

DAN SCHNEIDER

Entrepreneur • CEO • High School Dropout



Dan Schneider is a serial entrepreneur whose unconventional style has built multiple companies into success stories. He is founder and CEO of the SIB family of companies, all of which aim to reduce expenses for companies in a variety of industries.

At age 16, Schneider dropped out of high school and began working in B2B sales for the mobile phone industry. Sensing an opportunity in a rapidly-growing industry, Schneider struck out on his own and founded his first business, Main Street Cellular, at age 18. In doing so, he became the youngest person ever to be signed to a direct retailer contract by any mobile phone company. Main Street Cellular quickly expanded to 12 retail locations in the greater Philadelphia region. Schneider later formed Main Street Assets, an international wholesaler working with major cellular companies to liquidate excess inventory. After two years, the new venture grossed more than \$35 million in total revenue.

Recognizing the importance of minimizing overhead costs, Schneider founded [SIB Fixed Cost Reduction](#) in 2008. SIB Fixed Cost Reduction specializes in reducing monthly expenses for companies. SIB only shares in the savings they find, and clients are not billed until savings are realized. SIB now has offices in Charleston, South Carolina and New York City and has analyzed over \$3B in spend across more than 50,000 locations nationwide. This expertise across a variety of industries and audit categories allows SIB to effectively rectify billing errors and negotiate lower pricing for clients without changing vendors or service levels across dozens of spend categories, including telecom, utilities, waste removal, bank fees, maintenance contracts, and more.

In 2015, Schneider launched [SIB Lighting](#) after acquiring a Florida lighting company. As part of SIB's mission to reduce clients' expenses, SIB Lighting is a full-service LED lighting consultancy that specializes in saving money for large facilities through the installation of energy-efficient lighting and lighting control systems.

In 2016, Schneider co-founded [mōvī healthcare](#). mōvī is a software application to help hospitals and senior living facilities to better manage and track their patients' non-emergency medical transport services, preventing billing errors and saving money.

In 2018 Schneider expanded the company even further by acquiring a stake in what is now [SIB Legal Bill Review](#), which helps organizations manage their legal invoices and identify overcharges and billing errors, ensuring that clients are receiving maximum value from their legal service providers.

In 2019, Schneider joined the board of AscendRx, a partner company of the Medical University of South Carolina that helps health systems reduce pharmacy spend with real-time analytics and expert advice.

Known for his straightforward candor and his non-traditional approach to business, Schneider and his companies have been featured in The New York Times, USA Today, CNN, Forbes, Fox News, MSNBC, Business News Daily, Investor's Business Daily, NPR, CBS Radio and more. He splits his time between New York City and Charleston, South Carolina.

Connect with Dan on LinkedIn: www.linkedin.com/in/danielaaronschneider