

Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800)750-1538



FY21 Annual Report

With FY22 Projections

Jerry Stajduhar
NHSAU 40 - Milford School
District
100 West Street
Milford, NH 03055



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

September 2021

Jerry Stajduhar
NHSAU 40 - Milford School District
100 West Street
Milford, NH 03055

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 Jerry:

We at Specialized Purchasing Consultants wish to thank you for your continued confidence in us for the **past 12 years**. We hope we can continue this relationship for many years to come.

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

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

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

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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MEET YOUR TEAM

Skip Tilton, President
Billie Jo Tilton, Vice President



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



Alex Webster
Operations, Marketing & IT Manager

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

Pam Weed
Client-Vendor Relations

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



Kelly Fortier
Office Support

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

Heidi Tilton
Accounting Support

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



Sue Penney
Accounting Coordinator

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

Robert Dutil
Information Technology

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



Jamin Tilton
Operations Support

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

SPC TIMELINE

1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Report

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

2001 Meter Collection

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

2002 Bond Counsel Review

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

2003 Bond Counsel Review of Contracts and Warranties

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

2012 STARDoc and Simplified Billing Developed and Implemented

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

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

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

2015 STARDoc - Mapping Options and Asset Management

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

SPC TIMELINE (Continued)

2018 STARDoc - Improved Pinpointing of Budget and Communications

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

2019 STARDoc – Service Histories, Chromebook Bid

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

2020 Mock Bids - Warranty and Relief Fund

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

2020 Chromebook Bid

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

2021 Vendor Services and Warranty Relief Equipment

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

2022 SPC Roadmap

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

EQUIPMENT HEALTH STATUS

Total Number of Machines	102
Total Black Photocopiers & MFPs:	27
Total Color Photocopiers & MFPs:	7
Total Black Network Printers:	57
Total Color Network Printers:	11
Total Removed From Service:	0
# of Units Not in Use for FY21	4
# of Units OFF Warranty**	1
# of Units Approaching End of Warranty	44
# of Units Overused	0
# of Units Underused	0
Contract Commencement Date	08/01/2018
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 Jerry,

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 1,548**. Color pre-COVID usage averaged 216 copies per student but this year is down to 182 copies per student ... **your average is 122**.

Your vendor seems to be taking good care of your fleet (see Service History Report), though some 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. If your equipment is running well, it would be good to continue to pay down your lease, thus making room for your next upgrade. Service and supplies would drop at that time as well. This could result in a savings of \$13,758.50 over five years in color usage at COVID (lower-than-usual) volumes. We can discuss this at our meeting.

Sincerely,
Skip

NHSAU 40 – Milford School District
Jeff Candito
100 West Street
Milford, NH 03055
Five-Year Basis beginning with the 2018/2019 Fiscal Year
Copies-per-Year: 7,073,203

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

PRESENT SITUATION

- 1) Guarantees on Photocopiers...<One Year
- 2) Annual Price Ceilings Left... <One Year
- 3) High Volume Console Units...15
- 4) Units to be Traded...101
- 5) Photocopiers...29
- 6) Color Photocopiers...6
- 7) MFP's... 6
- 8) Printers....73

Total number of Units...108

- 9) Duplex's...100
- 10) Finisher's...28

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Photo's...Five+ Years
- 2) 5% or CPI Annual Ceilings, whichever is less...Five+ Years
- 3) High Volume Console Units with 3 Million plus...15
- 4) Replaced 92 New
- 5) Photocopiers...29 with Secure Print/Confidential Mailbox
- 6) Color Photocopiers...7
- 7) MFP's... 5
- 8) Printers...65

Total number of Units...99 closing out 9 units

- 9) Duplex's... 99
- 10) Finisher's... 29

Overall Description of Equipment Fleet:

Presently, you have **Three different Manufacturers & 16 different Models**. **The new arrangement will shift to one 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, you have **one** municipal lease that will be paid off on August 1st 2018. With the new arrangement, you will again have **one** 'municipal' master lease at 3.69% interest. Your first of five annual lease payments will be due on **August 1st 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 **\$0.003908 for black and \$0.055831 for Color**. The new contract will come in at a CPC of **\$0.003443 for Black and \$0.041145 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 bid for your School District. **KMBS with Konica Minolta**.

	<u>Cost Center</u>	<u>Present</u>	<u>Proposed</u>
1.	Service & Supplies Color Photo only	\$19,722.88	\$14,376.38
2.	Service & Supplies Black Photo only	\$26,274.08	\$23,169.70
3.	Annual Muni Lease	\$60,386.15	\$60,842.09
4.	Forced Upgrades (#18 Owned Equipment)	\$14,200.00	\$00.00
	Totals	\$120,633.12	\$98,388.17

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
Heron Pond Elementary	Room 112 Media Center	Konica Minolta BH4700P	A63N011024399	KMBS	04/01/2013
Heron Pond Elementary	Room 120 Computer Lab	Konica Minolta BHC3100P	A6DR012108659	KMBS	06/01/2014
Heron Pond Elementary	Room 133 Food Service	Konica Minolta BH4050	A6VF011003713	KMBS	02/01/2014
Heron Pond Elementary	Room 216	Konica Minolta BH4700P	A63N011022804	KMBS	04/01/2013
Heron Pond Elementary	Room 308	Konica Minolta BHC3100P	A6DR012108633	KMBS	06/01/2014
Heron Pond Elementary	Room 312	Konica Minolta BH4700P	A63N011022815	KMBS	04/01/2013
Heron Pond Elementary	Room 416	Konica Minolta BH4700P	A63N011022811	KMBS	04/01/2013
Heron Pond Elementary	Room 510 - Work Room	Konica Minolta BH4700P	A63N011022683	KMBS	04/01/2013
Heron Pond Elementary	Room 610	Konica Minolta BH4700P	A63N011022812	KMBS	04/01/2013
Heron Pond Elementary	Room 808	Konica Minolta BH4700P	A63N011022843	KMBS	04/01/2013
Heron Pond Elementary	Room 814	Konica Minolta BHC3100P	A6DR012108249	KMBS	06/01/2014
Heron Pond Elementary	Room 906	Konica Minolta BH4700P	A63N011022806	KMBS	04/01/2013
Heron Pond Elementary	Room 910	Konica Minolta BH4700P	A63N011022861	KMBS	04/01/2013
Jacques Memorial	Room 1015 Kitchen Office	Konica Minolta BH4050	A6VF011003289	KMBS	02/01/2014
Milford High	Room 101 Main Office	Konica Minolta BHC3100P	A6DR012108284	KMBS	06/01/2014
Milford High	Room 107A Gym Office	Konica Minolta BH4020	A6WD011008307	KMBS	02/01/2014

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Milford High	Room III Art	Konica Minolta BHC3100P	A6DR012108250	KMBS	06/01/2014
Milford High	Room I33	Konica Minolta BH4700P	A63N011023418	KMBS	04/01/2013
Milford High	Room I34 Graphic Arts	HP Laser Jet 5100	CNGNI4I76I	KMBS	04/01/2003
Milford High	Room I85A Computer Lab	Konica Minolta BH4700P	A63N011022808	KMBS	04/01/2013
Milford High	Room I87 Student Services	Konica Minolta BH454E	A6IE011001843	KMBS	11/01/2013
Milford High	Room I87 Student Services	Konica Minolta BH4700P	A63N011022784	KMBS	04/01/2013
Milford High	Room I88 Library	Konica Minolta BH4700P	A63N011023134	KMBS	04/01/2013
Milford High	Room I88 Library	Konica Minolta BHC3100P	A6DR012108248	KMBS	06/01/2014
Milford High	Room I88 Library	Konica Minolta BH4700P	A63N011024231	KMBS	04/01/2013
Milford High	Room I88 Library	Konica Minolta BH4700P	A63N011024344	KMBS	04/01/2013
Milford High	Room I97	Konica Minolta BH4700P	A63N011022799	KMBS	04/01/2013
Milford High	Room 215	Konica Minolta BH3300P	A63P011000659	KMBS	04/01/2013
Milford High	Room 308A	Konica Minolta BH4050	A6VF011003706	KMBS	02/01/2014
Milford High	Room 316	Konica Minolta BHC3100P	A6DR012108246	KMBS	06/01/2014
Milford Middle	Hot Swap	Konica Minolta BH4700P	A63N011024379	KMBS	04/01/2013
Milford Middle	Kitchen Office	Konica Minolta BH4050	A6VF011003302	KMBS	02/01/2014
Milford Middle	Room 400	Konica Minolta BH4700P	A63N011022819	KMBS	04/01/2013
Milford Middle	Room I02	Konica Minolta BH4700P	A63N011022793	KMBS	04/01/2013
Milford Middle	Room 209A Teachers' Room 7th Grade Wing	Konica Minolta BH4700P	A63N011022821	KMBS	04/01/2013
Milford Middle	Room 304 Computer Lab	Konica Minolta BHC3100P	A6DR012108252	KMBS	06/01/2014
Milford Middle	Room 307	Konica Minolta BH4700P	A63N011023415	KMBS	04/01/2013

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Milford Middle	Room 403	Konica Minolta BH4700P	A63N011022878	KMBS	04/01/2013
Milford Middle	Room 409	Konica Minolta BH4700P	A63N011023123	KMBS	04/01/2013
Milford Middle	Room 503 Art	Konica Minolta BHC3100P	A6DR012108197	KMBS	06/01/2014
Milford Middle	Room 505	Konica Minolta BHC3100P	A6DR012108388	KMBS	06/01/2014
Milford Middle	Teachers' Room Center 2nd Floor	Konica Minolta BHC3100P	A6DR012108260	KMBS	06/01/2014
Project "DRIVE"	Room 102 English	Konica Minolta BH4700P	A63N011023414	KMBS	04/01/2013
Project "DRIVE"	Teachers Room - Basement	Konica Minolta BH454E	A61D011002457	KMBS	11/01/2013
SAU #40 District	Room 177 Business Office	Konica Minolta BH454E	A61E011001863	KMBS	11/01/2013

NON-CONTRACTED DEVICES

Make - Model	Serial Number	IP Address	Last Update
BROTHER MFC-L3770CDW series	U65180K9N672994	10.10.103.65	2021-09-20 05:27:06
BROTHER MFC-L3770CDW series	U65180M9N756250	10.12.133.4	2021-09-20 05:27:06
EPSON SC-P800 Series	UZVEI00476	10.10.103.147	2021-09-20 05:27:06

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.

