

Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800)750-1538



FY21 Annual Report

With FY22 Projections

Morgan Daybell
Franklin Northeast Supervisory
Union
80 Main Street
Richford, VT 05476



Specialized Purchasing Consultants Inc.
Serving Maine, New Hampshire & Vermont since 1988

September 2021

Morgan Daybell
Franklin Northeast Supervisory Union
80 Main Street
Richford, VT 05476

Skip Tilton
President

Corporate Office:
1491 East Side River Road
Dummer, NH 03588
(800) 750-1538

VISIT US ON THE WEB:
www.spccopypro.com

Dear Morgan:

We at Specialized Purchasing Consultants wish to thank you for your continued confidence in us for the **past 14 years**. We hope we can continue this relationship for many years to come.

This year's Annual Report provides an overview of last year's reprographic equipment usage and status. We recognize that this was an unusual year and that accurate usage may not be fully reflected. However, it is still good to compare and review to see just how the pandemic has impacted usage. Recommendations have still been made to address any potential problem areas and help to avoid needless down time and improve equipment reliability.

Every year we strive to improve or enhance our services to save our clients time, money, and effort. Hopefully you have been able to benefit from these services, and we hope to continue to offer new services. In fact, one new service is the Client Warranty and Relief Fund. A description of this valuable service is provided in this year's report. We are pleased to continue offering all of our services to you at no additional charge.

We appreciate the opportunity to provide you with the best possible pricing, service, and equipment. We look forward to our meeting. Feel free to share your thoughts and feelings concerning your overall experience with SPC.

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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MEET YOUR TEAM

Skip Tilton, President
Billie Jo Tilton, Vice President



As co-founders of SPC, we are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices possible while improving the quality of your service and equipment. We have also been able to find ways to increase your equipment reliability, monitor and track usage variations throughout the year, and keep your costs under control.



Alex Webster
Operations, Marketing & IT Manager



Alex is involved in every aspect of SPC. He actively seeks to improve the cooperative bidding process and is continually seeking to improve the buying power in New England. Alex organizes and prepares the bids for new and existing clients, tabulates the bid results and presents them to our clients. He also presents our Annual Reports each year. He keeps our office equipment up to date, ensuring we are always online and using the latest technology to maintain STARDoc and FM Audit so our clients have access to valuable information on their equipment.

Pam Weed
Client-Vendor Relations



Pam helps maintain a good relationship between clients and vendors, overseeing warranty complaints and replacements, equipment upgrades and changes, end-of-year meter collection and billing, and Annual Reports. Pam also assists with marketing SPC services.

Kelly Fortier
Office Support



Our newest team member, Kelly creates and maintains Service & Supply contracts and Warranties, equipment additions and upgrades, lease documentation, bookkeeping, and other office support.

Heidi Tilton
Accounting Support



Heidi assists with bookkeeping and billing for both clients and vendors, processing payments, contact information updates, and other office support.

Sue Penney
Accounting Coordinator



Sue rejoins our team to oversee billing, leases, and purchase transactions.

Robert Dutil
Information Technology



Bob keeps SPC running by maintaining and updating database processes as well as assisting in updates to SPC's STARDoc website and the creation of code to create the many reports SPC generates to give you the accurate information of your usage.

Jamin Tilton
Operations Support



Jamin plays a vital role in performing onsite and virtual equipment surveys and installation audits. He assists with STARDoc and FM Audit updates as well.

SPC TIMELINE

1988 Specialized Purchasing Consultants opens its doors

- Began offering equipment at the sales representative's cost with continued cooperative buying power obtaining competitive rates on leases, equipment, and Service & Supply contracts.

1999 Improved Annual Report

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail.
- Established Student Ratios.

2001 Meter Collection

- Began collecting meter reads directly from client and submitting to vendors via spreadsheet, providing more accurate and consistent billing.

2002 Bond Counsel Review

- Added Bond Counsel Review to ensure any and all funding sources provided legal documentation to meet State statutes and regulations.

2003 Bond Counsel Review of Contracts and Warranties

- Service & Supply Contracts revised to reflect SPC's commitment to managing a client's account for five years while allowing the client a 30-day cancel option.
- Warranty revised to protect equipment, guaranteeing service or replacement at no charge, even if a vendor goes out of business.

2012 STARDoc and Simplified Billing Developed and Implemented

- Live Floor Plans: Allows IT administrators to move devices around on their own floor plans.
- STARDoc: Helps project out the end-of-year costs and potential overages.
- Simplified Billing: Designed to eliminate hundreds of invoices and condenses it down to 2 or 3 a year.

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

- Users can see a monthly snapshot of current usage and estimated projections

2015 STARDoc - Mapping Options and Asset Management

- Allows mapping of other IT devices (Wireless Access Points, IP Cameras, Projectors, VoIP Phones, etc.)
- IT Asset Management tracks all IT purchases, warranty expirations, etc.

SPC TIMELINE (Continued)

2018 STARDoc - Improved Pinpointing of Budget and Communications

- Improved pinpointing of machines projected to go over budget
- Facilitate communication with your vendor's service manager
- Request service history on any given printer or copier

2019 STARDoc – Service Histories, Chromebook Bid

- Mandatory annual fleet service history: Provides data on the overall reliability of the fleet.
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.
- Five-Year Fleet Management (FYFM): Projecting out five-year costs for all equipment based on current and past usage.

2020 Mock Bids - Warranty and Relief Fund

- Mock Bids: allows us to show where a client's pricing would come in without having to go out to bid. This allows them to buy off an existing bid, thus saving time and money.
- Warranty and Relief Fund: Due to the pandemic, there are serious upheavals in the industry. In an effort to cushion our clients, this fund was established. For more information, see the last page of the Annual Report.

2020 Chromebook Bid

- Third year in a row, awarding primarily to Y & S Technologies for Lenovo
- Sold 3,379 units to 17 clients for just under \$815k in sales

2021 Vendor Services and Warranty Relief Equipment

- Vendor Bid Portal allows vendors to electronically submit bids, ensuring accuracy and saving time when calculating bid results for presentation.
- Premier Vendors Classification notes which vendors are not only cooperative to SPC bids but who demonstrate willingness to support SPC's processes before, during, and after the bid.
- Warranty Relief Equipment Base: Premier Vendors will have access to SPC-traded high-quality, low-meter machines. For more information, see the last page of the Annual Report.

2022 SPC Roadmap

- STARDoc Upgrade: Plans are being made to give STARDoc a more modern facelift.
- Internal restructuring to ensure our clients receive the best possible service from SPC.

EQUIPMENT HEALTH STATUS

Total Number of Machines

61

Total Black Photocopiers & MFPs:	18
Total Color Photocopiers & MFPs:	10
Total Black Network Printers:	29
Total Color Network Printers:	4
Total Removed From Service:	0

of Units Not in Use for FY21

1

of Units OFF Warranty**

0

of Units Approaching End of Warranty

0

of Units Overused

0

of Units Underused

0

Contract Commencement Date 0*/01/20%#

All Warranties and Service Contracts Expire 06/30/2025

of Annual Payments Left on Lease 3

SPC's FM Audit Print Management Software Loaded Yes

Printer Contract Signed Yes

**NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Dear Morgan,

Client budgets have been significantly impacted for the past two years because of the COVID-19 restrictions. Black usage dropped again by a significant average because of the change to working remotely most of the year. Black pre-COVID usage averaged 2,291 copies per student but this year is down to 1,284 copies per student ... **your average is 1,583**. Color pre-COVID usage averaged 216 copies per student but this year is down to 182 copies per student ... **your average is 161**.

Your vendor seems to be taking good care of your fleet (see Service History Report), j [V Y b U X k X g W j g a j X d c X a g X V t a W m f T a l f i n X b e V a V a f l h ~ T l T i X l g h e X g a Z

Sincerely,
Skip

Franklin Northeast Supervisory Union – Richford and Enosburg
Morgan Daybell
80 Main Street, Richford, VT 05476
Five-Year Basis beginning with the 2020/2021 Fiscal Year

Copies-per-Year: 2,274,538

Present vs. Proposed Recommendations as of 7/1/2020

PRESENT SITUATION

- 1) Guarantees on Photocopiers: **<1 Year on Older Units**
- 2) Annual Price Ceilings Left: **<1 Year on Older Units**
- 3) Console Copiers with 3 million plus: 5
- 4) Units to be Traded: 27 in 2020, the rest in 2023
- 5) Photocopiers: 15
- 6) Color Photocopiers: 4
- 7) MFPs: 3 (3 B/W MFP's)
- 8) Printers: 20 (5 Colors, 3 of which are Ink Jets)
- 9) Duplexers: 23
- 10) Finishers: 11
- Total number of Units: 38

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Machines: **Five + Years**
- 2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
- 3) Console Copiers with 3 Million plus: 6
- 4) Replaced: **23 New in 2020 and 11 New in 2023**
- 5) Photocopiers: **15 with Secure Print/Confidential Mailbox**
- 6) Color Photocopiers: 5
- 7) MFPs: **2 with 0 Color**
- 8) Printers: **17 with 2 Color Printers**
- 9) Duplexers: **34**
- 10) Finishers: **24**
- Total number of Units: **34 (Closing out 4 to right size equipment)**

Overall Description of Equipment Fleet:

Presently, you have **seven different manufacturers & thirteen different models** of low-end network printers that are costing you **\$0.035** per black print & **\$0.25** for color print with some units not under a Cost Per Copy (CPC) agreement. Ink Jet printers run about \$.12 per page for b/w jobs and \$.40 per page on color jobs. The **new arrangement** will shift to one manufacturer **with one vendor** servicing everything. You will have one master cost per copy agreement allowing you to monitor true costs for each printing device. This will greatly reduce cost and improve reliability.

Board Approval Date:

Capital:

Presently, you have **over a dozen** Fair Market Value Leases that are overlapping with at least 144 payments a year. With the new arrangement, we will be consolidating all the FMV leases in 2020 (Totaling \$44,166.92). The new municipal master lease will have a commencement date of 07-01-2020 with the first **annual** payment due on 08-01-2020. This will greatly reduce the internal load on accounts payable and set you up for an even larger bid in the future. The ERUUSD is responsible for any lease payments prior to July 1st, 2020. For the second phase acquisition on July 1st, 2023, SPC has locked in pricing to upgrade the remaining leased machines not being replaced in 2020.

Service & Supplies:

Considering all of your consumable cost centers including service you are averaging **\$0.006226 for black and \$0.064517 for Color**. The new contract will come in at a CPC of **\$0.003854 for Black and \$0.049177 for Color**.

