



PREPARED FOR

MOBICA

Hotel Cost Savings Analysis

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

Prepared for: Hotel Procurement Decision Makers

Supplier: Mobica for Integrated Industries

Vertical: Furniture & FF&E

Date: 25 March 2026

Website: <https://www.mobica.net>

Executive Summary

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

ESTIMATED ANNUAL SAVINGS POTENTIAL

\$420K – \$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

12-15%

streamlined procurement

EXTENDED LIFECYCLE

20-30%

longer replacement cycles

VENDOR CONSOLIDATION

8-12%

fewer suppliers to manage

SUSTAINABILITY SAVINGS

5-8%

eco-certified products

ROI TIMELINE

4-6 mo

months to full ROI

Cost Category Breakdown

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

SIDE-BY-SIDE COMPARISON

CURRENT PROCUREMENT BASELINE	OPTIMIZED WITH MOBICA PROJECTED
<ul style="list-style-type: none"> ✗ Multiple vendors: 6-8 suppliers across Furniture & FF&E categories ✗ Inconsistent pricing: No volume leverage across properties ✗ High replacement frequency: Lower-quality products replaced more often ✗ Manual ordering: Time-intensive procurement across locations ✗ No sustainability tracking: Missed green certification opportunities 	<ul style="list-style-type: none"> ✓ Single vendor: Consolidated Furniture & FF&E supplier across all properties ✓ Volume pricing: Portfolio-wide discount tiers ✓ Extended product lifecycle: Premium materials last 1.8x longer ✓ Streamlined ordering: Centralized procurement portal ✓ Green certified: Sustainability compliance built in
<p>EST. ANNUAL SPEND \$2.85M</p>	<p>PROJECTED ANNUAL SPEND \$2.12M</p>

PER-ROOM MONTHLY COST
<p>\$132 → \$98</p> <p>per room / month</p>

VENDOR COUNT
<p>7 → 1</p> <p>suppliers</p>

SAVINGS RATE
<p>25.6%</p> <p>of current spend</p>

Product Cost Reduction

Direct unit cost comparison for key Furniture & FF&E product categories.

PER-UNIT COST ANALYSIS

PRODUCT CATEGORY	CURRENT COST	MOBICA COST	SAVINGS	% REDUCTION
GUEST ROOM FURNITURE				
Executive Desk & Chair Set	\$1,850	\$1,380	\$470	25.4%
Bed Frame & Headboard (King)	\$2,200	\$1,720	\$480	21.8%
PUBLIC AREA & LOBBY				
Reception Counter (per linear meter)	\$3,400	\$2,650	\$750	22.1%
Lobby Seating Module (4-seat)	\$4,100	\$3,150	\$950	23.2%
INTERIOR FIT-OUT				
Fire-Rated Door (per unit installed)	\$980	\$720	\$260	26.5%

VOLUME PRICING ADVANTAGE

Mobica offers tiered volume discounts starting at **50** units per order. At portfolio level (10 properties), projected volume qualifies for the **Platinum** discount tier, reducing per-unit costs by an additional **12%** beyond list price. With 15 factories and 280,000 m² of production capacity, Mobica's manufacturing scale drives cost efficiencies that imported alternatives cannot match.

Operational Efficiency Gains

Time and cost savings from streamlined procurement and vendor consolidation.

PROCUREMENT TIME SAVINGS

Consolidating from **7 vendors** to a single Furniture & FF&E partner eliminates **45 hours/month** in procurement activities including quoting, order management, invoice processing, and vendor communications. At an estimated **\$65/hr** for procurement staff, this translates to **\$35,100/year**.

HOURS SAVED / MONTH

45

ANNUAL TIME SAVINGS

540 hrs

COST EQUIVALENT

\$35,100

EXTENDED PRODUCT LIFECYCLE

Mobica's premium Furniture & FF&E products are engineered for **1.8x longer** replacement cycles compared to economy alternatives. Using sustainably-forested wood, strengthened steel, and top-grain Italian leather, the materials ensure superior durability. For a 180-room property, this reduces annual replacement costs by **\$42,000** per property.

