



SCHOOLEY  
MITCHELL

Cost Reduction Experts

**Neil Brady**

Strategic-Partner

877-520-7283

[neil.brady@schooleymitchell.com](mailto:neil.brady@schooleymitchell.com)

[www.schooleymitchell.com/nbrady](http://www.schooleymitchell.com/nbrady)

## **Schooley Mitchell has been successfully helping towns, cities and municipalities across Ontario lower their expenses for over 20 years.**

We provide risk-free audits that have resulted in significant savings and service improvements for municipalities in Ontario, and all over North America. We can help you lower costs while improving services.

We typically deliver a 27-28% yearly reduction in spend for our clients – oftentimes without any need to switch vendors. Our audit is provided on a contingency basis and we are only paid out of approved savings.

### **We help you by:**

- Decreasing business costs and increasing quality of service.
- Negotiating lower rates with your current providers.
- Identifying and recovering billing errors.
- Implementing service and technology upgrades.
- Conducting ongoing monitoring to ensure services remain optimized.

### **Our reports include the analysis of the following services:**

- Telecom
- Credit card processing
- Waste disposal
- Fuel
- Compressed gases

- Small package shipping
- Less-than-Truckload shipping
- Electronic logging devices
- Software as a service
- Uniforms and linens
- Facility supplies
- Office supplies
- Packaging and shipping supplies
- Breakroom supplies

### **You incur no expenses and make no investment.**

Schooley Mitchell does all of the work, yet you always remain in control when deciding whether to accept or decline our recommendations. If you accept our recommendations, we manage the implementation at no cost to you.

Specialized Software – Benchmarking Tools – Best in Class Pricing Databases.

Share in the savings 50/50 over the specified time period – and then you receive all of the savings. Results are tracked on a quarterly basis over the life of the agreement... your share is PURE PROFIT.

You take no risk – we will either save you money and self-fund our fees or give you a no-cost validation that you are receiving the best overall value for your existing services



## Client successes at a glance.

### Town of Penetanguishene:

- Reduced telecom costs by 23%.
- Savings delivered at all fifteen of its physical locations.
- Consolidated local & long distance for simplicity and savings.

### Municipality of North Perth:

- Reduced telecom costs by 37% after initial audit.
- 42% savings realized after one year.

### CPA Ontario:

- Yearly telecom savings of 20% across all areas.
- Validation of all installations, services rendered, and contracts.

### Advent Health Care:

- Waste savings of 63% yearly with an extra 4-yard bin.
- Removal of all drop-off fees.

### Salvation Army Ottawa:

- 40% savings on waste with no vendor change.
- 40% savings on local services and internet with technology upgrade.







SCHOOLEY  
MITCHELL

# EASY AS 1-2-3

## STEP 1

- A)** A signed service agreement gets us started.
- B)** A signed letter of authorization lets us get information we need from vendors.
- C)** Current invoices for your applicable expense accounts – or online access.

This step will likely take less than 30 minutes for someone in accounts payable.

## STEP 2

- A)** 4-6 weeks is our average to dig into the details and prepare our analysis.
- B)** We may need to hold a 10-15 minute call during this time frame to ensure we have everything we need and to inform you of our progress.

## STEP 3

- A)** 30-60 minutes to share our findings and our Value Report with you.
- B)** We implement recommendations approved by you.
- C)** We can become a single point of contact for your cost management going forward.

**TOTAL COMMITMENT IS UNDER 2 HOURS FOR  
WHAT COULD BE A SIGNIFICANT COST REDUCTION  
- AND A LONG-TERM TIME SAVER!**

**29,000+ CLIENTS  
AVERAGE SAVINGS IS 27-28%**

## **City of Port Colborne Trims Telecom Expenses by 13 Percent**

*Cost of local, long distance and wireless services reduced after external audit*

**PORT COLBORNE, ONTARIO** – An external audit has resulted in the City of Port Colborne reducing the cost of its telecommunication services by 13 percent.

Recommendations from the audit resulted in significant savings on local, long distance and wireless services. Most notable is the reduction in long-distance costs, which will see the City save over 81 percent per year. Once implemented, the City should begin realizing the savings within 30 to 60 days.

The audit was undertaken by Neil Brady and Adam Stauffer of Schooley Mitchell, a telecommunication consulting firm. The city's IT department provided support throughout the process, including assistance with circuit identification issues.

