

mood.
objects & rooms

TRADE PROGRAMME · 2027

TRADE CHANNEL GUIDE

From applying to receiving your order: how to get in, what each button does and how your price is calculated. With a quick-start page to keep at hand.

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The guide can be read two ways. If you are in a hurry, page 3 sums it all up in five steps. If you want to know what each button does, follow the pages in order: they run the way you would move through the website.

QUICK START

FIVE STEPS AND YOU ARE BUYING AT YOUR PRICE.

1

GO TO MOODOBJECTS.COM AND PRESS B2B

Top left, next to Menu. On mobile, inside the menu.

2

APPLY ONCE

A two-minute form. We check your VAT number and call you within 24 working hours.

3

LOG IN WITH YOUR EMAIL

No password: you get a six-digit code each time.

4

BUY AT YOUR PRICE

Website price −10 %; −15 % from €6,000 and −20 % from €15,000 per order.

5

TRACK EVERYTHING IN MY ACCOUNT

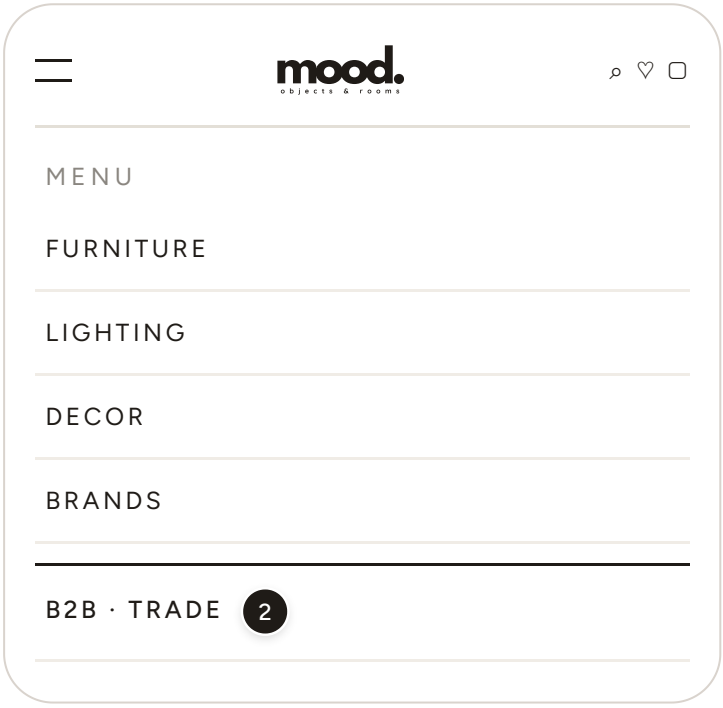
Orders, invoices, addresses and how much you have saved.

TRADE PRICE	FROM €6,000	FROM €15,000
−10 %	−15 %	−20 %
WHOLE CATALOGUE	ON THE WHOLE ORDER	ON THE WHOLE ORDER

1 GETTING IN: THE B2B BUTTON

The trade channel is part of moodobjects.com. There is no other website or address: one button takes you to your area.





1 **DESKTOP**

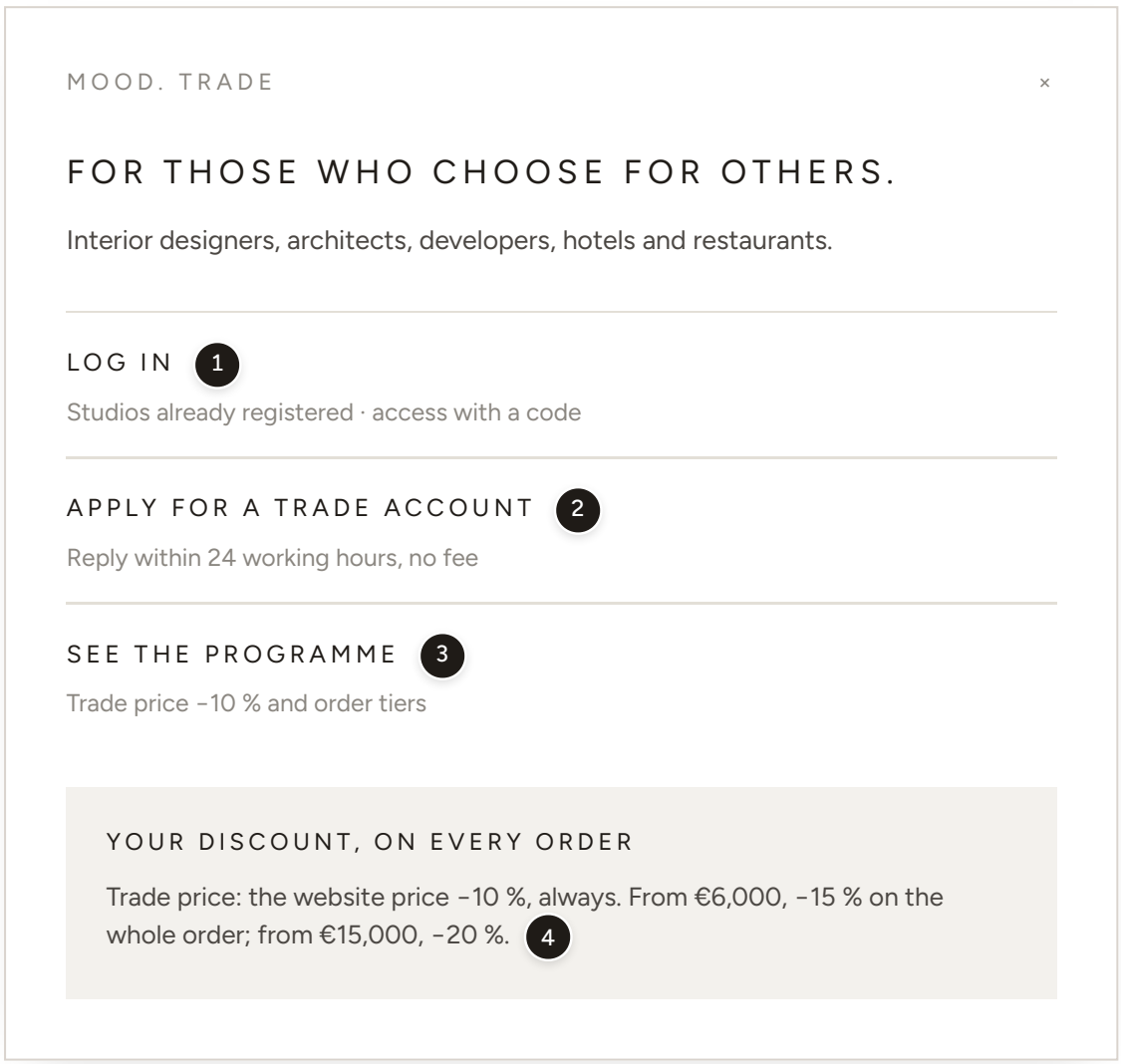
The word B2B, top left next to Menu. It is on every page.

