

FRANCHISE OPERATOR UNLOCKS HIDDEN COST INTELLIGENCE



Industry

Quick Service Restaurant (QSR)



Client

ADT Pizza, one of the top 10 Pizza Hut franchisees with 200 locations across the U.S. planning expansion.



Challenge

Lack of visibility and control over multiple indirect cost categories across a distributed operator network.



Solution

SIB analyzed vendor spend transaction data, benchmarked pricing, remedied billing discrepancies, and negotiated favored rates — supported by ongoing oversight via SpendBrain™.



Result

\$172,000 in annual savings across telecom, waste removal, propane, and bank fees, freeing leadership to focus on guest experience and growth initiatives.

THE CHALLENGE

ADT's executive team needed a way to track, manage, and reduce costs across dozens of indirect spend categories while maintaining operations and preparing for strategic initiatives. Their existing data was available through InfoSync, but they lacked internal capacity to identify price discrepancies and market pricing gaps.

THE APPROACH

SIB reviewed ADT's vendor transaction history and used a nationwide pricing database to identify overcharges and opportunities for rate reductions. The analysis revealed billing issues in phone and internet, propane, waste removal, and fees, and SIB worked with incumbent vendors to secure best-in-class pricing; we also captured credits on past telecom overcharges before a planned VoIP transition.

"What was great for us was that the partnership between SIB and InfoSync was so seamless. The dashboard had most of the needed information and acted as a turn-key solution to get us moving quickly."

Nicole Franciol, Director of Finance, ADT Pizza

THE RESULTS



\$172,000

in verified annual savings

- Savings achieved across phone & internet, propane, waste removal, and bank fees
- No vendor disruption; improved pricing achieved with incumbent partners

These results demonstrate SIB's ability to generate measurable expense reductions while preserving service continuity and operational focus.

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](#)