

A FORTUNE 500 CONVENIENCE RETAILER GAINS PERMANENT CONTROL OF ITS UTILITY SPEND



Industry

Retail / Convenience Store Chain



Client

A Fortune 500 retailer operating 2,700+ convenience stores across 17 U.S. states, offering fuel, food service, groceries, and merchandise.



Challenge

The company needed to optimize utility costs across thousands of locations with complex regulated and deregulated energy markets but lacked the internal capacity to analyze rates, tariffs, and contracts.



Solution

SIB's Cost Control Associates performed a detailed utility spend and tariff analysis, conducted rate benchmarking, and negotiated lower electricity and natural gas rates — supported by a customized monitoring dashboard.



Result

\$349,000 in annual energy savings and a proactive toolkit for ongoing utility cost oversight.

THE CHALLENGE

With thousands of locations spanning multiple states and utility jurisdictions, the client faced inconsistent energy pricing, non-competitive supplier rates, and fragmented oversight. Internal teams did not have the time or market intelligence needed to navigate tariff structures, supplier response delays, or contract negotiations across regulated and deregulated markets.

THE APPROACH

SIB began with a comprehensive review of electricity and natural gas spending, including cost and tariff analyses to identify stores paying above-market rates. The team also performed rate benchmarking and created a custom dashboard with aggregated utility data, site energy heat maps, and a deregulated procurement contract database to support transparency and ongoing decision-making.

“We needed the right team to help us bring efficiency, simplicity, and transparency to managing our energy supplier rates. And we found that partner in SIB. Their work helped us unlock substantial year-over-year energy savings and proactively monitor our contracts while freeing up our internal teams to work on other high-value initiatives.”

Ricardo Molina, Senior Strategic Sourcing Manager

THE RESULTS



\$349,000

annual savings in energy costs

- ✓ **\$206,000** saved through regulated rate analysis
- ✓ **\$143,000** saved in deregulated energy procurement
- ✓ Custom data dashboard for ongoing monitoring and validation

These verified outcomes show how a structured utility rate and supplier analysis can unlock significant savings and provide more predictability in energy spend

SpendBrain™

WHERE TRADITIONAL AUDITS END, SPENDBRAIN BEGINS.

SpendBrain™, SIB's AI-powered financial intelligence platform, continuously analyzes expense categories, including property tax, utilities, and vendor payments.

By layering this technology over SIB's hands-on expertise, our clients gain a permanent safeguard against overspend, plus predictive visibility into future cost risk.

What this means for CFOs:

- Automated monitoring flags anomalies and valuation shifts in real time
- Predictive insights help finance leaders budget and forecast more accurately
- Portfolio-level intelligence connects tax savings to broader spend optimization strategies

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?

[See what you can save with SpendBrain](#)