



# Happy i-users

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Engaging cleaning  
staff with speed, design  
and innovation.

INQUIRE. INNOVATE. INSPIRE

# Welcome to i-team

Welcome to the family. The i-team is a global family of innovative cleaning sales & distribution partners that are dedicated to delivering intelligent, convenient and quality cleaning machines, products and utilities to the industry. Our flagship innovation is the i-mop XL scrubber dryer, which has revolutionized the cleaning industry by changing the process of cleaning. Since the introduction of this innovation, we have expanded our entire range with over 20 products. i-team Global is considered a worldwide key innovator, spanning more than 60 countries and ever expanding. I could not be more excited to share our company philosophy, amazing new innovations and strategy with you. Enjoy this brochure.



Frank vande Ven  
CEO

A blue ink handwritten signature of Frank vande Ven, written in a cursive style.



# Liberating the cleaner

## We take care of our own.

The heart of the i-team is the everyday cleaner, the i-user. By simply changing the appearance of their job as 'just a cleaner with a mop and bucket' to an operator with a range mechanical cleaning solutions, they become empowered and the satisfaction that comes with the job just rises through the roof.

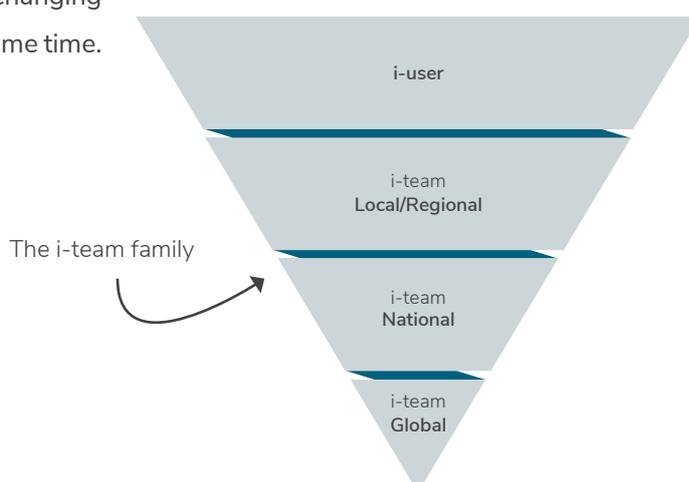
We want the i-user to be heard. That is why we organize feedback, brainstorm & trial run sessions here at the office in Eindhoven to make sure we know what motivates, energizes and keeps the cleaners enthusiastic about the i-team equipment. But what we really want to hear are the struggles, the hardships and what we can do to help improve their daily lives on the job. This helps us shape, design and create new innovations. By working together, and closely listening to what our users have to say, we can start changing processes and machines at the same time.

## Membership & support

We want everyone to have the best possible experience. This is why we make sure that every i-team adoption goes as smoothly as possible. Every i-team country has their own consultants, which can be implemented as guidance counselors for the onboarding process. They will take you throughout a journey of technical training, repair & maintenance, and other tips & tricks to fully utilize your i-range products.

## [Visit our inspiration center](#)

As an integral part of the i-team family, visit the Inspiration Center in Eindhoven with your staff and get involved in the development and feedback procedure of the i-team family. You will have full access to try out and pre-examine all of our plug & play concepts and take all the i-team products for a test drive.







