

Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800)750-1538



FY21 Annual Report

With FY22 Projections

Linda Bartlett
NHSAU 54 - Rochester School
Dept
150 Wakefield Street Suite #8
Rochester, NH 03867



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

September 2021

Linda Bartlett
NHSAU 54 - Rochester School Dept
150 Wakefield Street Suite #8
Rochester, NH 03867

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 Linda:

We at Specialized Purchasing Consultants wish to thank you for your continued confidence in us for the **past 15 years**. We hope we can continue this relationship for many years to come.

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

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

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

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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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



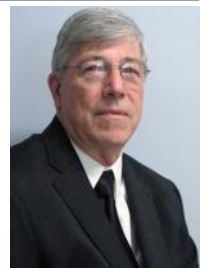
Heidi assists with bookkeeping and billing for both clients and vendors, processing payments, contact information updates, and other office support.

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	214
Total Black Photocopiers & MFPs:	177
Total Color Photocopiers & MFPs:	20
Total Black Network Printers:	5
Total Color Network Printers:	12
Total Removed From Service:	0
# of Units Not in Use for FY21	4
# of Units OFF Warranty**	1
# of Units Approaching End of Warranty	155
# of Units Overused	0
# of Units Underused	0
Contract Commencement Date	08/02/2017
All Warranties and Service Contracts Expire	06/30/2023
# of Annual Payments Left on Lease	1
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 Linda,

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 1,479**. Color pre-COVID usage averaged 216 copies per student but this year is down to 182 copies per student ... **your average is 40**.

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, 2022. Your last lease payment will be made on August 1, 2022. Your first payment of the new lease would be on August 1, 2023. This would mirror the exact same upgrade schedule that occurred on 8-2-2017. 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 \$20,446.87 over five years in color usage** at COVID (lower-than-usual) volumes. We can discuss this at our meeting.

Sincerely,
Skip

NHSAU 54 – Rochester Schools
Linda Casey
150 Wakefield Street Suite #8
Rochester, NH 03867
Five-Year Basis beginning with the 2017/2018 Fiscal Year
Copies-per-Year: 12,877,727

Present vs. Proposed Recommendations as of 8/2/2017

PRESENT SITUATION

- 1) Guarantees on Photocopiers...**One Year**
- 2) Annual Price Ceilings Left... **One Year**
- 3) High Volume Console Units...**43**
- 4) Units to be Traded...**215**
- 5) Photocopiers...**50**
- 6) Color Photocopiers Networked ...**22**
- 7) MFP's... **152**
- 8) Network Printers....**22 w/ 13 Color**

Total number of Units...**224**

- 9) Duplex's...**224**
- 10) Finisher's...**49**

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...**34**
- 4) Replaced **211 New**
- 5) Photocopiers...**52 with Secure Print/Confidential Mailbox**
- 6) Low Cost Color Photocopiers Networked...**6**
- 7) MFP's... **147 w/13 Color**
- 8) Network Printers...16 w/ **12 Color**

Total number of Units...**215 closing out 9 units**

- 9) Duplex's... **215**
- 10) Finisher's... **52**

Overall Description of Equipment Fleet:

Presently, you have **One different Manufacturer & 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.

Capital:

Presently, you have **one** municipal lease & one Commercial Lease that will be paid off on August 1st, 2017. With the new arrangement, you will again have **one** 'municipal' master lease at 3.09% interest. Your first of five annual lease payments will be due on **August 1st 2018**. 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 of your consumable cost centers including service you are averaging **\$0.004450 for black and \$0.053900 for Color**. The new contract will come in at a CPC of **\$0.003568 for Black and \$0.05496 for Color**.

Vendor Packages:

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

<u>Cost Center</u>	<u>Present</u>	<u>KMBS (All New)</u>
1. Service & Supplies Color Photo only	\$9,667.20	\$9,733.16
2. Service & Supplies Black Photo only	\$56,234.25	\$45,096.62
3. Annual Muni Lease	\$108,273.59	\$135,765.00
4. Forced Upgrade (28 Owned Copiers)	<u>\$61,500.00</u>	<u>\$00.00</u>
Totals	<u>\$235,675.04</u>	<u>\$190,594.78</u>

*Although the lease cost does go up the service and supply cost savings offsets the increase. Note that with the last upgrade only **192 New units** were purchased while **211 New units** are part of the lease.

