



# EDUCATIONAL INSTITUTIONS AND SCHOOL DISTRICTS

REPORT

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

Educational Institutions and School Districts

# 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 education clients to reinvest funds saved into the next generation's skill development.

## Telecom

## Waste

## Facility Supplies

### CLIENT: PUBLIC COLLEGE

Schooley Mitchell analyzed the telecom, waste and facility supplies expenses of a public college.

#### SAVINGS BREAKDOWN



- Telecom Spend = **\$45,503.16**
- Telecom Savings = **\$23,020.20**

**51%**  
in savings



- Waste Spend = **\$34,025.04**
- Waste Savings = **\$5,656.80**

**17%**  
in savings



- Facility Supplies Spend = **\$107,647.44**
- Facility Supplies Savings = **\$15,112.80**

**14%**  
in savings

## Waste

### CLIENT: CO-EDUCATION SCHOOL

Schooley Mitchell analyzed the waste expenses of a co-education school.

#### SAVINGS BREAKDOWN



- Waste Spend = **\$105,073.68**
- Waste Savings = **\$60,969.96**

**58%**  
in savings

## Payment Processing

## SPS

### CLIENT: PUBLIC COLLEGE

Schooley Mitchell analyzed the merchant services and Small Package Shipping (SPS) expenses of a public college.

#### SAVINGS BREAKDOWN



- Merchant Services Spend = **\$30,227.76**
- Merchant Services Savings = **\$11,628.00**

**38%**  
in savings



- SPS Spend = **\$3,677.64**
- SPS Savings = **\$1,134.72**

**31%**  
in savings





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# Success Stories

Schooley Mitchell's auditing software and benchmarking tools ensure fair vendor pricing. This allows our education clients to reinvest funds saved into the next generation's skill development.

## Telecom

## Facility Supplies

### CLIENT: EARLY CHILDHOOD SCHOOL

Schooley Mitchell analyzed the telecom and facility supplies expenses of an early childhood education provider.

#### SAVINGS BREAKDOWN



- Telecom Spend = **\$22,176.00**
- Telecom Savings = **\$13,439.28**

**61%**  
in savings



- Facility Supplies Spend = **\$7,706.64**
- Facility Supplies Savings = **\$1,859.40**

**24%**  
in savings

## Facility Supplies

### CLIENT: FAITH-BASED SCHOOL

Schooley Mitchell analyzed the facility supplies expenses of an independent faith-based school.

#### SAVINGS BREAKDOWN



- Facility Supplies Spend = **\$14,232.00**
- Facility Supplies Savings = **\$5,679.12**

**40%**  
in savings

## Telecom

## Waste

### CLIENT: SCHOOL DISTRICT

Schooley Mitchell analyzed the telecom and waste expenses of a school district.

#### SAVINGS BREAKDOWN



- Telecom Spend = **\$108,707.76**
- Telecom Savings = **\$88,730.04**

**82%**  
in savings



- Waste Spend = **\$353,428.32**
- Waste Savings = **\$34,055.16**

**10%**  
in savings



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# Client Testimonials

What our clients say about us



## Higher Education Client



We engaged Schooley Mitchell to perform a risk-free review of our operational expenses. Their process was straightforward, which did not require a lot of time and effort on our part.

After performing their deep dive analysis on multiple categories, Schooley Mitchell provided us with savings opportunities that included **43% savings on our wireless** contract, **28% reduction in VOIP and internet services**, **11% savings in credit card processing**, and a **45% reduction on our e-signature** pricing. We were pleasantly surprised to learn of these findings and proceeded to implement some of these savings opportunities. This allowed us to reallocate funds for other projects.



## Faith-Based School Client



We engaged Schooley Mitchell to review our entire telecom infrastructure from a cost and service perspective. They did an in-depth investigation and found reductions that exceeded our expectations. The analysis was completed in a timely fashion, and we were able to reduce our telecom expenses by **more than 50% per year**. Schooley Mitchell implemented the various changes to our plans and services in a manner that was the least disruptive to our environment. Their expertise allows my staff to focus on their respective responsibilities, and we are secure in the knowledge that we are paying the best prices for the best services that fit our needs.

We very much appreciate the telecom expenses they have been able to reduce for us and we look forward to working with them in the future.





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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!

Shannon Mischler



TD Thompson



Gordon Matthews



Cheryl Ebinger



**Email:** [gordon.matthews@schooleymitchell.com](mailto:gordon.matthews@schooleymitchell.com)

**Phone:** 248-459-9291

**Website:** [www.schooleymitchell.com/office/gmatthews/about](http://www.schooleymitchell.com/office/gmatthews/about)