

# SNEAKER RETAILER SNIPES UNLOCKS PERMANENT SAVINGS ACROSS UTILITIES AND WASTE



## Industry

Retail / Specialty Footwear

## Client

A leading sneakers retailer with 69 U.S. stores and a nationwide expansion strategy.

## Challenge

Rapid store growth increased exposure to unmanaged waste and utility costs, yet internal teams lacked bandwidth and benchmarking data to optimize these expenses.

## Solution

SIB audited waste management and utility spend, corrected billing errors, and negotiated improved pricing with incumbent vendors — with ongoing SpendBrain™ monitoring for sustained oversight.

## Result

**\$319,000 in verified annual savings** across waste management and utility categories while preserving service consistency at all locations.

## THE CHALLENGE

As the retailer expanded its footprint, waste disposal and utility expenses became more complex and harder to control due to inconsistent invoicing, pricing discrepancies, and lack of centralized data visibility. Without expert support, internal finance and operations teams could not fully address rising indirect costs without disrupting service levels.

## THE APPROACH

SIB analyzed vendor invoices to identify overcharges, inconsistent pricing, and billing errors within waste and utility categories. Using market benchmarks, SIB then collaborated with incumbent vendors to implement new pricing targets and invoice-level corrections — delivering immediate impact without changing service providers or disrupting operations.

“We are very happy with the above-and-beyond services we receive from the utilities team.. They are relentless in their efforts to help us reduce costs and resolve any vendor issues we might have. The efficiencies and cost savings we’ve achieved improve the bottom line and keep our operations at peak performance.”

Ruth Caroselli, Snipes USA

## THE RESULTS



**\$319,000**

in annual verified savings

- ✓ Waste management cost reductions through rate optimization and error correction
- ✓ Utility savings achieved by securing competitive pricing and closing tariff gaps
- ✓ Continual savings validation through SpendBrain™

These verified results show how targeted optimization across key operational spend categories can support margin preservation during aggressive growth.

## 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](#)