



108 N Milwaukee Avenue  
Libertyville, IL 60048

ISU-WM. SCHWARTZ  
& CO. INSURANCE

Phone: 847-996-0002  
Fax: 847-996-0003

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To whom it may concern,

Wm. Schwartz & Co. is a family-owned, independent insurance firm that has been serving clients for over 125 years. As a proud affiliate of ISU, one of the nation's largest insurance networks, the company provides access to more than 350 insurance providers nationwide, along with resources for national and international risk placement. Locally managed by experienced professionals, Wm. Schwartz & Co. delivers customized, competitive insurance programs tailored to the unique needs of individuals and businesses.

I met Jeff Bobroff of Schooley Mitchell through a business networking group. He spoke about Schooley Mitchell's track record of helping clients reduce their costs in indirect spend categories. We decided to engage Jeff and his team to see if we could reduce our telecom and e-signature software expenses. The process was simple and did not require much effort on our part. We were delighted to learn that Schooley Mitchell was able to reduce our telecom expenses by 31.4% savings. In fact, upon implementation, they were able to secure an additional discount to raise our total savings to 39.0%. They also reviewed our e-signature expenses and confirmed that our costs were optimized.

I would highly recommend working with Jeff and his team at Schooley Mitchell. The team was professional and efficient, the process was easy, and the results were outstanding.

Sincerely,

Agata Gezing

Chief Operations Officer

Wm. Schwartz & Co.



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