2 **MOBILE**

Open the menu (the three lines) and tap B2B · Trade, at the end of the list.

2 THE TRADE PANEL

Pressing B2B opens a panel on the right. If you are already logged in, it shows your studio's name and takes you straight to the channel.



1 **LOG IN**
If your studio is already registered. It asks for your email and sends you a code.

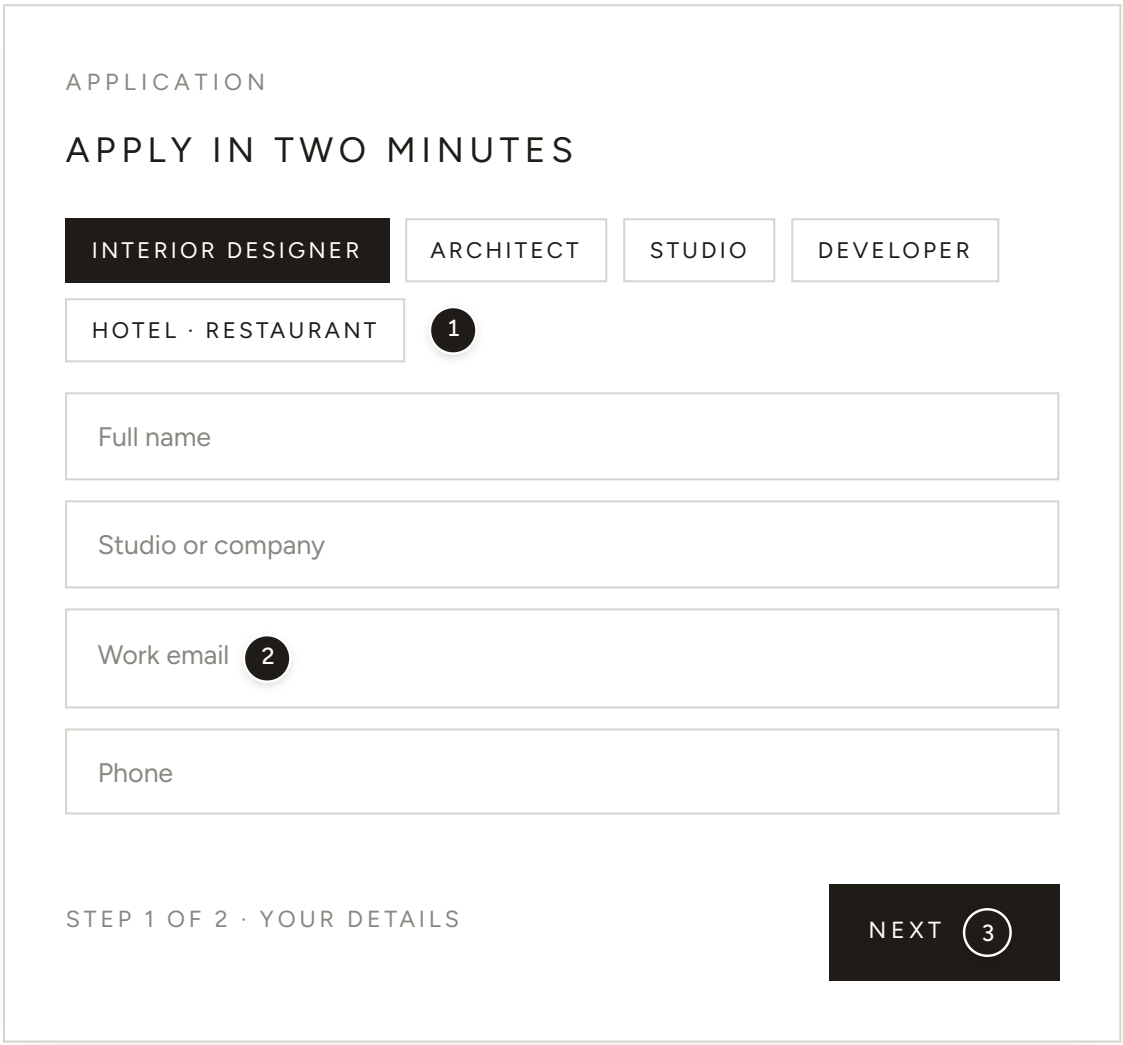
2 **APPLY FOR A TRADE ACCOUNT**
Opens the programme application form.

3 **SEE THE PROGRAMME**
Terms, tiers, service and FAQs.

4 **YOUR PRICE AT A GLANCE**
Always visible, so nobody is unsure how it is calculated.

3 APPLYING FOR AN ACCOUNT

Once per studio. The form is at the end of the Trade programme page.



1 **WHAT YOU DO**

Choose your profile: interior designer, architect, studio, developer, hotel…

2 **YOUR DETAILS**

Use the email you will log in with. Each person in the studio can have their own.

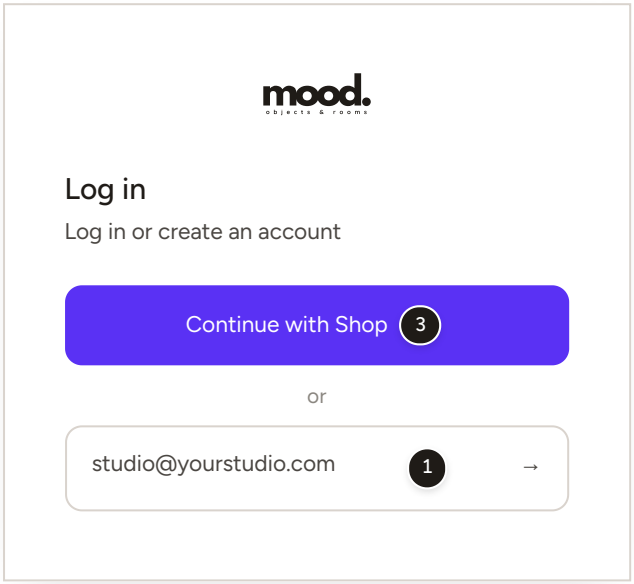
3 **STEP 2**

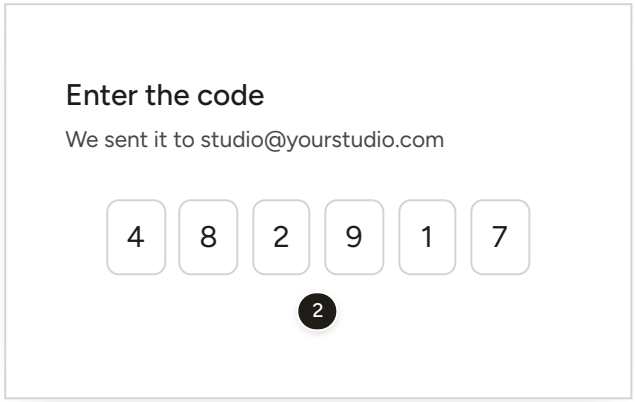
City, website or Instagram, VAT number and, if you like, a current project.

