

# Business Case — Reusable Balloon Decoration for Schools

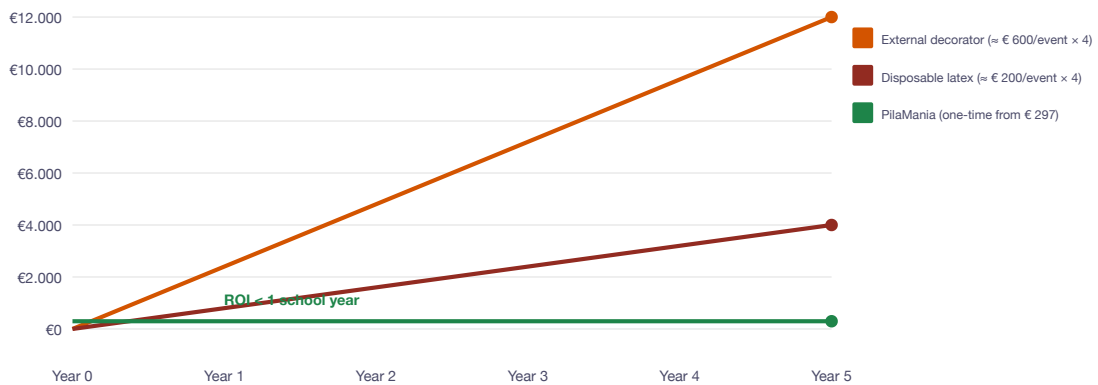
Internal briefing document · facilities management, sustainability & marketing

This document supports internal decision-making for the purchase of reusable balloon decoration. The figures are based on OSINT research into decoration usage in European education (2025) and apply to schools that organise at least 4 events per year.

## 02 TCO COMPARISON — 4 EVENTS PER YEAR

DISPOSABLE LATEX		EXTERNAL DECORATOR		PILAMANIA	
Per event	€ 150–250	Per event	€ 400–800	One-time investment	v.a. € 297
× 4 events/year	€ 600–1.000	× 4 events/year	€ 1.600–3.200	Cost years 2–5	€ 0
Cumulative 5 years	€ 3.000–5.000	Cumulative 5 years	€ 8.000–16.000	Cumulative 5 years	< € 400
Helium required	✓	Availability	—	Helium needed	✗
EPR levy 2025	✓	Logistics dep.	✓	EPR risk	✗
⚠ Rising costs		✗ Highest TCO		✓ Recommended	

## 03 CUMULATIVE COST DEVELOPMENT OVER 5 YEARS



Source: OSINT research Balloon Decorations in Education 2025 · Disposable costs excl. EPR levies 2025 · PilaMania excl. VAT

## 04 THREE ARGUMENTS — ONE FOR EVERY DECISION-MAKER

Based on OSINT analysis of procurement processes in European education 2025

<p><b>Facilities Management</b></p> <p><b>Set up in 30 minutes — by your own staff</b></p> <p>PilaMania products are modular and plug-and-play. Your own staff can assemble a balloon pillar in 30 minutes — without an external supplier, helium tank or logistical dependency. Compact enough to store in a standard supply cupboard. Latex-free: no risk of allergic reactions among students or staff.</p> <p><i>Source: OSINT 2025 — "Easy self-assembly (Plug &amp; Play)" as a modern procurement criterion.</i></p>	<p><b>Marketing &amp; Communications</b></p> <p><b>Flawless for months — in your exact school colours</b></p> <p>PVC balls retain their shape and colour for months — even during multi-day ceremonies. No oxidation, no deflation risk. Available in 27 PMS shades for a consistent, photo-worthy appearance that perfectly matches your brand identity.</p> <p><i>Source: OSINT 2025 — latex balloons "oxidise and deflate within 12–24 hours" (pain point #3).</i></p>	<p><b>Sustainability Coordinator</b></p> <p><b>SUP-compliant · EPR-proof · Reportable</b></p> <p>PilaMania uses no single-use plastic and no latex — fully in line with EU SUP Directive 2019/904. EPR levies that apply to disposable balloon producers from 2025 do not apply. 50+ reuse cycles: demonstrably circular and eligible for inclusion in sustainability reports.</p> <p><i>Source: OSINT 2025 — sustainability coordinators "can block projects that do not meet circularity requirements".</i></p>
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## 05 PRODUCT SPECIFICATIONS

Product	Price (excl. VAT)	Setup time	Warranty
Balloon Pillar	v.a. € 297	30 min (1 pers.)	5 jr frame / 2 jr ballen
Balloon Arch	v.a. € 997	45 min (2 pers.)	5 jr frame / 2 jr ballen
Balloon Signage Display	v.a. € 217	15 min (1 pers.)	5 jr frame / 2 jr ballen

27 PMS colours · helium-free · phthalate-free PVC · -20°C to +60°C · 50+ reuse cycles

**Request a no-obligation proposal**

Our partners will tailor the proposal to your school colours, event calendar and budget — without any obligations.

[pilamania.com/en/contact/](http://pilamania.com/en/contact/)

