

PREPARED FOR  
**TUTAMEN**



# Precision Manufacturing for Hospitality

Precision Hardware & FF&E Manufacturing Solutions for Modern Hotels

<https://tutamen.net> March 26, 2026

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B2B HOTEL SUPPLY INTELLIGENCE PLATFORM

# The Problem: Hotel Hardware Procurement

Hotel chains face persistent challenges sourcing precision hardware and FF&E components. The current supply landscape creates inefficiency, inconsistency, and inflated costs across properties.



## Fragmented Suppliers

Hotels juggle 8-12 separate vendors for door hardware, bathroom fixtures, furniture fittings, and smart lock components — creating procurement overhead and supply chain fragility.



## Inconsistent Quality

Generic import suppliers deliver variable tolerances and finishes. Brand standards require consistent quality across hundreds of properties, but few manufacturers can guarantee it.



## Long Lead Times

Traditional European hardware brands quote 12-16 week lead times. Renovation timelines and new-build schedules demand 4-8 week turnaround with custom finishes.



## Limited Customization

Off-the-shelf hardware limits brand differentiation. Hotels need custom finishes, proprietary designs, and IoT-ready enclosures — capabilities most suppliers lack.

### The Cost of Fragmentation

Hotels lose an estimated 15-25% in procurement efficiency when sourcing precision hardware from multiple uncoordinated vendors, before accounting for quality rework and replacement costs.

# The Solution: Vertically Integrated Precision Manufacturing

Tutamen Group consolidates the entire hardware supply chain under one roof — from raw material to finished, custom-branded components — eliminating the fragmentation that plagues hotel procurement.

## COMPANY AT A GLANCE

Founded	<b>2003</b>
Headquarters	<b>Dongguan • Jiangxi • Tijuana</b>
Team Size	<b>650+ employees</b>
Annual Revenue	<b>\$50M</b>
CEO	<b>Stephen Prior</b>
Key Clients	<b>Tesla, Google, Amazon, Foxconn, 3M</b>

## WHY VERTICAL INTEGRATION MATTERS

One supplier for CNC machining, die casting, stamping, injection molding, tooling, and surface finishing means faster iteration, tighter tolerances, and lower total cost of ownership for hotel chains.

**23**

YEARS IN BUSINESS

**650+**

TEAM MEMBERS

**3**

GLOBAL FACILITIES

**150+**

CNC LATHES

## Fortune 500 Trust

Tutamen already manufactures precision components for Tesla, Google, Amazon, Palo Alto Networks, and PUMA — brands that demand the same zero-defect standards hotels require.

# Manufacturing Capabilities

A comprehensive suite of precision manufacturing processes under one roof, enabling end-to-end production of hotel hardware — from prototype to volume production.

## CNC MACHINING

### Precision Turned & Milled Parts

150+ CNC lathes including 5-axis and Swiss-type machines. Tolerances to  $\pm 0.005\text{mm}$  for lock housings, lever mechanisms, and architectural hardware.

5-AXIS SWISS CNC 150+ LATHES

## DIE CASTING & STAMPING

### High-Volume Metal Forming

Aluminum and zinc die casting for complex geometries. Progressive stamping for brackets, plates, and structural components used in door and furniture hardware.

DIE CASTING STAMPING  
ZINC & ALUMINUM

## INJECTION MOLDING & FINISHING

### Polymer & Surface Treatment

In-house injection molding for smart lock housings and IoT enclosures. Full surface finishing: anodizing, plating, PVD coating, and powder coat in any custom finish.

INJECTION MOLDING PVD COATING  
ANODIZING

## IN-HOUSE TOOLING

Custom tooling design and fabrication eliminates third-party delays. Rapid prototype-to-production cycles with DFM engineering support included at no extra cost.

DFM ENGINEERING RAPID TOOLING IN-HOUSE QC

# Product Lines for Hotels

Purpose-engineered hardware and FF&E components designed for the unique demands of hospitality: durability, guest safety, brand consistency, and rapid replacement cycles.



## Door Hardware & Smart Locks

Lever sets, deadbolts, hinges, closers, and smart lock housings. CNC-machined from solid brass or stainless steel with custom PVD or plated finishes matching brand palettes.

