
Tacala, LLC
A Franchisee
3750 Corporate Woods Drive
Vestavia, AL 35242
Telephone: 205 443 9600
Fax: 205 443 9700



October 17, 2014

To Whom It May Concern:

Tacala, LLC is a large owner/operator of quick service restaurants, with over 200 franchised locations. We recently wrapped up an audit of our fixed costs with SIB, and we are writing to attest to the success of their review and the quality of the work they produced.

SIB reviewed a wide variety of services and expense areas for the company, and found multiple savings opportunities, most of which added up to thousands of dollars in monthly savings. SIB's work reducing our bank fees in particular has been extremely lucrative for Tacala.

SIB's team was easy to work with, and they respected our preference to retain services with our current vendors. This preference did not seem to be a hindrance at all on their performance, as the rate reductions they negotiated were considerable.

When SIB presented their recommendations, they did so with precision and clarity, and were available to answer our questions. Overall, their approach was very reassuring and inspired confidence among our management team. If given the chance to do it again, we would readily choose to undergo a fixed cost review from SIB, and we will recommend them to other QSR franchisees in the future.

Sincerely yours,

A handwritten signature in black ink that reads "Ragan Cain".

Ragan Cain, Treasurer
Tacala, LLC
(205) 443-9634
ragan.cain@tacala.com

Whiteford's Inc.
April 10, 2013



To whom it may concern,


Whitefords, Inc. is an owner/operator of several restaurant concepts, including KFC, Arby's, and Taco Bell. We signed up for an SIB review because we are always looking for extra savings and we figured we would have nothing to lose.

904 Montague Avenue
Greenwood, SC 29649
Tel 864 943 2000
Fax 864 943 2002

The team at SIB made us glad to have signed up with them. They were courteous and professional, and ended up saving us tens of thousands of dollars annually. As a fast-food franchisee, I appreciated the fact that SIB took the time to examine the distinct needs of my particular business. They knew to target cost savings in areas like grease trap cleaning and hood cleaning, whose recurring costs have a tendency to add up in this industry.

After experiencing an SIB review, I now understand why SIB came so highly recommended. The experience was very positive for Whitefords, Inc., and I would be happy to serve as a reference to other companies considering an SIB review.

Sincerely,


Jake Razor, III



Carolina Taco Inc and Prepared For You Inc.
1443 W. Main Street
West Union South Carolina 29696
(864) 638.2490 phone (864) 638.9115 fax

To Whom It May Concern,

As a Taco Bell franchisee, I have a variety of expenses at the restaurant locations owned and operated by my companies. The monthly bills I get represent the cost of doing business, but like anyone else, I'd like them to be as low as possible. That's why I hired SIB Development & Consulting to review my costs.

SIB's team was friendly and professional, and they didn't waste any time coming up with recommendations to get my companies' costs under control. They made things easy on me by serving as my single point of contact for all vendor services and contract renegotiation. I found their recommendations to be clear, reasonable, and lucrative in terms of tangible savings that my companies will benefit from right off the bat.

In summary, I've enjoyed working with SIB and I would recommend their services to other Yum Brands franchise owners.

Sincerely,

A handwritten signature in purple ink that reads "Gary Fellers". The signature is written in a cursive style with a large, sweeping flourish at the end.