



# BARNES

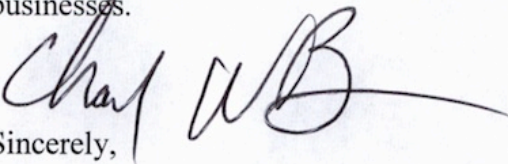
HEALTHCARE SERVICES

To Whom It May Concern,

SIB Development & Consulting Recently completed a review of Barnes Healthcare's fixed cost expenses. Every business tries to save money and we are no exception. So after hearing about SIB's process and realizing that it wouldn't cost us any money up front or much time at all, we decided to give it a try.

Signing with SIB has been a great decision; they have found a ton of savings for us in our waste and telecom spending categories in a variety of ways. They found us credits that were due to us, removed services we were paying for, but didn't need, and negotiated lower rates. And knowing that SIB is monitoring these new rates on an on-going basis means our staff can focus their efforts on other work.

After the success we've had, I wouldn't hesitate to recommend the SIB team to other businesses.

  
Sincerely,



1101 Ocilla Road  
P.O. Box 1287  
Douglas, GA 31534  
912-384-1900  
[coffeeregional.org](http://coffeeregional.org)

To Whom It May Concern,


At Coffee Regional Medical Center, we know how important it is to keep fixed-costs low in the healthcare industry.

With this goal in mind, we recently hired SIB Development & Consulting to do a review of the bio-waste services at our facility. After providing a minimal amount of bills, we were impressed to see SIB discern the full picture of our service structure. From there, they were able to recognize a billing error while at the same time negotiating our rates down to best-in-class levels. The final result was that they were able to do more than we ever expected – they got us a refund for our billing error and cut our bio-waste costs by 21%.

Because of this success, we have engaged SIB to look at eight more spending categories and we look forward to even more savings.

SIB has developed an effective, methodical approach toward cutting costs, and we benefited greatly from their expertise. Based on our experience, we would certainly recommend their services to others looking to streamline their fixed costs.

Sincerely,

  
Donny Bradshaw  
Decision Support/Cost Accounting  
Coffee Regional Medical Center

To all retailers, business owners, managers, and financial officers:

I would like to take a moment to recommend the great service provided by SIB Development & Consulting, Inc. In my recent experience working with SIB, I was very impressed by their diligence and their results.

My company, **eyecarecenter, OD, PA**, hired SIB to review expenses at our corporate office and 25 Optometry practices located in North Carolina. Based on the program that they presented to us, we anticipated that SIB would be able to get us a better deal on one or two of our vendor services. However, they exceeded our expectations and really hit a home run with their review.

SIB completed the review quickly and efficiently, and presented their findings in a detailed conference call with **eyecarecenter** management. We were thrilled to hear that SIB found us annual savings in the six figures, including huge savings on one of our largest expenses, credit card processing costs.

For any company seeking ways to cut expenses, partnering with SIB is a win-win situation.

Sincerely,



S. Karen Bullock, Finance Director



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at Northgate

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Dear Sir or Madam,

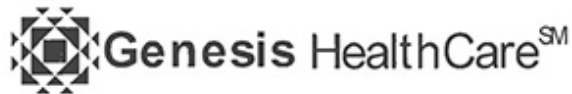
SIB Fixed Cost Reduction did a great job reducing fixed costs at our facility, and we would gladly recommend them to other senior living facilities. Their service model was a perfect fit for our operations and has left us in a much better position financially.

SIB's team seemed to know exactly which expenses to target, and succeeded in negotiating long-term price reductions in a variety of spending areas, including elevator maintenance, printer/copier maintenance, phone/internet service, and especially our cable television service.

We were able to implement these savings without changing our vendors or services, and the result is simply found money that will return a benefit to us for years to come. At every step of the process, we have been impressed by SIB's ability to find meaningful savings without disrupting our services or vendor relationships whatsoever. We are convinced that SIB provides a unique and valuable service to senior living facilities and any other companies with high operating costs.

Sincerely,

*Aandra Morgan*  
*Administrator*



101 East State Street  
Kennett Square, PA 19348  
Tel 610 444 6350  
Fax 610 925 4000

October 23, 2013

To all operations, procurement, and IT professionals:

I am writing to share a few details about my company's experience working with SIB Development & Consulting, and to offer a strong recommendation for their services.

My company, Genesis HealthCare, is one of the nation's largest skilled nursing and rehabilitation therapy providers. With over 400 assisted living centers across 28 states and over 75,000 employees, it goes without saying that we have a very complex and expansive network of external vendors and service providers, and expenses to match.

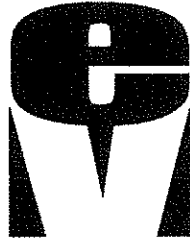
As someone who values stability and smooth operations above all, I was reassured by SIB's commitment to maintain or improve the services we wanted. However, I also value cost-efficiency, and SIB was able to achieve major savings across the board without diminishing our vendor services or relationships.

As my company's main liaison with SIB, I have enjoyed working with their team. I have found them to be friendly, professional, and responsive to my concerns. Their findings and recommendations were very clear and detailed which inspired confidence and left no doubts about their accuracy. Simply put I would gladly recommend SIB to other healthcare providers or any large corporation that could use some outside help to audit their expenses.

Best regards,

A handwritten signature in black ink, appearing to read "Jason Dobry", written over a large, stylized circular flourish.

Jason Dobry, MBA, CPSM  
Senior Director of Spend Management



**emerging-vision-inc.**

09/22/2015

TO WHOM IT MAY CONCERN:

Seeking to achieve a targeted reduction in some of our operating costs, our company enlisted SIB Fixed Cost Reduction to audit our vendors and service providers and find out if they have been overcharging us.

SIB worked diligently to find savings, and discovered that we were paying above-market rates for our document storage services. They also found that we were paying to store more documents than operationally or legally required, and advised us about which files to purge in order to reduce our consumption in the future. After issuing detailed recommendations and renegotiating our pricing to be more competitive, these steps led to a nice overall decrease in our monthly bills, as well as our future outlays.

Emerging Vision is a leading provider of eye care products and services, and operates one of the largest franchised optical chains in the country. Thanks to SIB, we will operate more cost-efficiently in the future, and we are glad to have worked with them. We would recommend SIB to any other franchised chain, or other large companies with multiple locations.

Sincerely,

Brian Alessi  
Chief Financial Officer

