PEACE OF MIND & BETTER SERVICE FOR CLIENTS THANKS TO SAPPHIRE

La Bugaderia Autoservei, Sant Joan Despí - Spain

![GIRBAU]

Lluís Fabrés opened his self-service laundry in Sant Joan Despí in 2016 with the aim of offering clients a distinctive, local service. The business, designed and equipped by Girbau, has boosted its efficiency by implementing Sapphire, the smart remote control laundry management software by Girbau.

Convinced of the business opportunities in the sector, Lluís Fabrés decided to open a self-service laundry in his home town, Sant Joan Despí. Since then, the streets of the old town have benefited from a distinctive, fresh, energetic smell of lavender.

Selecting the right partner to open a business is a fundamental choice. After considering different options, Lluís opted for Girbau: it was a local company, which ensured accessible, dependable service. Also, the company was recommended by people he knew, who assured him that its range of products was solid, reliable and would meet all his expectations. Thus, once he had decided on his partner, all that remained was to set up the laundry.

"Sapphire is synonymous with peace of mind. Installing it has enabled me to improve the service I offer my clients, and run my business from anywhere with full confidence. Also, the software gives me complete data and reports on operations and cycles that allow me to come up with the right commercial policy and offer a service tailored to my clients' demands. Sapphire is extremely useful. I would certainly recommend the product because of its cost and because it means investing in peace of mind and security for the business."

Lluís Fabrés, owner of the Sant Joan Despí self-service laundry

Girbau gave him personalised advice from planning and designing the project onwards. The company invited Lluís to a conference to tell him about its organisation, forge relations and find out for himself about the product and its functions. Girbau also supported Lluís in making decisions like choosing his premises and the type of machinery he needed.

Finally, following the advice of the specialists from Girbau, he equipped his laundry with four high-speed industrial washer extractors: models HS6008, HS6013 and HS6017 with capacities of 8, 13 and 17 kg. As well as two Girbau Ecodryer ED340 dryers with a capacity of 17 kg, designed to save power and require minimal maintenance due to their features.

The machinery installed allows for about 30 cycles a day. However, the key to success for Lluís and his self-service laundry lies in Sapphire, which has made a big difference and boosted the business by increasing its profitability.

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Sapphire, multiple advantages with a low investment

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After having Girbau recommended to him, Lluís decided to install Sapphire smart remote control software in his laundry as it offered a highly comprehensive package of benefits for a low investment.

Installing it was a roaring success: Sapphire's remote functions - one can connect to it from any device, anywhere - and its system of smart alerts to report any incident with the machinery have enabled the owner of Bugaderia Autoservei de Sant Joan Despí to streamline management, cutting costs and down time and therefore boosting the profitability of his business.

Alongside this, the many advantages the software offers mean Lluís spends less time dealing with incidents and he can do so from anywhere. This is definitely a key factor for Lluís as it has enabled him to devote more time to other things like being with his family and friends, coming up with the best possible commercial strategy and giving his clients a better service.

Technical specifications

Four HS6008, HS6013 and HS6017 washing machines: high-speed industrial machinery that minimises use of water, energy and chemicals.

Two Ecodryer ED340: machinery featuring Speed Control, Care Touch Drum and GDrive technologies to prolong the useful life of textiles.

Why Sapphire?

- **Cutting times**
  Remote control in real time of machinery faults.

- **Smart notification and alert system**
  Incident resolution
  Low investment and increased profitability for the business.

- **Analysis of data and generation of reports**
  on productivity and cycles.

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GIRBAU
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