

Visiting Germany

# i-connect

No. 6

## i-team Germany

CRAFTING THE FUTURE  
FROM A HISTORIC HUB

“IT WAS THE WHOLE  
SYSTEM AND BRAND  
**AROUND THE I-MOP”**

*Simone Bäumer, CEO of HIGHCLEAN Group*

**“GERMANY  
HAS ELEVATED  
THE ROLE AND  
PERCEPTION  
OF CLEANERS.”**

*Frank van de Ven*



Clean 300m<sup>2</sup>  
in just 1 minute  
of your time,  
with the i-walk



### Level up your cleaning routine

Maximize cleaning efficiency without wasting time. Combine powerful, modern co-botic technology with the unequalled cleaning results of an i-mop XL. In less than a minute, you can get the machine operational and get on with other tasks.



#### Faster

It takes less than 1 minute to get the i-walk working, freeing up time for other tasks.



#### Cleaner

The i-walk offers co-botization combined with the cleaning performance of the i-mop.



#### Greener

Designed to be eco-friendly with optimized energy usage.



#### Safer

The advanced suction technology leaves the floor dry, reducing the risk of slip accidents.



#### Better

Handles repetitive tasks, allowing cleaners to focus on other work.



A smarter way of cleaning. Join the revolution  
Scan the QR-code for more information



# INTRODUCTION



## "EXPLORING NEW HORIZONS"

German punctuality and efficiency are known throughout the world and are considered typically German. It is not uncommon in Germany for trains and buses to leave exactly on time and strictly adhere to deadlines. This marked punctuality reflects the German mentality, which values reliability and organization. No wonder Germans are "weltmeister" in converting manual cleaning into mechanical cleaning because their love for things running smoothly and efficiently, whether in their industry, public transport, at work or in everyday life.

The German economy is a highly developed social market economy. It has the largest national economy in Europe, the third-largest by nominal GDP in the world. This is a reason why in this edition of i-connect magazine we dive deeper in what is happening in the cleaning industry in this relevant market. More than 99 per cent of all German companies belong to the German "Mittelstand", small and medium-sized enterprises, which are mostly family-owned. These companies represent 48% of the global market leaders in their segments, labelled hidden champions. The country is recognized for its leading position in renewable energy (Energiewende) and by spending around 3,14% of GDP on advance research and development across various sectors of the economy it is also the world's second-largest high tech technology exporter.

Enjoy reading all about the German market and it's food culture in this edition of i-connect or like the Germans say: viel Spaß!

### Ben van de Scheur

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Welcome to **Germany**  
**THE COUNTRY OF...**



**PROST!**

Beer brewed according to the 1516 Beer Purity Law. Pure, simple, perfect.



**TICK TOCK**

**It's cuckoo o'clock!** Germany is the land of intricate Schwarzwälder cuckoo clocks, where timekeeping meets artistry.

**OKTOBERFEST**

Munich's epic beer fest: steins, lederhosen, and pretzels. Prost!

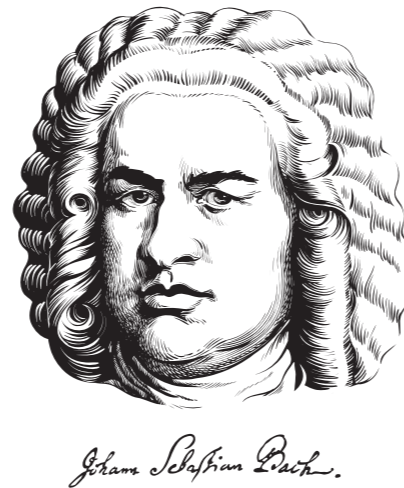
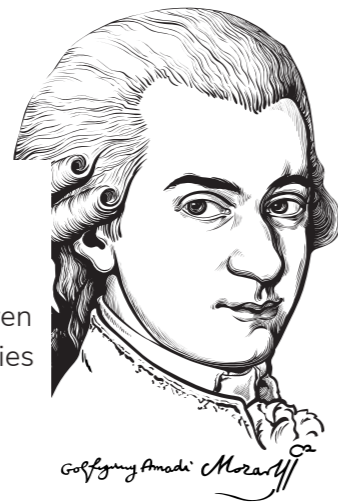


**WINE NOT?**

Sip your way through the lush vineyards of Germany's 13 unique wine regions, where world-class wines and breathtaking landscapes combine to make every glass a masterpiece.

**CLASSICAL CRESCENDO**

Home to maestros like Beethoven and Bach, Germany's symphonies are timeless treasures.



**VROOOM**

Hit the Autobahn for speed-limit-free driving thrills.



**AUTO-MANIA**

Germany is where precision meets performance on four wheels. Think Volkswagen, Audi, Porsche, BMW - names that make car enthusiasts' hearts race.

**BRATWURST**

Savor **1,000+** sausage varieties, from bratwurst to currywurst, served with sauerkraut.



**ENCHANTED CASTLES**

There's a royal number of castles. **Over 20,000 to be exact.** Visit Kassel for a magical dose of childhood wonder.



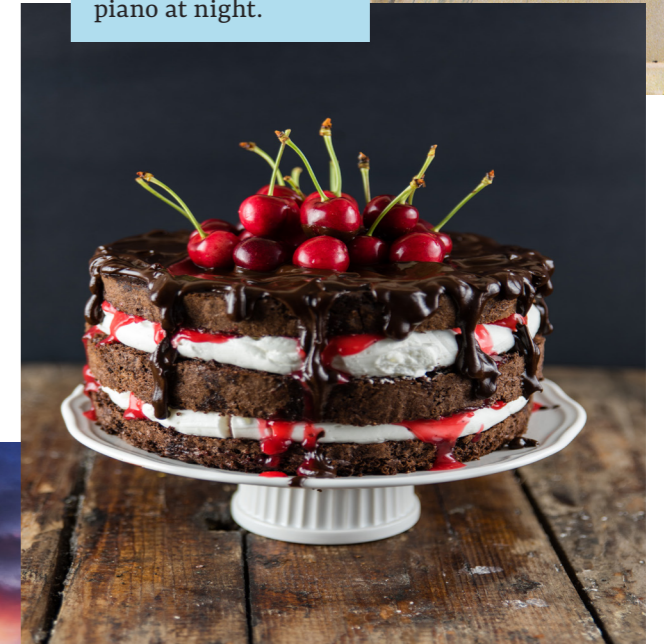
**THE BROTHERS GRIMM**

The dark and enchanting Grimm fairy tales had endings that are far from sugar-coated.



**QUIRKY LAWS**

Escape from prison is legal, but don't you dare tune your piano at night.



**LET THEM EAT CAKE**

Dive into layers of bliss with the Schwarzwälder Kirschtorte - Germany's Black Forest Cake, a decadent delight of chocolate, cherries, and whipped cream.

