



To Whom It May Concern:

Our company recently worked with SIB Fixed Cost Reduction on a collaborative effort to review and reduce our expenses, and it has been a productive and enjoyable experience that has contributed to the financial health and strength of the company. With SIB's help, we have managed to lower our costs -- on services such as laundry, security alarm, phone/internet, and bank fees -- by tens of thousands of dollars annually.

SIB's approach is detailed and thoroughly professional, and they truly prioritize the client's experience. Their recommendations are clearly laid out, and they gave the best presentation I've ever seen from an expense reduction firm. SIB's reports show you the old and the new spending levels laid out right next to each other so it is easy to compare and contrast invoices, and it is clear exactly where the savings are coming from. SIB's system makes it easy to see where we started and where we are now, and their team provided incredibly valuable insight on the areas in which our costs were already optimized, and which areas presented opportunities to save.

The end result of the review, along with the savings, is peace of mind from knowing that our operating expenses are in line with benchmarked, best-in-class rates. Cost reduction is always a priority for our company, and when it comes to outside experts, SIB is the best in the business. I recommend them wholeheartedly.

Sincerely,

A handwritten signature in black ink, appearing to read "PA Acker", with a long horizontal line extending to the right.

Paul Acker
Chief Financial Officer
Snappy Salads Enterprises, LLC