

Tennant Helps BSCs Solve for Growth



200 building service contractors (BSC) decision makers answered questions on their challenges and strategies for business growth. Take a look at Tennant Company solutions that can help!

CHALLENGE: Increased Cost of Labor

TENNANT SOLUTION:

Increase employee productivity and reduce costs by cleaning faster and safer.

Cleaning with an auto scrubber is up to

63% faster

than a mop & bucket



Remove floor finish

3-5x faster

with orbital scrubbing and **reduce risks** associated with chemical floor strippers

Utilize **Tennant Equipment, OEM Parts** and **severe environment options** to clean in a single pass



Using Tennant's ec-H2O™ technology can save **\$1,109 per year** in chemical and labor costs*

CHALLENGE: Employee Retention

TENNANT SOLUTION:

Training operators improves employee satisfaction, promotes safe use, contributes to employee retention.

Tennant offers ongoing **in-person and on-demand training** options through onboard pro-panel screen



Increase employee safety and reduce the risk of slips and falls with NFSI certified cleaning solutions

Ergonomically designed equipment for operator safety and comfort



CHALLENGE: Revenue Growth & Bottom Line Performance

TENNANT SOLUTION:

Tennant can help grow your business by providing **startup support** as well as ways to **differentiate** your business during the bid process.

Tennant can help you select the right equipment through our **needs analysis process** to get the most out of your equipment budget



Leverage Tennant expertise to help you cultivate key growth industries like **Office, Healthcare, Education & Retail**

Tennant's direct network provides quick shipping and service response options to get you what you need fast



90% First Time Functional

Limit Downtime: Tennant Direct service team members get machines working on the first service call 90% of the time

52% of customers rated that offering an environmentally friendly cleaning machine fleet is extremely important.

Tennant's ec-H2O™ technology can provide your customers:*



49 lbs of packaging waste reduction



85 Gallons of chemical reduction



974 Gallons of waste stream reduction

CHALLENGE: Demonstrate Your Value

TENNANT SOLUTION:

Tennant's **IRIS® technology** provides data to show how you are meeting your scope of work.



80%

of cleaning service companies rely on **self-reporting**

A recent study found that in general, data-driven fleets achieved nearly **23% greater productivity** and scored **37% higher** in an assessment of cleanliness appearance.



*Based on a floor area of 38,000 sq. ft. with a 23,000 sq. ft. cleanable area, scrubbed 7 days a week. Results are estimated and may vary.