We call you within 24 working hours. Once the account is active you receive an email with your access, this guide and the dossier.

4 LOGGING IN WITH A CODE

There is no password to remember. Each time you log in, Shopify sends a six-digit code to your email.





1 **YOUR EMAIL**

The one you gave us when applying. Press the arrow.

2 **THE CODE**

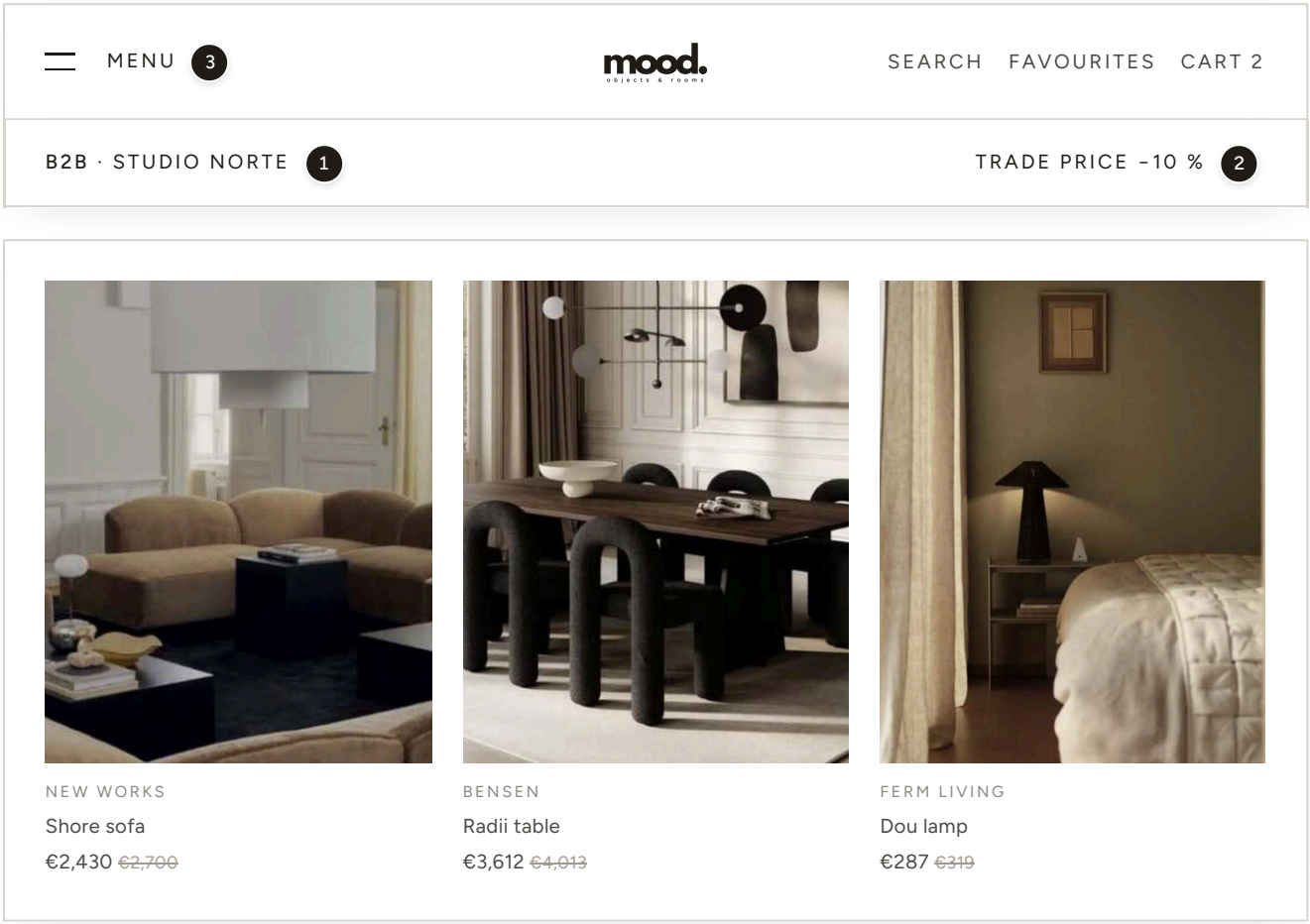
Find it in your inbox (and in spam, if it is slow) and type it in. Once accepted you are back on moodobjects.com, inside the channel.

3 **CONTINUE WITH SHOP**

This is Shopify's login with its Shop app. You do not need it: use your email.

5 INSIDE THE CHANNEL

You will know you are in because the website changes: white background, your studio at the top and your price on every piece.



1 **YOUR STUDIO**

The name of the company you logged in with.

