

Comprehensive Services Overview

# Spend Smarter

SIB is the leading cost reduction and contract compliance services firm. We empower business leaders in mid-market, enterprise, and private equity companies with access to benchmarking data, technology, and spend category expertise that improves profitability by leveling the playing field with service providers.

**\$4 Billion+**  
in savings delivered

**8,000+**  
clients served

**500,000+**  
pricing benchmarks

Most companies don't have the time, technology, or internal resources to vigilantly monitor hundreds of complex bills and contracts for savings opportunities across complex spend categories.. But SIB does.

- > Identify and eliminate billing errors
- > Mitigate price creep
- > Recover extraneous fees and surcharges
- > Capture outstanding service credits
- > Resolve service disputes
- > Rightsize services to demand
- > Eliminate unfavorable contract language
- > Optimize rates, terms, and conditions

## Secure and maintain the best prices, terms, and conditions from your current service providers.

The SIB portfolio of [companies](#) delivers support and expertise in every critical area of your spend.



### Contract Compliance

Generate immediate and ongoing cost savings by holding vendors accountable to their service promises and pricing commitments and recouping credits for costly billing errors.



### Cost Reduction

Reduce business costs to increase profitability by an average of 11-34% across multiple spend categories without changing vendors or service levels.



### Logistics Optimization

Leverage data analytics, proprietary benchmarking, and decades of carrier negotiating experience to turn shipping into a competitive advantage.



### Private Equity Value Creation

Reduce indirect spend without friction or risk and close EBITDA gaps while keeping portfolio management focused on growth.



### Utilities Management for Energy, Waste, and Telecom

Manage change and complexity, save money, and prepare for the future with optimized contracts and modernized solution designs for essential business services.



### Blockchain

Embrace the future and eliminate telecom billing and ordering challenges with accurate-rated inventories, self-funded smart contracts, and the industry's only live blockchain solution.

## Smart Spending Results

SIB knows how to get results for businesses just like yours. [Explore more examples >](#)

### > Private University

#### \$13 Million Saved

- Provided complete visibility into their IT infrastructure.
- \$10M in telecom billing errors.
- \$3M in IT billing errors.
- Reduced recurring monthly service provider expenses from \$350K to \$50K.
- Offset the back-bill liability disputes resulting in a net gain of \$6M.

### > Rapidly Growing Discount Retailer

#### \$6.75 Million in Lost Revenue Avoided

- Streamlined open + close utility services.
- Eliminated a 5-month backlog in transferring services.
- Avoided costly shutdowns and loss of perishable products.

### > Large National Acute Care Provider

#### \$6 Million Saved

- \$600,000 average savings in medical gases, shipping, telecom services, utilities, waste removal, and payroll processing.
- \$100,000+ class action lawsuit recovery.
- Significant credit recovery on propane and cable TV.

### > International Fashion Retailer

#### \$1.1 Million Saved

- New 3PL fulfillment partner identified and implemented.
- 80% of U.S. duties and taxes eliminated.
- Reduced costs, enhanced operations, and positioned for growth.

## Spend Less for Your Current Business Services Without Changing Vendors, Operations, or Service Levels.

Virtually every company significantly overspends in multiple key categories. SIB clients capture double-digit savings when they trust SIB to optimize, audit, achieve, and maintain the best rates, terms, and conditions.

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



Insurance



Telecom



Medical Supplies



Treasury Fees & Merchant Services



Payroll Processing



Utilities



Property Taxes



Shipping and Fulfillment



Waste & Recycling

For additional areas of operating expense [go to our website >](#)

## Industries We Serve

Our diverse list of clients spans every industry and size. But they all share the desire to drive profitability and realize the greatest value from every dollar spent.

- > Franchisee / Multi-Site Operators
- > Government
- > Healthcare
- > Hospitality
- > Manufacturing
- > Multifamily
- > Restaurants
- > Retail
- > Senior Living
- > Telecommunication Carriers

## Take Control of Your Spend Today

Get started easily and quickly with a no-risk, comprehensive evaluation of your vendor transaction history and put our capabilities to work.

[Contact Us](#)

The SIB platform of companies delivers support and expertise in every critical area of your spend →

