

October 27, 2016

To Whom It May Concern:

MGC Insurance Defense is a multi-location law firm with approximately 150 attorneys spread across 13 offices throughout the Southeast. We pride ourselves on being a forward-thinking, metrics-driven enterprise, so SIB's mantra of reducing costs and increasing efficiency is very appealing to us.

Earlier this year, we enlisted SIB to review certain fixed costs at our locations. Their project turned up a number of interesting findings which have already starting producing savings, and we expect this reduction in our costs to have an impact for years to come.

SIB's initial audit revealed multiple billing errors from our vendors in excess of \$10,000, and SIB worked with them to correct the problems. SIB also used a variety of other methods, such as price negotiations, plan optimization, and elimination of unused services to save money with our vendors and service providers. Because of SIB's work, our monthly spend will be reduced significantly on our document storage, shipping, postage, and telecom costs.

Needless to say, SIB has been very effective and our decision to work with them was worthwhile. We also found their staff to be pleasant and professional, and we would not hesitate to recommend SIB to other law firms or any company looking to evaluate their operating costs.



Dana Eilrich
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