Vendor Packages:

SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District:

<u>Cost Center</u>	<u>Present</u>	<u>Symquest (Konica)</u>	<u>FY24 Symquest</u>
1. Service & Supplies Color Photo only:	\$7,472.24	\$4,494.09	\$4,494.09
2. Service & Supplies Black Photo only:	\$13,707.77	\$7,228.06	\$7,228.06
3. Annual Muni Lease:	\$19,656.96	\$24,242.56	\$23,213.35
4. Forced Upgrades (#29 Printer/Copiers):	<u>\$4,925.00</u>	<u>\$00.00</u>	<u>\$00.00</u>
Totals:	\$45,761.97	\$35,964.71	\$34,935.50

#Papercut MF could be added on all color machines for approximately an additional \$1,475.00 per year.

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy CPC billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th, 2021**. A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors.

Security package: Hard Drive Wipes are included in these prices.

Franklin Northeast Supervisory Union
Morgan Daybell
80 Main Street, Richford, VT 05476
Five-Year Basis beginning with the 2020/2021 Fiscal Year

Copies-per-Year: 226,340

Present vs. Proposed Recommendations as of 7/1/2020

PRESENT SITUATION

- 1) Guarantees on Photocopiers: **<1 Year on Older Units**
- 2) Annual Price Ceilings Left: **<1 Year on Older Units**
- 3) Units to be Traded: 4 in 2020
- 4) Photocopiers: 2
- 5) Color Photocopiers: 1
- 6) MFPs: 0
- 7) Printers: 5
- 8) Duplexers: 4
- 9) Finishers: 2
- Total number of Units: 7

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Machines: **Five + Years**
- 2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
- 3) Replaced: **3 New in 2020**
- 4) Photocopiers: **2 with Secure Print/Confidential Mailbox**
- 5) Color Photocopiers: **1**
- 6) MFPs: **0**
- 7) Printers: **4**
- 8) Duplexers: **6**
- 9) Finishers: **2**
- Total number of Units: **6 (Closing out 1 to right size equipment)**

Overall Description of Equipment Fleet:

Presently, you have **six different manufacturers & twenty-three different models** of low-end network printers that are costing you **\$0.035** per black print & **\$0.25** for color print with some units not under a Cost Per Copy (CPC) agreement. Ink Jet printers run about \$.12 per page for b/w jobs and \$.40 per page on color jobs. Aside from Sheldon, very few printers are under contract which means they are not being monitored. The **new arrangement** will shift to one or two manufacturers **with one vendor** servicing everything. You will have one master cost per copy agreement allowing you to monitor true costs for each printing device. This will greatly reduce cost and improve reliability. This will be done in two phases: 2020 and 2023. The vendors have agreed to current pricing for sales in 2023. This means we do not need to go out to bid again at that time, rather will simply bring a new lease to the board for your approval. The district will have the opportunity to add or subtract equipment at that time. This package includes SPC STARDoc going forward for the entire SU.

Board Approval Dates: SU (May 4th, 2020), NMV (May 5th, 2020)

Capital:

Presently, **you have five Fair Market Value Leases that are overlapping as well as 1 Municipal Lease at Sheldon Elementary**. That means you have **60** payments a year on just the FMV leases and the 1 muni lease at Sheldon. With the new arrangement, we will have one master lease with one annual payment starting August 1st, 2020. SPC will pay off the other leases on behalf of the district (totaling \$17,085.22). This will greatly reduce the internal load on accounts payable and set you up for an even larger bid in the future. The FNESU and NMVSD are responsible for any lease payments prior to July 1st, 2020. For the second phase acquisition on July 1st, 2023, SPC has locked in pricing to upgrade the remaining leased machines not being replaced in 2020.

Service & Supplies:

Based on the existing service contracts and non-contracted devices, there must be hundreds of invoices a year. There are no warranties or service contracts on many of the printers. This will be reduced to just 2 invoices a year will all devices covered under this agreement. Considering all of your consumable cost centers including service you are averaging **\$0.00614 for black and \$0.064989 for Color**. The new contract will come in at a CPC of **\$0.003044 for Black and \$0.036255 for Color**.

Vendor Packages:

SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District:

<u>Cost Center</u>	<u>Present</u>	<u>Symquest (KM Best Bid)</u>	<u>FY24 Symquest</u>
1. Service & Supplies Color Photo only:	\$2,382.60	\$1,476.30	\$1,476.30
2. Service & Supplies Black Photo only:	\$1,937.38	\$724.01	\$724.01
3. Annual Muni Lease:	\$1,408.08	\$2,448.21	\$1,500.00
4. Forced Upgrades (# Printer/Copiers):	\$1,000.00	\$00.00	\$00.00
Totals:	\$6,728.06	\$4,648.52	\$3,700.31

#Papercut MF could be added on all color machines for approximately an additional \$1,180.00 per year.

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy CPC billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th, 2021**. A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors. **Security package:** Hard Drive Wipes are included in these prices.

*Northern Mountain Valley
Morgan Daybell
80 Main Street, Richford, VT 05476
Five-Year Basis beginning with the 2020/2021 Fiscal Year*

Copies-per-Year: 1,936,385

Present vs. Proposed Recommendations as of 7/1/2020

PRESENT SITUATION

- 1) Guarantees on Photocopiers: **<1 Year on Older Units**
 - 2) Annual Price Ceilings Left: **<1 Year on Older Units**
 - 3) Units to be Traded: 19 in 2020
 - 4) Photocopiers: 9
 - 5) Color Photocopiers: 3
 - 6) MFPs: 2 (1 B/W MFP's, 1 Color Ink Jet MFP)
 - 7) Printers: 22
 - 8) Duplexers: 28
 - 9) Finishers: 9
- Total number of Units: 33

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Machines: **Five + Years**
 - 2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
 - 3) Replaced: **17 New in 2020**
 - 4) Photocopiers: **9 with Secure Print/Confidential Mailbox**
 - 5) Color Photocopiers: **3**
 - 6) MFPs: **1**
 - 7) Printers: **21**
 - 8) Duplexers: **31**
 - 9) Finishers: **11**
- Total number of Units: **30 (Closing out 3 to right size equipment)**

Overall Description of Equipment Fleet:

Presently, you have **six different manufacturers & twenty-three different models** of low-end network printers that are costing you **\$0.035** per black print & **\$0.25** for color print with some units not under a Cost Per Copy (CPC) agreement. Ink Jet printers run about \$.12 per page for b/w jobs and \$.40 per page on color jobs. Aside from Sheldon, very few printers are under contract which means they are not being monitored. The **new arrangement** will shift to one or two manufacturers **with one vendor** servicing everything. You will have one master cost per copy agreement allowing you to monitor true costs for each printing device. This will greatly reduce cost and improve reliability. This will be done in two phases: 2020 and 2023. The vendors have agreed to current pricing for sales in 2023. This means we do not need to go out to bid again at that time, rather will simply bring a new lease to the board for your approval. The district will have the opportunity to add or subtract equipment at that time. This package includes SPC STARDoc going forward for the entire SU.

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Service & Supplies:

Based on the existing service contracts and non-contracted devices, there must be hundreds of invoices a year. There are no warranties or service contracts on many of the printers. This will be reduced to just 2 invoices a year will all devices covered under this agreement. Considering all of your consumable cost centers including service you are averaging **\$0.00614 for black and \$0.064989 for Color**. The new contract will come in at a CPC of **\$0.003044 for Black and \$0.036255 for Color**.

Vendor Packages:

SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District:

<u>Cost Center</u>	<u>Present</u>	<u>Symquest (KM Best Bid)</u>
1. Service & Supplies Color Photo only:	\$9,762.02	\$7,458.12
2. Service & Supplies Black Photo only:	\$10,193.59	\$6,258.30
3. Annual Muni Lease:	\$16,671.24	\$21,232.65
4. Forced Upgrades (# Printer/Copiers):	<u>\$1,000.00</u>	<u>\$00.00</u>
Totals:	\$37,626.85	\$34,949.07

#Papercut MF could be added on all color machines for approximately an additional \$1,180.00 per year.

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NON-CONTRACTED DEVICES

Make - Model	Serial Number	IP Address	Last Update
CANON iPF770	BACG7702	192.168.168.25	2021-06-09 13:07:11
CANON MF440 Series	2TC22926	192.168.110.108	2021-06-09 06:31:30
HP COLOR LaserJet CP2025dn	CNGS429474	192.168.110.40	2021-06-27 08:10:04
HP LASERJET I320 SERIES	CNHC64K0NP	192.168.200.10	2021-06-09 06:31:30
HP LaserJet 200 colorMFP M276nw	CND8F7T8PK	192.168.110.109	2021-06-24 09:11:48
HP LaserJet 400 MFP M425dn	CNF8G3XD6I	192.168.200.9	2021-06-08 06:31:29
HP LaserJet 4100 SERIES	USJNH40446	192.168.110.38	2021-05-19 06:31:25
HP LaserJet Enterprise 500 Color	CNBCD6P0PX	192.168.1.11	2021-06-09 08:08:42
HP LaserJet Pro 200 color M251nw	CNDIH13717	192.168.170.78	2021-06-09 12:59:27
HP Pro 6230	TH56G510CS	10.0.3.44	2021-06-21 07:11:07
LEXMARK MX410de	701532LM059ML	192.168.110.253	2021-06-27 08:10:04

FIVE-YEAR FLEET MANAGEMENT (FYFM)

We have all heard the saying that Information is Power! Beginning with your next upgrade, FYFM will put you in the driver's seat.

Purpose of FYFM:

Interactive Tool you can alter with your printing habits. With the click of one button, it will incorporate both past, present and future usage, flagging any potential problematic areas. 'Right-Sized Print Management' will help to eliminate overused color copiers.

