
Tacala, LLC
A Franchisee
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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". The signature is fluid and cursive, with a large initial "R" and a stylized "C".

Ragan Cain, Treasurer
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