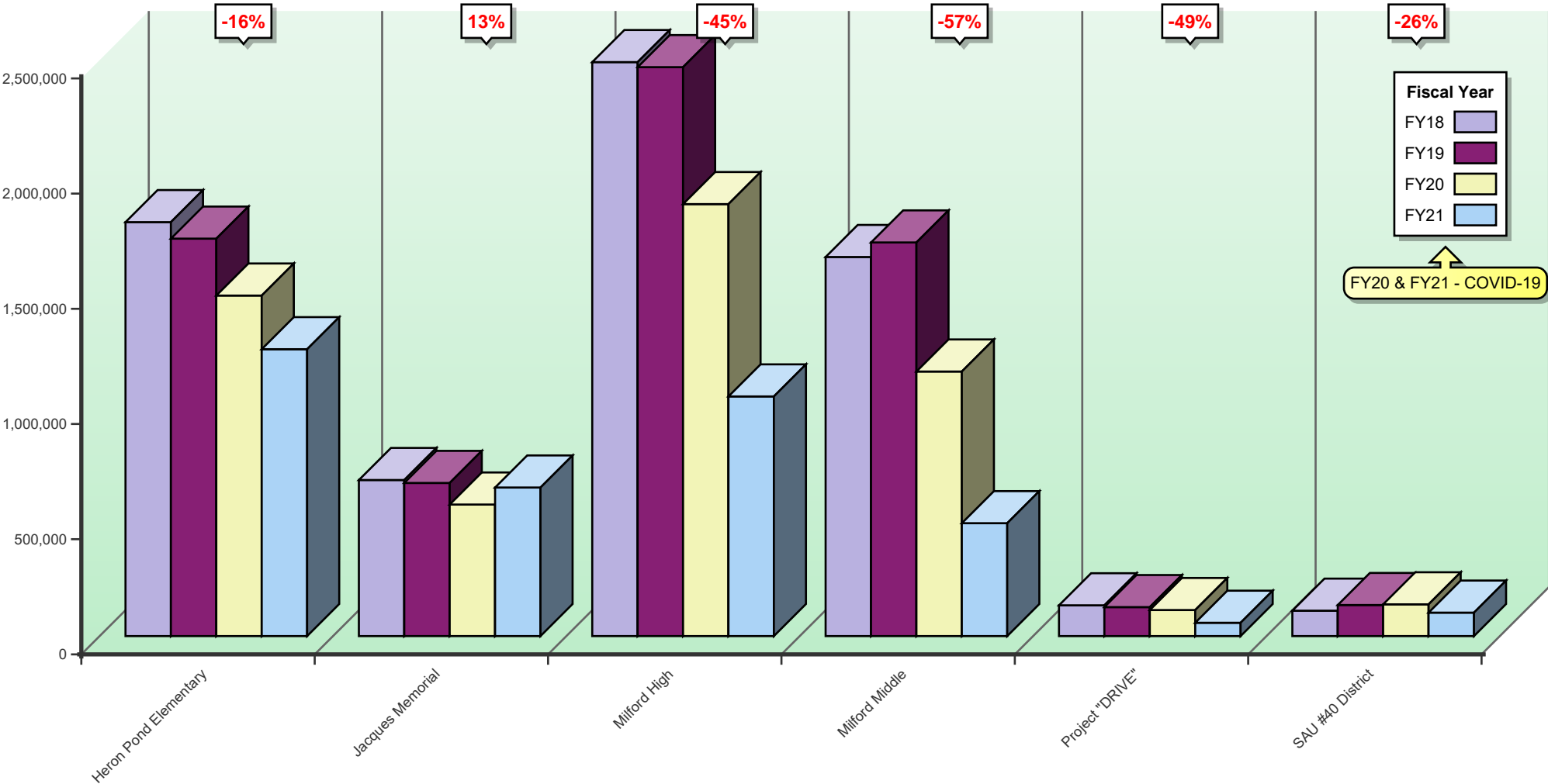
Setting up Future Budgets:

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.

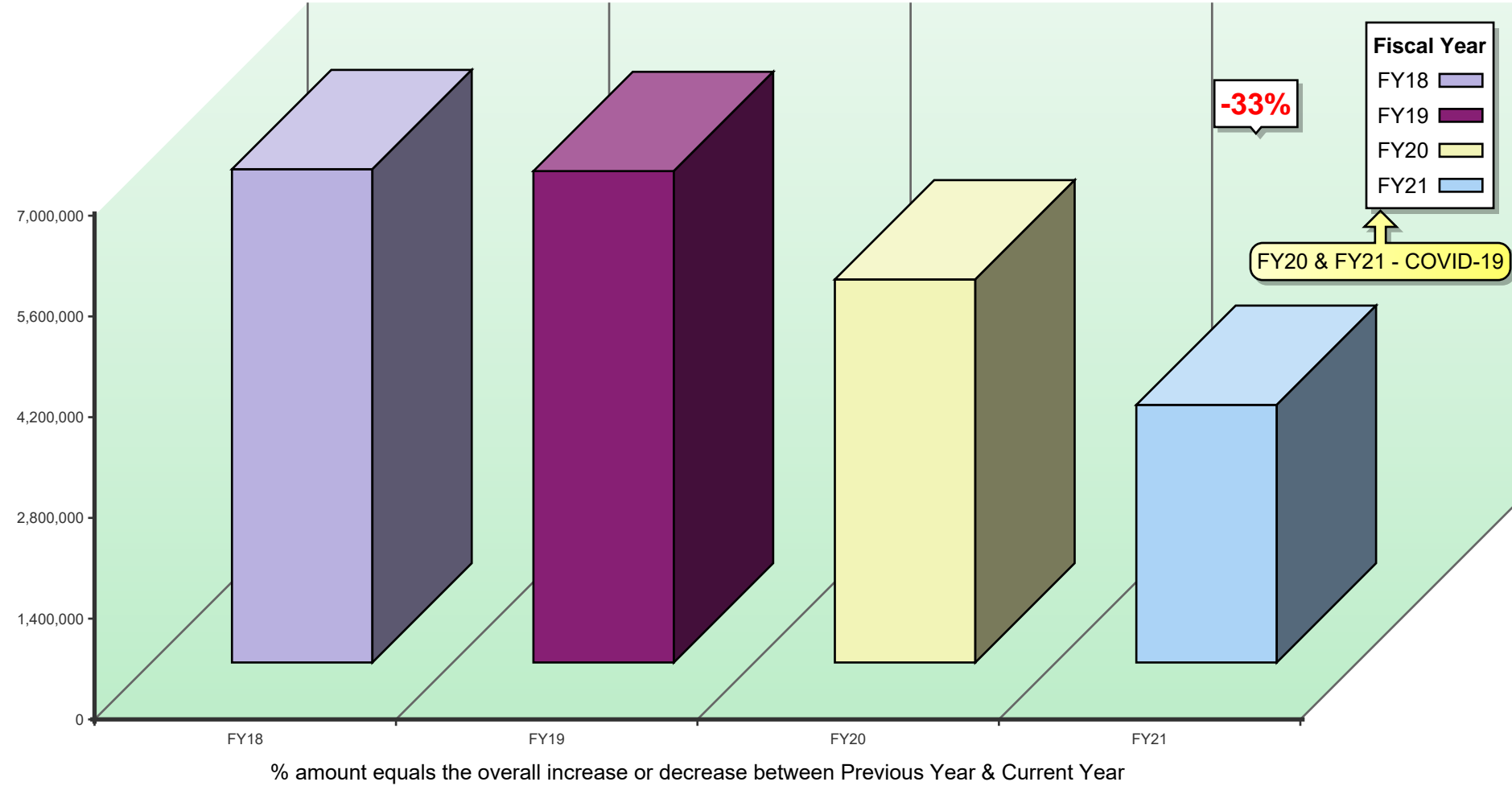
Problematic Machines:

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



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
Heron Pond Elementary	753	1,245,219	\$32,535.84	1,654	\$43.21
Jacques Memorial	210	644,883	\$16,651.43	3,071	\$79.29
Milford High	811	1,040,207	\$27,137.56	1,283	\$33.46
Milford Middle	539	489,998	\$12,884.16	909	\$23.90
Project "DRIVE"	0	57,830	\$1,541.32	0	\$0.00
SAU #40 District	0	101,808	\$2,665.80	0	\$0.00
Totals	2,313	3,579,945	\$93,416.11	1,548	\$40.39