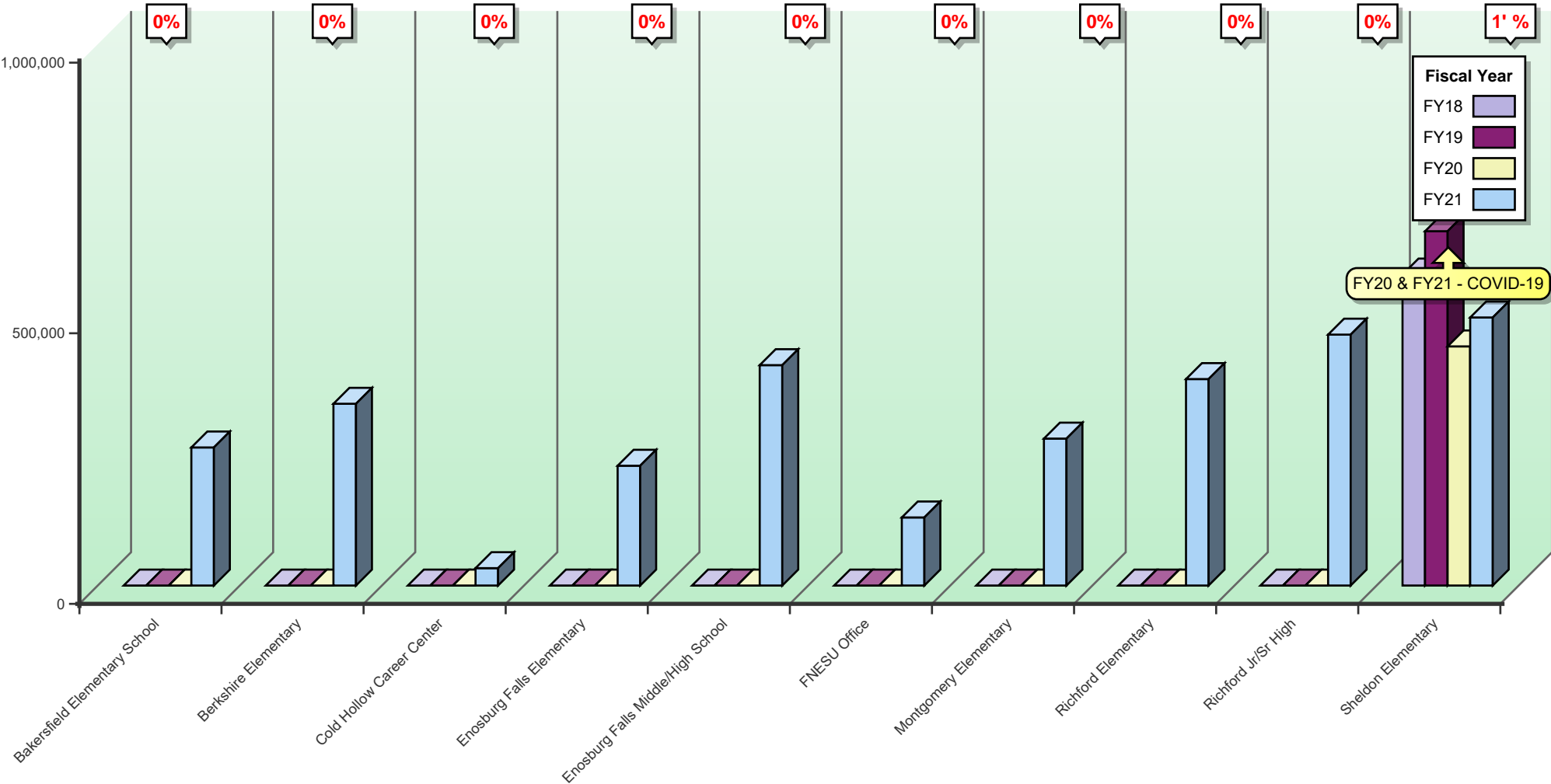
Setting up Future Budgets:

Projecting out your cost is crucial in setting up your budgets. With FYFM you will be able to take control of your future cost for the entire life of your fleet of copiers, MFP's and printers. STARDoc currently studies your printing habits and projects out for about eight months. FYFM will be able to project out your cost and volume for the entire life of your fleet, usually five years out.

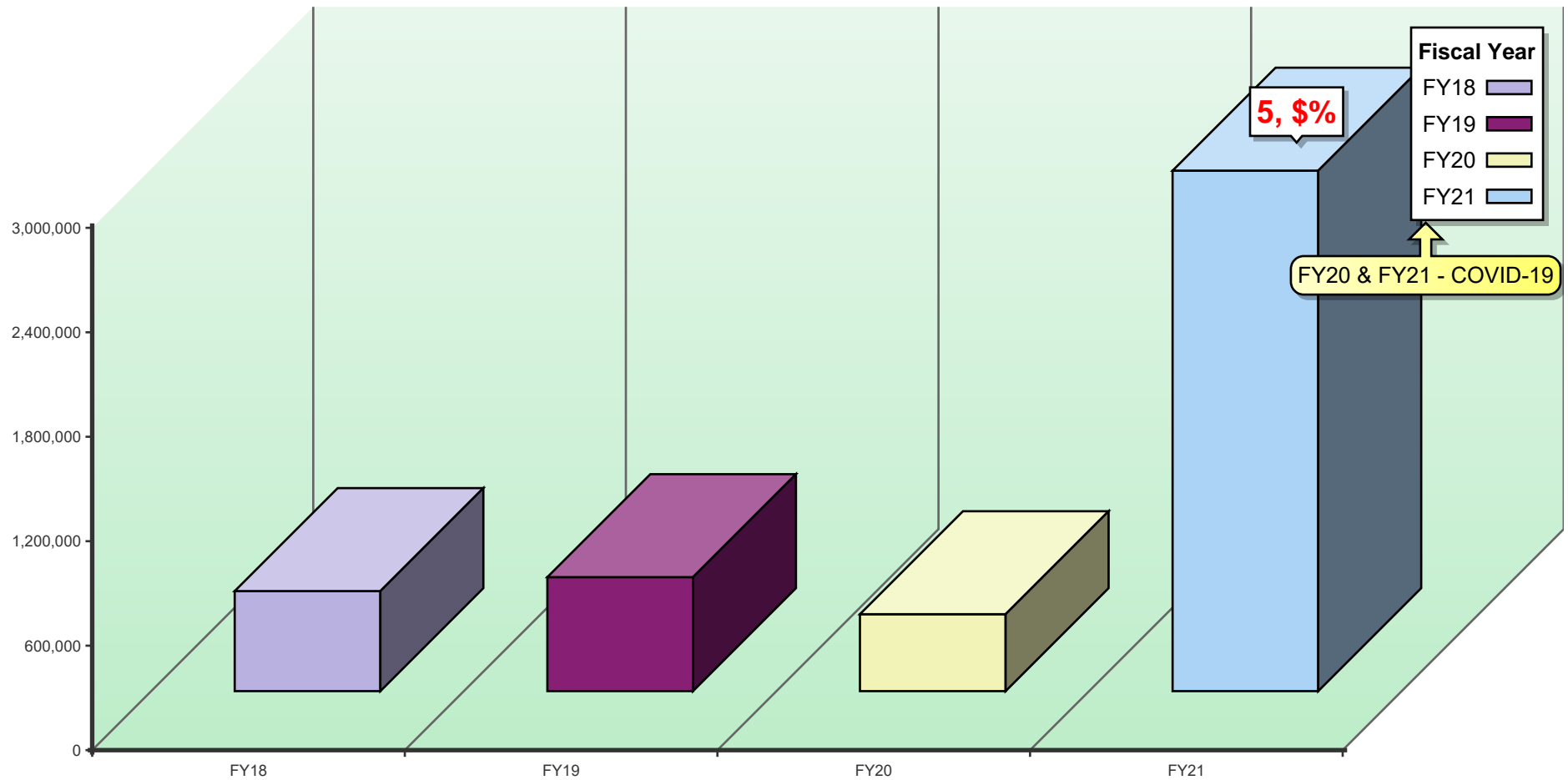
Problematic Machines:

How would you know if your equipment is truly malfunctioning and needs to be replaced under warranty? FYFM will compare your service calls to all SPC's clients for like models and speeds. It will provide you with the number of service calls in a fiscal year and the average copies between calls so that you will know if your equipment is running efficiently and/or needs to be replaced under warranty at no charge. In awarding future bids, you will be able to see which company and which manufacturer is operating the best in your geographic area.

ANNUAL BLACK VOLUME BY LOCATION



ANNUAL BLACK VOLUME OVERALL



% amount equals the overall increase or decrease between Previous Year & Current Year

Huge increase noted due to addition of other school buildings besides Sheldon Elementary.

AVERAGE STUDENT-TO-COPY USAGE - BLACK

Using the projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.

Building	Student Population	Annual Black Volume	Total School Cost*	Average Annual Black Prints Per Student	Average Annual Black Cost Per Student
Bakersfield Elementary School	140	255,171	\$6,514.38	1,823	\$46.53
Berkshire Elementary	188	335,862	\$8,596.11	1,787	\$45.72
Cold Hollow Career Center	103	32,131	\$820.29	312	\$7.96
Enosburg Falls Elementary	237	221,370	\$5,653.93	934	\$23.86
Enosburg Falls Middle/High School	384	407,229	\$10,397.57	1,060	\$27.08
FNESU Office		125,804	\$3,553.55	0	\$0.00
Montgomery Elementary	123	271,521	\$6,952.33	2,207	\$56.52
Richford Elementary	198	381,517	\$9,740.02	1,927	\$49.19
Richford Jr/Sr High	232	463,625	\$11,881.57	1,998	\$51.21
Sheldon Elementary	284	495,278	\$13,169.77	1,744	\$46.37
Totals	1,889	2,989,508	\$77,279.52	1,583	\$40.91

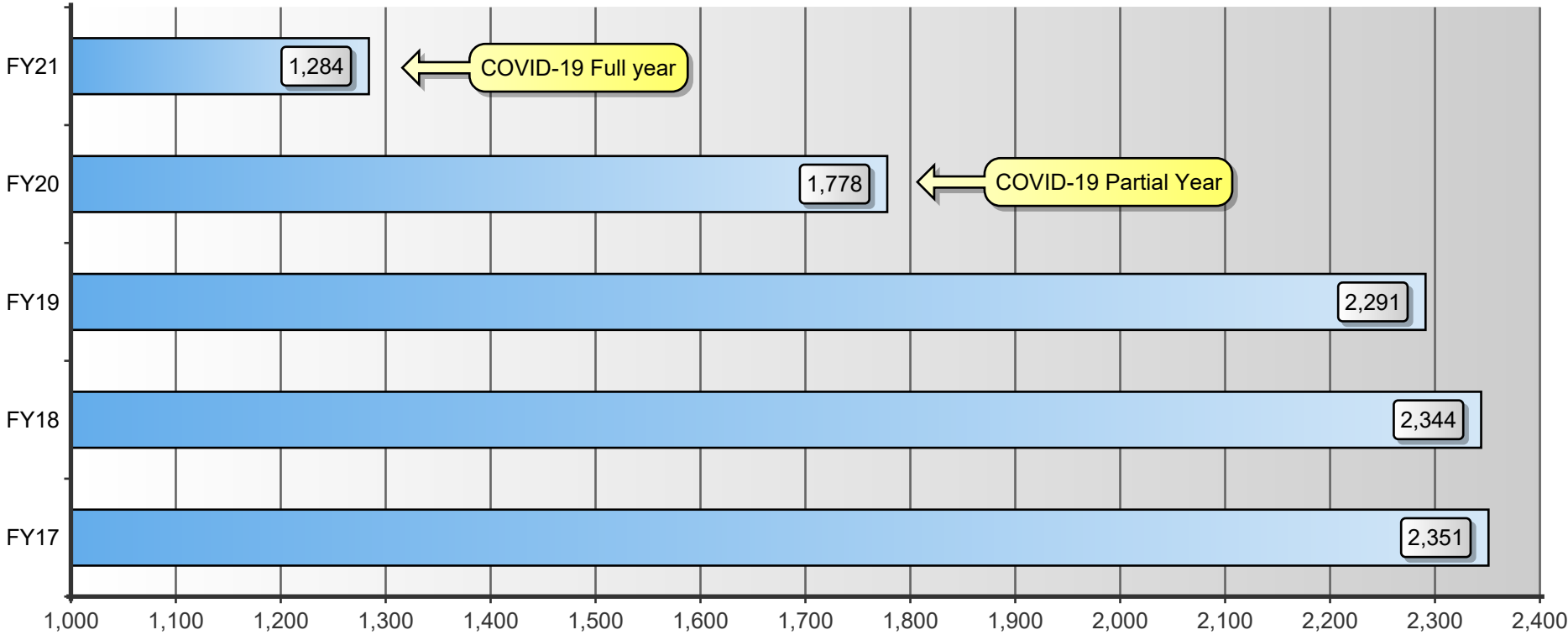
*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.

INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

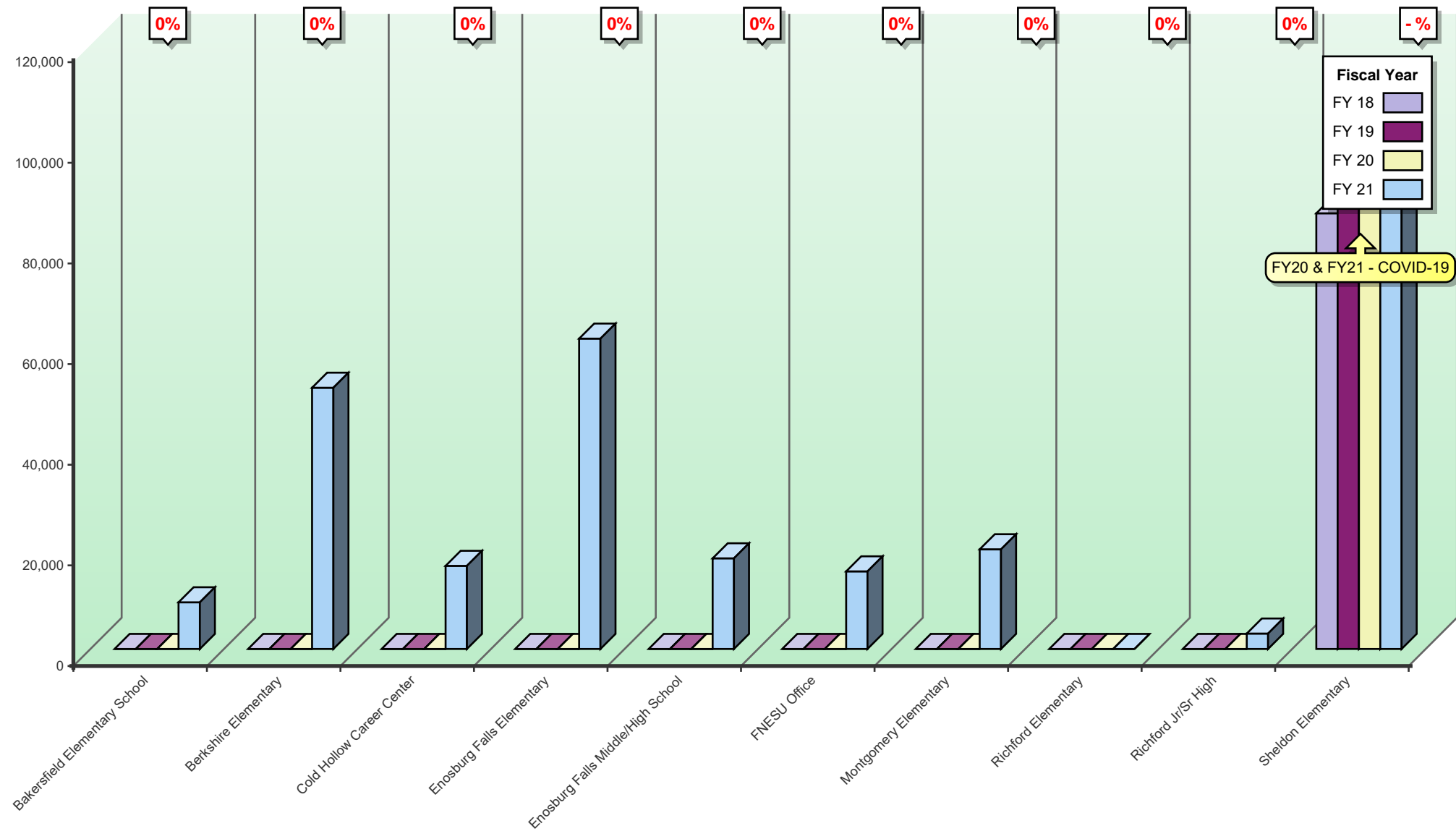
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	74,829	96,III,166	\$2,941,043.66	1,284	\$39.30

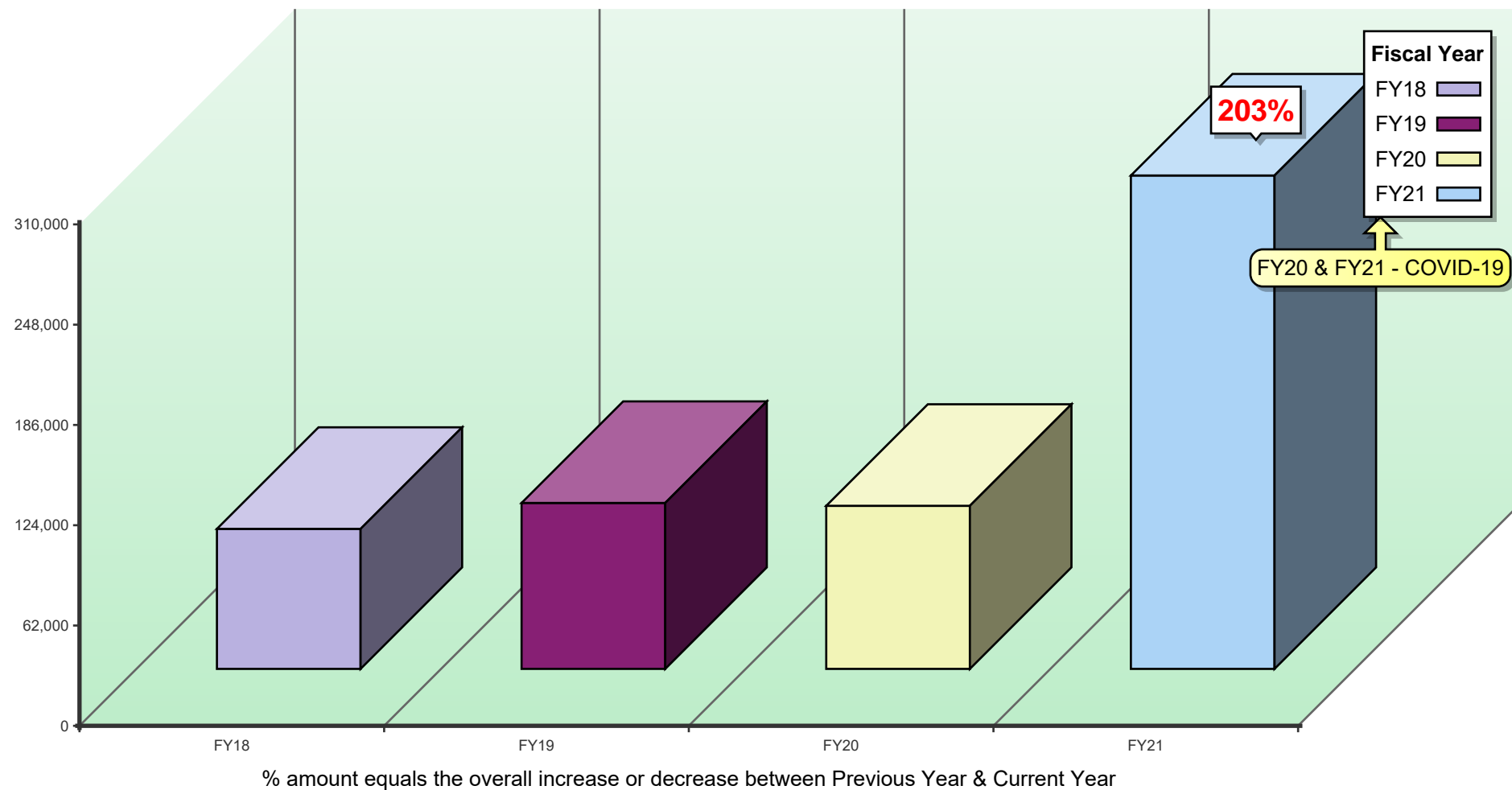
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



ANNUAL COLOR VOLUME BY LOCATION



ANNUAL COLOR VOLUME OVERALL



Huge increase noted due to addition of other school buildings besides Sheldon Elementary.

AVERAGE STUDENT-TO-COPY USAGE - COLOR

Using the projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.

Building	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Bakersfield Elementary School	140	9,270	\$369.50	66	\$2.64
Berkshire Elementary	188	51,914	\$2,069.29	276	\$11.01
Cold Hollow Career Center	103	16,512	\$658.17	160	\$6.39
Enosburg Falls Elementary	237	61,671	\$2,458.21	260	\$10.37
Enosburg Falls Middle/High School	384	18,008	\$717.80	47	\$1.87
FNESU Office		15,417	\$614.52	0	\$0.00
Montgomery Elementary	123	19,802	\$894.14	161	\$7.27
Richford Elementary	198	0	\$0.00	0	\$0.00
Richford Jr/Sr High	232	3,059	\$145.23	13	\$0.63
Sheldon Elementary	284	109,383	\$5,237.31	385	\$18.44
Totals	1,889	305,036	\$13,164.17	161	\$6.97

*Total School Cost refers only to Service & Supplies as Paper and Equipment are included in the previous table for black prints.

