WHITE PAPER

CUSTOMER CASE STUDY · INVOICE REVIEW & BID MANAGEMENT

Hold every vendor to the bid.

How a South Carolina school nutrition department turned scanned invoices into line-item leverage — checking every unit price against awarded bid pricing and taking documented variance straight to its prime vendor.

State
South Carolina

Operation
~18 schools · ~12,000 students

Relationship
Renewed multi-year customer

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STATE	SCHOOLS	ENROLLMENT	STATUS
South Carolina	**~18**	**~12,000**	**Renewed**
K-12 school district	Multi-site operation	Students served daily	Multi-year deployment

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EXECUTIVE SUMMARY

School nutrition departments negotiate competitively bid pricing with their prime vendors, then have almost no practical way to verify they are actually being charged those prices. Across thousands of invoice line items every month, off-bid charges accumulate unnoticed — not through fraud, but through the ordinary drift of pricing on a contract no one can audit by hand.

This case study examines how a South Carolina district with roughly 18 schools and 12,000 students used **FIG Finance** to close that gap. By scanning invoices, checking every unit price against awarded bid pricing, and rolling variance up by vendor, the department converted procurement from guesswork into documented, line-level leverage — surfacing five- and six-figure variance that a generic ERP would miss, and taking it straight to the prime vendor to enforce the contract. The department has renewed its FIG Finance subscription across multiple years.

BACKGROUND · 01

The bid-compliance gap

Procurement is where a large share of a nutrition department's budget is won or lost. Districts run formal competitive bids, award contracts to prime vendors and distributors at negotiated unit prices, and rely on those prices to make the program's tight margins work. The bid is the deal — but the deal is only as good as the district's ability to enforce it.

Enforcement is exactly where the process breaks down. A mid-sized district receives a continuous stream of invoices, each with dozens or hundreds of line items, every one of which is supposed to match an awarded contract price. Verifying that match by hand — pulling the bid sheet, finding the line, comparing the unit price, and doing it for every item on every invoice across every school — is simply not feasible with the staff a department has.

So it largely does not happen. Invoices are approved on totals and reasonableness, not on line-item bid compliance. Over a contract year, prices drift above awarded levels, substitutions slip in at higher costs, and credits owed for short or rejected deliveries go unclaimed. None of it is dramatic on any single invoice; in aggregate it is real money quietly leaving the program — money a generic accounting system or ERP has no way to detect, because it has no concept of the awarded bid price.

THE CHALLENGE · 02

Awarded a bid — but billed something else

The South Carolina district profiled here had negotiated hard for its bid pricing and then, like most districts, had no scalable way to verify it was being honored. The specific gaps were:

- **No line-item verification.** Checking every invoiced unit price against the awarded contract by hand was impossible at the volume the district received.
- **Invisible variance.** Overpaid, underpaid, and off-bid items blended into invoice totals and were approved without scrutiny.
- **No vendor-level accountability.** Even where a discrepancy was noticed, there was no documented, aggregated record to take back to the prime vendor.
- **Procurement disconnected from the books.** Invoice data did not flow cleanly into categorized expenses and the P&L.

> **THE CORE PROBLEM**
>
> The district had a contract but no enforcement mechanism. Without line-item bid checking at scale, the awarded price was an aspiration — and the director had guesswork instead of leverage.

THE FIG FINANCE SOLUTION · 03

An invoice review and bid-management engine

FIG Finance gave the district an engine that does at machine scale what no team could do by hand: read every invoice, compare every line to the awarded price, and turn the differences into an auditable record.

AI invoice scanning

Invoices are captured and line-itemized automatically — no manual data entry required.

Invoice-vs-bid variance

Every scanned unit price is checked against the awarded price; overpaid, underpaid, and off-bid items are flagged.

Vendor audit & accountability

Variance is rolled up by vendor, producing documented, line-level leverage with prime vendors.

Expense control

Scanned invoices flow straight into categorized expenses and the real-time P&L.

A. Reading every line, automatically

AI invoice scanning captures each invoice and breaks it into structured line items — product, quantity, and unit price — without staff re-keying anything. This is the foundation that makes line-item compliance possible at all: you cannot check what you have not captured.

B. Checking every price against the bid

FIG compares each captured unit price to the awarded contract price and classifies the result: on-bid, overpaid, underpaid, or off-bid entirely. The Enhanced Bid Comparison surfaces overpaid items, underpaid items, and net credits owed — the exact figures a director needs to act.

FROM INVOICE TO LEVERAGE · 04

Turning variance into enforced contracts

The point of the analysis is not a report — it is leverage. FIG rolls variance up by vendor, giving the director a documented, aggregated record of exactly where a prime vendor has billed above the awarded price and how much is owed in credits. That record changes the nature of the vendor conversation entirely.

