



William James College is a higher educational institution located in Greater Boston, Massachusetts that provides meticulous academic instruction along with substantial clinical experiences for our students to pursue careers in the professional Psychology field. Students are provided with an environment where they can excel both personally and professionally.

Upon a referral from a trusted advisor, Williams James College engaged Bryan Berry and his team including Lee and Marla Balaklaw at Schooley Mitchell to perform a risk-free review of our operational expenses. The Schooley Mitchell process was very simple and straight forward that did not require a lot of time and effort on our part. We provided Bryan and his team with copies of recent invoices and contracts, and they proceeded to do all the work in negotiating with our various vendors and offering some other alternatives as well. If they do not find savings in any category Bryan informed us that there are no fees for that review.

After performing their deep dive analysis on multiple categories Bryan and his team provided William James College with savings opportunities that included **43% savings on our wireless contract, 28% reduction in VOIP and internet services, 11% savings in credit card processing, and a 45% reduction on our Esignature pricing.** We were pleasantly surprised to learn of these findings and did proceed to implement some of these savings' opportunities. This allowed us to reallocate funds for other projects.

As part of the ongoing services that Schooley Mitchell provides they are still reviewing our invoices monthly to ensure that there are no pricing errors and continue to scan the marketplace for any other opportunities that may become available to us. In the educational environment dealing with numerous vendors in multiple categories is not only very time consuming but can be a bit confusing as well. Having a partner like Schooley Mitchell to provide their in-depth knowledge and expertise is a welcome addition to streamlining a process that can involve many different departments. I strongly recommend you give Bryan Berry and his team at Schooley Mitchell a call. Their service is guaranteed risk-free and contingency based. You never know what they may find in savings for your institution.

Sincerely,

Daniel Brent

Vice President of Finance and Operations