

◆ CASE STUDY

From One Cleaner to a National Network

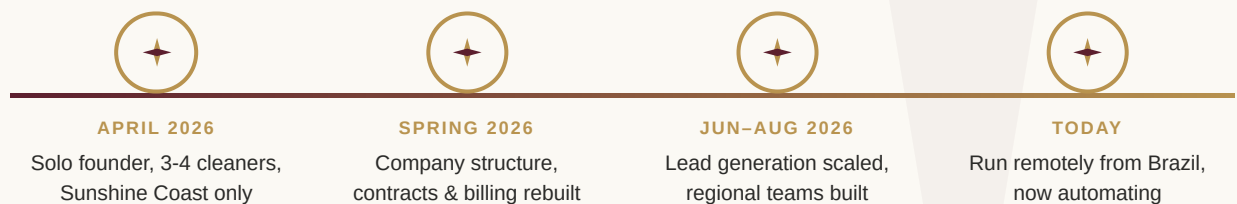
Client: AirCleanPro (aircleanpro.au) · **Founder:** Giovanna Bontempi · **Industry:** Airbnb & Short-Term Rental Cleaning

CLEANERS	CITIES	LEADS / DAY	DELIVERED
3-4 → 40+	1 → 4+	2-3 → 7-8	500+
TEAM MEMBERS	ACROSS AUSTRALIA	APRIL TO AUGUST	AIRBNB CLEANS COMPLETED

The Starting Point

In April 2026, Giovanna Bontempi was AirCleanPro's only cleaner, running Airbnb turnovers on the Sunshine Coast herself. By the time she reached out to Fiibix, she had grown to 3-4 cleaners and 10-12 hosts, generating AUD \$1,500-2,000 a month. It was a real business, and one entirely dependent on her.

The Journey



The Approach

Fiibix took full responsibility for the engagement end to end, starting with structure rather than growth tactics. Business Structuring & Advisory came first, followed immediately by Operations Consulting, rebuilding the customer operations process, billing, payment terms, and the contracts governing both cleaners and hosts. Business policy was rewritten around Giovanna's actual vision. Only once that foundation held did the engagement move to Marketing Strategy & Brand Growth and Recruitment & Talent Solutions, to build the regional teams the expansion required.

◆ THE RESULTS

Lead Flow, Roughly Tripled in Five Months



Leads per day, before the operational foundation existed to handle them versus after. Growth followed structure, not the other way around.

What Changed

◆ 40 dedicated cleaners across the network, up from 3-4	◆ 500+ Airbnb cleans completed, 48-hour turnaround standard
◆ Operating across 4+ major Australian cities	◆ B2B property management contracts now part of the client base
◆ Founder now runs the business fully remotely from Brazil	◆ Now in a Technology Consulting phase to automate operations

Practice Areas Involved

Business Structuring & Advisory

Operations Consulting

Recruitment & Talent Solutions

Marketing Strategy & Brand Growth

Technology Consulting

📷 **On images:** this document uses original data graphics (the timeline and chart above) rather than stock or fabricated photos of the team, since real photography wasn't provided. For the published version, pull real photos from AirCleanPro's own site and Instagram (@aircleanpro.au), team photos, before/after turnover shots, and a photo of Giovanna, real imagery will do more for credibility here than any generic photo could.

Ready for Your Own Case Study?

If your business has outgrown the structure it started with, that's exactly the conversation a free consultation is for.

◆ www.fiibix.com

◆ +91 99244 52199

◆ info@fiibix.com