, use up to 70 percent less water than conventional chemicals in floor cleaning equipment. This means that crews can work up to three times longer without having to stop to dump and refill the tank.

Just as important... look for machines that help reduce exposure to Volatile Organic Compounds (VOCs) and filter out airborne dust.





**NO DAYS OFF**

## Tech-enabled cleaning

### Robotics and advanced solutions

Look for a cleaning equipment vendor partner who is embracing innovation and can provide equipment that features technological breakthroughs to reduce labor, cut costs, and enhance safety.

Robotic automation will be one of the most important cleaning technologies of the next decade. Rather than replacing human staff, robotic cleaning machines are designed to work safely and efficiently alongside employees, so they can focus on high-value tasks. Automatic floor scrubbers empower you to clean more frequently and consistently. These robotic cleaning machines can be implemented without increasing labor costs — and they clean thoroughly and properly every time. With less focus on floor cleaning, your employees have more time to focus on core responsibilities and day-to-day needs.





**NO DAYS OFF**

## Reliable partners

### Vendor support and reputation

You are not choosing just a machine — you are also choosing a partner. Great partners should provide timely advice — as well as versatile, durable, and cost-effective equipment — to position your organisation for success.

Consider these factors when selecting a manufacturer.

- Reputation and experience
- Customer support and service network
- Warranty and after-sales support
- Innovation and technology investments
- Sustainability and environmental impact
- Product range and breadth

### The Tennant advantage



#### Industry-proven

**Global leader with 20% market share**

and a six-decade track record of outstanding service across Europe

**Qualified cleaning experts ready to support your operations in the UK**

**160**

employees over  
two sites

**87**

sales and service  
employees

**19**

Tennant Company  
direct sales reps



# Schedule your free site survey today to take your cleaning to a new level.

To schedule, email us at [sales.uk@tenantco.com](mailto:sales.uk@tenantco.com) or call us at 01 604 583 191