

FRANCHISE

Franchise organizations scale through repetition, and so do unnecessary costs. SpendBrain gives finance teams a corporate memory that uncovers hidden spend, strengthens vendor oversight, and helps every location benefit from smarter financial decisions.

\$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

REALIZE 11-34% AVERAGE SAVINGS IN THE SPEND CATEGORIES WE OVERSEE.

Document Storage
72%

Savings in 30 days

Waste & Recycling
31%

Savings in 30 days

Telecom & Internet
28%

Savings in 21 days

Safety Supplies & First Aid
28%

Savings in 45 days

Wireless Devices & Plans
28%

Savings in 30 days

Banking Fees
35%

Savings in 30 days

Payroll Processing
24%

Savings in 45 days

Merchant Services
34%

Savings in 30 days

Property Maintenance & Repairs
18%

Savings in 45 days

Software & SaaS
12%

Savings in 45 days

Cloud Services
12%

Savings in 45 days

Uniforms & Laundry Service
11%

Savings in 30 days

Utilities
11%

Savings in 21 days

Freight & Logistics
8%

Savings in 45 days

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?

Up to 5-15% in Kinetic Cost Reduction

As franchise organizations grow, so does operational complexity. Overlapping vendor contracts, inconsistent purchasing, redundant services, and fragmented systems quietly erode margins across the network.

SIB helps franchise operators regain control by uncovering hidden savings across their operating expenses. Our experts work directly with your vendors to optimize contracts, strengthen relationships, and negotiate better pricing, delivering measurable savings without disrupting day-to-day operations.

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 →](#)

FRANCHISEE OWNERS AND OPERATORS WITH MULTI-SITE BUSINESS



CASE EXAMPLES

Automotive Services Franchisee

Savings: Property Tax and Merchant Services

- \$2.1 million in total Jiffy Lube franchisee savings.
- 655 Jiffy Lube locations reviewed for 15 Jiffy Lube franchisees.
- Property Tax reviews and appeals resulting in a reduction in annual property tax burdens by 7-40%. Reviewed property tax records and performed market value analysis of real estate portfolios.
- Merchant Services – saved an average of 28%.

Fitness Center Franchisee

Savings: Laundry, Telecom, Propane, Business Personal Property Tax

Services: Energy Procurement, Utility Bill Pay

- \$812,000 savings achieved.
- 195 locations reviewed from three franchisee groups.

Furniture Store Franchisee

Savings: Telecom, Propane, Solid Waste, Document Storage/ Shredding, Elevator Maintenance, Bank Fees, Merchant Services

- \$699,000 savings achieved.
- 85 locations reviewed from three franchisee groups.

ADT Pizza, Top 10 Pizza Hut Franchisee

Savings: Phone/Internet, Propane, Waste, Bank Fees

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

Multi-Site Restaurant Chain

Savings: Electricity, Natural Gas

Services: Utility Rate Analysis and Energy Procurement

- Engaged suppliers via RFPs for electricity and natural gas pricing.
- Saved \$700,000 over a three-year period.
 - Electricity savings from 8-26% across five utility companies worth \$292,000.
 - Natural gas savings from 15-41% across four utilities companies worth \$403,000.