Specialized Purchasing Consultants
1491 East Side River Road
Dummer, NH 03588
(800)750-1538

FY21
Annual
Report

With FY22 Projections

Jonathan Havens
Milton Town School District
12 Bradley Street
Milton, VT 05468

SPC

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

November 2021

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Milton Town School District
12 Bradley Street
Milton, VT 05468

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 R{ } æœ@æ} :

We at Specialized Purchasing Consultants wish to thank you for your continued confidence in us for the past 15 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"

TABLE OF CONTENTS

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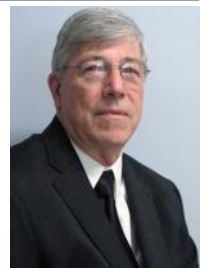
Bob keeps SPC running by maintaining and updating database processes as well as assisting in updates to SPC's STARDoc website and the creation of code to create the many reports SPC generates to give you the accurate information of your usage.

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.

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.

EQUIPMENT HEALTH STATUS

Total Number of Machines	51

Total Black Photocopiers & MFPs:	16
Total Color Photocopiers & MFPs:	11
Total Black Network Printers:	10
Total Color Network Printers:	14
Total Removed From Service:	0

# of Units Not in Use for FY21	0
# of Units OFF Warranty**	0
# of Units Approaching End of Warranty	0
# of Units Overused	0
# of Units Underused	0

Contract Commencement Date	07/01/2020
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 =baTgTa,

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 for this year was 1,252. Color pre-COVID usage averaged 216 copies per student but this year is down to 182 copies per student ... your average was 402; however, we budgeted for 611 copies per student.

Your vendor seems to be taking good care of your fleet (see Service History Report), and your machines seem to be running well, which is to be expected with new equipment. If you do have any questions or concerns, we can discuss this at our meeting.

Sincerely,
Skip

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Milton Town School District
Jonathan Havens
12 Bradley Street, Milton, VT 05468
Five-Year Basis beginning with the 2020/2021 Fiscal Year

Copies-per-Year: 4,607,131

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

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PRESENT SITUATION	PROPOSED SITUATION
1) Guarantees on Photocopiers: **6-30-2020**	1) Guarantees for both New, Recons & Used Machines: **Five Years**
2) Annual Price Ceilings Left: **6-30-2020**	2) 5% or CPI Annual Ceilings, whichever is less: **Five Years**
3) Console Copiers with 3 million plus**: 16**	3) Console Copiers with 3 Million plus: **14**
4) Units to be Traded: **111**	4) Replaced: **51 New**
5) Photocopiers: **33 (28 Black & 5 Color)**	5) Photocopiers: **26 with Secure Print/Confidential Mailbox**
6) Color Photocopiers: **5**	6) Color Photocopiers: **8**
7) MFPs: **0**	7) MFPs: **2 (1 Black & 1 Color)**
8) Printers: **82 (48 Black & 34 Color)**	8) Printers: **25 (11 Black & 14 Color)**
9) Duplexers: **99**	9) Duplexers: **51**
10) Finishers: **29**	10) Finishers: **26**
Total number of Units: **115**	Total number of Units: **51 (Closing out 64 to right size equipment)**

Overall Description of Equipment Fleet:
Presently, you have four different manufacturers & thirteen different models of copiers and printers. In 8-1-2013 we closed out 91 printers of which 53 were ink jet devices. At that time, you had 193 devices that were clearly in the district as costly convivence units. (See 2013 Compare that was presented to your Board) With this upgrade, we are proposing eliminating 57 more units. The **new arrangement** will shift to one or two manufacturers with one vendor servicing everything. This will greatly reduce cost and improve reliability. At Essex Junction we are currently using National and the quality of service has been solid. If you decide to go with low bid, we will share the latest service history report.

Board Vote Date: May 14th, 2020

Print Management: STARDoc for all devices. Papercut MF will be included on all 24 copiers. This will include badge card readers on them. SPC has absorbed the cost for Papercut MF on the 8 color copiers.

Capital:
Presently, you have **one** municipal lease that is paid off as of August 1st, 2019. With the new arrangement, you will again have **one** municipal master lease at 3.34**%** interest**.** Your first of five annual lease payments will be due on August 1st, 2020.

Service & Supplies:
Considering all of your consumable cost centers including service you are averaging **$0.004041 for black and $0.051405 for Color**. The new contract will come in at a CPC of **$0.002855 for Black and $0.034105 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:

Cost Center	Present	Symquest	National	Canon
1. **Service & Supplies Color Photo only:**	**$52,738.94**	**$40,726.42**	**$34,989.94**	**$47,742.42**
2. **Service & Supplies Black Photo only:**	**$14,470.37**	**$11,819.95**	**$10,225.59**	**$13,738.44**
3. **5 Year Annual Muni Lease:**	**$47,192.40**	**$46,369.29**	**$41,670.12**	**$47,406.85**
4. **Forced Upgrades (#26 Owned Printers):**	**$3,850.00**	**$00.00**	**$00.00**	**$00.00**
Totals:	**$118,251.71**	**$98,915.66**	**$86,885.65**	**$108,887.71**

* Note that with the last upgrade only 27 New units were purchased while 51 New units are part of the 5-year lease.

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.