Experience the  
**i-team family**

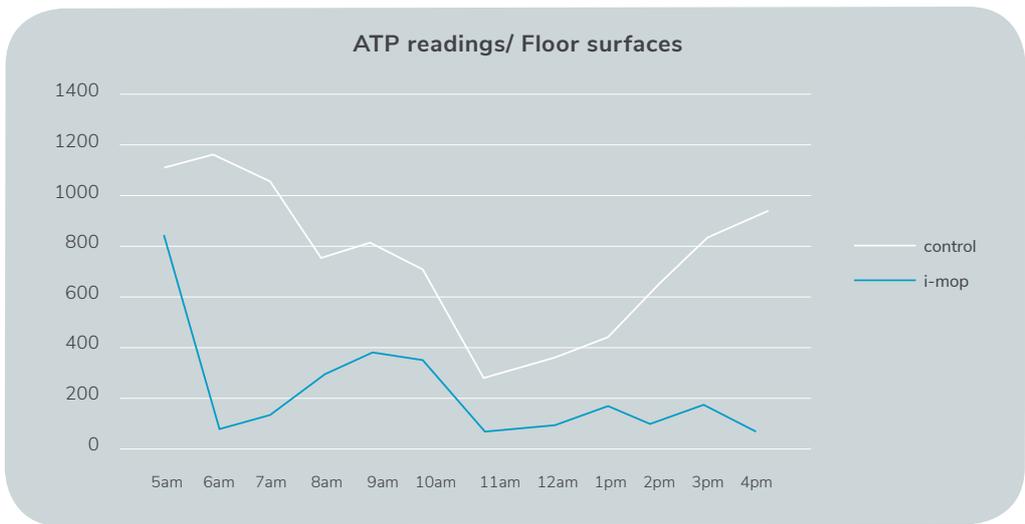
# Gathering new data & insights

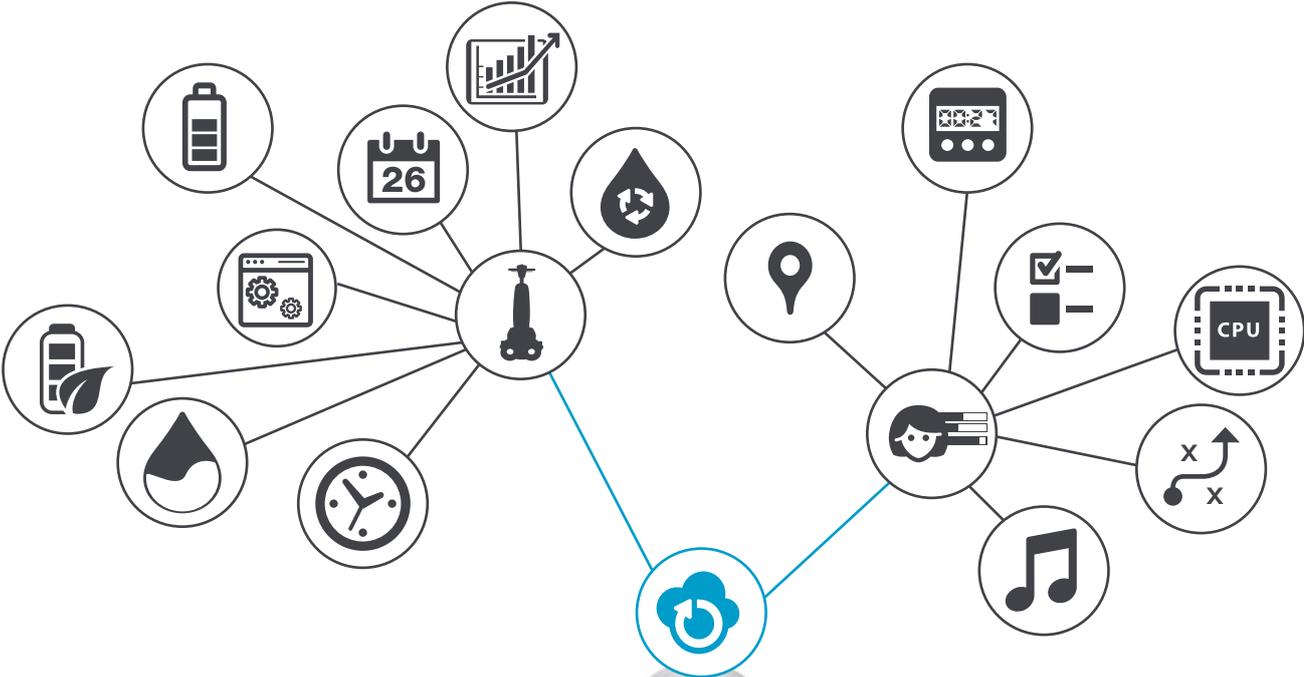
Knowledge is power. Digital development is happening all around us, and we want to keep innovating to keep up with the fast paced world. We are currently developing a smart i-mop XL, which gathers data about the machine. A simple dashboard on the machine shows how much it has been used, when it is time to replace the brushes and it shows the cleaner useful tips & tricks.

## Proving cleanliness. Now i-know.

And that's not the only data we are using with our products. You can scientifically prove & demonstrate how effective and thorough the i-range products clean, by using the i-know kit, containing ATP (Adenosine triphosphate), slip meters and

dirty challenges). The collected data can help the i-user get more insights in their cleaning proces and give objective feedback about the quality of the cleaning results. Start enhancing powerful cleaning and on-site sanitation training with immediate feedback. Optimizing and limiting cleaning chemicals and procedures to create a whole new ecosystem and time management.