Instead of a vague sense that costs "seem high," the director walks into the prime-vendor meeting with line-item proof: these items, on these invoices, at these prices, against these awarded prices, for this total variance. That is a conversation a vendor cannot easily deflect — and it converts directly into recovered dollars and enforced contract pricing going forward.

THE DIFFERENCE

A generic ERP can tell you what you spent. Only a system that knows your awarded bid price can tell you what you *should* have spent — and hand you the documented difference.

RESULTS & OUTCOMES · 05

Hard numbers, recovered dollars, enforced contracts

With FIG Finance, the district moved from approving invoices on totals to auditing them on bid compliance — across every school, automatically, as invoices arrived.

100%
Invoice lines checked against bid

5–6 fig
Variance surfaced a generic ERP would miss

By vendor
Audit rolled up for accountability

Auto
Flagged as invoices are scanned

DIMENSION	BEFORE FIG FINANCE	WITH FIG FINANCE
Invoice capture	Manual entry from paper invoices	AI scanning, line-itemized automatically
Bid verification	Approved on totals; no line check	Every unit price checked against the award
Variance visibility	Hidden inside invoice totals	Overpaid / underpaid / off-bid, flagged

DIMENSION	BEFORE FIG FINANCE	WITH FIG FINANCE
Vendor accountability	Anecdotal, undocumented	Aggregated by vendor with line-item proof
Expense flow	Disconnected from the ledger	Straight into categorized expenses and P&L

The result is procurement managed with hard numbers instead of guesswork — variance surfaced in the five- and six-figure range, recovered dollars, and contract pricing actually enforced. The department's multi-year renewal reflects the durability of that value.

WHY IT MATTERS · 06

Enforcement is where the savings live

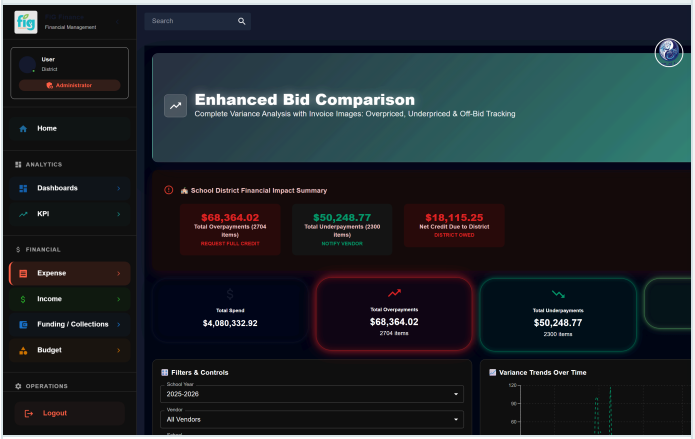
Districts invest enormous effort in the bid process itself — writing specifications, soliciting competition, and negotiating prices. But the savings promised by a bid are only realized if the awarded prices are actually charged, invoice after invoice, for the life of the contract. Without enforcement, a hard-won bid quietly erodes.

Automated invoice-vs-bid checking closes that loop. It makes the awarded price self-enforcing, gives the director credible leverage with prime vendors, and recovers money that would otherwise leave the program unnoticed. In a self-supporting enterprise fund operating on thin margins, recovered procurement dollars flow straight to the bottom line — and the discipline of continuous auditing tends to keep vendors honest going forward.

