B and B Maintenance, Inc.
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To Prospective RobotLAB Customer ,

As a facility management executive and operations leader responsible for large-scale third-party cleaning operations, I am pleased to recommend the use of autonomous cleaning robots such as the Cenobot L3, L50, and SP50.

From an operational standpoint, these robots have delivered meaningful value by improving consistency, increasing accountability, and helping our teams work more efficiently. One of the biggest advantages is the ability to automate repetitive floor-care tasks while redeploying labor toward higher-value responsibilities such as detail cleaning, inspections, touchpoint sanitation, and other service-focused priorities. This has allowed us to improve overall service quality while better utilizing labor resources.

The impact has also extended beyond productivity alone. By reducing some of the most repetitive and physically demanding work, these robots have helped improve employee morale and contributed to a more stable workforce. In turn, that has supported lower employee turnover and stronger service continuity. From the client perspective, the more consistent appearance of the facility, along with better reporting and accountability, has strengthened confidence in our operation and supported stronger client retention.

From an ROI standpoint, the value is measurable. Robotic cleaning has reduced manual labor associated with repetitive floor-care tasks by up to 80%, while also lowering water and chemical usage by more than 70%. Depending on labor rates, deployment frequency, and facility size, the investment can support an ROI timeline of approximately 9 to 18 months. In addition, proof-of-cleaning logs, area coverage reports, and maintenance alerts provide a level of operational visibility that is difficult to achieve with manual processes alone, making it easier to track performance, validate service delivery, and manage continuous improvement.

These robots also create value under two highly practical business models. First, when the third-party cleaning company purchases the robot, it becomes a direct efficiency and margin improvement tool by reducing repetitive labor, standardizing service delivery, and creating a stronger operational advantage. Second, when the client purchases the robot and the cleaning company operates and maintains it, the value remains strong because the client benefits from ownership and visibility, while the service provider ensures the robot is properly used, maintained, and integrated into daily operations. In both scenarios, the result is improved cleaning performance, stronger accountability, better labor deployment, and a more modern service model.

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Overall, I would confidently recommend the Cenbot L3, L50, and SP50 to organizations looking to improve operational efficiency, service consistency, and long-term value. These robots do not replace strong cleaning teams, they enhance them. In my experience, they are an effective tool for reducing cost pressure, improving service outcomes, and creating a more scalable and sustainable cleaning operation.

During your review, please do not hesitate to reach out if you have any questions or would like to discuss further.

Respectfully,



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Cc: Ryan Krajeck, RobotLab Chicago