

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.

\$74M

in average annual
client savings

\$55B+

in spend ontology

11-34%

average savings
found per client

10,000+

active clients

35+

years in business

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%

Elevator Maintenance ↗

24%

Linen / Laundry ↗

16%

Software / SaaS ↗

12%

Utilities ↗

11%

Property Taxes ↗

8%

Food Costs ↗

5%

HOW YOU WIN

- Save meaningful dollars per month on 32+ indirect spend categories.
- Optimize vendor contracts, maintain relationships, and eliminate billing errors.
- Offset rising interest rate conditions.

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.



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

THE CFO TAKEAWAY

With SpendBrain, organizations build a permanent spend advantage by transforming fragmented vendor and invoice data into cost intelligence that drives EBITDA. Ready to see your hidden savings?

[Book a Demo →](#)

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.