Solvane S3 cordless floor scrubber: distributor briefing

For distributor sales teams · Launch: 12 January 2027 · Version 1.0, 15 November 2026 · Sample product briefing written for the DocReel demo

What it is

The Solvane S3 is a walk-behind floor scrubber for small and mid-sized commercial floors: shops, clinics, school corridors and restaurant kitchens. It scrubs and dries in one pass, runs on a swappable battery, and replaces the mop and bucket for floors between 200 and 1,500 square metres.

Who buys it

- **Cleaning contractors** with 5 to 50 staff, who are paid per site and need each visit to be shorter.
- **Facility managers** at clinics, schools and care homes, who need floors dry and safe to walk on straight away.
- **Restaurant and food-shop owners**, who clean every night and have greasy floors a mop only spreads around.

Three things to say first

Point	The number	Why the customer cares
Faster than mopping	1,400 m² an hour, against about 350 m² with a mop	One person does in 30 minutes what took two hours.
Dry in one pass	Floor is walkable in under 2 minutes	No wet-floor signs for half an hour, fewer slips.
Runs a full shift	90 minutes per battery, swap in 10 seconds	A second battery means it never has to stop to charge.

S3 against the S2 it replaces

	S2 (2023)	S3 (2027)
Run time per charge	55 minutes	90 minutes
Battery	Built in, 5 hours to charge	Swappable, 2.5 hours to charge
Cleaning width	43 cm	50 cm
Noise	68 dB	61 dB, quiet enough for daytime in a clinic
Weight, empty	49 kg	42 kg

Prices and your margin

Item	List price	Distributor price	Your margin
S3 with one battery and charger	$3,490	$2,440	30%
Extra battery	$420	$295	30%
Brush and squeegee kit (replace every 6 months)	$129	$84	35%
3-year service plan	$540	$350	35%

Launch offer until 31 March 2027: a free extra battery with every S3 your customer orders. We credit you the battery at distributor price.

Questions customers ask, and what to answer

- **“It costs a lot more than mops.”** At 1.5 hours saved per clean, five nights a week, it pays for itself in about 7 months at a $15 hourly wage.
- **“Is it hard to use?”** Two buttons and a handle. New staff are trained in 10 minutes, and a card on the machine shows the daily steps.
- **“What if it breaks?”** 2-year warranty on the machine, 1 year on the battery. We send a replacement part within 2 working days.
- **“Does it fit in a small cupboard?”** The handle folds flat. Folded, it is 50 cm wide and 62 cm high.

> **Do not promise:** the S3 is not for carpets, for outdoor ground or for floors with standing oil. For floors over 1,500 m², offer the ride-on Solvane R6.

How to demo it in 5 minutes

1. Ask to see their dirtiest floor, usually the entrance or the kitchen.
2. Scrub one strip 3 metres long, then let the customer walk on it.
3. Show the dirty-water tank. This is the moment most customers decide.
4. Swap the battery in front of them, then let them drive it.

Key dates and contact

- Demo machines ship to distributors from 1 December 2026. First customer deliveries: 12 January 2027.
- Sales questions: Priya Raman, channel manager, priya@solvane.example.

Solvane and its products are made up. This sample briefing was written for docreel.app to show how product training material becomes a video.