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# Hotel Cost Savings Analysis

Comprehensive cost optimization assessment for hospitality procurement — switching to CMF Doors as your Commercial Doors & Hardware supplier.

**Prepared for:** Hotel Procurement Decision Makers

**Supplier:** CMF Doors

**Vertical:** Commercial Doors & Hardware

**Date:** March 2026

**Website:** <https://www.cmfddoors.com>

## Executive Summary

Total savings potential from optimizing your Commercial Doors & Hardware procurement with CMF Doors.

ESTIMATED ANNUAL SAVINGS POTENTIAL

**\$38,000 – \$127,000**

Based on a single 100-room hotel property with standard door package (300-500 doors)

### SAVINGS BY CATEGORY

VENDOR CONSOLIDATION

**\$18K-\$42K**

eliminate multi-vendor coordination

LOCAL SERVICE ADVANTAGE

**\$8K-\$25K**

vs. imported doors + local installer

EXTENDED LIFECYCLE

**\$12K-\$35K**

proper install + maintenance contracts

IN-HOUSE LOCKSMITH

**\$4K-\$12K**

no outsourced locksmith markup

AAADM COMPLIANCE

**\$3K-\$8K**

no third-party inspection fees

ROI TIMELINE

**3-6**

months to full ROI

## Cost Category Breakdown

Current estimated spend vs. optimization with CMF Doors products and services.

### SIDE-BY-SIDE COMPARISON

<p><b>CURRENT PROCUREMENT</b> <span style="background-color: #f8766d; padding: 2px 5px; font-weight: bold;">BASELINE</span></p> <ul style="list-style-type: none"> <li>✗ <b>Multiple vendors:</b> 4-6 suppliers across doors, hardware, locksmith, inspections</li> <li>✗ <b>Import delays:</b> 8-16 week lead times from offshore manufacturers</li> <li>✗ <b>No maintenance:</b> Reactive repairs at emergency rates (\$150-250/hr)</li> <li>✗ <b>Outsourced locksmith:</b> \$85-150/hr for rekeying and master key work</li> <li>✗ <b>Third-party inspections:</b> \$500-1,200 per AAADM inspection visit</li> </ul> <hr/> <p>EST. ANNUAL SPEND (100-RM) <b>\$285K-\$750K</b></p>	<p><b>OPTIMIZED WITH CMF DOORS</b> <span style="background-color: #28a745; padding: 2px 5px; font-weight: bold;">PROJECTED</span></p> <ul style="list-style-type: none"> <li>✓ <b>Single vendor:</b> Consolidated doors, hardware, install, service under CMF</li> <li>✓ <b>Local supply:</b> 2-6 week lead times from St. Catharines warehouse</li> <li>✓ <b>Maintenance contracts:</b> Proactive annual service extends door lifecycle 1.5x</li> <li>✓ <b>In-house locksmith:</b> Bundled locksmith service at contract rates</li> <li>✓ <b>Included AAADM:</b> Certified inspector Austin performs inspections on-schedule</li> </ul> <hr/> <p>PROJECTED ANNUAL SPEND <b>\$215K-\$580K</b></p>
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PER-DOOR LIFECYCLE COST

**\$1,850** → **\$1,380**

over 10-year lifecycle

VENDOR COUNT

**4-6** → **1**

suppliers

SAVINGS RATE

**18-25%**

of current total spend

## Product Cost Reduction

Direct unit cost comparison for key Commercial Doors & Hardware product categories.

### PER-UNIT COST ANALYSIS

PRODUCT CATEGORY	IMPORT/MULTI-VENDOR	CMF DOORS	SAVINGS	% REDUCTION
<b>FIRE-RATED DOOR ASSEMBLIES</b>				
45-Min Fire-Rated Wood Door	\$680-\$950	\$620-\$850	\$60-\$100	9-11%
90-Min Fire-Rated Metal Door	\$1,100-\$1,500	\$950-\$1,300	\$150-\$200	13-14%
<b>ARCHITECTURAL HARDWARE</b>				
Electronic Entry System (per door)	\$450-\$800	\$380-\$680	\$70-\$120	15-16%
Master Key System (100-room)	\$8,500-\$15,000	\$6,200-\$11,000	\$2,300-\$4,000	27%
<b>AUTOMATIC DOOR SYSTEMS</b>				
Automatic Sliding Entrance	\$4,500-\$8,000	\$3,800-\$6,800	\$700-\$1,200	15-16%

### VOLUME PRICING ADVANTAGE

CMF Doors offers tiered volume discounts starting at **50** doors per order. For a typical hotel renovation (300-500 doors at \$150K-\$750K), CMF qualifies the project for the **Preferred Partner** discount tier, reducing per-unit costs by an additional **8-12%** beyond list price. Local sourcing also eliminates **\$15-\$45 per door** in shipping costs that import competitors cannot avoid.

## Operational Efficiency Gains

Time and cost savings from streamlined procurement and vendor consolidation.

