



SCHOOLEY  
MITCHELL

# MANUFACTURING

## REPORT

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[www.schooleymitchell.com](http://www.schooleymitchell.com)

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# ABOUT SCHOOLEY MITCHELL



## We are *the* cost reduction experts

At Schooley Mitchell, we are passionate about finding solutions that save your business time and money.

***Your success is our success.***

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. To date, we have over **\$1 billion in documented savings for 32,000 clients** in areas like:

- Telecom
- Waste
- Merchant Services
- Facility Supplies
- Less Than Truckload (LTL)
- Packaging & Shipping Supplies
- Uniforms & Linens
- Office Supplies
- SaaS
- Small Package Shipping (SPS)
- Breakroom Supplies
- Fuel



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# How It Will Benefit Me?

There are four currencies in which businesses transact: **money**, **time**, **security**, and **knowledge**. Schooley Mitchell's cost reduction services allow your organization to gain in each of these valuable areas.



## MONEY

Whether it's creating budget room, increasing value for stakeholders, or simply increasing profit, Schooley Mitchell can help. Our consulting services cover three basic things:

- Billing Errors
- Full Marketplace Analysis
- Review of Current Services

This reduces your costs, increases your bottom line, and ensures expenditures are well planned. All three steps save you money.



## TIME

Clients tell us time is today's scarcest resource. Schooley Mitchell stays on top of industry trends, innovations, and analysis to deliver expert recommendations and strong implementation support, freeing you to focus on what you do best.



## SECURITY

Navigating business services and technology is complex. Schooley Mitchell's consultants bring expertise and vendor accountability to deliver the right solutions for your needs, giving you confidence in every decision.



## KNOWLEDGE

With constant change in today's business landscape, it's hard to have all the knowledge you need. Schooley Mitchell provides tailored expertise and recommendations to keep your services aligned with your needs.



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# We Do It All Risk Free



## Short Time Investment

The process is designed to require very little client time.



## No Incremental Charge

We charge nothing for our reviews and recommendations



## Client Decision Authority

The client always retains the go/no-go decision regarding our recommendations



## Pay for Results

If our client elects to implement our recommendations, our only fees are a portion of the shared savings for a limited time.



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# How to Engage Us?

A short time commitment for what could be a significant cost reduction – and a long-term time saver!



## STEP 01

- A signed service agreement gets us started.
- A signed letter of authorization lets us get the information we need from vendors.
- Current invoices for your applicable expense accounts – or online access.

## STEP 02

- Once our experts dig into your information, we will keep you informed of our progress and prepare our analysis.
- This will likely require a few short phone calls to ensure we have everything we need.

## STEP 03

- After our thorough review, we will share our findings with you in the form of a Value Report.
- Once approved, we will implement our recommendations and continue as a middleman between you and your vendors.

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# Success Stories

Schooley Mitchell's auditing software and benchmarking tools ensure fair vendor pricing. This allows our manufacturing clients to reinvest funds saved into innovation, process improvements, and workforce development.

## Wireless

## Shipping

## CLIENT: AEROSPACE MANUFACTURER

Schooley Mitchell analyzed the Wireless and Small Package Shipping (SPS) expenses of an aerospace manufacturer.

### SAVINGS BREAKDOWN



- Wireless Spend = \$45,633.96
- Wireless Savings = \$19,439.40

**43%**  
in savings



- SPS Spend = \$308,481.96
- SPS Savings = \$112,776.84

**37%**  
in savings

## Waste

## CLIENT: POLYURETHANE MANUFACTURER

Schooley Mitchell analyzed the waste expenses of molded polyurethane parts.

### SAVINGS BREAKDOWN



- Waste Spend = \$87,587.40
- Waste Savings = \$53,524.08

**61%**  
in savings

## Payment Processing

## Wireless

## CLIENT: ACOUSTICAL PRODUCTS MANUFACTURER

Schooley Mitchell analyzed the merchant services and wireless expenses of a leader in acoustical treatment products.

### SAVINGS BREAKDOWN



- EPP Spend = \$29,586.24
- EPP Savings = \$21,623.76

**73%**  
in savings



- Wireless Spend = \$7,092.00
- Wireless Savings = \$1,350.00

**19%**  
in savings





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# Success Stories

Schooley Mitchell's auditing software and benchmarking tools ensure fair vendor pricing. This allows our manufacturing clients to reinvest funds saved into innovation, process improvements, and workforce development.

Shipping

Uniforms &amp; Linens

Facility Supplies

## CLIENT: CHEMICAL MANUFACTURER

Schooley Mitchell analyzed the SPS, Uniforms & Linens, and Facility Supplies expenses of a chemical manufacturer specializing in plastics.

### SAVINGS BREAKDOWN



- SPS Spend = \$27,741.36
- SPS Savings = \$14,089.44

**51%**  
in savings



- Uniforms & Linens Spend = \$26,412.12
- Uniforms & Linens Savings = \$10,627.08

**40%**  
in savings



- Facility Supplies Spend = \$22,176.00
- Facility Supplies Savings = \$13,439.28

**60%**  
in savings

Wireless

Waste

## CLIENT: METAL MANUFACTURER

Schooley Mitchell analyzed the Wireless and Waste expenses of a metal and ductwork manufacturer specializing in material handling.

### SAVINGS BREAKDOWN



- Wireless Spend = \$19,364.64
- Wireless Savings = \$15,158.28

**78%**  
in savings



- Waste Spend = \$8,649.60
- Waste Savings = \$3,325.56

**38%**  
in savings

Shipping

## CLIENT: AEROSPACE MANUFACTURER

Schooley Mitchell analyzed the Small Package Shipping (SPS) expenses of an aerospace manufacturer.

### SAVINGS BREAKDOWN



- SPS Spend = \$36,526.08
- SPS Savings = \$13,583.52

**37%**  
in savings



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# Client Testimonials

What our clients say about us



## Hydraulic Manufacturer Client



We engaged Schooley Mitchell to review our waste and telecom expenses. As a large manufacturer that produces equipment for a global customer base, we rely heavily on streamlined and cost-effective operational support.

Schooley Mitchell was able to save us **64%** in waste while remaining with our incumbent vendor and **48%** in telecom spend with a vendor change. We were very excited to reduce our costs significantly; we were also happy to avoid any disruption from switching vendors.

If you are looking to reduce your company's monthly operating expenses, give Schooley Mitchell a call. Their service is completely risk-free. You only pay when they find you savings. They saved us thousands of dollars a year, and the up-front work was simple. We are confident that Schooley Mitchell will bring your business great results!



## Food Manufacturer Client



We decided to engage Schooley Mitchell to analyze our uniforms & linens expenses. I was extremely impressed that Schooley Mitchell was about to reduce my monthly bill on uniforms by over **54%** without requiring any vendor change!

Overall, our experience with Schooley Mitchell was great. It only took a couple of hours to gather the documents they required for their audit. Within a few weeks, they provided me with a value report that identified savings. They then followed up with the vendor and ensured the savings were implemented as quickly as possible.

I would strongly recommend anyone looking to reduce their business expenses to reach out to Schooley Mitchell. They offer a valuable service that can help any business save thousands of dollars a year.





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## More About Us

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 our clients 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 32k clients, knowing they have the best quote based on our competitive pricing data, without sacrificing internal time and resources.

### 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.

## THANK YOU!

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