Knowledge is **power**

# Total cost of ownership & Total application costs

We see a breakdown in how the cleaning world to this day still operates. 70% is still done with manual equipment (a simple mop, bucket and some microfibre cloths). 29% is mechanical cleaning (machines). Only 1% has been automated by automatic cleaning (huge robots cleaning open spaces/areas), because in general 70% to 80% of current cleaning areas actually consists of small or obstructed spaces, which are not suitable for this application.

The biggest costs of a cleaning organisation is manpower (approximately 80%), 6% goes to the purchase of cleaning chemicals, 4% is the purchase of cleaning machine equipment and 10% are overheads. Switching to a more mechanical solutions in these organisations can result in budget advantages up to 50 to 80%. We want to create a shift in relieving the manual equipment with mechanical tooling, enhancing and improving the overall cleaning quality and lifecycle of your equipment.

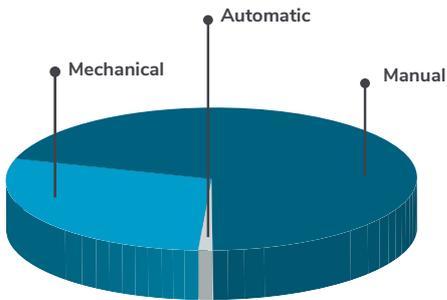
Reducing overheads and seeking a transparent full lifecycle cost of your machines is vital when organizing and structuring your cleaning. The i-team offers machines that have been designed with a keen eye on how to properly facilitate repairs, maintenance and updates. Together with the plug & play concept, the total cost of ownership becomes clear and instantly profitable. That means less downtime, more cleaning performance and easy upgrades between different filtration classes. By teaming up processes and products in a 4D cleaning strategy, we can achieve significant savings for our clients. At least 10% lifetime costs is our goal.

Learn how you can save 50% to 80% of cleaning time when switching from manual cleaning to the i-mop XL and 20% to 50% when switching from other mechanical cleaning solutions to i-team machines.\*

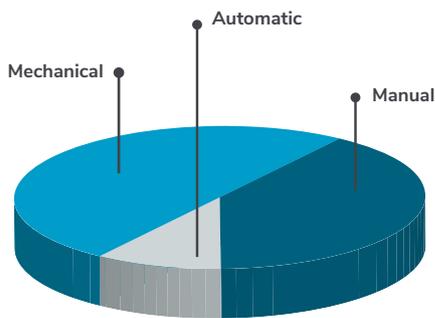
\*Read our Army Foundation College Case study for more info.

# i-team helps you save on your TCO

Cleaning methods today



Vision i-team



### Example of what this could mean for you.

Labour costs of 1000 employees\*\* in cleaning is approximately:

€ 20.000 a year x 1000 = € 20.000.0000.

By using our machines you can save 30% of cleaning time.

Machine	Machines amount x Max lifecycle costs a month x months	Costs a year (€)
i-mop XL	1000 x 300 x 12	3.600.000
i-vac 5B	1000 x 100 x 12	1.200.000
i-land L	1000 x 50 x 12	600.000
<b>Total Costs</b>		<b>5.400.000</b>
<b>Time saved</b> (30% of the entire labour costs based on using the same employees for alternative jobs)		<b>6.000.000</b>
Machine investment		-5.400.000
<b>Net saving</b>		<b>600.000</b>

\*\* In some countries the labour workforce is limited.



Reduce labour costs



Reduce cleaning & travelling time



Reduce water usage



Reduce chemical usage



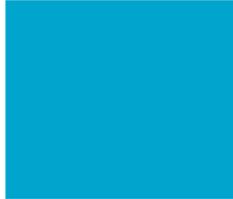
Easy repair, long life cycle



Reduce water usage

We love the letter i!  
the first letter of all  
our products & of the  
three words that  
reflect our values,

**INQUIRE, INNOVATE, INSPIRE**



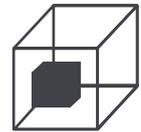
# Changing the way you clean

## 4D cleaning

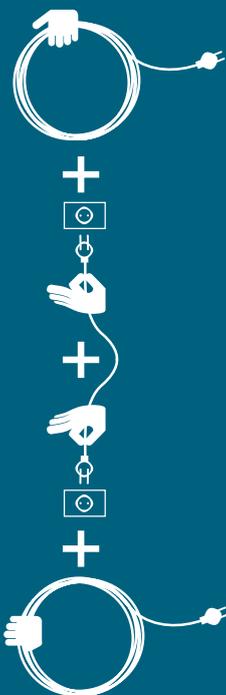
We can explain the term “4D cleaning” in many different ways. We thought it might be a good idea to define the term here. In the cleaning world, we think a good overview of all the different areas and sizes consists of **4 dimensions**:

1. Floors
2. Walls and ceiling
3. Furniture
4. Indoor air

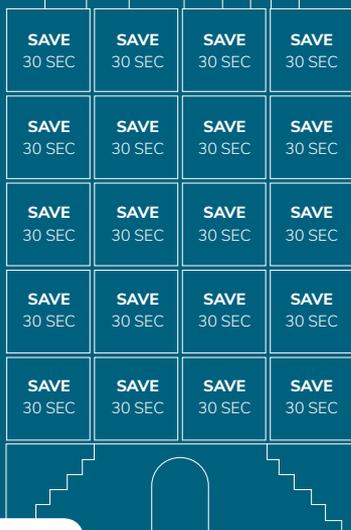
As a cleaning industry professional, it is very necessary to be able to provide your clients with a vast number of innovative machines with endless possibilities. Our 4D cleaning philosophy translates into our products, using interchangeable batteries between machines, or elements that are borrowed from one another. i-team products make each other stronger, and return their investment within weeks.



UNWIND + PLUG IN + PLUG OUT + REWIND  
= 30 SECONDS



# HOTEL



**SAVE**  
30 SEC  
EACH ROOM

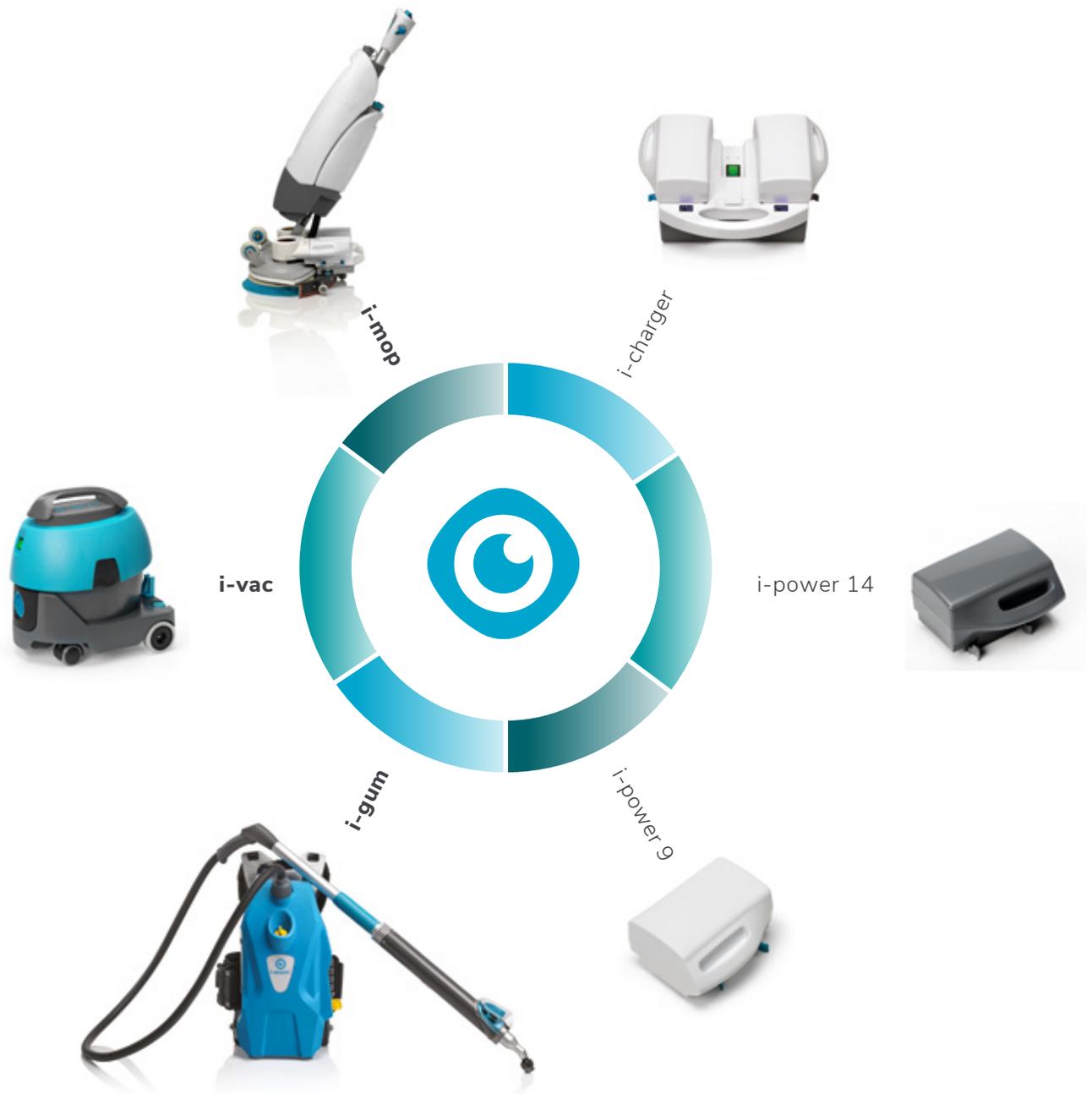
**1 HOTEL WITH 20 ROOMS**  
adds up to €1000(+) savings  
per year.

