ZAMBRANO COFFEE

Specialty Coffee Roasters

Wholesale Partnership Proposal

Premium Specialty Coffee Program

Prepared For

[Hotel Chain Name]

12 Properties

February 2, 2026

Valid Until: March 4, 2026

Executive Summary

Zambrano Coffee is pleased to present this partnership proposal for your hotel properties. We understand that exceptional coffee service is integral to guest satisfaction, and we are committed to becoming your trusted coffee partner.

At Zambrano Coffee, we believe in relationships over transactions. Every partnership we enter represents a commitment to shared success. Our ethically sourced, specialty-grade coffees are roasted to order, ensuring your guests experience the freshest, most flavorful coffee possible.

This proposal outlines a tiered partnership structure designed to reward volume commitment while providing comprehensive support including staff training, quarterly business reviews, and exclusive seasonal offerings.

Partnership Highlights

- Savings of up to $14,400 annually compared to current pricing estimates
- Complimentary barista training for all property staff
- Dedicated account management with quarterly business reviews
- Exclusive access to seasonal and limited-edition offerings

Partnership Tiers

We have designed three partnership tiers to accommodate different volume commitments. Each tier provides progressively enhanced pricing and benefits, recognizing the value of a deeper partnership.

Tier 1: Foundation Partner

Volume Commitment	500 - 699 lbs/month
Price per Pound	**$10.50/lb**
Discount from Standard	12.5% off

Foundation Benefits:

- Bi-annual staff training sessions (2 per year)
- Quarterly business reviews
- Access to seasonal offerings at 5% discount
- Dedicated account representative

Tier 2: Preferred Partner

Volume Commitment	700 - 899 lbs/month
Price per Pound	**$9.75/lb**
Discount from Standard	18.75% off

Preferred Benefits (includes all Foundation benefits plus):

- Quarterly staff training sessions (4 per year)
- Priority access to limited-edition roasts
- Seasonal offerings at 10% discount
- Co-branded marketing materials
- Equipment consultation and optimization

Tier 3: Premier Partner

Volume Commitment	900+ lbs/month
Price per Pound	**$9.00/lb**
Discount from Standard	25% off

Premier Benefits (includes all Preferred benefits plus):

- Monthly staff training and quality assurance visits
- Custom blend development for your properties
- First access to all new releases and exclusive offerings
- Seasonal offerings at partner cost (15% discount)
- Annual roastery visit and cupping experience for key staff
- Featured partner status on Zambrano Coffee website and materials

Financial Impact Analysis

Based on your current consumption of 800 pounds per month, we have calculated the financial impact of partnering with Zambrano Coffee at each tier level. For comparison purposes, we have estimated your current spend based on typical specialty wholesale pricing in the market.

Analysis Assumptions:

- Current volume: 800 lbs/month across 12 properties
- Estimated current pricing: $11.00/lb (industry average for comparable quality)
- Zambrano standard wholesale rate: $12.00/lb

Monthly and Annual Cost Comparison

Scenario	Price/lb	Monthly	Annual	Annual Savings
Current (Est.)	$11.00	$8,800	$105,600	—
Tier 1: Foundation	$10.50	$8,400	$100,800	**$4,800**
Tier 2: Preferred	$9.75	$7,800	$93,600	**$12,000**
Tier 3: Premier	$9.00	$7,200	$86,400	**$19,200**

Recommendation: Based on your current volume of 800 lbs/month, the **Preferred Partner tier** offers the optimal balance of pricing and benefits, with potential annual savings of $12,000 plus the added value of quarterly training, priority access to limited releases, and co-branded marketing support.

Partnership Support

Staff Training Program

Our comprehensive training program ensures your staff delivers exceptional coffee service to every guest. Each session is tailored to your equipment, menu, and service style.

Training modules include:

- Coffee fundamentals: origin, roasting, and flavor profiles
- Proper brewing techniques for consistency and quality
- Equipment maintenance and troubleshooting
- Guest engagement and coffee storytelling
- Seasonal feature preparation and presentation

Quarterly Business Reviews

We believe in transparent, data-driven partnerships. Each quarter, we will meet to review performance, identify opportunities, and plan for upcoming seasons.

Review topics include:

- Volume trends and consumption analysis by property
- Guest feedback and satisfaction insights
- Menu optimization recommendations
- Upcoming seasonal offerings and promotional opportunities
- Training effectiveness and staff development planning

Exclusive Seasonal Offerings

As a Zambrano partner, you will have access to our rotating selection of seasonal and limited-edition coffees, allowing you to offer guests unique experiences throughout the year.

Seasonal program highlights:

- Four seasonal releases annually, featuring exceptional micro-lots
- Tasting notes and origin stories for guest engagement
- Limited-edition holiday and special occasion offerings
- Promotional materials and table displays included

Next Steps

We are excited about the opportunity to partner with your hotel properties. To move forward, we propose the following timeline:

Week 1	Discovery call to discuss your specific needs and preferences
Week 2	Sample delivery for cupping and evaluation at your flagship property
Week 3	Final proposal review and partnership agreement signing
Week 4-6	Phased rollout across properties with initial training sessions

To schedule your discovery call, please contact:

Zambrano Coffee
[Your Name], Wholesale Partnerships
[email@zambranocoffee.com]
[Phone Number]

*This proposal is valid until **March 4, 2026***

Exceptional Coffee. Genuine Partnerships. Shared Success.