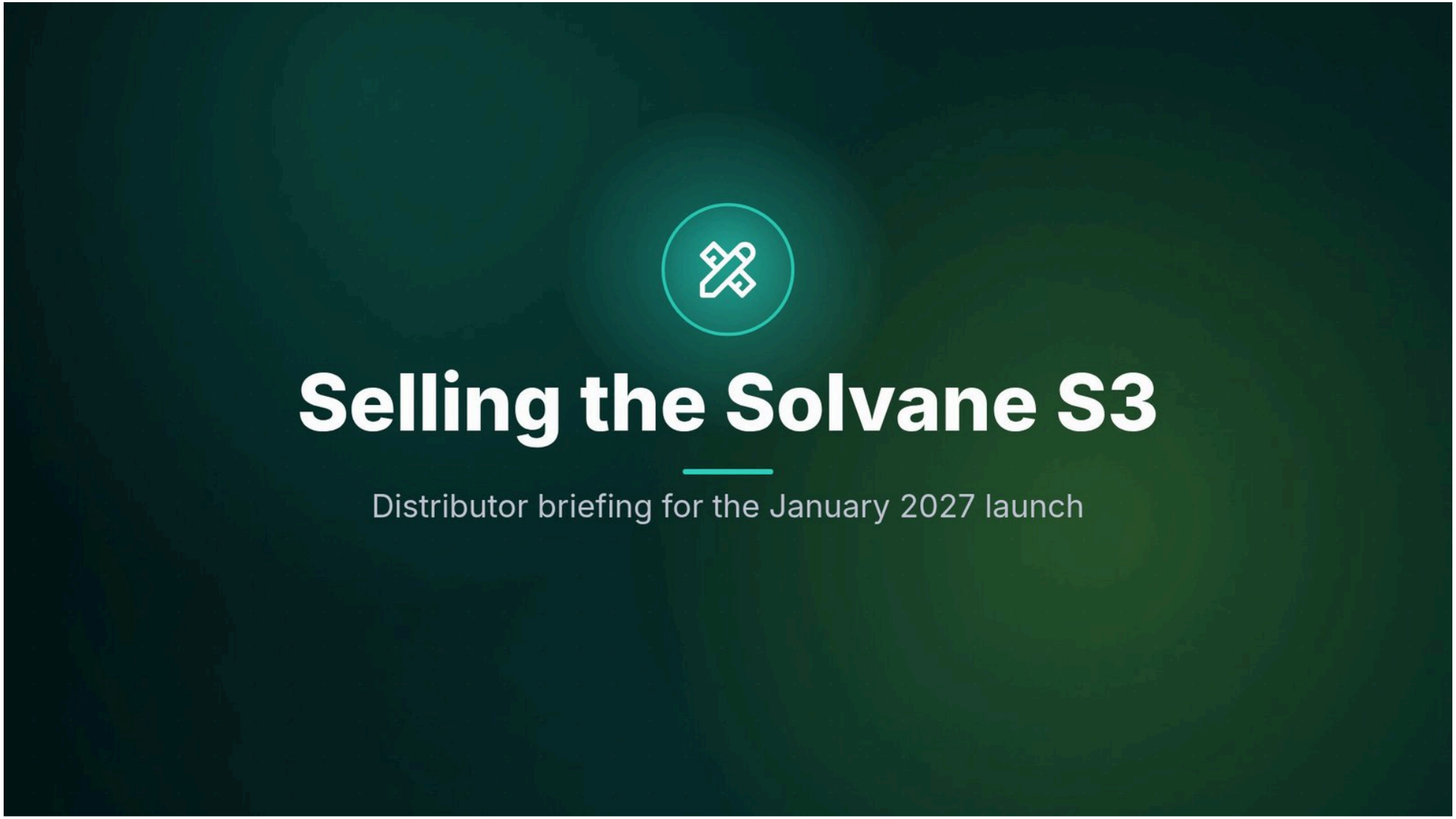