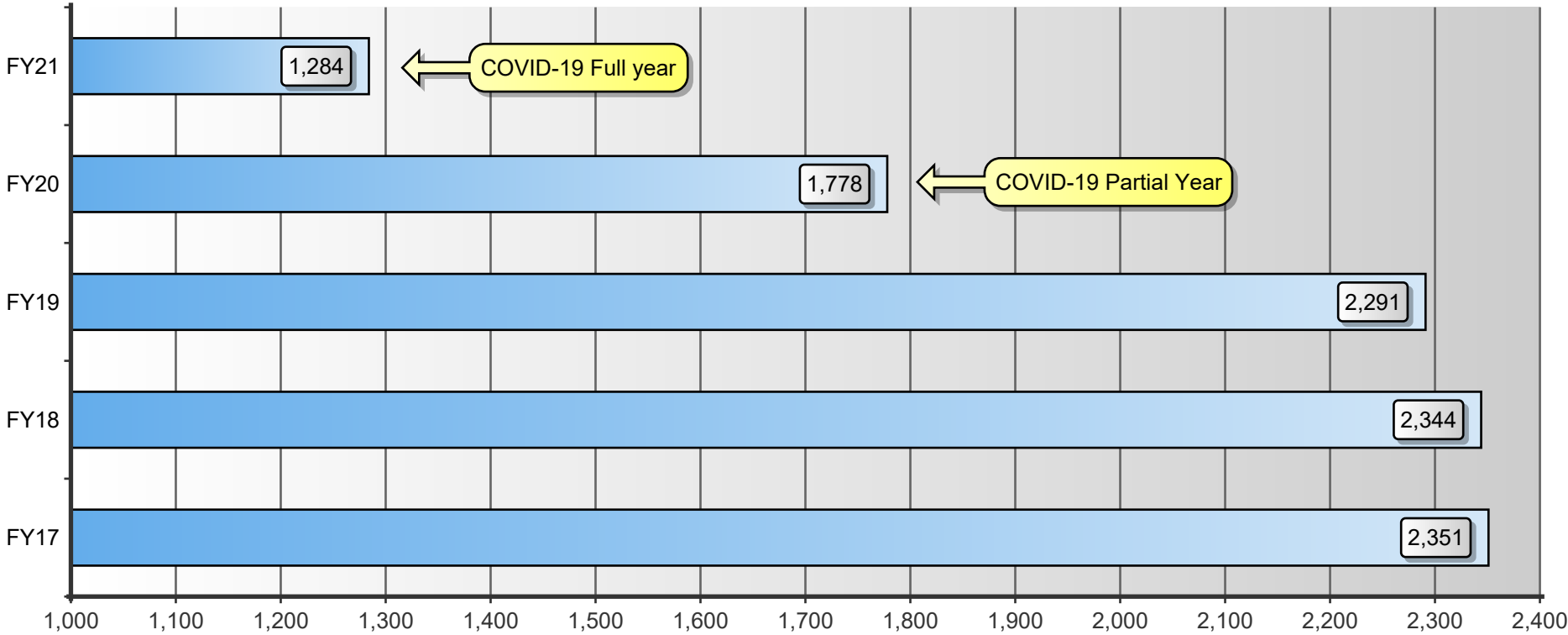
*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.

INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

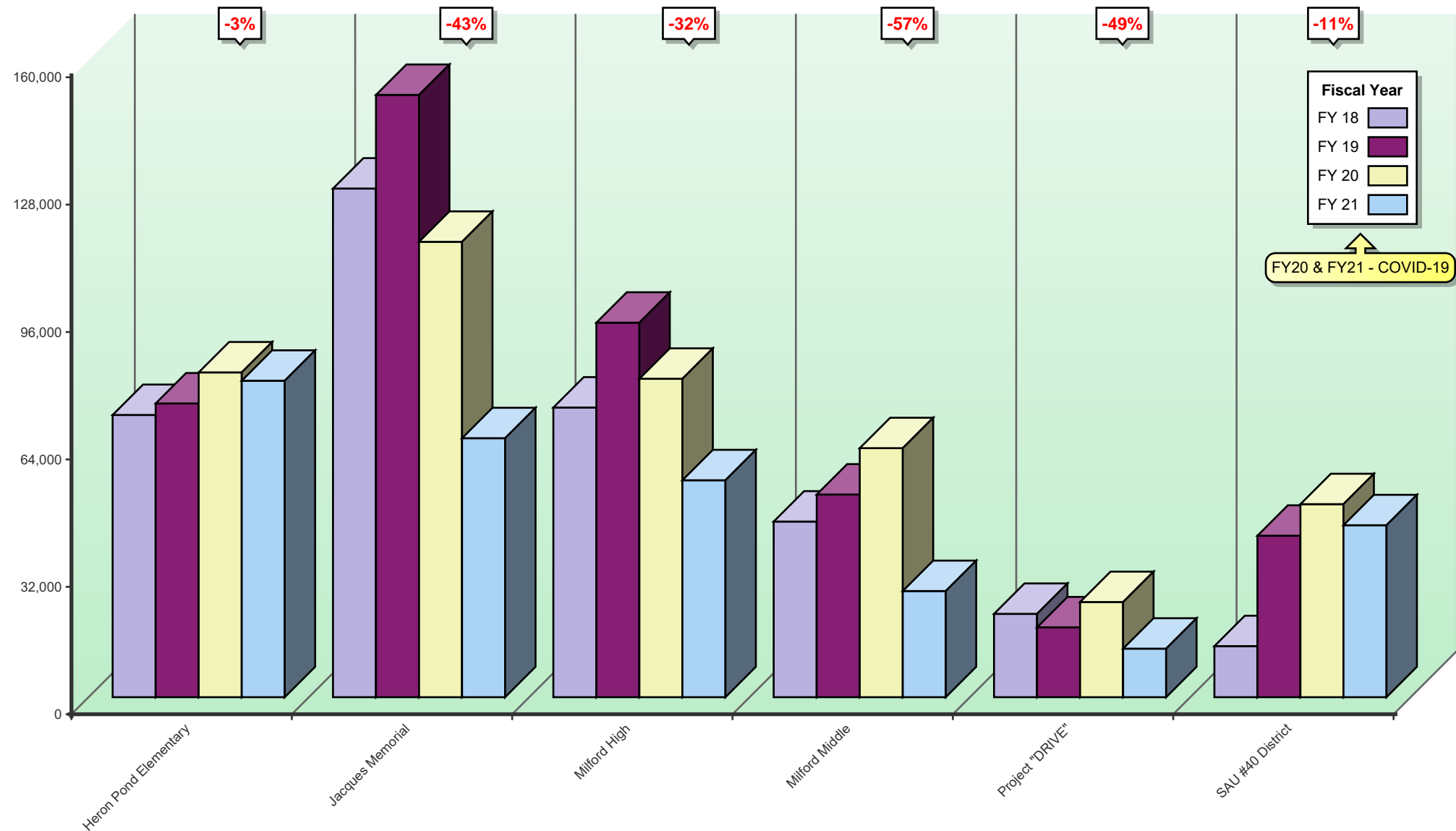
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

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

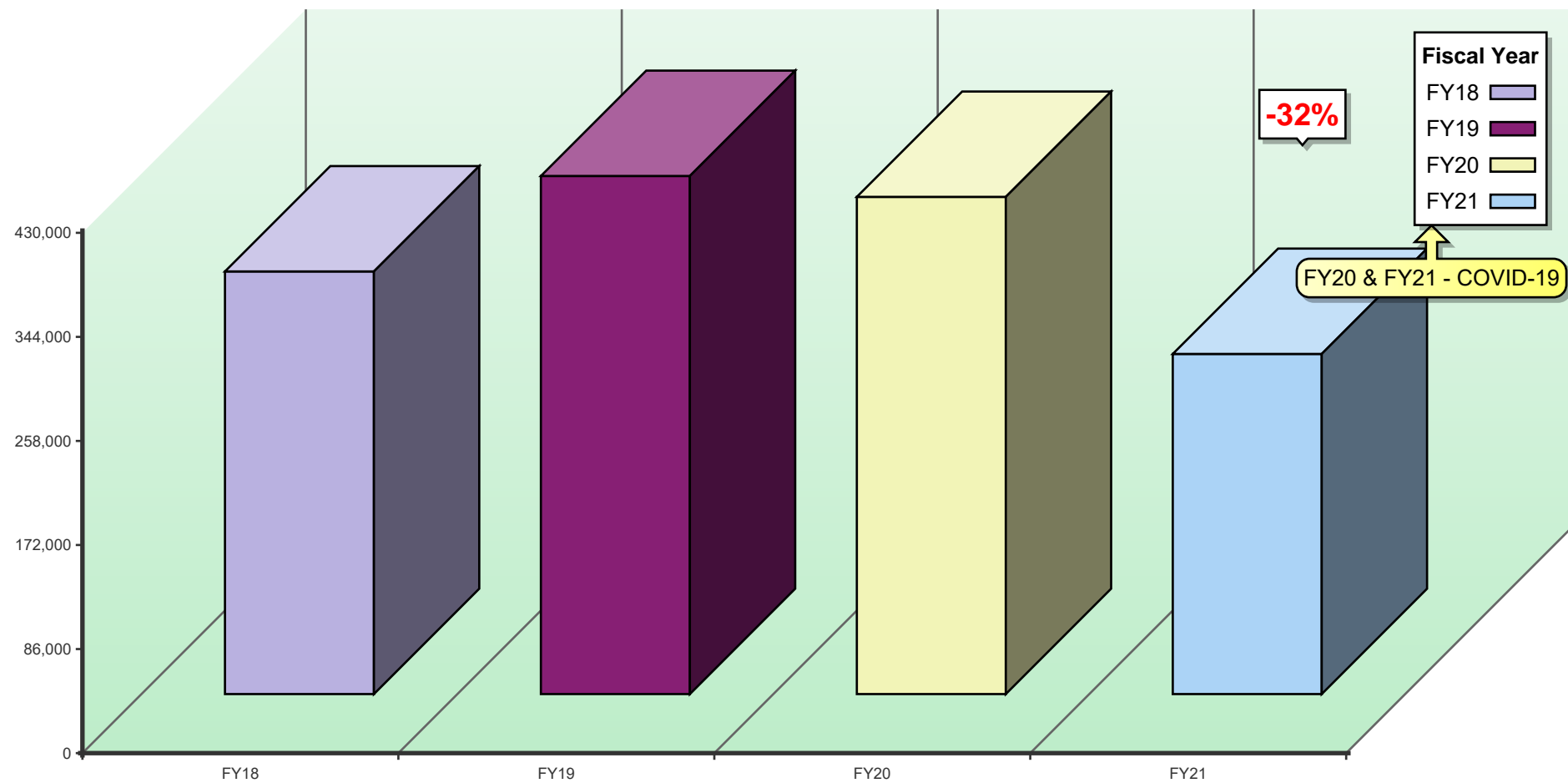
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



