

HOW SIB HELPED A STRATEGIC SOURCING DIRECTOR GET AHEAD OF RISING COSTS



Industry
Multi-Unit Contractor / Service Provider

Client
A multi-location service operator (Electric, HVAC & Plumbing)

Challenge
Rising indirect costs — including utilities, telecom, and vendor services — threatened margins and increased budget pressure across the organization.

Solution
SIB conducted a comprehensive spend analysis across key expense categories, negotiated pricing improvements with incumbent vendors, and implemented benchmark-driven cost strategies with SpendBrain™ monitoring.

Result
Hundreds of thousands in verified annual savings across utilities, telecom, and services, with ongoing oversight to sustain results.

THE CHALLENGE

Growth and inflation placed pressure on the client's operating budget, driving up costs across multiple indirect spend categories. With limited internal capacity for deep pricing analysis, benchmarking, and negotiation, the finance team was unable to proactively uncover overcharges or market mispricing.

THE APPROACH

SIB analyzed the client's expense data across utilities, telecommunications, and vendor services to identify pricing inefficiencies and billing anomalies. Using industry benchmarks, SIB developed target pricing and collaborated with incumbent vendors to negotiate improved terms while preserving service continuity and operational reliability.

"One of the rewards of partnering with SIB was how easy they made the onboarding process. They worked with the information we had on hand and in the format that we kept it. They didn't require us to fill out any fancy templates or provide years and years of history to get started.

The SIB team was always accessible and provided same-day responsiveness. Finally, which I really appreciated, is that they made the contract review very customer-first."

Director of Strategic Sourcing

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 RESULTS



\$100,000+
in verified annual savings

- Improved pricing across multiple vendor categories
- Ongoing monitoring via SpendBrain™ to ensure savings remain in place

These outcomes demonstrate SIB's ability to deliver measurable impact across diverse cost categories without disrupting vendor relationships or internal operations.

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](#)