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Hotel Cost Savings Analysis

Comprehensive cost optimization assessment for hospitality procurement — switching to CardzGroup as your RFID hotel key cards supplier.

Prepared for: Hotel Procurement Decision Makers

Supplier: CardzGroup

Vertical: RFID Hotel Key Cards, Wristbands & Access Credentials

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Website: www.cardzgroup.com

Executive Summary

Total savings potential from optimizing your RFID hotel key cards procurement with CardzGroup.

ESTIMATED ANNUAL SAVINGS POTENTIAL

\$42,000 – \$185,000

Based on a 50-property portfolio with 180 average rooms per property

SAVINGS BY CATEGORY

PRODUCT COST
REDUCTION

38-52%

vs. current supplier pricing

OPERATIONAL EFFICIENCY

\$18,000

streamlined procurement

EXTENDED LIFECYCLE

1.5x

longer replacement cycles

VENDOR CONSOLIDATION

\$12,500

fewer suppliers to manage

SUSTAINABILITY SAVINGS

\$8,200

eco-certified products

ROI TIMELINE

2-3

months to full ROI

Cost Category Breakdown

Current estimated spend vs. optimization with CardzGroup products.

SIDE-BY-SIDE COMPARISON

CURRENT PROCUREMENT BASELINE	OPTIMIZED WITH CARDZGROUP PROJECTED
<ul style="list-style-type: none"> × Multiple vendors: 3-5 suppliers across RFID key card categories 	<ul style="list-style-type: none"> ✓ Single vendor: Consolidated RFID key card supplier across all 50 properties
<ul style="list-style-type: none"> × Inconsistent pricing: No volume leverage across properties; each hotel orders independently at retail rates 	<ul style="list-style-type: none"> ✓ Volume pricing: Portfolio-wide discount tiers starting at 500K cards/year
<ul style="list-style-type: none"> × High replacement frequency: Lower-quality cards delaminate or fail encoding after 8-12 months 	<ul style="list-style-type: none"> ✓ Extended product lifecycle: Premium lamination and chip bonding lasts 1.5x longer
<ul style="list-style-type: none"> × Manual ordering: Each property manager sources cards separately via distributor websites or phone orders 	<ul style="list-style-type: none"> ✓ Streamlined ordering: Centralized procurement with bulk shipments to regional hubs
<ul style="list-style-type: none"> × No sustainability tracking: Missed green certification opportunities; standard virgin PVC only 	<ul style="list-style-type: none"> ✓ Green certified: Recycled PVC options, ISO 14001 manufacturing, sustainability documentation
<p>EST. ANNUAL SPEND \$126,000</p>	<p>PROJECTED ANNUAL SPEND \$68,400</p>

PER-ROOM MONTHLY COST

\$1.17 → \$0.63

per room / month

VENDOR COUNT

3-5 → 1

suppliers

SAVINGS RATE

46%

of current spend

Product Cost Reduction

Direct unit cost comparison for key RFID hotel key card product categories.

PER-UNIT COST ANALYSIS

PRODUCT CATEGORY	CURRENT COST	CARDZGROUP COST	SAVINGS	% REDUCTION
STANDARD RFID KEY CARDS				
MIFARE Classic 1K (white)	\$0.45/card	\$0.14/card	\$0.31	69%
MIFARE Classic 1K (custom print)	\$0.72/card	\$0.22/card	\$0.50	69%
HIGH-SECURITY CARDS				
MIFARE DESFire EV2 (white)	\$1.35/card	\$0.55/card	\$0.80	59%
MIFARE DESFire EV3 (custom)	\$1.85/card	\$0.75/card	\$1.10	59%
WRISTBANDS & SPECIALTY				
Silicone RFID wristband (MIFARE)	\$2.80/unit	\$1.10/unit	\$1.70	61%

VOLUME PRICING ADVANTAGE

CardzGroup offers tiered volume discounts starting at **10,000** units per order. At portfolio level (50 properties), projected volume qualifies for the **Tier 3 (500K+)** discount tier, reducing per-unit costs by an additional **18%** beyond list price. A 50-property chain ordering 500,000 MIFARE Classic 1K cards annually moves from \$0.14/card to \$0.115/card at Tier 3 volume, saving an additional \$12,500/year on top of baseline savings vs. US distributors.

Operational Efficiency Gains

Time and cost savings from streamlined procurement and vendor consolidation.

PROCUREMENT TIME SAVINGS

Consolidating from **3-5 vendors** to a single RFID key card partner eliminates **24 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 **\$12,960/year**.