LEVERS SMART LOCKS HINGES



## Bathroom Fixtures & Accessories

Towel bars, robe hooks, shower hardware, faucet components, and grab bars. Die-cast and CNC-finished to ADA compliance standards with corrosion-resistant coatings.

TOWEL BARS SHOWER HARDWARE  
GRAB BARS



## Furniture Fittings & IoT Enclosures

Drawer slides, cabinet pulls, desk hardware, and precision enclosures for in-room IoT devices, sensors, and lighting control systems. Injection-molded and CNC-machined.

FURNITURE HARDWARE IOT ENCLOSURES  
LIGHTING

### CUSTOM FINISH LIBRARY

Every product available in custom PVD, anodized, plated, or powder-coat finishes. Match any brand palette — satin brass, matte black, brushed nickel, rose gold, and more.

PVD ANODIZED POWDER COAT PLATED

# Quality Assurance

The same zero-defect quality systems trusted by Tesla, Google, and Amazon — now available for hotel hardware. Every component is traceable, measured, and certified.

## QUALITY SYSTEMS



### CPK Process Capability

Statistical process control with CPK  $\geq 1.67$  on critical dimensions



### ISO 9001:2015 Certified

Quality management system across all facilities



### DFM Engineering

Design for Manufacturability reviews eliminate defects before production



### FDA-Approved Facility

Tijuana facility meets FDA standards for regulated environments

## FORTUNE 500 CLIENT TRUST

Tutamen delivers precision components to the world's most demanding companies. These relationships validate our quality systems at the highest level.



### Defect Rate

Consistently under 50 PPM across all product lines — exceeding the quality requirements of major hotel brands.

# Global Operations

A tri-continental manufacturing footprint designed for cost efficiency, supply chain resilience, and rapid delivery to hotel properties across the Americas.

## PRIMARY MANUFACTURING

### Dongguan, China

Primary production hub with 150+ CNC lathes, die casting, and full surface finishing lines. The largest facility handles volume production runs and complex multi-process components.

CNC HUB

DIE CASTING

FINISHING

## EXPANSION FACILITY

### Jiangxi, China

30,000 sqm facility with 80M RMB investment. Purpose-built for scale production, overflow capacity, and dedicated hotel hardware manufacturing lines.

30K SQM

80M RMB

SCALE

## NEARSHORE AMERICAS

### Tijuana, Mexico

FDA-approved nearshore facility for US hotel chains. Same-day ground shipping to San Diego warehouse. Reduces lead times by 60% versus trans-Pacific shipments.

FDA APPROVED

US NEARSHORE

FAST SHIP

## SAN DIEGO WAREHOUSE

US-based inventory hub for rapid fulfillment. Safety stock programs for high-turnover hotel hardware SKUs. Next-day delivery to Western US properties, 2-3 day nationwide.

## SUPPLY CHAIN ADVANTAGE

✓ China: Cost-optimized volume production    ✓ Mexico: Nearshore speed & tariff advantage    ✓ San Diego: US distribution hub

# Sustainability Commitments

Meeting the ESG mandates of major hotel chains. Tutamen's sustainability initiatives align with the environmental reporting requirements of Marriott, Hilton, IHG, Accor, and other global brands.

## ENVIRONMENTAL INITIATIVES



### 100% Water Recycling

Closed-loop water systems across all CNC and finishing operations



### Carbon Neutrality Target

Active roadmap toward carbon-neutral manufacturing operations



### Eco-Friendly Materials

Recyclable metals, low-VOC coatings, and RoHS-compliant components

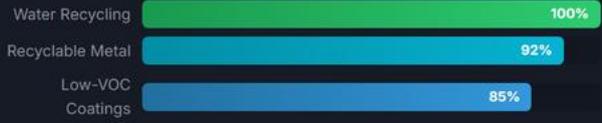


### ISO 14001 Aligned

Environmental management system standards in practice

## SUSTAINABILITY METRICS

### Environmental Performance



### Hotel Brand Alignment

Tutamen's sustainability certifications directly support the ESG reporting requirements of major hotel chains, enabling preferred vendor status for brands with mandatory environmental targets.