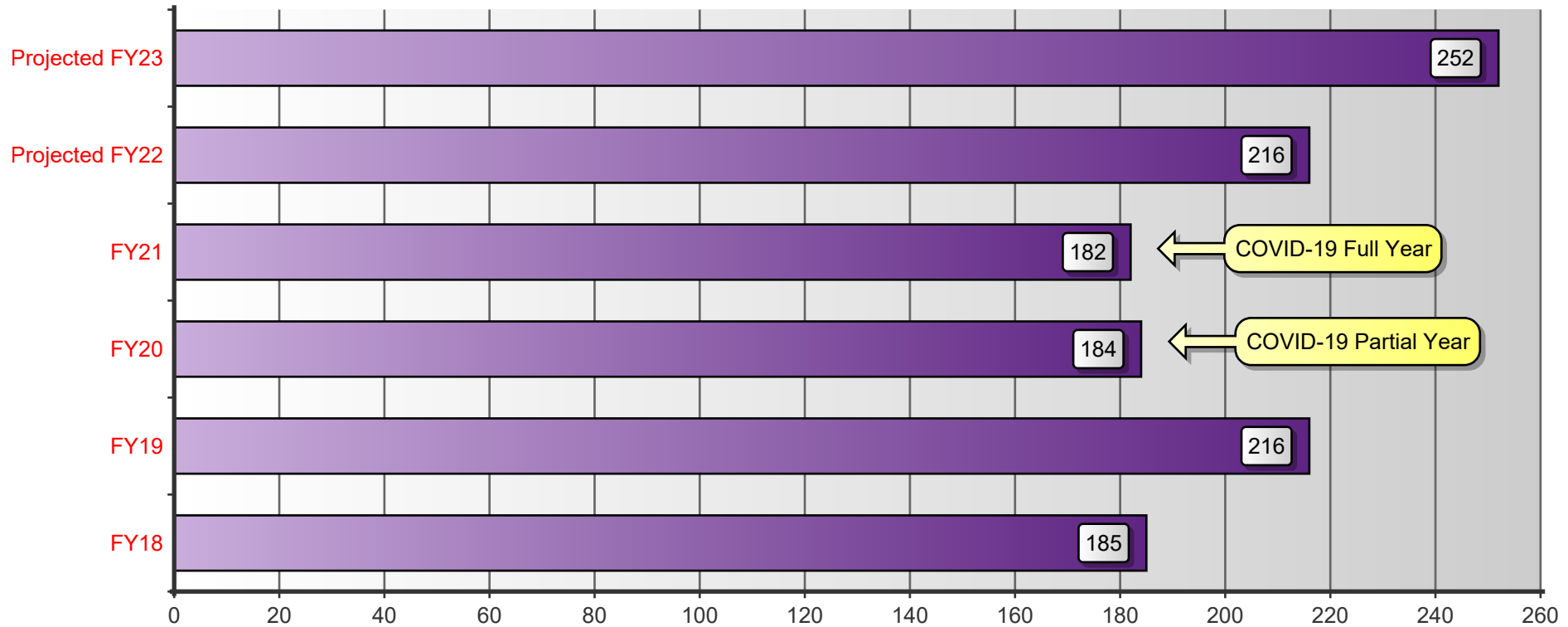
Note: STARDoc tool will flag any future high color usage. See page (of STARDoc Features. Current industry ratio averages 182 color prints per student per year. Your color volume this year averages 161 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

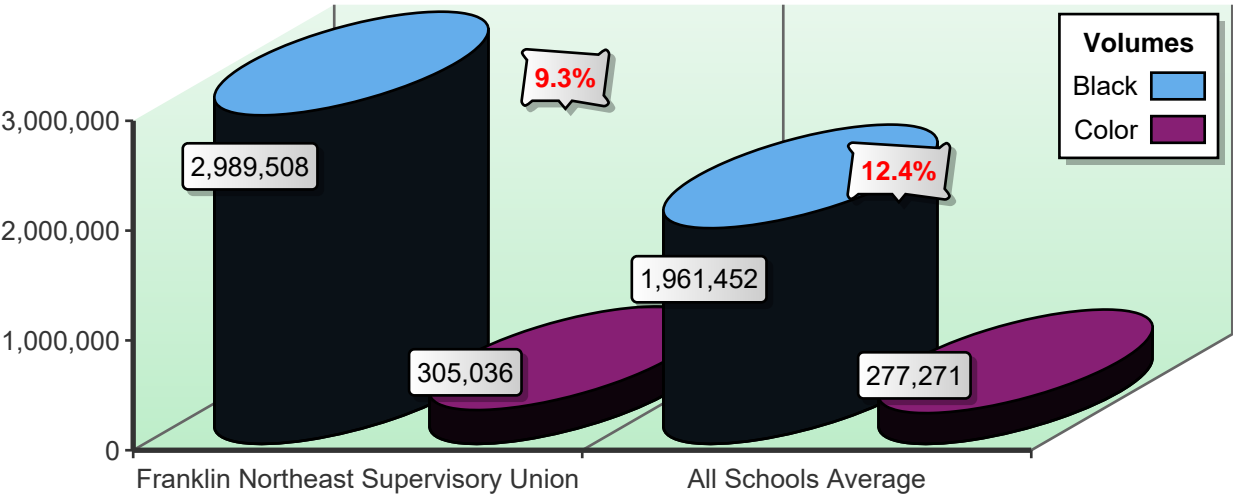
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	74,829	13,586,276	\$651,358.83	182	\$8.70

*Total District Cost refers to the cost of Service, Supplies, and Paper. Equipment is calculated only into the Black Volume.



COLOR-TO-TOTAL VOLUME COMPARISON



SPC Analysis

COLOR printing plummeted from FY19 to FY20 by 20%, but overall it only dropped by just over 2% between FY20 and FY21, even though COVID restrictions affected only three months of FY20 while it affected all of FY21. This indicates that once restrictions are lifted, color usage will again significantly increase. Obviously some color printing is necessary, but if it is not monitored properly, it could blow up your entire printing budget. The best time to financially achieve the color control goal is when you do your next upgrade. For that recommendation, please review the Health Status page.

SOLUTION: SPC has incorporated into our bids Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire organization to change all printing habits, SPC focuses only on problematic locations.

EQUIPMENT USAGE & RECOMMENDATIONS

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC.

Date of Last Upgrade: 07/01/2020

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Bakersfield Elementary School						
Main Office						
Konica Minolta BHC360i / 36 PPM AA2J011013433 / 215419 750,000 / 04/2019 Color Photocopier / 1829	0 0	20,686 9,270	20,686 9,270	\$0.00320 \$66.20 \$0.03885 \$360.14	None at this time.	
Staff Room						
Konica Minolta BH808 / 80 PPM A8KN012000173 / 214238 4,000,000 / 06/2016 Black Photocopier / 1829	0 0	234,485 0	234,485 0	\$0.00320 \$750.35 \$0.00000 \$0.00		None at this time.
Subtotal Black				255,171		
Subtotal Color				9,270	\$360.14	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Berkshire Elementary					
Main Office					
Konica Minolta BHC550i / 55 PPM AA7P011002035 / 215416 3,000,000 / 02/2020 Color Photocopier/1829	0	114,967	114,967	\$0.00320 \$367.89 \$0.03885 \$2,016.86	None at this time.
Mechanical Room					
Konica Minolta BH658 / 65 PPM AA6R011007103 / 215415 4,000,000 / 05/2017 Black Photocopier / 1829	0	213,674	213,674	\$0.00320 \$683.76 \$0.00000 \$0.00	None at this time.
Sped					
Konica Minolta BH4052 / 42 PPM AA1R011011728 / 142304 1,000,000 / 08/2018 Black Laser MFP / 1829	0	7,221	7,221	\$0.00613 \$44.26 \$0.00000 \$0.00	None at this time.
Subtotal Black			335,862	\$1,095.92	
Subtotal Color			51,914	\$2,016.86	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Cold Hollow Career Center					
DVC					
Konica Minolta BHc368 / 36 PPM A7PU011017251 / 210321 750,000 / 08/2015 Color Photocopier/1829	45,603	46,402	799	\$0.00320 \$2.56 \$0.03885 \$641.49	None at this time.
Main Office					
Konica Minolta BH458 / 45 PPM A9HH011001268 / 210332 1,000,000 / 08/2016 Black Photocopier / 1829	190,494	221,826	31,332	\$0.00320 \$100.26 \$0.00000 \$0.00	None at this time.
Subtotal Black			32,131	\$102.82	
Subtotal Color			16,512	\$641.49	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Enosburg Falls Elementary					
Hallway					
Konica Minolta BH658 / 65 PPM AA6R011007098 / 215411 4,000,000 / 05/2017 Black Photocopier/1829	0 0	135,944 0	135,944 0	\$0.00320 \$435.02 \$0.00000 \$0.00	None at this time.
Main Office					
Konica Minolta BH4422 / 42 PPM AAFM011000726 / 137624 1,000,000 / 08/2018 Black Laser MFP / 1829	7,176 0	7,998 0	822 0	\$0.00613 \$5.04 \$0.00000 \$0.00	
Staff Room					
Konica Minolta BHC659 / 65 PPM A9K6011000469 / 211184 4,000,000 / 05/2017 Color Photocopier / 1829	177,393 74,545	261,997 136,216	84,604 61,671	\$0.00320 \$270.73 \$0.03885 \$2,395.92	None at this time.
Subtotal Black					
Subtotal Color					

Make-Model / Speed					
Serial Number / Vendor ID					
Life Expectancy / Model Intro Date	07/01/2020	06/30/2021	FY21	Cost/Copy	
Equipment Type / Vendor	Meter	Meter	Annual Volume	Annual Cost	Recommendations

Enosburg Falls Middle/High School

Guidance

Konica Minolta BHC300i / 30 PPM	13,644	21,439	7,795	\$0.00320	None at this time.
AA2K011003004 / 211603				\$24.94	
750,000 / 06/2019	7,216	15,377	8,161	\$0.03885	
Color Photocopier/1829				\$317.05	

Library

Konica Minolta BH368e / 36 PPM	0	7,427	7,427	\$0.00320	None at this time.
AA6V017009091 / 215409				\$23.77	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Photocopier / 1829				\$0.00	

Main Office

Konica Minolta BH558 / 55 PPM	0	59,012	59,012	\$0.00320	None at this time.
AA6T011011293 / 215410				\$188.84	
3,000,000 / 02/2017	0	0	0	\$0.00000	
Black Photocopier / 1829				\$0.00	

