Specialized Purchasing Consultants

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

·SPC·

FY21
Annual
Report

With FY22 Projections

Jefferson Braman
NHSAU 18 - Franklin School District
119 Central Street
Franklin, NH 03235

September 2021

Jeff Braman
NHSAU 18 - Franklin School District
119 Central Street
Franklin, NH 03235

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 Jeff:

We at Specialized Purchasing Consultants wish to thank you for your continued confidence in us for the <mark>past 12 years</mark>. 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.
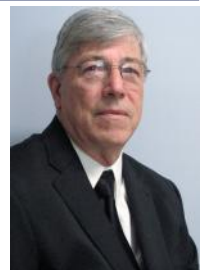
Jamin Tilton
Operations Support

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	**56**

Total Black Photocopiers & MFPs:	12
Total Color Photocopiers & MFPs:	9
Total Black Network Printers:	35
Total Color Network Printers:	0
Total Removed From Service:	0

# of Units Not in Use for FY21	1
# of Units OFF Warranty**	0
# of Units Approaching End of Warranty	39
# of Units Overused	0
# of Units Underused	0

Contract Commencement Date	08/02/2018
All Warranties and Service Contracts Expire	06/30/2024
# of Annual Payments Left on Lease	2
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 Jeff,

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 1,087. Color pre-COVID usage averaged 216 copies per student but this year is down to 182 copies per student ... your average is 163.

Your vendor seems to be taking good care of your fleet (see Service History Report), though much of your equipment is aging. When equipment reaches ten years out from its model introduction, parts are harder to find. It is our recommendation that you consider an upgrade that would commence on August 2, 2023. Your last lease payment will be made on August 1, 2023. Your first payment of the new lease would be on August 1, 2024. It is our opinion that your lease cost would drop significantly as well as your service-and-supply contract costs. This could result in a savings of $10,409.64 over five years in color usage at COVID (lower-than-usual) volumes. We can discuss this at our meeting.

Sincerely,
Skip

Copies-per-Year: 2,743,604

Present vs. Proposed Recommendations as of 8/2/2018

PRESENT SITUATION	**PROPOSED SITUATION**
1) Guarantees on Photocopiers...**< One Year**	1) Guarantees for both New, Recons & Used Photo's...**Five+ Years**
2) Annual Price Ceilings Left... **< One Year**	2) 5% or CPI Annual Ceilings, whichever is less...**Five+ Years**
3) High Volume Console Units...**9**	3) High Volume Console Units with 3 Million plus...**9**
4) Units to be Traded...**16**	4) Replaced **17 New**
5) Photocopiers...**20**	5) Photocopiers...**17 with Secure Print/Confidential Mailbox**
6) Color Photocopiers...**5**	6) Color Photocopiers...**5**
7) MFP's… **4**	7) MFP's… **4**
8) Printers....**33**	8) Printers...**35**
Total number of Units...**57**	Total number of Units...**56 closing out 1 unit**
9) Duplex's…**55**	9) Duplex's... **54**
10) Finisher's...**18**	10) Finisher's... **17**

Overall Description of Equipment Fleet:
Presently, you have <u>**Three different Manufacturers & 16 different Models.**</u> **The new arrangement will shift to one Manufacturer with the representing Vendor servicing everything with as few models as possible.** This will greatly reduce cost and improve reliability. In addition, we will implement google cloud print on all devices that will continue to cut back on your overall printing.

Capital:
Presently, your last Upgrade you paid cash. With the new arrangement, you will again have <u>**one**</u> 'municipal' master lease at 3.69**%** interest**.** Your first of five annual lease payments will be due on August 1'st 2019. A legal opinion from SPC's bond counsel (John Larouche in Augusta ME) will be done on this lease transaction. This will assure that all documents are prepared correctly and signed by the appropriate City and bank officials, and that the lease purchase is a tax-exempt obligation with no premium payable by the school district. At your own expense, you can have your own bond counsel also review the documents which would simply duplicate this service.

Service & Supplies:
Considering all your consumable cost centers including service you are averaging **$0.004317 for black and $0.053720 for Color**. The new contract will come in at a CPC of **$0.003498 for Black and $0.044017 for Color with Printers!**

Vendor Packages:
SPC has brought 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>**KMBS with Konica Minolta**</u> **(Low Bid)**

	Cost Center	**Present**	**Proposed**
1.	**Service & Supplies Color Photo only**	**$5,970.61**	**$4,892.13**
2.	**Service & Supplies Black Photo only**	**$11,363.29**	**$9,212.00**
3.	**Annual Lease (Straight Line Depreciation)**	**$41,098.64**	**$24,489.39 *Muni Lease for Budget Year 2019/20**
4.	**Totals**	**$65,532.54**	**$38,593.74**

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all the equipment that is under their factory authorized ability to service. They will provide one easy 'Cost per Copy' billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th, 2019.** 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: Wiping out old data on trade out units has been included in the package.

AGING EQUIPMENT SUMMARY

The following equipment is seven or more years from the date the model was first offered for sale by the manufacturer. This is a major factor due to availability of parts, cost of operation, and warranties expiring at 10 years from the Date of Introduction. Usage, age, and service history should be considered to see if they are due for replacement soon.

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Franklin High School	CAP (St. Mary's)	Konica Minolta BH4000P	A63R011004663	KMBS	04/01/2013
Franklin High School	Curriculum	Konica Minolta BH3300P	A63P011001248	KMBS	04/01/2013
Franklin High School	Guidance Office	Konica Minolta BH554E	A61D011002491	KMBS	10/01/2013
Franklin High School	Room 107 Music Department	Konica Minolta BH3300P	A63P011001239	KMBS	04/01/2013
Franklin High School	Room 114 Adult Ed Classroom	Konica Minolta BH3300P	A63P011003020	KMBS	04/01/2013
Franklin High School	Room 115A	Konica Minolta BH3300P	A63P011000501	KMBS	04/01/2013
Franklin High School	Room 201 English Department	Konica Minolta BH4000P	A63R011004669	KMBS	04/01/2013
Franklin High School	Room 218 District Special Ed Office	Konica Minolta BH754	A55V017001529	KMBS	03/01/2013
Franklin High School	Room 227 Nurse	Konica Minolta BH3300P	A63P011001221	KMBS	04/01/2013
Franklin High School	Room 231 Athletics	Konica Minolta BH4000P	A63R011004667	KMBS	04/01/2013
Franklin High School	Room 256 Library Office	Konica Minolta BH3300P	A63P011001235	KMBS	04/01/2013
Franklin High School	Room 305 Math Department	Konica Minolta BH4000P	A63R011004657	KMBS	04/01/2013
Franklin High School	Room 310 Science	Konica Minolta BH4000P	A63R011004658	KMBS	04/01/2013
Franklin High School	Special Ed Office	Konica Minolta BH554E	A61D011001579	KMBS	10/01/2013
Franklin Middle School	IT Annex Room 41	Konica Minolta BHC3350	A4Y4011003102	KMBS	01/01/2014
Franklin Middle School	IT Annex Room 42	Konica Minolta BH3300P	A63P011001240	KMBS	04/01/2013