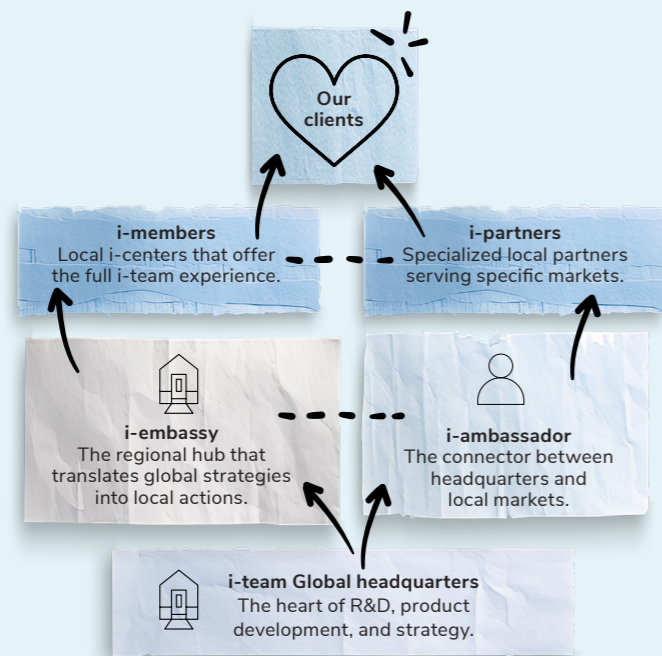


# The power of collaboration

from i-embassy to i-partner

I-TEAM  
STRUCTURE

At i-team Global, we strongly believe in the concept of 'glocal': thinking globally while acting locally. This philosophy is the backbone of our structure, which stretches from our global headquarters to local i-members and i-partners.



## WHAT IS AN I-EMBASSY?

The i-embassy is a crucial component of the i-team structure. It serves as the bridge between our global headquarters and local markets, responsible for localizing content, supporting commercial approaches, and providing administrative assistance. Essentially, it is an extension of our headquarters in Eindhoven but with a strong local focus.

## THE ROLE OF THE I-AMBASSADOR

Every region where i-team operates has an i-ambassador. This representative embodies the mission of i-team and acts as an intermediary between the team and local i-members and i-partners. The i-ambassador is not only the face of i-team but also a crucial link in supporting and guiding partners, localizing content, supporting commercial approaches, and providing administrative assistance.

## I-MEMBERS AND I-PARTNERS:

### THE BACKBONE OF LOCAL SUCCESS

i-members and i-partners are key to i-team Global's local presence. i-members provide a comprehensive i-team experience through i-centres, acting as hubs for product demos, training, and customer support. On the other hand, i-partners focus on specific markets or products, offering specialized services that cater to particular local needs.

## STRONGER TOGETHER, GLOBALLY AND LOCALLY

At i-team Global, everything revolves around collaboration. By maintaining a strong connection between our global team and local partners, we make an impact worldwide while addressing the unique needs of each market. Our aim is not only to meet customer expectations but to exceed them.

# i-team Germany

## Crafting the future from a historic hub

UNCOVERING  
I-TEAM  
GERMANY

Since the start of construction in December 2023, i-team Germany has been diligently working on establishing their new i-team Embassy in Bensheim. This location is set to become more than just an office - it symbolizes German precision and innovation.



The new i-team embassy in Bensheim will cover an impressive area of approximately 200-220m<sup>2</sup>, with an expected completion date in December 2024. This strategic location provides the perfect infrastructure and collaboration opportunities to craft a success story.

Located on the grounds of the renowned Hawig Maschinenfabrik, the i-team embassy represents technological excellence. This is particularly significant because Rudolf Franke, one of the inventors of the i-mop, created his groundbreaking machines here in Bensheim. The imop Lite machines are still assembled and tested here before being shipped to the Flight Forum distribution office in Eindhoven. This rich history makes their location exceptionally special for i-team Germany.

Currently, the team consists of two dedicated Ambassadors: Gerhard Eichhorn and Alon Port. Together, they are building a robust dealer network across Germany, ensuring excellent presentation, marketing, and sales support for existing dealers. Geographically, the country is divided between the two: Alon oversees everything north of Frankfurt and the Rhine-Main area, while Gerhard manages the region to the south.





with Gerhard Eichhorn

IN  
CONVER-  
SATION

## “We’re ready to form **long-lasting and loyal partnerships**”

As i-team continues to expand its influence across the globe, Germany emerges as a key market with untapped potential. Leading this charge is Gerhard Eichhorn, the newly appointed Global Ambassador for i-team in Germany. With over a decade of experience in the cleaning industry and a deep connection to the i-team brand, Gerhard is set to drive significant growth in this important region. In this interview, he shares his personal journey with i-team, his strategic insights on the German market, and his ambitious plans for the future. Gerhard’s story offers a unique perspective on how i-team’s philosophy and innovation are set to transform the cleaning landscape in Germany.





Did you know that before his career in the cleaning industry, Gerhard Eichhorn was a professional chef? Discover his exclusive German recipes on page 20!



#### FIRST ENCOUNTER

Gerhard's introduction to the i-team brand was a pivotal moment in his career. As a seasoned sales manager for manual cleaning systems, he was always on the lookout for innovative solutions. It was during this time, a decade ago, that he first encountered the i-mop, a product that immediately caught his attention. "Wow! This will be a hot competition for manual cleaning!" he recalls thinking, recognizing the potential the product had to revolutionize the industry.

What drew Gerhard to the i-team brand was not just the innovative products, but the energy and confidence displayed by the i-team crew at trade fairs. "The team's enthusiasm was visible; they were genuinely proud of their work and happy with their employer. It was clear that the products were developed for the user," he notes. The i-team philosophy of making cleaning easier, more effective, and even "cooler" resonated with him.

#### STRATEGIC EXPANSION

Fast forward to 2024, and i-team Global made a strategic decision to expand its presence in the German market by replacing traditional manual cleaning methods with more effective machine-based solutions. "This move required the creation of new partnerships, and it was at this point that we decided to establish an i-team embassy in Germany. The formation of i-team Germany was born out of the need to reach new target groups and establish local i-partners," Gerhard explains.

"Our strategy for localizing the i-team brand is focused on small to medium-sized companies and service providers who have yet to adopt i-team systems. There is significant untapped potential in the German market, particularly among the small and local users who represent a large share of the cleaning industry but are often overlooked."

His long-term vision for the i-team embassy in Germany is ambitious. "I aim to expand the brand across the country by building a nationwide dealer and service network that caters to all target groups. The support from i-team Global HQ, especially the Experience Center in Eindhoven, has been crucial in attracting new partners.

Existing partners have already begun using the center as a marketing tool, inviting their customers to experience i-team products firsthand."

#### FORMING PARTNERSHIPS

In selecting new i-partners, Gerhard has taken a deliberate approach, choosing partners who may not have extensive

"THERE IS SIGNIFICANT UNTAPPED POTENTIAL IN THE GERMAN MARKET, PARTICULARLY AMONG THE SMALL AND LOCAL USERS WHO REPRESENT A LARGE SHARE OF THE CLEANING INDUSTRY BUT ARE OFTEN OVERLOOKED."

experience in machine sales but are active in industries where the greatest market potential lies, such as washrooms and the gastro/kitchen industry. "We're ready to form long-lasting and loyal partnerships," he emphasizes. "We are aware that there is a lot of work ahead of us, but I am confident that these partnerships will drive the brand's growth in Germany."

To ensure consistent support for i-partners in Germany, i-team Germany has implemented several key initiatives. "Each partner has access to the i-team Partner Portal, which serves as a resource. Monthly broadcasts keep partners informed of the latest news, while on-site product and sales training, along with joint customer visits in the i-van, offer hands-on support," Gerhard explains.

#### EXCITING FUTURE

"Looking ahead, I am particularly excited about the Grand Opening of the i-team embassy in Bensheim this December. This event will mark a significant milestone for the brand in Germany and set the stage for further growth."





# Exploring the cleaning landscape of Germany

Article written by Daniel Faust, Managing Editor Knittler media

The COVID-19 pandemic has dramatically shifted our perception of hygiene and cleanliness, bringing the essential role of the building cleaning industry into the spotlight. As businesses and public institutions increasingly prioritize health and safety, the demand for comprehensive cleaning services has grown. This article explores the evolving landscape of the building cleaning industry in Germany, highlighting its expansion into new service areas, the impact of technological advancements like artificial intelligence, and the growing emphasis on sustainability. With the industry's workforce expanding and new challenges emerging, building service providers are positioned as key players in maintaining public health and advancing environmental goals.

