

# HOSPITALITY PORTFOLIO UNLOCKS HIDDEN COST EFFICIENCIES BY 15%



## Industry

Hospitality / Hotel Operations



## Client

A vertically integrated real estate investment fund managing a portfolio that includes six hotel properties.



## Challenge

With thousands of units across multiple cities and states, internal teams lacked the bandwidth to scrutinize and optimize indirect vendor spend such as food service, telecom, and payroll processing.



## Solution

SIB audited monthly vendor spend, identified high-impact cost categories, and negotiated rate reductions with incumbent suppliers — with ongoing oversight through SpendBrain™.



## Result

**15% reduction** in hotel operating expenses and **\$125,000** in annual verified savings across key spend categories while maintaining service levels.

## THE CHALLENGE

Although the fund focused on maximizing investor returns and operational performance, hotel cost management challenges persisted due to decentralized spending and limited internal capacity to benchmark pricing or renegotiate vendor terms. Busy executives and property managers lacked the time required to optimize every contract across food service, telecom, and payroll categories.

## THE APPROACH

SIB worked from the client's vendor transaction report to quickly understand monthly expenses and pinpoint the most impactful opportunities for savings. Analysts identified food service, phone/internet, and payroll processing as the top spend areas with potential savings and worked with existing vendors to secure negotiated rate reductions without disrupting service quality.

## THE RESULTS



**\$125,000**

in annual savings verified

- ✓ **15%** reduction in operating costs for the hotel portfolio
- ✓ **20%** savings on food service via negotiated rate reductions
- ✓ **6%** savings on phone/internet
- ✓ **10%** savings on payroll processing services

These outcomes show measurable financial impact across core indirect spend categories that directly influence operating margin.

## 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](#)