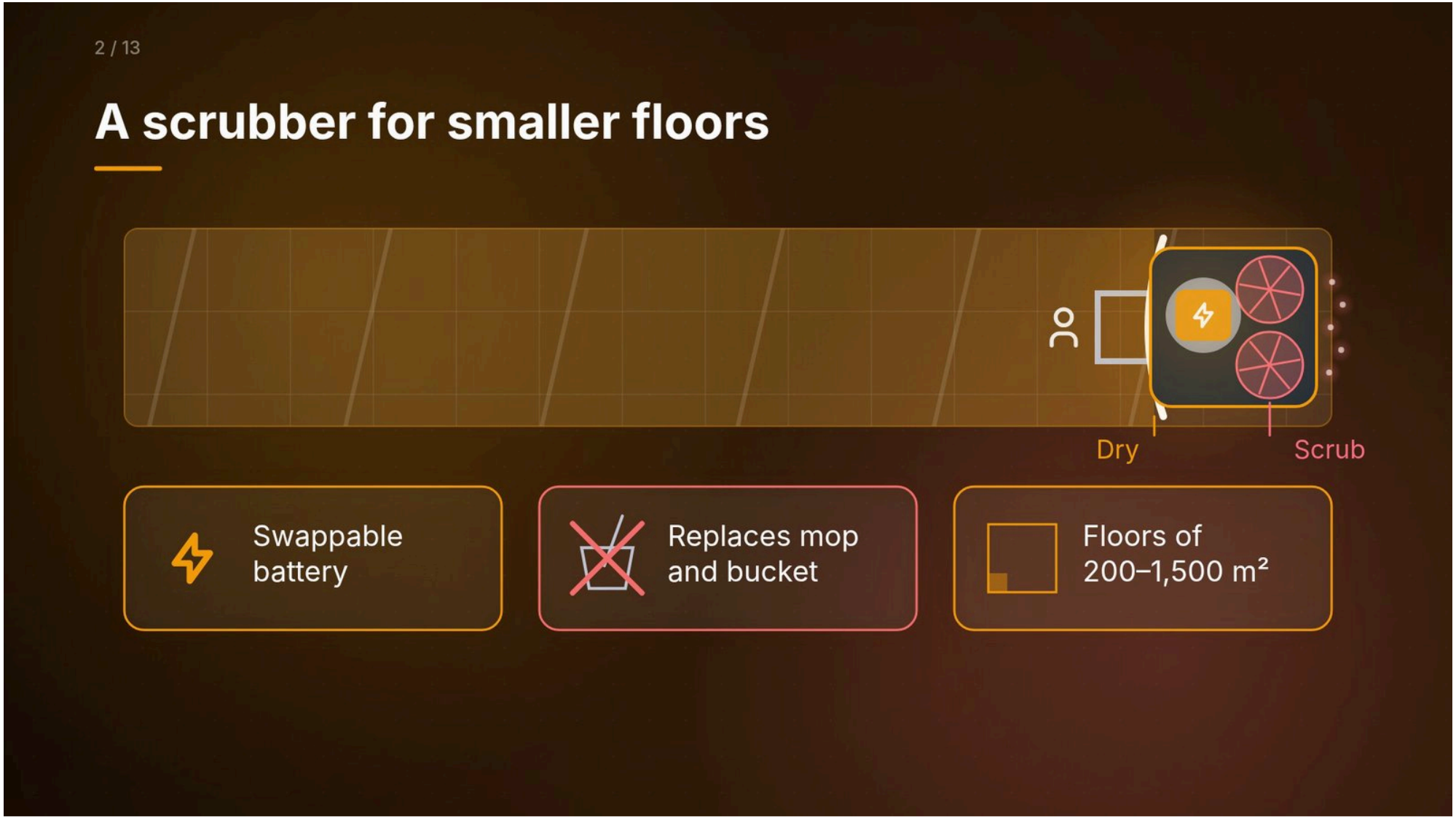


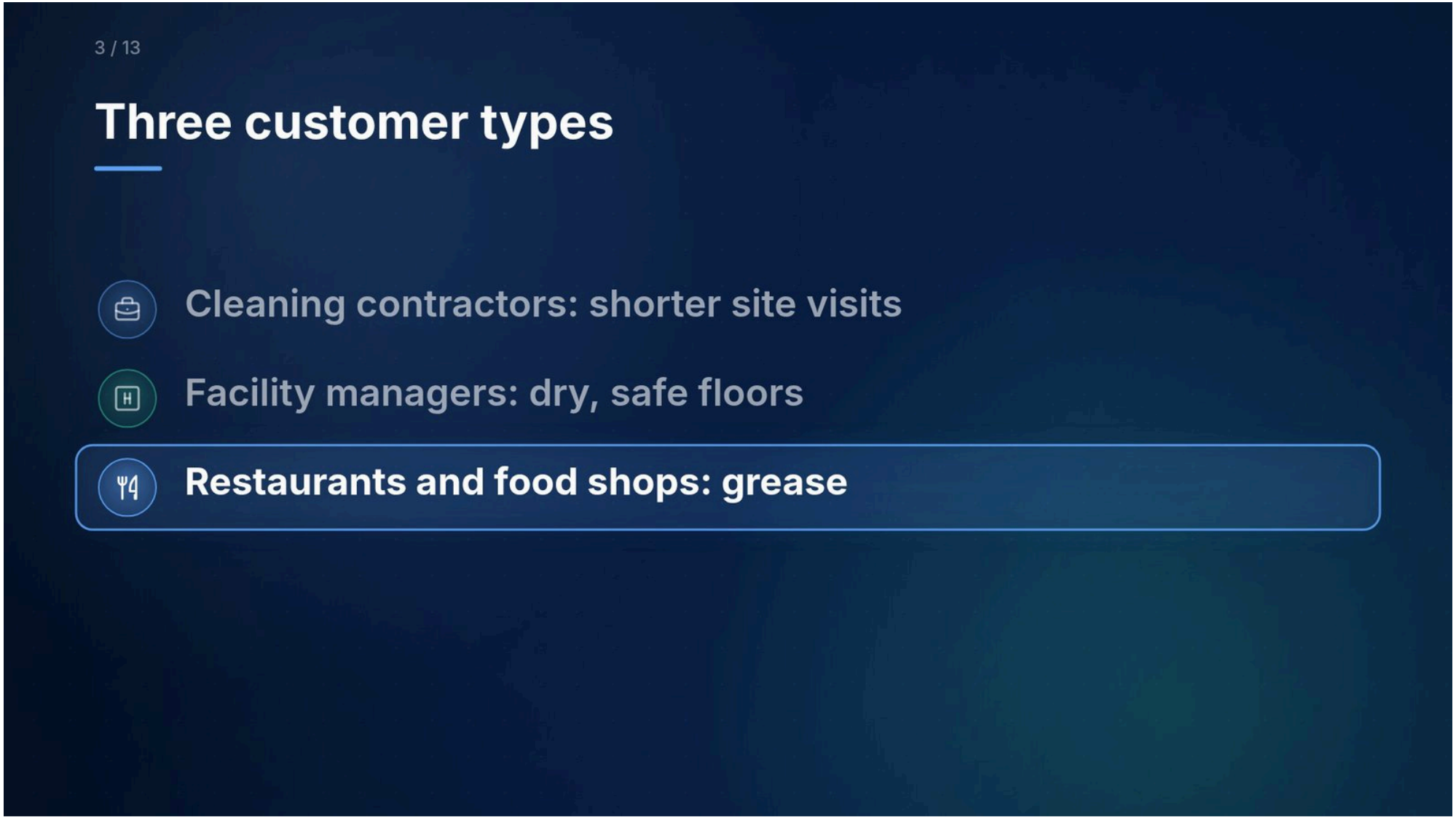
1 / 13 · Meet the Solvane S3

This briefing gets your sales team ready to sell the Solvane S3 cordless floor scrubber. By the end, you'll know who buys it, the three points to lead with, your prices and margin, and how to run a five-minute demo.



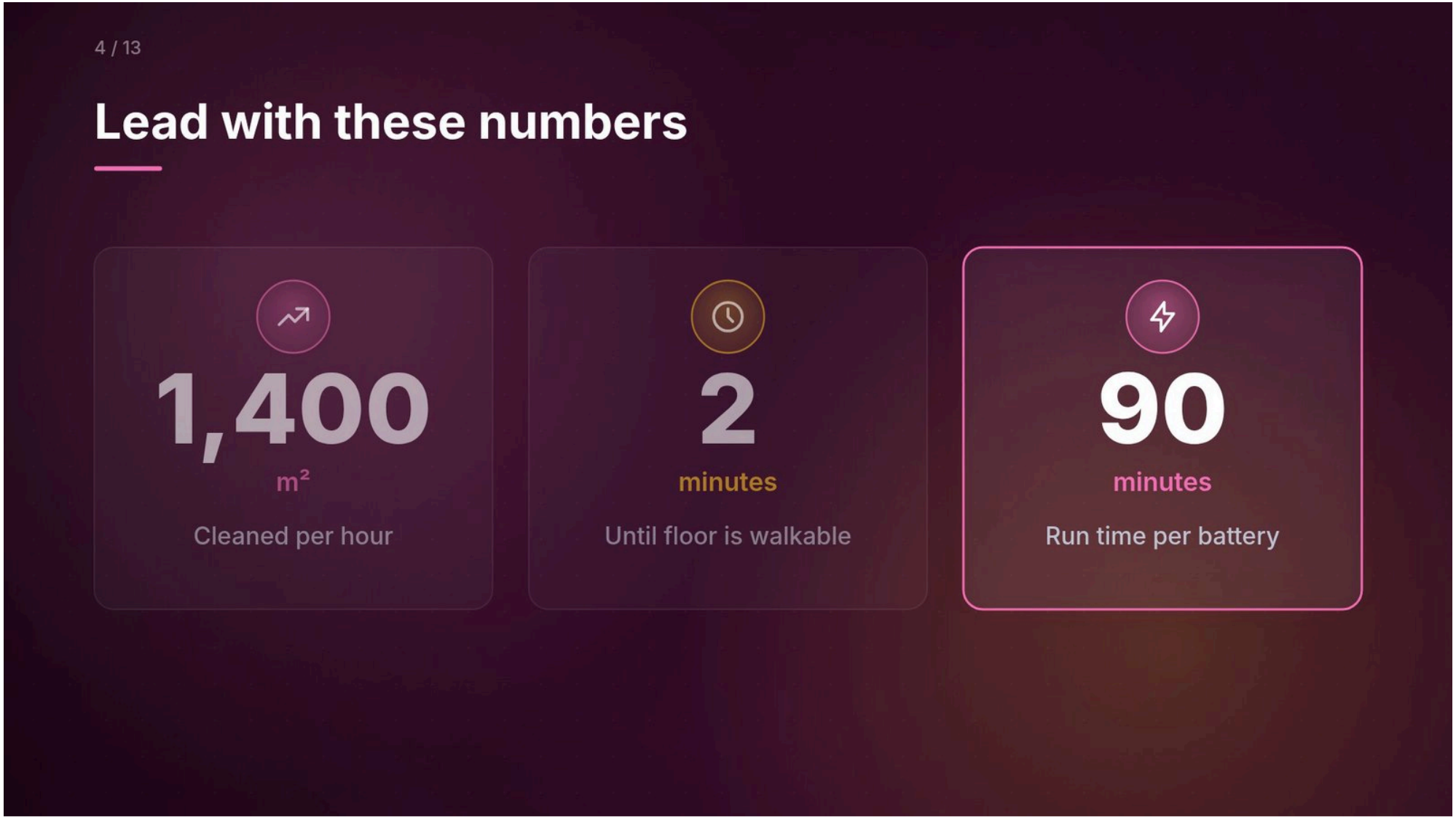
2 / 13 · What it is

The S3 is a walk-behind floor scrubber, meaning one person walks behind it and steers it. It scrubs and dries in a single pass. It runs on a swappable battery and replaces the mop and bucket. It's made for floors between 200 and 1,500 square metres.