INSIDE THE PLATFORM

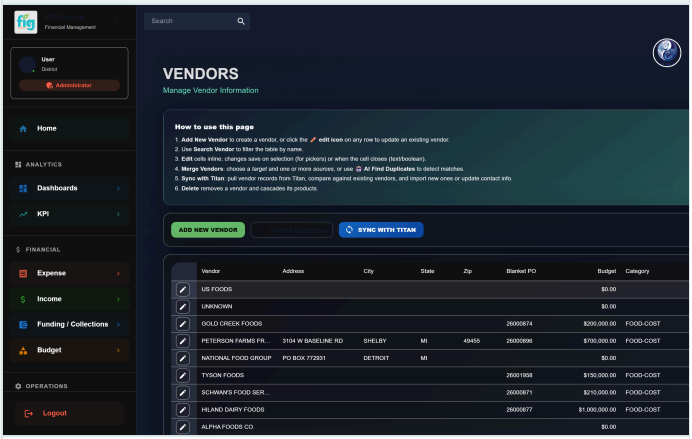
Take the bid to the vendor — with proof

FIG Finance · Enhanced Bid Comparison



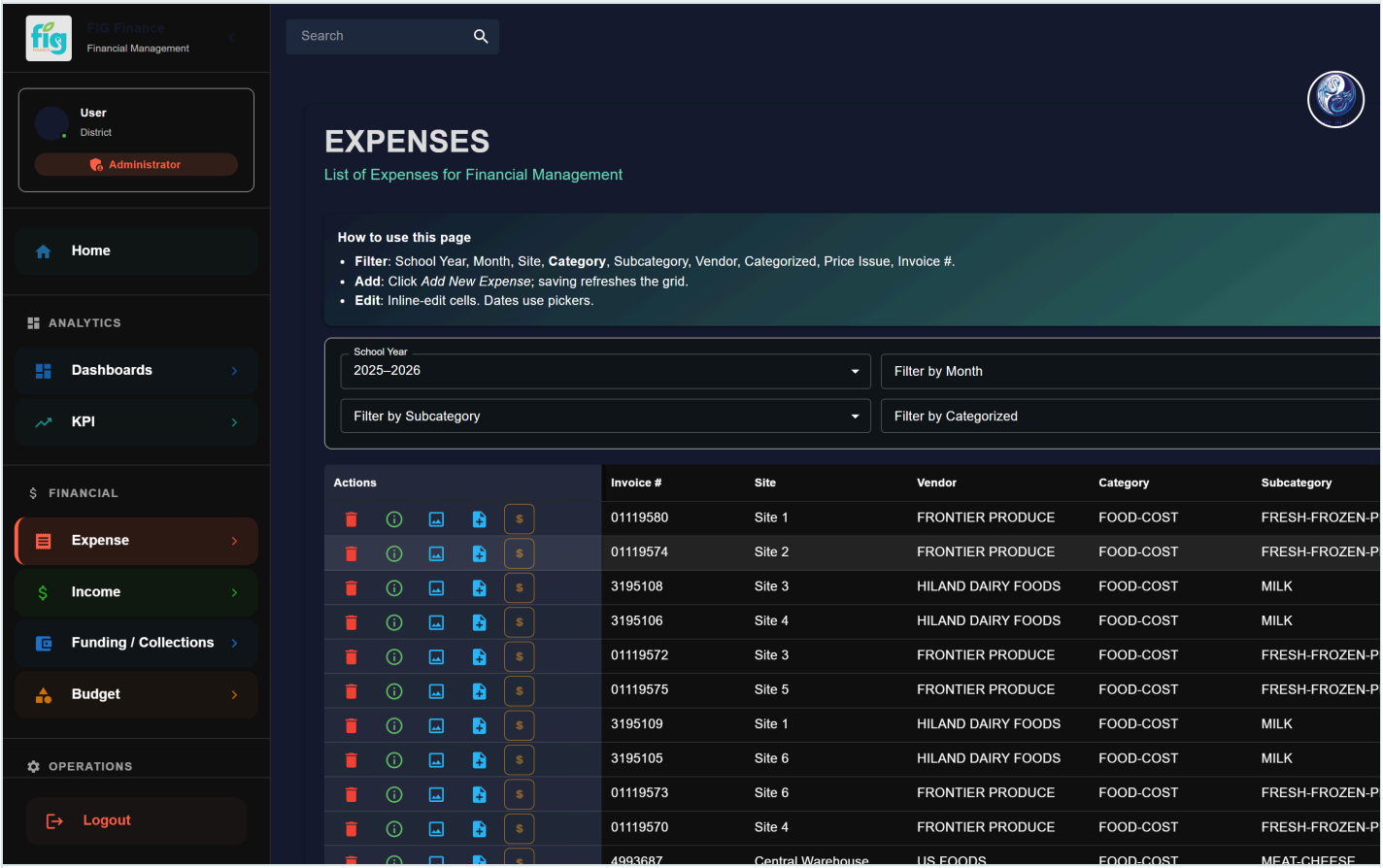
Enhanced bid comparison — overpaid / underpaid / net credit, line by line.

FIG Finance · Vendor Audit



Vendor master & audit — variance rolled up by prime vendor.

FIG Finance · Expense Review



Expense review — AP built straight from scanned invoices, into the P&L.

CONCLUSION

The bid, finally enforced

This South Carolina district demonstrates that the value of a competitive bid is unlocked not at award but at enforcement — and that enforcement requires checking every line of every invoice against the awarded price, something only an automated engine can do at scale. By turning scanned invoices into documented, vendor-level leverage, the department recovered real dollars, held its prime vendor to the contract, and made procurement a managed function rather than a trusting one.

KEY TAKEAWAYS

- **Capture enables compliance.** AI scanning line-itemizes every invoice so every price can be checked.
- **Check against the award.** Overpaid, underpaid, and off-bid items are flagged automatically.
- **Aggregate for leverage.** Vendor-level rollups turn scattered discrepancies into documented proof.
- **Enforcement pays.** Five- and six-figure variance recovered — money a generic ERP would never see.

ABOUT FIG FINANCE

The Middle of the House for K-12 nutrition.

FIG Finance scans invoices, checks every line against awarded bid pricing, and gives directors documented, line-level leverage with their vendors — automatically.

Anonymized customer story. District kept anonymous (state shown only); figures rounded and illustrative; no identifying details or real contacts. © 2026 FIG Finance.