



In October 2021 we contracted with David Dow and Schooley Mitchell to have them review our Merchant Card Services, Telecom, and Waste Removal accounts to find savings opportunities. Honestly, we did not expect them to find any savings, particularly with our Merchant Card Services because there is only one credit card processor that can be used with our veterinary software.

They completed their review of each category and we were pleasantly surprised that they found savings of \$723 per month with our incumbent Merchant Card Services vendor; \$520 per month in Telecom Savings; and \$1326 per month in Medical Waste savings – that was 87% savings. We were under contract with our trash vendor so they recommended we wait until the contract ended because of high early termination fees.

We renewed our agreement with Schooley Mitchell in 2024 and they immediately identified waste savings of \$1461 per month with our incumbent trash vendor – no change of vendor or services. Over the four years that we've been working together they've identified over \$110,000 in savings.

The process is straightforward, and the best part is that they do the work. Their analysts do the analysis, market research and negotiations. They present their recommendations and if approved they implement the recommendations. And they continue to monitor the accounts and invoices and send us a post audit report on savings each month.

We are very happy with the work that David and his team have done for us and recommend the services of Schooley Mitchell. In fact, I recommended their services to the ISVMA and other association members.

Dr. Matt Bussan
Town & County Animal Hospital.