



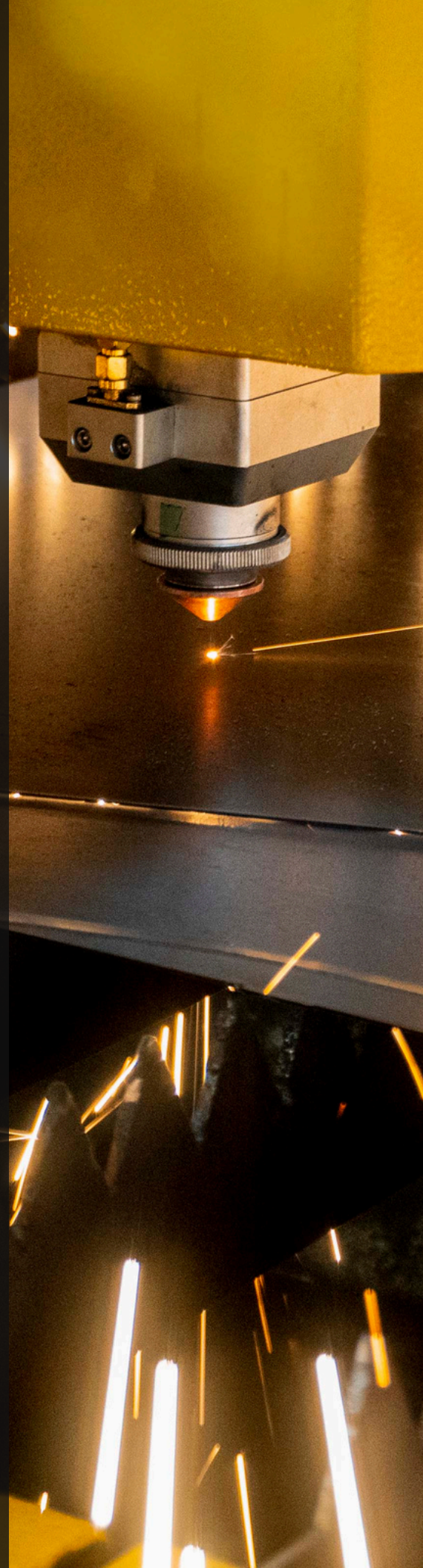
## Manufacturing Case Study

# Behind Our Recent Savings Project

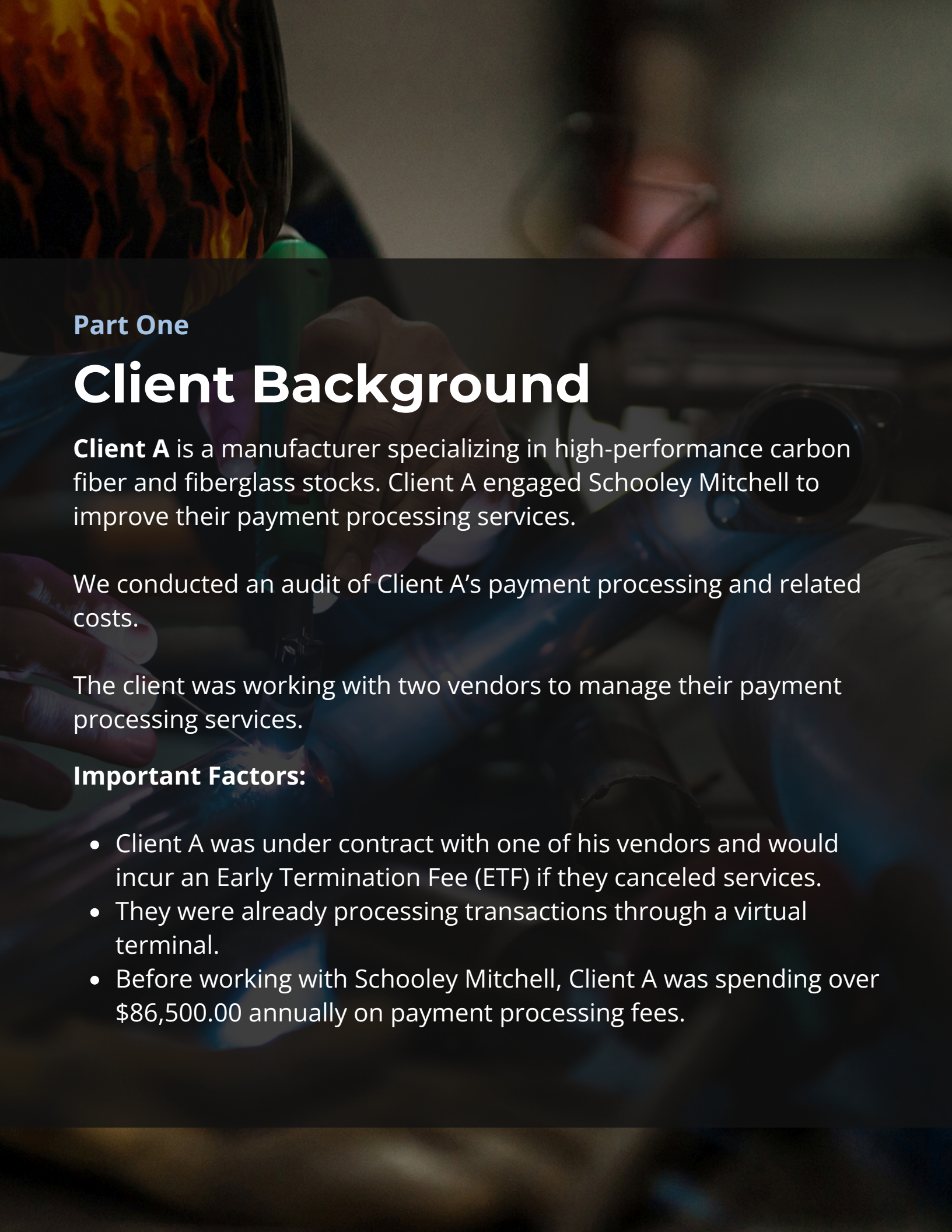
Schooley Mitchell recently performed a cost analysis for a manufacturing company specializing in high-performance carbon fiber and fiberglass stocks.

We found significant savings for its payment processing expenses.

Take a look at  
how we did it





A person wearing safety glasses and gloves is using a torch to work on a carbon fiber part. The background is dark and out of focus.

## Part One

# Client Background

**Client A** is a manufacturer specializing in high-performance carbon fiber and fiberglass stocks. Client A engaged Schooley Mitchell to improve their payment processing services.

We conducted an audit of Client A's payment processing and related costs.

The client was working with two vendors to manage their payment processing services.

### Important Factors:

- Client A was under contract with one of his vendors and would incur an Early Termination Fee (ETF) if they canceled services.
- They were already processing transactions through a virtual terminal.
- Before working with Schooley Mitchell, Client A was spending over \$86,500.00 annually on payment processing fees.



## Part Two

# Savings Results

## Payment Processing Expenses

Schooley Mitchell contacted many vendor alternatives, including Client A's incumbent vendors.

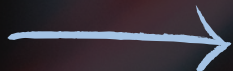
As a result, Client A switched to a new vendor, consolidating services previously handled by two providers into a single one.

Client A is **projected to save \$29,697.23** per year, **or 34%** overall.

Additionally, during the audit process, further savings may be uncovered.

Up next

**About Schooley  
Mitchell**





We're *the* cost reduction experts

# Schooley Mitchell

Schooley Mitchell is the largest independent cost reduction consulting firm in North America, with offices from coast-to-coast in the United States and Canada. We've spent the past 22 years helping our clients become financially aware of their vendor relationships. In other words, we balance the power dynamic between manufacturers and their vendors.

We strategically negotiate on behalf of our clients, helping them avoid financially draining contracts, optimizing funds from the ground up. The result? Peace of mind for our 30k clients, knowing they have the best quote based on our competitive pricing data, without sacrificing internal time and resources.



**1 BILLION**

In documented  
savings



**32K**

Clients served

## Vendor Neutral

Our independent and objective recommendations are based solely on our client's best interests. We receive no kickbacks, residuals, or incentives from providers. Starting with Schooley Mitchell means starting with the best price, regardless of prior experience managing vendor costs.