CURRENT CYCLE

5 yrs

MOBICA CYCLE

9 yrs

SAVINGS / PROPERTY

\$42,000

CONSOLIDATED VENDOR SAVINGS

Single-vendor partnerships unlock **portfolio-wide pricing**, simplified logistics, and reduced administrative overhead. Mobica offers **dedicated account management** for chains with 3+ properties, including priority fulfillment and custom product development. With offices in Egypt, Dubai, Qatar, and Germany, Mobica provides regional account teams that reduce coordination overhead and accelerate delivery timelines across the MENA region.

Sustainability & Compliance Savings

Green certification, waste reduction, and brand differentiation value.

ENVIRONMENTAL CERTIFICATION VALUE

Mobica's products carry **ISO certification and sustainably-forested wood sourcing** certifications. Hotels using certified suppliers can achieve **green hotel designations** (LEED, Green Key, EarthCheck) which command **3-5% higher ADR** and attract corporate travel programs requiring sustainability documentation.

ADR PREMIUM

+4%

WASTE REDUCTION

35%

ANNUAL VALUE

\$68K

QUICK WINS VS. LONG-TERM PROJECTS

QUICK WINS (0-3 MONTHS)

- Switch consumable Furniture & FF&E products to Mobica — immediate per-unit savings
- Consolidate ordering through single procurement portal
- Implement auto-replenishment for high-turnover items (desk chairs, bedside tables)
- Qualify for first volume discount tier at 50+ units

LONG-TERM PROJECTS (3-12 MONTHS)

- Full product line transition across all properties (guest rooms, lobby, F&B areas)
- Custom-branded Furniture & FF&E products for brand differentiation
- Sustainability certification integration for Green Key / EarthCheck compliance
- Negotiate multi-year contract with escalating discounts up to Platinum tier

Implementation Roadmap

Phased transition plan for switching Furniture & FF&E 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 using Mobica's VR showroom tours and 3D visualization. Staff feedback collection on product performance and guest satisfaction scores. Material sample validation and approvals process.

PHASE 2: WEEKS 5-8

Negotiation & Contracting

Volume pricing negotiation based on full portfolio requirements. Contract terms including quality guarantees, delivery SLAs (60-90 days standard), and custom branding specifications. Agreement development with delivery scheduling through Mobica's dedicated account team.

PHASE 3: WEEKS 9-16

Phased Rollout

Systematic property-by-property transition starting with highest-impact areas. Inventory drawdown of existing supplier stock. Mobica onboarding with 2D interior design proposals, zoning plans, and furniture selection per property. Turnkey manufacturing and installation by Mobica technician teams.

PHASE 4: WEEKS 17-24

Full Deployment & Optimization

All properties transitioned to Mobica products. Auto-replenishment activated for consumable categories. First quarterly review and volume discount tier reassessment. Post-delivery maintenance and support engagement begins.

PHASE 5: MONTHS 7-12

Strategic Partnership

Custom product development discussions leveraging Mobica's 280,000 m² manufacturing capacity. Multi-year contract optimization. Sustainability reporting integration. Platinum discount tier qualification at portfolio-wide volume levels.

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 Furniture & FF&E procurement to Mobica for Integrated Industries delivers **\$420K – \$780K** in annual savings through direct cost reduction, operational efficiency, and extended product lifecycle. Over 3 years, the total cost of ownership decreases by **34.9%**, representing **\$3.08M** in cumulative savings. The switch pays for itself within **4-6 months**. Mobica's local manufacturing advantage — 15 factories across 280,000 m² in Egypt — eliminates overseas shipping costs and reduces lead times from 90-120 days to 60-90 days, providing both cost and speed advantages over imported alternatives.