

# 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:

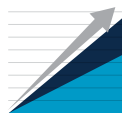
Tennant's **IRIS® technology** provides data to show how you are meeting your scope of work.



**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.