Main Office

Konica Minolta BHC308 / 30 PPM	3,992	11,034	7,042	\$0.00320	None at this time.
A7PY017016693 / 211829				\$22.53	
750,000 / 06/2016	6,122	15,969	9,847	\$0.03885	
Color Photocopier / 1829				\$382.56	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Konica Minolta BH808 / 80 PPM A8KN011004492 / 209081 4,000,000 / 06/2016 Black Photocopier / 1829	449,077 0	554,021 0	104,944 0	\$0.00320 \$335.82 \$0.00000 \$0.00	None at this time.
Peace Room					
Konica Minolta BH4402 / 46 PPM AAFJ011001594 / 137404 750,000 / 08/2018 Black Network Printer / 1829	2,225 0	2,386 0	161 0	\$0.01063 \$1.71 \$0.00000 \$0.00	None at this time.
Spare					
Konica Minolta BH4702P / 50 PPM AAFH011001788 / 135365 2,000,000 / 08/2018 Black Network Printer / 1829	6,259 0	6,259 0	0 0	\$0.01063 \$0.00 \$0.00000 \$0.00	Not in use for FY21.
Staff Room					
Konica Minolta BH808 / 80 PPM A8KN011004513 / 209082 4,000,000 / 06/2016 Black Photocopier / 1829	1,202,369 0	1,423,217 0	220,848 0	\$0.00320 \$706.71 \$0.00000 \$0.00	None at this time.
Subtotal Black			407,229	\$1,304.33	
Subtotal Color			18,008	\$699.61	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations	
FNESU Office						
Business Office						
Konica Minolta BHC550i / 55 PPM AA7P011002033 / 215414 3,000,000 / 02/2020 Color Photocopier/1829	0 0	37,146 15,417	37,146 15,417	\$0.00320 \$118.87 \$0.03885 \$598.95	None at this time.	
Business Office						
HP Laser Jet Pro M402dn / 40 PPM PHBQD65202 / 141831 1,000,000 / 10/2015 Black Network Printer / 1829	37,430 0	51,463 0	14,033 0	\$0.01063 \$149.17 \$0.00000 \$0.00		None at this time.
Payroll						
HP Laser Jet Pro M404dn / 40 PPM JPBDM10816 / 140736 750,000 / 07/2019 Black Network Printer / 1829	0 0	9,086 0	9,086 0	\$0.01063 \$96.58 \$0.00000 \$0.00	None at this time.	
Payroll						
HP Laser Jet Pro M404dn / 40 PPM JPBDM10819 / 140737 750,000 / 07/2019 Black Network Printer / 1829	0 0	4,312 0	4,312 0	\$0.01063 \$45.84 \$0.00000 \$0.00		None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Student Services					
Konica Minolta BH3602P / 35 PPM AAFK011001587 / 140735 500,000 / 08/2018 Black Network Printer / 1829	0 0	738 0	738 0	\$0.01063 \$7.84 \$0.00000 \$0.00	None at this time.
Superintendent					
HP Laser Jet Pro M402dn / 40 PPM PHBQ064878 / 141834 1,000,000 / 10/2015 Black Network Printer / 1829	0 0	16,633 0	16,633 0	\$0.01063 \$176.81 \$0.00000 \$0.00	None at this time.
Upstairs Hall					
Konica Minolta BH308 / 30 PPM AA6W011003397 / 213499 750,000 / 06/2016 Black Photocopier / 1829	97,391 0	141,247 0	43,856 0	\$0.00320 \$140.34 \$0.00000 \$0.00	None at this time.
Subtotal Black			125,804	\$735.45	
Subtotal Color			15,417	\$598.95	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Montgomery Elementary					
Library					
Konica Minolta BH3602P / 35 PPM	0	614	614	\$0.01063	None at this time.
AAFK011001593 / 140729				\$6.53	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer/1829				\$0.00	
Main Office					
Konica Minolta BHC450i / 45 PPM	0	33,872	33,872	\$0.00320	None at this time.
AA7R011004214 / 215417				\$108.39	
1,000,000 / 09/2020	0	18,286	18,286	\$0.03885	
Color Photocopier / 1829				\$710.41	
SPED					
Konica Minolta BHC3300i / 35 PPM	0	2,078	2,078	\$0.01063	None at this time.
AAJT011001721 / 142306				\$22.09	
750,000 / 04/2019	0	1,516	1,516	\$0.10625	
Color Network Printer / 1829				\$161.08	
Workroom					
Konica Minolta BH808 / 80 PPM	0	234,957	234,957	\$0.00320	None at this time.
A8KN012000175 / 214194				\$751.86	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / 1829				\$0.00	
Subtotal Black			271,521	\$888.87	
Subtotal Color			19,802	\$871.49	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Richford Elementary					
Lunch Room					
Konica Minolta BH3602P / 35 PPM	0	12	12	\$0.01063	None at this time.
AAFK011001595 / 140731				\$0.13	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer/1829				\$0.00	
Main Office					
Konica Minolta BH368e / 36 PPM	0	21,367	21,367	\$0.00320	None at this time.
AA6V017009112 / 214234				\$68.37	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Photocopier / 1829				\$0.00	
Room 17					
Konica Minolta BH808 / 80 PPM	710,276	1,070,414	360,138	\$0.00320	None at this time.
A8KN011008549 / 212514				\$1,152.44	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / 1829				\$0.00	
Subtotal Black			381,517	\$1,220.94	
Subtotal Color			0	\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Richford Jr/Sr High					
Library					
Konica Minolta BH368e / 36 PPM AA6V017009178 / 215529 750,000 / 08/2018 Black Photocopier/1829	0 0	11,623 0	11,623 0	\$0.00320 \$37.19 \$0.00000 \$0.00	None at this time.
Library					
Konica Minolta BHC3300i / 35 PPM AAJT011001377 / 142301 750,000 / 04/2019 Color Network Printer / 1829	0 0	591 1,014	591 1,014	\$0.01063 \$6.28 \$0.06125 \$62.11	
Lunch Office					
Konica Minolta BH3602P / 35 PPM AAFK011001603 / 140730 500,000 / 08/2018 Black Network Printer / 1829	0 0	3,464 0	3,464 0	\$0.01063 \$36.82 \$0.00000 \$0.00	None at this time.
Main Office					
Konica Minolta BHC450i / 45 PPM AA7R011004227 / 214235 1,000,000 / 09/2020 Color Photocopier / 1829	0 0	40,057 2,045	40,057 2,045	\$0.00320 \$128.18 \$0.03885 \$79.45	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Nurse					
Konica Minolta BH3602P / 35 PPM	0	319	319	\$0.01063	None at this time.
AAFK011001598 / 140733				\$3.39	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / 1829				\$0.00	
Room 131					
Konica Minolta BH3602P / 35 PPM	0	15	15	\$0.01063	None at this time.
AAFK011001601 / 140732				\$0.16	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / 1829				\$0.00	
Room 234					
Konica Minolta BH3602P / 35 PPM	0	115	115	\$0.01063	None at this time.
AAFK011001600 / 140727				\$1.22	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / 1829				\$0.00	
Room 245					
Konica Minolta BH3602P / 35 PPM	0	976	976	\$0.01063	None at this time.
AAFK011001596 / 140728				\$10.37	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / 1829				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 262					
Konica Minolta BH3602P / 35 PPM AAFK011001591 / 140726 500,000 / 08/2018 Black Network Printer / 1829	0 0	479 0	479 0	\$0.01063 \$5.09 \$0.00000 \$0.00	None at this time.
Teachers' Room					
Konica Minolta BH808 / 80 PPM A8KN012000191 / 214192 4,000,000 / 06/2016 Black Photocopier / 1829	0 0	405,986 0	405,986 0	\$0.00320 \$1,299.16 \$0.00000 \$0.00	None at this time.
Subtotal Black			463,625	\$1,527.88	
Subtotal Color			3,059	\$141.56	

Make-Model / Speed					
Serial Number / Vendor ID					
Life Expectancy / Model Intro Date	07/01/2020	06/30/2021	FY21	Cost/Copy	
Equipment Type / Vendor	Meter	Meter	Annual Volume	Annual Cost	Recommendations

Sheldon Elementary

Art Room Color Printer

HP Color Laser Jet M452dw / 28 PPM	4,807	6,006	1,199	\$0.01063	None at this time.
VNB3PI0638 / 141845				\$12.75	
500,000 / 10/2015	17,579	24,469	6,890	\$0.10625	
Color Network Printer/1829				\$732.06	

Bookkeeper

HP Laser Jet Pro M404dn / 40 PPM	0	1,327	1,327	\$0.01063	None at this time.
JPBDMI0831 / 140738				\$14.11	
750,000 / 07/2019	0	0	0	\$0.00000	
Black Network Printer / 1829				\$0.00	

Bourbeau Printer

HP Laser Jet Pro M402dw / 40 PPM	19,003	20,772	1,769	\$0.01063	None at this time.
PHGDF34902 / 141844				\$18.80	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer / 1829				\$0.00	

Grade 7/8 Math

HP Laser Jet Pro M402dw / 40 PPM	1,634	3,146	1,512	\$0.01063	None at this time.
PHBVB07171 / 141843				\$16.07	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer / 1829				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Grades 7/8 Science					
Konica Minolta BH3602P / 35 PPM AAFK011001586 / 140740 500,000 / 08/2018 Black Network Printer / 1829	0 0	1,269 0	1,269 0	\$0.01063 \$13.49 \$0.00000 \$0.00	None at this time.
Library					
Konica Minolta BH558 / 55 PPM AA6T011011335 / 215412 3,000,000 / 02/2017 Black Photocopier / 1829	0 0	115,496 0	115,496 0	\$0.00320 \$369.59 \$0.00000 \$0.00	None at this time.
Library Color Printer					
HP Color Laser Jet M452dw / 28 PPM VNB3PI3903 / 141837 500,000 / 10/2015 Color Network Printer / 1829	10,766 53,225	13,304 59,022	2,538 5,797	\$0.01063 \$26.98 \$0.10625 \$615.93	None at this time.
Main Office					
Konica Minolta BHC650i / 65 PPM AA7N011000694 / 215418 4,000,000 / 02/2020 Color Photocopier / 1829	0 0	106,740 96,696	106,740 96,696	\$0.00320 \$341.57 \$0.03885 \$3,756.64	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Math Intervention Room					
HP Laser Jet Pro M402dw / 40 PPM PHBVF09040 / 141842 1,000,000 / 10/2015 Black Network Printer / 1829	10,465 0	12,392 0	1,927 0	\$0.01063 \$20.48 \$0.00000 \$0.00	None at this time.
Psychologist					
Konica Minolta BH3602P / 35 PPM AAFK011001575 / 140734 500,000 / 08/2018 Black Network Printer / 1829	0 0	10,989 0	10,989 0	\$0.01063 \$116.81 \$0.00000 \$0.00	None at this time.
Room 13					
HP Laser Jet Pro M402dw / 40 PPM PHBVB07120 / 1,000,000 / 10/2015 Black Network Printer / 1829	14,856 0	24,991 0	10,135 0	\$0.01063 \$107.74 \$0.00000 \$0.00	None at this time.
Room 5/7					
HP Laser Jet Pro M402dw / 40 PPM PHBVB07102 / 141839 1,000,000 / 10/2015 Black Network Printer / 1829	29,245 0	34,319 0	5,074 0	\$0.01063 \$53.94 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 7/8 Literacy					
HP Laser Jet Pro M402dw / 40 PPM PHBVB07114 / 1,000,000 / 10/2015 Black Network Printer / 1829	14,876 0	18,744 0	3,868 0	\$0.01063 \$41.12 \$0.00000 \$0.00	None at this time.
Room 8					
HP Laser Jet Pro M402dw / 40 PPM PHBVB07644 / 141838 1,000,000 / 10/2015 Black Network Printer / 1829	9,404 0	11,492 0	2,088 0	\$0.01063 \$22.20 \$0.00000 \$0.00	
Rooms 1/3					
HP Laser Jet Pro M402dw / 40 PPM PHBVF09038 / 141840 1,000,000 / 10/2015 Black Network Printer / 1829	11,515 0	17,905 0	6,390 0	\$0.01063 \$67.93 \$0.00000 \$0.00	None at this time.
Special Ed Office					
HP Laser Jet Pro M402dw / 40 PPM PHBVB07639 / 141835 1,000,000 / 10/2015 Black Network Printer / 1829	81,441 0	93,636 0	12,195 0	\$0.01063 \$129.63 \$0.00000 \$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Staff Work Room					
Konica Minolta BH808 / 80 PPM A8KN012000154 / 214195 4,000,000 / 06/2016 Black Photocopier / 1829	0 0	204,158 0	204,158 0	\$0.00320 \$653.31 \$0.00000 \$0.00	None at this time.
Storage Closet					
HP Laser Jet Pro M402dw / 40 PPM PHBVB07631 / 141841 1,000,000 / 10/2015 Black Network Printer / 1829	17,533 0	20,948 0	3,415 0	\$0.01063 \$36.30 \$0.00000 \$0.00	None at this time.
Tech Office					
HP Laser Jet Pro M402dw / 40 PPM PHBVF09032 / 1,000,000 / 10/2015 Black Network Printer / 1829	15,417 0	18,606 0	3,189 0	\$0.01063 \$33.90 \$0.00000 \$0.00	None at this time.
		Subtotal Black	495,278	\$2,096.70	
		Subtotal Color	109,383	\$5,104.63	
		District Wide Black Totals	2,989,508	\$10,500.24	
		District Wide Color Totals	305,036	\$12,830.64	Your Avg Color CPC is \$0.0421

