



What is TCO? What Can I Do About It?

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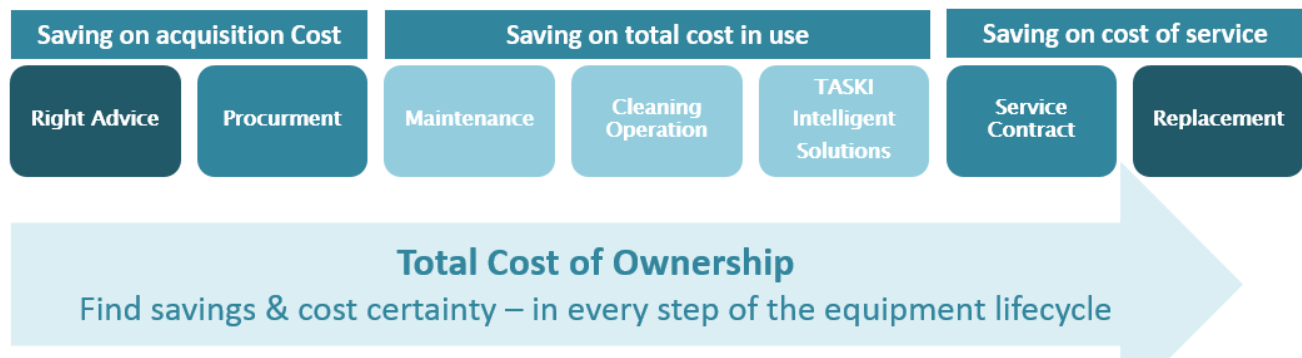
Total Cost of Ownership (TCO) refers to the estimate of all direct and indirect cost associated with an asset or acquisition over its entire life cycle.

Where does TCC come in to play?

Total Cost to Clean measures the cost to clean an area based on the application and takes each component of the process into consideration. TCC is the total cost in use that is required to achieve a desired outcome in cleanliness.

Key Features of TCO

The life cycle starts earlier than the cleaning activity and is split in seven categories. Behind categories, there is a cost which must be optimized without influencing another one negatively:



Achieve a Lower TCO

- **Right Advice** – Always right-size your machine to the area and application.
- **Procurement** – Create financial flexibility by understanding your options.
- **Maintenance** – Less parts, modular engineering, and color-coded daily maintenance points increase uptime as well as efficiency.
- **Cleaning Operation** – Ergonomic machines, with quick release squeegees, and self-adjusting squeegee and scrub decks reduce time required by the operator for setup and maintenance, while reducing operator fatigue. Look for performance features that eliminate duplicate work, such as excellent water recovery to reduce slip & fall hazards, improve efficiency and achieve high quality results.
- **On-Board Intelligence** – An on-board computer processing unit enables automated solution flow, reducing chemical & water usage and the potential for water trails. Firmware updates are simple, reducing maintenance costs and ensuring you have the best features throughout the life of the machine.
- **Service** – Reliable, fast, & affordable are obvious. Easy on-site machine repair with predictive maintenance technology can provide greater up-time with significant cost savings.
- **Replacement** – Plan ahead for your transition. Monitor & manage your fleet remotely.

What to do next

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