

Reduce costs and keep operations running smoothly for multiple locations across a broad geography.

SIB is the leading provider of cost reduction and contract compliance services to operating groups of multi-site franchisee locations.

11-34%
average savings

15+
spend categories

500,000+
pricing benchmarks

\$0
upfront costs

Restaurants • Retail Stores • Automotive Service Centers • Fitness Centers

Turn-Key Services to Increase Profitability without Changing Anything.

- > Vendor negotiations
- > Strategic contract audits
- > Rate and service level optimization
- > Savings sustainment / ongoing vigilance

Realize 11-34% Average Savings in the Spend Categories We Oversee.

- > Banking Fees **34%**
- > Waste & Recycling **31%**
- > Telecom **28%**
- > Merchant Services **27%**
- > Payroll Processing **24%**
- > Laundry / Uniforms **16%**
- > Utilities **11%**
- > Property Taxes **8%**

How You Win

- ✔ Improve profitability with zero business disruption.
- ✔ Save meaningful dollars per month on 15+ indirect spend categories.
- ✔ Optimize vendor contracts, maintain relationships, and eliminate billing errors.
- ✔ Realize enterprise uplift value without risk—we share only in a portion of the savings we achieve with fees held below the line.

Why SIB?

- ✔ We work with your vendors—we strengthen relationships, find savings, and negotiate better pricing on your behalf.
- ✔ We are completely objective.
- ✔ We're not a vendor or affiliated with any.
- ✔ We operate in the background with complete objectivity and a frictionless approach.
- ✔ No heavy lift on your part to achieve savings.

See if We're a Good Fit. Take the First Step Now.

Submit your Vendor Transaction Data—a trailing 12 month look at all vendors you pay. We show you how much you spend in each expense category and list out all vendors. We provide recommendations on areas that we can impact with projected savings.

Contact Us 

Franchisee Owners and Operators with Multi-Site Business



Client Examples

> Automotive Services Franchisee

Savings: Property Tax and Merchant Services

- \$2.1 million in total Jiffy Lube franchisee savings.
- 655 Jiffy Lube locations reviewed for 15 Jiffy Lube franchisees.
- Property Tax reviews and appeals resulting in a reduction in annual property tax burdens by 7-40%. Reviewed property tax records and performed market value analysis of real estate portfolios.
- Merchant Services – saved an average of 28%.

> Fitness Center Franchisee

Savings: Laundry, Telecom, Propane, Business Personal Property Tax

Services: Energy Procurement, Utility Bill Pay

- \$812,000 savings achieved.
- 195 locations reviewed from three franchisee groups.

> Furniture Store Franchisee

Savings: Telecom, Propane, Solid Waste, Document Storage/Shredding, Elevator Maintenance, Bank Fees, Merchant Services

- \$699,000 savings achieved.
- 85 locations reviewed from three franchisee groups.

> ADT Pizza, Top 10 Pizza Hut Franchisee

Savings: Phone/Internet, Propane, Waste, Bank Fees

- \$172,000 for phone, internet, propane, waste removal, and bank fees.
- 200 locations reviewed.
- Thousands in telecom credits realized prior to a new VoIP system transition.

> Multi-Site Restaurant Chain

Savings: Electricity, Natural Gas

Services: Utility Rate Analysis and Energy Procurement

- Engaged suppliers via RFPs for electricity and natural gas pricing.
- Saved \$700,000 over a three-year period.
 - Electricity savings from 8-26% across five utility companies worth \$292,000.
 - Natural gas savings from 15-41% across four utilities companies worth \$403,000.

