

Cost Reduction

Case Study

## Strategic Partnership Streamlines Savings for Restaurant Franchisee

### Client

Formed in 2018, ADT Pizza is one of the top 10 Pizza Hut franchisees with 200 locations across the U.S. and plans to expand.

### Challenge

ADT's executive team needed a way to track and manage costs across their operations. InfoSync, a provider of accounting, payroll, and reporting services for the restaurant industry, introduced ADT to the team at SIB.

### Solution

Review ADT's vendor transaction history and quickly identify opportunities for rate reductions in multiple spend categories.

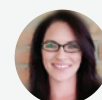
Using our nationwide database of benchmark pricing, SIB identified overcharges and secured refunds for any billing discrepancies and worked with incumbent vendors to secure best-in-class pricing. By granting SIB access to ADT's InfoSync account, our timeline was significantly reduced since all the historical information was readily available inside the InfoSync portal.



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

Nicole Franciol

Director of Finance, ADT Pizza



During the engagement, we learned that ADT had plans to transition to a new VoIP system. We could see from the InfoSync data that ADT's past telecom spend was higher than it should be. The review uncovered prior overcharges and the SIB telecom team was able to act quickly and secure all credits before the transition to the new system was finalized.

## Results

SIB secured \$172,000 in annual savings for ADT Pizza for phone and internet, propane, waste removal and bank fees. This allowed the ADT Pizza leadership team to focus on other important initiatives such as guest experience and an upcoming acquisition while we delivered cost reductions.

### Savings Highlights:

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

SIB continued to review, monitor, and validate rates to ensure that the savings stay in place.



### InfoSync and SIB work together to serve and support restaurant owners and operators.

Multi-unit companies often find Accounting, Payroll, and Benefits Administration to be frustrating and expensive. InfoSync provides the people, processes, and technology so leaders can focus on their core business. InfoSync works with operators of more than 10,000 locations across 90 brands trust to reduce costs, provide access to enterprise systems and technology, and deliver industry expertise so leaders can shift their focus to leading their company toward success.

Visit [www.issvc.com](http://www.issvc.com) to learn more.

## About SIB

SIB reduces your company's costs by 11-34% in the 15 spend categories we oversee, typically without changing your vendors or service levels. We leverage data from 500,000+ pricing benchmarks, deep industry expertise in each spend category, and ongoing spend management discipline to find, capture, validate, and sustain savings that dramatically improve your bottom line. Learn more about SIB and our family of brands with deep expertise and additional services in the categories we oversee: [Cost Control Associates](#), [Vector](#), [Shipware](#), and [Sage Management](#).

