

PROCUREMENT STRATEGY REVERSES RISING SENIOR LIVING COSTS



Industry
Healthcare

Client
Iowa-based operator managing 45 skilled nursing, rehabilitation, and assisted living facilities

Challenge
Vendor negotiation and pricing optimization leveraging scale and existing supplier relationships

Solution
Vendor negotiation and pricing optimization leveraging scale and existing supplier relationships

Result
\$288K in annual savings, 6.1% reduction in food spend, improved pricing stability through contract controls, extended payment terms to enhance cash flow

THE CHALLENGE

Food costs at a 45-facility, multi-state senior-living/health-care operator were rising sharply due to inflation and supply constraints, putting pressure on one of their largest expense categories — yet the client wished to avoid vendor disruption.

THE APPROACH

We worked directly with the client's existing food vendor to renegotiate pricing and margin terms, leveraged group buying power to get better rates, and restructured the contract (including price-controls and revised payment terms) for long-term cost stability

THE RESULTS

The changes delivered **\$288,425** in annual savings, a **6.1%** reduction in overall food spend, while preserving vendor relationships and improving contract terms for future financial clarity.



\$288K
in annual savings

- ✓ **6.1%** reduction in food spend
- ✓ Improved pricing stability through contract controls
- ✓ Extended payment terms to enhance cash flow




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](#)