

Focus on hotel guest experience and allow SIB to tackle troublesome spend areas.

The talents of general managers are best put toward guest experience and running day-to-day operations. SIB has the data, time, and experience, to reduce the rising cost of services without changing existing vendors or service levels.

4,100+
hotel facilities
reviewed

11-34%
average
savings

15+
spend
categories

500,000
pricing
benchmarks

\$0
upfront
costs

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%
> Elevator Maintenance	24%
> Linen / Laundry	16%
> Software/SaaS	12%
> Utilities	11%
> Property Taxes	8%
> Food Costs	5%

Turn-Key Services to Increase Profitability without Changing Anything.

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

How You Win

- ✔ Save meaningful dollars per month on 15+ indirect spend categories.
- ✔ Reduce hard-to-manage costs for services that fall outside the purview of GPOs.
- ✔ Free up time for GMs and regional managers who often lack the time, expertise, or data to tackle analysis and negotiations in these spend areas.
- ✔ Ensure staff can focus on guest experience and growth.

Why SIB?

- ✔ We work with your vendors to 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 

Representative Sample of Hotel Clients.



Case Examples

At SIB, we understand the hotel expense model and understand the myriad amount of small contracts and how to negotiate them to the best possible cost level.

> REIT that Owns and Operates Income Producing Properties

Savings: Food Costs, Phone/Internet, Payroll Processing.

- \$125,000 in annual savings.
- 20% savings on food cost savings with current vendor, Sysco.
- 7% savings on phone/internet rate reductions with current vendors, maintained service levels.
- 10% savings on payroll processing, rate reductions with current vendors, and maintained service levels.

> Stonebridge Companies with 70 Properties

Savings: Waste Removal, Music Service.

- \$90,000 in annual savings.
- Range of 17%-76% in waste removal savings for the six affected locations – clean bill of health for 63 locations.
- 43% in music savings.

> Wheelock Street Capital Real Estate Private Equity Firm

Savings: Phone, Internet, Waste, Credit Card Processing, Elevator Maintenance, Document Storage.

- Executed contracts more efficiently than they could do on their own.
- Identified several contracts for cost savings opportunities.
- Kept all changes “guest neutral” and saved money on their behalf.



SIB is a proud referral partner with M3, the #1 provider of hotel accounting industry software across North America.