## DAYTIME CLEANING

Since the outbreak of the COVID-19 crisis, hygiene and cleanliness have gained higher social significance and appreciation in Germany. The term "system relevance" comes into play: "Businesses and public institutions have understood that proper cleaning contributes to the health protection of their employees. In sensitive areas, such as clinics, intensive care units, and nursing homes, cleaning intervals have been increased. Schools and companies have commissioned additional cleaning and disinfection shifts during regular operations," writes the Federal Guild Association of the Building Cleaning Trade (BIV) in its 2022 industry report.

"DAYTIME CLEANING IS AN OPPORTUNITY FOR MORE FAMILY-FRIENDLY WORKING HOURS."

The pandemic has led to a "first shift in thinking regarding daytime cleaning, especially in schools or offices," according to the BIV. Cleaning is increasingly being done during regular business hours (i.e., during the day). "So called 'daytime cleaning' is an opportunity to improve hygiene, but also for recruitment. Significantly more people would be interested in a job in building cleaning if more connected, family-friendly working hours during the day were possible. Additionally, daytime cleaning increases visibility, and thus also interest and appreciation. However, in the end, it is the clients who decide the scope and timing of cleaning," the BIV states in its current industry report.

## GROWTH AND DIVERSIFICATION IN THE BUILDING CLEANING INDUSTRY

A look at the overall figures from BIV and studies reveals the market power and size of the industry, with an estimated 27,000 businesses in Germany: "With around 700,000 employees, building cleaning is the largest employment sector in Germany," the BIV states in its introduction. "Successful, quality-focused businesses, along with the ability to understand and address market challenges in an entrepreneurial way, and a strategic expansion of services, have transformed the building cleaning industry into a modern service sector, an important part of the economy, and a reliable employer," the BIV continues, providing evidence that the building cleaning trade and services are now "The Building Service Providers."

The range of services offered in the building cleaning trade, according to the BIV, includes not only traditional building cleaning but also all service and maintenance tasks related to buildings. Catering services, pick-up and delivery services, janitorial services, parking area surveillance, canteen management, green space maintenance, and winter services are already standard offerings of many progressive companies.

# Key Highlights article

## 1 INCREASED IMPORTANCE OF HYGIENE

The COVID-19 pandemic has led to a heightened awareness and appreciation for hygiene and cleanliness, with cleaning intervals in sensitive areas being increased and additional cleaning shifts being introduced in schools and businesses.

## 2 GROWTH OF DAYTIME CLEANING

There has been a shift toward daytime cleaning, particularly in schools and offices, offering opportunities for better hygiene and more familyfriendly working hours. This change also brings increased visibility and appreciation for the work of cleaning professionals.

## 3 INDUSTRY EXPANSION

The building cleaning industry in Germany comprises around 27,000 businesses and employs approximately 700,000 people, making it the largest employment sector in the country. The industry has diversified its services, now offering comprehensive facility management, including catering, janitorial services, and sustainability consulting.

## 4 MARKET GROWTH

The market for facility services in Germany grew by 9.8% in 2023, reaching €64.8 billion. This growth is driven by wage and price effects, the acquisition of specialized companies, and the push towards CO<sub>2</sub>-neutral building operations.

## 5 AI

The adoption of artificial intelligence in facility services is on the rise, with companies developing AI-based solutions for predictive and preventive maintenance. Additionally, digitization and sustainability are key focus areas for the industry.

## 6 SUSTAINABILITY

The industry is increasingly focused on sustainability, with efforts in waste reduction, circular economy practices, and energy efficiency becoming central to building operations.

This article written by Daniel Faust, Managing Editor Knittler media  
Daniel Faust has been writing as a specialized journalist about the cleaning industry for more than 15 years. He is an editor for ReinigungsMarkt at Knittler Medien GmbH, a specialized publishing company based in Egenhausen in the northern Black Forest.







"ARTIFICIAL INTELLIGENCE IS DRIVING PREDICTIVE AND PREVENTIVE MAINTENANCE, OFFERING NEW EFFICIENCIES IN BUILDING MANAGEMENT."

#### FACILITY SERVICES MARKET TRENDS

The targeted and coordinated expansion of service offerings results in comprehensive service portfolios, ranging from additional infrastructure services to modern building management to holistic facility management. The Federal Guild Association of the Building Cleaning Trade (BIV) is the leading organization representing the interests of approximately 2,500 member businesses to all relevant authorities and institutions, as well as the public at both the national and European levels. "The BIV sees itself as a service provider for its 32 affiliated guilds and their member businesses," says the BIV.

**"THE MARKET FOR FACILITY SERVICES IN GERMANY GREW BY 9.8% IN 2023 TO €64.8 BILLION."**

As mentioned earlier, service providers no longer see themselves purely as craftsmen but as true service providers for buildings with many facets and tasks. As a result, many former purely craft-oriented businesses are now multi-service providers, such as Dorfner Dussmann, Piepenbrock, or Wisag. These services in Germany are collectively referred to under the international term "Facility Services."

"The market volume for facility services in Germany grew by 9.8 percent in 2023 to 64.8 billion euros. Reasons for the significant growth include wage and price effects, acquisitions of specialized companies, catch-up effects after the COVID-19 pandemic, particularly in catering, and the need for transformation towards CO<sub>2</sub>-neutral building operations," writes the company Lünendonk & Hossenfelder. Their Market Research division oversees the Lünendonk lists and studies, considered market barometers for decades, as well as the entire market observation program, including the facility service industry. "The main challenges for facility service providers are primarily the high demand for personnel and regulatory interventions in wage development. The current crisis in the real estate industry has not yet significantly impacted the market. The facility services market traditionally reacts post-cyclically," according to the 2024 analysis. "Dampening effects" on market development due to fewer new building completions are expected in the coming years. These are selected findings from the new Lünendonk study, based on the analysis of 67 leading and medium-sized companies.

The real estate industry is "in crisis due to the changed interest rate situation, rising raw material prices, and the resulting reluctance in transaction and construction activities." However, companies specializing in facility services are benefiting from the transformation needed for CO<sub>2</sub>-neutral building operations driven by ESG regulations: property operators are increasingly seeking consulting services, support for sustainability reporting, operational optimization, and modernization of building technology. "Infrastructure service providers are also seeing a growing demand for ESG-compliant services," the findings state.

The number of employees increased by 3.7 percent in 2023. "Forecasts for revenue development in the coming years range between 5.2 and 7.4 percent per year. If companies continue to find sufficient personnel, the price effect will significantly weaken by 2024 and approach the long-term average of two to three percentage points."

#### INNOVATION THROUGH ARTIFICIAL INTELLIGENCE

Another focus of the study is the use of artificial intelligence in facility services. "Many companies are currently intensively exploring application possibilities and developing AI-based service products in various trades," the company states. In particular, they expect "added value from predictive and preventive maintenance based on big data from system operations" in building technology.

Looking at the market in Germany also includes a glance at the CMS trade fair, which takes place biennially in Berlin. "Over 420 international exhibitors presented a complete market overview of products and services from all areas of commercial cleaning technology on approximately 34,000 square meters of hall and outdoor space in 2023. Around 21,000 trade visitors from 88 countries across all cleaning segments were informed about the current product and service offerings in commercial cleaning at the four-day trade fair," writes the CMS trade fair, organized by Messe Berlin GmbH and sponsoring associations.

The sponsoring associations include the aforementioned Federal Guild Association of the Building Cleaning Trade (BIV), Bonn; the Cleaning Systems Association within the German Engineering Federation (VDMA), Frankfurt/Main, which represents the machinery and equipment side; and

the Industrial Association for Hygiene and Surface Protection for Industrial and Institutional Applications (IHO), Frankfurt/Main, which represents the chemical industry during CMS.

Two topics, besides AI, concern the industry: digitization and sustainability. These topics also preoccupied the visitors, organizers, and exhibitors of CMS in 2023. It's no surprise, then, that these topics are hotly debated within the guild and other businesses. "Digitization will increasingly accompany and support people in building cleaning, yet the industry will remain a people's business for the foreseeable future," writes the BIV in its 2022 industry report. The use of drones to monitor and inspect building complexes and hard-to-reach areas and the use of sensors will undoubtedly massively influence building management in the future.

"Waste reduction, circular economy, sustainable mobility concepts, energy efficiency, and CO<sub>2</sub> reduction" – all keywords that have long been embedded in the industry and, of course, count towards the buzzword sustainability today. "Building service providers have been working for more sustainability and environmental protection in practice for a long time," according to the BIV.



# Empowering cleaners Learning from Germany's approach

BLOG

At i-team global, we believe cleaners do more than maintain spaces. They play a critical role in health and hospitality by creating environments that are not just clean, but welcoming and safe. We are inspired by Germany's approach to recognizing and training cleaning professionals and see it as a model for the world.

Our mission is to empower cleaners to make a real difference. Every cleaning task should contribute to people's health and enhance the overall experience of a space. Cleaners have the unique ability to transform routine tasks into moments of care and hospitality. Our solutions are designed to help them achieve this by making their work easier and more effective.

## WHY CLEANING IS A SKILLED PROFESSION

Unlike other trades, such as painting or woodworking, cleaning is often seen as requiring little skill. This misconception is a key reason for the profession's low image. In reality, cleaning requires specialized knowledge to ensure top results, and this should be recognized.

In Germany, there is a structured educational system for cleaners, allowing them to become masters of their trade. Alongside education, a transparent reward system is in place, providing cleaners with the resources to continue their training and grow in their careers.

## SYSTEM CHANGE IS NEEDED

We believe a system change is essential in how cleaning is approached, especially in investing in tools and training. Currently, only 3-5% of budgets are allocated to equipment, but we argue this should rise to 15-20%. The benefits would be clear: better tools lead to better results in less time.

For example, labor currently accounts for 70% of cleaning costs. This could be reduced to 50% with the use of smarter tools and practices, such as:

- Investing in advanced equipment to reduce cleaning time.
- Offering higher pay based on educational achievements.
- Creating a clear career path where cleaners can see opportunities for growth.

At i-team, we believe in rethinking the role of cleaners. We support renaming their role to "Hospitality Hosts" to better reflect the broad impact they have on environments.

## GERMANY, A GLOBAL INSPIRATION

Germany treats cleaning as a skilled profession, with formal training covering advanced techniques, safety standards, and customer service. By treating cleaning as a respected career, Germany has elevated the role and perception of cleaners.

This approach demonstrates the powerful impact of investing in cleaner education and status. Cleaners, with the right training, can significantly improve health and create welcoming spaces.

Our goal is to see a global shift in how cleaners are valued. By adopting models like Germany's and promoting professionalism, we believe cleaners can become champions of health and hospitality.

Join us on our mission to empower cleaners to hospitality hosts by creating awareness through cleaning hero programs. Let's work together - please send your ideas to: [i-connect@i-teamglobal.com](mailto:i-connect@i-teamglobal.com).



# Powerful & precise co-botic 1900

The **Co-botic 1900** elevates robotic cleaning, specifically designed for small to medium spaces like hotels and commercial environments. With a vacuum motor, dual brush rolls, and a larger dustbin, it delivers an unmatched clean, with the added option of vacuum bags for easier maintenance.



LAUNCHED  
IN 2025

### Enhanced cleaning capabilities

Equipped with dual brush rolls and a powerful vacuum motor, the Co-botic 1900 delivers deeper, more thorough cleaning on all surfaces. The larger dustbin and i-power batteries ensure extended operation, maximizing efficiency.

### Optimized for large spaces

With advanced sensors and connectivity options, including 2.4 GHz and 5 GHz Wi-Fi networks and SIM card compatibility, the Co-botic 1900 navigates large areas with precision and efficiency.

### Durable and efficient

Powered by i-power 8.7 and 10.5 batteries, the Co-botic 1900 is designed for extended cleaning sessions, minimizing the need for frequent recharges. Additionally, with swappable i-power batteries, the unit can operate 24/7.



### Faster

Efficiently cleans large areas with minimal downtime.



### Cleaner

Dual brushes and a powerful vacuum motor deliver a superior clean.



### Greener

Designed to be eco-friendly with optimized energy usage.



### Safer

Advanced sensors and battery operation eliminate trip hazards and ensure safe navigation.



### Better

Designed for simplicity with a standard charging station - no extraction station required, making it easier to maintain and operate.

A smarter way of cleaning. Join the revolution







# A taste of Germany

In this edition of i-connect, we are delighted to feature three authentic German recipes, created by the ambassador of i-team Germany, Gerhard Eichhorn. Before starting his career in the cleaning industry, Gerhard was a professional chef. He now brings his culinary expertise to the magazine with a special selection of three traditional German dishes. We invite you to try these dishes and experience a taste of Germany in your own kitchen!

**STARTER**

## GREEN SPELT CREAM SOUP

WITH CROUTONS AND SOUR CREAM

A warm and nourishing soup made with hearty green spelt groats, perfect for a comforting meal. The creamy soup is balanced by crispy croutons and a dollop of sour cream, offering a delightful mix of textures.

**WINE SUGGESTION**



Basa Rueda Verdejo by Telmo Rodríguez is a lively, medium-bodied white wine with notes of peach and citrus, complemented by minerality. It pairs beautifully with green spelt soup, enhancing the dish's earthy flavors while remaining refreshingly balanced.





A hearty dish that invites you to savor every bite. The pork cheeks are tenderly braised in a rich Burgundy sauce and pair wonderfully with crispy speck beans and creamy mashed potatoes.

## GERHARD'S WINE TIP

For a perfect wine pairing in Bensheim, I recommend a local Spätburgunder or Lemberger with your dish. If you can find a Lemberger aged in a barrique, even better!

MAINCOURSE

# BRAISED PORK CHEEKS

CHEEKS IN BURGUNDY SAUCE WITH SPECK BEANS AND MASHED POTATOES



A light and airy Vanilla Bavarian Cream paired with a vibrant and tangy berry compote. This classic German dessert offers a perfect balance of creamy vanilla and fruity sweetness, making it an irresistible treat.

## WINE SUGGESTION

### Cascina di Mela Birbet 'Casimira', Italy

Cascina di Mela Birbet 'Casimira' is a sweet, lightly sparkling red wine with notes of strawberries and rose petals. Perfect with fruit-based desserts or chocolate, it offers a delightful, low-alcohol pairing.



DESSERT

# VANILLA BAVARIAN CREAM

VANILLA BAVARIAN CREAM WITH BERRY COMPOTE





## GREEN SPELT CREAM SOUP with croutons and sour cream

**Ingredients for 4 people:** 150g green spelt groats • 1 onion, finely chopped • 2 cloves garlic, minced • 100g carrots, diced • 100g leek, diced • 100g celery, diced • 1 liter vegetable broth • 100ml cream or soy cream • 2 tablespoons olive oil • Salt, pepper, and nutmeg to taste • White wine for deglazing **For the croutons:** Bread (e.g., toast), cut into cubes • 1 tablespoon butter **For serving:** Sour cream for garnish

### INSTRUCTIONS

#### 1. Sauté the aromatics

Heat the olive oil in a large pot over medium heat. Add the chopped onion and garlic, sautéing until translucent. Stir in the diced carrots, leek, celery, and green spelt groats. Sauté briefly, then deglaze the mixture with a splash of white wine.