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy '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 2018**. 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
Bud Carlson Academy	Room 216 Computer Lab	Konica Minolta BHC3100P	A6DR012105808	KMBS	06/01/2014
Bud Carlson Academy	Room 216 Computer Lab	Konica Minolta BH4020	A6WD011000554	KMBS	02/01/2014
Chamberlain St. School	Room 01	Konica Minolta BH4020	A6WD011000497	KMBS	02/01/2014
Chamberlain St. School	Room 05	Konica Minolta BH4020	A6WD011007494	KMBS	02/01/2014
Chamberlain St. School	Room 14	Konica Minolta BH4020	A6WD011006590	KMBS	02/01/2014
Chamberlain St. School	Room 17	Konica Minolta BH4020	A6WD011006381	KMBS	02/01/2014
Chamberlain St. School	Room 22 Modular	Konica Minolta BH4020	A6WD011006529	KMBS	02/01/2014
Chamberlain St. School	Room 23 Modular 1st Grade	Konica Minolta BH4020	A6WD011000542	KMBS	02/01/2014
Chamberlain St. School	Room 24 Modular 2nd Grade	Konica Minolta BH4020	A6WD011000576	KMBS	02/01/2014
Chamberlain St. School	Support Services	Konica Minolta BH4020	A6WD011002742	KMBS	02/01/2014
East Rochester School	Room 101	Konica Minolta BH4020	A6WD011007205	KMBS	02/01/2014
East Rochester School	Room 108	Konica Minolta BH4020	A6WD011007206	KMBS	02/01/2014
East Rochester School	Room 120 Library	Konica Minolta BH4020	A6WD011006451	KMBS	02/01/2014
East Rochester School	Room 204	Konica Minolta BH4020	A6WD011006516	KMBS	02/01/2014
East Rochester School	Room 210	Konica Minolta BH4020	A6WD011006463	KMBS	02/01/2014
East Rochester School	Room 212	Konica Minolta BH4020	A6WD011007199	KMBS	02/01/2014

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Gonic School	3rd Floor Hallway	Konica Minolta BH654	A5YN0I7013460	KMBS	02/01/2013
Gonic School	Room 102B - Nurse's Office	Konica Minolta BH4020	A6WD0I1000790	KMBS	02/01/2014
Gonic School	Room 203 Computer Lab	Konica Minolta BH4020	A6WD0I1002781	KMBS	02/01/2014
Maple Street School	Room 201	Konica Minolta BH4020	A6WD0I1007172	KMBS	02/01/2014
McClelland School	Computer Lab	Konica Minolta BH4020	A6WD0I1007180	KMBS	02/01/2014
McClelland School	Nurse's Office	Konica Minolta BH4020	A6WD0I1007175	KMBS	02/01/2014
McClelland School	Room 08	Konica Minolta BH4020	A6WD0I1001331	KMBS	02/01/2014
McClelland School	Room 1	Konica Minolta BH4020	A6WD0I1007186	KMBS	02/01/2014
McClelland School	Room 12	Konica Minolta BH4020	A6WD0I1007218	KMBS	02/01/2014
McClelland School	Room 13	Konica Minolta BH4020	A6WD0I1001327	KMBS	02/01/2014
McClelland School	Room 18	Konica Minolta BH4020	A6WD0I1001122	KMBS	02/01/2014
McClelland School	Room 19	Konica Minolta BH4020	A6WD0I1001298	KMBS	02/01/2014
McClelland School	Room 24	Konica Minolta BH4020	A6WD0I1007216	KMBS	02/01/2014
McClelland School	Room 28	Konica Minolta BH4020	A6WD0I1007207	KMBS	02/01/2014
McClelland School	Room 29	Konica Minolta BH4020	A6WD0I1007173	KMBS	02/01/2014
McClelland School	Room 45	Konica Minolta BH4020	A6WD0I1007208	KMBS	02/01/2014
Nancy Loud School	1st Grade Classroom	Konica Minolta BH4020	A6WD0I1002777	KMBS	02/01/2014
Nancy Loud School	3rd Grade 1st Floor	Konica Minolta BH4020	A6WD0I1000737	KMBS	02/01/2014
Nancy Loud School	4th Grade Classroom	Konica Minolta BH4020	A6WD0I1000772	KMBS	02/01/2014
Nancy Loud School	Basement	Konica Minolta BH4020	A6WD0I1002783	KMBS	02/01/2014
Nancy Loud School	Kindergarten 1st Floor	Konica Minolta BH4020	A6WD0I1002784	KMBS	02/01/2014

