

STAY FOCUSED ON TAKING CARE OF PEOPLE. LET US TAKE CARE OF YOUR BOTTOM LINE.

\$74Min average annual
client savings**\$55B+**

in spend ontology

11-34%average savings
found per client**10,000+**

active clients

35+

years in business

TURN-KEY SERVICES TO INCREASE PROFITABILITY WITHOUT CHANGING ANYTHING.

- Vendor negotiations
- Strategic contract audits
- Rate and service level optimization
- Savings sustainment / ongoing vigilance

REALIZE 11-34% AVERAGE SAVINGS IN THE SPEND CATEGORIES WE OVERSEE.

Banking Fees ↗

34%

Telecom ↗

28%

Payroll Processing ↗

24%

Software Licenses ↗

12%

Property Taxes ↗

8%

Waste & Recycling ↗

31%

Merchant Services ↗

27%

Linen / Laundry ↗

16%

Utilities ↗

11%

HOW YOU WIN

- Save meaningful dollars per month on 32+ indirect spend categories.
- Free up cash to reduce debt and fund growth initiatives.
- Offset rising interest rate conditions.

WHY SIB?

- We work with your vendors — we strengthen relationships, find savings, and negotiate better pricing on your behalf.
- We are completely objective.
- We're not a vendor or affiliated with any.
- We operate in the background with a frictionless approach.
- No heavy lift on your part to achieve savings.

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?

[Book a Demo →](#)

SpendBrain™

**WHERE TRADITIONAL AUDITS END,
SPENDBRAIN BEGINS**

SpendBrain™, SIB's AI-powered financial intelligence platform, continuously analyzes expense categories like bank fees, payroll, utilities, and vendor payments to help clients:

-  Flag anomalies and pricing drift in real time.
-  Predict future cost risk and inform budgeting.
-  Connect savings in one category to broader spend optimization strategies.

Even when a project begins as a one-time review, SpendBrain enables SIB clients to turn point-in-time savings into an ongoing financial advantage.

OUR PROCESS**Review Vendor Spend**

We look at 12 months of expenses across all categories from your general ledger to give you the big picture view of your spend and identify high-potential savings areas.

**Define the Scope and Roadmap**

Decide which expenses you want us to tackle first. We meet with internal stakeholders in each expense category to gather additional details and data and obtain authorization letters permitting us to work directly with your vendors.

**Analyze, Negotiate, and Present the Opportunity**

We thoroughly audit your spend, invoices, and contract terms and conditions, uncovering every area for savings and optimization with existing vendors and services. Upon request, we can also look at sourcing alternate vendors. You review the full scope of opportunities and decide which to approve and implement.

**Implement Savings Strategies**

We put new contracts and rates into effect and provide your internal teams with documentation of all new pricing agreements, terms, and conditions.

**Validate Savings and Ensure Compliance**

We partner with you throughout the scope of your new contracts and service agreements to keep vendors in compliance, validate savings, and ensure you are receiving all negotiated services. We proactively look for new or additional savings opportunities to ensure best-in-market rates for the long term.

CASE EXAMPLES**Oak Orchard Health**

Lower Waste Pick Up Fees by 79% Without Changing Vendors

- \$73,000 in annual savings in waste removal and medical supplies
- 79% reduction in waste removal spending with no changes in vendor or service levels
- Ongoing bill monitoring to ensure that the savings stay in place

**Regional Nonprofit Healthcare**

Reduce Telecom Costs

- Achieved \$330,000 in annual savings
- Enhanced operational efficiency
- Ongoing optimization

OUR CLIENTS**AbleLight**

AbsoluteDental

**Summit Health**ArdentSM
HEALTH SERVICES

one medical

American
Healthcare
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