



# SUPPLIERS & DISTRIBUTORS

REPORT

---

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

Suppliers & Distributors

# 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



Suppliers & Distributors

# 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.



Suppliers & Distributors

# 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.

Suppliers & Distributors

# 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.



Suppliers &amp; Distributors

# Success Stories

Schooley Mitchell's auditing software and benchmarking tools ensure fair vendor pricing for Suppliers & Distributors. This allows our clients to reinvest the savings into expanding their distribution networks, optimizing supply chain operations, and delivering greater value to their business partners and customers.

## Waste

## Payment Processing

## Telecom

### CLIENT: WHOLESALE DISTRIBUTOR

Schooley Mitchell analyzed the Waste, Merchant Services (EPP), and Telecom expenses of a wholesaler distributor.

#### SAVINGS BREAKDOWN



## Shipping

## Payment Processing

### CLIENT: WHOLESALE AND RETAILER

Schooley Mitchell analyzed the Small Package Shipping (SPS) and Merchant Services (EPP) expenses of a wholesaler and retailer company.

#### SAVINGS BREAKDOWN

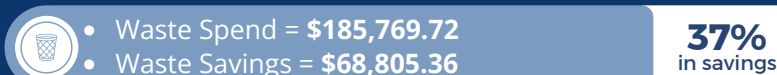


## Waste

### CLIENT: CONSTRUCTION SUPPLIER

Schooley Mitchell analyzed the Waste expenses of a construction supplier.

#### SAVINGS BREAKDOWN



Suppliers &amp; Distributors

# Success Stories

Schooley Mitchell's auditing software and benchmarking tools ensure fair vendor pricing for Suppliers & Distributors. This allows our clients to reinvest the savings into expanding their distribution networks, optimizing supply chain operations, and delivering greater value to their business partners and customers.

Uniforms &amp; Linens

Waste

Shipping

## CLIENT: SUPPLY CHAIN AND DISTRIBUTOR

Schooley Mitchell analyzed the Uniforms & Linens, Waste, and Small Package Shipping (SPS) expenses of a supply chain and distributor.

### SAVINGS BREAKDOWN

<ul style="list-style-type: none"> <li>Uniforms &amp; Linens Spend = <b>\$227,952.48</b></li> <li>Uniforms &amp; Linens Savings = <b>\$44,859.00</b></li> </ul>	<b>20%</b> in savings
<ul style="list-style-type: none"> <li>Waste Spend = <b>\$211,756.56</b></li> <li>Waste Savings = <b>\$16,449.96</b></li> </ul>	<b>8%</b> in savings
<ul style="list-style-type: none"> <li>Shipping Spend = <b>\$65,346.36</b></li> <li>Shipping Savings = <b>\$4,463.76</b></li> </ul>	<b>7%</b> in savings

Waste

Telecom

Payment Processing

SPS

## CLIENT: CONSTRUCTION DISTRIBUTOR

Schooley Mitchell analyzed the Waste, Telecom, Merchant Services (EPP), and Small Package Shipping (SPS) expenses of a construction distributor.

### SAVINGS BREAKDOWN

<ul style="list-style-type: none"> <li>Waste Spend = <b>\$38,036.88</b></li> <li>Waste Savings = <b>\$16,086.48</b></li> </ul>	<b>42%</b> in savings
<ul style="list-style-type: none"> <li>Telecom Spend = <b>\$13,258.44</b></li> <li>Telecom Savings = <b>\$2,585.28</b></li> </ul>	<b>19%</b> in savings
<ul style="list-style-type: none"> <li>Payment Proc. Spend = <b>\$72,966.12</b></li> <li>Payment Proc. Savings = <b>\$7,405.92</b></li> </ul>	<b>10%</b> in savings
<ul style="list-style-type: none"> <li>Shipping Spend = <b>\$27,644.28</b></li> <li>Shipping Savings = <b>\$1,940.88</b></li> </ul>	<b>7%</b> in savings



Suppliers & Distributors

# Client Testimonials

What our clients say about us



## Wholesaler Client



Schooley Mitchell team reviewed our entire telecommunication environment for billing errors, usage, and pricing, and found savings of **44%** on our wireless usage. They also consolidated services and eliminated unnecessary expenses, which resulted in additional savings. The entire process was managed professionally by Schooley Mitchell, who also completed the implementation process as a whole seamlessly. The post audits, as promised, are transparent and accurate. We only pay based on the actual savings!

Going forward, we are confident we have the right team in place with Schooley Mitchell to assist our business in managing the complexities of our telecommunications with our best interests in mind.



## Distributor Client



We engaged Schooley Mitchell to review all of our telecom expenses. They found that we had considerable opportunity to reduce expense dollars in nearly every category of telecom expense.

They immediately saved us money by moving our inbound and outbound long-distance calls to a more competitive carrier. Our new inbound carrier saves us over **50%** compared to our original carrier's charges. We have also agreed to move our local and internet services to another provider, which will save us nearly 30% on our monthly costs. This will allow us more flexibility with some of our non-core business data needs. We are very happy with our results and would highly recommend Schooley Mitchell.





Suppliers & Distributors

## 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)