3 / 13 · Who buys it

Three kinds of customer buy the S3. Cleaning contractors with 5 to 50 staff are paid per site, so they want shorter visits. Facility managers at clinics, schools and care homes need floors dry and safe straight away. And restaurant and food-shop owners clean every night, on greasy floors a mop only spreads around.



4 / 13 · Three things to say first

Lead with three numbers. The S3 cleans 1,400 square metres an hour. The floor is walkable in under two minutes, so no wet-floor signs and fewer slips. And each battery runs 90 minutes, with a ten-second swap, so a second battery means it never stops to charge.



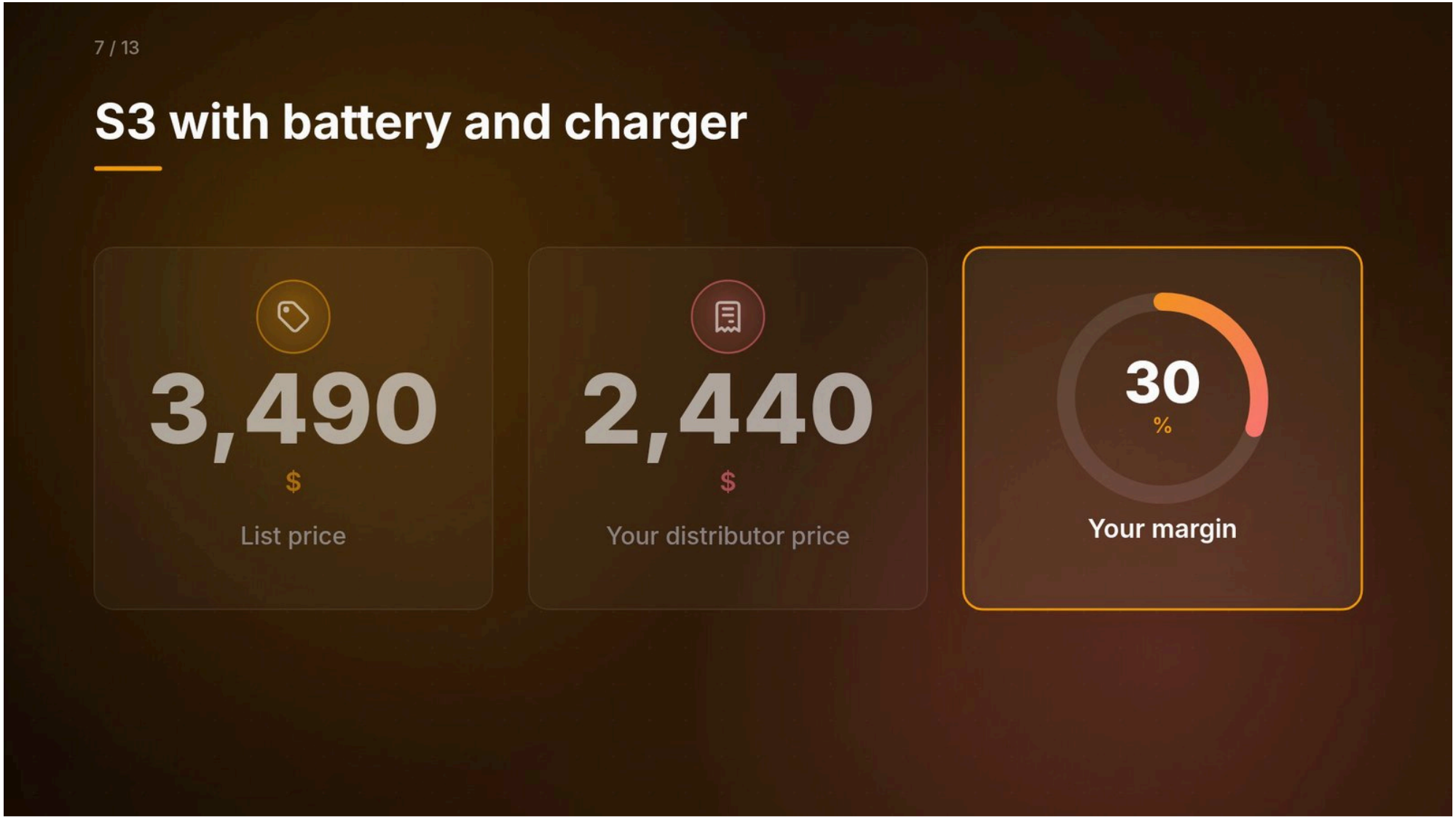
5 / 13 · Four times faster than a mop

Put that speed next to a mop. Someone mopping covers about 350 square metres an hour. The S3 covers 1,400. That means one person does in 30 minutes what used to take two hours.



