



November 4, 2024

To whom it may concern,

I highly recommend any business owner or executive work with Rich Bello of Schooley Mitchell. We engaged Rich to audit our waste, telecom, small package shipping, uniforms/linens, and supplies expenses. We appreciated a no-risk opportunity to find savings and were happy to sign a service agreement.

ALPCO is a leading global developer and provider of innovative molecular and immunodiagnostic products focused on Infectious and Gastroenterological Diseases. We are a trusted partner creating value for research and clinical laboratories with high-quality, user-friendly, reliable and accurate solutions.

Rich's team analyzed our waste, telecom, small package shipping, uniforms/linens, and supplies invoices to determine whether or not savings could be found. I was very happy with how easy Schooley Mitchell's process was for us. All that was required was a quick conversation about our set up, access to our invoices and contracts, and then Schooley Mitchell did all the work from there.

I was thrilled when Rich came back to me and presented the report showing that Schooley Mitchell was able to identify 12% savings on our small package shipping and 33% on our uniforms and linens. Now we have the peace of mind that we're not overspending, as well as extra funds to reinvest back into our budget.

All savings thus far have come with no switches to our service providers, and Schooley Mitchell was also able to secure thousands of dollars in Guaranteed Service Refunds from our shipping provider for packages that were not delivered on time.

After reviewing our waste and supplies set up, Schooley Mitchell found that our expenses are already completely optimized. It's a relief to know we haven't been overspending and that our budget aligns with our priorities.

Overall, my experience with Schooley Mitchell and Rich Bello was great, and I would recommend them without hesitation. Rich is professional and passionate about the work he does!

Best regards,

A handwritten signature in blue ink, appearing to read "Richard Yoblonsky", written over a light blue circular graphic element.

Richard Yoblonsky

Vice President, Finance

ALPCO