NON-CONTRACTED DEVICES

Make - Model	Serial Number	IP Address	Last Update
HP Designjet T120	CN778BM099	10.10.198.43	2021-11-27 04:18:01

ANNUAL BLACK VOLUME BY LOCATION
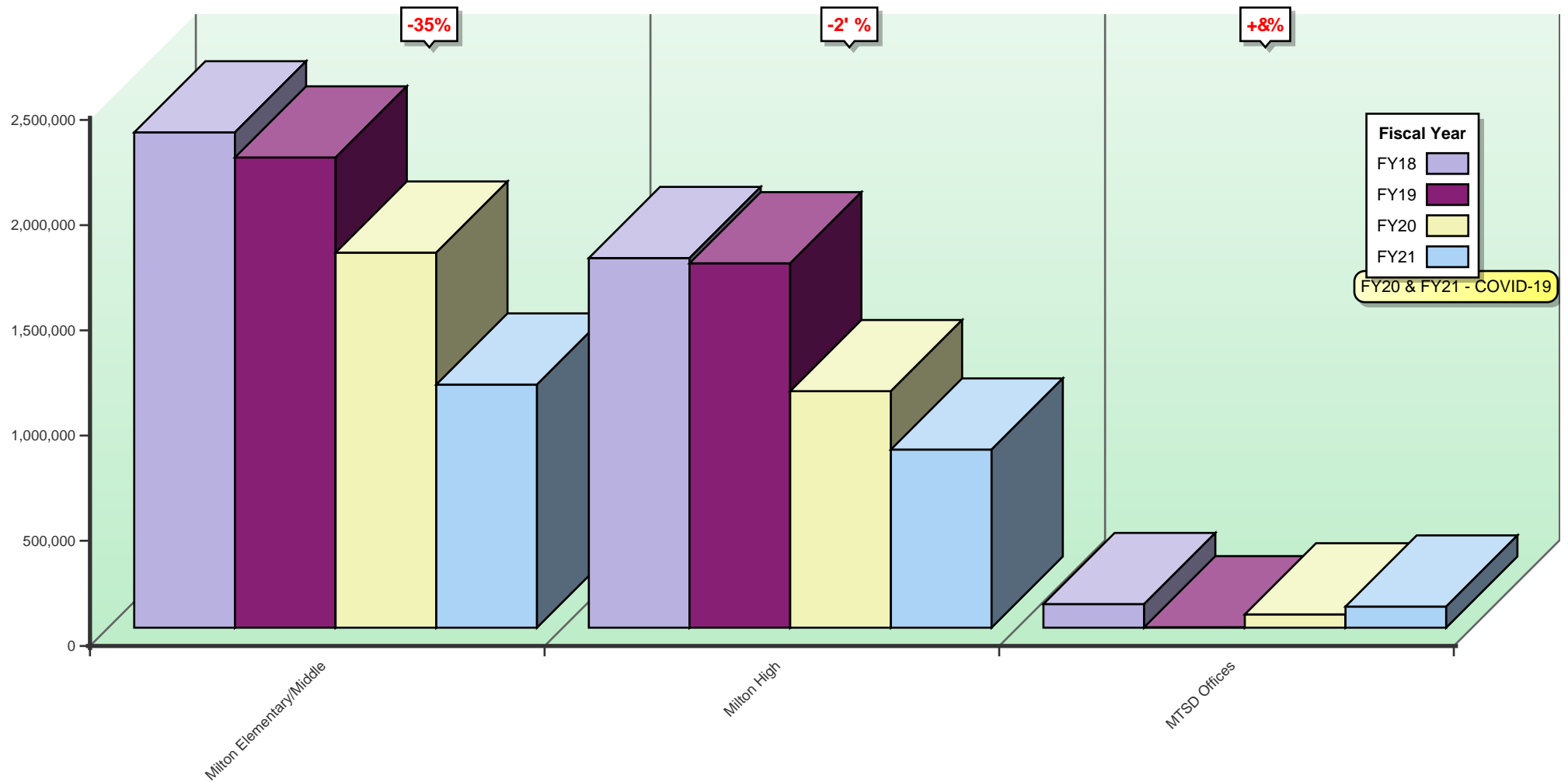
ANNUAL BLACK VOLUME OVERALL
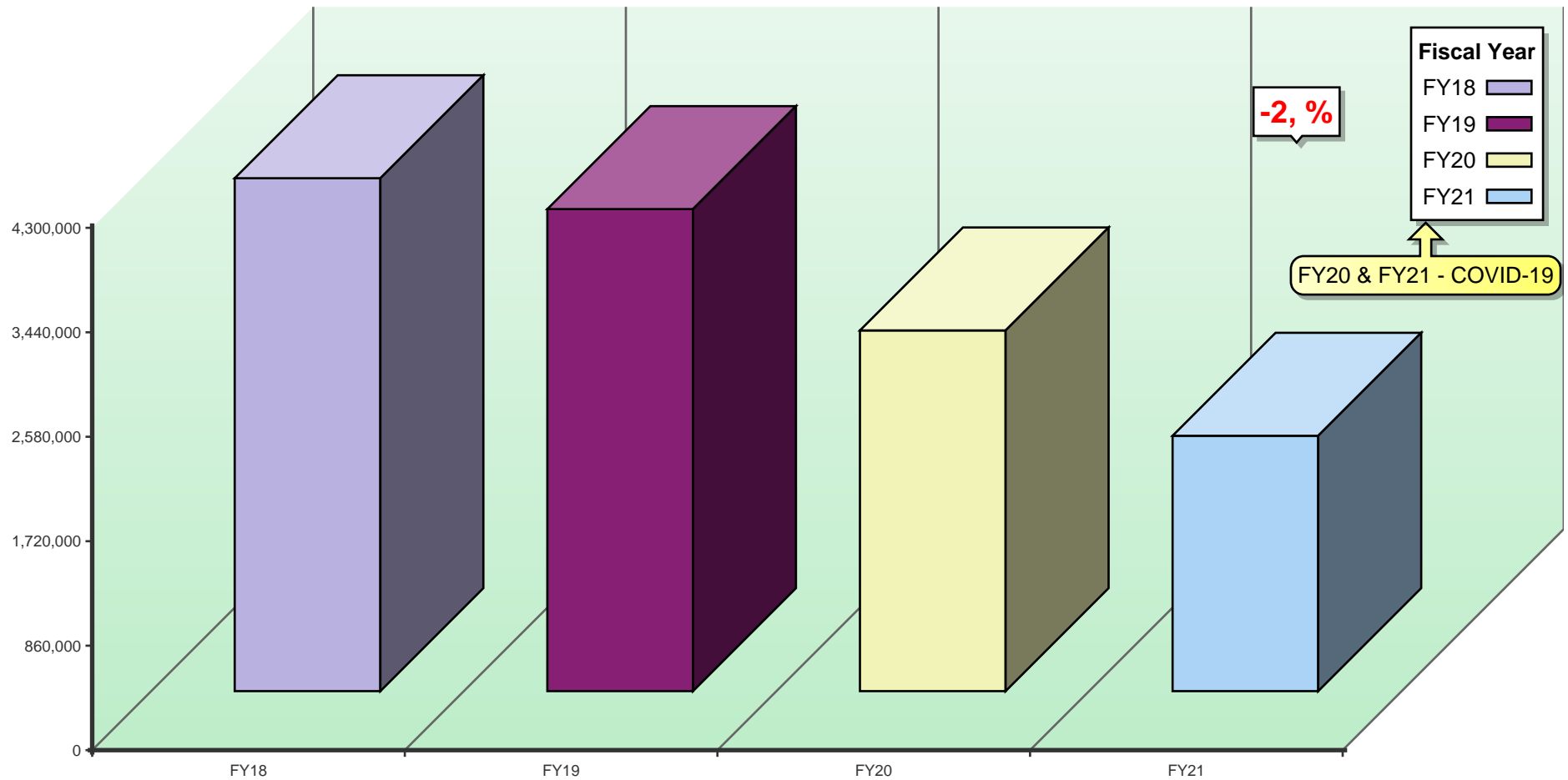
-2, %