6 / 13 · S3 against the S2

The S3 replaces the S2 from 2023. The S2 ran 55 minutes on a built-in battery that took five hours to charge. The S3 runs 90 minutes, its battery swaps out and charges in two and a half hours. It's also wider, lighter, and at 61 decibels, quiet enough for daytime use in a clinic.



7 / 13 · Prices and your margin

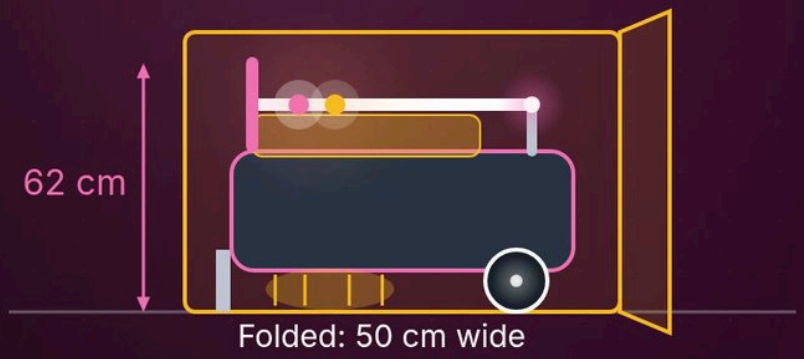
Here's the money side. The S3 with one battery and charger lists at $3,490, and you buy it at $2,440. That's a 30 percent margin, and brush kits and service plans earn you 35. Until 31 March 2027, customers also get a free extra battery, credited to you at distributor price.



8 / 13 · It costs more than mops

The objection you'll hear most is that it costs a lot more than mops. Your answer is time. Saving 1.5 hours per clean, five nights a week, at a $15 hourly wage, the S3 pays for itself in about seven months.

