

PREPARED FOR

MOBICA

Product-to-Room Type Pairing Guide

The right FF&E products for every hotel tier — from standard rooms to presidential suites, matched by Mobica's product portfolio and premium brand partnerships.

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ROOM TIERS

30+

PRODUCTS MATCHED

45+

ROOM PAIRINGS

10

HOTEL BRANDS



STANDARD ROOM

Holiday Inn, Hilton Garden Inn, Courtyard by Marriott, Rotana Rayhaan

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WORKSPACE

Square Writing Desk

Standard Guest Room — Compact Workspace

Surface: **HPL Laminate** Power: **2x USB**

Why this pairing: Cost-efficient laminate finish withstands heavy use. Compact 100 cm width fits standard room layouts. USB ports meet business traveller expectations without costly electrical modifications.



STANDARD

BEDROOM

Blade Headboard Panel

Standard Guest Room — Bed Wall

Material: **FR Fabric** Sizes: **King / Twin**

Why this pairing: Simple upholstered panel with no integrated electronics keeps unit cost low. Fire-retardant fabric meets chain brand standards. Quick-mount system enables room refresh in under 2 hours.



STANDARD

SEATING

Pratic Side Chair

Standard Guest Room — Desk Area

Frame: **Steel** Weight: **4.2 kg**

Why this pairing: Lightweight steel frame chair designed for volume procurement. Easy to move for housekeeping. Durable upholstery rated for 100,000+ Martindale rubs ensures 7+ year lifecycle.



STANDARD



DELUXE ROOM

Marriott, Hilton, Sheraton, Hyatt Regency, Radisson Blu, Rotana

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WORKSPACE

Regal Writing Desk

Deluxe Guest Room — Work Area

Surface: **Wood Veneer**

Power: **AC + USB-C**

Why this pairing: Upgraded veneer finish signals quality appropriate for 4-star positioning. Integrated AC outlet and USB-C charging differentiate the room from standard tier. Soft-close drawer adds perceived luxury at modest cost.



DELUXE

BEDROOM

Cocoon Headboard System

Deluxe Guest Room — Bed Wall

Material: **Vescom Fabric**

Lighting: **LED Reading**

Why this pairing: Full-wall upholstered headboard with integrated LED reading lights and USB charging creates a premium guest experience. Vescom contract fabrics offer 200+ colour options for brand consistency across properties.



DELUXE

LOUNGE

Bloss Armchair

Deluxe Guest Room — Sitting Area

Frame: **Solid Beech**

Finish: **40+ Options**

Why this pairing: Compact lounge chair adds a dedicated reading/relaxation zone that justifies the deluxe rate premium. Solid beech frame provides long lifecycle. Pairs with Navigator side table for a complete corner vignette.



DELUXE



SUITE

JW Marriott, Conrad, Waldorf Astoria, Kempinski, Jumeirah

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STORAGE

Poliform Wardrobe System

Suite — Dressing Area

Brand: **Poliform (Italy)** Config: **Walk-In**

Why this pairing: Poliform's Italian design prestige justifies suite-tier pricing. Walk-in configuration with LED interior lighting creates a residential luxury feel. Mobica's licensed manufacturing keeps costs 40% below direct European import.



SUITE

LIVING ROOM

Sorrento Modular Sofa

Suite — Living Area

Config: **L-Shape / Linear**

Fabric: **Kvadrat / Leather**

Why this pairing: Modular sections allow different suite layouts using the same core product. Kvadrat contract fabrics ensure colour consistency across 100+ rooms. Deep seating with high-resilience foam maintains shape after years of guest use.



SUITE



EXECUTIVE SUITE

Rixos, Fairmont, InterContinental, Raffles, Emaar Hospitality

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LOUNGE

Chesterfield Lounge Suite
Executive Suite — Lounge

Leather: **Full-Grain Italian**

Springs: **Hand-Tied**

Why this pairing: The Chesterfield is immediately recognisable as a luxury icon. Full-grain Italian leather develops a desirable patina over time. Hand-tied spring construction delivers exceptional comfort that justifies executive-tier room rates.

WORKSPACE

Nasdaq Executive Desk
Executive Suite — Private Office

Surface: **Natural Walnut**

AV: **HDMI + USB-C**

Why this pairing: Full-size executive desk enables business guests to conduct meetings in-suite. Natural walnut veneer with integrated AV connectivity positions the room as a working suite. Pairs with BIRD executive chair for a complete office setup.



PRESIDENTIAL SUITE

St. Regis, Ritz-Carlton, Four Seasons, Aman, Mandarin Oriental, Park Hyatt

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ITALIAN LUXURY

Poliform Full Room Package
Presidential Suite — Complete FF&E

Partners: **Poliform + Varschin**

Scope: **Turnkey**

Why this pairing: Full Poliform residential collection (beds, wardrobes, dressers, shelving) combined with Varschin dining pieces creates a cohesive Italian luxury aesthetic. Turnkey coordination through Mobica eliminates multi-vendor complexity for operators.

STATEMENT PIECES

Gufрам & Qeeboo Art Furniture
Presidential Suite — Feature Pieces

Brands: **Gufрам / Qeeboo**

Type: **Art / Collectible**

Why this pairing: Sculptural art furniture from Gufрам and Qeeboo creates Instagram-worthy moments that drive social media impressions and PR coverage. Presidential suites need distinctive conversation pieces that cannot be found in any other hotel.



COMMON AREAS

Lobby, Restaurant, Conference Centre, Business Centre, Spa Reception

ALL TIERS

F&B

Lordo + Venice Dining Set
Restaurant — All-Day Dining

Chairs: **Stackable x6**

Tables: **Round / Rect**

Why this pairing: Lordo dining chairs stack 6-high for efficient banquet conversion. Venice tables come in matching finishes for visual cohesion. Combined set serves breakfast buffet, lunch service, and evening dining without furniture changes.

MEETING

Nasdaq + Think Pod
Conference Centre — Boardroom + Breakout

Table: **8-20 Seats** Pods: **1-4 Person**

Why this pairing: Nasdaq conference tables with AV integration anchor the main boardroom. Think Pod acoustic booths in the pre-function area provide private call spaces. Complete meeting solution from a single supplier simplifies procurement.

Cross-Tier Product Compatibility

Products from Mobica that work effectively across multiple hotel tiers, offering procurement flexibility and volume pricing advantages.

Mute Acoustic Panels

Modular wall panels used in guest rooms (sound isolation), restaurants (ambient control), and conference rooms (speech privacy). Single product, multiple applications across all tiers.

Cocoon Headboard System

Available in basic fabric (Standard), premium Vescom (Deluxe), and full leather (Suite/Executive). Same mounting system enables brand-wide standardisation while varying finish levels by tier.

AXIS Task Chair

Ergonomic task chair deployed in back-of-house offices, business centres, and executive suite work areas. Volume procurement across all properties maximises discount tiers.

STANDARD DELUXE SUITE