Fiscal Year
FY18
FY19
FY20
FY21

FY20 & FY21 - COVID-19

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

AVERAGE STUDENT-TO-COPY USAGE - BLACK - UPGRADE

Using the projected costs by building as the basis, this table represents the BUDGETED 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
Milton Elementary/Middle	1198	2,045,932	$44,528.76	1,708	$37.17
Milton High	481	1,442,503	$31,245.98	2,999	$64.96
MTSD Offices	0	92,740	$2,041.24	0	$0.00
Totals	1,679	3,581,175	$77,815.98	2,133	$46.35

*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	96,111,166	$2,941,043.66	1,284	$39.30

*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.
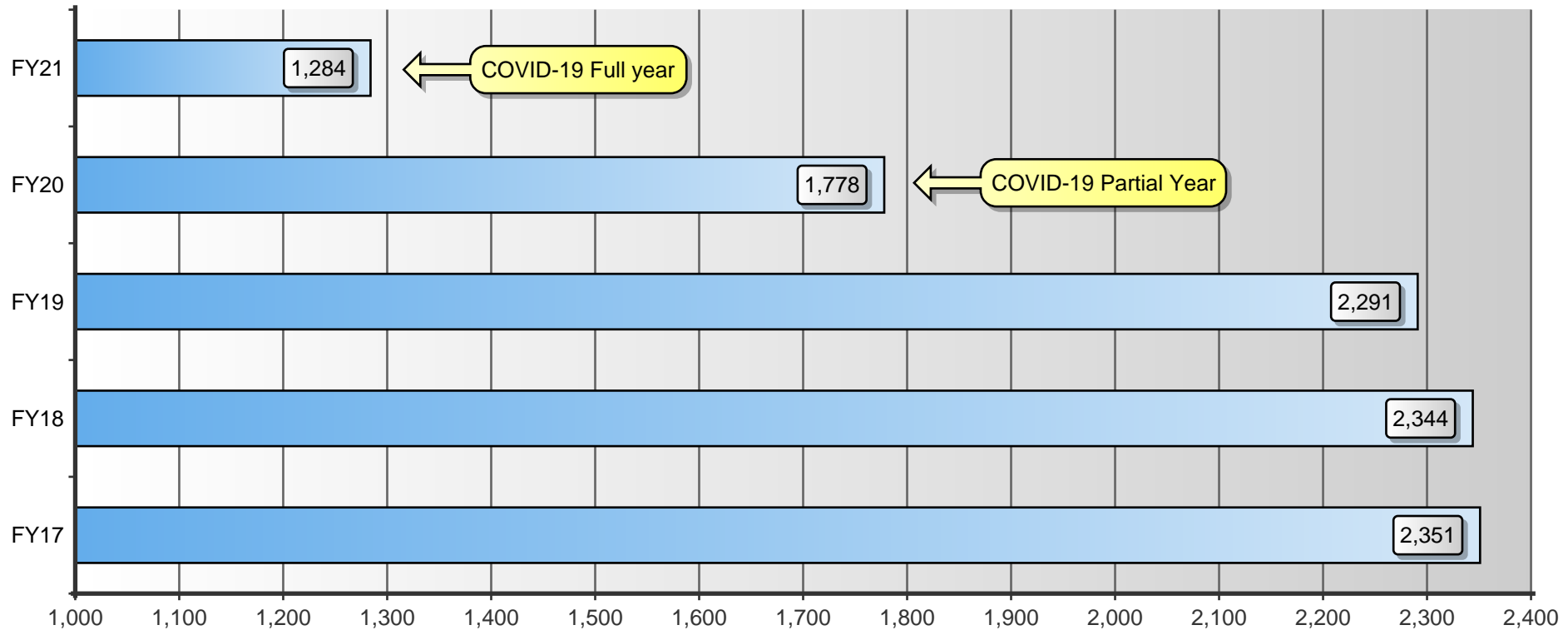
ANNUAL COLOR VOLUME BY LOCATION