ANNUAL COLOR VOLUME BY LOCATION



ANNUAL COLOR VOLUME OVERALL



% 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
Heron Pond Elementary	753	79,488	\$3,786.50	106	\$5.03
Jacques Memorial	210	65,053	\$2,652.86	310	\$12.63
Milford High	811	54,492	\$2,451.73	67	\$3.02
Milford Middle	539	26,663	\$1,244.55	49	\$2.31
Project "DRIVE"	0	12,195	\$497.31	0	\$0.00
SAU #40 District	0	43,194	\$1,761.45	0	\$0.00
Totals	2,313	281,085	\$12,394.40	122	\$5.36

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

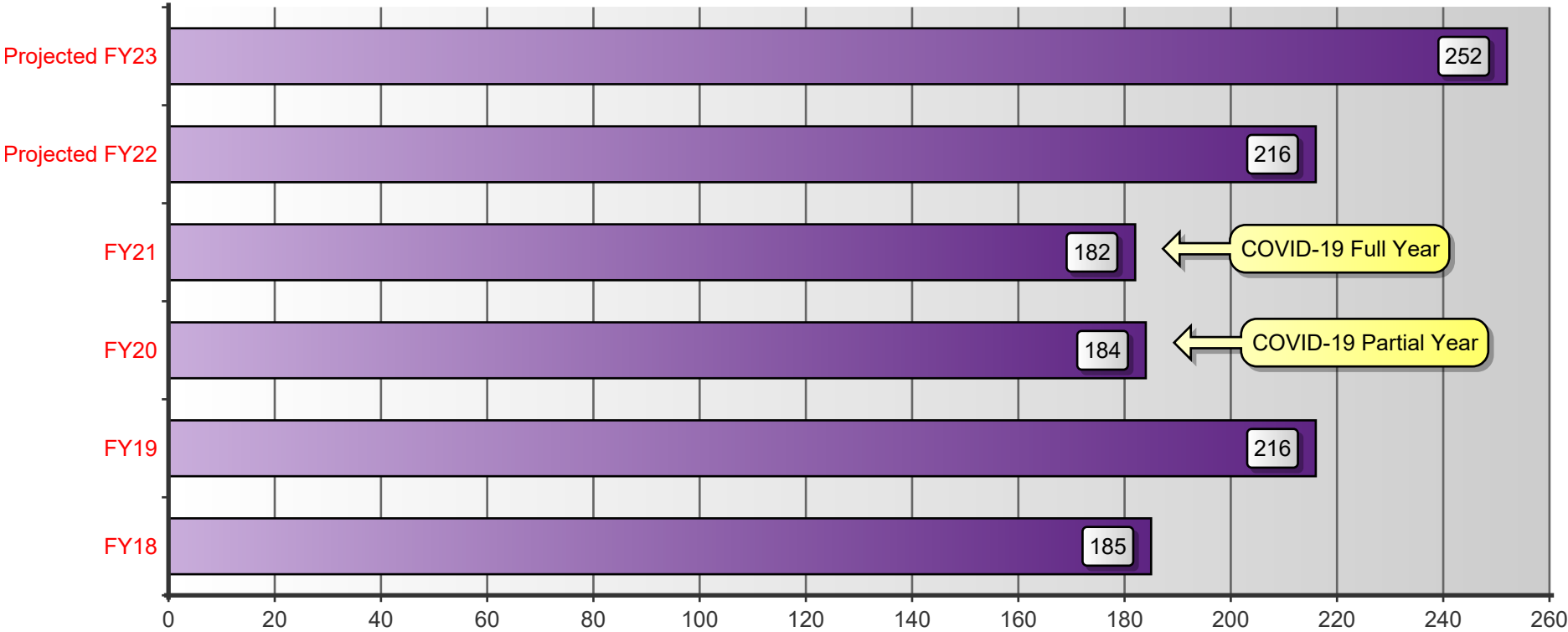
Note: STARDoc tool will flag any future high color usage. See page 63 of STARDoc Features. Current industry ratio averages 182 color prints per student per year. Your color volume this year averages 122 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

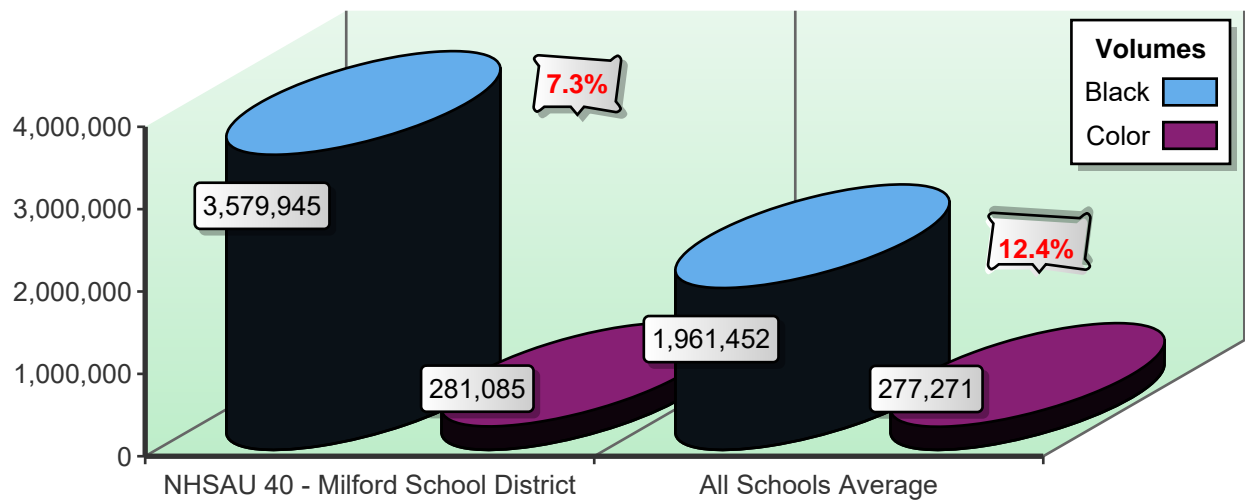
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

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

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



COLOR-TO-TOTAL VOLUME COMPARISON



SPC Analysis

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

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

EQUIPMENT USAGE & RECOMMENDATIONS

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

Date of Last Upgrade: 08/01/2018

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
Heron Pond Elementary					
Main Office					
Konica Minolta BHC658 / 65 PPM A79J013004343 / 9483 6921 3,000,000 / 05/2017 Color Photocopier / KMBS	240,668 107,732	313,307 157,391	72,639 49,659	\$0.00327 \$237.53 \$0.03975 \$1,973.95	None at this time.
Room 112 Media Center					
Konica Minolta BH4700P / 50 PPM A63N011024399 / 9323 8203 2,000,000 / 04/2013 Black Network Printer / KMBS	10,834 0	16,044 0	5,210 0	\$0.00627 \$32.67 \$0.00000 \$0.00	8 years from Intro.
Room 120 Computer Lab					
Konica Minolta BHC3100P / 32 PPM A6DR012108659 / 750,000 / 06/2014 Color Network Printer / KMBS	4,216 10,208	6,494 16,519	2,278 6,311	\$0.00627 \$14.28 \$0.05755 \$363.20	7 years from Intro.