2 **YOUR ACTIVE PRICE**

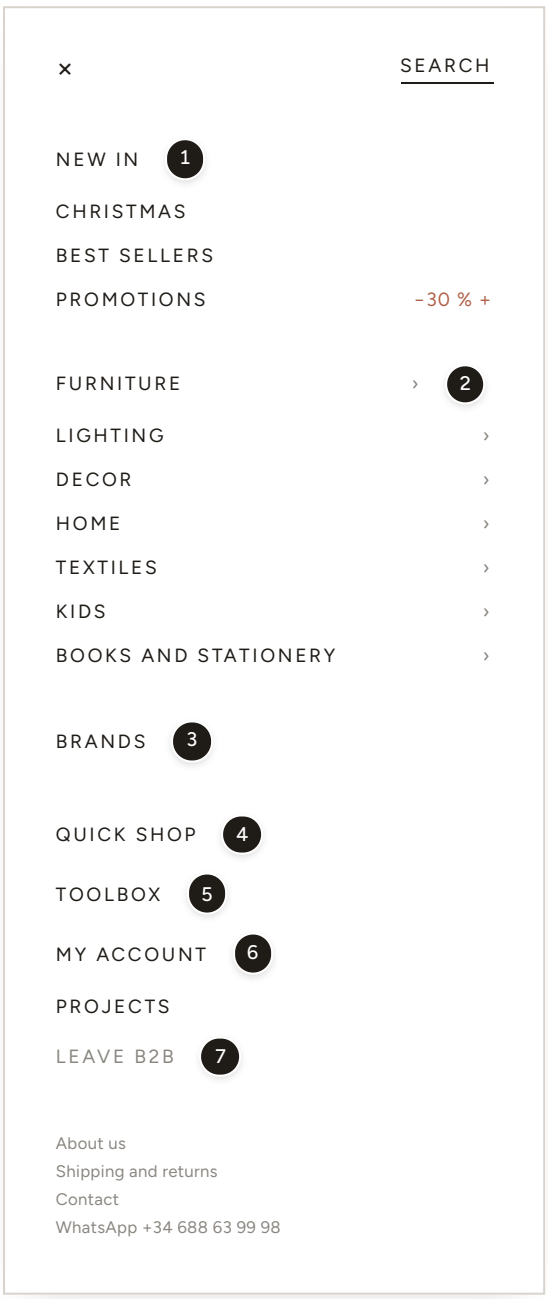
It starts at -10 %. It switches to -15 % or -20 % by itself when the cart goes over €6,000 or €15,000.

3 **MENU**

The Menu button, top left, opens the side menu. See the next page.

6 THE B2B MENU, BUTTON BY BUTTON

It opens on the left with the Menu button. It is the website menu, with your price on everything, and the trade block at the end.



1 **CAMPAIGNS**
New in, Christmas, Best Sellers and Promotions. In Promotions: −30 % off the retail price plus your trade discount.

2 **CATEGORIES**
Each one opens into its subcategories: furniture, lighting, decor, home, textiles, kids, and books and stationery.

3 **BRANDS**
All 24 brands, each with its catalogue.

4 **QUICK SHOP**
The catalogues in magazine format. Page 13.

5 **TOOLBOX**
Guide, dossier, photos, spec sheets and price lists. Page 14.

6 **MY ACCOUNT**
Orders, invoices, addresses and company. Page 15.

7 **LEAVE B2B**
Back to the consumer website without logging out.

7 YOUR PRICE AND THE TIERS

Your price is the price shown on the website minus 10 %. In Promotions, −30 % off the retail price and your trade discount on top.

TRADE PRICE · ALWAYS	ORDERS FROM €6,000	ORDERS FROM €15,000
−10 %	−15 %	−20 %
WHOLE CATALOGUE	ON THE WHOLE ORDER	ON THE WHOLE ORDER

PRICE EXAMPLE	
Lamp · website price (RRP)	€169.00
Your trade price (−10 %)	**€152.10**
In Promotions (−30 % off RRP, then −10 %)	€106.47

PER ORDER, NOT CUMULATIVE	
€3,000 order	−10 %
€8,000 order	−15 % on everything
€20,000 order	−20 % on everything
Next month, €300	−10 %

WHAT IT IS CALCULATED ON

The value of the pieces in the order, already at your trade price and excluding delivery. Prices include VAT.

CODES

Website discount codes are for consumers and cannot be combined.

EXCEPTIONS

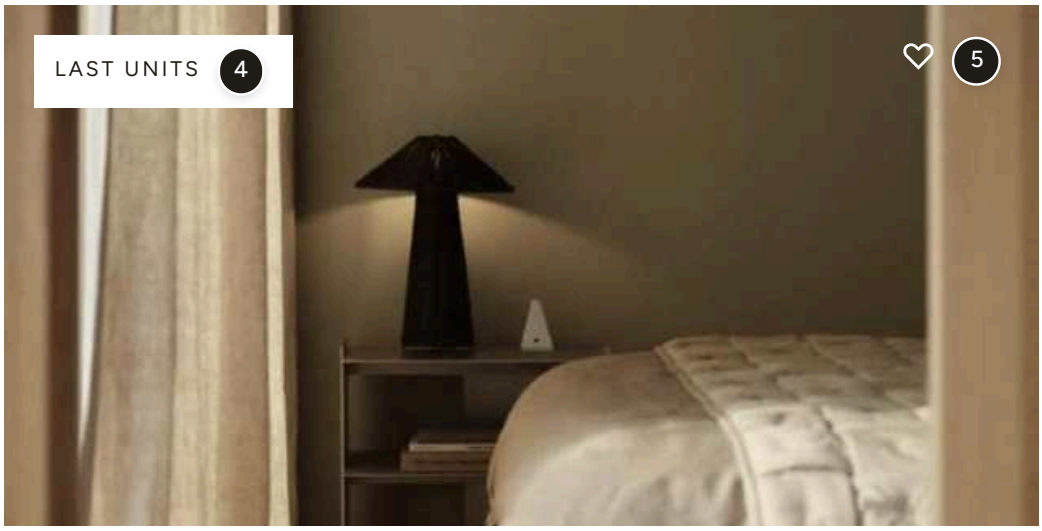
Vibia, Oluce and ORA at the website price. Contract (hotels, developers, full projects) at a fixed price.

QUOTES

Anything we agree in writing in a quote overrides this table.

8 BUYING ON THE WEBSITE

You browse as usual. Every card already shows your price and you can add it without opening the product page.



1 **YOUR TRADE PRICE**
The website price −10 %. This is what you pay, VAT included.

2 **STRUCK-THROUGH RRP**
The brand's recommended retail price, so you can see the difference.