HOURS SAVED / MONTH

24

ANNUAL TIME SAVINGS

288 hrs

COST EQUIVALENT

\$12,960

EXTENDED PRODUCT LIFECYCLE

CardzGroup's premium RFID key card products are engineered for **1.5x longer** replacement cycles compared to economy alternatives. Premium lamination, ultrasonic chip bonding, and ISO 7810-compliant card stock reduce delamination and encoding failures. For a 180-room property, this reduces annual replacement costs by **\$380** per property.

CURRENT CYCLE

10 mo

CARDZGROUP CYCLE

15 mo

SAVINGS / PROPERTY

\$380

CONSOLIDATED VENDOR SAVINGS

Single-vendor partnerships unlock **portfolio-wide pricing**, simplified logistics, and reduced administrative overhead. CardzGroup offers **dedicated account management** for chains with 10+ properties, including priority fulfillment, custom product development, and pre-encoded card programs compatible with ASSA ABLOY, Dormakaba, Onity, Salto, and MIWA lock systems.

Sustainability & Compliance Savings

Green certification, waste reduction, and brand differentiation value.

ENVIRONMENTAL CERTIFICATION VALUE

CardzGroup's products carry **ISO 14001, RoHS, REACH** 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

\$8,200

QUICK WINS VS. LONG-TERM PROJECTS

QUICK WINS (0-3 MONTHS)

- Switch MIFARE Classic 1K white cards to CardzGroup — immediate 69% per-unit savings
- Consolidate ordering through single procurement contact for all properties
- Implement quarterly bulk shipments to reduce per-order shipping costs by 40%
- Qualify for Tier 2 volume discount (100K+ cards) on first portfolio order

LONG-TERM PROJECTS (3-12 MONTHS)

- Full product line transition: key cards, wristbands, fobs across all properties
- Custom-branded key card program with hotel-specific artwork and loyalty messaging
- Recycled PVC card line for sustainability certification documentation
- Negotiate multi-year contract with escalating discounts reaching Tier 3 pricing

Implementation Roadmap

Phased transition plan for switching RFID key card procurement to CardzGroup.

TRANSITION PHASES

PHASE 1: WEEKS 1-4

Evaluation & Pilot

Order sample cards (MIFARE Classic 1K, Ultralight C, DESFire EV2) for testing at 2-3 pilot properties. Validate encoding compatibility with existing lock systems (ASSA ABLOY, Dormakaba, Onity, Salto). Measure card durability, print quality, and front desk staff feedback on card feel and reliability.

PHASE 2: WEEKS 5-8

Negotiation & Contracting

Volume pricing negotiation based on full portfolio requirements (projected 500K+ cards/year). Contract terms including quality guarantees, replacement policy for encoding failures, delivery SLAs (15-20 business days from Shenzhen), and custom branding specifications. Payment terms optimization (30% deposit, 70% before shipment).

PHASE 3: WEEKS 9-16

Phased Rollout

Systematic property-by-property transition, starting with highest-volume properties. Inventory drawdown of existing supplier stock coordinated with CardzGroup bulk shipment schedule. Regional hub distribution setup to reduce per-property shipping costs and enable faster replenishment.

PHASE 4: WEEKS 17-24

Full Deployment & Optimization

All 50 properties transitioned. Quarterly bulk ordering schedule activated. First savings review and volume discount tier reassessment. Custom-branded card artwork finalization and first production run. Sustainability documentation package delivered for green certification applications.

PHASE 5: MONTHS 7-12

Strategic Partnership

Custom product development (wristbands for resort properties, DESFire cards for luxury tier). Multi-year contract optimization with Tier 3 pricing locked. Recycled PVC card program launch for ESG reporting. Dedicated account manager assigned for priority fulfillment and technical support.

Total Cost of Ownership Comparison

3-year TCO analysis: current multi-vendor approach vs. CardzGroup partnership.

3-YEAR COST PROJECTION



THE BOTTOM LINE

Transitioning RFID hotel key card procurement to CardzGroup delivers **\$42,000 – \$185,000** in annual savings through direct cost reduction, operational efficiency, and extended product lifecycle. Over 3 years, the total cost of ownership decreases by **55%**, representing **\$216,300** in cumulative savings. The switch pays for itself within **2-3 months**. CardzGroup's ex-Gemalto management team brings enterprise-grade quality assurance to every card produced, with ISO 9001 manufacturing processes and 50M+ annual card capacity ensuring reliable supply for hotel portfolios of any size. Every card is compatible with ASSA ABLOY, Dormakaba, Onity, Salto, and MIWA lock systems.