#### 2. Cook the soup

Pour in the vegetable broth and bring to a simmer. Cook for 30-40 minutes, stirring occasionally, until the green spelt is tender. Add more broth if necessary to maintain a soup-like consistency. Using an immersion blender or a standard blender, lightly puree the soup until it reaches a creamy texture, while still keeping some texture from the vegetables and groats.

#### 3. Final touches

Season the soup with salt, pepper, and a pinch of nutmeg. Stir in the cream or soy cream for added richness.

#### 4. Make the croutons

While the soup is simmering, melt the butter in a skillet. Add the bread cubes and toast until golden brown and crispy.

#### 5. Serve

Ladle the soup into bowls, top with the crispy croutons, and garnish with a spoonful of sour cream for a tangy finish.



## BRAISED PORK CHEEKS IN BURGUNDY SAUCE with speck beans and mashed potatoes

**Ingredients for 4 people:** 4 pork cheeks • 2 onions, finely chopped • 4 cloves garlic, minced • 2 tablespoons olive oil • 2 tablespoons tomato paste • 500 ml Burgundy wine • 500 ml beef broth • 2 bay leaves • 4 juniper berries (optional) • 2 teaspoons dried thyme • Salt and pepper to taste **For the speck beans:** 500 g green beans, trimmed • 4 slices bacon, diced • 1 shallot, finely chopped • 1 clove garlic, minced • 1 tablespoon butter • Salt and pepper to taste **For the mashed potatoes:** 1 kg potatoes, peeled and cubed • 100 ml milk • 50 g butter • Nutmeg (optional) • Salt and pepper to taste

### INSTRUCTIONS

#### 1. Prepare the pork cheeks

Season the pork cheeks with salt and pepper. Heat olive oil in a large Dutch oven over medium-high heat. Sear the pork cheeks on all sides until browned. Remove and set aside.

#### 2. Make the sauce

In the same pot, sauté the chopped onions and garlic until softened. Stir in the tomato paste and cook briefly. Pour in the Burgundy wine and bring to a boil, then add the beef broth, bay leaves, juniper berries, and thyme. Return the pork cheeks to the pot. Cover and simmer on low heat for 2-3 hours, turning occasionally, until the meat is tender.

#### 3. Prepare the speck beans

While the pork is braising, cook the bacon in a skillet until crispy. Remove and set aside. In the same skillet, sauté the shallot and garlic until softened. Add the green beans and cook for 5-7 minutes until slightly tender. Stir in the butter, cooked bacon, salt, and pepper.

#### 4. Make the mashed potatoes

Boil the potatoes in salted water until tender. Drain and mash the potatoes with milk, butter, nutmeg (if using), salt, and pepper until creamy.

#### 5. Final touches

Taste and adjust seasoning as needed. Remove the pork cheeks from the pot and keep warm. Optionally, strain the sauce for a smoother texture. Serve the pork cheeks with a drizzle of Burgundy sauce, accompanied by the speck beans and mashed potatoes.

## VANILLA BAVARIAN CREAM with Berry Compote

**Ingredients for 4 people:** 500 ml milk • 1 vanilla pod (or 1 teaspoon vanilla extract) • 100 g sugar • 5 egg yolks • 4 sheets gelatin • 250 ml cream **For the Berry Compote:** 400 g mixed berries (e.g., raspberries, blueberries, redcurrants) • 50 g sugar • 1 packet vanilla pudding powder • 250 ml water

### INSTRUCTIONS

#### Bavarian Cream:

##### 1. Prepare the vanilla milk

Place the gelatin sheets in a bowl of cold water and let them soften for 5-10 minutes. Split the vanilla pod lengthwise and scrape out the seeds. In a saucepan, heat the milk with the vanilla seeds and pod over medium heat. Bring to a brief boil, then remove from heat. In a separate bowl, whisk together the egg yolks and sugar until the mixture becomes light and frothy.

##### 2. Combine milk and egg yolk an cream

Gradually pour the hot vanilla milk (remove the vanilla pod) into the egg yolk mixture, stirring constantly to avoid curdling. Return the mixture to the saucepan and heat gently over medium heat, stirring constantly until it thickens slightly. Be careful not to let it boil. Remove the mixture from the heat. Squeeze out the softened gelatin and stir it into the warm cream mixture until completely dissolved. Strain the mixture through a sieve into a clean bowl and allow it to cool to room temperature. Whip the cream until stiff peaks form. Once the vanilla mixture is cool, gently fold in the whipped cream.

##### 3. Chill the Bavarian cream

Pour the cream into serving glasses or bowls. Refrigerate for at least 2 hours, or until fully set.

#### Berry Compote:

##### 1. Preparing the ingredients

In a saucepan, blend the mixed berries with the sugar until smooth. In a small bowl, stir the vanilla pudding powder with 250 ml of water until smooth and lump-free.

##### 2. Cook the compote

Add the pudding mixture to the berry puree and bring everything to a boil, stirring continuously until it thickens. Remove from heat and let the berry compote cool before serving.

##### 3. Final touches

Spoon the cooled berry compote over the chilled Bavarian cream just before serving for a delightful contrast of creamy and fruity flavors.







**SIMONE BÄUMER**  
CEO of HIGHCLEAN Group

# Simone Bäumer on the i-mop

## Insights from the CEO of HIGHCLEAN Group

**In the dynamic world of cleaning and hygiene, establishing the right partnerships is crucial for success. This was clear when Simone Bäumer, CEO of HIGHCLEAN Group – a group with 20 wholesalers in Germany, Italy, and Switzerland – started working with i-team Germany.**

Simone was already familiar with the i-mop. However, she had never fully explored the potential of the brand behind it. "I first came across the i-mop ten years ago," Simone shares. "I had seen it, but I never really considered the brand around it. It was just a machine."

Her chance to work more closely with i-team Germany arose when an important contact, encouraged Simone to explore their offerings more thoroughly. Initially, Simone was focused on her existing commitments, and it took some time to see the full picture. Yet, as conversations continued and other key industry voices joined in, Simone became increasingly intrigued.

The decisive moment came during a visit to i-team Global's Experience Center in Eindhoven. It was there that Simone's view of i-team transformed. "I was deeply impressed," she admits. "It wasn't just about the i-mop any-more. It was the whole

system, the whole brand that i-team Global had built around it. It was amazing." Simone was captivated by the advanced technology and the innovative, collaborative environment at the Experience Center.

This visit led to HIGHCLEAN Group's decision to partner with i-team Germany, evolving from a standard supplier relationship to a strategic alliance based on mutual growth and trust. "We didn't want to just be a supplier of machines. We wanted to create a real partnership, where both sides would benefit long-term," Simone explains.

i-team Germany's vision aligned perfectly with HIGHCLEAN Group's goals, particularly in their shift from manual to machine cleaning solutions. The i-mop, alongside other products like the i-scrub and i-gum remover, offered a compelling solution to fill a significant gap in the German market's adoption of machine cleaning. Simone is also impressed by the

exceptional support provided by i-team Germany. Gerhard and Alon from i-team Germany work closely with HIGHCLEAN Group, ensuring a smooth onboarding process and thorough training. "You have to take it step by step," Simone says. "You can't over whelm your partners or your staff with too many new things at once." Their methodical approach facilitated a successful integration and set the stage for a fruitful partnership.