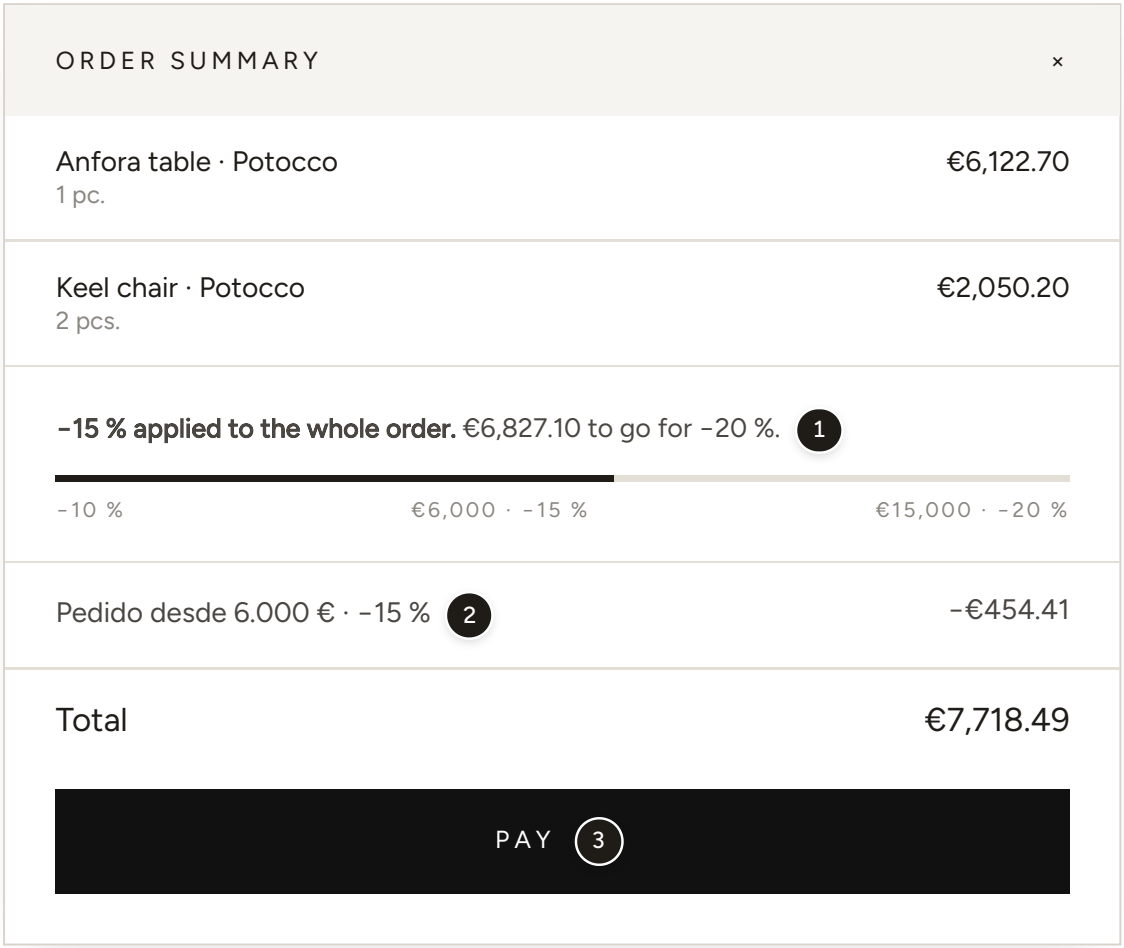
3 **ADD**
Choose finish and quantity and add from the card.

4 **AVAILABILITY**
In stock, last units or made to order with its lead time.

5 **FAVOURITES**
The heart saves the piece to your list. Hover to see the room photo.

9 CART AND CHECKOUT

The cart tells you which tier you are in and how much is left to the next one. The discount appears as a line, and the same at checkout.



1 **TIER BAR**

It moves with each piece. Past €6,000 or €15,000 the new tier applies to the whole order.

2 **DISCOUNT LINE**

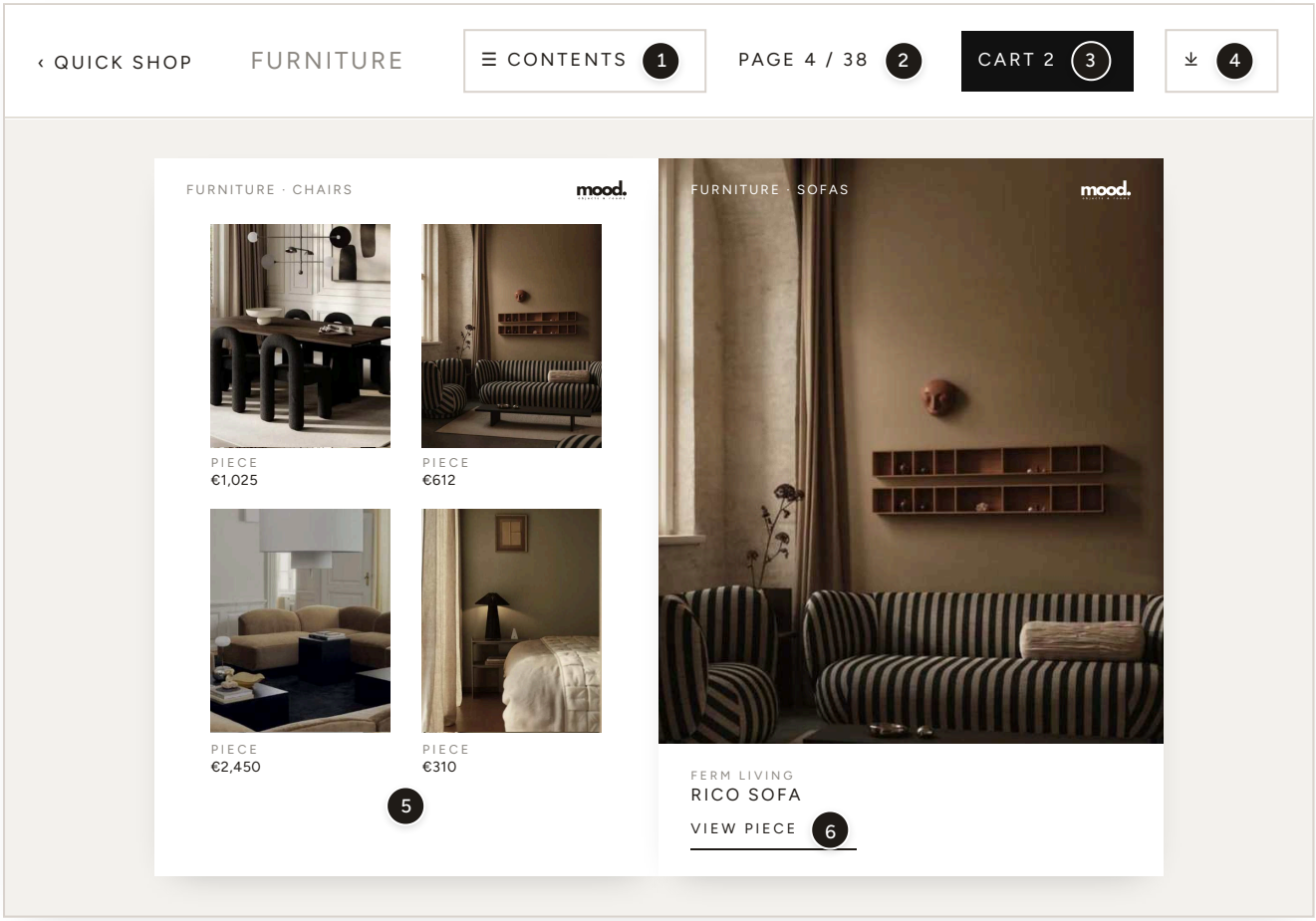
"Pedido desde 6.000 € · −15 %" or "Pedido desde 15.000 € · −20 %" (order from €6,000 / €15,000). If it is not there, the order is still at −10 %.

