



SCHOOLEY  
MITCHELL

# MEDICAL & DENTAL PRACTICES

## 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 medical and dental practice clients to reinvest savings into enhancing patient care, supporting staff and operations, and expanding their practice's impact in the community.

## Waste

## Payment Processing

### CLIENT: HEALTHCARE PROVIDER

Schooley Mitchell analyzed the Waste and Merchant Services (EPP) expenses of a healthcare provider.

#### SAVINGS BREAKDOWN



- Waste Spend = **\$186,997.08**
- Waste Savings = **\$98,852.88**

**53%**  
in savings



- EPP Spend = **\$82,028.48**
- EPP Savings = **\$3,801.00**

**5%**  
in savings

## Payment Processing

## Facility Supplies

## Waste

### CLIENT: DENTAL PRACTICE

Schooley Mitchell analyzed the Merchant Services, Facility Supplies and Waste expenses of a dental practice client.

#### SAVINGS BREAKDOWN



- EPP Spend = **\$44,458.14**
- EPP Savings = **\$14,216.52**

**32%**  
in savings



- Facility Supplies Spend = **\$9,674.04**
- Facility Supplies Savings = **\$3,654.22**

**38%**  
in savings



- Wireline Spend = **\$8,767.92**
- Wireline Savings = **\$1,372.08**

**16%**  
in savings

## Compressed Gases

### CLIENT: CHIROPRACTIC PROVIDER

Schooley Mitchell analyzed the Compressed Gases expenses of a chiropractor provider client.

#### SAVINGS BREAKDOWN



- Compressed Gases Spend = **\$5,259.96**
- Compressed Gases Savings = **\$3,222.72**

**61%**  
in savings





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# Success Stories

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## Payment Processing

## Waste

### CLIENT: MEDICAL GROUP

Schooley Mitchell analyzed the Merchant Services (EPP) and Waste expenses of a medical group.

#### SAVINGS BREAKDOWN



- EPP Spend = \$89,920.22
- EPP Savings = \$24,048.02

**27%**  
in savings



- Waste Spend = \$36,867.00
- Waste Savings = \$23,098.32

**63%**  
in savings

## Waste

### CLIENT: TEACHING HOSPITAL

Schooley Mitchell analyzed the Waste expenses of a full-service, non-profit community and regional teaching hospital.

#### SAVINGS BREAKDOWN



- Waste Spend = \$135,760.08
- Waste Savings = \$67,878.84

**50%**  
in savings

## Shipping

## Payment Processing

### CLIENT: ORTHOPAEDIC GROUP

Schooley Mitchell analyzed the Small Package Shipping (SPS) and Merchant Services (EPP) expenses of an orthopaedic group.

#### SAVINGS BREAKDOWN



- SPS Spend = \$33,090.24
- SPS Savings = \$10,225.20

**31%**  
in savings



- EPP Spend = \$300,898.08
- EPP Savings = \$6,317.64

**2%**  
in savings



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# Client Testimonials

What our clients say about us



## Dental Practice Client



We want to thank Schooley Mitchell for the work their team did in analyzing our merchant services expenses.

Schooley Mitchell reviewed our invoices for billing errors, usage, and pricing structures to determine whether savings could be found. This resulted in **37% savings** on our credit card processing fees.

Schooley Mitchell handled everything professionally and required very little time investment from us. Everything, from negotiations to implementations, was handled seamlessly by Schooley Mitchell. As promised, their post audit process has been transparent and accurate. We only pay based on the actual savings recovered!

In the future, we can be confident that we have Madeleine and Schooley Mitchell to continually monitor our expenses and understand our needs, all with our best interests in mind.



## Medical Practice Client



We engaged Schooley Mitchell for their expertise in cost reduction consulting. They explained the process, emphasizing the minimal time commitment required from us, and the fact that the analysis came at no cost. This no-risk approach was very appealing.

Schooley Mitchell delivered a **50% reduction** in our Merchant Services processing fees, without requiring any changes to our existing vendor. They were even able to get the implementation retroactive for several months due to the processor delays.

The team at Schooley Mitchell is transparent, communicative, and demonstrates genuine care for our success. They saved us money and time, freeing us from the complexities of vendor management. If you want your organization to thrive, call Schooley Mitchell. We highly recommend them to anyone!





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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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