



Queen of Hearts

September 2024

To whom it may concern,

In March 2024, we agreed to have Miguel Cardenas of Schooley Mitchell review our telecom and facility supplies accounts to find savings opportunities. Honestly, I will admit I didn't believe there were savings to be found, but as we grew and opened new facilities, it was becoming difficult to keep track of our multiple vendors and services. But out of curiosity, and because Miguel explained the process is completely risk-free, we had him review our expenses.

At Queen of Hearts Nursery School, we are committed to providing a setting which will promote a rich and varied learning environment which will be free from prejudice and discrimination and where all children will be loved, respected, treated equally and consistently whilst being appreciated as individuals.

I was amazed when Miguel came back to us with a very detailed and easy to understand report on our telecom and facility supplies costs. His analysis identified telecom savings of around \$11,000 over the next 3 years and helped us consolidate, improve, and simplify services with a single vendor! They also determined that our facility supplies were optimized and just suggested a few changes to be made.

The process has been incredibly straightforward, and the best part is, they do all the work, except for us facilitating access to the data they needed. Schooley Mitchell's analysts do the research and negotiation. They present their recommendations, and, if approved by you, they completely handle implementation. Then, they continue to monitor accounts and invoices regularly, so nothing ever gets missed.

We are very happy with the work Miguel and his team at Schooley Mitchell have done for Queen of Hearts Nursery School and gladly recommend their services to others.

Warm regards,

Carron Standoloff
Queen of Hearts Nursery School
Managing Director