-2) %

12%

-% %

Fiscal Year

FY 18
FY 19
FY 20
FY 21

FY20 & FY21 - COVID-19

700,000

560,000

420,000

280,000

140,000

0

Milton Elementary/Middle

Milton High

MTSD Offices

ANNUAL COLOR VOLUME OVERALL
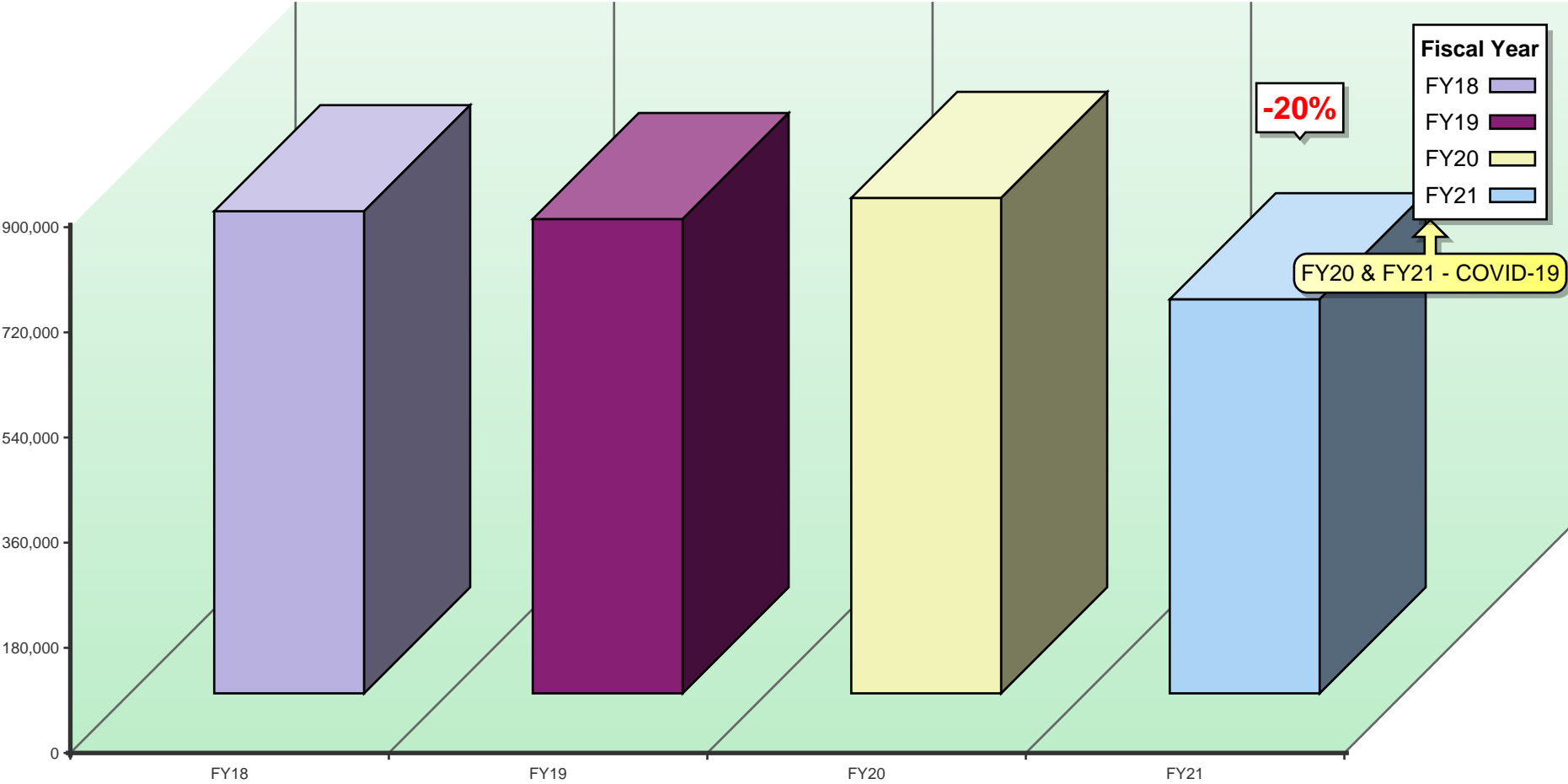
% amount equals the overall increase or decrease between Previous Year & Current Year

