



## How BSCs Differentiate Themselves

**43.5%**  
Continuous Improvement

**33.7%**  
Sustainable Practices

In a recent survey, Cleaning & Maintenance Management asked BSCs how they distinguish themselves from competitors to win business.

- 43% use continuous improvement practices
- 34% use sustainable practices

Making Orbio a key component of your bids and cleaning practices demonstrates both continuous improvement and improved sustainability compared to reliance on current chemical systems.

Source: 2014 Building Service Contractor Survey, [www.cmmonline.com](http://www.cmmonline.com)



## THE ORBIO BSC ADVANTAGE

Increasingly, you need innovative solutions to differentiate your company and services to win new contracts and retain the profitable customers you already have. Using Orbio® On-Site Generation (OSG) systems to clean can give you the advantage as you look for ways to demonstrate sustainable practices and continuous improvement — while also saving you money, improving safety and simplifying your cleaning program.





## WHY ORBIO?

### ORBIO SAVES ME MONEY

- Orbio nearly **eliminates my cost of buying and shipping** conventional cleaning chemicals.
- There's no surprises with an Orbio system installed — my cost of cleaning chemicals for a site is **known and forecastable**.
- Orbio **reduces my labor costs** — there are no chemical residues to attract soils, so surfaces stay cleaner longer.
- Orbio **reduces my employee costs**, such as workman's compensation and sick leave, because the solutions have no fragrances and don't irritate my workers skin or eyes
- Using Orbio **reduces my time spent training** new employees. The system is so simple — just yellow or blue.



### ORBIO IMPROVES THE OVERALL SAFETY OF MY CLEANING PROGRAM

- Orbio is safer for my employees because it **reduces their exposure to concentrated conventional packaged chemicals**.
- Orbio solutions have **no fragrances or VOCs added**, so it is safer for building occupants too — Orbio won't affect people with sensitivities to strong chemicals.
- Orbio **reduces the risk of slip and fall accidents** because there are no chemical residues on floors.



### ORBIO SIMPLIFIES MY CLEANING PROGRAM

- Orbio is **simple** — just choose blue or yellow — making it very easy to train new workers.
- Orbio **works with all of my current cleaning methods** — spray bottle, mop buckets, microfibers, floor scrubbers and carpet extractors — so implementation is simple.
- Orbio can **help me win bids** by differentiating me from my competition — promoting sustainable practices and continuous improvement.

## HOW TO IMPLEMENT ORBIO OSG

Orbio OSG simplifies my cleaning program. It's not disruptive and doesn't add steps or hassles. Implementing Orbio OSG is easy.

### FIVE SIMPLE STEPS TO A COMPETITIVE ADVANTAGE

**Step 1 Site Survey** of facility by an Orbio representative

**Step 2 System/Layout Recommendations** based on cost and logistics

**Step 3 System Implementation** by Tennant or Orbio professional service teams

**Step 4 Training** — on site or by video

**Step 5 Telemetry Reporting** of system usage for your individual sites



Before Orbio OSG



After Orbio OSG

MultiMicro™ 200 (yellow) is a hospital-grade disinfectant and food contact/non-food contact surface sanitizer. MultiSurface Cleaner (blue) takes the place of a variety of daily-use cleaners.

# EXAMPLES OF MARKET IMPLEMENTATION\*



## SAMPLE UNIVERSITY INSTALLATION

### Current Environment

Cleaning Staff: 40  
Chemicals Spend: \$24k/yr  
# Buildings: 32  
ft<sup>2</sup>: 2m  
# Students: 5k

### After Orbio

5000-Sc Generators: 1  
os3 Generators: 3  
os3 Satellites: 8



## SAMPLE MID-SIZED CORPORATE CAMPUS

### Current Environment

Cleaning Staff: 30  
Chemicals Spend: \$15k/yr  
# Buildings: 9  
ft<sup>2</sup>: 1.5m  
# Employees: 3k

### After Orbio

os3 Generators: 2  
os3 Satellites: 8



## SAMPLE AIRPORT INSTALLATION

### Current Environment

Cleaning Staff: 200  
Chemicals Spend: \$22k/yr  
# Terminals: 6  
# Gates: 124  
Passengers/yr: 30m

### After Orbio

5000-Sc Generators: 1  
os3 Generators: 2  
os3 Satellites: 6



\*Sample installations only. Facility results will differ based on chemical usage and Orbio® system configuration. Savings estimates based on list pricing for Orbio equipment, including installation charges, depreciated over 36 months for monthly cost of the Orbio installation. Chemical savings calculated by subtracting average monthly chemical cost from Orbio monthly cost.



# WHAT IS THE ORBIO OSG SYSTEM?

## THE ORBIO® PORTFOLIO



os3 Generator

os3 Satellite System

5000-Sc Generator  
(MultiSurface Cleaner Only)

## THIRD PARTY RECOMMENDATIONS



### GS-37 Certified

Device-generated solutions meets Green Seal™ Standard GS-37.



### NFSI

Certified as a high-traction product by the National Floor Safety Institute.



### NSF

Registered as acceptable as a general wall and floor cleaner in and around food process areas where it is not intended for direct food contact.



### TURI

Found by the Toxic Use Reduction Institute to clean as well as the tested popular all-purpose and glass cleaners.



### Woolsafe

Approved as an environmentally preferable product for the use on wool and advanced-generation synthetic carpets.



### CRI

Part of a deep cleaning system that has CRI Platinum Level Seal of Approval.



Replace These



With This



In These



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