

Product Application and Solution Guide

NextGen Backpack Vacuums



V-BP-6



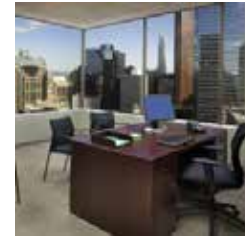
V-BP-10

Value Proposition

Upgrade existing backpack vacuum in regard to ergonomics and safety, and tool options that will increase productivity and decrease operator abuse on cords.

Target Verticals:

Healthcare, Education, Retail, Office, BSCs



Key Competitors:

ProTeam, Windsor, Advance, NaceCare, Tornado

Target Application

- The primary application of corded backpacks is soft-surface cleaning with the goal of high productivity. Backpack vacuums are twice as productive as uprights and canister vacuums.
- Key decision factors by user of a backpack vacuum:
 - Weight
 - Ergonomics
 - Accessory set
 - Noise level



CREATING A CLEANER, SAFER, HEALTHIER WORLD.

Target Applications



Positioning

Old



Upgraded Deuter Harness
Upgraded & Expanded Tool Options
Kettle Plug/Other New Strain Relief
Upgraded Motor



New



Upgrade Details

#1 Safety/Cord Strain Relief

Current: standard strain relief at cord exit



New: kettle plug with cover



- What does this mean to you?
- The kettle plug protects the cord from damage and the cord can now be replaced separately by unscrewing the cover.
- Save money

Current: switch has a clip to attach to harness



New: switch is fastened to harness



- What does this mean to you?
- The cord is protected from damage.

Upgrade Details

View our harness fitting video [here](#).

#2: Deuter® Harness

Designed & manufactured by Deuter, the world leader in hiking backpacks.

Adjustable to operator height (*operator comfort*)

Anatomically cut hip belt (*ergonomics & operator comfort*)



Stabilizer Straps for exact positioning (*ergonomics & safety*)

Anatomically shaped shoulder straps (*operator comfort*)

Breathable mesh provides 3D airflow, reducing operator exertion (*productivity & operator comfort*)

Upgrade Details

#3: Three tool set offerings

Basic, mid-level, and premium options, versus one option today, will allow for a more competitive offering vs only one today

- Base tool set – 14 in / 356 mm hard & soft floor tools with a two-button aluminum wand
- Standard tool set – 14 in / 356 mm hard and soft floor tools with an upgrade to a chrome telescopic wand
- Premium Sidewinder® tool set – offers the 18 in / 457 mm Sidewinder Tools with a straight wand
 - View our Sidewinder video [here](#).



Product Highlights

Key Selling Points:

INCREASED PRODUCTIVITY

- Sidewinder tools increase productivity up to 50% over traditional push/pull tools
- Increased vacuum waterlift of 119 in / 3023 mm, which is higher than leading competitors
- CRI rated Gold with the Hi Performance Tool

IMPROVED ERGONOMICS

- New ergonomic Deuter hiking harness is designed to reduce operator fatigue
 - More comfortable to wear and fully adjusts to different sized operators

UPGRADED SAFETY

- Upgraded strain relief & kettle plug
- On/off switch affixed to the hip belt

REDUCED COST TO CLEAN

- 30% Lower cost of ownership on the V-BP-6
- Same vacuum bags – no need to replace consumable with new units

ENHANCE FACILITY IMAGE

- 4 stage filtration with HEPA filter at 99.97% at 0.3 microns

WARRANTY

- Warranty increased to 2 years parts/1 year labor/3 month travel

Productivity Matrix

Carpet Productivity Matrix*	sq ft	minutes	sq ft/hr
14 in / 356 mm Single Motor Upright Vacuum	1,000	21.00	2,857
Canister Vacuum & 14 in / 356 mm Orifice Carpet Tool	1,000	20.40	2,941
14 in / 356 mm Dual Motor Upright	1,000	18.50	3,243
Backpack Vacuum & 14 in / 356 mm Orifice Carpet Tool	1,000	8.10	7,407
Backpack Vacuum & 18 in / 457 mm Sidewinder Tool**	1,000	4.05	14,815

* Productivity measures are sourced from ISSA540 Cleaning Times publication

** Estimated and not listed in ISSA540 Cleaning Times publication

Backpacks are over twice as productive than Single and Dual motor uprights!

Cost of Ownership

	Tennant V-BP-6	Pro Team Super Coach 6	Advance Adgility 6XP	Windsor Vac Pac 6
Vacuum Bags*	\$62.00	\$74.88	\$72.00	\$139.92
HEPA Filters*	\$18.60	\$25.49	\$72.50	N/A
Exhaust Filter*	\$2.65	\$28.97	\$2.88	\$2.13
Cost of Ownership – Yearly	\$83.25	\$129.34	\$147.38	\$142.05
Cost of Ownership – 3 Years	\$249.75	\$388.02	\$442.15	\$426.15
Cost Savings over Competitor		36%	44%	41%





* Assumes 48 vacuum bags per year

** Tennant comes with 1 extra filter, so first year does not need a second replacement

*** Based on available online pricing as of August 1, 2014

Over 30% lower cost of ownership than competition for the V-BP-6

Key Advantages

	Harness	Strain Relief	Tools
 <p>V-BP-6</p>	<ul style="list-style-type: none"> • Deuter hiking harness designed to reduce operator fatigue and muscle strain • Greatly reduce the need to rest your back/shoulders during operation 	<ul style="list-style-type: none"> • Kettle plug designed to reduce operator abuse on the power cord and lower cost when cord replacement is needed • On/off switch affixed to the hip belt to reduce operator abuse on the cord • Additional strain relief on the power cord for increased operator safety 	<ul style="list-style-type: none"> • Three optional tool sets to ensure the customer can choose the set right for them • Premium kit includes Sidewinder tools that are up to 50% more productive than traditional tools
 <p>Super Coach Pro 6</p>	<ul style="list-style-type: none"> • Flex-Fit harness designed to be responsive to the movement of the body 	<ul style="list-style-type: none"> • Cord comes straight out of the side of the unit and is a risk for operator abuse • On/off switch affixed to the hip belt • Limited strain relief may allow cord to be damaged more easily 	<ul style="list-style-type: none"> • Many optional tool sets to ensure the customer can choose the set right for them • Offers Sidewinder tools
 <p>Vac Pac 6</p>	<ul style="list-style-type: none"> • Standard harness 	<ul style="list-style-type: none"> • Cord comes straight out of the side of the unit and is a risk for operator abuse • Free hanging on/off switch can be a safety risk if cord is damaged over time • Limited strain relief may allow cord to be damaged more easily 	<ul style="list-style-type: none"> • Limited tool options
 <p>Adgility 6XP</p>	<ul style="list-style-type: none"> • Standard harness 	<ul style="list-style-type: none"> • Cord comes straight out of the side of the unit and is a risk for operator abuse • On/off switch affixed to the hip belt • Limited strain relief may allow cord to be damaged more easily 	<ul style="list-style-type: none"> • Limited tool options