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Rochester Middle School	Administration	Konica Minolta BH654	A5YN017013359	KMBS	02/01/2013
Rochester Middle School	Girls' Locker Room	Konica Minolta BH4020	A6WD011002871	KMBS	02/01/2014
Rochester Middle School	Guidance Office	Konica Minolta BH654	A5YN017013471	KMBS	02/01/2013
Rochester Middle School	Library	Konica Minolta BH4020	A6WD011002799	KMBS	02/01/2014
Rochester Middle School	Main Office	Konica Minolta BH4020	A6WD011002837	KMBS	02/01/2014
Rochester Middle School	Music Room	Konica Minolta BH4020	A6WD011002838	KMBS	02/01/2014
Rochester Middle School	Nurse's Office	Konica Minolta BH4020	A6WD011002788	KMBS	02/01/2014
Rochester Middle School	RMS CIC	Konica Minolta BH4020	A6WD011002958	KMBS	02/01/2014
Rochester Middle School	Room 110 A Wing	Konica Minolta BH4020	A6WD011002789	KMBS	02/01/2014
Rochester Middle School	Room 116	Konica Minolta BH4020	A6WD011002826	KMBS	02/01/2014
Rochester Middle School	Room 120 B Wing	Konica Minolta BH4020	A6WD011005177	KMBS	02/01/2014
Rochester Middle School	Room 131 C Wing	Konica Minolta BH4020	A6WD011002840	KMBS	02/01/2014
Rochester Middle School	Room 134	Konica Minolta BHC3100P	A6DR012105335	KMBS	06/01/2014
Rochester Middle School	Room 136	Konica Minolta BH4020	A6WD011002753	KMBS	02/01/2014
Rochester Middle School	Room 144	Konica Minolta BHC3100P	A6DR012105337	KMBS	06/01/2014
Rochester Middle School	Room 146	Konica Minolta BH4020	A6WD011002828	KMBS	02/01/2014
Rochester Middle School	Room 147 CIC	Konica Minolta BH4020	A6WD011002962	KMBS	02/01/2014
Rochester Middle School	Room 152	Konica Minolta BH4020	A6WD011002842	KMBS	02/01/2014
Rochester Middle School	Room 153	Konica Minolta BHC3100P	A6DR012105359	KMBS	06/01/2014
Rochester Middle School	Room 173	Konica Minolta BH4020	A6WD011002942	KMBS	02/01/2014
Rochester Middle School	Room 175	Konica Minolta BH4020	A6WD011000768	KMBS	02/01/2014

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Rochester Middle School	Room 213	Konica Minolta BH4020	A6WD01I002898	KMBS	02/01/2014
Rochester Middle School	Room 216	Konica Minolta BH4020	A6WD01I002767	KMBS	02/01/2014
Rochester Middle School	Room 224	Konica Minolta BH4020	A6WD01I002764	KMBS	02/01/2014
Rochester Middle School	Room 231	Konica Minolta BHC3100P	A6DR012105353	KMBS	06/01/2014
Rochester Middle School	Room 232	Konica Minolta BH4020	A6WD01I002759	KMBS	02/01/2014
Rochester Middle School	Room 238	Konica Minolta BH4020	A6WD01I002782	KMBS	02/01/2014
Rochester Middle School	Room 240	Konica Minolta BH4020	A6WD01I005292	KMBS	02/01/2014
Rochester Middle School	Room 242	Konica Minolta BHC3100P	A6DR012105360	KMBS	06/01/2014
Rochester Middle School	Room 244	Konica Minolta BHC3100P	A6DR012104761	KMBS	06/01/2014
Rochester Middle School	Room 250	Konica Minolta BH4020	A6WD01I002949	KMBS	02/01/2014
Rochester Tech Center	CIC Office	Konica Minolta BHC3100P	A6DR012105815	KMBS	06/01/2014
Rochester Tech Center	CIC Tech/Server Room	Konica Minolta BH4020	A6WD01I002624	KMBS	02/01/2014
Rochester Tech Center	Conference Room	Konica Minolta BHC3100P	A6DR012104757	KMBS	06/01/2014
Rochester Tech Center	Room 105 Horticulture	Konica Minolta BH4020	A6WD01I003872	KMBS	02/01/2014
Rochester Tech Center	Room 120	Konica Minolta BH4020	A6WD01I002025	KMBS	02/01/2014
Rochester Tech Center	Room 125 HVAC	Konica Minolta BH4020	A6WD01I003859	KMBS	02/01/2014
Rochester Tech Center	Room 130 ESL Office	Konica Minolta BH4020	A6WD01I003865	KMBS	02/01/2014
Rochester Tech Center	Room 135 Machine Shop Office	Konica Minolta BH4020	A6WD01I004027	KMBS	02/01/2014
Rochester Tech Center	Room 150 Drafting	Konica Minolta BH4020	A6WD01I002613	KMBS	02/01/2014
Rochester Tech Center	Room 155	Konica Minolta BH4020	A6WD01I002599	KMBS	02/01/2014
Rochester Tech Center	Room 165 Early Childhood	Konica Minolta BH4020	A6WD01I002200	KMBS	02/01/2014

