



SIB Fixed Cost Reduction Case Study

Strategic Partnership Streamlines Savings for Franchisee



Who is
ADT Pizza?

Formed in 2018, **ADT Pizza** is one of the top 10 Pizza Hut franchisees. With 200 locations across the US and plans to expand to a new brand in the near future, the executive team knew they needed a way to track and manage costs across their operations.

The Background

ADT was introduced to SIB Fixed Cost Reduction through InfoSync, a leader in accounting, payroll and reporting services for the restaurant industry. The partnership between SIB and InfoSync offers clients a powerful cost management solution. By combining the spend visibility from InfoSync's software dashboard and the cost reduction expertise of SIB's team, SIB can streamline savings for InfoSync clients.

At a Glance



\$172,000

In total savings



200 Locations

Reviewed during analysis



What was great for us was that the partnership between SIB and InfoSync was seamless. The dashboard had most of the needed info and acted as a turn-key solution to get us moving quickly.

Nicole Franciol
Director of Finance
ADT Pizza



The Savings Solution

With access to ADT's InfoSync account, SIB's expert analysts were quickly able to identify opportunities for rate reductions in multiple spend categories. Using our nationwide database of benchmark pricing, SIB works with incumbent vendors to secure best-in-class pricing. SIB begins the review process with a historical audit, and the timeline is significantly reduced for InfoSync users because the information needed is readily available in the InfoSync portal.

In addition to rate reductions, SIB identifies overcharges and secures refunds for clients. Although ADT had plans to transition to a VoIP system, SIB could see from the InfoSync data that ADT's past telecom spend was higher than it should be. The review uncovered prior overcharges, and SIB's telecom team was able to recover the full amount. Had we not acted quickly, once the transition was finalized, those credits would have been lost.

The Results

SIB secured \$172,000 in annual savings for ADT for phone and internet, propane, waste removal and bank fees. By engaging SIB, ADT was able to focus on important initiatives such as guest experience and their upcoming acquisition while SIB handled the savings. As they look to the future, ADT can also rest easy knowing that SIB will ensure costs for their new locations are optimized as quickly as possible.



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