Overall, what began as a cautious exploration has blossomed into a dynamic and mutually beneficial partnership. As Simone reflects on the journey, she recognizes that sometimes, the most rewarding collaborations emerge from unexpected beginnings. The partnership between HIGHCLEAN Group and i-team Germany is a testament to how curiosity, persistence, and a shared vision can lead to transformative success in the cleaning industry.



"IT WASN'T JUST ABOUT THE I-MOP ANYMORE. IT WAS THE WHOLE SYSTEM, THE WHOLE BRAND THAT I-TEAM GLOBAL HAD BUILT AROUND IT. IT WAS AMAZING."



# Meet our German i-partners

Get to know our i-partners in Germany, who are essential in bringing innovative cleaning solutions to the region. Their dedication helps us expand the reach and impact of our technology across the country.

**1**   
**WeHyGo**  
Alexej Weber

WeHyGo specializes in professional cleaning and hygiene solutions, offering high-quality products and services for industries like healthcare and facility management. Their range includes disinfectants and cleaning machines, ensuring efficient hygiene standards.

**Favorite i-team product:**

The i-mop XL is my absolute favorite! It revolutionizes the cleaning process, and I've found that it works seamlessly with other i-team products to make the job easier for cleaning staff."

**Reason for becoming an i-partner:**

"I was immediately convinced by the entire product range. The potential for growth and success with i-team was clear from the start. I knew that becoming an i-partner would bring added value to my business."

**Top-selling product & why:**

"Our top seller is the i-mop XL. Customers quickly recognize its versatility and the wide range of applications it offers. It's an easy choice for anyone looking to improve cleaning efficiency. You can't really compare it to other cleaning machines on the market. The plug-in system is a major advantage, and the fact that we can invite customers to the i-embassy to immerse them in the i-team world is something that sets us apart from competitors."

**2**   
**TM-Technik Partner**  
Simon Thoma

TM-Technik GmbH specializes in land, forestry, and garden machinery, offering sales, repairs, and spare parts. Based in Elzach, they provide high-quality service and personalized solutions for new and used equipment.

**Favorite i-team product:**

"The i-mop XL and imop Lite are my go-to products. They offer flexibility and have the potential to completely replace the traditional mop, which is something my clients love."

**Reason for becoming an i-partner:**

"My company primarily focuses on service and repairs. However, after consistently receiving requests from satisfied customers to purchase i-mops, I realized there was an opportunity to expand into sales."

**Top-selling product & why:**

"We sell a lot of i-mop XL and imop Lite models. These products stand out because they offer flexibility and efficiency, allowing clients to transition away from outdated cleaning methods. i-team products match perfectly with my commitment to high-quality, reliable tools. Customer satisfaction is my top priority, and with i-team, I can confidently offer products that deliver on that promise."

**3**   
**Müller-Gastro  
Technik GmbH**  
Wolf-Dieter Müller

Müller-Gastro Technik GmbH specializes in providing high-quality kitchen and catering equipment for the hospitality industry. Their focus is on delivering reliable and efficient equipment to meet the specific needs of restaurants, hotels, and foodservice businesses.

**Favorite i-team product:**

"The i-mop XL and imop Lite are our top products. They are our signature offerings because they are easy to demonstrate and consistently deliver excellent results."

**Reason for becoming an i-partner:**

"I saw a clear opportunity for business success with i-team, and I wasn't wrong. Even within a short collaboration period, we've already seen great results."

**Top-Selling product & why:**

"The i-mop XL and Lite models are always in demand. They function well and are easy to showcase to customers, making them an obvious choice for our clients. i-team products are functional, hygienic, space-saving, and easier to clean than their competitors. They're also more sustainable and innovative, offering both tactile and visual advantages."

**4**   
**Hygan Deutschland**  
Norbert Gummerer

Hygan is a pioneering company specializing in advanced water treatment solutions. Combining cutting-edge technology with sustainable practices, Hygan delivers efficient, eco-friendly systems for diverse industrial applications. Committed to innovation, they aim to revolutionize water management for a cleaner, greener future.

**Favorite i-team product:**

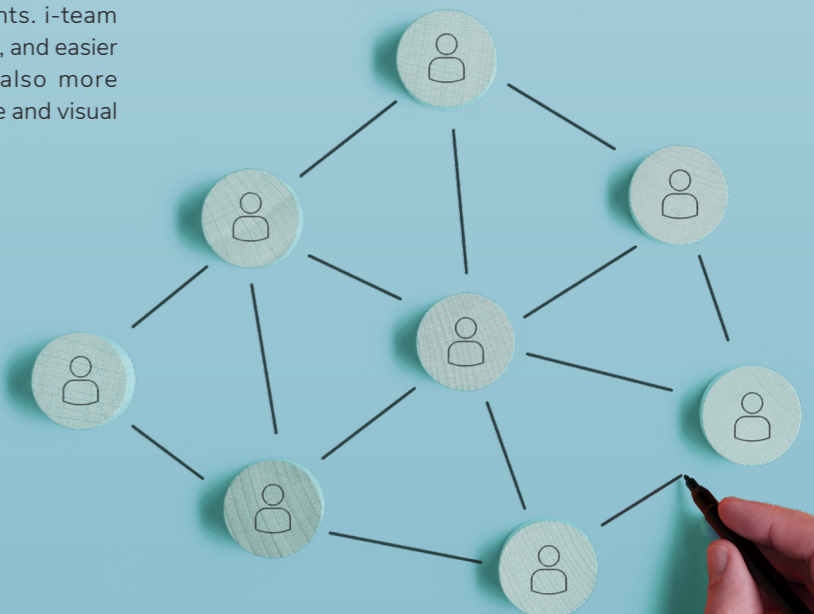
"The i-mop is truly unique. It's a flagship product that stands out because of its ease of use and the remarkable benefits it brings to cleaning staff."

**Reason for becoming an i-partner:**

"I was drawn to i-team's selective dealer policy and the strong support they provide through demonstrations at customer sites using the i-van. This level of assistance made partnering with i-team an easy decision."

**Top-selling product & why:**

"The i-mop XL and Lite are our top sellers. Their simplicity, ease of use, and low maintenance requirements make them ideal for our clients. "The i-mop helps remove the fear many users have when operating a machine. i-team products consistently generate an 'aha' moment for our clients due to their results, simplicity, and sustainability."

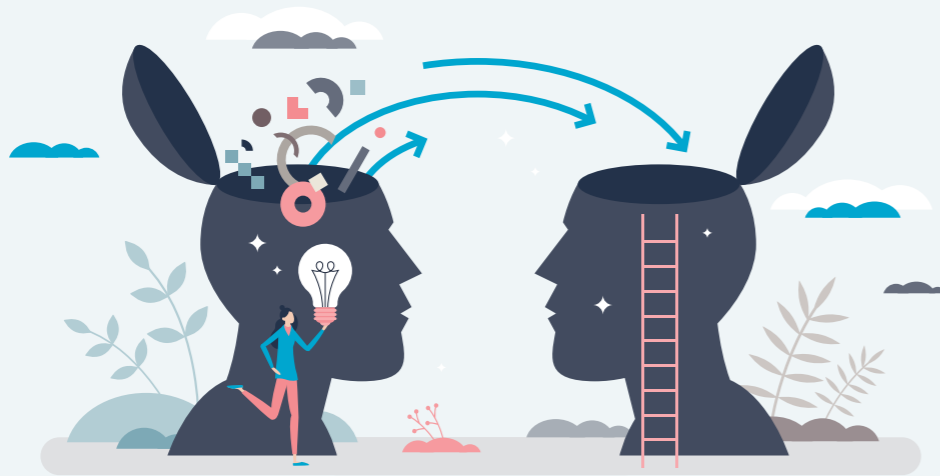




# European cleaning sector news



Michelle Marshall, editor of the European Cleaning Journal (ECJ), brings us a round-up of cleaning sector news from across Europe during the summer of 2024.



