

Cost Reduction

Case Study

Rapidly Growing Dental Service Organization with 47 Locations Saves 21% Annually on Treasury Fees, Medical Equipment, and Specialty Gases

Client

Nevada's largest branded Dental Service Organization (DSO) with 47 locations and 600 employees. The company continues to grow with additional locations added since the time of this engagement.

Challenge

Absolute Dental's CFO was concerned that their earnings margins had been negatively impacted and that it was time to proactively identify cost savings in several expense areas. The CFO and his team were focused on growth and lacked the internal expertise or resources to manage several of these expense areas.

Solution

Review all vendor transaction history.

SIB reviewed \$9+ million in annual expenses and identified the highest potential areas for cost reduction.



"SIB's process was quick and efficient... On bank fees specifically, SIB achieved 51% savings. They conducted their reviews in a professional manner without changing vendors or service levels."

Jeff Couper,
Chief Financial Officer

They found three opportunities for cost savings:

- Medical Equipment and Supplies
- Treasury Fees
- Specialty Gasses

Results

Nearly \$9,500 per month or in \$114,000 annual savings for medical supplies and equipment, treasury banking fees, and medical gases. This equates 21% savings in these three areas.

SIB also confirmed that Absolute Dental already secured competitive contracts and optimized pricing in place for utilities, waste removal, document destruction, payroll processing, and property taxes.

Savings Highlights:

- **51%** reduction in treasury bank fees
- **\$5,000** per month in dental supplies and oxygen
- **No change** in vendor, products, or service levels required to achieve savings

Over the next three years, SIB is expected to save Absolute Dental a total of **\$566,000** while we continue to review, monitor, and validate rates to ensure that the client sustains gains and prevents price creep in their contracts.

About SIB

SIB reduces your company's costs by 11-34% in the 15 spend categories we oversee, typically without changing your vendors or service levels. We leverage data from 500,000+ pricing benchmarks, deep industry expertise in each spend category, and ongoing spend management discipline to find, capture, validate, and sustain savings that dramatically improve your bottom line. Learn more about SIB and our family of brands with deep expertise and additional services in the categories we oversee: [Cost Control Associates](#), [Vector](#), [Shipware](#), and [Sage Management](#).

