INDUSTRY OVERVIEW - REAL ESTATE

Real estate portfolios can unlock greater NOI margins and asset value without changing vendors or disrupting operations. SIB's cost optimization solutions seamlessly integrate into existing structures and can be leveraged during the refinancing phase to drive enterprise value uplift and long-term returns.

$74M	$55B+	11-34%	10,000+	35+
in average annual client savings	in spend ontology	average savings found per client	active clients	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.
- Free up cash to reduce debt and fund growth initiatives.
- 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 a frictionless approach.
- No heavy lift on your part to achieve savings.

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 OUR CLIENTS.

- Marriott
- Hyatt
- Highgate
- WoodSpring Suites
- Ashford Hospitality Trust
- Atrium Hospitality
- Hotel Equities
- Summit Hotel Properties
- CHM Warnick
- LaSalle Hotel Properties
- Xenia Hotels & Resorts
- ZMC Hotels
- Host Hotels & Resorts
- Vision Hospitality Group
- Witness
- HP Hotels
- Peachtree Hotel Group
- Maverick Gaming
- Valor Hospitality Partners
- DiamondRock Hospitality
- Graduate Hotels
- Pebblebrook Hotel Trust
- Sun Development & Management Corporation
- Westmont Hospitality Group
- Hay Creek Hotels and Restaurants
- National Hospitality Services
- Wright Investments
- Donohoe
- OTH Hotels & Resorts
- KAJ Hospitality
- Denihan Hospitality Group
- Northwood Investors
- Innvest
- Apollo
- Rockbridge

CASE EXAMPLES

We understand the complex expense structures of Real Estate Portfolios, including the numerous service contracts that drive operational costs. Our expertise allows us to negotiate these contracts to achieve the best possible cost savings.

Multifamily Housing Operator Increases Asset Value with $1.4 Million in Savings

Savings: Waste Bill Audit and Overage Mitigation

- Secured $1.4 million in net savings over seven years through contract renegotiation.
- Changed haulers at six locations to reduce excessive overage charges.
- Adjusted service levels at five properties to prevent future overages.

Luxury Apartment Properties Increase Asset Value with $800,000 in Savings

Savings: Waste Management and Contract Optimization

- Saved $782,364 by optimizing waste management spend.
- Recovered $43,140 from billing errors and invoice corrections.
- Renegotiated 120 vendor contracts for better terms and pricing.

California Grocery Chain Secures $3.5 Million in Energy Savings

Savings: Energy Procurement

- Locked in a 76% reduction in natural gas costs.
- Lowered monthly utility expenses from $381,500 to $89,400.
- Projected annual savings of $3.5 million by mitigating price volatility.