



September 5, 2019

Andrea Sipka
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Andrea, I'm writing to express my appreciation for a job well done. I can't tell you enough about how impressed I am with you and your team of analysts. You have managed to uncover hundreds of thousands in savings for us all the while maintaining great relationships with all our current vendors. When you initially talked with me about Schooley Mitchell, I wasn't sure what to expect but you have managed to impress me time and time again.

In 2018, we started looking at our mobile phone expenses. We supply phones to our employees for business use, and that can add up quickly. We have a relatively small staff, but our mobile phone bill was not small. After your analysis and a couple of discussions, we decided to move forward with retaining AT&T as our provider and still uncovered more than 26% in savings.

Our next analysis covered shipping expenses. It was important for us to retain a relationship with our current vendor and you were very respectful throughout the entire process. Your initial contact with our shipping vendor sparked a great conversation that led to additional savings estimate at more than \$7,000 annually.

Earlier this year you were able to negotiate substantial rate reductions in merchant services. Although you did uncover lower rate options with potential new merchant service processors, we decided to retain our great banking relationship, resulting in hundreds of thousands in reductions.

And most recently, you mentioned your newest service line, waste and recycling. Although I was skeptical that you could uncover savings, we had nothing to lose. After renegotiating fees for us and replacing the old dumpsters, you were able to reduce our costs by more than 60%.

On top of the almost \$200,000 that you will be saving us over the next few years, you've also given us peace of mind with your quarterly invoice-audits. I appreciate knowing that we will not be hit with unsubstantiated costs again and that your team will be identifying new opportunities as our needs may change.

Sincerely,

Ken Gordon
President

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