AVERAGE STUDENT-TO-COPY USAGE - COLOR - UPGRADE

Using the projected costs by building as the basis, this table represents the BUDGETED 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
Milton Elementary/Middle	1198	813,595	$32,993.62	679	$27.54
Milton High	481	144,130	$5,878.40	300	$12.22
MTSD Offices	0	68,231	$2,890.11	0	$0.00
Totals	1,679	1,025,956	$41,762.13	611	$24.87

*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 33 of STARDoc Features. Current industry ratio averages 182 color prints per student per year. Your ACTUAL color volume this year averaged 402 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.
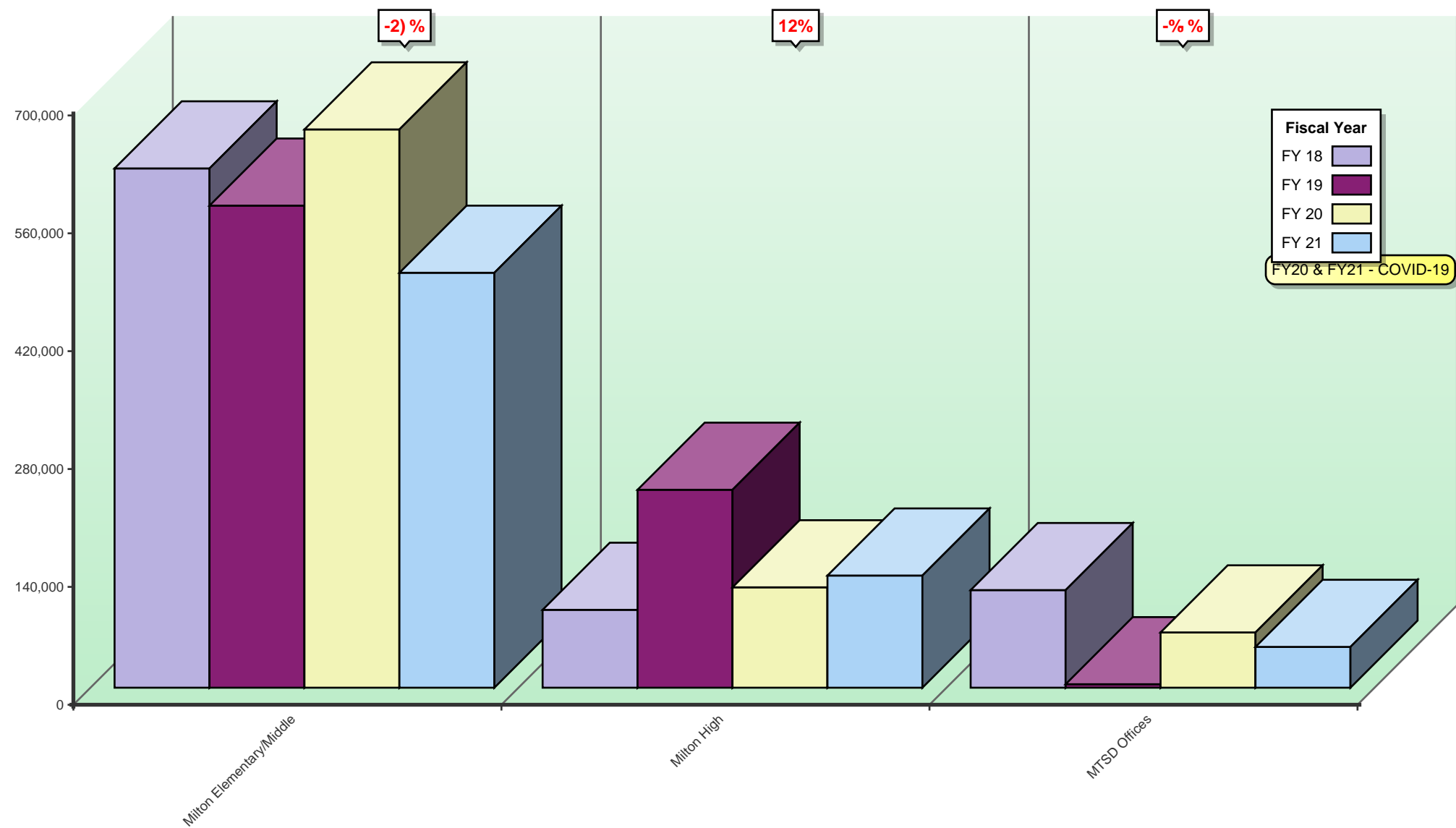
INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

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.

