

Willow & Vine Salon

Prepared by Smallstreet • Hair Salon • Review period: trailing 12 months

Identified Annual Savings

\$12,144/yr

Across 7 recurring-spend categories — about 15% of reviewed controllable spend, recurring every year.

\$82,801 controllable spend reviewed
7 savings opportunities found
4 capturable in the first 30 days

Business Snapshot

BUSINESS TYPE Hair salon	ANNUAL REVENUE ~\$480K	STYLISTS 6	CARD VOLUME ~\$430K	ACTIVE VENDORS 14
--	--	----------------------------------	---	---

Where the Money is Leaking

Spend Area	Current / Yr	Benchmark / Yr	Savings / Yr	Effort
Card processing Flat-rate booking-platform processing at ~2.95% effective. Interchange-plus on this card mix benchmarks near 2.35%.	\$12,685	\$10,105	\$2,580	LOW
Color & backbar stock Bought at list across 3 distributors. Consolidating volume with one primary earns tiered pricing and terms.	\$32,000	\$28,800	\$3,200	MEDIUM
Retail resale inventory No volume tier negotiated; buying at the same price as a one-chair shop despite 6 stylists.	\$22,000	\$20,240	\$1,760	MEDIUM
Booking / POS software Top-tier plan (\$293/mo) with unused marketing modules. Right-size to actual feature use.	\$3,516	\$2,112	\$1,404	LOW
Marketing & other SaaS Standalone email tool duplicating features already bundled in the booking platform.	\$2,400	\$1,300	\$1,100	LOW
Linen & laundry service Single-vendor contract on auto-renewal, never competitively bid. Local alternatives quote lower for identical service.	\$6,000	\$4,800	\$1,200	MEDIUM
Liability insurance General + professional liability not re-shopped in 3 years while the market softened.	\$4,200	\$3,300	\$900	LOW
Total	\$82,801	\$70,657	\$12,144	

Your Action Plan

QUICK WINS — FIRST 30 DAYS \$5,984 / yr → Card processing → Booking / POS software → Marketing & other SaaS → Liability insurance	NEXT — 60 TO 90 DAYS \$6,160 / yr → Color & backbar stock → Retail resale inventory → Linen & laundry service
---	---

What this audit is worth.

A \$750 Spend Audit that surfaces \$12,144 in recurring annual savings pays for itself many times over — in year one and every year after.

~16x
first-year return

Illustrative sample. Willow & Vine Salon is fictional, created to demonstrate the Spend Audit format for hair salon. Figures modeled on 2026 benchmarks: salon software \$24–\$293/mo, card processing 2.2–3.5% flat-rate vs ~2.35% interchange-plus. Your actual savings are estimated from your own statements during your audit. Procurement and sourcing consulting, not financial or legal advice.