Approximate savings are as follows:

- Long Distance: Annual reduction from \$1,927.44 to \$357.24, representing an 81.47 percent decrease with savings of \$1,570.20
- Local Service: Annual reduction from \$43,997.64 to \$33,175.08, representing a 17.71 percent decrease with savings of \$10,822.56
- Wireless: Annual reduction from \$50,361 to \$50,061, representing a 0.60 percent decrease with savings of \$300

Savings will be split 50/50 with Schooley Mitchell over a defined term, with billing undertaken quarterly. After the term, the City will benefit from the entire savings. The billing breakdown is as follows:

- Annual Term Savings: City of Port Colborne Savings - \$6,346.38; Schooley Mitchell Fee - \$6,346.38
- Annual Post-Term Savings: City of Port Colborne Savings - \$12,692.76

Schooley Mitchell will continue to monitor the City's monthly bills for accuracy and provide ongoing recommendations for further cost reductions over the term. Post audit reporting of all savings will be provided. The firm will also act as a source for staff and an additional point of contact for telecom-related issues.

The recently completed external audit complements an internal review undertaken a few years ago, which resulted in a partial migration to VoIP services.



325 Farr Drive  
P.O. Box 2050  
Haileybury, Ontario P0J 1K0



Tel: (705) 672-3363  
Fax: (705) 672-3200  
[www.temiskamingshores.ca](http://www.temiskamingshores.ca)

To whom it may concern:

I am pleased to provide this letter of reference for Neil Brady, Adam Stauffer and Jim Kew of Schooley Mitchell. The City of Temiskaming Shores is a vibrant, bustling community located at the head of the beautiful Lake Temiskaming. Our community serves as the commercial hub of a large agricultural, forestry and mining region. Schooley Mitchell was able to save our community both time and money to put towards what truly matters – making our community a wonderful place to live.

We initially engaged Schooley Mitchell to conduct a free analysis of our telecom and merchant services, but weren't sure if they would find us any savings. After taking a look at our bills and conducting their analysis, Schooley Mitchell informed us that they found savings on our local service, long distance, wireless and merchant services! The largest savings were found in the wireless category – over 48%. We even realized the savings on our merchant services account without having to change vendors.

Schooley Mitchell saved us money that we would otherwise be over-paying to our service providers. I recommend that anyone interested in saving both time and money employ Schooley Mitchell to take a look at their telecom and merchant services.

Sincerely,

**Bradley Hearn**  
Information Systems & Technology  
Corporation of the City of Temiskaming Shores



P. O. Box 1614, 21 Reeve Street  
Woodstock Ontario N4S 7Y3  
Phone: 519-539-9800  
[www.oxfordcounty.ca](http://www.oxfordcounty.ca)

October 4, 2013

Adam Stauffer | Neil Brady  
Schooley Mitchell Telecom Consultants  
320 Rushbrook Drive  
Newmarket, Ontario L3X 2C8

To Whom It May Concern:

The County of Oxford received competitive quotes in Spring 2013 for a Telecom Audit. Neil Brady and Adam Stauffer from Schooley Mitchell were awarded the bid in April to conduct a risk free telecom review. We were somewhat skeptical that savings could be realized as we were currently on Ministry of Government Services pricing for the bulk of our services.

They worked with our existing vendors to analyze all of our services on a line by line and feature by feature basis. They took the time to check in with multiple service providers to check for service availability. Unfortunately none were available due to our geographical location but it was nice to have an outside source validate this for us.

We were pleasantly surprised when they were able to deliver almost 14% in savings on our current government pricing. As well, they were able to identify several legacy services that several departments were no longer using or several services in which there was a better way to connect.

Finally, at the completion of the audit we provided confirmation to move forward with Schooley Mitchell's recommendations and they worked with the vendors to have all contracts drafted and all recommended changes applied to each account.

This was a transparent process that yielded some savings for the County in addition to providing validation that the vast majority of services provided are in line with best in-market pricing. This was a very positive experience and I would highly recommend it to any government agency or private business to reduce Telecom costs.

