

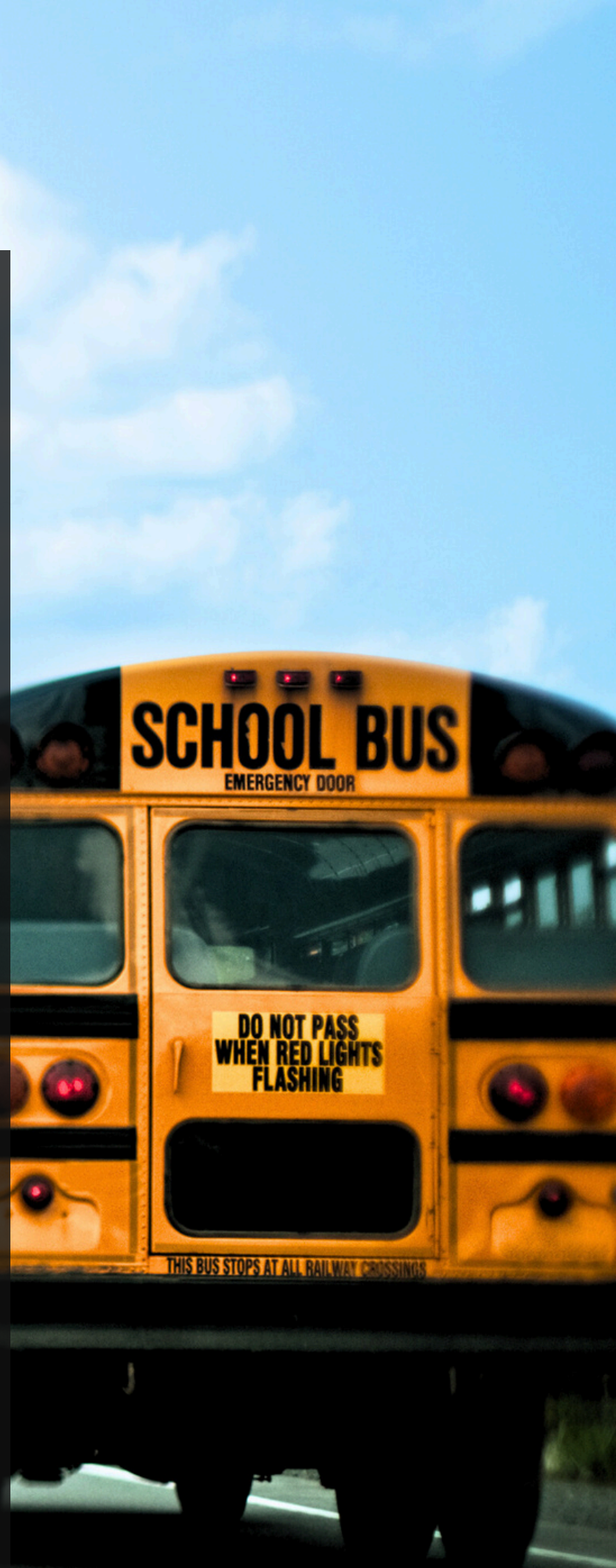
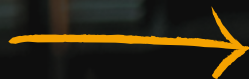
Case Studies: Education

Behind our Savings: School Districts

Take a look at some of the ways we help School Districts optimize core operational expenses.

Whether it be areas like telecom, SaaS, or waste, we're prepared to help redirect your budget towards your students, not your vendors.

Take a look at some of our **success stories**



TELECOM

Client A

Client A is a unified School District serving both junior high and high school level students across Southern California.

Schooley Mitchell completed a thorough cost analysis, determining where telecommunication lines were in use, being unused, and their associated costs.

Important Factors:

- The School District managed more than 26 different school locations.
- Client A utilized three different vendors across all locations for its telecommunications services.
- All telecommunication devices were under the appropriate National Association of State Procurement Officials (NASPO) government plan.
- Some devices did not have any usage during the six-month analysis period.

Up next

**Client A's
Telecom Savings**



TELECOM

Client A's Savings Breakdown

Client A was spending **\$572,472.24 annually**, to support its telecommunication services for its 26 locations. Schooley Mitchell negotiated on behalf of the client, finding not only reduced rates while under contract but also removing unused phone lines in the process.

This resulted in a **staggering reduction of \$110,472.12 per year**, reducing the school district's expenses by a total of \$406,428.88 over the 36-month agreement period.

Cost Category	Client Spend (\$)	Client Savings (\$)	Client Savings (%)
Telecom	\$572,472.24	\$110,472.12	19%
Total	\$572,472.24	\$110,472.12	19%

