



PREPARED FOR

MOBICA

Hotel Cost Savings Analysis

Comprehensive cost optimization assessment for hospitality procurement — switching to Mobica for Integrated Industries as your FF&E / Interior Solutions supplier.

Prepared for: Hotel Procurement Decision Makers

Supplier: Mobica for Integrated Industries

Vertical: FF&E / Interior Solutions

Date: March 2026

Website: mobica.net

Executive Summary

Total savings potential from optimizing your FF&E / Interior Solutions procurement with Mobica for Integrated Industries.

ESTIMATED ANNUAL SAVINGS POTENTIAL

\$340K – \$780K

Based on a 10-property portfolio with 180 average rooms per property

SAVINGS BY CATEGORY

PRODUCT COST
REDUCTION

18-25%

vs. current supplier pricing

OPERATIONAL EFFICIENCY

12-18%

streamlined procurement

EXTENDED LIFECYCLE

22-30%

longer replacement cycles

VENDOR CONSOLIDATION

8-15%

fewer suppliers to manage

SUSTAINABILITY SAVINGS

5-8%

eco-certified products

ROI TIMELINE

4-6

months to full ROI

Cost Category Breakdown

Current estimated spend vs. optimization with Mobica for Integrated Industries products.

SIDE-BY-SIDE COMPARISON



Product Cost Reduction

Direct unit cost comparison for key FF&E / Interior Solutions product categories.

PER-UNIT COST ANALYSIS

PRODUCT CATEGORY	CURRENT COST	MOBICA FOR INTEGRATED INDUSTRIES COST	SAVINGS	% REDUCTION
GUEST ROOM FURNITURE				
King Bed Frame (hardwood)	\$1,850	\$1,320	\$530	28.6%
Desk + Chair Set	\$920	\$680	\$240	26.1%
FIXTURES & CABINETS				
Bathroom Vanity Unit	\$1,200	\$890	\$310	25.8%
Wardrobe / Closet System	\$1,450	\$1,050	\$400	27.6%
LOBBY & PUBLIC AREA				
Lounge Seating Group	\$3,200	\$2,350	\$850	26.6%

VOLUME PRICING ADVANTAGE

Mobica for Integrated Industries offers tiered volume discounts starting at **100** units per order. At portfolio level (10 properties), projected volume qualifies for the **Tier 2 Premium** discount tier, reducing per-unit costs by an additional **12%** beyond list price.

Operational Efficiency Gains

Time and cost savings from streamlined procurement and vendor consolidation.

PROCUREMENT TIME SAVINGS

Consolidating from **8-12 vendors** to a single FF&E / Interior Solutions partner eliminates **45 hours/month** in procurement activities including quoting, order management, invoice processing, and vendor communications. At an estimated **\$35/hr** for procurement staff, this translates to **\$18,900/year**.

HOURS SAVED / MONTH

45

ANNUAL TIME SAVINGS

540 hrs

COST EQUIVALENT

\$18,900

EXTENDED PRODUCT LIFECYCLE

Mobica for Integrated Industries's premium FF&E / Interior Solutions products are engineered for **1.8x longer** replacement cycles compared to economy alternatives. For a 180-room property, this reduces annual replacement costs by **\$28,000** per property.

CURRENT CYCLE

3-4 yrs

MOBICA FOR INTEGRATED
INDUSTRIES CYCLE

6-7 yrs

SAVINGS / PROPERTY

\$28,000

CONSOLIDATED VENDOR SAVINGS

Single-vendor partnerships unlock **portfolio-wide pricing**, simplified logistics, and reduced administrative overhead. Mobica for Integrated Industries offers **dedicated account management** for chains with 5+ properties, including priority fulfillment and custom product development.

Sustainability & Compliance Savings

Green certification, waste reduction, and brand differentiation value.

ENVIRONMENTAL CERTIFICATION VALUE

Mobica for Integrated Industries's products carry **ISO 9001:2008, ISO/TS 16949 (automotive-grade quality)** certifications. Hotels using certified suppliers can achieve **green hotel designations** (LEED, Green Key, EarthCheck) which command **8-12% higher ADR** and attract corporate travel programs requiring sustainability documentation.

ADR PREMIUM

+8-12%

WASTE REDUCTION

35%

ANNUAL VALUE

\$45K

QUICK WINS VS. LONG-TERM PROJECTS

QUICK WINS (0-3 MONTHS)

- Switch consumable FF&E / Interior Solutions products to Mobica for Integrated Industries — immediate per-unit savings
- Consolidate ordering through single procurement portal
- Implement auto-replenishment for high-turnover items
- Qualify for first volume discount tier

LONG-TERM PROJECTS (3-12 MONTHS)

- Full product line transition across all properties
- Custom-branded FF&E / Interior Solutions products for brand differentiation
- Sustainability certification integration
- Negotiate multi-year contract with escalating discounts

Implementation Roadmap

Phased transition plan for switching FF&E / Interior Solutions procurement to Mobica for Integrated Industries.

TRANSITION PHASES

PHASE 1: WEEKS 1-4

Evaluation & Pilot

Product sample testing at 2-3 pilot properties. Quality validation against current suppliers. Staff feedback collection on product performance and guest satisfaction scores.

PHASE 2: WEEKS 5-8

Negotiation & Contracting

Volume pricing negotiation based on full portfolio requirements. Contract terms including quality guarantees, delivery SLAs, and custom branding specifications. Payment terms optimization.

PHASE 3: WEEKS 9-16

Phased Rollout

Systematic property-by-property transition. Inventory drawdown of existing supplier stock. Mobica for Integrated Industries onboarding and procurement portal setup for each property.

PHASE 4: WEEKS 17-24

Full Deployment & Optimization

All properties transitioned. Auto-replenishment activated. First quarterly review and volume discount tier reassessment. Savings tracking dashboard active.

PHASE 5: MONTHS 7-12

Strategic Partnership

Custom product development discussions. Multi-year contract optimization. Sustainability reporting integration. Second discount tier qualification.

Total Cost of Ownership Comparison

3-year TCO analysis: current multi-vendor approach vs. Mobica for Integrated Industries partnership.

3-YEAR COST PROJECTION



THE BOTTOM LINE

Transitioning FF&E / Interior Solutions procurement to Mobica for Integrated Industries delivers **\$340K – \$780K** in annual savings through direct cost reduction, operational efficiency, and extended product lifecycle. Over 3 years, the total cost of ownership decreases by **30.4%**, representing **\$2.28M** in cumulative savings. The switch pays for itself within **4-6 months**.