

ABSOLUTE DENTAL'S SECRET TO KEEPING COSTS IN CHECK ACROSS 47 LOCATIONS



Industry

Dental Services Organization (DSO) — non-clinical support for dental practices.



Client

Absolute Dental, a growing multi-location DSO based in Nevada.



Challenge

Rising indirect expense categories were compressing margins, and the finance team lacked internal resources to uncover and address price inefficiencies.



Solution

SIB analyzed \$9M+ in annual expenses, identified key cost drivers, and optimized pricing across high-impact categories — with ongoing oversight powered by SpendBrain™.



Result

21% cost reduction across key spend areas, including significant treasury fee savings and medical equipment optimization

THE CHALLENGE

Absolute Dental's CFO recognized that earnings margins were being negatively impacted by indirect costs, but internal bandwidth was constrained due to growth priorities. The organization needed external expertise to systematically review and optimize expense categories without disrupting current vendor relationships.

THE APPROACH

SIB reviewed over \$9 million in annual expenses to pinpoint the highest-potential areas for savings. Analysts identified three core opportunities — medical equipment and supplies, treasury fees, and specialty gases — and worked with incumbent partners to secure pricing improvements while maintaining existing products, vendors, and service levels.

"SIB's process was quick and efficient... On bank fees specifically, SIB achieved 51% savings. They conducted their reviews in a professional manner without changing vendors or service levels."

Jeff Couper, Chief Financial Officer

THE RESULTS



total annual cost reduction across target categories

- ✓ **51%** reduction in treasury bank fees
- ✓ **\$5,000/month** in savings on dental supplies and oxygen
- ✓ No vendor changes or service disruptions required

These results underscore SIB's ability to deliver measurable impact in complex, multi-vendor healthcare spend environments.

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](#)