SPC SERVICE & SUPPLY COST SAVINGS

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 05/01/2007 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 21 black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	Prior CPC	Average Annual Cost
2,989,508	\$0.00) %+(\$ \$Ž+, 0)

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,989,508	\$0.00351	\$10,493.17	\$+, % (.,,	\$' \$ *, .' (

*This CPC is an average of your copiers and printers together. Your copier cpc is substantially lower than this average.

Today the Cooperative Buying of SPC has netted potential annual cost savings, on average, of \$+, % (!+, x 14 years as a Client = \$ \$, \$ %4) Cost Savings!

PROJECTED EQUIPMENT COSTS BY BUILDING - BLACK

This table represents PROJECTED expenses for BLACK prints or copies by building based on recent activity. Approximate current paper case costs and **averaged** current annual lease payments are figured in to provide budget information for the upcoming fiscal year.

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Bakersfield Elementary School	255,171	\$836.96	\$1,377.92	\$4,299.50	\$6,514.38
Berkshire Elementary	335,862	\$1,123.36	\$1,813.65	\$5,659.10	\$8,596.11
Cold Hollow Career Center	32,131	\$105.39	\$173.51	\$541.39	\$820.29
Enosburg Falls Elementary	221,370	\$728.57	\$1,195.40	\$3,729.97	\$5,653.93
Enosburg Falls Middle/High School	407,229	\$1,336.94	\$2,199.04	\$6,861.59	\$10,397.57
FNESU Office	125,804	\$754.48	\$679.34	\$2,119.73	\$3,553.55
Montgomery Elementary	271,521	\$911.13	\$1,466.21	\$4,574.99	\$6,952.33
Richford Elementary	381,517	\$1,251.47	\$2,060.19	\$6,428.36	\$9,740.02
Richford Jr/Sr High	463,625	\$1,566.16	\$2,503.58	\$7,811.84	\$11,881.57
Sheldon Elementary	495,278	\$2,150.10	\$2,674.50	\$8,345.17	\$13,169.77
TOTALS	2,989,508	\$10,764.55	\$16,143.34	\$50,371.63	\$77,279.52

SPC EQUIPMENT BIDS:

During FY21, our cooperative bids achieved significant cost savings. Despite seeing inflation in almost all markets, with a 5.7% increase on the price index, our bids dropped about 7% for existing clients! So compared to inflation from one year to the next, we achieved a 12% drop!

Current bids are coming in between 12% to 17% of Retail compared with the current Salesman's Cost of 50% of Retail.

For Example: A 90-copy-per-minute Ricoh IM9000 black photocopier with RADF, Duplexing, Finisher, 3-Hole Punch, CIF-Print-Color Scan-Hard Drive for Secure Print with a Retail Cost of \$44,743 can be purchased for \$6,453... That's 14% of Retail! Our prices are negotiated with and supported directly by the manufacturer.

PROJECTED EQUIPMENT COSTS BY BUILDING - COLOR

This table represents PROJECTED expenses for COLOR prints or copies by building based on recent activity. Current paper case costs and averaged annual lease payments are NOT figured in to this table, as they are covered in the black prints report.

Building	Projected Color Volume	Service & Supply Cost
Bakersfield Elementary School	9,270	\$369.50
Berkshire Elementary	51,914	\$2,069.29
Cold Hollow Career Center	16,512	\$658.17
Enosburg Falls Elementary	61,671	\$2,458.21
Enosburg Falls Middle/High School	18,008	\$717.80
FNESU Office	15,417	\$614.52
Montgomery Elementary	19,802	\$894.14
Richford Elementary	0	\$0.00
Richford Jr/Sr High	3,059	\$145.23
Sheldon Elementary	109,383	\$5,237.31
TOTALS	305,036	\$13,164.17

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - BLACK

This table represents ACTUAL and PROJECTED Service & Supply expenses for BLACK usage broken down by equipment type and vendor. Under SPC's Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **FY22 increase is 2.6%.**

Vendor	Equipment Type	FY21 Black Volume	FY21 Black Cost/Copy	FY21 Black S & S Costs	FY22 Black Cost/Copy	FY22 Projected Black S & S Costs
SymQuest Group, Inc.	Black Laser MFP	8,043	\$0.00613	\$49.30	\$0.00629	\$50.59
SymQuest Group, Inc.	Black Network Printer	116,104	\$0.01063	\$1,234.19	\$0.01091	\$1,266.69
SymQuest Group, Inc.	Black Photocopier	2,405,247	\$0.00320	\$7,696.79	\$0.00328	\$7,889.21
SymQuest Group, Inc.	Color Network Printer	6,406	\$0.01063	\$68.10	\$0.01091	\$69.89
SymQuest Group, Inc.	Color Photocopier	453,708	\$0.00320	\$1,451.87	\$0.00328	\$1,488.16
TOTALS AND AVERAGES		2,989,508	\$0.00351	\$10,500.24	\$0.00360	\$10,764.55

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - COLOR

This table represents ACTUAL and PROJECTED Service & Supply expenses for COLOR usage broken down by equipment type and vendor. Under SPC's Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **FY22 increase is 2.6%.**

Vendor	Equipment Type	FY21 Color Volume	FY21 Color Cost/Copy	FY21 Color S & S Costs	FY22 Color Cost/Copy	FY22 Projected Color S & S Costs
SymQuest Group, Inc.	Color Network Printer	1,014	\$0.06125	\$62.11	\$0.06284	\$63.72
SymQuest Group, Inc.	Color Network Printer	14,203	\$0.10625	\$1,509.07	\$0.10901	\$1,548.27
SymQuest Group, Inc.	Color Photocopier	289,819	\$0.03885	\$11,259.47	\$0.03986	\$11,552.19
TOTALS AND AVERAGES		305,036	\$0.04206	\$12,830.64	\$0.04316	\$13,164.17

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	61
Number of Machines on Lease	46
Number of Machines Owned	15
Number of Rental/Loaner Machines	0

Lease Company	Norway Savings Bank
Term	5 Annual
Annual Payment usually due on 8/1	\$50,371.63
Lease Start Date	09/01/2016
Lease End Date	08/01/2024
Remaining Payments	3

*The Lease End Date has no bearing on Service & Supply and Warranty Contracts.

LEASED EQUIPMENT

Building	Room	Make/Model	Serial Number
Bakersfield Elementary School	Main Office	Konica Minolta BHC360i	AA2J011013433
Bakersfield Elementary School	Staff Room	Konica Minolta BH808	A8KN012000173
Berkshire Elementary	Main Office	Konica Minolta BHC550i	AA7P011002035
Berkshire Elementary	Mechanical Room	Konica Minolta BH658	AA6R011007103
Berkshire Elementary	Sped	Konica Minolta BH4052	AA1R011011728
Cold Hollow Career Center	DVC	Konica Minolta BHc368	A7PU011017251
Cold Hollow Career Center	Main Office	Konica Minolta BH458	A9HH011001268
Enosburg Falls Elementary	Hallway	Konica Minolta BH658	AA6R011007098
Enosburg Falls Elementary	Main Office	Konica Minolta BH4422	AAFM011000726
Enosburg Falls Elementary	Staff Room	Konica Minolta BHC659	A9K6011000469
Enosburg Falls Middle/High School	Guidance	Konica Minolta BHC300i	AA2K011003004
Enosburg Falls Middle/High School	Library	Konica Minolta BH368e	AA6V017009091
Enosburg Falls Middle/High School	Main Office	Konica Minolta BH558	AA6T011011293
Enosburg Falls Middle/High School	Main Office	Konica Minolta BH808	A8KN011004492
Enosburg Falls Middle/High School	Main Office	Konica Minolta BHC308	A7PY017016693
Enosburg Falls Middle/High School	Peace Room	Konica Minolta BH4402	AAFJ011001594
Enosburg Falls Middle/High School	Spare	Konica Minolta BH4702P	AAFH011001788
Enosburg Falls Middle/High School	Staff Room	Konica Minolta BH808	A8KN011004513
FNESU Office	Business Office	Konica Minolta BHC550i	AA7P011002033
FNESU Office	Payroll	HP Laser Jet Pro M404dn	JPBDM10816
FNESU Office	Payroll	HP Laser Jet Pro M404dn	JPBDM10819
FNESU Office	Student Services	Konica Minolta BH3602P	AAFK011001587
FNESU Office	Upstairs Hall	Konica Minolta BH308	AA6W011003397
Montgomery Elementary	Library	Konica Minolta BH3602P	AAFK011001593
Montgomery Elementary	Main Office	Konica Minolta BHC450i	AA7R011004214
Montgomery Elementary	SPED	Konica Minolta BHC3300i	AAJT011001721
Montgomery Elementary	Workroom	Konica Minolta BH808	A8KN012000175
Richford Elementary	Lunch Room	Konica Minolta BH3602P	AAFK011001595
Richford Elementary	Main Office	Konica Minolta BH368e	AA6V017009112
Richford Elementary	Room 17	Konica Minolta BH808	A8KN011008549
Richford Jr/Sr High	Library	Konica Minolta BH368e	AA6V017009178
Richford Jr/Sr High	Library	Konica Minolta BHC3300i	AAJT011001377
Richford Jr/Sr High	Lunch Office	Konica Minolta BH3602P	AAFK011001603
Richford Jr/Sr High	Main Office	Konica Minolta BHC450i	AA7R011004227
Richford Jr/Sr High	Nurse	Konica Minolta BH3602P	AAFK011001598
Richford Jr/Sr High	Room 131	Konica Minolta BH3602P	AAFK011001601