3 **PAY**

Your company details are already filled in. Pay by card or on the agreed terms (for example, 30 days).

10 QUICK SHOP

The catalogue in magazine format: New in, Promotions, Best Sellers, Deep Autumn and Christmas, sorted by type of piece, plus one catalogue for each category of the website.



1 **CONTENTS**

Opens the chapters with their photo on the right. Press one to go to its page.

2 **PAGE**

Turn pages with the arrows, the keyboard or by swiping on mobile.

3 **CART**

Whatever you add from the catalogue goes into the same cart.

4 **PDF**

Save the whole catalogue to send or print.

5 **FOUR PIECES PER PAGE**

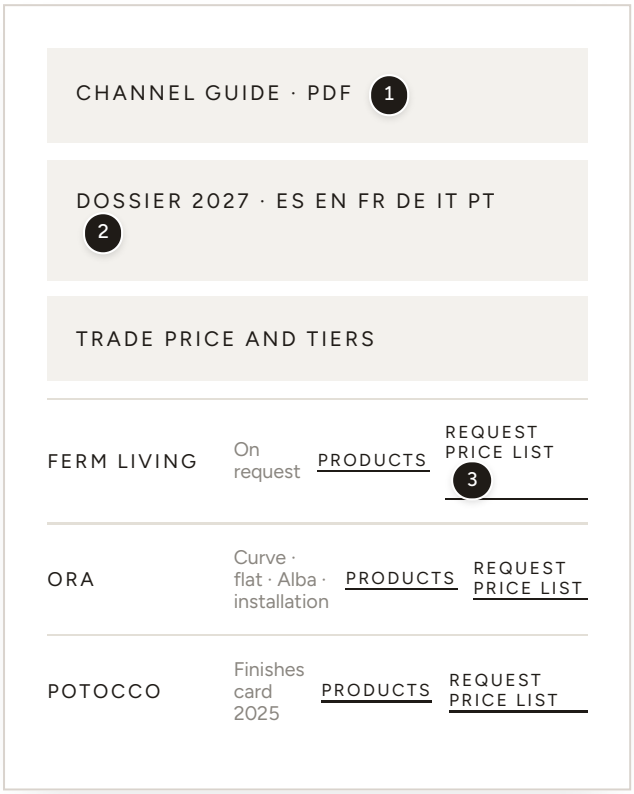
Press a piece: the quick view opens with finish, quantity and add.

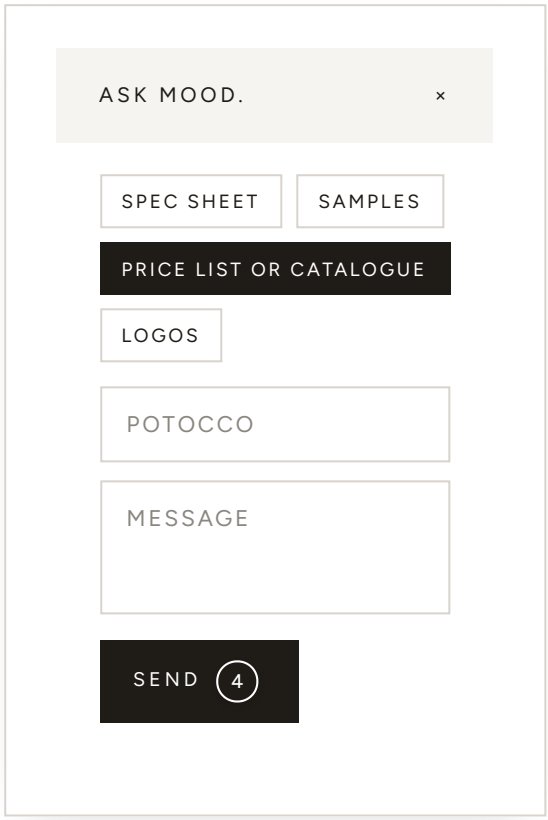
6 **FULL-PAGE PIECE**

Every few pages, a piece with its room photo. View piece opens its product page.

11 TOOLBOX

All the material to present mood. to your client, on one page.





1 **GUIDE**

This guide, online and as a PDF.

2 **DOSSIER**

To present to your client, in six languages.

3 **BRANDS**

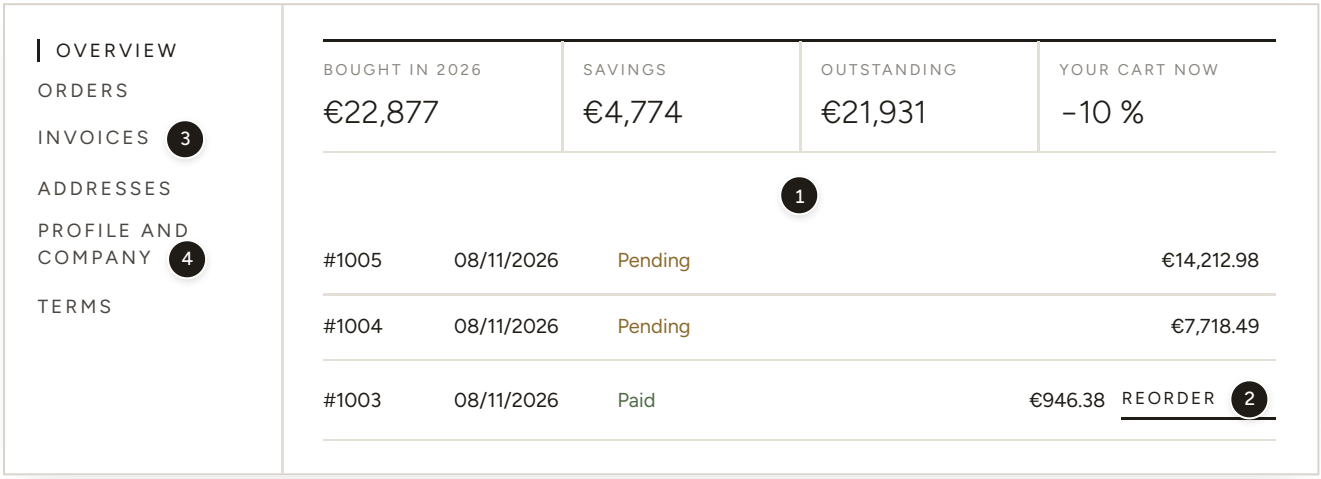
All 24, with the files already available to download. Request price list opens a form.