## Staff shortages hit German cleaning companies

In Germany, the Federal Association of Contract Cleaners (BIV) recently conducted a survey among its members, revealing significant staff shortages. Katja Scholz reports that half of the companies face an employee shortfall of up to 10%, while 10% of companies are missing up to 30% of their workforce. These shortages are affecting business growth, with nearly half of the companies saying they've had to turn down new contracts due to a lack of staff. Only a quarter of companies have positive expectations for the year ahead, while 28% are anticipating negative trends.



## Leadership burnout in the UK

Lynn Webster from the UK raises an important question: are leaders in the cleaning sector facing burnout? With many experienced leaders leaving the industry, there's concern about a possible "brain drain." While new leaders are stepping up, Lynn emphasizes the importance of retaining strategic experience and knowledge. "As people rise to senior positions, their energy is often spent on the needs of others, leaving little for themselves. We need to encourage self-care and mindfulness in leadership to prevent burnout."



## New food hygiene laws in Italy

In Italy, Anna Garbagna reports on new food hygiene regulations that are impacting the cleaning sector. The new rules focus on Materials and Objects in Contact with Food (MOCAs), based on EU Regulation No. 1935/2004. These regulations require strict labelling and compliance by both producers and distributors to ensure food safety. Packaging materials like cardboard, ink, and stickers must meet the new standards to avoid posing risks to consumers. Producers are responsible for proper labelling, and any major changes during production must also be reflected by distributors.



## Respect for cleaners in Denmark

Lotte Printz reports from Denmark, where a new campaign aims to encourage passengers to respect cleaning staff in the Copenhagen Metro. "Cleaning staff shouldn't feel invisible. We must acknowledge their work and not take it for granted," says Danielle Hansen, chair of trade association Danske Service.

The campaign posters, saying "Thanks for noticing those of us who clean properly," are now visible in the Metro, encouraging passengers to smile and acknowledge cleaners. Unfortunately, the campaign has serious roots: a survey in 2022 revealed that 14% of 3F union members in the cleaning sector had faced threats and harassment, much higher than the national average of 2%. This initiative follows a viral incident from last year, when a Metro cleaner was verbally assaulted while working, an incident that brought the issue into the spotlight.



## Artificial intelligence and cleaning in the Netherlands

In the Netherlands, artificial intelligence (AI) has become a hot topic in the cleaning industry. The key question being asked: should cleaners worry about their jobs? John Griep, our correspondent, believes there's no need for concern: "AI works well as a tool to support the cleaning sector, but completely replacing people is unrealistic and undesirable. The human element is still essential."

At present, AI is mostly used to improve certain processes, such as optimizing cleaning schedules, detecting mess, and operating cleaning robots. While robots are becoming more common, they can't perform every task. Human cleaners



## Daytime cleaning in France

Christian Bouzols reports from France, where the topic of daytime cleaning is up for discussion again. During his general policy statement, French Prime Minister Gabriel Attal expressed support for allowing cleaning staff to work during regular office hours. The French cleaning federation (FEP), which has campaigned for this for 15 years, welcomed the statement and hopes to make progress. Daytime cleaning offers many benefits, including better recognition for cleaners, more work-life balance, and greater visibility of their work. Despite this, most cleaners still work outside office hours, and only 5% of public procurement tenders last year referenced daytime or continuous working. The FEP remains committed to pushing for change in this area.



bring qualities that AI can't yet replicate, such as empathy and the ability to make quick decisions on the spot. John adds, "Humans can combine experiences with empathy and intellect - something AI is not capable of (yet)." He explains how cleaners can adjust their work based on a situation, like postponing cleaning if someone is in a meeting or offering a gesture of kindness to a struggling patient.



## EXPLORING GERMANY

# Art, flavors and adventure

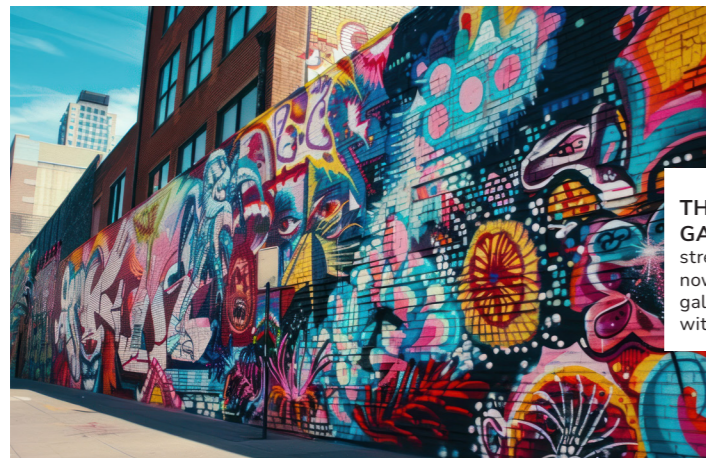
### A CULTURAL ODYSSEY BERLIN

Berlin, Germany's capital, is a city where history and innovation meet. The past echoes through its streets, while modernity pulses at every corner. Start your cultural journey at Museum Island, a UNESCO World Heritage site with five iconic museums. The Pergamon Museum, with its ancient relics, and the Alte Nationalgalerie, showcasing 19th-century art, are must-sees.

But Berlin's culture isn't confined to museums. The East Side Gallery, a 1.3-kilometer stretch of the Berlin Wall turned outdoor gallery, mixes art and history. The city's vibrant music scene ranges from the Berlin Philharmonic's classical concerts to the legendary techno beats at Berghain.

Berlin's cultural calendar is packed year-round, with highlights like the Berlinale Film Festival and Berlin Art Week. The theater scene offers everything from experimental performances at Volksbühne to classical productions at the Deutsches Theater.

No cultural exploration of Berlin is complete without diving into its foodie scene. From Currywurst to global cuisine at street food markets, Berlin is a melting pot of flavors.



**THE EAST SIDE GALLERY**, a 1.3-kilometer stretch of the Berlin Wall, now serves as an outdoor gallery, blending art with history.

**BERLIN'S STREET FOOD MARKETS** are a melting pot of global flavors, offering everything from Currywurst to international cuisine.



**THE STUTTGART WINE FESTIVAL**, also known as the *Stuttgarter Weindorf*, typically takes place from late August to early September. The festival usually runs for about two weeks, attracting wine lovers from all over to enjoy the region's finest wines.



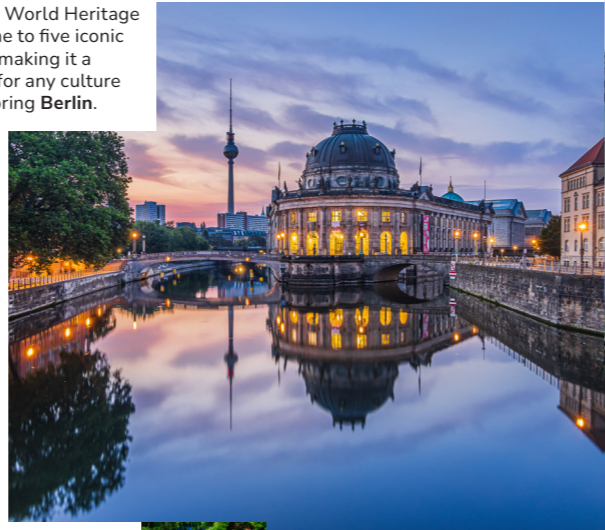
**MAINAU, THE FLOWER ISLAND** on Lake Constance, is a botanical paradise where nature enthusiasts can wander through vibrant gardens.