Building	Room	Make/Model	Serial Number
Richford Jr/Sr High	Room 234	Konica Minolta BH3602P	AAFK011001600
Richford Jr/Sr High	Room 245	Konica Minolta BH3602P	AAFK011001596
Richford Jr/Sr High	Room 262	Konica Minolta BH3602P	AAFK011001591
Richford Jr/Sr High	Teachers' Room	Konica Minolta BH808	A8KN012000191
Sheldon Elementary	Bookkeeper	HP Laser Jet Pro M404dn	JPBDM10831
Sheldon Elementary	Grades 7/8 Science	Konica Minolta BH3602P	AAFK011001586
Sheldon Elementary	Library	Konica Minolta BH558	AA6T011011335
Sheldon Elementary	Main Office	Konica Minolta BHC650i	AA7N011000694
Sheldon Elementary	Psychologist	Konica Minolta BH3602P	AAFK011001575
Sheldon Elementary	Staff Work Room	Konica Minolta BH808	A8KN012000154

OWNED EQUIPMENT

Building	Room	Make/Model	Serial Number
FNESU Office	Business Office	HP Laser Jet Pro M402dn	PHBQD65202
FNESU Office	Superintendent	HP Laser Jet Pro M402dn	PHBQ064878
Sheldon Elementary	Art Room Color Printer	HP Color Laser Jet M452dw	VNB3PI0638
Sheldon Elementary	Bourbeau Printer	HP Laser Jet Pro M402dw	PHGDF34902
Sheldon Elementary	Grade 7/8 Math	HP Laser Jet Pro M402dw	PHBVB07171
Sheldon Elementary	Library Color Printer	HP Color Laser Jet M452dw	VNB3PI3903
Sheldon Elementary	Math Intervention Room	HP Laser Jet Pro M402dw	PHBVF09040
Sheldon Elementary	Room 13	HP Laser Jet Pro M402dw	PHBVB07120
Sheldon Elementary	Room 5/7	HP Laser Jet Pro M402dw	PHBVB07102
Sheldon Elementary	Room 7/8 Literacy	HP Laser Jet Pro M402dw	PHBVB07114
Sheldon Elementary	Room 8	HP Laser Jet Pro M402dw	PHBVB07644
Sheldon Elementary	Rooms 1/3	HP Laser Jet Pro M402dw	PHBVF09038
Sheldon Elementary	Special Ed Office	HP Laser Jet Pro M402dw	PHBVB07639
Sheldon Elementary	Storage Closet	HP Laser Jet Pro M402dw	PHBVB07631
Sheldon Elementary	Tech Office	HP Laser Jet Pro M402dw	PHBVF09032

STARDoc USER NAMES

Name	User Name
Dominic DeRosia	dominic.derosia@fnesu.org
Lynn Cota	lcota@fnesu.net
Morgan Daybell	morgan.daybell@fnesu.org



Benefits of partnering with SPC

Top Benefits to our CLIENTS:

1. Cooperative Buying

- By definition, is a model that allows a group of buyers with a common interest to pool their buying power in order to negotiate more favorable pricing and better service. SPC's model allows you to pick your preferred vendor!
- SPC's pricing is so strong we pay for our own fee by acquiring prices lower than what you can do on your own.
- We will save you money benefiting from the combined purchasing power of more than 70 clients with over 4,500 devices doing 265 million copies and prints per year (pre-COVID). We purchase approximately 1,200 units annually with 72 million prints out to bid.
- We will save you time by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis, and managing the implementation.
- We will save you frustration. We manage your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

- STARDoc: System for Tracking And Reporting Documents.
- Maps all devices and sets up 'Interactive Live Floor Plans' of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.
- STARDoc studies your printing habits and is able to predict your year-end cost months in advance, before you receive your year-end reconciliation invoice.
- Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

- Removes the confusion out of billing.
- Eliminates variety of invoices from multiple vendors that come monthly and/or quarterly.
- THREE detailed, easy-to-read invoices are sent each year from ONE billing source.
- Reconciles all of your devices at the end of the year; you pay only for what you use; no minimums.

4. Five-Year Equipment Replacement Schedule

- SPC's staff surveys key locations that determine life of existing equipment.
- Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.
- Manages the entire bid process down to the install.

5. Annual Report

- A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as overusage.
- You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem.

6. Vendor Neutral

- SPC does not recommend just one brand; we suggest what's best for you with serviceability in mind.
- We present you with the bid results and offer recommendations, yet the decision is yours to make.

SPC has been serving their clients since 1988, saving millions of dollars along the way.

Based on current actual volumes and CPCs, SPC has generated Annual Savings of \$2 million for all of our clients. That translates into Savings of more than \$10 million over five years!



SPC Values Our Vendors

Overall Benefits to Our Vendors

- Opportunities brought to vendor - Over 1,200 units purchased in FY21 running over 72 million prints
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process:

- Sharing of previous bid results that help you to negotiate with your manufacturers
- On-Site Survey of client requirements including mapping all devices
- Writing of the *Five-Year Equipment Replacement Schedule* (Bid Specs)
- Vendor Bid Portal: Greatly reduces bid input time; reduces time from bid submission to bid presentation to the clients in our cooperative
- Control of Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment)
- Selling of vendors' 'Value Add' directly to our clients after the bids are in; Client has the right to pay more than low bid, if desired

Vendor Benefits Before & During Installation

- Digital Needs Analysis: Matching up the machine to installation site
- Schedule and coordinate Vendor meeting with Client
- Cover the cost of ESP surge protectors, electrical wiring, computer interface and any unexpected costs
- Manage and audit installation
- Capture final meter reads and close books on old devices & contracts

Vendor Ongoing Support

- Yearly meter reads
- Simplified Billing: SPC manages billing and payment directly with Client and Vendor
- STARDoc: System for Tracking And Reporting Documents... Manages the budget
- Annual Reports that flag machines that are being overused and underused thus improving reliability
- Mediating warranty issues in sensitive locations

Why do some vendors hesitate to bid?

- Vendors worry that bidding will reduce their margins
- If word gets out on pricing, they feel that their other customers will call and ask for similar prices
- Lose control of their account as winning bidder may beat their pricing
- SPC bids are designed to keep specs equal for all, no chance of providing a lesser piece of equipment

SPC manages over 4,500 Photocopiers and Printers
Our relationship with our vendors has never been stronger!



STARDoc Features

Cost Projection by Department or Building

- Allows you to formulate next year's budget as early as December
- Allows you to see the projected usage bill in advance
- Tabulate total budgets and total costs district-wide
- Volume or cost pages allow you to pinpoint specific machines on the floorplans
- Timeline - allows you to track historical volume and costs to compare current budget with past years

Map your devices on Floorplans

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device Information tab allows easy access to the printer/copier web interface
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TVs)

Floorplan Administration

- Allows IT and Business Manager to move devices around on floorplan
- Paper trail of device locations after summer break
- Shows Previous Devices, Present Equipment, and Proposed Equipment

Contacts Page

- Control Access and Permissions to STARDoc
- Toggle Email All (Toner Alerts, Service Alerts, Monthly Audits)

Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Non-Reporting Device listing for devices that haven't reported for more than two weeks
- Tracks additional non-contracted devices
- IP Addresses and MAC addresses imported automatically
- Strikethrough on machines that have been removed

Monthly Audits

- Monthly Cost Snapshot
- Shows number of devices not reporting to help improve projections accuracy

Last Sync Date

- Shows the last time FM Audit synced for equipment

Over-Budget Report

- Request service history on any machine right through STARDoc.
- Catch overused equipment early, before equipment begins to break down due to overuse.

Five-Year Fleet Management (FYFM)

- Projects out five-year costs for all equipment based on current and past usage

NEW VENDOR CATEGORIES

In the past we had two vendor categories: Cooperative and Uncooperative. In 2021 we added a third category:

Premier: defined as consistently providing ...

- Quality bids to SPC
- Quality service with a four-hour or less average response time
- Reliable equipment and competitive pricing
- Support to SPC and our mutual clients to resolve concerns
- **Current Premier Vendors**
 - Budget Document Technologies
 - Konica Minolta Business Solutions
 - National 1927
 - Ricoh USA
 - SymQuest Group

Cooperative: defined as ...

- Providing bids as required but lacking in one or more areas listed above, or they have yet to provide a history of strong support

Uncooperative: defined as ...

- Rarely submitting bids to SPC
- Encourages SPC clients to breach existing contracts and undermines SPC's bid process

WARRANTY RELIEF FUND

Why is it Needed?

With the recent pandemic, schools and businesses shut down. In FY20 credits owed were around \$389,000. However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news, what if the vendor is unable or unwilling to repay those funds? Many companies outside of the copier industry are already filing for bankruptcy. SPC's legitimate concern is, what if this hits the copier industry and we can no longer access the funds owed to the client?

Other Concerns:

- Vendor refuses to honor a Warranty
- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Service-and-Supply Contract at the agreed-upon pricing.
- Vendor gets sold to a venture capitalist entity or to a risky new owner with limited cash reserves

Purpose:

Since 1989, SPC's goal is to shelter our clients from Industry upheavals. This fund is to set aside monies that can be used by any client, if a need arises.

Funding Source: Initially, \$200,000 no-interest personal loan. To be paid back from two sources...

- Wholesale Trades... For over 10 years these funds have been set aside for warranty replacement units since the industry would provide the same cash price with or without the trade.
- Equipment Purchases... 2% of the gross will be set aside with each upgrade.

Who Benefits?

All SPC clients...like any insurance fund, by pooling funds from SPC's entire client base, any losses are eliminated.

WARRANTY RELIEF EQUIPMENT BASE

Why is it Needed?

As with credits owed to clients for unused copies, sometimes equipment needs to be replaced or added but there are no funds in the budget. Rather than relying solely on the Warranty Relief Fund, SPC will have an inventory of high-quality, low-meter copiers and printers to use as replacements or additional equipment as needed at a lower cost to the client than a new machine.

Other Concerns:

- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Warranty
- Equipment is damaged by user and not covered under the Warranty

Purpose:

- To replace or add a machine when needed

Who Benefits?

- All SPC clients...by pooling high-quality equipment from past client upgrades, equipment can be replaced with minimal impact on the client