



Value	Internally Manage Costs	Vendor Manage Costs	 Schooley Mitchell Manage Costs
Knowledge of current costs	✓	✓	✓
Knowledge of market alternatives	✓	?	✓
Ability to examine entire marketplace for best options (independence and objectivity)	✓	✗	✓
Specialized software analysis tools to optimize costs and summarize current and proposed options efficiently	✗	✗	✓
Best-in-class pricing databases for comparison of all vendors	✗	✗	✓
Negotiating clout from representing 24,000+ clients	✗	✗	✓
Research and development department to stay on top of rapidly changing market alternatives and technologies	✗	✗	✓
Time available to review all current costs, gather marketplace options, compare alternatives, negotiate optimal solutions, and summarize into clear initial recommendation report	?	✗	✓
Time each month to check all vendor invoices, calculate results, and re-examine marketplace options for best alternatives on an ongoing basis	✗	✗	✓
Direct access to appropriate vendor personnel to manage moves, adds, changes and deletes with various vendors, and to troubleshoot directly with multiple vendors	✗	✗	✓
Motivated to continually reduce prices for services employed	✓	✗	✓
Access to more than 325 professionals with expertise in all areas	✗	✗	✓
Established audit procedures to identify possible errors in invoices and contracts	✗	✗	✓
Ability to renegotiate vendor contracts prior to expiry from a position of clout and comparative knowledge	✗	✗	✓