



# Procurement Revolution: 6 Key Benefits of Autonomous Floor Cleaning

Procurement is transitioning from assuming security of supply to optimizing the portfolio in order to mitigate the risk and impact of disruptions. That means developing a robust diversification strategy. Accelerating development of alternative suppliers, creating real-time data transparency, and incorporating procurement data into integrated business planning can identify and moderate the risk of shortages while limiting cost ramifications.\*

*\* A new era for procurement:  
Value creation across the supply chain  
McKinsey & Company Article | September 27, 2023*





## Procurement Revolution: 6 Key Benefits of Autonomous Floor Cleaning

Autonomous floor cleaning can have several important impacts on procurement management, particularly in industries where cleaning is a critical part of facility management, such as retail, healthcare, and manufacturing. Here are six key ways it contributes:

### 1. Cost Optimization

**Reduction in labor costs:** By implementing autonomous cleaning devices, organizations can reduce their cleaning staff requirements, leading to substantial labor cost savings.

**Predictable maintenance costs:** Automated scrubbers like the Cobi 18 come with predefined maintenance schedules, helping procurement teams better manage and predict ongoing costs.

### 2. Efficiency and Performance Monitoring

**Data-driven insights:** Autonomous scrubbers are equipped with sensors and monitoring systems that provide valuable data on cleaning performance and usage. Procurement teams can use this data to optimize cleaning operations, ensuring that resources are used efficiently.

**Consistent cleaning standards:** Automated devices ensure consistent cleaning quality, reducing the risks of human error and minimizing the need for performance evaluations by procurement teams.





### 3. Asset Lifecycle Management

**Longer lifespan:** Autonomous machines, such as the Cobi 18, typically have a longer lifespan due to precise control and optimal usage. Procurement managers can benefit from the long-term value of these investments.

**Lower frequency of replacements:**

Autonomous cleaning equipment can be part of a broader procurement strategy aimed at reducing the frequency of buying new cleaning tools or equipment.

### 4. Sustainability and Environmental Impact

**Water and chemical savings:** Many modern scrubbers, including the Cobi 18, are designed to minimize water and chemical use, leading to reduced procurement costs for cleaning supplies.

**Energy efficiency:** Autonomous scrubbers are often more energy-efficient than manual alternatives, contributing to lower operational costs and advancing corporate sustainability goals, which are increasingly crucial in procurement decisions.

### Background

*The European professional robotic floor scrubber market is projected to grow at a compound annual growth rate (CAGR) of 13.3% between 2023 and 2031. This would result in market growth from \$ 57,254,220 in 2023 to \$ 155,396,690 by 2031.\**

*This rapid growth presents significant opportunities for sourcing strategies and budgeting. Investing in autonomous floor cleaning technologies aligns with sustainability goals, as these solutions often use fewer resources. Staying updated on technological advancements helps procurement teams make informed decisions about integrating automation into their cleaning processes.*

*\*Source Databridge Market Research*







## 5. Vendor and Supplier Relationships

### *Simplified procurement process:*

Working with advanced technology vendors often provides access to comprehensive service packages, including maintenance and software updates. This reduces the number of suppliers procurement teams need to manage.

**Bundled services:** Many autonomous scrubbers come with leasing or servicing options, enabling procurement teams to bundle cleaning solutions under a single provider, simplifying inventory and supplier management.

## 6. Risk Management and Compliance

**Improved hygiene standards:** The use of autonomous scrubbers can help meet stringent cleanliness and hygiene requirements, particularly in industries like health-care or food processing. This reduces the risk of non-compliance, which procurement teams must consider.

**Minimized safety risks:** Autonomous machines lower the risks associated with manual cleaning, such as slips, falls, or injuries from handling heavy equipment. Reducing workplace incidents also decreases associated costs, such as insurance claims or compensation payouts, which procurement teams monitor.

## Conclusion

In procurement management, the Cobi 18 autonomous scrubber can streamline the procurement of cleaning services and supplies, reduce operational costs, enhance sustainability, and improve overall efficiency.

By adopting advanced technologies, procurement teams can focus on acquiring long-term, cost-effective, and high-performance solutions.

Discover how autonomous cleaning can revolutionize procurement—contact our specialists.



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