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 133 Food Service					
Konica Minolta BH4050 / 42 PPM	93,162	98,332	5,170	\$0.00516	7 years from Intro.
A6VF011003713 / 8802 4336				\$26.68	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 216					
Konica Minolta BH4700P / 50 PPM	29,405	36,403	6,998	\$0.00627	8 years from Intro.
A63N011022804 / 9499 5646				\$43.88	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 220					
Konica Minolta BH3301P / 35 PPM	9,140	18,109	8,969	\$0.00627	None at this time.
A63P015002026 / 9499 5606				\$56.24	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 220 - Work Room					
Konica Minolta BH958 / 95 PPM	675,080	885,653	210,573	\$0.00327	None at this time.
A796011001932 / 9468 1420				\$688.57	
5,000,000 / 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 308					
Konica Minolta BHC3100P / 32 PPM	3,065	6,499	3,434	\$0.00627	7 years from Intro.
A6DR012108633 /				\$21.53	
750,000 / 06/2014	10,300	23,861	13,561	\$0.05755	
Color Network Printer / KMBS				\$780.44	
Room 312					
Konica Minolta BH4700P / 50 PPM	21,857	34,777	12,920	\$0.00627	8 years from Intro.
A63N011022815 / 9499 5645				\$81.01	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 416					
Konica Minolta BH4700P / 50 PPM	47,990	68,421	20,431	\$0.00627	8 years from Intro.
A63N011022811 / 9499 5629				\$128.10	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 510 - Work Room					
Konica Minolta BH4700P / 50 PPM	42,421	68,659	26,238	\$0.00627	8 years from Intro.
A63N011022683 / 9499 5614				\$164.51	
2,000,000 / 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 510 - Work Room					
Konica Minolta BH808 / 80 PPM A8KN011007416 / 9486 1288 4,000,000 / 06/2016 Black Photocopier / KMBS	682,320 0	1,043,420 0	361,100 0	\$0.00327 \$1,180.80 \$0.00000 \$0.00	None at this time.
Room 610					
Konica Minolta BH4700P / 50 PPM A63N011022812 / 9499 5618 2,000,000 / 04/2013 Black Network Printer / KMBS	40,247 0	63,876 0	23,629 0	\$0.00627 \$148.15 \$0.00000 \$0.00	8 years from Intro.
Room 712 Staff					
Konica Minolta BH808 / 80 PPM A8KN011007448 / 9486 1282 4,000,000 / 06/2016 Black Photocopier / KMBS	613,450 0	769,523 0	156,073 0	\$0.00327 \$510.36 \$0.00000 \$0.00	None at this time.
Room 712 Staff					
Konica Minolta BH330IP / 35 PPM A63P015002036 / 9499 5607 500,000 / 11/2015 Black Network Printer / KMBS	15,429 0	19,383 0	3,954 0	\$0.00627 \$24.79 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 808					
Konica Minolta BH4700P / 50 PPM A63N011022843 / 9499 5617 2,000,000 / 04/2013 Black Network Printer / KMBS	27,360 0	38,758 0	11,398 0	\$0.00627 \$71.47 \$0.00000 \$0.00	8 years from Intro.
Room 808 - Work Room					
Konica Minolta BH958 / 95 PPM A796011001935 / 9468 1404 5,000,000 / 06/2016 Black Photocopier / KMBS	693,801 0	985,282 0	291,481 0	\$0.00327 \$953.14 \$0.00000 \$0.00	None at this time.
Room 814					
Konica Minolta BHC3100P / 32 PPM A6DR012108249 / 9499 5628 750,000 / 06/2014 Color Network Printer / KMBS	9,386 27,176	13,098 37,133	3,712 9,957	\$0.00627 \$23.27 \$0.05755 \$573.03	7 years from Intro.
Room 906					
Konica Minolta BH4700P / 50 PPM A63N011022806 / 9499 5615 2,000,000 / 04/2013 Black Network Printer / KMBS	28,262 0	38,320 0	10,058 0	\$0.00627 \$63.06 \$0.00000 \$0.00	8 years from Intro.

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 910					
Konica Minolta BH4700P / 50 PPM	3,338	12,292	8,954	\$0.00627	8 years from Intro.
A63N011022861 / 9499 5616				\$56.14	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
		Subtotal Black	1,245,219	\$4,526.19	
		Subtotal Color	79,488	\$3,690.60	

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
Jacques Memorial					
Library					
Konica Minolta BH330IP / 35 PPM A63P015002038 / 9499 5567 500,000 / 11/2015 Black Network Printer/KMBS	3,468 0	3,530 0	62 0	\$0.00627 \$0.39 \$0.00000 \$0.00	None at this time.
Main Office					
Konica Minolta BHC558 / 55 PPM A79K011016210 / 9483 7001 3,000,000 / 02/2017 Color Photocopier / KMBS	255,079 265,812	308,685 330,865	53,606 65,053	\$0.00327 \$175.29 \$0.03975 \$2,585.86	None at this time.
Room 1007 Teachers' Lounge					
Konica Minolta BH808 / 80 PPM A8KN011007455 / 9483 6917 4,000,000 / 06/2016 Black Photocopier / KMBS	531,123 0	788,489 0	257,366 0	\$0.00327 \$841.59 \$0.00000 \$0.00	None at this time.
Room 1015 Kitchen Office					
Konica Minolta BH4050 / 42 PPM A6VF011003289 / 8802 4378 1,000,000 / 02/2014 Black Laser MFP / KMBS	27,728 0	31,887 0	4,159 0	\$0.00516 \$21.46 \$0.00000 \$0.00	7 years from Intro.

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 1053 Teachers' Lounge					
Konica Minolta BH808 / 80 PPM	429,343	747,932	318,589	\$0.00327	None at this time.
A8KN011007436 / 9486 1333				\$1,041.79	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 1055					
Konica Minolta BH330IP / 35 PPM	12,157	23,258	11,101	\$0.00627	None at this time.
A63P015002040 / 9499 5568				\$69.60	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
		Subtotal Black	644,883	\$2,150.12	
		Subtotal Color	65,053	\$2,585.86	

Make-Model / Speed			FY21		
Serial Number / Vendor ID			Annual	Cost/Copy	
Life Expectancy / Model Intro Date	07/01/2020	06/30/2021	Volume	Annual Cost	Recommendations
Equipment Type / Vendor	Meter	Meter			
Milford High					
Room 101 Main Office					
Konica Minolta BHC3100P / 32 PPM	9,960	15,539	5,579	\$0.00627	7 years from Intro.
A6DR012108284 / 9355 5733				\$34.98	
750,000 / 06/2014	8,200	11,677	3,477	\$0.05755	
Color Network Printer/KMBS				\$200.10	
Room 101 Main Office Work Room					
Konica Minolta BH3301P / 35 PPM	5,739	9,625	3,886	\$0.00627	None at this time.
A63P015002045 / 9499 5604				\$24.37	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 101 Main Office Work Room					
Konica Minolta BHC658 / 65 PPM	149,359	193,086	43,727	\$0.00327	None at this time.
A79J013004321 / 9486 1283				\$142.99	
3,000,000 / 05/2017	104,070	143,215	39,145	\$0.03975	
Color Photocopier / KMBS				\$1,556.01	
Room 102A Music					
Konica Minolta BH308 / 30 PPM	70,281	83,549	13,268	\$0.00327	None at this time.
AA6W011000981 / 9483 6913				\$43.39	
750,000 / 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 103A					
Konica Minolta BH330IP / 35 PPM	8,509	13,887	5,378	\$0.00627	None at this time.
A63P015002050 / 9499 5600				\$33.72	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 107A Gym Office					
Konica Minolta BH4020 / 42 PPM	5,425	8,782	3,357	\$0.00627	7 years from Intro.
A6WD011008307 / 9499 5589				\$21.05	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room III					
Konica Minolta BH330IP / 35 PPM	13,631	14,544	913	\$0.00627	None at this time.
A63P015002044 / 9499 5603				\$5.72	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room III Art					
Konica Minolta BHC3100P / 32 PPM	5,047	5,718	671	\$0.00627	7 years from Intro.
A6DR012108250 / 9499 5621				\$4.21	
750,000 / 06/2014	7,286	9,834	2,548	\$0.05755	
Color Network Printer / KMBS				\$146.64	