Sincerely,

Marian Klenk

Computer/Network Technician  
Oxford County



# THE DISTRICT MUNICIPALITY OF MUSKOKA

CORPORATE AND EMERGENCY SERVICES DEPARTMENT

70 PINE STREET, BRACEBRIDGE, ONTARIO P1L 1N3

Telephone (705) 645-2231 Fax (705) 645-5319 1-800-461-4210 (705 area code)

[www.muskoka.on.ca](http://www.muskoka.on.ca)

To whom it may concern:

The District of Muskoka's past Commissioner of Corporate and Emergency Services retained Schooley Mitchell in 2013 to conduct a thorough review of our telecommunications expenditures. The purpose of this exercise was to help reduce our overall telecommunications spend.

While working closely with our IT Services department, Schooley Mitchell reviewed all of our current services and brought forth realistic recommendations to help reduce costs, and in some cases improve service levels. They worked with all of our current vendors in a professional manner to secure best pricing.

Upon acceptance of their recommendations, they undertook all efforts to work with our vendors to implement the changes. This process worked well in the fact that IT Services did not have to invest large amounts of resources to manage and complete this project.

This was a positive experience that saved the District money over the course of three years. I would recommend them to any government agency looking to reduce telecommunication expenses as they have a solid understanding of our unique requirements.

Regards,

Chantelle Denstedt  
Director, IT Services  
(705) 645-2100 Ext. 248

*Managing Our Legacy Together*



*The Town of*  
**Amherstburg**  
ONTARIO

To whom it may concern:

I am happy to provide this letter of reference for Neil Brady and Adam Stauffer at Schooley Mitchell. The Town of Amherstburg is one of the oldest towns in Ontario, steeped in historic charm and situated on the banks of the Detroit River. It was voted as the 2015 People's Choice Winner of Great Places in Canada and has ranked as the Safest Community by Stats Canada 4 out of the past 5 years!

Neil and Adam informed us that they would conduct a thorough analysis of our telecommunications environment and give us a full report on how we could save money on our fees. We didn't know whether or not they would be able to find significant savings, but their service agreement stated that if they couldn't, their review would be completed at no cost.

To their credit, Schooley Mitchell found us savings in multiple different areas. They migrated us to a new vendor with better government rates, and provided us with a quarterly credit on their invoice to off-set the cancellation fee's from our old vendor. This saved us 30% on our cellular costs. They also found savings of 39% and over 50% on our local and long distance services respectively – both while remaining with our incumbent vendor.

A year later, they conducted a traffic study on our lines and made further recommendations to save us an additional \$11,000 per year going forward.

Schooley Mitchell's recommendations and ongoing support has been invaluable to the Town of Amherstburg and their work will continue to save the town money going forward. I recommend Schooley Mitchell to any township or business looking to lower their rates!

Sincerely,



Dave Carpenter  
Manager of Information Technology  
Town of Amherstburg



May 19, 2015

Neil Brady / Adam Stauffer  
Schooley Mitchell Consultants  
320 Rushbrook Drive  
Newmarket, ON. L3X2C8

To whom it may concern:

Neil Brady and Adam Stauffer from Schooley Mitchell were referred to us from Oxford County where they had recently completed an independent and objective telecommunications review. We are always open to cost-savings so we decided to move forward with the project for the Town of Tillsonburg.

After meeting with Neil and assisting his team collect our account info and invoices, Schooley Mitchell did the rest behind the scenes.

About 8 weeks later we went through the findings and were pleased to see recommendations for annual savings close to 30%. This also included consolidation of our Local Services and Long Distance from two vendors down to one. They also identified some unused OPX circuits which we were able to cancel for 100% savings.

Schooley Mitchell is currently monitoring our Telco costs and providing post-audits each quarter and through this on-going monitoring we have seen further savings on our Cellular services.

I would highly recommend Schooley Mitchell to any Town / Municipality / Township that is looking to lower their Telecom spend.

Sincerely,

Darrell Eddington  
Director of Finance  
Town of Tillsonburg  
200 Broadway, 2nd Floor, Suite 204  
Tillsonburg, ON N4G 5A7  
Phone: 519-688-3009 Ext. 3251

[www.Tillsonburg.ca](http://www.Tillsonburg.ca)

[www.DiscoverTillsonburg.ca](http://www.DiscoverTillsonburg.ca)

[www.Facebook.com/TillsonburgON](https://www.facebook.com/TillsonburgON)



TOWN HALL  
56 Queen Street  
Port Hope, ON L1A 3Z9

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f: 905.885.7698

admin@porthope.ca  
www.porthope.ca

May 14, 2020

To Whom it May Concern:

I am writing to recommend the services of Adam Stauffer and Neil Brady of Schooley Mitchell. Adam and Neil were able to find significant cost savings for the Municipality of Port Hope and we appreciate the work they conducted on our behalf. These savings would not have been realized without their professional assistance.