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Franklin Middle School	Room 002 Principal's Office	Konica Minolta BH3300P	A63P011001232	KMBS	04/01/2013
Franklin Middle School	Room 003 Assistant Principal	Konica Minolta BH3300P	A63P011001231	KMBS	04/01/2013
Franklin Middle School	Room 009 Nurse's Office	Konica Minolta BH3300P	A63P011001669	KMBS	04/01/2013
Franklin Middle School	Room 011 Food Service Director	Konica Minolta BH3300P	A63P011001219	KMBS	04/01/2013
Franklin Middle School	Room 019	Konica Minolta BH3300P	A63P011001236	KMBS	04/01/2013
Franklin Middle School	Room 026 Library Side Office	Konica Minolta BH3300P	A63P011001113	KMBS	04/01/2013
Franklin Middle School	Room 055 Guidance Office Lower Level	Konica Minolta BH3300P	A63P011001237	KMBS	04/01/2013
Franklin Middle School	Room 058 Special Ed Therapy	Konica Minolta BH454E	A61E011004020	KMBS	11/01/2013
Franklin Middle School	Room 065 Art Room	Konica Minolta BH3300P	A63P011001244	KMBS	04/01/2013
Franklin Middle School	Room 066 Guidance Office	Konica Minolta BHC3350	A4Y4011002429	KMBS	01/01/2014
Franklin Middle School	Room 23 Upstairs Lab	Konica Minolta BH4000P	A63R011004661	KMBS	04/01/2013
Franklin Middle School	Room 33	Konica Minolta BH4000P	A63R011004655	KMBS	04/01/2013
Franklin Middle School	Room 44	Konica Minolta BH4000P	A63R011004478	KMBS	04/01/2013
Franklin Middle School	Room 57	Konica Minolta BH3300P	A63P011001234	KMBS	04/01/2013
Franklin Middle School	Room 62	Konica Minolta BH4000P	A63R011004675	KMBS	04/01/2013
Paul Smith School	Room 204 Special Ed	Konica Minolta BH4000P	A63R011004672	KMBS	04/01/2013
Paul Smith School	Room 219 Hallway	Konica Minolta BHC554	A5AY011007267	KMBS	08/01/2012
Paul Smith School	Room 219 Special Ed	Konica Minolta BH3300P	A63P011001223	KMBS	04/01/2013
SAU #18	Accounting	Konica Minolta BH4000P	A63R011004678	KMBS	04/01/2013
SAU #18	Accounting Accounts Payable	Konica Minolta BH4000P	A63R011004680	KMBS	04/01/2013
SAU #18	Business Administrator	Konica Minolta BH3300P	A63P011001650	KMBS	04/01/2013

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
SAU #18	Main Office	Konica Minolta BHC3350	A4Y4011002616	KMBS	01/01/2014
SAU #18	Superintendent	Konica Minolta BH3300P	A63P011001376	KMBS	04/01/2013

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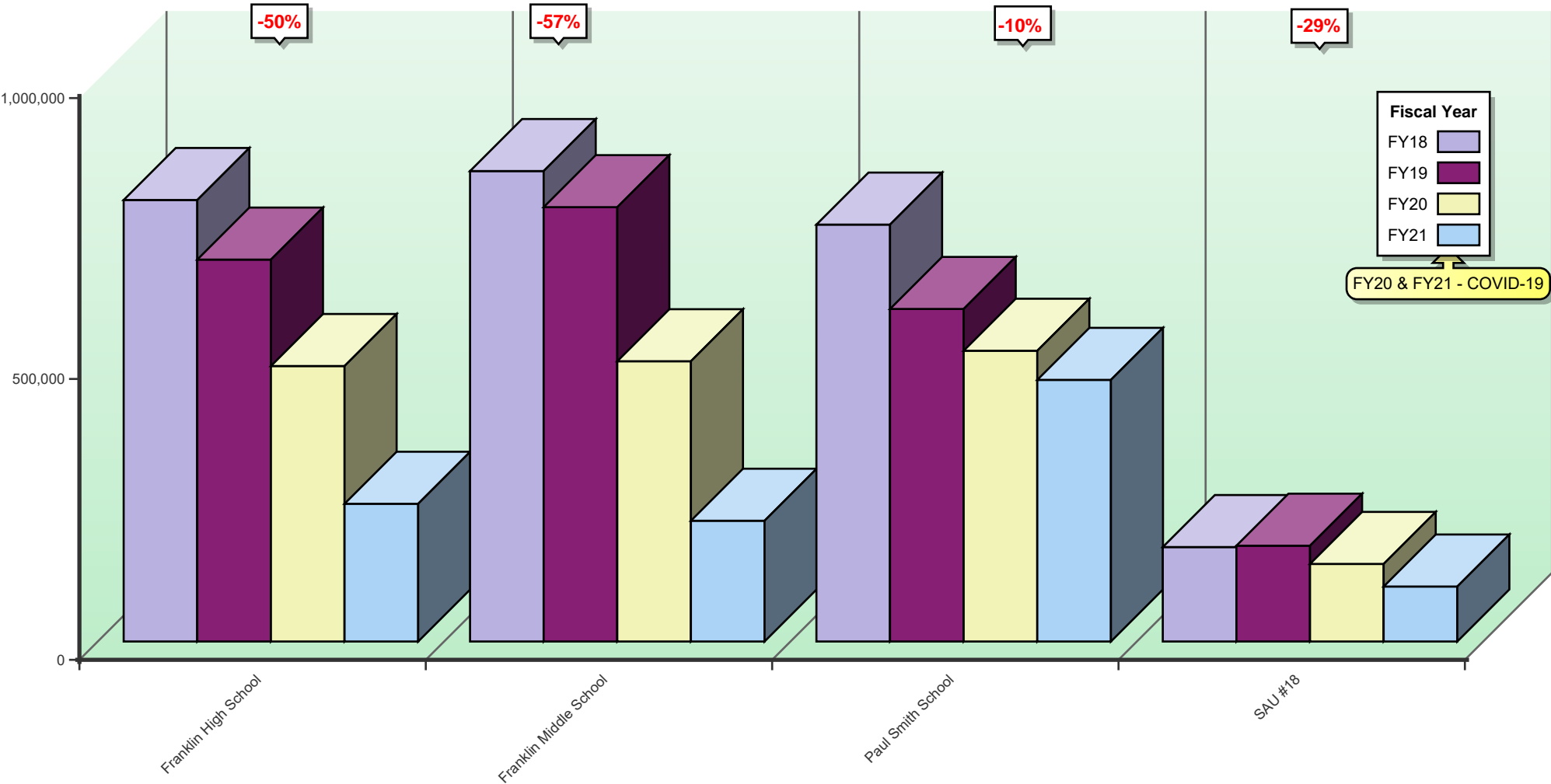
ANNUAL BLACK VOLUME OVERALL
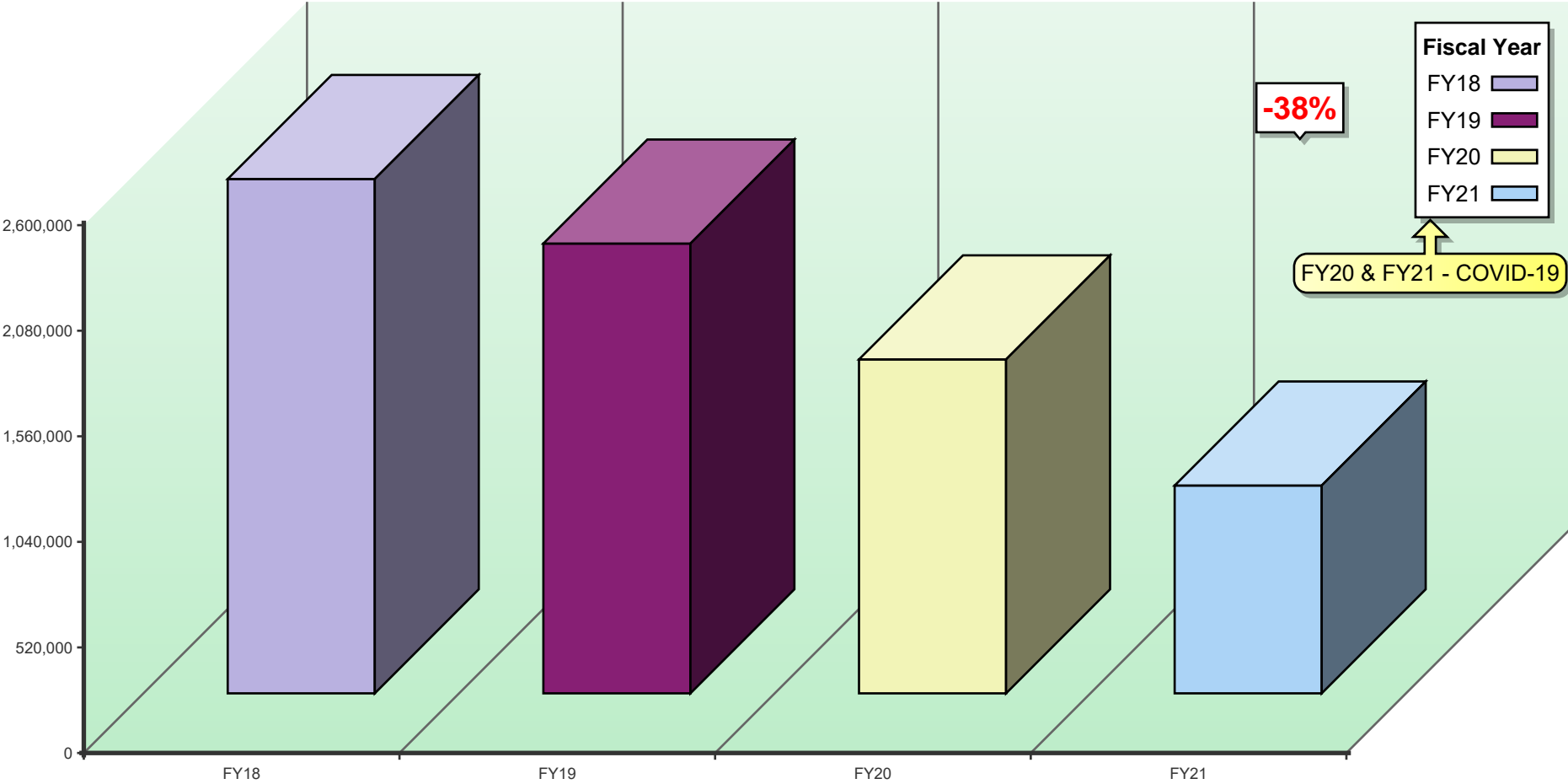
% amount equals the overall increase or decrease between Previous Year & Current Year

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
Franklin High School	264	245,211	$8,196.16	929	$31.05
Franklin Middle School	377	214,973	$7,202.56	570	$19.10
Paul Smith School	301	465,743	$15,410.97	1,547	$51.20
SAU #18	0	97,856	$3,293.52	0	$0.00
Totals	942	1,023,783	$34,103.21	1,087	$36.20

*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.
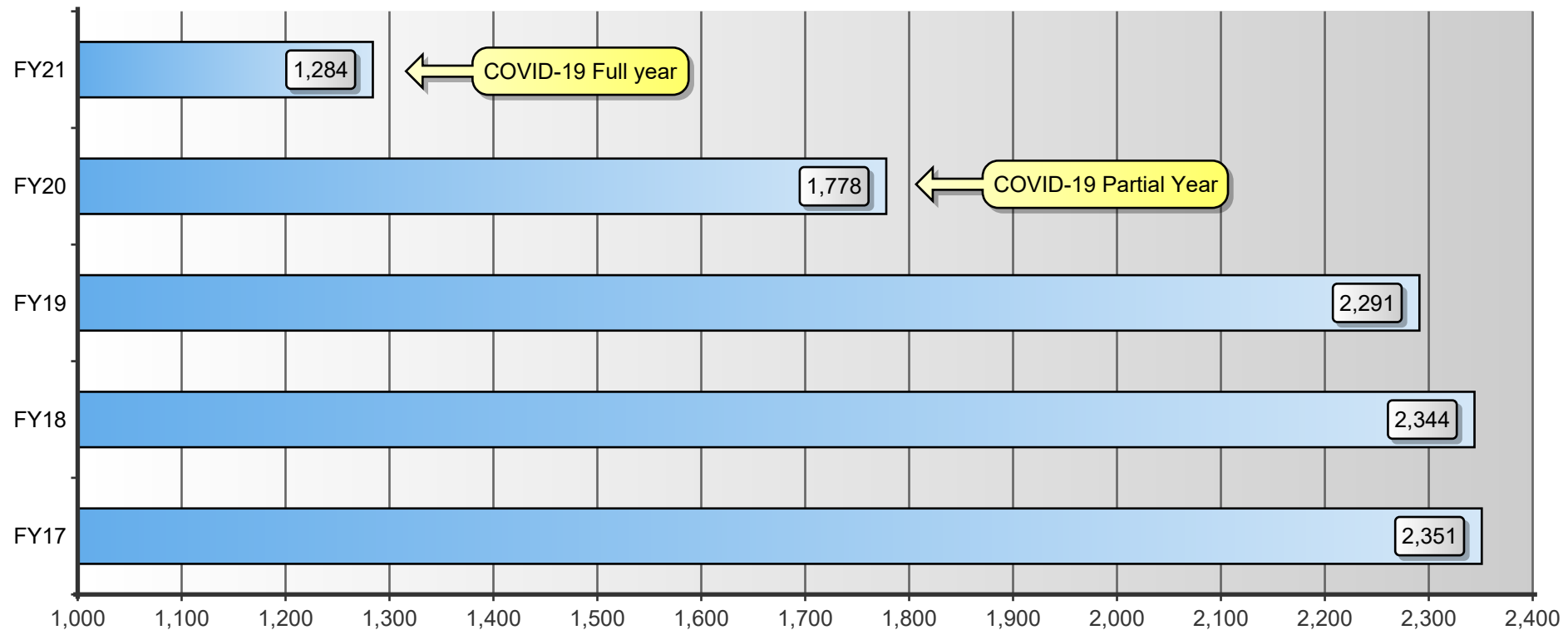
ANNUAL COLOR VOLUME BY LOCATION

