



**SCHOOLEY
MITCHELL**

Client Cumulative Profit Results

Schooley Mitchell Analysis Resources

- ✓ Tools
- ✓ Clout
- ✓ Negotiation
- ✓ Expertise
- ✓ Databases
- ✓ R&D
- ✓ Implementation
- ✓ Vendor Knowledge
- ✓ Watchdogs



Client Approval

	Client Approval	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 5	Quarter 6	Quarter 7	Quarter 8	Quarter 9	Quarter 10	Quarter 11	Quarter 12	Year 4	Year 5
Savings	0	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$12,000	\$12,000
SM Fee	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,000	\$1,000	\$1,000		
Cumulative SM Fees	\$1,500	\$3,000	\$4,500	\$6,000	\$7,500	\$9,000	\$10,500	\$12,000	\$13,500	\$15,000	\$16,000	\$17,000	\$18,000	\$18,000	\$18,000
Cumulative Client Savings	-\$1,500	\$0	\$1,500	\$3,000	\$4,500	\$6,000	\$7,500	\$9,000	\$10,500	\$12,000	\$14,000	\$16,000	\$18,000	\$30,000	\$42,000

* Based on 36-month agreement and \$1,000/month in savings