



SUFFOLK
UNIVERSITY

JOHN A. NUCCI
VICE PRESIDENT
EXTERNAL AFFAIRS

September 23, 2010

SIB Development & Consulting
9 Transom Court
Charleston, SC 29407

To Whom it May Concern:

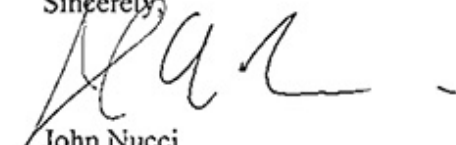
Thanks so much for conducting a detailed waste audit for Suffolk University. We appreciate the fact that the gathering of information was completed by your staff in a minimal amount of time, and did not interfere with our duties. Your staff was, and still is, very professional and thorough.

Your staff was able to locate significant savings for our university of 10,000 students. SIB worked tirelessly on our waste removal bills, and they continue to track them to make sure no unnecessary overbilling re-surfaces.

We were very impressed with the professionalism of SIB's team. The audit was not an intrusion, required no budgeting, and we are only paying SIB a percentage of found savings.

Again, we appreciate everything.

Sincerely,



John Nucci
Vice President of External Affairs



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June 13, 2016

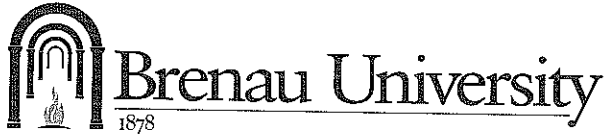
To Whom It May Concern:

When our staff met with SIB Fixed Cost Reduction last fall, we were very impressed with their qualifications, and we knew they could be of assistance to Manor College. We quickly signed up to undergo SIB's review process, and the outcome has made a positive impact on our finances.

SIB took the lead in reaching out to our vendors and service providers, and succeeded in negotiating much lower rates compared to what we had been paying. Thanks to the multiplier effect of continuous monthly savings, the benefits of SIB's review start to make a big difference when you consider their impact over the course of several years.

We understand that SIB's typical client is a larger organization in the private sector, often with multiple locations, and Manor College is a little different. However, the fact that they could apply their process and find savings for us means that SIB's business model is well-suited to virtually any type of company or organization with regular monthly expenses. Their review process was valuable and worthwhile, and we would recommend them to other colleges, universities, and similar organizations.

Sincere regards,



Office of Information Technology

January 4, 2017

Re: *Letter of Recommendation*

To Whom It May Concern:

Brenau University hired SIB Fixed Cost Reduction to review and reduce our fixed costs, and they have succeeded in delivering a real and positive impact our operating budget. We have had a very good experience with SIB and would recommend their team to any company, organization, or institution of higher education.

The depth of SIB's expertise was especially clear in the area of telecommunications, where they identified many potential savings opportunities adding up to tens of thousands of dollars a year. SIB corrected a recurring billing error, negotiated better pricing from our service providers, and identified inactive phone lines we could cancel to save money. SIB's approach was very detailed and comprehensive, which is what enabled them to create such impressive results.

We enjoyed going through SIB's process, and we feel it has been genuinely beneficial to the university. Any institution like ours has a variety of vendors, contracts, services, and expenses, and SIB is a valuable and capable partner in helping to get a handle on these expenses and optimize them.

Sincerely,



Chip Andrews
Vice President and CIO
Brenau University