4 **ASK MOOD.**

Spec sheets, samples, price lists or logos: write here and we reply the same day. Without leaving the website.

12 MY ACCOUNT

Your company dashboard. Everything about your orders in one place, without going through other pages.



1 **FIGURES**

What you have bought this year, what you have saved, what is outstanding and your cart's tier.

2 **ORDERS**

With status and tracking. Expand one to see its pieces and reorder it in one click.

3 **INVOICES**

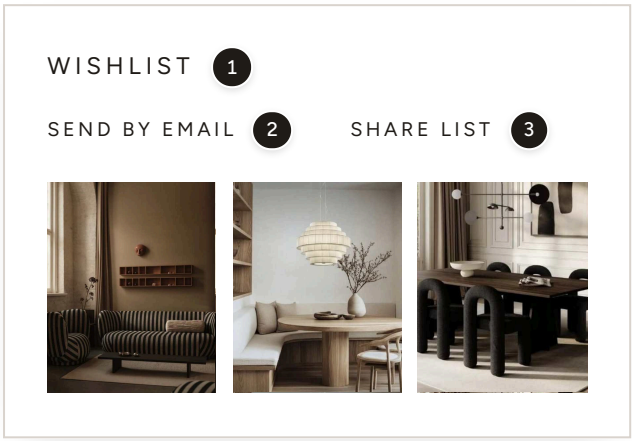
Each order with its invoice. View opens the mood.-designed invoice to save as PDF.

4 **PROFILE AND COMPANY**

VAT number, address, contact, payment method and how to add colleagues.

13 FAVOURITES AND SHARING

Save pieces for a project and share them with your client or your team.



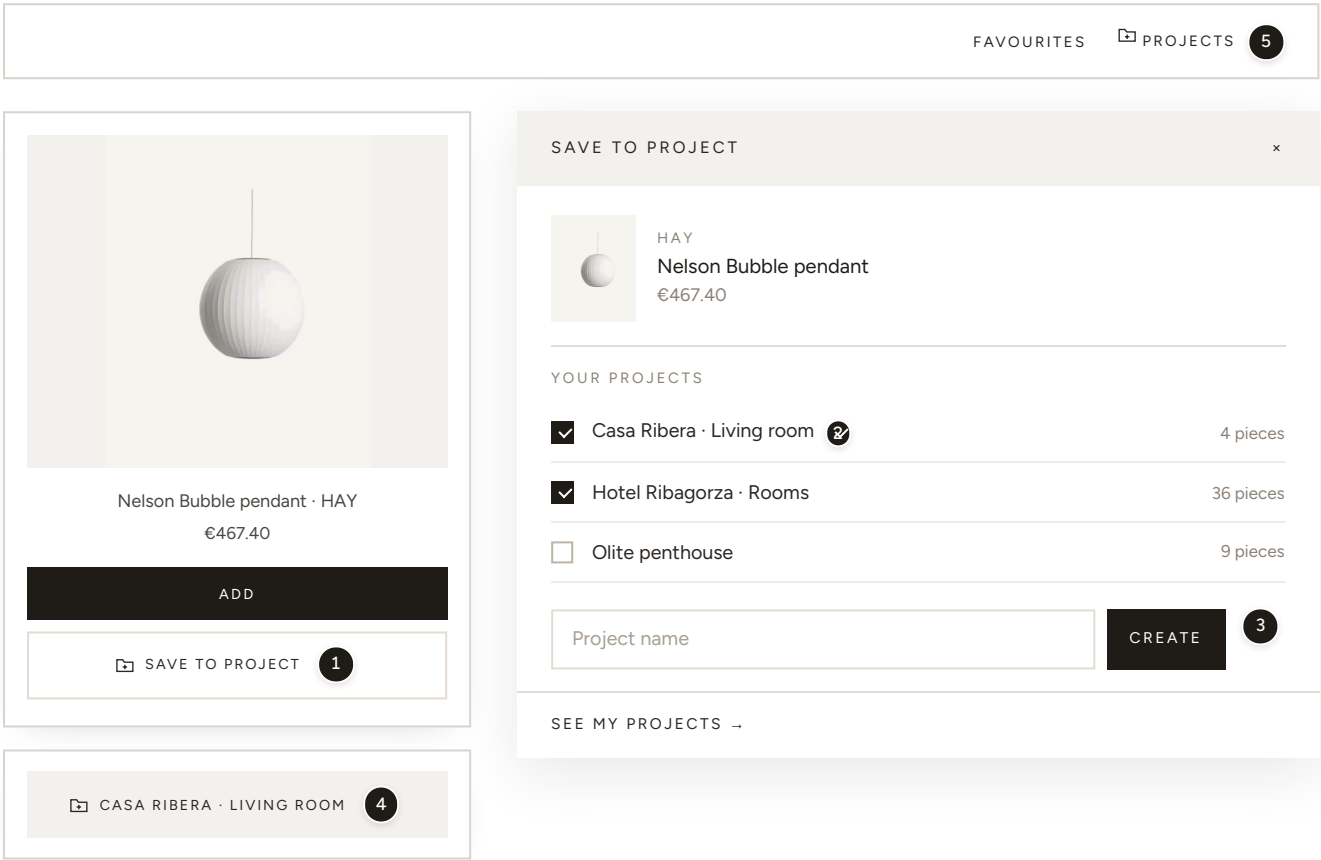
1 **YOUR LIST**
The heart on each card or product page saves the piece. The list is under Favourites, at the top.

2 **SEND BY EMAIL**
Send the list to any address from a panel on the right.

3 **SHARE LIST**
Opens the share panel: link, email, WhatsApp, Pinterest or Instagram.

14 PROJECTS: SAVING PIECES

One list per site or per client, inside your trade website. Created in a second and filled as you browse.



1 SAVE TO PROJECT

Below "Add to cart", on every catalogue card and product page. It saves the variant you have selected.