Projected FY23 — 252
Projected FY22 — 216
FY21 — 182 ← COVID-19 Full Year
FY20 — 184 ← COVID-19 Partial Year
FY19 — 216
FY18 — 185
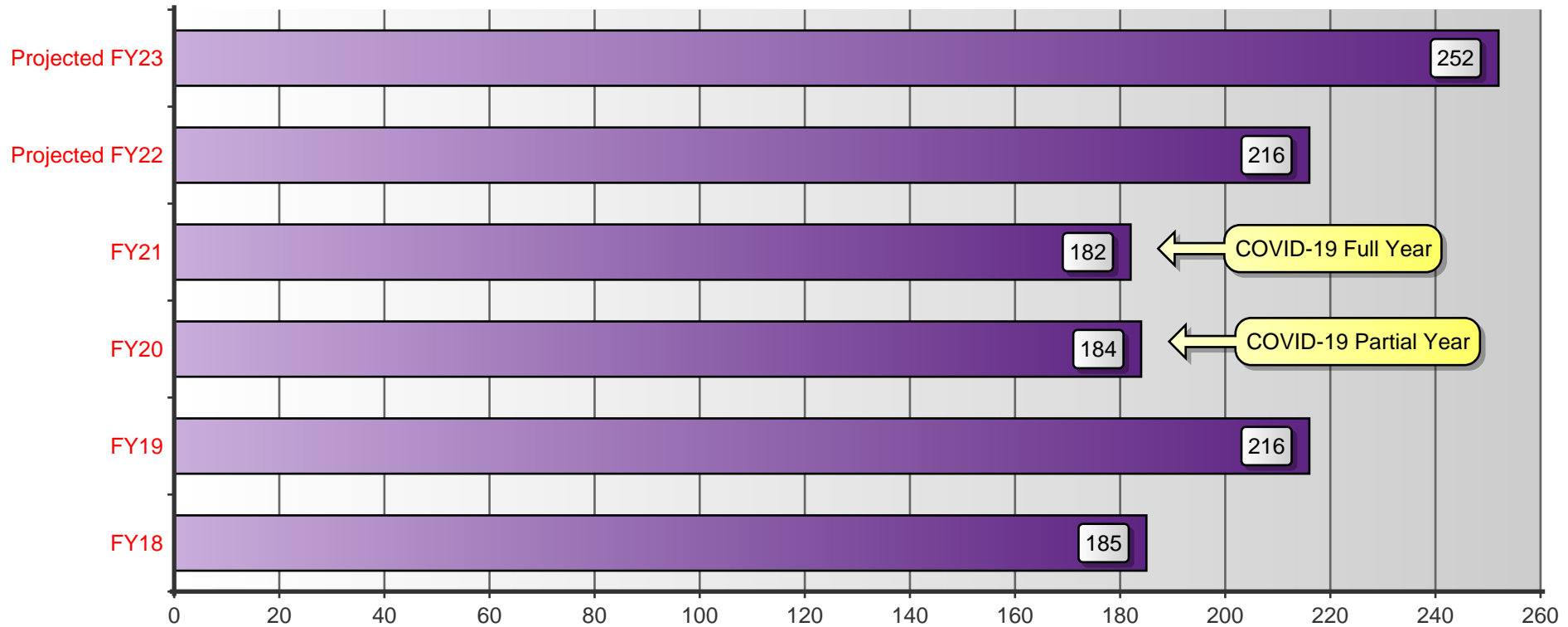
COLOR-TO-TOTAL VOLUME COMPARISON
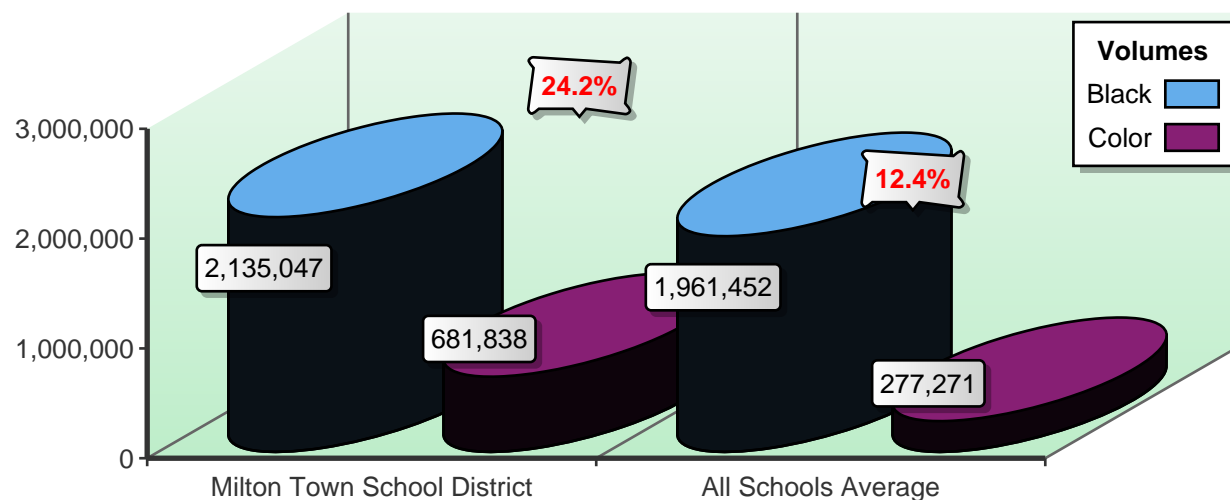
SPC Analysis

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 — PRE- AND POST-UPGRADE — BLACK PRINTS

Building	Volume Prior to Upgrade	Cost Prior to Upgrade	Volume After Upgrade	Cost After Upgrade	Total Volume	Total Costs
Milton Elementary/Middle	11,030	$42.24	1,155,381	$4,014.12	1,166,411	$4,056.36
Milton High	13,929	$53.79	846,485	$2,794.99	860,414	$2,848.79
MTSD Offices	7,783	$43.52	100,439	$517.53	108,222	$561.05
Totals	32,742	$139.55	2,102,305	$7,326.64	2,135,047	$7,466.20

