

The Customer:

TENNANT COMPANY is a leading manufacturer of indoor and outdoor environmental cleaning solutions and specialty floor coatings. Tennant's industrial and commercial sweepers, scrubbers, coatings, detergents, carpet cleaning equipment, vacuums, floor machines and burnishers deliver exceptional cleaning solutions to customers around the world.

INDUSTRY: Indoor and outdoor industrial cleaning equipment

Growth Fact: *Tennant Company boosted revenue by more than \$20 million in 12 months by eliminating \$7 million of recurring sales expenses.*

Pain Points and Challenges

- ✓ Rising competitive pressure
- ✓ Major process improvements needed
- ✓ Less than effective inventory management
- ✓ Incorrect process segmentation
- ✓ Growing pains from acquisitions

Pragmatek Involvement

- ✓ Completed 'as is' process mapping and process segmentation
- ✓ Optimized the Supply Chain
- ✓ Analyzed direct spending in several departments
- ✓ Identified and prioritized improvement opportunities
- ✓ Estimated improvement resources and returns

The Payoffs

- ✓ Initiated 25 improvement processes that helped Tennant reduce expenses in 310 areas
- ✓ Improved quality in 86 manufacturing categories
- ✓ Improved decision-making in 166 areas
- ✓ Reduced business risks in 47 areas.
- ✓ In 12 months, Tennant realized \$24 million in savings that produced a 20:1 return on the total engagement costs.

Learn how Tennant
swept aside costly
recurring expenses to
Improve Profits.



Let us help
YOUR Company
Accelerate
Profitable
Growth. 