2 PICK PROJECTS

Tick one or several. The same piece can sit in a home's living room and in a hotel's rooms.

3 CREATE A NEW ONE

Type the site or client name and tap Create: the piece is saved straight away.

4 THE BUTTON REMINDS YOU

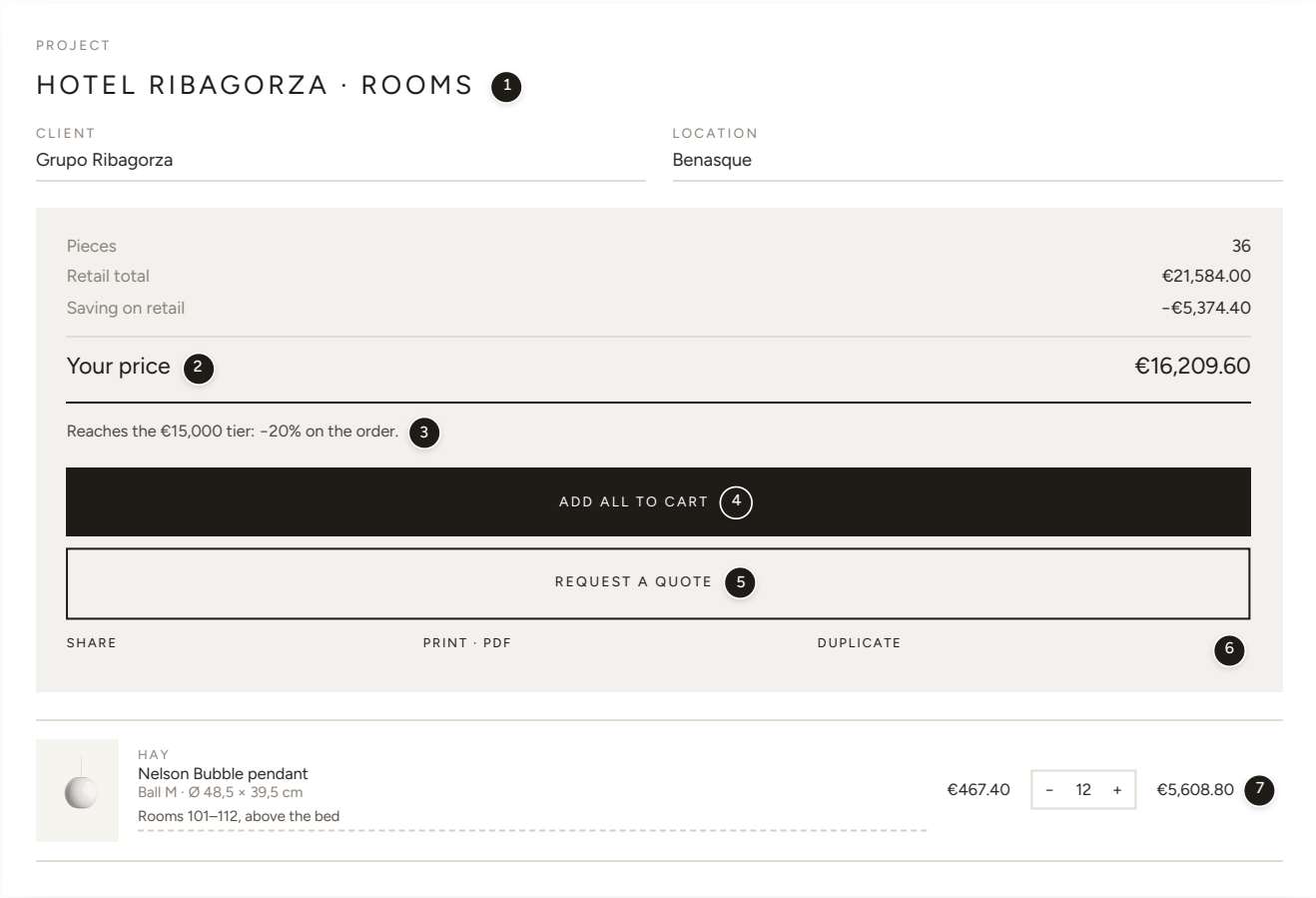
Once the piece is saved, the button shows which project it is in.

5 PROJECTS, AT THE TOP

Next to Favourites on desktop; in the B2B menu on mobile. The number shows how many projects you have.

15 PROJECTS: YOUR PROJECT

Each project is a page with its pieces, its totals and everything you need to move it on.



1 **NAME, CLIENT AND LOCATION**

Edit by typing over them. Project notes are for you.

2 **TOTALS**

Pieces, retail total, saving and your price. Prices refresh every time you open the project.

3 **ORDER TIER**

The bar fills towards €15,000. The text says which tier you are in and how much is left for the next.

4 **ADD ALL TO CART**

Sends every piece with its quantity. The tier applies in the cart.

5 **REQUEST A QUOTE**

Opens an email to hola@moodobjects.com with the list, quantities and the project link.

6 **SHARE, PRINT, DUPLICATE**

Share opens the panel with link, email and WhatsApp for your client or team; Print gives a clean PDF with prices and no website around it; Duplicate creates a variant to compare.

7 **QUANTITY AND NOTE PER PIECE**

Adjust units and write the room, finish or size. The × removes the piece.

Projects are kept in the browser of each device. To have them on another computer or on your phone, use Share › Copy link and open it there with your trade access: you will see “Save to my projects”.

16 PAYMENT, DELIVERY, INVOICES AND RETURNS

What you need to know for the order to arrive without surprises.

PAYMENT

By card when you confirm the order, or on the terms agreed with your company. Pieces made to order at the factory are confirmed once payment is received.

DELIVERY

Free from €100; furniture, from €1,000. In stock, 24 h to 7 working days; made to order, 2 to 3 weeks. To site, to your studio or to the end client. Coordinated delivery and assembly, on quotation.

INVOICES

In your company's name, with the registered VAT number. Sent by email and available in My account › Invoices.

RETURNS

The 14-day right of withdrawal is for consumers. If something arrives damaged, tell us within 48 h; anything else is looked at case by case. Made-to-order pieces cannot be returned.

EMAILS YOU RECEIVE

Application received, access granted, login code, order confirmed, quote, payment reminder and shipping.

SEVERAL PEOPLE

Write to us with each person's name and email. Each person logs in with their own code.

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ONE PERSON, FROM START TO FINISH.

Write to us about anything: a piece you cannot find, a lead time, a room-by-room quote.

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