EQUIPMENT USAGE — PRE- AND POST-UPGRADE — COLOR PRINTS

Building	Volume Prior to Upgrade	Cost Prior to Upgrade	Volume After Upgrade	Cost After Upgrade	Total Volume	Total Costs
Milton Elementary/Middle	1,441	$76.36	492,863	$19,575.01	494,304	$19,651.37
Milton High	805	$45.51	133,236	$5,386.69	134,041	$5,432.20
MTSD Offices	5,030	$283.39	48,463	$2,090.21	53,493	$2,373.60
Totals	7,276	$405.27	674,562	$27,051.91	681,838	$27,457.17

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 12/15/2006 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
2,135,047	$0.00885	$18,895.17

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,135,047	$0.00349	$7,451.31	$11,443.85	$57,219.26

*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 annual cost savings, on average, of $11,443.85 x 15 years as a Client = $171,657.78 Cost Savings!

PROJECTED EQUIPMENT COSTS BY BUILDING - BLACK - UPGRADE

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
Milton Elementary/Middle	2,045,932	$6,989.87	$11,048.03	$26,490.86	$44,528.76
Milton High	1,442,503	$4,778.84	$7,789.52	$18,677.62	$31,245.98
MTSD Offices	92,740	$339.64	$500.80	$1,200.80	$2,041.24
TOTALS	**3,581,175**	**$12,108.35**	**$19,338.35**	**$46,369.29**	**$77,815.98**

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 - UPGRADE

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
Milton Elementary/Middle	813,595	$32,993.62
Milton High	144,130	$5,878.40
MTSD Offices	68,231	$2,890.11
TOTALS	1,025,956	$41,762.13

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - BLACK - UPGRADE

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.

Vendor	Billing Type	Equipment Type	FY21 Black Volume	FY21 Black Cost/Copy	FY21 Black S & S Costs	FY22 Projected Black Volume	FY22 Black Cost/Copy	FY22 Projected Black S & S Costs
OSV	Close-Out	Black Network Printer	75	$0.00693	$0.52	0	$0.00000	$0.00
CSA-VT	Close-Out	Black Photocopier	23,772	$0.00380	$90.33	0	$0.00000	$0.00
CSA-VT	Close-Out	Color Network Printer	374	$0.00447	$1.67	0	$0.00000	$0.00
OSV	Close-Out	Color Network Printer	1,019	$0.00693	$7.06	0	$0.00000	$0.00
OSV	Close-Out	Color Network Printer	0	$0.01526	$0.00	0	$0.00000	$0.00
CSA-VT	Close-Out	Color Photocopier	514	$0.00380	$1.95	0	$0.00000	$0.00
OSV	Close-Out	Color Photocopier	6,988	$0.00544	$38.01	0	$0.00000	$0.00
SYMVT	Upgrade	Black Laser MFP	13,977	$0.00613	$85.68	15,367	$0.00629	$96.66
SYMVT	Upgrade	Black Network Printer	41,983	$0.01063	$446.28	15,211	$0.01091	$165.95
SYMVT	Upgrade	Black Photocopier	1,219,249	$0.00320	$3,901.60	1,962,870	$0.00328	$6,438.21
SYMVT	Upgrade	Color Laser MFP	10,471	$0.00613	$64.19	4,754	$0.00629	$29.90
SYMVT	Upgrade	Color Network Printer	29,031	$0.01063	$308.60	24,308	$0.01091	$265.20
SYMVT	Upgrade	Color Photocopier	787,594	$0.00320	$2,520.30	1,558,665	$0.00328	$5,112.42

TOTALS AND AVERAGES	2,135,047	$0.00350	$7,466.20	3,581,175	$0.00338	$12,108.35

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - COLOR - UPGRADE

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.

Vendor	Billing Type	Equipment Type	FY21 Color Volume	FY21 Color Cost/Copy	FY21 Color S & S Costs	FY22 Projected Color Volume	FY22 Color Cost/Copy	FY22 Projected Color S & S Costs
CSA-VT	Close-Out	Color Network Printer	759	$0.05722	$43.43	0	$0.00000	$0.00
OSV	Close-Out	Color Network Printer	1,698	$0.06241	$105.97	0	$0.00000	$0.00
OSV	Close-Out	Color Network Printer	0	$0.16642	$0.00	0	$0.00000	$0.00
CSA-VT	Close-Out	Color Photocopier	1,017	$0.04829	$49.11	0	$0.00000	$0.00
OSV	Close-Out	Color Photocopier	3,802	$0.05438	$206.75	0	$0.00000	$0.00
SYMVT	Upgrade	Color Laser MFP	11,460	$0.05625	$644.63	8,905	$0.05771	$513.91
SYMVT	Upgrade	Color Network Printer	28,829	$0.06125	$1,765.78	30,834	$0.06284	$1,937.61
SYMVT	Upgrade	Color Photocopier	634,273	$0.03885	$24,641.51	986,217	$0.03986	$39,310.61
TOTALS AND AVERAGES			**681,838**	**$0.04027**	**$27,457.17**	**1,025,956**	**$0.04071**	**$41,762.13**

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	51
Number of Machines on Lease	51
Number of Machines Owned	0
Number of Rental/Loaner Machines	0

