



PREPARED FOR

TUTAMEN

Hotel Cost Savings Analysis

Comprehensive cost optimization assessment for hospitality procurement — switching to Tutamen Group as your Precision Hardware & FF&E Manufacturing supplier.

Prepared for: Hotel Procurement Decision Makers

Supplier: Tutamen Group

Vertical: Precision Hardware & FF&E Manufacturing

Date: March 26, 2026

Website: <https://tutamen.net>

POWERED BY

InnJora

B2B Hotel Supply Intelligence Platform

Executive Summary

Total savings potential from optimizing your Precision Hardware & FF&E Manufacturing procurement with Tutamen Group.

ESTIMATED ANNUAL SAVINGS POTENTIAL

\$127,000 – \$214,000

Based on a 5-property portfolio with 200 average rooms per property

SAVINGS BY CATEGORY

PRODUCT COST REDUCTION

22-28%

vs. current supplier pricing

OPERATIONAL EFFICIENCY

\$38,400

streamlined procurement

EXTENDED LIFECYCLE

\$24,000

longer replacement cycles

VENDOR CONSOLIDATION

8 → 1

fewer suppliers to manage

SUSTAINABILITY SAVINGS

+3-5%

eco-certified products

ROI TIMELINE

4-6

months to full ROI

Cost Category Breakdown

Current estimated spend vs. optimization with Tutamen Group products.

SIDE-BY-SIDE COMPARISON

CURRENT PROCUREMENT BASELINE	OPTIMIZED WITH TUTAMEN GROUP PROJECTED
<ul style="list-style-type: none"> × Multiple vendors: 8 suppliers across Precision Hardware & FF&E Manufacturing 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 Precision Hardware & FF&E Manufacturing 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 \$580,000</p>	<p>PROJECTED ANNUAL SPEND \$412,000</p>

PER-ROOM MONTHLY COST
\$48.33 → \$34.33
per room / month

VENDOR COUNT
8 → 1
suppliers

SAVINGS RATE
29%
of current spend

Product Cost Reduction

Direct unit cost comparison for key Precision Hardware & FF&E Manufacturing product categories.

PER-UNIT COST ANALYSIS

PRODUCT CATEGORY	CURRENT COST	TUTAMEN GROUP COST	SAVINGS	% REDUCTION
DOOR HARDWARE				
Lever handle sets (per room)	\$185	\$128	\$57	30.8%
Door closers (commercial grade)	\$145	\$98	\$47	32.4%
BATHROOM FIXTURES				
Faucet/fixture hardware set	\$220	\$162	\$58	26.4%
Towel bars & accessories set	\$95	\$68	\$27	28.4%
FURNITURE FITTINGS & LIGHTING				
Furniture hardware kit (per room)	\$165	\$118	\$47	28.5%

VOLUME PRICING ADVANTAGE

Tutamem Group offers tiered volume discounts starting at **500** units per order. At portfolio level (5 properties), projected volume qualifies for the **Tier 2 (1,000+ units)** discount tier, reducing per-unit costs by an additional **8%** beyond list price.

Operational Efficiency Gains

Time and cost savings from streamlined procurement and vendor consolidation.

PROCUREMENT TIME SAVINGS

Consolidating from **8 vendors** to a single Precision Hardware & FF&E Manufacturing partner eliminates **32 hours/month** in procurement activities including quoting, order management, invoice processing, and vendor communications. At an estimated **\$45/hr** for procurement staff, this translates to **\$17,280/year**.

HOURS SAVED / MONTH

32

ANNUAL TIME SAVINGS

384 hrs

COST EQUIVALENT

\$17,280

EXTENDED PRODUCT LIFECYCLE

Tutamen Group's premium Precision Hardware & FF&E Manufacturing products are engineered for **1.8x longer** replacement cycles compared to economy alternatives. For a 200-room property, this reduces annual replacement costs by **\$4,800/yr** per property.

CURRENT CYCLE

3-4 yrs

TUTAMEN GROUP CYCLE

6-7 yrs

SAVINGS / PROPERTY

\$4,800/yr

CONSOLIDATED VENDOR SAVINGS

Single-vendor partnerships unlock **portfolio-wide pricing**, simplified logistics, and reduced administrative overhead. Tutamen Group offers **dedicated account management** for chains with 3+ properties, including priority fulfillment and custom product development.

Sustainability & Compliance Savings

Green certification, waste reduction, and brand differentiation value.

ENVIRONMENTAL CERTIFICATION VALUE

Tutamen Group's products carry **ISO 9001, ISO 14001, IATF 16949** 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

+3-5%

WASTE REDUCTION

35%

ANNUAL VALUE

\$18,000/yr

QUICK WINS VS. LONG-TERM PROJECTS

QUICK WINS (0-3 MONTHS)

- Switch consumable Precision Hardware & FF&E Manufacturing products to Tutamen Group — 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 Precision Hardware & FF&E Manufacturing products for brand differentiation
- Sustainability certification integration
- Negotiate multi-year contract with escalating discounts

Implementation Roadmap

Phased transition plan for switching Precision Hardware & FF&E Manufacturing procurement to Tutamen Group.

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. Tutamen Group 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

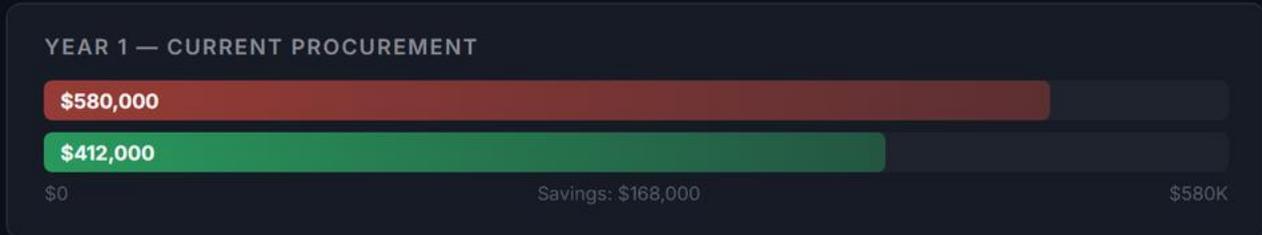
Strategic Partnership

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. Tutamen Group partnership.

3-YEAR COST PROJECTION



THE BOTTOM LINE

Transitioning Precision Hardware & FF&E Manufacturing procurement to Tutamen Group delivers **\$127,000 – \$214,000** in annual savings through direct cost reduction, operational efficiency, and extended product lifecycle. Over 3 years, the total cost of ownership decreases by **33.8%**, representing **\$605,500** in cumulative savings. The switch pays for itself within **4-6 months**.