Fiscal Year
- FY 18
- FY 19
- FY 20
- FY 21

FY20 & FY21 - COVID-19

-35% -5% 49% -23%

Franklin High School · Franklin Middle School · Paul Smith School · SAU #18
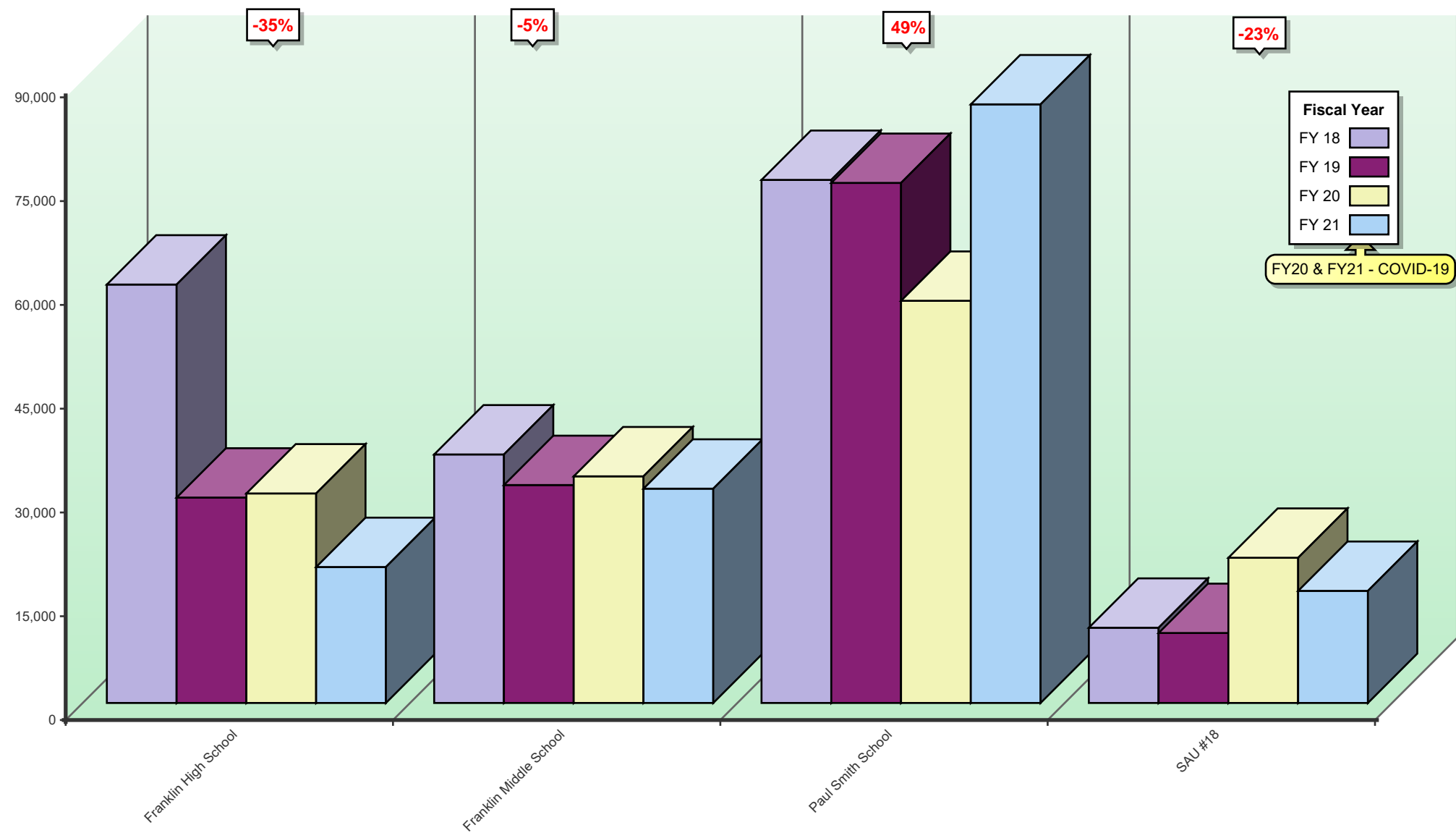
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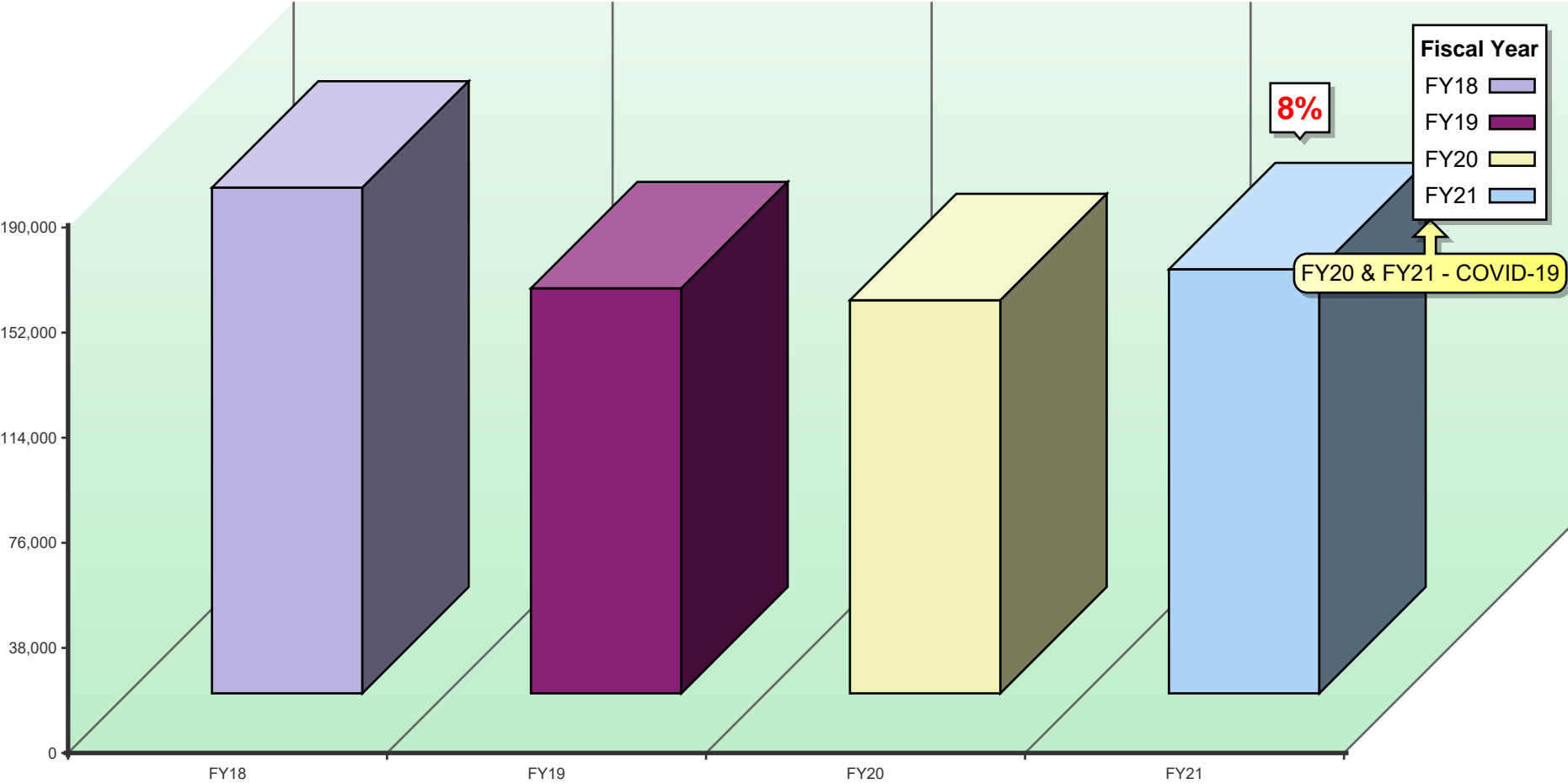
% amount equals the overall increase or decrease between Previous Year & Current Year

