

Corporate Uniform Total Cost of Ownership Worksheet

Factory-direct corporate uniform programs. One spec file. No middlemen.

Total Cost of Ownership: Beyond the Unit Price

The purchase price of a uniform is typically only part of what you actually spend. Exchange freight, rush fees, quality rejects, and admin overhead make up the rest. This worksheet helps you compare a multi-supplier model against one factory-direct partner over a 3-year program.

1. Direct Cost Comparison (Annual)

COST CATEGORY	MULTI-SUPPLIER	SINGLE FACTORY-DIRECT
Garment unit cost	\$ ____	\$ ____
Annual volume (units)	____	____
Total purchase cost	\$ ____	\$ ____

2. Hidden Cost Factors

FACTOR	MULTI-SUPPLIER IMPACT	SINGLE-SUPPLIER IMPACT
Size-exchange freight	15-22% of annual spend where a generic chart misses the workforce	Planned replacement cycle
Rush fees / expedited shipping	Recurring emergency reorders	Safety stock + replenishment lane
Quality rejects & returns	Higher reject rate per batch	AQL 2.5 inspection + reject gate
Admin overhead (PO management)	3-4 suppliers = 3-4 PO workflows	1 supplier = 1 PO workflow
Color / fit rework	Dye-lot drift between suppliers	Spec archive + seal sample lock

3. 3-Year TCO Worksheet

YEAR	MULTI-SUPPLIER TCO	FACTORY-DIRECT TCO	SAVINGS
Year 1	\$ ____	\$ ____	\$ ____
Year 2	\$ ____	\$ ____	\$ ____
Year 3	\$ ____	\$ ____	\$ ____
3-Year Total	\$ ____	\$ ____	\$ ____

4. How to Use This Worksheet

1. Gather your last 12 months of uniform invoices across all suppliers
2. Add size-exchange freight, rush fees, and emergency local purchases
3. Estimate admin hours on PO management, compliance doc gathering, and coordination
4. Fill in the worksheets and compare to a single factory-direct quote
5. Share with finance: the cheapest unit price is rarely the cheapest program

5. Typical Savings Range

Based on client data across multi-region corporate uniform programs:

- **Purchase cost reduction:** 30-50% by removing middleman layers
 - **Exchange cost:** redirected from crisis-driven to planned replacement
 - **Admin time:** fewer PO workflows and one audit trail
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LantaoWork — Corporate Brand Identity Uniform Solutions — www.lantaowork.com

This document is provided as a procurement resource. Update quantities, specs, and pricing to match your program.