



Choosing the Right Partner

Best practices for purchasing
and selecting equipment for
your organisation



Introduction

Keeping your facility clean and looking great

Among one of the most important decisions facing organisations as they plan for how their facility will remain clean and look great is selecting the right floorcare cleaning equipment and solution partner for their facilities. Choosing a good partner who can provide timely advice – as well as versatile, durable and cost-efficient equipment – is crucial to positioning your organisation for success and future growth.

Best practices for selecting a floorcare cleaning equipment partner that can meet your needs.

Understands your environment

Your equipment partner should have the willingness and expertise to help you perform a site survey of your facility. The site survey will provide your team with a complete understanding of the site conditions and environment to avoid any future surprises. Without this expertise and willingness to perform a site survey, you could find yourself with less than optimal equipment to keep your facility clean and safe.

Provides innovative features

You should partner with a provider who embraces innovation, allowing you to take advantage of technological breakthroughs to reduce labour, cut costs and enhance safety. Innovative solutions can improve productivity and cleaning performance by:

- Replacing mop and bucket cleaning with small mechanical mops
- Replacing traditional wet batteries with Lithium-Ion batteries
- Selecting equipment with sweeping or scrubbing side brushes that enable edge-to-edge cleaning
- Opting for autonomous floor cleaners so that staff labour can be redeployed to high-touch tasks

Embrace robotics and AI

Your business needs are constantly evolving, and you need to be sure that your organisation is ready for the future. With the Eurozone unemployment rate falling to a record low, employee shortages are growing.

Autonomous floor cleaners and automated aisle scanning help your organisation to maximise labour time and get the most out of equipment that you already have. A partner like Tennant Company can work with you to find the right solutions – now and for years to come.



Maximise labour time and get the most out of your cleaning equipment with autonomous floor cleaners and automated aisle scanning technology.

Offers sustainable solutions

Investors and consumers are looking for businesses that share their environmental concerns. Selecting a floor cleaning partner that offers sustainable solutions can help you meet your organisation's, investors and consumers' expectations, while saving you money and improving productivity.

One example of going green is by using detergent-free cleaning technology. Detergent-free cleaning can reduce labour costs by improving cleaning efficiency and eliminating the need to order, store and mix floor-cleaning chemicals before use. Some of these systems also enhance productivity by enabling crews to clean up to three times longer with a single tank of water and use up to 70 per cent less water than conventional floor cleaning equipment.

On-site generation of cleaning solutions can replace multiple conventional packaged chemicals, consolidating the number of cleaning chemicals used from half a dozen or more, to just one or two. This simplifies inventory management, employee training and cleaning processes, and reduces labour costs. Look for manufacturers that have machines certified to global and regional Green standards.

Partner in training and onboarding

Without proper operator training or an adequate site survey, the best equipment won't enable you to perform the best cleaning possible. Therefore, choosing an equipment partner who will provide timely operator training – and offers options for ongoing training on your new equipment – is invaluable. Tennant Company has locations throughout the world, including Americas, China, Singapore, Australia and the EMEA region covering Germany, UK, France, Portugal, Spain, The Netherlands and Belgium.

Work with a partner who will train your staff, both in person, through signage and literature, and through remote support.

Proper training for all shifts helps operators quickly get up to speed and perform effective cleaning from day one, and ongoing in-person training ensures continued productivity. Factory-trained service representatives should ensure machines are set up properly and in good working order prior to start up. Training should also include the maintenance items operators must monitor on a daily basis to ensure maximum uptime and long life for your equipment.

When purchasing new floor cleaning equipment for your business, you need a partner who will work with you to train your staff, both in person, through signage and literature, and through remote support.

Local service and support

Look for an equipment provider that offers support in your country or region. Cleaning needs for your organisation won't always follow a tight schedule, so the importance of having your equipment ready to clean at all times can't be overstressed.

Save money by reducing unexpected down time and keep your equipment operating at peak performance.

It's essential to have an in-market, factory-trained service expert available for any needed repairs, and to periodically inspect your equipment to replace damaged or worn parts and ensure it is safely maintained. Properly maintained equipment saves money by reducing unexpected down time and can keep your equipment operating at peak performance long after its new.

Protects the supply chain

Machine uptime is critical. Avoid using low price replacement parts made by someone other than the original equipment manufacturer (OEM). Non-OEM parts can reduce the cleaning effectiveness and even create delays when parts or materials are unavailable. While the price for these parts may be tempting, the quality is often substandard and can even damage your machine. Instead, look for partners with in-market distribution centres in the EU and offer genuine replacement parts specifically designed and manufactured for your machine. OEM parts help maximise cleaning performance, reduce rework, and ensure consistent, reliable results. It saves you money in the long run and keeps your machine running.

Choosing your floorcare cleaning equipment partner is an important decision and could ultimately mean the difference between success and failure. Asking the right questions, leveraging your equipment partner's knowledge and expertise, and getting the proper support and training will help keep your business clean.

For more information or to discover what tailored solutions Tennant offers to support your business needs, visit us at [tennant.co.uk](https://www.tennant.co.uk) or call us at 01604 583191.