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March 15, 2024

To Whom It May Concern:

Schooley Mitchell of Louisa (Lee and Marla Balaklaw) has been our business optimization and cost reduction specialists for ten years, for our nursing home. We keep renewing with them, because they keep performing for us. They have saved us tens of thousands of dollars over time on telecom. In the last three years they have started optimizing waste costs for us, including dumpsters, shredding, and medical waste. They saved us tens of thousands of dollars more in the waste cost segment.

Schooley Mitchell's persistence in staying on top of vendors and making sure that the vendors charge us what is contracted, has been a huge help to us over time. Vendors don't seem to be able to maintain contracted prices, and Lee and Marla hold them to task. Our cell phone costs have been optimized, and Lee and Marla have assisted us with cell phone upgrades. They have had upgrade fees waived, and obtained below retail cost pricing for us.

Schooley Mitchell also monitors our internet bandwidth utilization. Recently they found our bandwidth utilization had jumped up. They got our IT vendor involved to track down the issue, and bring utilization back to normal.

Lee and Marla have created a succession plan for us for our old phone system, just to be ready, if something happens to it. They have also optimized our television costs, and are keeping our TV vendor in line. They also recently handled a problem for us, with our internet service provider during an internet outage.

I highly recommend other medical entities, and businesses hire Schooley Mitchell to deal with their cost and service issues in different cost categories that they cover.

Sincerely,

David McKenzie, Jr.
Administrator