

SIB HELPED SECURE PERMANENT SAVINGS THROUGH SMARTER ENERGY PROCUREMENT



Industry

Restaurant / Multi-Site Operator



Client

A restaurant operator with 40 sit-down dining locations seeking to control rising electricity and natural gas costs.



Challenge

Existing energy contracts were outdated, poorly structured, or left the client exposed to volatile pricing without best-in-market rates.



Solution

SIB's Cost Control Associates Energy Procurement team analyzed current energy contracts, engaged multiple suppliers through an RFP, and negotiated fixed-price agreements — with ongoing oversight via SpendBrain™.



Result

\$700,000+ in savings over three years through optimized energy pricing across electricity and natural gas.

THE CHALLENGE

With energy costs increasing across the board, the client engaged SIB to validate whether rates procured through its existing broker were competitive. SIB uncovered several issues, including expired contracts converting to volatile month-to-month pricing, contractual penalties for usage deviations, and poorly timed renewals that left the organization at a disadvantage in the energy marketplace.

THE APPROACH

SIB's Cost Control Associates team took full management of the client's energy portfolio, conducting a deep analysis of invoices and contracts and collaborating with accounting and finance stakeholders. They executed a competitive RFP across four energy suppliers for both electricity and natural gas, modeled the financial impact of proposals, and delivered data-driven recommendations for fixed, all-in pricing agreements.

"Joe at CCA was top notch. It was immediately clear that he knew the energy markets and could devise a strategy that would help us to manage risk and save us money. We were very pleased with his results."

CFO, CCA

THE RESULTS



\$700,000+

in projected savings over a three-year agreements portfolio

- ✓ **8-26%** electricity savings across multiple suppliers
- ✓ **15-41%** natural gas savings through optimized supplier contracts
- ✓ Multi-year fixed pricing that mitigates exposure to market volatility

These results highlight SIB's ability to generate measurable financial impact in complex utility cost environments — reducing spend while locking in predictable pricing

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](#)