**STUTTGART'S CHRISTMAS MARKET** is a winter wonderland where you can warm up with Glühwein and enjoy traditional Lebkuchen.



**MUSEUM ISLAND**, a UNESCO World Heritage site, is home to five iconic museums, making it a must-visit for any culture lover exploring Berlin.



**THE LAKE CONSTANCE CYCLE PATH** offers 270 kilometers of scenic routes, perfect for exploring the region's picturesque villages, vineyards, and historic towns.



**THE ZEPPELIN MUSEUM IN FRIEDRICHSHAFEN** is dedicated to the legacy of the Zeppelin airships, offering fascinating exhibits on their history and technology.



### A CULINARY HAVEN STUTTGART

Stuttgart, nestled in the heart of Baden-Württemberg, is a hidden culinary gem. Surrounded by rolling vineyards, this city is a paradise for food and wine lovers. Stuttgart's cuisine blends tradition with innovation, with hearty Swabian dishes taking center stage.

Begin your culinary journey with Maultaschen, a Swabian specialty akin to ravioli, stuffed with meat, spinach, and herbs. Pair it with a glass of local wine - Stuttgart's vineyards are renowned for producing exquisite Rieslings and Trollingers. The Stuttgart Wine Festival, one of Germany's largest and oldest, is the perfect opportunity to savor these local delights.

For dessert, indulge in a slice of Black Forest Cake, a decadent treat of chocolate, cherries, and whipped cream. Visiting in winter? Don't miss Stuttgart's Christmas Market, where you can warm up with Glühwein (mulled wine) and enjoy Lebkuchen (gingerbread).

### AN ACTIVE ADVENTURE LAKE CONSTANCE

Lake Constance, or Bodensee, is a haven for active adventurers surrounded by stunning natural beauty. Located at the crossroads of Germany, Austria, and Switzerland, this vast lake offers endless outdoor activities.

Cycling enthusiasts can explore the Lake Constance Cycle Path, a 270-kilometer route that winds through picturesque villages, vineyards, and historic towns. For those drawn to water, the lake is perfect for sailing, kayaking, or swimming in its clear waters. Hiking trails in the surrounding mountains offer breathtaking views, especially from Pfänder Mountain, where the Alps meet the lake. In winter, the area becomes a skiing and snowboarding paradise.

For history buffs, the Zeppelin Museum in Friedrichshafen provides a fascinating glimpse into the legacy of the Zeppelin airships, showcasing their technology and history. Beyond adventure, Lake Constance is home to cultural gems like Mainau's flower island and the historic town of Lindau, where you can unwind and enjoy the serene atmosphere.

**SAILING ON LAKE CONSTANCE** Lake Constance is a paradise for water lovers, offering opportunities for sailing, kayaking, and swimming in its crystal-clear waters.



**MAULTASCHEN**, a Swabian specialty, is a must-try in Stuttgart. These ravioli-like pockets are stuffed with meat, spinach, and herbs.





SUSTAIN-  
ABLE  
IMPACT

## The ripple effect Impact through Made Blue



### ACCESS TO CLEAN WATER

Every day, millions of people, mainly women and girls, spend hours walking to fetch water. This time could be better spent on education, work, or family care.

### OUR COMMITMENT

At i-team Global, we believe clean water is a fundamental right. As proud ambassadors of Made Blue, we're making waves by providing sustainable access to clean water and hygiene in developing countries.

### TURNING WATER INTO IMPACT

Since 2015, we've provided over 1.5 billion liters of clean drinking water, benefiting 21,551 people. Through our 'litre for a litre' program, we match our products' water savings with equal amounts of clean water in developing countries.

We also support fundraisers to amplify our impact. At our Eindhoven HQ, Made Blue water coolers mirror 1,000,000 liters annually.

### A NETWORK OF CHANGE

Three out of four companies that join Made Blue come from our network. Together, we continue to make a significant impact on global water access.



## A game with real-world impact i-team Global's sustainability quartet

i-team Global is proud to introduce its own version of the Duurzaamheidskwartet (Sustainability Quartet), an engaging card game designed to raise awareness about sustainability. This edition features 60 cards across 15 themes, covering topics like energy saving, sustainable living, and environmental protection, all tailored to reflect i-team's commitment to a greener future. The game not only educates but also allows organizations to customize the cards to promote their own sustainability efforts. Proceeds support local environmental projects, making it a game with real-world impact.

Learn more at [www.duurzaamheidskwartet.nl](http://www.duurzaamheidskwartet.nl)



## Learnings from our CEO Dinner

# Without sustainability, there is no future.

By Leen Zevenbergen



Sustainability runs through every aspect of their operations. There's an important difference between trying to be sustainable and having it embedded in your DNA. Let me give you an example.

Some banks advertise their sustainable finance divisions, but others are sustainable throughout their entire operation. ABN Amro Bank has a sustainable division, but Triodos Bank is regarded as one of the most sustainable banks in the world. Another example is McKinsey, which helps organizations become sustainable, but also assists oil companies in increasing profits and cigarette companies in selling more cigarettes. These organizations view sustainability as a tool for profit, but that's the wrong motivation.

As we learned from both Brabantia and MYNE during the CEO dinner, being sustainable does lead to greater profits in the long term. However, profit shouldn't be the primary driver. That's why B Corp developed the concept of the Impact Business Model (IBM). The IBM prompts businesses to ask themselves,

"WHY ARE WE HERE?  
WHY ARE WE  
DOING BUSINESS?"

For i-team Global, that question is easy to answer. Frank van de Ven started i-team Global with the ultimate goal of improving the lives of cleaners – with better tools, products, and methods. That IBM-making cleaners' lives better-is at the core of everything we do at i-team Global. It's in our genetic makeup. It's who we are.

Just before the summer holidays, i-team Global organized its second CEO dinner. This event is a highlight for the organization, aimed at bringing sustainability to the forefront of leaders' minds. It's an opportunity for leaders of partnering organizations to learn how others have made sustainability their core strategic direction.

Some organizations can be considered 'family-based organizations,' inherently sustainable in their DNA. They work with a long-term vision, focusing on a future for their children and grandchildren, rather than short-term, profit-driven goals. The CEO dinner featured two CEOs from long-standing, family-owned organizations: Brabantia and MYNE (formerly known as Reukema). Both companies have a rich history, filled with ups and downs, yet they both remain committed to a healthy future.

These organizations don't just include sustainability in their strategy - it's part of who they are. That's why we say

"IT'S IN THEIR GENES."



# Orbot

## The ultimate floor care solution

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### **One machine, every floor**

Orbot machines combine orbital and rotational technology to deliver a deep clean on any floor surface. Whether it's scrubbing, polishing, or restoring, Orbot's dual-action power makes the job faster, easier, and more efficient.

- **Eco-friendly & Cost-effective**

Save water, reduce chemicals, and cut costs with Orbot's low-moisture system.

- **Effortless operation**

Lightweight, ergonomic design for maximum productivity with minimal effort.

- **Built to last**

Engineered for durability, Orbot machines are designed to withstand the toughest cleaning challenges, ensuring long-term reliability.



Transform your cleaning routine with Orbot  
*Scan the QR-code for more information*

