

HEALTHCARE OPERATOR ELIMINATES LONG-STANDING SUPPLY OVERSPEND



Industry
Senior Living

Client
Bickford Senior Living, a family-run operator with 65 communities, 2,500 staff, and 3,000+ residents across 11 states.

Challenge
Rapidly rising medical supply costs with no internal pricing benchmarks or visibility into market-competitive rates.

Solution
SIB benchmarked Bickford's incumbent vendor pricing against a broad dataset, developed target rates, and collaborated with the existing supplier to renegotiate pricing.

Result
\$117,000 in annual savings on medical supplies with service levels maintained and ongoing cost monitoring supported by SpendBrain™

THE CHALLENGE

Bickford's leadership needed to control rising medical supply expenses but lacked pricing benchmarks to determine whether current contract rates were fair or optimally targeted. They also wanted to reduce costs without disrupting existing vendor relationships or operations.

THE APPROACH

SIB reviewed Bickford's medical supply spend and compared each line item to a robust repository of benchmark data containing thousands of pricing datapoints. Using those insights, we established new target pricing and worked with Bickford's incumbent vendor to renegotiate rates, ensuring the organization realized savings quickly and with minimal effort required by internal teams.

"SIB's hard work made the review easy. We look forward to seeing what they can save in other areas."
Mike Eby, Chief Financial Officer, Bickford Senior Living

THE RESULTS



\$117,000
in annual medical supply cost savings

- ✓ Savings achieved without changing vendors or altering service levels
- ✓ Results delivered within **30 days** and integrated into ongoing cost management

These outcomes highlight SIB's ability to deliver measurable financial impact while preserving operational continuity.

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](#)