# Plug & play

### Liberation from the cord.

Throughout the history of the cleaning industry, we have been tied down to charging stations, outlets and other mounted sources of gathering power. Now using li-ion batteries, we are able to power high quality scrubber dryers, gum removers, grout cleaners and vacuum cleaners.

The i-power concept is starting to revolutionize & at the same time standardize our machines with the same cordless powersource. We started with the i-mop XL, and are now expanding the concept to our new product range. So that any cleaning job means you are not bound to an outlet, and have the freedom of movement wherever, whenever. This is a great advantage for staff & organisations, because it means that you don't have to buy different batteries for different machines. Simply plug & play, and start changing the way you think about cleaning!

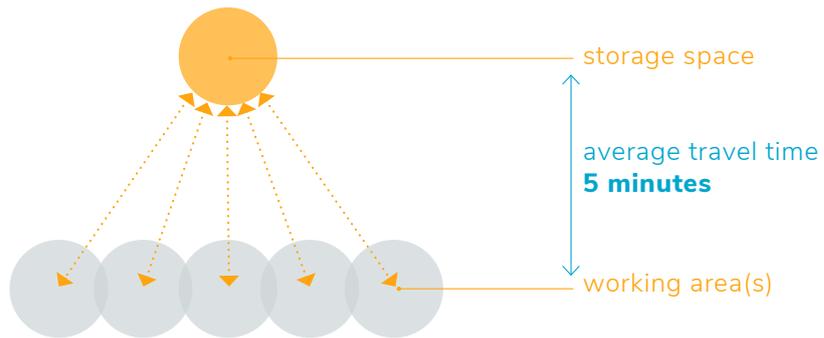


# Create your own i-land

Reduce travel time across buildings & sites with the i-land, mechanical & manual cleaning on the same cart. Travel with everything on board: i-fiber equipment, i-mop XL, i-light & i-charger and even your own electronic tablet to every location on the premise. Everything you need to clean from corridors, to elevators, kitchens, meeting rooms & more. The i-land comes in many different shapes & sizes, and is customizable to your specific work environment. We are currently working on specialized models for hospitals and airports, just to name a few of the industries we are now focussing on.



