

How Genesee & Wyoming Railroad Reclaimed \$226K+ Annually by Taking Control of Utilities

Genesee & Wyoming



Challenge

No Visibility. No Site List. No Control.

With 2,700 locations and 7,300 employees, **Genesee & Wyoming Railroad** runs one of the largest rail networks in North America. But behind the scenes, utility chaos was costing them big.

- Services they didn't know they were paying for
- No master list of sites or accounts (many locations had no addresses)
- Internal teams stuck chasing down bills instead of managing operations

They needed a full-picture view—and a better way to manage costs.

Impact

More Than Just Cost Savings

- Opened **25 crossings** and continue to open new crossings weekly
- **\$170.5K/year saved in waste**
- **\$55.8K in telecom savings** identified
- **Significant time freed** for project and finance teams
- **Thousands of accounts cataloged** across the network
- **Utility activations now run like clockwork**

Why It Matters

If a national rail network didn't know what it was paying for, what could be slipping through your cracks?

SIB doesn't just find savings—we bring **clarity, structure**, and **repeatable** processes to messy, multi-site operations. From on/off utility coordination to vendor negotiation and account cleanup, we handle the complexity so your team doesn't have to.

Solution

Centralized Utility & Invoice Oversight + Open/Close Coordination

SIB delivered a layered strategy to restore control:

- ✓ **Invoice Processing & Bill Pay**
Automated and centralized through Cass to eliminate duplicate payments and create financial visibility.
- ✓ **Invoice Processing & Bill Pay**
SIB coordinated with project managers and contractors at **25+ railroad crossings**, handling:
 - On-time activation and shutdown of utility services
 - Vendor communications (e.g., Duke Energy)
 - Deposit negotiation & first-bill verification
 - Centralized tracking in JIRA to keep everyone aligned
- ✓ **Site & Account Inventory Creation**
No list? No problem. SIB built a complete utility footprint from scratch, naming conventions included.
- ✓ **Waste & Telecom Reviews**
Exposed hidden expenses and unlocked new savings potential.

Let's uncover your hidden savings.

Get in touch before the next cycle of fees hits your accounts and get a free assessment to ensure you never overpay again!

Contact Us 