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
Franklin High School	264	19,651	$801.37	74	$3.04
Franklin Middle School	377	30,974	$1,271.09	82	$3.37
Paul Smith School	301	86,519	$4,559.20	287	$15.15
SAU #18	0	16,202	$725.85	0	$0.00
Totals	942	153,346	$7,357.51	163	$7.81

*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 163 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.

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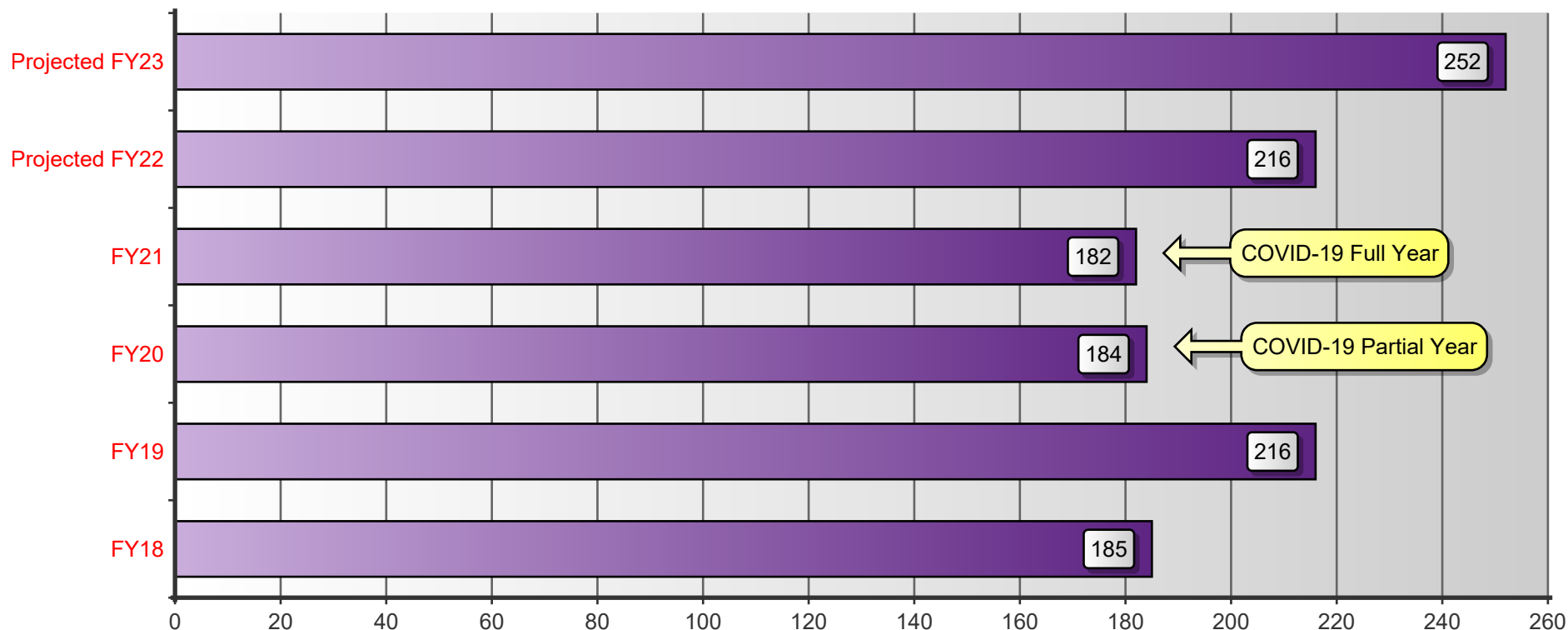
COLOR-TO-TOTAL VOLUME COMPARISON
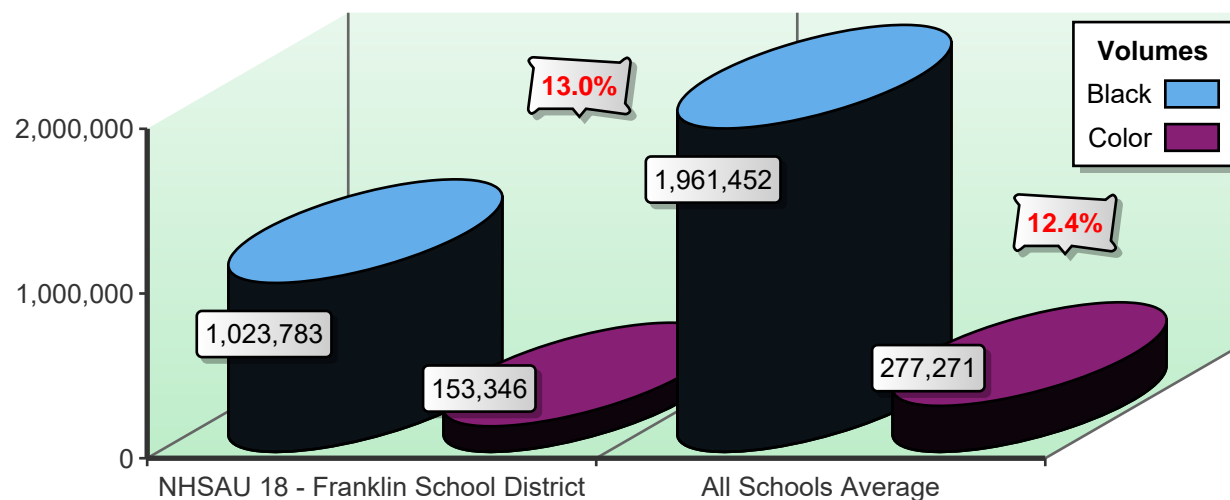
SPC Analysis

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 & 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: 08/02/2018

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

Franklin High School

CAP (St. Mary's)

Konica Minolta BH4000P / 42 PPM	16,217	17,632	1,415	$0.00649	8 years from Intro.
A63R011004663 / 8802 4412				$9.18	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Curriculum

Konica Minolta BH3300P / 35 PPM	12,668	13,528	860	$0.00649	8 years from Intro.
A63P011001248 / 8802 4405				$5.58	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Guidance Office

Konica Minolta BH554E / 55 PPM	231,052	265,993	34,941	$0.00412	8 years from Intro.
A61D011002491 / 9357 6378				$143.96	
3,000,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier / KMBS				$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
Main Office Workroom					
Konica Minolta BHC558 / 55 PPM	102,735	136,298	33,563	$0.00327	None at this time.
A79K011015700 / 9486 1863				$109.75	
3,000,000 / 02/2017	27,546	37,335	9,789	$0.03975	
Color Photocopier / KMBS				$389.11	
Room 104A Cooking Room					
Konica Minolta BH3301P / 35 PPM	1,392	2,294	902	$0.00627	None at this time.
A63P015001737 / 9323 8204				$5.66	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 107 Music Department					
Konica Minolta BH3300P / 35 PPM	10,098	11,362	1,264	$0.00649	8 years from Intro.
A63P011001239 / 8802 4408				$8.20	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 114 Adult Ed Classroom					
Konica Minolta BH3300P / 35 PPM	30,935	36,816	5,881	$0.00649	8 years from Intro.
A63P011003020 / 9460 6630				$38.17	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$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 115A					
Konica Minolta BH3300P / 35 PPM	9,906	10,915	1,009	$0.00649	8 years from Intro.
A63P011000501 / 8802 4413				$6.55	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 119 Copy Room Downstairs					
Konica Minolta BH808 / 80 PPM	199,330	223,301	23,971	$0.00327	None at this time.
A8KN011008020 / 9486 1405				$78.39	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / KMBS				$0.00	
Room 201 English Department					
Konica Minolta BH4000P / 42 PPM	13,270	13,373	103	$0.00649	8 years from Intro.
A63R011004669 / 8802 4411				$0.67	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 206 Teachers Room Upstairs					
Konica Minolta BH808 / 80 PPM	355,727	404,869	49,142	$0.00327	None at this time.
A8KN011008234 / 9486 1410				$160.69	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / KMBS				$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 218 District Special Ed Office					
Konica Minolta BH754 / 75 PPM	385,723	412,227	26,504	$0.00412	8 years from Intro.
A55V017001529 / 9357 6347				$109.20	
4,000,000 / 03/2013	0	0	0	$0.00000	
Black Photocopier / KMBS				$0.00	
Room 227 Nurse					
Konica Minolta BH3300P / 35 PPM	3,514	4,000	486	$0.00649	8 years from Intro.
A63P011001221 / 9342 4734				$3.15	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 231 Athletics					
Konica Minolta BH4000P / 42 PPM	28,156	30,675	2,519	$0.00649	8 years from Intro.
A63R011004667 / 8802 4415				$16.35	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 255 Library					
Konica Minolta BHC558 / 55 PPM	162,116	182,230	20,114	$0.00327	None at this time.
A79K011016231 / 9486 1366				$65.77	
3,000,000 / 02/2017	31,222	41,084	9,862	$0.03975	
Color Photocopier / KMBS				$392.01	

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 256 Library Office					
Konica Minolta BH3300P / 35 PPM	1,681	1,886	205	$0.00649	8 years from Intro.
A63P011001235 / 8802 4406				$1.33	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 305 Math Department					
Konica Minolta BH4000P / 42 PPM	109,185	118,117	8,932	$0.00649	8 years from Intro.
A63R011004657 / 8802 4414				$57.97	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 310 Science					
Konica Minolta BH4000P / 42 PPM	111,459	120,694	9,235	$0.00649	8 years from Intro.
A63R011004658 / 9357 6135				$59.94	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Special Ed Office					
Konica Minolta BH554E / 55 PPM	279,963	304,128	24,165	$0.00412	8 years from Intro.
A61D011001579 / 9357 5106				$99.56	
3,000,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier / KMBS				$0.00	
Subtotal Black		245,211	$980.06		
Subtotal Color		19,651	$781.13		

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

Franklin Middle School

Copy Room Down

Konica Minolta BH808 / 80 PPM	389,387	457,276	67,889	$0.00327	None at this time.
A8KN011007863 / 9486 1347				$222.00	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier/KMBS				$0.00	

IT Annex Room 41

Konica Minolta BHC3350 / 35 PPM	31,685	33,895	2,210	$0.00516	7 years from Intro.
A4Y4011003102 / 9357 5078				$11.40	
750,000 / 01/2014	12,392	12,576	184	$0.05952	
Color Laser MFP / KMBS				$10.95	

IT Annex Room 42

Konica Minolta BH3300P / 35 PPM	10,064	11,340	1,276	$0.00649	8 years from Intro.
A63P011001240 / 8802 4407				$8.28	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Room 002 Principal's Office

Konica Minolta BH3300P / 35 PPM	19,850	20,200	350	$0.00649	8 years from Intro.
A63P011001232 / 9342 4732				$2.27	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$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 003 Assistant Principal					
Konica Minolta BH3300P / 35 PPM	11,774	13,733	1,959	$0.00649	8 years from Intro.
A63P011001231 / 8802 4425				$12.71	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 005 Main Office					
Konica Minolta BH658 / 65 PPM	93,024	116,696	23,672	$0.00327	None at this time.
AA6R011001562 / 9486 1352				$77.41	
4,000,000 / 05/2017	0	0	0	$0.00000	
Black Photocopier / KMBS				$0.00	
Room 009 Nurse's Office					
Konica Minolta BH3300P / 35 PPM	5,864	6,444	580	$0.00649	8 years from Intro.
A63P011001669 / 93555742				$3.76	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 011 Food Service Director					
Konica Minolta BH3300P / 35 PPM	43,183	46,444	3,261	$0.00649	8 years from Intro.
A63P011001219 / 8802 4426				$21.16	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$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 019					
Konica Minolta BH3300P / 35 PPM	43,533	43,589	56	$0.00649	8 years from Intro.
A63P011001236 / 8802 4430				$0.36	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 024 Library					
Konica Minolta BHC558 / 55 PPM	164,712	202,129	37,417	$0.00327	None at this time.
A79K011015739 / 9486 1367				$122.35	
3,000,000 / 02/2017	58,712	89,293	30,581	$0.03975	
Color Photocopier / KMBS				$1,215.59	
Room 026 Library Side Office					
Konica Minolta BH3300P / 35 PPM	5,204	5,423	219	$0.00649	8 years from Intro.
A63P011001113 / 8802 4428				$1.42	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 055 Guidance Office Lower Level					
Konica Minolta BH3300P / 35 PPM	5,933	6,964	1,031	$0.00649	8 years from Intro.
A63P011001237 / 8802 4427				$6.69	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$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 058 Special Ed Therapy					
Konica Minolta BH454E / 45 PPM	398,144	410,549	12,405	$0.00412	8 years from Intro.
A61E011004020 / 9357 6382				$51.11	
1,000,000 / 11/2013	0	0	0	$0.00000	
Black Photocopier / KMBS				$0.00	
Room 065 Art Room					
Konica Minolta BH3300P / 35 PPM	25,961	27,201	1,240	$0.00649	8 years from Intro.
A63P011001244 / 8802 4433				$8.05	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 066 Guidance Office					
Konica Minolta BHC3350 / 35 PPM	43,638	45,204	1,566	$0.00516	7 years from Intro.
A4Y4011002429 / 9357 6357				$8.08	
750,000 / 01/2014	29,354	29,563	209	$0.05952	
Color Laser MFP / KMBS				$12.44	
Room 12 Teachers' Room Upstairs					
Konica Minolta BH808 / 80 PPM	414,875	436,490	21,615	$0.00327	None at this time.
A8KN011007801 / 9486 1372				$70.68	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / KMBS				$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 23 Upstairs Lab					
Konica Minolta BH4000P / 42 PPM	18,292	24,866	6,574	$0.00649	8 years from Intro.
A63R011004661 / 8802 4432				$42.67	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 33					
Konica Minolta BH4000P / 42 PPM	0	291	291	$0.00649	8 years from Intro.
A63R011004655 / 8802 4429				$1.89	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 44					
Konica Minolta BH4000P / 42 PPM	76,991	99,904	22,913	$0.00649	8 years from Intro.
A63R011004478 / 8802 4431				$148.71	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 57					
Konica Minolta BH3300P / 35 PPM	19,357	20,608	1,251	$0.00649	8 years from Intro.
A63P011001234 / 8802 4409				$8.12	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$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 62					
Konica Minolta BH4000P / 42 PPM	69,767	76,965	7,198	$0.00649	8 years from Intro.
A63R011004675 / 8802 4434				$46.72	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
		Subtotal Black	214,973	$875.84	
		Subtotal Color	30,974	$1,238.99	

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

Paul Smith School

Guidance Rm 202

Konica Minolta BH330IP / 35 PPM	5,375	8,124	2,749	$0.00627	None at this time.
A63P015002042 / 9323 8211				$17.24	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer/KMBS				$0.00	

Main Office Workroom

Konica Minolta BHC558 / 55 PPM	173,022	198,970	25,948	$0.00327	None at this time.
A79K011016097 / 9486 1377				$84.85	
3,000,000 / 02/2017	84,473	102,032	17,559	$0.03975	
Color Photocopier / KMBS				$697.97	

Room 101 Nurse's Office

Konica Minolta BH330IP / 35 PPM	3,219	4,839	1,620	$0.00627	None at this time.
A63P015001814 / 9323 8205				$10.16	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Room 105 New Wing

Konica Minolta BH808 / 80 PPM	299,106	416,564	117,458	$0.00327	None at this time.
A8KN011007839 / 9483 6999				$384.09	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / KMBS				$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 204 Special Ed					
Konica Minolta BH4000P / 42 PPM	34,724	55,385	20,661	$0.00649	8 years from Intro.
A63R011004672 / 8802 4422				$134.09	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 219 Hallway					
Konica Minolta BHC554 / 55 PPM	529,275	624,302	95,027	$0.00423	9 years from Intro.
A5AY011007267 / 9357 5109				$401.96	
3,000,000 / 08/2012	112,811	181,771	68,960	$0.05432	
Color Photocopier / KMBS				$3,745.91	
Room 219 Special Ed					
Konica Minolta BH3300P / 35 PPM	28,340	28,900	560	$0.00649	8 years from Intro.
A63P011001223 / 8802 4421				$3.63	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 226 Bookroom					
Konica Minolta BH808 / 80 PPM	425,287	622,548	197,261	$0.00327	None at this time.
A8KN011008238 / 9467 2039				$645.04	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / KMBS				$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
Title 1 Alley					
Konica Minolta BH330IP / 35 PPM	16,918	21,377	4,459	$0.00627	None at this time.
A63P015002030 / 9467 2002				$27.96	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
		Subtotal Black	465,743	$1,709.02	
		Subtotal Color	86,519	$4,443.88	

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

SAU #18

Accounting

Konica Minolta BHC458 / 45 PPM	24,412	46,715	22,303	$0.00327	None at this time.
A79M011027274 / 9486 1391				$72.93	
1,000,000 / 08/2016	13,295	26,287	12,992	$0.03975	
Color Photocopier/KMBS				$516.43	

Accounting

Konica Minolta BH4000P / 42 PPM	66,215	77,879	11,664	$0.00649	8 years from Intro.
A63R011004678 / 8802 4404				$75.70	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Accounting Accounts Payable

Konica Minolta BH4000P / 42 PPM	51,913	62,019	10,106	$0.00649	8 years from Intro.
A63R011004680 / 8802 4003				$65.59	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Business Administrator

Konica Minolta BH3300P / 35 PPM	12,919	13,199	280	$0.00649	8 years from Intro.
A63P011001650 / 9355 5738				$1.82	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$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
Main Office					
Konica Minolta BHC3350 / 35 PPM	64,029	75,829	11,800	$0.00516	7 years from Intro.
A4Y4011002616 / 9357 5075				$60.89	
750,000 / 01/2014	31,561	34,771	3,210	$0.05952	
Color Laser MFP / KMBS				$191.06	
Main Office					
Konica Minolta BH808 / 80 PPM	189,243	230,946	41,703	$0.00327	None at this time.
A8KN011007774 / 9486 1378				$136.37	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / KMBS				$0.00	
Superintendent					
Konica Minolta BH3300P / 35 PPM	7,754	7,754	0	$0.00649	Not in use for FY21.
A63P011001376 /				$0.00	8 years from Intro.
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Subtotal Black	97,856	$413.29		
Subtotal Color	16,202	$707.49		
District Wide Black Totals	1,023,783	$3,978.22		
District Wide Color Totals	153,346	$7,171.48	**Your Avg Color CPC is $0.0468**	

Estimated color cost savings with your next bid: $10,409.64 over five years. Our bids are coming in at an average of $0.03319, with our compensation included.

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 06/01/2009 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
1,023,783	$0.00809	$8,282.40

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
1,023,783	$0.00389	$3,982.52	$4,299.89	$21,499.44

*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 $4,299.89 x 12 years as a Client = $51,598.66 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
Franklin High School	245,211	$1,006.46	$1,324.14	$5,865.57	$8,196.16
Franklin Middle School	214,973	$899.45	$1,160.85	$5,142.26	$7,202.56
Paul Smith School	465,743	$1,755.15	$2,515.01	$11,140.80	$15,410.97
SAU #18	97,856	$424.34	$528.42	$2,340.76	$3,293.52
TOTALS	1,023,783	$4,085.39	$5,528.43	$24,489.39	$34,103.21

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! Therefore, based on our results this past year, we feel we can save you another $8,618.94 if you did an upgrade.

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
Franklin High School	19,651	$801.37
Franklin Middle School	30,974	$1,271.09
Paul Smith School	86,519	$4,559.20
SAU #18	16,202	$725.85
TOTALS	153,346	$7,357.51

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	FY21Color Cost/Copy	FY21 Black S & S Costs	FY22 Black Cost/Copy	FY22 Projected Black S & S Costs
Konica-Minolta Business Solutions	Black Network Printer	9,730	$0.00627	$61.01	$0.00643	$62.56
Konica-Minolta Business Solutions	Black Network Printer	123,379	$0.00649	$800.73	$0.00666	$821.70
Konica-Minolta Business Solutions	Black Photocopier	542,711	$0.00327	$1,774.66	$0.00336	$1,823.51
Konica-Minolta Business Solutions	Black Photocopier	98,015	$0.00412	$403.82	$0.00423	$414.60
Konica-Minolta Business Solutions	Color Laser MFP	15,576	$0.00516	$80.37	$0.00529	$82.40
Konica-Minolta Business Solutions	Color Photocopier	139,345	$0.00327	$455.66	$0.00336	$468.20
Konica-Minolta Business Solutions	Color Photocopier	95,027	$0.00423	$401.96	$0.00434	$412.42
TOTALS AND AVERAGES		**1,023,783**	**$0.00389**	**$3,978.22**	**$0.00399**	**$4,085.39**

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
Konica-Minolta Business Solutions	Color Laser MFP	3,603	$0.05952	$214.45	$0.06107	$220.04
Konica-Minolta Business Solutions	Color Photocopier	80,783	$0.03975	$3,211.12	$0.04078	$3,294.33
Konica-Minolta Business Solutions	Color Photocopier	68,960	$0.05432	$3,745.91	$0.05573	$3,843.14
TOTALS AND AVERAGES		153,346	$0.04677	$7,171.48	$0.04798	$7,357.51

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	56
Number of Machines on Lease	16
Number of Machines Owned	40
Number of Rental/Loaner Machines	0

Lease Company	Norway Savings Bank
Term	5 Annual
Annual Payment usually due on 8/1	$24,489.39
Lease Start Date	08/02/2018
Lease End Date	08/01/2023
Remaining Payments	2

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

LEASED EQUIPMENT

Building	Room	Make/Model	Serial Number
Franklin High School	Main Office Workroom	Konica Minolta BHC558	A79K011015700
Franklin High School	Room 104A Cooking Room	Konica Minolta BH3301P	A63P015001737
Franklin High School	Room 119 Copy Room Downstairs	Konica Minolta BH808	A8KN011008020
Franklin High School	Room 255 Library	Konica Minolta BHC558	A79K011016231
Franklin Middle School	Copy Room Down	Konica Minolta BH808	A8KN011007863
Franklin Middle School	Room 005 Main Office	Konica Minolta BH658	AA6R011001562
Franklin Middle School	Room 024 Library	Konica Minolta BHC558	A79K011015739
Franklin Middle School	Room 12 Teachers' Room Upstairs	Konica Minolta BH808	A8KN011007801
Paul Smith School	Guidance Rm 202	Konica Minolta BH3301P	A63P015002042
Paul Smith School	Main Office Workroom	Konica Minolta BHC558	A79K011016097
Paul Smith School	Room 101 Nurse's Office	Konica Minolta BH3301P	A63P015001814
Paul Smith School	Room 105 New Wing	Konica Minolta BH808	A8KN011007839
Paul Smith School	Room 226 Bookroom	Konica Minolta BH808	A8KN011008238
Paul Smith School	Title 1 Alley	Konica Minolta BH3301P	A63P015002030
SAU #18	Accounting	Konica Minolta BHC458	A79M011027274
SAU #18	Main Office	Konica Minolta BH808	A8KN011007774

OWNED EQUIPMENT

Building	Room	Make/Model	Serial Number
Franklin High School	CAP (St. Mary's)	Konica Minolta BH4000P	A63R011004663
Franklin High School	Curriculum	Konica Minolta BH3300P	A63P011001248
Franklin High School	Guidance Office	Konica Minolta BH554E	A61D011002491
Franklin High School	Room 107 Music Department	Konica Minolta BH3300P	A63P011001239
Franklin High School	Room 114 Adult Ed Classroom	Konica Minolta BH3300P	A63P011003020
Franklin High School	Room 115A	Konica Minolta BH3300P	A63P011000501
Franklin High School	Room 201 English Department	Konica Minolta BH4000P	A63R011004669
Franklin High School	Room 206 Teachers Room Upstairs	Konica Minolta BH808	A8KN011008234
Franklin High School	Room 218 District Special Ed Office	Konica Minolta BH754	A55V017001529
Franklin High School	Room 227 Nurse	Konica Minolta BH3300P	A63P011001221
Franklin High School	Room 231 Athletics	Konica Minolta BH4000P	A63R011004667
Franklin High School	Room 256 Library Office	Konica Minolta BH3300P	A63P011001235
Franklin High School	Room 305 Math Department	Konica Minolta BH4000P	A63R011004657
Franklin High School	Room 310 Science	Konica Minolta BH4000P	A63R011004658
Franklin High School	Special Ed Office	Konica Minolta BH554E	A61D011001579
Franklin Middle School	IT Annex Room 41	Konica Minolta BHC3350	A4Y4011003102
Franklin Middle School	IT Annex Room 42	Konica Minolta BH3300P	A63P011001240
Franklin Middle School	Room 002 Principal's Office	Konica Minolta BH3300P	A63P011001232
Franklin Middle School	Room 003 Assistant Principal	Konica Minolta BH3300P	A63P011001231
Franklin Middle School	Room 009 Nurse's Office	Konica Minolta BH3300P	A63P011001669
Franklin Middle School	Room 011 Food Service Director	Konica Minolta BH3300P	A63P011001219
Franklin Middle School	Room 019	Konica Minolta BH3300P	A63P011001236
Franklin Middle School	Room 026 Library Side Office	Konica Minolta BH3300P	A63P011001113
Franklin Middle School	Room 055 Guidance Office Lower Level	Konica Minolta BH3300P	A63P011001237
Franklin Middle School	Room 058 Special Ed Therapy	Konica Minolta BH454E	A61E011004020
Franklin Middle School	Room 065 Art Room	Konica Minolta BH3300P	A63P011001244
Franklin Middle School	Room 066 Guidance Office	Konica Minolta BHC3350	A4Y4011002429
Franklin Middle School	Room 23 Upstairs Lab	Konica Minolta BH4000P	A63R011004661
Franklin Middle School	Room 33	Konica Minolta BH4000P	A63R011004655
Franklin Middle School	Room 44	Konica Minolta BH4000P	A63R011004478
Franklin Middle School	Room 57	Konica Minolta BH3300P	A63P011001234
Franklin Middle School	Room 62	Konica Minolta BH4000P	A63R011004675
Paul Smith School	Room 204 Special Ed	Konica Minolta BH4000P	A63R011004672
Paul Smith School	Room 219 Hallway	Konica Minolta BHC554	A5AY011007267
Paul Smith School	Room 219 Special Ed	Konica Minolta BH3300P	A63P011001223
SAU #18	Accounting	Konica Minolta BH4000P	A63R011004678

Building	Room	Make/Model	Serial Number
SAU #18	Accounting Accounts Payable	Konica Minolta BH4000P	A63R011004680
SAU #18	Business Administrator	Konica Minolta BH3300P	A63P011001650
SAU #18	Main Office	Konica Minolta BHC3350	A4Y4011002616
SAU #18	Superintendent	Konica Minolta BH3300P	A63P011001376

STARDoc USER NAMES

Name	User Name
Carrie Charette	ccharette@gm.saul8.org
Dan Legallo	dlegallo@gm.saul8.org
Jefferson Braman	jbraman@gm.saul8.org
Jim Dunlap	jdunlap@gm.saul8.org
Joyce Baca	jbaca@gm.saul8.org
Ken Darsney	kdarsney@gm.saul8.org
Pam MacDonald	jandrus@gm.saul8.org
Robyn Dunlap	rdunlap@gm.saul8.org
Robyn Keane	rkeane@gm.saul8.org
Susan Blair	sblair@gm.saul8.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!

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

Over-Budget Report

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