# SAVE TIME



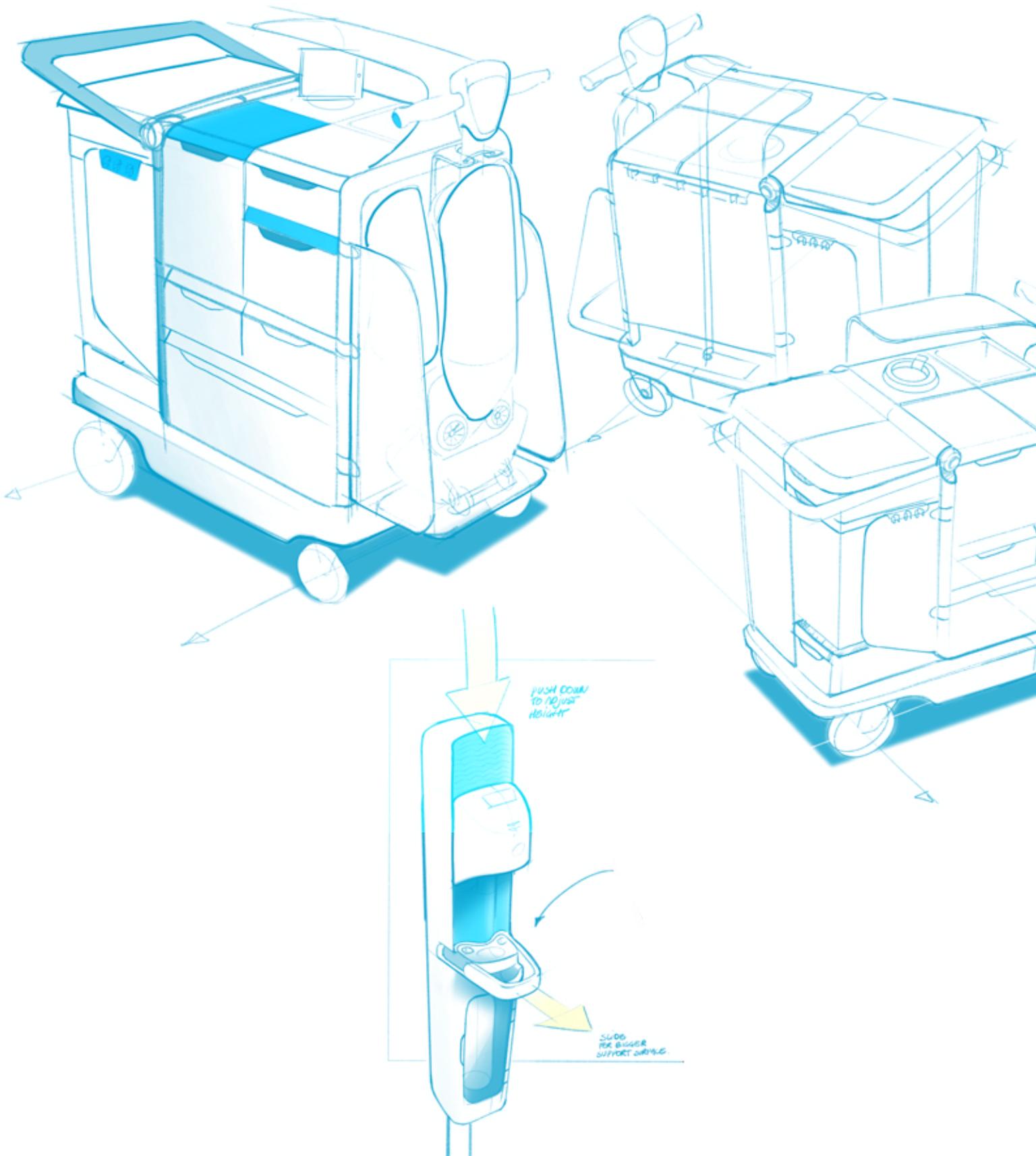
**Replace the storage space with an i-land** and you will reduce unproductive travel time & costs.



**SAVE** €  
3,75 a day  
26,60 a week  
1386,- a year

So your i-land is already paid for

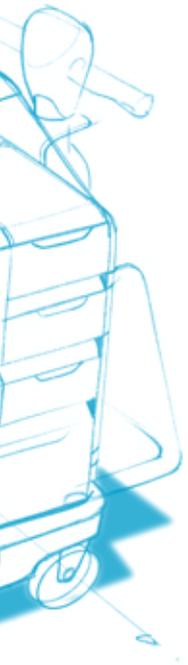




# Future plans

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We drive on innovation. Listening to our clients and transforming that feedback into new products, features and updates. From stadiums, to hotels and corner offices, every sector and business case can be reviewed and solved with i-team products that offer a full range of high quality cleaning solutions. We are not limited to only innovating machines as most other companies do. We innovate in processes and cleaning related mediums e.g. water, chemicals etc. to achieve real sustainability in the cleaning industry. Staying in touch with our cleaners, receiving feedback and inspiration from multiple fields drives our development process to be the most customer-driven and innovative company in the cleaning industry.



W H A T C A N

Y O U D O

T O # M A K E

I T B L U E



# Made blue

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By operating i-mops, your partners, clients and users lower the water footprint whilst contributing positively to the availability of water in the world. Every day an i-mop is turned on, Made Blue simultaneously ensures someone else on the planet gets access to clean water. For every litre that the i-mop uses in operations, the i-team and Made Blue mirror clean drinking water in a developing country.

The planet is a beautiful place with over 7 billion people. Humans need water to live, breathe, and enjoy their lives. Worldwide 2,7 billion people suffer from a shortage of drinking water. For 780 million people this situation is permanent: each year 3,5 million people die because of this. That's why Made Blue invests in projects in developing countries. We are a proud partner of Made blue. Made Blue mirrors the water used by i-team to create clean water in developing countries. 1 litre for 1 litre.



**i-team**<sup>®</sup>

Pleasantly different

**i-team Global HQ**

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