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 116 Nurse					
Konica Minolta BH330IP / 35 PPM	3,822	15,200	11,378	\$0.00627	None at this time.
A63P015002033 / 9499 5602				\$71.34	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 132 Graphic Arts					
Konica Minolta BHC308 / 30 PPM	19,580	22,304	2,724	\$0.00327	None at this time.
A7PY017005623 / 9499 5802				\$8.91	
750,000 / 06/2016	35,099	37,882	2,783	\$0.03975	
Color Photocopier / KMBS				\$110.62	
Room 133					
Konica Minolta BH4700P / 50 PPM	10,966	12,761	1,795	\$0.00627	8 years from Intro.
A63N011023418 / 9499 5605				\$11.25	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 134 Graphic Arts					
HP Laser Jet 5100 / 21 PPM	8,981	8,981	0	\$0.02302	Not in use for FY21. 18 years from Intro. Off Contract.
CNGN141761 / 9499 5608				\$0.00	
500,000 / 04/2003	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 137 Computer Science					
Konica Minolta BH330IP / 35 PPM	6,361	6,361	0	\$0.00627	Not in use for FY21.
A63P015002031 / 9499 5599				\$0.00	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 139 Computer Lab					
Konica Minolta BH330IP / 35 PPM	942	1,562	620	\$0.00627	None at this time.
A63P015002054 / 9499 5598				\$3.89	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 143 Drafting					
Konica Minolta BH308 / 30 PPM	57,946	69,380	11,434	\$0.00327	None at this time.
AA6W011000988 / 9486 1286				\$37.39	
750,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 150					
Konica Minolta BH330IP / 35 PPM	8,094	10,721	2,627	\$0.00627	None at this time.
A63P015002055 / 9499 5597				\$16.47	
500,000 / 11/2015	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 153 Math Work Room					
Konica Minolta BH958 / 95 PPM A796011001777 / 9499 0055 5,000,000 / 06/2016 Black Photocopier / KMBS	1,247,683 0	1,542,150 0	294,467 0	\$0.00327 \$962.91 \$0.00000 \$0.00	None at this time.
Room 163 Video Production					
Konica Minolta BH330IP / 35 PPM A63P015002063 / 9499 5596 500,000 / 11/2015 Black Network Printer / KMBS	4,361 0	5,374 0	1,013 0	\$0.00627 \$6.35 \$0.00000 \$0.00	None at this time.
Room 165					
Konica Minolta BH330IP / 35 PPM A63P015002057 / 9499 5601 500,000 / 11/2015 Black Network Printer / KMBS	812 0	897 0	85 0	\$0.00627 \$0.53 \$0.00000 \$0.00	None at this time.
Room 169 IT					
Konica Minolta BH330IP / 35 PPM A63P015002048 / 9499 5595 500,000 / 11/2015 Black Network Printer / KMBS	1,962 0	2,770 0	808 0	\$0.00627 \$5.07 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 183					
Konica Minolta BH330IP / 35 PPM	28,053	31,151	3,098	\$0.00627	None at this time.
A63P015002047 / 9499 5594				\$19.42	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 185A Computer Lab					
Konica Minolta BH4700P / 50 PPM	2,430	2,437	7	\$0.00627	8 years from Intro.
A63N011022808 / 9499 5622				\$0.04	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 186					
Konica Minolta BH330IP / 35 PPM	4,484	4,714	230	\$0.00627	None at this time.
A63P015002034 / 9499 5590				\$1.44	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 187 Student Services					
Konica Minolta BH454E / 45 PPM	416,939	449,764	32,825	\$0.00412	8 years from Intro.
A61E011001843 / 9357 6349				\$135.24	
1,000,000 / 11/2013	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
Room 187 Student Services					
Konica Minolta BH4700P / 50 PPM	26,227	35,110	8,883	\$0.00627	8 years from Intro.
A63N011022784 / 9499 5623				\$55.70	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 188 Library					
Konica Minolta BHC3100P / 32 PPM	2,603	3,840	1,237	\$0.00627	7 years from Intro.
A6DR012108248 / 9499 5620				\$7.76	
750,000 / 06/2014	13,125	18,017	4,892	\$0.05755	
Color Network Printer / KMBS				\$281.53	
Room 188 Library					
Konica Minolta BH658 / 65 PPM	598,165	686,167	88,002	\$0.00327	None at this time.
AA6R011001556 / 9486 1350				\$287.77	
4,000,000 / 05/2017	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 188 Library					
Konica Minolta BH4700P / 50 PPM	23,888	25,646	1,758	\$0.00627	8 years from Intro.
A63N011024231 / 9499 5624				\$11.02	
2,000,000 / 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 188 Library					
Konica Minolta BH4700P / 50 PPM	73,236	84,668	11,432	\$0.00627	8 years from Intro.
A63N011024344 / 9499 5559				\$71.68	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 188 Library					
Konica Minolta BH4700P / 50 PPM	21,142	29,502	8,360	\$0.00627	8 years from Intro.
A63N011023134 / 9499 5643				\$52.42	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 196					
Konica Minolta BH3301P / 35 PPM	24,903	35,327	10,424	\$0.00627	None at this time.
A63P015002062 / 9499 5593				\$65.36	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 197					
Konica Minolta BH4700P / 50 PPM	19,793	26,126	6,333	\$0.00627	8 years from Intro.
A63N011022799 / 9499 5619				\$39.71	
2,000,000 / 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 209					
Konica Minolta BH330IP / 35 PPM	8,197	10,367	2,170	\$0.00627	None at this time.
A63P015002060 / 9499 5592				\$13.61	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 209 Special Education					
Konica Minolta BH658 / 65 PPM	185,622	239,807	54,185	\$0.00327	None at this time.
AA6R011001557 / 9486 1354				\$177.18	
4,000,000 / 05/2017	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 215					
Konica Minolta BH3300P / 35 PPM	22,077	25,655	3,578	\$0.00627	8 years from Intro.
A63P011000659 /				\$22.43	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 217 Marketing					
Konica Minolta BH458 / 45 PPM	61,847	180,942	119,095	\$0.00327	None at this time.
AA6U011005162 / 9486 1414				\$389.44	
1,000,000 / 08/2016	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 308A					
Konica Minolta BH4050 / 42 PPM	59,261	70,423	11,162	\$0.00516	7 years from Intro.
A6VF011003706 / 88021567				\$57.60	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 314 Teachers' Lounge					
Konica Minolta BH958 / 95 PPM	539,242	619,877	80,635	\$0.00327	None at this time.
A796011001828 / 94711876				\$263.68	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 314 Teachers' Lounge					
Konica Minolta BH958 / 95 PPM	932,273	1,124,324	192,051	\$0.00327	None at this time.
A796011001921 / 94861430				\$628.01	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 316					
Konica Minolta BHC3100P / 32 PPM	5,315	6,327	1,012	\$0.00627	7 years from Intro.
A6DR012108246 / 94995644				\$6.35	
750,000 / 06/2014	6,422	8,069	1,647	\$0.05755	
Color Network Printer / KMBS				\$94.78	
		Subtotal Black	1,040,207	\$3,740.37	
		Subtotal Color	54,492	\$2,389.70	

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
Milford Middle					
Work Room 2nd Floor					
Konica Minolta BH808 / 80 PPM A8KN011007768 / 9486 1360 4,000,000 / 06/2016 Black Photocopier/KMBS	411,946 0	491,259 0	79,313 0	\$0.00327 \$259.35 \$0.00000 \$0.00	None at this time.
Guidance Office					
Konica Minolta BH658 / 65 PPM AA6R011001608 / 9486 1353 4,000,000 / 05/2017 Black Photocopier / KMBS	194,562 0	251,624 0	57,062 0	\$0.00327 \$186.59 \$0.00000 \$0.00	None at this time.
Gym Office					
Konica Minolta BH330IP / 35 PPM A63P015001827 / 9499 5587 500,000 / 11/2015 Black Network Printer / KMBS	2,255 0	3,372 0	1,117 0	\$0.00627 \$7.00 \$0.00000 \$0.00	None at this time.
Hot Swap					
Konica Minolta BH4700P / 50 PPM A63N011024379 / 9449 5633 2,000,000 / 04/2013 Black Network Printer / KMBS	0 0	0 0	0 0	\$0.00627 \$0.00 \$0.00000 \$0.00	Not in use for FY21. 8 years from Intro.

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
Kitchen Office					
Konica Minolta BH4050 / 42 PPM A6VF011003302 / 9355 5722 1,000,000 / 02/2014 Black Laser MFP / KMBS	25,876 0	27,162 0	1,286 0	\$0.00516 \$6.64 \$0.00000 \$0.00	7 years from Intro.
Library					
Konica Minolta BH308 / 30 PPM AA6W011000915 / 9486 1385 750,000 / 06/2016 Black Photocopier / KMBS	31,270 0	40,781 0	9,511 0	\$0.00327 \$31.10 \$0.00000 \$0.00	None at this time.
Library					
Konica Minolta BH3301P / 35 PPM A63P015001794 / 9499 5566 500,000 / 11/2015 Black Network Printer / KMBS	14,074 0	15,014 0	940 0	\$0.00627 \$5.89 \$0.00000 \$0.00	None at this time.
Library Office					
Konica Minolta BH3301P / 35 PPM A63P015002027 / 9499 5586 500,000 / 11/2015 Black Network Printer / KMBS	3,997 0	5,058 0	1,061 0	\$0.00627 \$6.65 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Main Office						
Konica Minolta BHC558 / 55 PPM A79K011015695 / 9483 6930 3,000,000 / 02/2017 Color Photocopier / KMBS	103,447 85,622	127,890 103,679	24,443 18,057	\$0.00327 \$79.93 \$0.03975 \$717.77	None at this time.	
Main Office Work Room						
Konica Minolta BH958 / 95 PPM A796011001913 / 9468 1432 5,000,000 / 06/2016 Black Photocopier / KMBS	1,317,114 0	1,423,235 0	106,121 0	\$0.00327 \$347.02 \$0.00000 \$0.00		None at this time.
Nurse's Office						
Konica Minolta BH3301P / 35 PPM A63P015001739 / 9499 5585 500,000 / 11/2015 Black Network Printer / KMBS	6,162 0	11,012 0	4,850 0	\$0.00627 \$30.41 \$0.00000 \$0.00	None at this time.	
Room 400						
Konica Minolta BH4700P / 50 PPM A63N011022819 / 9499 5609 2,000,000 / 04/2013 Black Network Printer / KMBS	14,598 0	16,114 0	1,516 0	\$0.00627 \$9.51 \$0.00000 \$0.00		8 years from Intro.

