



SCHOOLEY  
MITCHELL

# RETIREMENT & NURSING HOMES

## REPORT

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

Retirement & Nursing Homes

# 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

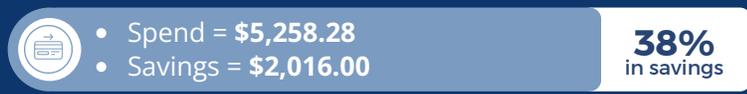
Schooley Mitchell's auditing software and benchmarking tools ensure fair vendor pricing. This enables our retirement & nursing home clients to reinvest savings into improving resident quality of life, supporting staff well-being, enhancing operations, and expanding the impact and excellence of the services they provide to the community.

## Payment Processing

### CLIENT: HEALTHCARE PROVIDER

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

#### SAVINGS BREAKDOWN



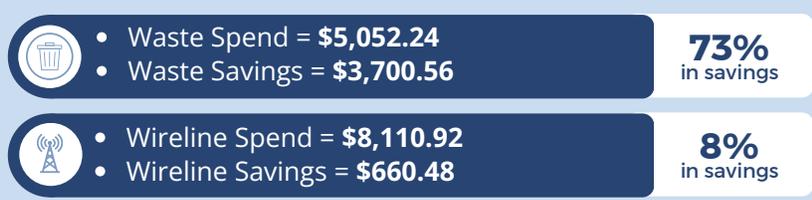
## Waste

## Telecom

### CLIENT: ASSISTED LIVING PROVIDER

Schooley Mitchell analyzed the Waste and Wireline expenses of an assisted living provider specialized in a comprehensive range of services.

#### SAVINGS BREAKDOWN

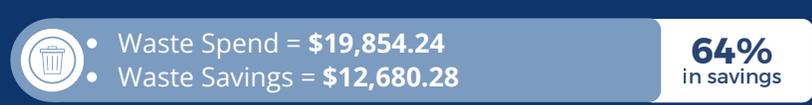


## Waste

### CLIENT: LONG-TERM CARE HOME

Schooley Mitchell analyzed the Waste expenses of a non profit long-term care home.

#### SAVINGS BREAKDOWN



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# Success Stories

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Wireless

Waste

## CLIENT: RETIREMENT COMMUNITY

Schooley Mitchell analyzed the Wireless and Waste expenses of a retirement living community.

### SAVINGS BREAKDOWN

- Wireless Spend = \$12,817.68
- Wireless Savings = \$4,419.36

**34%**  
in savings

- Waste Spend = \$33,406.68
- Waste Savings = \$882.12

**3%**  
in savings

Waste

## CLIENT: SENIOR LIVING COMMUNITY

Schooley Mitchell analyzed the Waste expenses of a modern senior living community.

### SAVINGS BREAKDOWN

- Waste Spend = \$432,948.84
- Waste Savings = \$163,989.48

**38%**  
in savings

Waste

## CLIENT: ELDER CARE PROVIDER

Schooley Mitchell analyzed the Waste expenses of an elder care provider.

### SAVINGS BREAKDOWN

- Waste Spend = \$40,280.40
- Waste Savings = \$15,466.56

**38%**  
in savings



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# Client Testimonials

What our clients say about us



## Retirement Community Client



We engaged Schooley Mitchell to analyse our waste expenses. Before meeting them, our waste bill would show an increase of about 11% year after year. After a few years, we were paying almost double compared to what our initial contracted price was. When Schooley Mitchell said that the audit was risk-free, we decided that we had nothing to lose and agreed to sign the service agreement with them.

About six weeks later, they presented to us their value report. They managed to find a reduction of our cost by **59%** if we waited till our current waste contract expired and switched vendors. We had only seven more months remaining on our existing contract. The Schooley Mitchell team assisted with the letter of termination, coordinated the bin removal, and helped with the delivery of new bins.

We strongly recommend that any business owner give Schooley Mitchell a call. Their services are truly risk-free, and they'll save you both time and money, as they did for us



## Elder Care Provider



Schooley Mitchell has been our cost reduction partner for over 10 years, and we continue to renew our partnership because they consistently deliver excellent results.

In recent years, they've started optimizing our waste costs, including dumpster services, shredding, and medical waste disposal. They've helped us **save 38% annually** on waste expenses.

Schooley Mitchell's persistence in staying on top of vendors and ensuring they charge us according to the contract has been incredibly helpful over time.

We highly recommend other medical organizations and businesses hire Schooley Mitchell to address cost and service issues across the various cost categories they cover.



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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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