



AUTOMOTIVE DEALERSHIPS

REPORT

www.schooleymitchell.com

Automotive Dealerships

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 clients to reinvest the savings into their operations, and delivering the best possible experiences for customers.

Payment Processing

Waste

Shipping

CLIENT: PRE-OWNED AND NEW CAR DEALERSHIP

Schooley Mitchell analyzed the payment processing, waste, and shipping expenses of a dealership.

SAVINGS BREAKDOWN



- Waste Spend = **\$42,564.96**
- Waste Savings = **\$26,940**

63%
in savings



- Shipping Spend = **\$67,005.96**
- Shipping Savings = **\$30,411**

45%
in savings



- Payment Proc. Spend = **\$129,618.55**
- Payment Proc. = **\$5,525**

4%
in savings



Waste

Uniforms & Linens

CLIENT: MULTI-LOCATION DEALERSHIP

Schooley Mitchell analyzed the uniforms and linens and waste expenses of a large brand dealership with multiple locations.

SAVINGS BREAKDOWN



- Waste Spend = **\$67,484.40**
- Waste Savings = **\$29,562.84**

42%
in savings



- Uniforms Spend = **\$110,655.96**
- Uniforms Savings = **\$17,252.28**

13.5%
in savings

Waste

Shipping

CLIENT: MULTI-LOCATION DEALERSHIP

Schooley Mitchell analyzed the waste and shipping expenses of a dealership with several locations.

SAVINGS BREAKDOWN



- Waste Spend = **\$107,345.40**
- Waste Savings = **\$14,923.80**

14%
in savings



- Shipping Spend = **\$116,021.16**
- Shipping Savings = **\$27,081.48**

23%
in savings

Success Stories

Payment Processing

CLIENT: MAJOR BRAND DEALERSHIP

Schooley Mitchell analyzed the payment processing expenses of a dealership selling new and pre-owned vehicles.

SAVINGS BREAKDOWN



- Spend = **\$26,686.18**
- Savings = **\$9,757.05**

36%
in savings

Shipping

Waste

CLIENT: MULTI-LOCATION DEALERSHIP

Schooley Mitchell analyzed the waste and shipping expenses of a multi-location dealership.

SAVINGS BREAKDOWN



- Shipping Spend = **\$62,998.68**
- Shipping Savings = **\$18,997.56**

30%
in savings



- Waste Spend = **\$24,906.36**
- Waste Savings = **\$10,254.36**

41%
in savings

What our clients say about us:



Donovan and Bauer Auto Group



During my monthly close-out, I see the impact of Schooley Mitchell's work, but it's the quarterly savings reports they deliver that truly illustrate our financial progression. These reports not only show a significant decrease in fees but also provide actionable recommendations for further cost reductions. Schooley Mitchell's diligence in monitoring for new vendor fees ensures we are always one step ahead.

What stood out was the simplicity of the process. With less than two hours of my time invested, the returns have been extraordinary, proving to be an incredibly efficient and beneficial partnership.

In today's volatile auto industry, it's partnerships like this that make a difference.



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!

Shannon Mischler



TD Thompson



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