When Schooley Mitchell approached us to offer their services, we agreed to hear them out. They thoroughly explained their approach and identified that they would review our telecommunication environment, analyze what we were paying, and come back to us with recommendations to reduce our expenses. Better yet, they explained that this audit was free – their only compensation came from sharing in the savings if they were able to find them and we wanted to implement.

Not only did Schooley Mitchell save us 33.5% in total across our telecom environment, but these savings were found without us having to switch providers. On our behalf, and with our authorization, they re-negotiated our contracts, and even found over \$3,000 per month in services across our Municipality that we were paying for and simply not using.

We appreciate the service that Schooley Mitchell offered to us, and I absolutely recommend Schooley Mitchell to anyone looking to save money on their vital business services.

Sincerely,

Brian Gilmer,  
Director of Corporate Services / Clerk

cc: file copy





Embracing the Future  
while Remembering our Past  
[www.stirling-rawdon.com](http://www.stirling-rawdon.com)



Neil Brady | Adam Stauffer  
Schooley Mitchell Consultants  
320 Rushbrook Drive  
Newmarket, ON  
L3X 2C8

To whom it may concern:

We engaged the services of Neil Brady & Adam Stauffer from Schooley Mitchell to conduct an independent audit of our Telecom services for cost-savings. This included a detailed review of our local services, long distance, internet and cellular accounts.

The audit was provided on a contingency basis and Schooley Mitchell's fees were self funded out of the savings provided. We were incredibly pleased to see a 46% yearly reduction on our Telecom spend with absolutely no change in vendors.

No time investment was required by the Township other than providing copies of Telecom bills and a meeting to review the findings.

I would highly recommend Schooley Mitchell to any Town / Municipality / Township that is looking to lower their Telecom spend.

Yours truly,

Roxanne Hearn, AMCT  
CAO-Treasurer  
Township of Stirling-Rawdon  
Box 40, 2529 Stirling-Marmora Rd.  
Stirling, ON K0K 3E0  
613-395-3380 ext. 2222



## **Municipal Government Client List**

The District Municipality of Muskoka  
Municipality of Port Hope  
County of Simcoe  
Municipality of Tweed  
County of Lennox-Addington  
Municipality of Marmora & Lake  
County of Perth  
Township of Carlow Mayo  
City of Port Colborne  
Municipality of Bayham  
County of Oxford  
Municipality of Morris-Turnberry  
Town of Tillsonburg  
Municipality of Central Huron  
Township of South West Oxford  
Municipality of South Huron  
Township of Lake of Bays  
Municipality of Huron East  
Town of Gravenhurst  
Town of Goderich  
Township of South Algonquin  
Municipality of Pelee Island  
Loyalist Township  
Town of Amherstburg

Township of Muskoka Lakes  
Municipality of North Perth  
Town of Bracebridge  
Town of Minto  
Town of Wasaga Beach  
Town of Hanover  
Town of Penetanguishene  
Town of Hearst  
Town of Midland  
Town of Spanish  
Township of Perry  
Township of Sables-Spanish Rivers  
Township of Strong  
Township of Plummer Additional  
Township of Ryerson  
Township of St. Joseph  
Township of McKellar  
North Algona Wilberforce Township (NAWT)  
Municipality of McDougall  
Township of Horton  
Village of Oil Springs  
City of Temiskaming Shores

## **Non-Profit / Registered Charities**

World Vision Canada  
Brain Injury Community Re-entry (Niagara) Inc  
The Salvation Army Grace Manor  
Sensenbrenner Hospital  
The Salvation Army Meighen Health Centre  
Fredericton Homeless Shelters  
The Salvation Army Broadview Village  
Community Living Parry Sound  
Advent Health Care Corporation  
Community Living Manitoulin Island  
Mariann Home  
Community Living Owen Sound

Spruce Lodge  
Community Living South Huron  
Dom Lipa  
West Coast Huron Energy  
CanoeKayak Canada  
Grace Lutheran Church Hamilton  
Camp Crossroads  
Deep Quong Non-Profit Homes