



SCHOOLEY
MITCHELL

How we can help:

Ivy Tech

Community College

David Dow & Kandice Walters

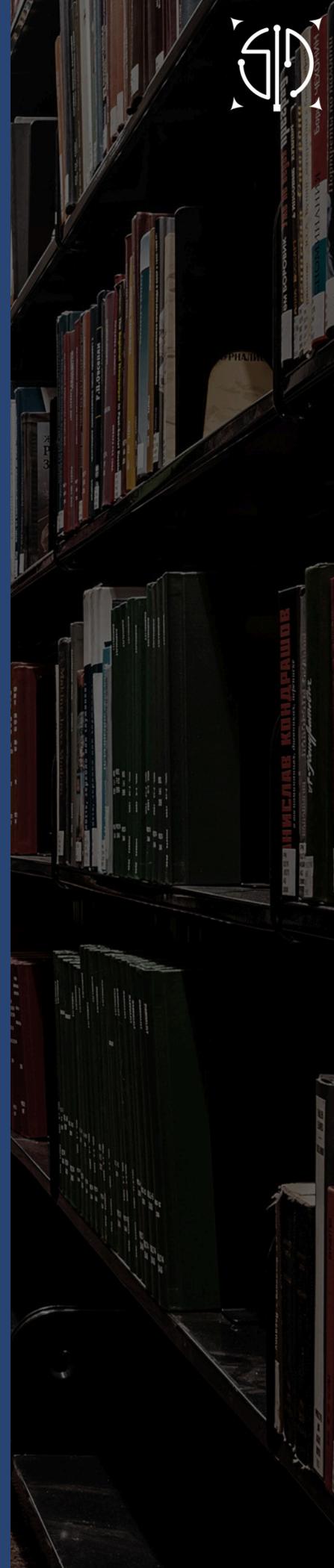


Known recent challenges:

- **STATE FUNDING CUTS** – 5% cut in state funding for higher education and state recommendation for no tuition increases
- **LOSS OF FUNDING IMPACT** – estimated at \$54 million over 2 years
- **EMPLOYEE LAYOFFS** – 200 employees across the state
- **PROGRAM CUTS** – including the popular free summer program for high school students being canceled for the 2025 academic year impacting an estimated 8400 students

Unknown challenges:

- **ADDITIONAL FUNDING CUTS** – state budget appropriations past the 2026-2027 fiscal year
- **NO TUITION INCREASES** – ability to implement tuition increases past the 2027 school year is frozen



Known solutions:

IVY TECH FOUNDATION

The Foundation's most important function is to provide support for Ivy Tech Community College beyond state appropriations and student fees:

- Empowering donors to reach their philanthropic goals
- Being responsible and transparent stewards of donations
- Supporting and providing opportunities to students, faculty, and staff at each of the local campuses
- Operating as a model of efficiency, effectiveness, and vision



The Schooley Mitchell solution:

Schooley Mitchell is the largest independent cost reduction consulting company in North America, serving nonprofit and for-profit clients from coast to coast. On average we reduce essential business services expenses by 28% with our only cost being a portion of the savings that we deliver.

- We do the work for our clients with proprietary software, a database of 32,000 clients, 160+ analysts and subject experts.
- Expense reduction leaders for 28 years.
- \$1 billion in documented savings for our clients.
- We find appreciable savings for over 90% of our clients.
- Performance based – no savings, no fees



Telecom



Merchant Services



Small Package
Shipping



Waste



Fuel



Electronic Logging
Devices



Compressed
Gases



Uniforms &
Linens



Facility
Supplies



Less-Than-Truckload
Shipping



Software as
a Service



Packaging &
Shipping Supplies



Office Supplies



Breakroom Supplies



WORST CASE SCENARIO

The worst-case scenario is that Schooley Mitchell finds Ivy Tech to be fully optimized in the categories we review. You will still receive a comprehensive written report by an industry leader at no cost, since we didn't find any savings.

An independent report by an industry leader has tremendous value to your team, board members, donors, and grantors as it confirms that Ivy Tech is being the best stewards possible and “operating as a model of efficiency [and] effectiveness”.



HIGHER EDUCATION SAVINGS EXAMPLES WE HAVE FOUND

Location	Savings
Illinois Community College	<ul style="list-style-type: none">• Telecom – 32%• Waste Services – 27%• Supplies – 14%• Compressed Gases – 23%
Virginia Liberal Arts College	<ul style="list-style-type: none">• Waste Services – 42%
Massachusetts University	<ul style="list-style-type: none">• Wireless – 43%• Wireline and Internet – 28%• Credit Card Processing – 11%• eSignature – 45%
Missouri Jesuit University	<ul style="list-style-type: none">• Waste – 18%
Private College	<ul style="list-style-type: none">• eSignature – 87%
Texas Baptist University	<ul style="list-style-type: none">• Initial Credit Card Processing - 21%• Additional Opportunities Uncovered - 85%



WHAT OUR CLIENTS SAY:

Heartland Community College, Illinois



“Schooley Mitchell's services of scrutinizing invoices and serving as point of contact with select vendors provide our staff the space to direct attention to other critical duties. The added benefit is we are saving money and have peace of mind in knowing there are experts on our side reviewing invoices and negotiating the best price on our behalf! The service level has been top notch with speedy turnaround to questions and timely reports. We value our partnership with Schooley Mitchell!”

Sweet Briar College, Virginia

“The team at Schooley Mitchell conducted a thorough analysis of the college's waste collection needs and costs, and delivered detailed recommendations for cost-saving measures. ...their analysis saved us almost 42% per year on our trash services without switching vendors. We will definitely use them again to review other areas and look for savings in additional cost categories.”

The logo for Sweet Briar College, featuring the words 'SWEET BRIAR' stacked above 'COLLEGE' in a white serif font, all contained within a pink rectangular background.

SWEET
BRIAR
COLLEGE



William James College, Massachusetts



“After performing their deep dive analysis on multiple categories... his team provided [us] with savings opportunities that included 43% savings on our wireless contract, 28% reduction in VOIP and internet services, 11% savings in credit card processing, and a 45% reduction on our eSignature pricing. We were pleasantly surprised to learn of these findings and did proceed to implement some of these savings’ opportunities. This allowed us to reallocate funds for other projects.”

Rockhurst University, Missouri

“We are constantly vigilant with our spend on services. In that regard, we entered into an agreement with Schooley Mitchell to review our waste contracts. These contracts were signed weeks prior, and the understanding was that Schooley Mitchell would negotiate, to identify if there were efficiencies ‘in contract’, and if not, they would formally review closer to when the contracts expired. The process was efficient and took very little time to get results. They brought back 18% annualized savings and helped renegotiate seasonal adjustments that more closely aligned with our student population’s seasonality. This is just the start, and we are looking for more aggressive results closer to the contract expiration dates.”





CONTACT YOUR IVY TECH TEAM AT SCHOOLEY MITCHELL

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Alongside higher education clients, we are proud to serve both nationally recognized and local, community-based nonprofit organizations. We're well positioned to support nonprofit educational organizations of any size, and we'd be honored to explore how we can help advance your mission.

Some of the most respected names in nonprofit work trust us to help them help others:

