

Schooley Mitchell

Efficiency Amplification

Offered by Carriere Consulting, LLC

Charles Carriere, CFA

charles.carriere@schooleymitchell.com || 504-500-7912

About Me

Charles Carriere 3.0

Lifelong New Orleanian

Isidore Newman School ➡ UNC-Chapel Hill ➡ Tulane MBA

1.0 20+ Years at Johnson Rice & Company – investment industry

2.0 Co-founder of a software company focused on 3D scanning

3.0 Schooley Mitchell - cost-reduction consulting

1 Wife, 4 kids, 1 dog

Overpaying for Services – Why My Business Exists

Many businesses lack the leverage, insights, and expertise to control costs, resulting in overpayments.



Inflation amplifies cost pressures, creating ongoing challenges for margin management.



Who Manages Cost-Reduction Initiatives?

CEO/President:

Driving overall strategy

Growth and vision

Stakeholder management

CFO:

Banking relationships

Employee costs

Investments and high-level budgeting

COO:

Day-to-day operations

Supply chain management

Efficiency and process improvements



Why These Categories Are Overlooked

- Specialized cost categories (telecom, waste, shipping, etc.) fall outside their expertise.
- Lack of time to dive into detailed cost-analysis projects.
- These areas are often perceived as low-priority or too complex to manage effectively.

Our Value Proposition - Risk-Free Cost Management

- ⬇️ We act as a MARGIN-POSITIVE outsourced cost-reduction department
- ⬇️ We only get paid after we save you money.
- ⬇️ We share found savings 50/50 for 36 months, then 100% of the savings go directly to you.
- ⬇️ We monitor *every* invoice – we save time + ensure accuracy

***The only thing we
save you is time
and money.***



Leveraging Expertise to Drive Cost Efficiency

Schooley Mitchell

- 💰 The largest ***independent*** cost-reduction firm in North America
- 💰 100+ cost category specialists – focused on savings
- 💰 30,000+ negotiated deals + \$1b in found savings back us up
- 💰 Our unfair advantage is that we know where the finish line is when negotiating a contract.
- 💰 **28% average savings, no vendor changes 80% of the time.**

Why Cost Reduction?

- ➔ Outsized Revenue Impact
- ➔ Valuation Increase
- ➔ Improves Debt Ratios

Monthly Savings \$1,000	Profit Margin		
	6%	8%	10%
Revenue Impact	\$200,000	\$150,000	\$120,000
Monthly Savings \$1,000	EBITDA MULTIPLE		
	6x	8x	10x
Valuation Uplift	\$72,000	\$96,000	\$120,000

These improvements are achieved without increasing headcount or sales efforts.

When Are Cost Savings A Priority?

- ⬇️ When you sign up for the service – you may or may not shop pricing
- ⬇️ When you see a *large* price increase – but only when it is big enough to notice
- ⬇️ When the cost becomes big enough to be strategic

Outside of those events, most companies are comfortable being price-takers.

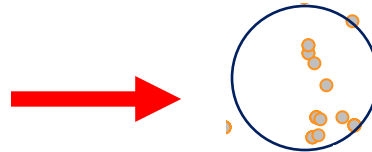
Inertia is your bottom line's worst enemy

We keep you focused on growth; we'll handle the costs.

The Power of Our Data

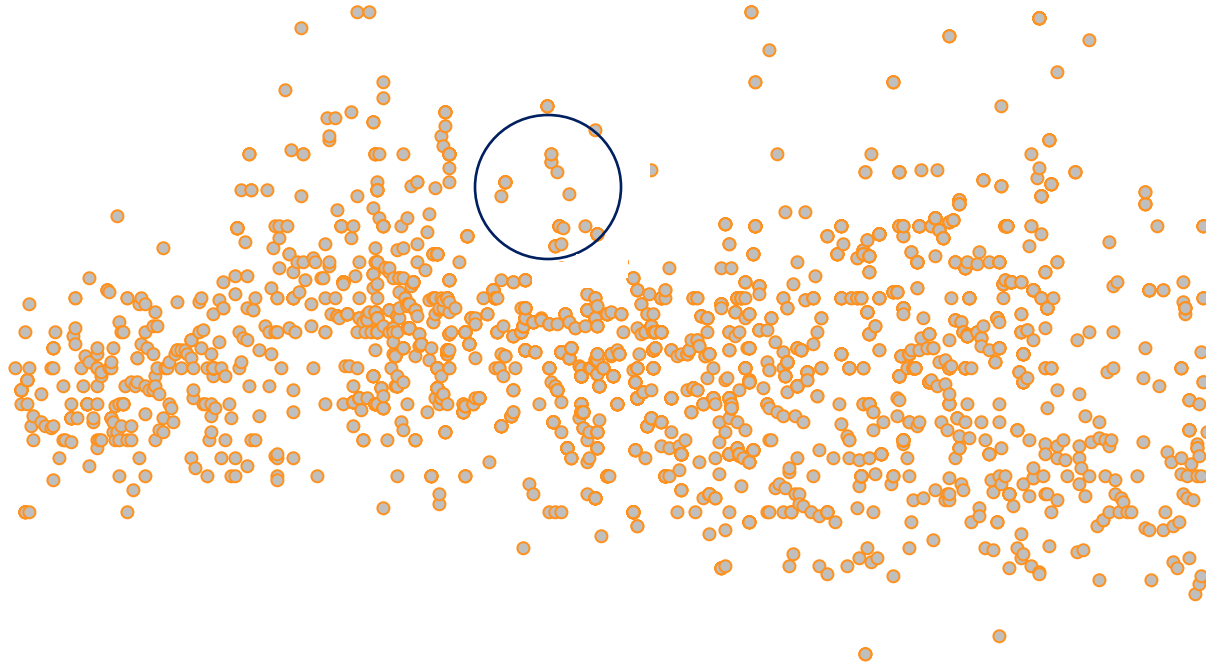
Example: Credit Card Processing

These dots represent a typical business owner's view into the merchant services landscape.



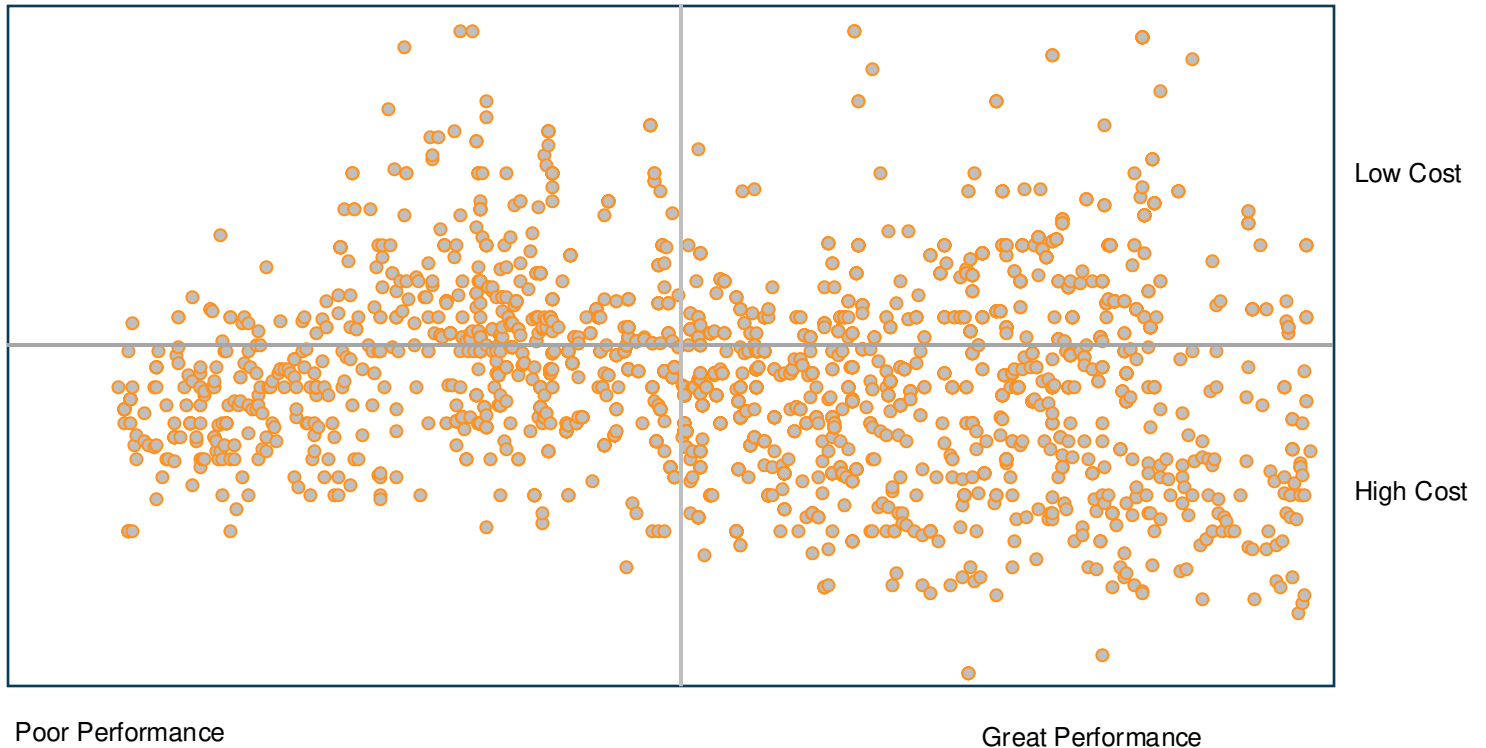
The Power of Our Data

But there are
4,000+ merchant
services providers

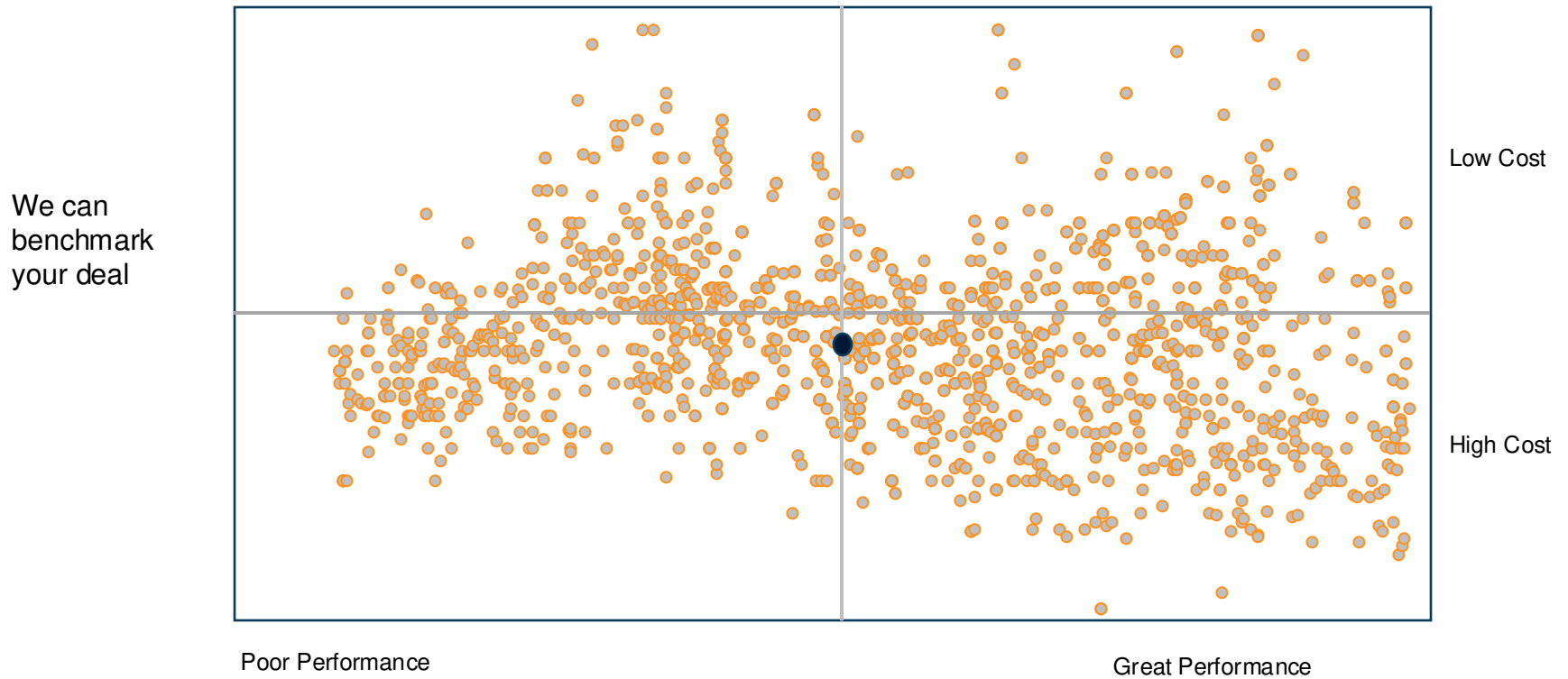


The Power of Our Data

This is our
view of the
landscape

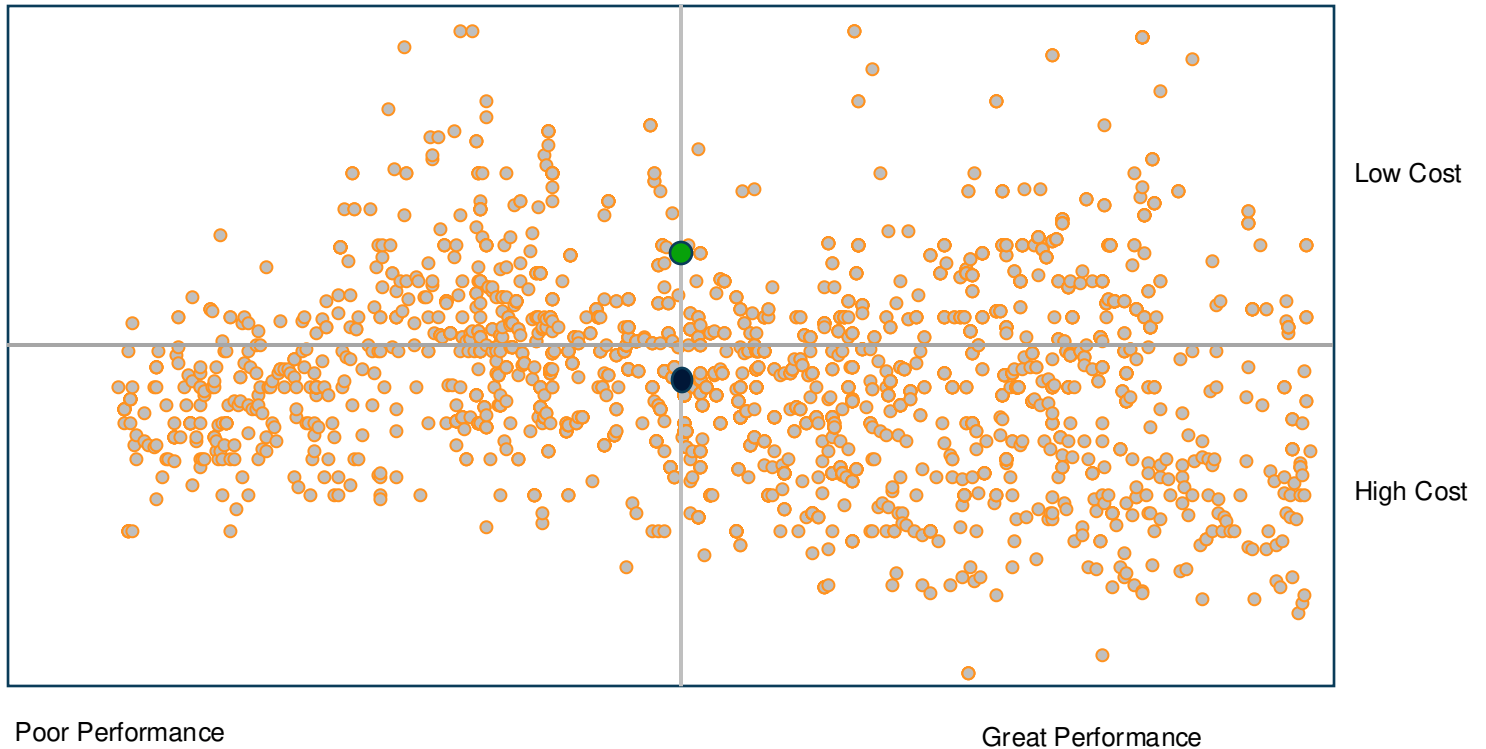


The Power of Our Data



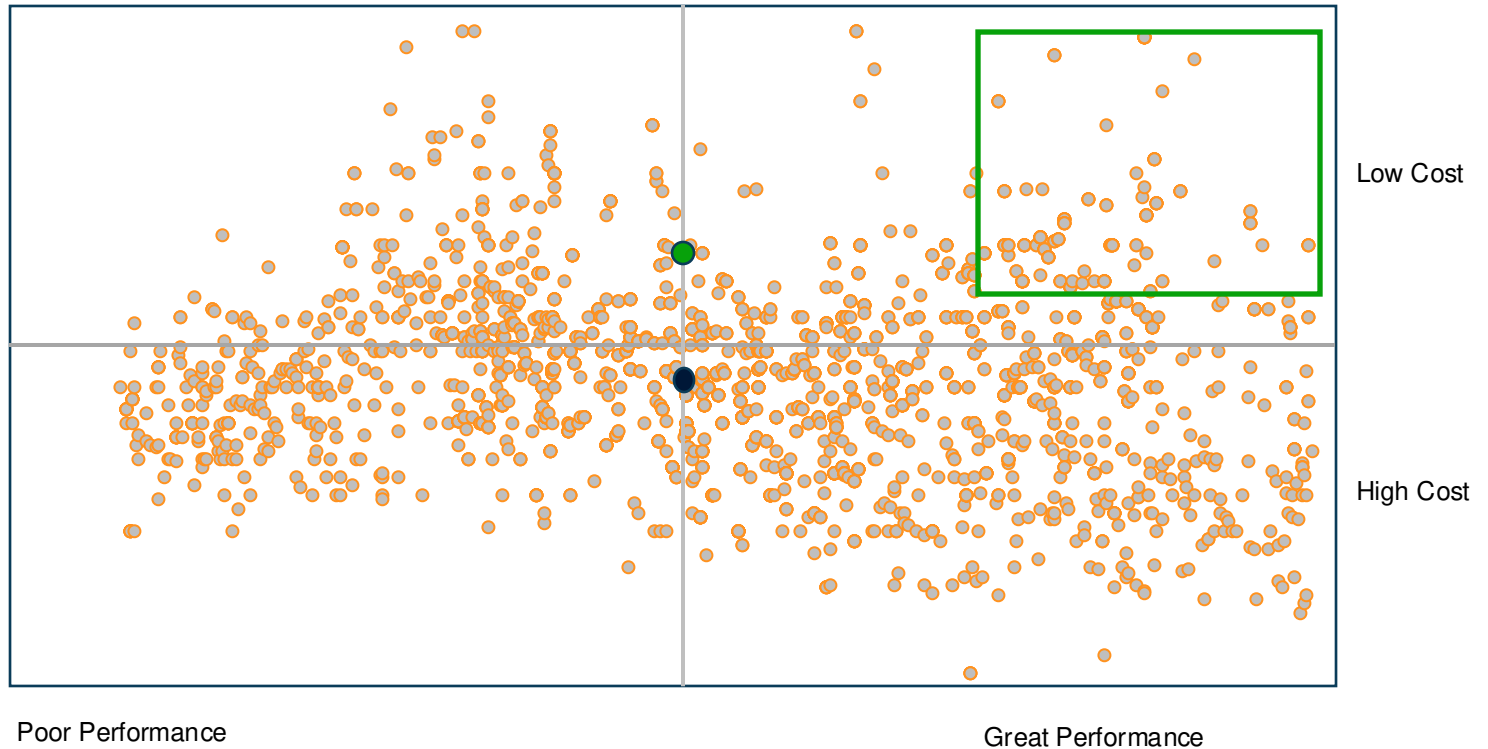
The Power of Our Data

See what
others are
paying the
same vendor
for same
service



The Power of Our Data

And target
the rich part
of the deck
for alternative
solutions



A Transparent, Simple Savings Model



No Risk



Zero Cost If No Savings Found

You pay nothing unless we deliver results.



50/50 Split on Savings



For 36 months

We find savings, we split it down the middle – win-win.



100% Yours After 36 Months



All Ongoing Savings Are Yours

We help set you up for long-term gains, with every dollar staying with you

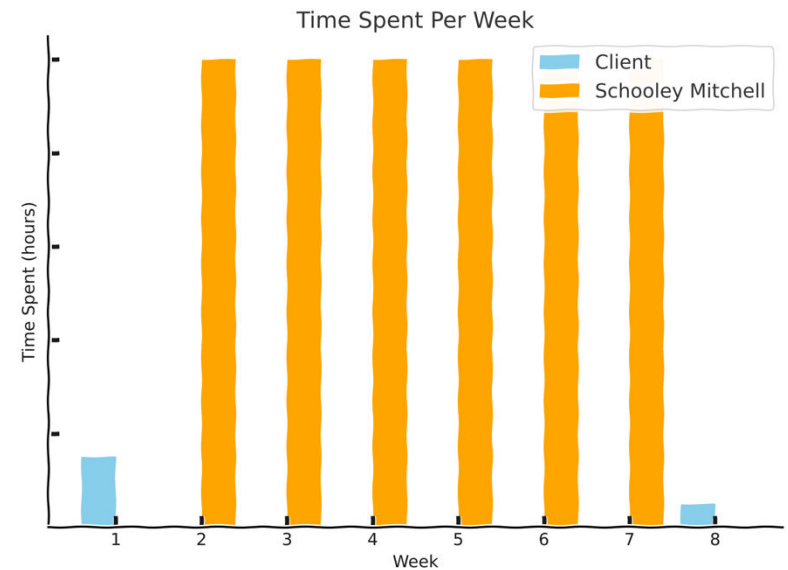
Bottom Line

If we don't find savings, you owe us nothing. If we do, you get long-term benefits from day one.

Your Savings, Minimal Effort

- ⬇️ Quick Sign-Up
 - ⬇️ Simple Service Agreement
- ⬇️ Fast Setup
 - ⬇️ Brief onboarding call
- ⬇️ Access to Data + Letters of Authorization

Total commitment: ~ 30 minutes per category for potential multi-year savings



Timeline – 2+ Quarters to Impact Financials

- 📅 Signed Service Agreement
- 📅 Week 1 - 2: Onboarding Call + Data Collection
- 📅 Weeks 3-16: Baseline Reporting + Pricing Optimization
- 📅 Week 17: Value Report + Implementation
- 📅 Week 21: First Invoice

The process can be shorter, but getting the best results can take time.

Service Agreement



SERVICE AGREEMENT

Between _____ (Client)

and

Carriere Consulting, LLC

Doing Business as Schooley Mitchell (SM)

AGREEMENT TERMS

1. The Client hereby authorizes SM to review its specific costs as detailed in the Cost Categories section of this agreement, and to submit initial and supplemental recommendations for improvements including recommendations for possible savings. This review may include the review of existing systems, services, equipment, suppliers, plans and other items or functions related to the cost category. Recommendations may include alternate methods, systems, services, equipment, suppliers or plans or other suggestions for improvement or cost savings.
2. The term of this Service Agreement shall be thirty-six (36) months from the date of signing during which time SM may submit a series of recommendations.
3. All recommendations for improvements including recommendations for possible savings made by SM are subject to the Client's approval. No action regarding such changes shall be undertaken without the prior consent of the Client. Any recommendations, initial or supplemental, acted upon by the Client, or on behalf of the Client, within thirty-six (36) months of submission by SM shall be deemed to be accepted by the Client.
4. The Client acknowledges that activity and market pressure will be initiated directly with existing vendors and with alternate vendors and may cause those existing and/or alternate vendors to react whether contacted directly by SM, the Client, or other parties. This activity may trigger direct offers from those existing and/or alternate vendors and those offers will be as a result of this engagement, and therefore included in the recommendations described in paragraph 3.
5. The Client acknowledges that savings will be calculated by SM based on the difference between the baseline prices paid by the Client and any reduction in those baseline prices. Baseline prices are defined to be the prices incurred by the Client on vendor invoices immediately prior to the commencement of the review by SM for each expense category to be reviewed. Representation of those baseline prices will be provided to SM by the Client prior to commencement of the SM review, by providing appropriate invoices for the purposes of SM calculations and consulting services.
6. The Client hereby authorizes SM to identify and pursue, on the Client's behalf, possible refunds or credits due to billing errors or other causes.
7. The Client will provide SM with invoices, statements, contracts, equipment records, and other related information, from the date of this agreement, and throughout the term of the agreement and payment term of this agreement, as required by SM. The Client will provide written authorization, and/or oral authorization if so required by the Client's vendors, for SM to receive all such records and information directly from vendors, from the date of this agreement and throughout the term of the agreement and payment term of this agreement, as required by SM.
8. All records and information submitted for review by the Client shall be held in the strictest confidence by SM and shall not be used for any other purpose except to complete this consulting assignment.
9. All recommendations, actions, information, and suggestions submitted by SM for the Client's consideration shall be held in the strictest confidence by the Client. The Client warrants that they will not duplicate the work carried out by SM, nor will the Client negotiate alternate pricing for the cost categories specified in the Cost Categories section of this agreement, during the term of the agreement. Information submitted by SM shall not be used for any other purpose other than to consider the recommendations submitted by SM, and shall not be disclosed to or discussed with any third party, including, without limiting the generality of the foregoing, other business owners, executives, shareholders, vendors, or associates.

Initials (Client) _____

10. SM is acting in the capacity of an independent consultant to the client under this Agreement and does not sell, represent, or warrant any services or equipment provided by any suppliers. The Client will indemnify and hold SM, and its related parties, harmless against any cause of action, loss, liability, damage, cost, or expense (other than direct damages due to willful or negligent actions by SM), whether accrued, absolute, contingent or otherwise, including, without limitation, attorney's fees and costs, arising out of or relating to this Agreement.

PAYMENT TERMS

11. The Client agrees to pay SM as its fee for the services rendered under this agreement, fifty (50) percent of all savings realized as a result of the acceptance of any initial or supplemental recommendations made by SM during the term of this agreement, including fifty (50) percent of all savings realized as a result of reductions in baseline prices during the term of this agreement, for a period of thirty-six (36) months from the date of implementation (the payment term) of the accepted initial or supplemental recommendation, after which time the entire savings will accrue to the Client.
12. SM will provide detailed schedules and calculations of the actual savings to be realized by the Client over the term of the service agreement. Billings will be as follows; 36 installments of the amount due to SM based on documented actual savings, in monthly increments from the date of implementation. Verification of savings will be conducted on a monthly basis. SM will provide invoices detailing the computation of savings. Any amount not paid in full within thirty (30) days of the invoice date will be subject to a 1.5% finance charge per month.
13. The Client also agrees to pay SM, fifty (50) percent of each refund or credit or other consideration realized based on SM's identification of billing errors or other causes for credits. Payment will be due within thirty (30) days of the receipt of the refund, credit, or consideration by the Client.

OTHER

14. SM may use the services of SM's licensor, 1073355 Ontario Limited (Licensor), to assist with the performance of SM's obligations. Licensor is a third-party beneficiary of this Agreement having the same rights as SM.
15. This agreement shall be construed and enforced in accordance with the laws in the state/province of residence of SM. In any dispute arising from or related to this Agreement the parties mutually consent to the jurisdiction and venue in any court located in the county of residence of SM.

COST CATEGORIES

Approved categories for review and recommendation, as initialed, include:

- | | | |
|---|--|---|
| <input type="checkbox"/> Telecommunications | <input type="checkbox"/> Uniforms & Linens | <input type="checkbox"/> Small Package Shipping |
| <input type="checkbox"/> Software as a Service | <input type="checkbox"/> Facility Supplies | <input type="checkbox"/> Less-than-Truckload Shipping |
| <input type="checkbox"/> Electronic Logging Devices | <input type="checkbox"/> Office Supplies | <input type="checkbox"/> Fuel |
| <input type="checkbox"/> Merchant Services | <input type="checkbox"/> Packaging & Shipping Supplies | <input type="checkbox"/> Compressed Gases |
| <input type="checkbox"/> Waste | <input type="checkbox"/> Coffee & Water | |

Initials (Client) _____

Steps to Expedite Cost Savings

Establish Your Point Person for Data Collection

Someone with agency and authority to compile the data, no red tape

Set a 2-Week Deadline for 2 Categories at a Time

No extended back-and-forth. We hit the ground running.

Why It Works

- **Less Distraction, More Focus:** Fewer follow-ups, no endless email ping-pong.
- **Savings in Sight:** Faster data = faster cost reductions, faster cash flow.
- **Smooth Process, Real Results:** Efficient, no-stress collaboration from Day 1.

Let's Get Started

It's simple. It's effective. And it means real savings for you.

Your Next Steps to Lowering Costs

- ⬇️ Review spends in relevant cost categories
- ⬇️ Sign Service Agreement
- ⬇️ Provide Invoices, Contracts & Letters of Authorization
- ⬇️ Receive Baseline and Value Reports

THANK YOU!

Charles Carriere

Charles.carriere@schooleymitchell.com

504-500-7912