



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