



## Sports Case Study

# Behind Our Recent Savings Project

Schooley Mitchell recently performed a cost analysis for a combat training collective.

We found significant savings for its payment processing expenses.

Take a look at  
how we did it





The background of the slide features a warm, orange-hued sunset sky. In the foreground, the silhouettes of several people are visible, with their hands clasped together in a supportive gesture. This imagery serves as a backdrop for the text, which is presented in white and light blue for high contrast.

## Part One

# Client Background

**Client A** is a combat training collective. 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 one vendor to manage their payment processing services.

### Important Factors:

- Client A was under contract with their incumbent vendor, and an Early Termination Fee (ETF) would be applied if they chose to switch vendors.
- They were already processing transactions through a virtual terminal in an integrated environment.
- Before working with Schooley Mitchell, Client A was spending over \$6,820.33 annually on payment processing fees.

## Part Two

# Savings Results

## Payment Processing Expenses

Schooley Mitchell contacted many vendor alternatives, including Client A's incumbent vendor. As a result, Client A switched to a new vendor securing a lower price.

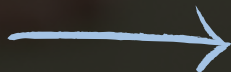
The new vendor offered an integrated option with the incumbent vendor software.

Client A is **projected to save \$1,178.08** per year, or **17%** overall.

Additionally, during the audit process, further savings might 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.