Quick answers



Trained in 10 minutes
Two buttons and a handle

2-year warranty
Parts within 2 working days

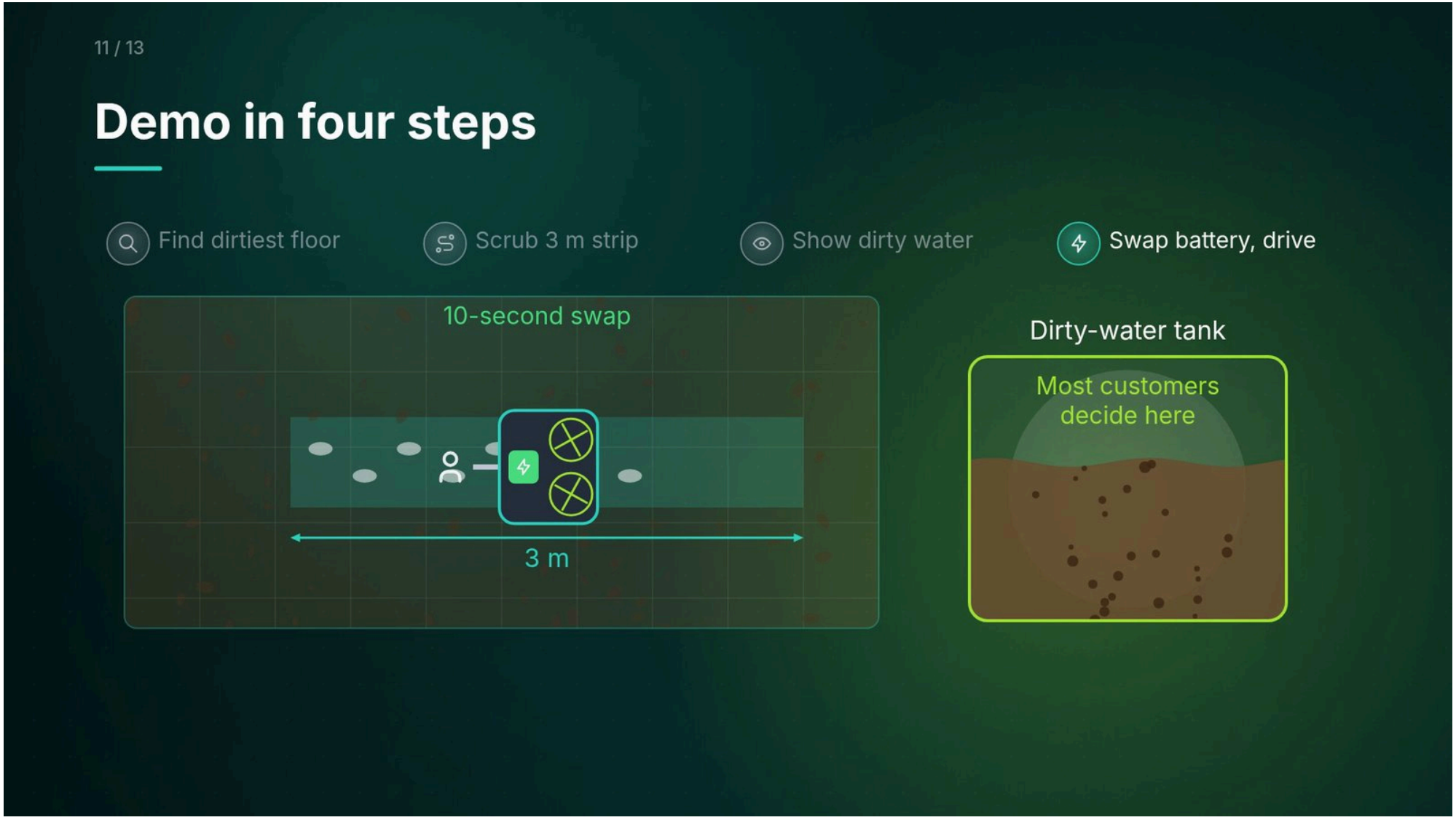
Folds to 50 × 62 cm
Fits a small cupboard

Other questions have short answers. It's easy to use: two buttons and a handle, with new staff trained in ten minutes. There's a two-year warranty on the machine and one year on the battery, with replacement parts sent within two working days. And the handle folds flat, to 50 by 62 centimetres, for small cupboards.



10 / 13 · What not to promise

Be clear about the limits. The S3 is not for carpets, not for outdoor ground, and not for floors with standing oil. If a customer's floor is over 1,500 square metres, offer the ride-on Solvane R6 instead.