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 102					
Konica Minolta BH4700P / 50 PPM	16,189	21,085	4,896	\$0.00627	8 years from Intro.
A63N011022793 / 9499 5610				\$30.70	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 109					
Konica Minolta BH330IP / 35 PPM	7,443	9,401	1,958	\$0.00627	None at this time.
A63P015002051 / 9499 5591				\$12.28	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 110					
Konica Minolta BH330IP / 35 PPM	10,030	11,068	1,038	\$0.00627	None at this time.
A63P015002032 / 9499 5565				\$6.51	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 205					
Konica Minolta BH330IP / 35 PPM	24,994	37,552	12,558	\$0.00627	None at this time.
A63P015001846 / 9499 5564				\$78.74	
500,000 / 11/2015	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 209A Teachers' Room 7th Grade Wing					
Konica Minolta BH4700P / 50 PPM A63N011022821 / 9499 5664 2,000,000 / 04/2013 Black Network Printer / KMBS	12,774 0	14,440 0	1,666 0	\$0.00627 \$10.45 \$0.00000 \$0.00	8 years from Intro.
Room 302 Computer Lab					
Konica Minolta BH3301P / 35 PPM A63P015001849 / 9499 5562 500,000 / 11/2015 Black Network Printer / KMBS	9 0	9 0	0 0	\$0.00627 \$0.00 \$0.00000 \$0.00	Not in use for FY21.
Room 302 Computer Lab					
Konica Minolta BH3301P / 35 PPM A63P015001843 / 500,000 / 11/2015 Black Network Printer / KMBS	2,160 0	2,161 0	1 0	\$0.00627 \$0.01 \$0.00000 \$0.00	None at this time.
Room 304 Computer Lab					
Konica Minolta BH3301P / 35 PPM A63P015001833 / 9499 5561 500,000 / 11/2015 Black Network Printer / KMBS	16,671 0	19,054 0	2,383 0	\$0.00627 \$14.94 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 304 Computer Lab					
Konica Minolta BHC3100P / 32 PPM	2,239	2,904	665	\$0.00627	7 years from Intro.
A6DR012108252 / 9499 5613				\$4.17	
750,000 / 06/2014	8,100	9,964	1,864	\$0.05755	
Color Network Printer / KMBS				\$107.27	
Room 307					
Konica Minolta BH4700P / 50 PPM	33,786	48,101	14,315	\$0.00627	8 years from Intro.
A63N011023415 / 9499 5611				\$89.76	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 403					
Konica Minolta BH4700P / 50 PPM	32,666	55,193	22,527	\$0.00627	8 years from Intro.
A63N011022878 / 9499 5632				\$141.24	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 409					
Konica Minolta BH4700P / 50 PPM	35,543	42,284	6,741	\$0.00627	8 years from Intro.
A63N011023123 / 9499 5612				\$42.27	
2,000,000 / 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 500					
Konica Minolta BH330IP / 35 PPM A63P015001772 / 9499 5560 500,000 / 11/2015 Black Network Printer / KMBS	11,464 0	14,822 0	3,358 0	\$0.00627 \$21.05 \$0.00000 \$0.00	None at this time.
Room 503 Art					
Konica Minolta BHC3100P / 32 PPM A6DR012108197 / 9499 5630 750,000 / 06/2014 Color Network Printer / KMBS	1,491 3,411	1,778 4,669	287 1,258	\$0.00627 \$1.80 \$0.05755 \$72.40	7 years from Intro.
Room 505					
Konica Minolta BHC3100P / 32 PPM A6DR012108388 / 9499 5635 750,000 / 06/2014 Color Network Printer / KMBS	2,403 4,571	2,919 5,731	516 1,160	\$0.00627 \$3.24 \$0.05755 \$66.76	7 years from Intro.
Teachers' Room Center 2nd Floor					
Konica Minolta BH808 / 80 PPM A8KN011007825 / 9486 1357 4,000,000 / 06/2016 Black Photocopier / KMBS	537,723 0	664,758 0	127,035 0	\$0.00327 \$415.40 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Teachers' Room Center 2nd Floor					
Konica Minolta BHC3100P / 32 PPM A6DR012108260 / 9499 5634 750,000 / 06/2014 Color Network Printer / KMBS	4,067	5,130	1,063	\$0.00627 \$6.67 \$0.05755 \$248.85	7 years from Intro.
Unknown - 10.10.113.15					
Konica Minolta BH3301P / 35 PPM A63P015001797 / 500,000 / 11/2015 Black Network Printer / KMBS	2,447 0	4,218 0	1,771 0	\$0.00627 \$11.10 \$0.00000 \$0.00	None at this time.
		Subtotal Black	489,998	\$1,860.41	
		Subtotal Color	26,663	\$1,213.04	

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
Project "DRIVE"					
Room 102 English					
Konica Minolta BH4700P / 50 PPM	37,603	49,742	12,139	\$0.00627	8 years from Intro.
A63N011023414 / 9467 8994				\$76.11	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer/KMBS				\$0.00	
Room 20 Special Education Office					
Konica Minolta BHC558 / 55 PPM	151,877	180,758	28,881	\$0.00327	None at this time.
A79K011016204 / 9483 6998				\$94.44	
3,000,000 / 02/2017	41,605	53,800	12,195	\$0.03975	
Color Photocopier / KMBS				\$484.75	
Teachers Room - Basement					
Konica Minolta BH454E / 45 PPM	190,813	207,623	16,810	\$0.00412	8 years from Intro.
A61D011002457 / 9357 5560				\$69.26	
1,000,000 / 11/2013	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Subtotal Black			57,830	\$239.81	
Subtotal Color			12,195	\$484.75	

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

SAU #40 District

Office

Konica Minolta BHC658 / 65 PPM	154,825	206,525	51,700	\$0.00327	None at this time.
A79J013004393 / 9483 6912				\$169.06	
3,000,000 / 05/2017	89,166	132,360	43,194	\$0.03975	
Color Photocopier/KMBS				\$1,716.96	

Room 175C

Konica Minolta BH3301P / 35 PPM	77	130	53	\$0.00627	None at this time.
A63P015002037 / 9499 5588				\$0.33	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	

Room 177 Business Office

Konica Minolta BH454E / 45 PPM	362,485	412,540	50,055	\$0.00412	8 years from Intro.
A61E011001863 / 9357 5082				\$206.23	
1,000,000 / 11/2013	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	

Subtotal Black		101,808	\$375.62	
Subtotal Color		43,194	\$1,716.96	
District Wide Black Totals		3,579,945	\$12,892.51	
District Wide Color Totals		281,085	\$12,080.91	Your Avg Color CPC is \$0.0430

Estimated color cost savings with your next bid: \$13,758.50 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 04/01/2009 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
3,579,945	\$0.00728	\$26,062.00

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
3,579,945	\$0.00360	\$12,887.80	\$13,174.20	\$65,870.99

*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 \$13,174.20 x 12 years as a Client = \$158,090.37 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
Heron Pond Elementary	1,245,219	\$4,648.84	\$6,724.18	\$21,162.82	\$32,535.84
Jacques Memorial	644,883	\$2,209.10	\$3,482.37	\$10,959.95	\$16,651.43
Milford High	1,040,207	\$3,841.86	\$5,617.12	\$17,678.59	\$27,137.56
Milford Middle	489,998	\$1,910.52	\$2,645.99	\$8,327.64	\$12,884.16
Project "DRIVE"	57,830	\$246.20	\$312.28	\$982.84	\$1,541.32
SAU #40 District	101,808	\$385.79	\$549.76	\$1,730.25	\$2,665.80
TOTALS	3,579,945	\$13,242.30	\$19,331.70	\$60,842.10	\$93,416.11

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 \$28,270.46 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
Heron Pond Elementary	79,488	\$3,786.50
Jacques Memorial	65,053	\$2,652.86
Milford High	54,492	\$2,451.73
Milford Middle	26,663	\$1,244.55
Project "DRIVE"	12,195	\$497.31
SAU #40 District	43,194	\$1,761.45
TOTALS	281,085	\$12,394.40

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 Laser MFP	21,777	\$0.00516	\$112.37	\$0.00529	\$115.20
Konica-Minolta Business Solutions	Black Laser MFP	3,357	\$0.00627	\$21.05	\$0.00643	\$21.59
Konica-Minolta Business Solutions	Black Network Printer	329,586	\$0.00627	\$2,066.50	\$0.00643	\$2,119.24
Konica-Minolta Business Solutions	Black Network Printer	0	\$0.02302	\$0.00	\$0.02362	\$0.00
Konica-Minolta Business Solutions	Black Photocopier	2,827,361	\$0.00327	\$9,245.47	\$0.00336	\$9,499.93
Konica-Minolta Business Solutions	Black Photocopier	99,690	\$0.00412	\$410.72	\$0.00423	\$421.69
Konica-Minolta Business Solutions	Color Network Printer	20,454	\$0.00627	\$128.25	\$0.00643	\$131.52
Konica-Minolta Business Solutions	Color Photocopier	277,720	\$0.00327	\$908.14	\$0.00336	\$933.14
TOTALS AND AVERAGES		3,579,945	\$0.00360	\$12,892.51	\$0.00370	\$13,242.30

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 Network Printer	50,999	\$0.05755	\$2,934.99	\$0.05905	\$3,011.49
Konica-Minolta Business Solutions	Color Photocopier	230,086	\$0.03975	\$9,145.92	\$0.04078	\$9,382.91
TOTALS AND AVERAGES		281,085	\$0.04298	\$12,080.91	\$0.04409	\$12,394.40

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	102
Number of Machines on Lease	94
Number of Machines Owned	8
Number of Rental/Loaner Machines	0