Lease Company	Norway Savings Bank
Term	5 Annual
Annual Payment usually due on 8/1	$46,369.29
Lease Start Date	07/01/2020
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
Milton Elementary/Middle	MES 5th Grade Team	Konica Minolta BHC3300i	AAJT011001447
Milton Elementary/Middle	MES Hall A	Konica Minolta BH808	A8KN012000269
Milton Elementary/Middle	MES Hall A	Konica Minolta BHC550i	AA7P011001885
Milton Elementary/Middle	MES Hall C	Konica Minolta BH808	A8KN012000296
Milton Elementary/Middle	MES IT Office	Konica Minolta BH4402P	AAFJ011002908
Milton Elementary/Middle	MES K-5 Admin Office	Konica Minolta BHC550i	AA7P011001908
Milton Elementary/Middle	MES Library	Konica Minolta BHC650i	AA7N011000128
Milton Elementary/Middle	MES Room 313 Kitchen	Konica Minolta BH4052	AAIR011011663
Milton Elementary/Middle	MES Room 405 EEE	Konica Minolta BH4402P	AAFJ011003017
Milton Elementary/Middle	MES Room 441	Konica Minolta BH458	AA6U011021719
Milton Elementary/Middle	MES Room 447	Konica Minolta BHC3300i	AAJT011001437
Milton Elementary/Middle	MES Room 451 Art	Konica Minolta BHC3300i	AAJT011001462
Milton Elementary/Middle	MES White House	Konica Minolta BHC360i	AA2J011011592
Milton Elementary/Middle	MMS Office	Konica Minolta BHC650i	AA7N011000260
Milton Elementary/Middle	MMS Room 128 Art	Konica Minolta BHC3300i	AAJT011001800
Milton Elementary/Middle	MMS Room 165 Nurse	Konica Minolta BH458	AA6U011022081
Milton Elementary/Middle	MMS Room 205	Konica Minolta BHC3300i	AAJT011001471
Milton Elementary/Middle	MMS Room 209	Konica Minolta BH458	AA6U011021826
Milton Elementary/Middle	MMS Room 212	Konica Minolta BHC3300i	AAJT011001488
Milton Elementary/Middle	MMS Room 215	Konica Minolta BHC3300i	AAJT011001734
Milton Elementary/Middle	MMS Room 224	Konica Minolta BHC3300i	AAJT011001778
Milton Elementary/Middle	MMS Room 229	Konica Minolta BHC650i	AA7N011000083
Milton Elementary/Middle	MMS Room 229 Hall	Konica Minolta BH808	A8KN012000325
Milton Elementary/Middle	MMS Room 242	Konica Minolta BHC3300i	AAJT011001270
Milton High	Admin Assistant	Konica Minolta BHC3300i	AAJT011001619
Milton High	Athletic Offices	Konica Minolta BH658	AA6R011007074
Milton High	Boys' PE Office	Konica Minolta BH4402P	AAFJ011002929
Milton High	Hall	Konica Minolta BH658	AA6R011007071
Milton High	Room 101 Admin Office	Konica Minolta BHC650i	AA7N011000509
Milton High	Room 114 IT	Konica Minolta BH4402P	AAFJ011002934
Milton High	Room 116 Guidance	Konica Minolta BH658	AA6R011007091
Milton High	Room 127 Nurse	Konica Minolta BH4052	AAIR011013092
Milton High	Room 132 Art	Konica Minolta BHC3300i	AAJT011001817
Milton High	Room 136 Music Office	Konica Minolta BHC3300i	AAJT011001760
Milton High	Room 148 Art	Konica Minolta BHC3300i	AAJT011001304
Milton High	Room 151 Maintenance	Konica Minolta BH4402P	AAFJ011002822

Building	Room	Make/Model	Serial Number
Milton High	Room 165 Kitchen	Konica Minolta BH4402P	AAFJ011002923
Milton High	Room 194 Library	Konica Minolta BHC650i	AA7N011000505
Milton High	Room 194 Sped	Konica Minolta BH458	AA6U011021819
Milton High	Room 306	Konica Minolta BH4402P	AAFJ011002897
Milton High	Room 321 Science Office	Konica Minolta BH458	AA6U011021850
Milton High	Room 324	Konica Minolta BH458	AA6U011021813
Milton High	Room 347 Faculty Left	Konica Minolta BH808	A8KN012000334
Milton High	Room 347 Faculty Right	Konica Minolta BHC650i	AA7N011000504
MTSD Offices	Business Administrator	Konica Minolta BH4402P	AAFJ011002928
MTSD Offices	Copy Room	Konica Minolta BH458	AA6U011021636
MTSD Offices	Copy Room	Konica Minolta BHC450i	AA7R011003381
MTSD Offices	HR	Konica Minolta BHC3320i	AAJP011000697
MTSD Offices	Room 110 Julie Talley	Konica Minolta BH4402P	AAFJ011002914
MTSD Offices	Student Services	Konica Minolta BH4402P	AAFJ011002917
MTSD Offices	Superintendent	Konica Minolta BHC3300i	AAJT011001456

STARDoc USER NAMES

Name	User Name
Amy Rex	arex
Dustin Tanner	dtanner
Jonathan Havens	jhavens
Katie Glover	kglover
Patty Pixler	ppixler
Robert Whitcomb	rwhitcomb@mymtsd-vt.org
Terri Mazza	tmazza@mymtsd-vt.org

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

<p style="text-align:center; color:red;">SPC manages over 4,500 Photocopiers and Printers
Our relationship with our vendors has never been stronger!</p>

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 uindermines 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