### VENDOR CONSOLIDATION SAVINGS

Consolidating from **4-6 vendors** to a single Commercial Doors & Hardware partner eliminates **25-40 hours/month** in procurement activities including quoting, order management, invoice processing, scheduling multiple contractors, and vendor communications. At an estimated **\$45/hr** for hotel facilities/procurement staff, this translates to **\$13,500-\$21,600/year**.

HOURS SAVED / MONTH

**25-40**

ANNUAL TIME SAVINGS

**300-480 hrs**

COST EQUIVALENT

**\$13.5K-\$21.6K**

### EXTENDED PRODUCT LIFECYCLE

CMF Doors' professional installation and annual maintenance contracts extend door lifecycles by **1.5x** compared to self-installed imports. Steel doors last **15-20 years** vs. 10-12 years without maintenance; wood doors last **8-12 years** vs. 5-7 years. For a 100-room property with 400 doors, this reduces annual replacement costs by **\$12,000-\$35,000** per property.

WITHOUT CMF

**5-12 yr**

WITH CMF MAINTENANCE

**8-20 yr**

SAVINGS / PROPERTY

**\$12K-\$35K**

### EMERGENCY RESPONSE VALUE

CMF Doors offers **same-day emergency response** within the Niagara region vs. 3-7 days from competitors. Each day a hotel door is non-functional costs **\$150-\$400 in lost room revenue** plus guest satisfaction impact. With an in-house locksmith and door technician on staff, CMF eliminates costly emergency service call markups of **\$250-\$500** per incident.

## Service Integration Savings

Cost advantages of CMF's integrated service model vs. outsourcing to multiple specialists.

### AHC CONSULTATION VALUE

President Norm Schwenker holds an **AHC (Architectural Hardware Consultant)** certification from DHI with 40+ years experience. External AHC consultants charge **\$150-\$250/hr** for specification writing and code compliance reviews. CMF includes this as part of every project, preventing costly specification errors that typically add **8-15% to project costs** through change orders and delays.

EXTERNAL AHC COST

**\$5K-\$15K**

CMF INCLUDED

**\$0**

ERROR PREVENTION

**8-15%**

### QUICK WINS VS. LONG-TERM PROJECTS

#### QUICK WINS (0-3 MONTHS)

- Engage CMF for next door hardware replacement — immediate per-unit savings
- Bundle locksmith service into maintenance contract — eliminate per-call fees
- Schedule AAADM inspection with CMF — save \$500-\$1,200 vs. third-party
- Get AHC specification review for next PIP — prevent change orders

#### LONG-TERM PROJECTS (3-12 MONTHS)

- Full door package transition during next renovation cycle
- Master key system overhaul with electronic entry integration
- Annual maintenance contract covering all doors, hardware, and automatic entries
- Multi-property agreement if managing multiple Niagara hotels

## Implementation Roadmap

Phased transition plan for switching door and hardware procurement to CMF Doors.

### TRANSITION PHASES

#### PHASE 1: WEEKS 1-2

##### Site Assessment & AHC Consultation

Norm Schwenker (AHC) performs a complimentary site survey of all doors, frames, and hardware. Identifies code compliance gaps, fire-rating deficiencies, and ADA issues. Produces a prioritized replacement schedule aligned with your PIP timeline.

#### PHASE 2: WEEKS 3-4

##### Specification Writing & Quoting

CMF drafts complete door hardware specifications per DHI standards. Single comprehensive quote covering doors, frames, hardware, installation, locksmith, and AAADM inspections. Apples-to-apples comparison vs. current multi-vendor costs.

#### PHASE 3: WEEKS 5-10

##### Phased Installation

Floor-by-floor installation to minimize guest disruption. CMF project managers (Andrew and Rudy) coordinate scheduling with hotel operations. In-house metal shop fabricates custom frames on demand, eliminating back-order delays.

#### PHASE 4: WEEKS 11-12

##### Locksmith Integration & Inspection

Locksmith Caleb programs all electronic entry and master key systems. AAADM inspector Austin certifies all automatic door entries. All doors fire-tested and documented for code compliance records.

#### PHASE 5: ONGOING

##### Maintenance Contract & Annual Service

Annual maintenance contract activated covering quarterly inspections, hardware adjustment, weatherstripping replacement, closer calibration, and priority emergency response. Annual AAADM re-certification included.

## Total Cost of Ownership Comparison

3-year TCO analysis: current multi-vendor approach vs. CMF Doors partnership for a 100-room hotel.

### 3-YEAR COST PROJECTION



**THE BOTTOM LINE**

Transitioning door and hardware procurement to CMF Doors delivers **\$38,000 – \$127,000** in annual savings through vendor consolidation, local service advantage, extended lifecycle, and integrated locksmith/inspection services. Over 3 years, the total cost of ownership decreases by **25-35%**, representing **\$154K-\$322K** in cumulative savings for a single 100-room property. The switch pays for itself within **3-6 months** through immediate savings on locksmith fees, inspection costs, and procurement overhead alone.