# Cross-Industry Proof Points

Tutamen's precision manufacturing expertise is validated by the world's most demanding companies. These cross-industry case studies demonstrate transferable capabilities for hotel hardware.

## AUTOMOTIVE PRECISION

### Tesla

CNC-machined interior and structural components meeting automotive-grade tolerances. Demonstrates ability to deliver high-precision parts at scale with zero-defect requirements — the same standard hotel door hardware demands.

**±0.005mm**

TOLERANCE ACHIEVED

## TECH HARDWARE

### Google

Precision enclosures and structural components for consumer electronics. Proves expertise in complex surface finishing (anodizing, PVD) and tight cosmetic tolerances — directly applicable to hotel fixture aesthetics.

ENCLOSURES PVD FINISH  
COSMETIC GRADE

## CONSUMER GOODS

### PUMA

Metal stamping and injection molding for consumer brand hardware. Validates high-volume production capability with brand-critical finish quality — matching the aesthetic standards of luxury hotel environments.

**<50 PPM**

DEFECT RATE

### Why This Matters for Hotels

If Tutamen can meet Tesla's automotive tolerances, Google's cosmetic standards, and PUMA's volume demands, your hotel hardware requirements are well within our proven capability envelope.

# Pricing Advantage

20-30% cost savings versus European hardware brands, with custom finishes included at no upcharge. Vertical integration and China+Mexico manufacturing eliminate the middleman markup.

## TIER 1

### Pilot

1 – 5 properties

Standard pricing with 20% savings vs. European brands. Free DFM engineering and prototype samples. No minimum order quantity on initial pilot orders.

Lead time: 4-6 weeks

## TIER 2 — BEST VALUE

### Volume

6 – 50 properties

25% savings with volume pricing. Custom finishes and brand-specific tooling included. Dedicated production scheduling and priority fulfillment from Tijuana facility.

Lead time: 3-5 weeks

## TIER 3

### Enterprise

50+ properties

30% savings with enterprise pricing. Exclusive tooling, co-developed products, safety stock program at San Diego warehouse. Locked annual pricing with quarterly reviews.

Lead time: 2-4 weeks

### INCLUDED WITH ALL TIERS

- ✓ DFM engineering review
- ✓ Custom finishes at no upcharge
- ✓ Free samples
- ✓ Quality guarantee
- ✓ Sustainability reporting

### CONTRACT OPTIONS

Annual contracts with quarterly review • Multi-year agreements with locked pricing • Flexible PO-based ordering for pilot programs • Net 30/60/90 payment terms available

# Partnership Model

A structured path from pilot evaluation to chain-wide preferred vendor status. Designed for minimal risk with measurable milestones at every stage.

## PHASE 1 — WEEKS 1-6

### Pilot Program

- Select 2-3 pilot properties
- Product sampling and spec approval
- DFM review and custom finish selection
- Initial production run
- On-site installation support
- Baseline KPI documentation

## PHASE 2 — WEEKS 7-16

### Property Rollout

- Pilot results review and optimization
- Expand to 10-25 properties
- Dedicated tooling and inventory setup
- San Diego warehouse stocking
- Quality feedback loop established
- Monthly performance reporting

## PHASE 3 — WEEKS 17-30

### Chain-Wide Preferred Vendor

- Full chain rollout to all properties
- Preferred vendor agreement finalized
- Automated reorder system configured
- Quarterly business reviews scheduled
- Co-developed product roadmap
- Year-one savings assessment

## SUCCESS METRICS

Every phase includes measurable KPIs: product durability scores, finish consistency, lead time adherence, cost savings versus incumbent suppliers, and sustainability impact metrics.

**6 Weeks**

PILOT DURATION

**30 Weeks**

FULL ROLLOUT



## Let's Build a Partnership

We welcome the opportunity to discuss how Tutamen Group can supply your hotel chain's precision hardware needs. Contact us to schedule a factory tour, request custom samples, or begin a pilot program.

### CONTACT

Stephen Prior  
CEO, Tutamen Group

### WEBSITE

<https://tutamen.net>

### LOCATIONS

Dongguan • Jiangxi • Tijuana • San Diego

### NEXT STEPS

- 1 Discovery call
- 2 Sample kit delivery
- 3 Factory tour
- 4 Pilot agreement

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