Lease Company	Norway Savings Bank
Term	5 Annual
Annual Payment usually due on 8/1	\$60,842.10
Lease Start Date	08/01/2018
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
Heron Pond Elementary	Main Office	Konica Minolta BHC658	A79J013004343
Heron Pond Elementary	Room 112 Media Center	Konica Minolta BH4700P	A63N011024399
Heron Pond Elementary	Room 120 Computer Lab	Konica Minolta BHC3100P	A6DR012108659
Heron Pond Elementary	Room 216	Konica Minolta BH4700P	A63N011022804
Heron Pond Elementary	Room 220	Konica Minolta BH3301P	A63P015002026
Heron Pond Elementary	Room 220 - Work Room	Konica Minolta BH958	A796011001932
Heron Pond Elementary	Room 308	Konica Minolta BHC3100P	A6DR012108633
Heron Pond Elementary	Room 312	Konica Minolta BH4700P	A63N011022815
Heron Pond Elementary	Room 416	Konica Minolta BH4700P	A63N011022811
Heron Pond Elementary	Room 510 - Work Room	Konica Minolta BH4700P	A63N011022683
Heron Pond Elementary	Room 510 - Work Room	Konica Minolta BH808	A8KN011007416
Heron Pond Elementary	Room 610	Konica Minolta BH4700P	A63N011022812
Heron Pond Elementary	Room 712 Staff	Konica Minolta BH3301P	A63P015002036
Heron Pond Elementary	Room 712 Staff	Konica Minolta BH808	A8KN011007448
Heron Pond Elementary	Room 808	Konica Minolta BH4700P	A63N011022843
Heron Pond Elementary	Room 808 - Work Room	Konica Minolta BH958	A796011001935
Heron Pond Elementary	Room 814	Konica Minolta BHC3100P	A6DR012108249
Heron Pond Elementary	Room 906	Konica Minolta BH4700P	A63N011022806
Heron Pond Elementary	Room 910	Konica Minolta BH4700P	A63N011022861
Jacques Memorial	Library	Konica Minolta BH3301P	A63P015002038
Jacques Memorial	Main Office	Konica Minolta BHC558	A79K011016210
Jacques Memorial	Room 1007 Teachers' Lounge	Konica Minolta BH808	A8KN011007455
Jacques Memorial	Room 1053 Teachers' Lounge	Konica Minolta BH808	A8KN011007436
Jacques Memorial	Room 1055	Konica Minolta BH3301P	A63P015002040
Milford High	Room 101 Main Office	Konica Minolta BHC3100P	A6DR012108284
Milford High	Room 101 Main Office Work Room	Konica Minolta BH3301P	A63P015002045
Milford High	Room 101 Main Office Work Room	Konica Minolta BHC658	A79J013004321
Milford High	Room 102A Music	Konica Minolta BH308	AA6W011000981
Milford High	Room 103A	Konica Minolta BH3301P	A63P015002050
Milford High	Room 107A Gym Office	Konica Minolta BH4020	A6WD011008307
Milford High	Room 111	Konica Minolta BH3301P	A63P015002044
Milford High	Room 111 Art	Konica Minolta BHC3100P	A6DR012108250
Milford High	Room 116 Nurse	Konica Minolta BH3301P	A63P015002033
Milford High	Room 132 Graphic Arts	Konica Minolta BHC308	A7PY017005623
Milford High	Room 133	Konica Minolta BH4700P	A63N011023418
Milford High	Room 134 Graphic Arts	HP Laser Jet 5100	CNGNI41761

Building	Room	Make/Model	Serial Number
Milford High	Room 137 Computer Science	Konica Minolta BH330IP	A63P015002031
Milford High	Room 139 Computer Lab	Konica Minolta BH330IP	A63P015002054
Milford High	Room 143 Drafting	Konica Minolta BH308	AA6W011000988
Milford High	Room 150	Konica Minolta BH330IP	A63P015002055
Milford High	Room 153 Math Work Room	Konica Minolta BH958	A796011001777
Milford High	Room 163 Video Production	Konica Minolta BH330IP	A63P015002063
Milford High	Room 165	Konica Minolta BH330IP	A63P015002057
Milford High	Room 169 IT	Konica Minolta BH330IP	A63P015002048
Milford High	Room 183	Konica Minolta BH330IP	A63P015002047
Milford High	Room 185A Computer Lab	Konica Minolta BH4700P	A63N011022808
Milford High	Room 186	Konica Minolta BH330IP	A63P015002034
Milford High	Room 187 Student Services	Konica Minolta BH4700P	A63N011022784
Milford High	Room 188 Library	Konica Minolta BH4700P	A63N011023134
Milford High	Room 188 Library	Konica Minolta BH4700P	A63N011024231
Milford High	Room 188 Library	Konica Minolta BH4700P	A63N011024344
Milford High	Room 188 Library	Konica Minolta BH658	AA6R011001556
Milford High	Room 188 Library	Konica Minolta BHC3100P	A6DR012108248
Milford High	Room 196	Konica Minolta BH330IP	A63P015002062
Milford High	Room 197	Konica Minolta BH4700P	A63N011022799
Milford High	Room 209	Konica Minolta BH330IP	A63P015002060
Milford High	Room 209 Special Education	Konica Minolta BH658	AA6R011001557
Milford High	Room 217 Marketing	Konica Minolta BH458	AA6U011005162
Milford High	Room 314 Teachers' Lounge	Konica Minolta BH958	A796011001828
Milford High	Room 314 Teachers' Lounge	Konica Minolta BH958	A796011001921
Milford High	Room 316	Konica Minolta BHC3100P	A6DR012108246
Milford Middle	Work Room 2nd Floor	Konica Minolta BH808	A8KN011007768
Milford Middle	Guidance Office	Konica Minolta BH658	AA6R011001608
Milford Middle	Gym Office	Konica Minolta BH330IP	A63P015001827
Milford Middle	Hot Swap	Konica Minolta BH4700P	A63N011024379
Milford Middle	Library	Konica Minolta BH308	AA6W011000915
Milford Middle	Library	Konica Minolta BH330IP	A63P015001794
Milford Middle	Library Office	Konica Minolta BH330IP	A63P015002027
Milford Middle	Main Office	Konica Minolta BHC558	A79K011015695
Milford Middle	Main Office Work Room	Konica Minolta BH958	A796011001913
Milford Middle	Nurse's Office	Konica Minolta BH330IP	A63P015001739
Milford Middle	Room 400	Konica Minolta BH4700P	A63N011022819
Milford Middle	Room 102	Konica Minolta BH4700P	A63N011022793

Building	Room	Make/Model	Serial Number
Milford Middle	Room 109	Konica Minolta BH330IP	A63P015002051
Milford Middle	Room 110	Konica Minolta BH330IP	A63P015002032
Milford Middle	Room 205	Konica Minolta BH330IP	A63P015001846
Milford Middle	Room 209A Teachers' Room 7th Grade Wing	Konica Minolta BH4700P	A63N011022821
Milford Middle	Room 302 Computer Lab	Konica Minolta BH330IP	A63P015001843
Milford Middle	Room 302 Computer Lab	Konica Minolta BH330IP	A63P015001849
Milford Middle	Room 304 Computer Lab	Konica Minolta BH330IP	A63P015001833
Milford Middle	Room 304 Computer Lab	Konica Minolta BHC3100P	A6DR012108252
Milford Middle	Room 307	Konica Minolta BH4700P	A63N011023415
Milford Middle	Room 403	Konica Minolta BH4700P	A63N011022878
Milford Middle	Room 409	Konica Minolta BH4700P	A63N011023123
Milford Middle	Room 500	Konica Minolta BH330IP	A63P015001772
Milford Middle	Room 503 Art	Konica Minolta BHC3100P	A6DR012108197
Milford Middle	Room 505	Konica Minolta BHC3100P	A6DR012108388
Milford Middle	Teachers' Room Center 2nd Floor	Konica Minolta BH808	A8KN011007825
Milford Middle	Teachers' Room Center 2nd Floor	Konica Minolta BHC3100P	A6DR012108260
Milford Middle	Unknown - 10.10.113.15	Konica Minolta BH330IP	A63P015001797
Project "DRIVE"	Room 102 English	Konica Minolta BH4700P	A63N011023414
Project "DRIVE"	Room 20 Special Education Office	Konica Minolta BHC558	A79K011016204
SAU #40 District	Office	Konica Minolta BHC658	A79J013004393
SAU #40 District	Room 175C	Konica Minolta BH330IP	A63P015002037

OWNED EQUIPMENT

Building	Room	Make/Model	Serial Number
Heron Pond Elementary	Room 133 Food Service	Konica Minolta BH4050	A6VF011003713
Jacques Memorial	Room 1015 Kitchen Office	Konica Minolta BH4050	A6VF011003289
Milford High	Room 187 Student Services	Konica Minolta BH454E	A6IE011001843
Milford High	Room 215	Konica Minolta BH3300P	A63P011000659
Milford High	Room 308A	Konica Minolta BH4050	A6VF011003706
Milford Middle	Kitchen Office	Konica Minolta BH4050	A6VF011003302
Project "DRIVE"	Teachers Room - Basement	Konica Minolta BH454E	A6ID011002457
SAU #40 District	Room 177 Business Office	Konica Minolta BH454E	A6IE011001863

STARDoc USER NAMES

Name	User Name
Anthony Demarco	Tony.DeMarco@milfordk12.org
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Tim Oconneil	Tim.Oconneil@milfordk12.org



Benefits of partnering with SPC

Top Benefits to our CLIENTS:

1. Cooperative Buying

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

2. Exclusive STARDoc Software

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

3. Simplified Billing Program

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

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

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

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



SPC Values Our Vendors

Overall Benefits to Our Vendors

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

Vendor Benefits Pre-Bid & During the Bid Process:

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

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



STARDoc Features

Cost Projection by Department or Building

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

Map your devices on Floorplans

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

Floorplan Administration

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

Contacts Page

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

Device Listing Page

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

Monthly Audits

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

Last Sync Date

- Shows the last time FM Audit synced for equipment

Over-Budget Report

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

Five-Year Fleet Management (FYFM)

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

NEW VENDOR CATEGORIES

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

Premier: defined as consistently providing ...

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

Cooperative: defined as ...

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

Uncooperative: defined as ...

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

WARRANTY RELIEF FUND

Why is it Needed?

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

Other Concerns:

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

Purpose:

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

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

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

Who Benefits?

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

WARRANTY RELIEF EQUIPMENT BASE

Why is it Needed?

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

Other Concerns:

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

Purpose:

- To replace or add a machine when needed

Who Benefits?

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