



The ISVMA association was introduced to David Dow and Schooley Mitchell's cost reduction services earlier this year by Dr. Matt Bussan, our current president. Town & Country Animal Hospital had a very positive experience working them and have realized significant savings and improved efficiency, so he thought this could be beneficial to other association members.

In order to be confident in recommending their services as an association member benefit, I contracted with them to review the association's waste services, telecom, SaaS (software), and merchant card processing. The first results that we received in June were an 84% reduction in our trash and recycling services from our incumbent vendor – no change in service levels, no change in vendors, just a big change in the cost of these same services. We look forward to the results of the other reviews. Based on the strength of the initial analysis for waste services, the board voted to enter into an agreement with Schooley Mitchell to provide cost reduction services as a member benefit to the entire association.

Their model is unique; they don't charge any upfront fees or estimated payments on savings they hope to find. If there are no savings then there are no fees. Additionally, they do the work so this is not a new burden on your staff. They need assistance initially to gather information about your services, copies of invoices and agreements, and a letter of authorization which allows them to negotiate on your behalf.

The client stays in control of decision making based on data and recommendations that Schooley Mitchell's analysts provide. If they find savings, and the recommendations are accepted then they implement those recommendations and monitor the accounts for 36 months. Clients received a detailed "post audit report" each month.

We believe that Schooley Mitchell's services provide a good benefit to ISVMA members by helping you to reduce costs, improve margins, and save staff time all on a non-fixed cost basis. We're happy to welcome them as an ISVMA business partner.

Debbie Lakamp, Executive Director
Illinois State Veterinary Medical Association