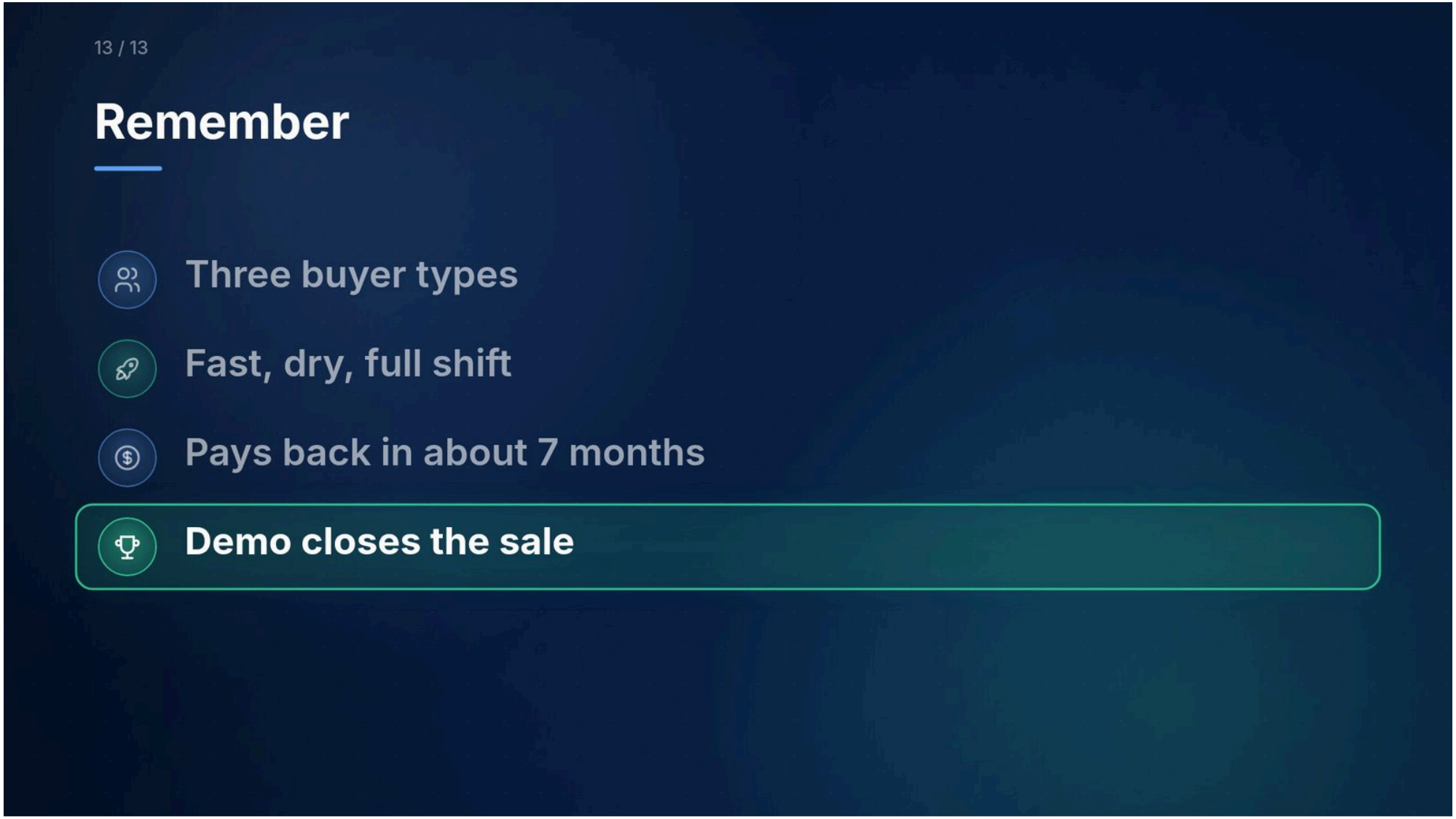


A demo takes five minutes. Ask to see their dirtiest floor, usually the entrance or kitchen. Scrub a three-metre strip and let the customer walk on it. Then show the dirty-water tank, the moment most customers decide. Finish by swapping the battery in front of them and letting them drive.



12 / 13 · Key dates

Mark three dates. Demo machines ship to distributors from 1 December 2026. First customer deliveries start on 12 January 2027. And the free-battery launch offer runs until 31 March 2027. Sales questions go to Priya Raman, the channel manager.



13 / 13 · Recap

To sum up: sell the S3 to contractors, facility managers and food businesses. Lead with speed, one-pass drying and a full shift of battery. Answer price with the seven-month payback. And let the demo, especially the dirty-water tank, close the sale.