

# U.S. ELECTRONICS MANUFACTURER SLASHES INDIRECT COSTS ACROSS FIVE EXPENSE CATEGORIES



## Industry

High-Tech Manufacturing (Automotive, Aerospace, Fire Protection)



## Client

A U.S.-based custom electronics manufacturer with three factories and one design center.



## Challenge

High indirect costs across treasury/merchant fees, shipping, waste, payroll processing, and telecom without internal bandwidth to analyze or optimize vendor spend.



## Solution

SIB conducted a deep spend review across \$2.2M of annual expenses, identified overspending and inefficiencies, and helped optimize pricing and billing structures — with ongoing oversight via SpendBrain™.



## Result

**\$405,000 in annual savings** and **19% overall spend reduction** without changing vendors, service levels, or operational processes

## THE CHALLENGE

Leading manufacturers often focus on operational excellence but overlook indirect cost inefficiencies embedded in pricing, fee structures, or billing errors. This electronics manufacturer wanted to reduce overhead costs quickly — but without disrupting operations, changing current vendors, or initiating complex internal projects.

## THE APPROACH

SIB reviewed more than \$2.2 million in annual vendor spend, digging into billing data for treasury/merchant services, shipping, waste removal, payroll processing, and telecom. Using industry benchmarks, analytics, and optimized rate strategies, SIB helped the client retain existing relationships while negotiating better pricing and reducing unnecessary charges.

## THE RESULTS



**\$405,000**

in verified annual savings

- ✓ **19%** total spend reduction across evaluated categories
- ✓ Savings achieved while maintaining all vendors and service levels

Key category results include:

- ✓ **\$193,000** in treasury and merchant services savings — including optimized interchange fees and transparent rate structure
- ✓ **\$91,000** in shipping and fulfillment savings through carrier surcharge concessions and dimensional weight relief
- ✓ **\$83,000** in waste and recycling cost reductions while capping price increases
- ✓ Additional savings from payroll processing (**\$26K**) and telecom/internet (**\$12K**)

These results show how targeted spend optimization can deliver rapid EBITDA impact without operational disruption

## 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](#)