Up next
Client B



TELECOM, WASTE, SAAS

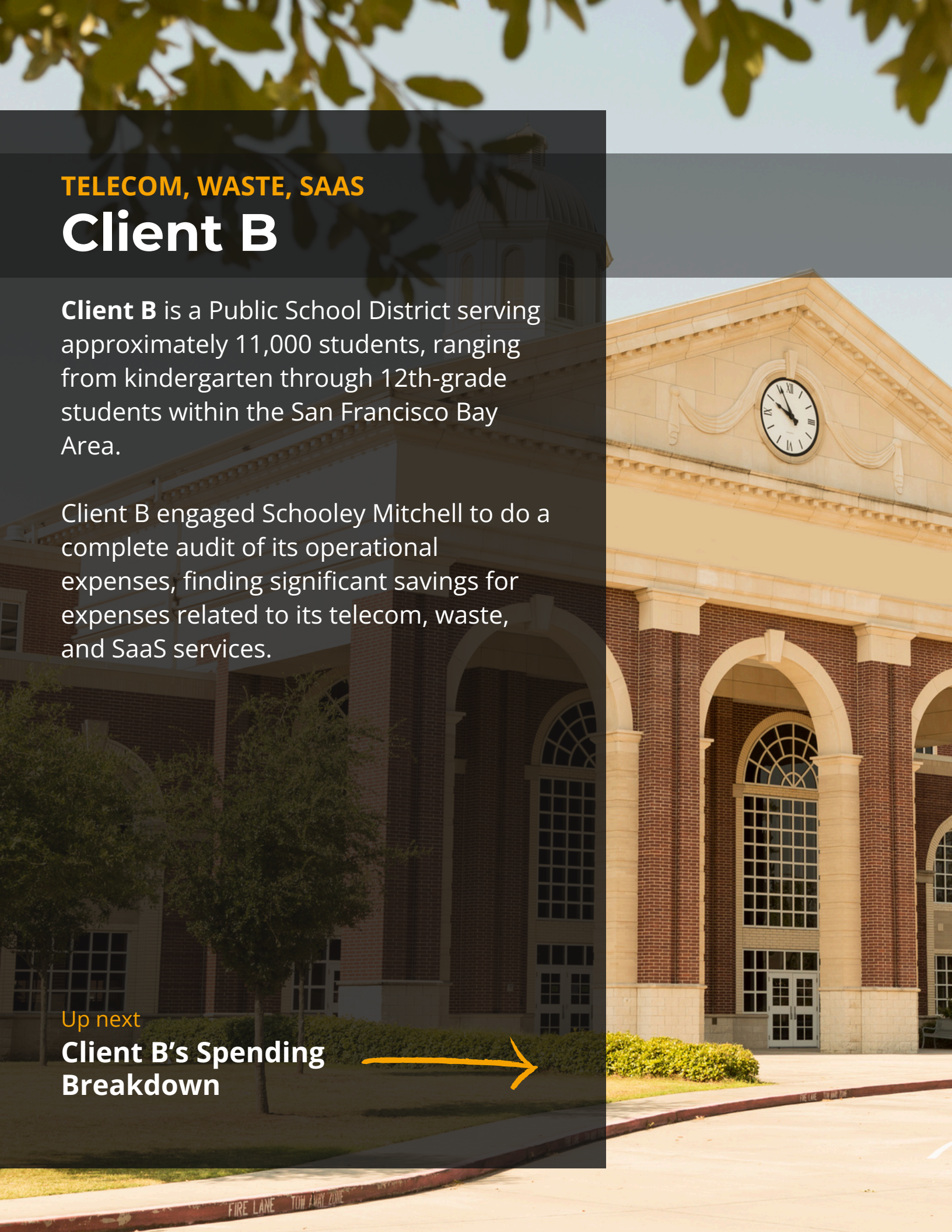
Client B

Client B is a Public School District serving approximately 11,000 students, ranging from kindergarten through 12th-grade students within the San Francisco Bay Area.

Client B engaged Schooley Mitchell to do a complete audit of its operational expenses, finding significant savings for expenses related to its telecom, waste, and SaaS services.

Up next

Client B's Spending Breakdown



TELECOM, WASTE, SAAS

Client B's Spending Breakdown

Telecom

The client was spending an annual \$108,707.76 for wireline services, and \$16,062.60 for wireless services. They were paying for several phone lines that were not in use.

Waste

Client B's current waste, recycling, organics, and shredding services were provided by two different vendors across eleven locations. This resulted in a total of \$353,428.32 billed to the client each year.

SaaS

Client B utilized one vendor to perform its eSignature services and was under a six-month contract. Early termination would result in a fee of \$5,400, which was also the annual cost of services.

Up next

Client B's Savings Breakdown



TELECOM, WASTE, SAAS

Client B's Savings Breakdown

Telecom

Schooley Mitchell successfully negotiated re-rates with Client A's provider and canceled the redundant lines, **saving a total of \$89,801.64 per year.**

Waste

For waste disposal services, Schooley Mitchell was able to achieve a re-rate with its current vendors, **reducing the annual cost by \$34,055.16.**

SaaS

Through strategic negotiation based on the competitive pricing data from previous clients, this vendor was willing to provide a competitive rate of \$2,239.80 annually, **reducing the client's annual fee of \$5400 by 41%.** Given the client was under contract, we postponed vendor transition until the contract was void (about 6 months).

Cost Category	Client Spend (\$)	Client Savings (\$)	Client Savings (%)
Telecom	\$124,770.36	\$89,801.64	72%
Waste	\$353,428.32	\$34,055.16	10%
SaaS	\$5,400.00	\$2,239.80	41%
Total	\$483,598.68	\$126,096.60	26%

Up next
Client C



We're *the* cost reduction experts

Schooley Mitchell

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 School Districts 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 29k clients, knowing they have the best quote based on our competitive pricing data, without sacrificing internal time and resources.



650M

In documented savings



29K

Clients served

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.