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Rochester Tech Center	Room 200 Health Science	Konica Minolta BH4020	A6WD01I003867	KMBS	02/01/2014
Rochester Tech Center	Room 205 Café	Konica Minolta BH4020	A6WD01I006720	KMBS	02/01/2014
Rochester Tech Center	Room 225 Support Center	Konica Minolta BH4020	A6WD01I003857	KMBS	02/01/2014
Rochester Tech Center	Room 230	Konica Minolta BH4020	A6WD01I002131	KMBS	02/01/2014
Rochester Tech Center	Room 235 Math & Marketing	Konica Minolta BH4020	A6WD01I003875	KMBS	02/01/2014
Rochester Tech Center	Room 245	Konica Minolta BH4020	A6WD01I006735	KMBS	02/01/2014
Rochester Tech Center	Room 250 Special Ed	Konica Minolta BH4020	A6WD01I004018	KMBS	02/01/2014
Rochester Tech Center	Room 255	Konica Minolta BH4020	A6WD01I002565	KMBS	02/01/2014
Rochester Tech Center	Room 265	Konica Minolta BH4020	A6WD01I002121	KMBS	02/01/2014
Rochester Tech Center	Teachers' Room Right	Konica Minolta BH654	A5YN017012190	KMBS	02/01/2013
SAU 54	Assessor's Office	Konica Minolta BH4020	A6WD01I005285	KMBS	02/01/2014
SAU 54	Facilities Office	Konica Minolta BH4020	A6WD01I005176	KMBS	02/01/2014
SAU 54	Hall	Konica Minolta BH4020	A6WD01I005287	KMBS	02/01/2014
SAU 54	Payroll	Konica Minolta BH40P	A0DX013004205	KMBS	03/01/2008
SAU 54	Payroll - Check Printer	Konica Minolta BH4700P	A63N01I013739	KMBS	04/01/2013
SAU 54	Special Ed - Pupil Services	Konica Minolta BH4020	A6WD01I005264	KMBS	02/01/2014
SAU 54	Special Ed - Reception	Konica Minolta BH654	A5YN017012195	KMBS	02/01/2013
SAU 54	Unknown	Konica Minolta BH4020	A6WD01I005280	KMBS	02/01/2014
School Street School	Library	Konica Minolta BH4020	A6WD01I002792	KMBS	02/01/2014
School Street School	Main Office	Konica Minolta BH654	A5YN017013102	KMBS	02/01/2013
School Street School	Teachers' Room 2nd Floor	Konica Minolta BH654	A5YN017012275	KMBS	02/01/2013

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Spaulding High School	Assistant Principal (Angela)	Konica Minolta BH4020	A6WD011002761	KMBS	02/01/2014
Spaulding High School	Data Office	Konica Minolta BH4020	A6WD011002756	KMBS	02/01/2014
Spaulding High School	Guidance Office	Konica Minolta BHC3100P	A6DT012100842	KMBS	06/01/2014
Spaulding High School	Guidance Office	Konica Minolta BH4020	A6WD011005214	KMBS	02/01/2014
Spaulding High School	Justin Roy's Office	Konica Minolta BH4020	A6WD011005281	KMBS	02/01/2014
Spaulding High School	Library - Mobile A	Konica Minolta BH3300P	A63P011000299	KMBS	04/01/2013
Spaulding High School	Library - Mobile B	Konica Minolta BH3300P	A63P011000416	KMBS	04/01/2013
Spaulding High School	Main Office Assistant Principal	Konica Minolta BH4020	A6WD011003028	KMBS	02/01/2014
Spaulding High School	Math Learning Lab	Konica Minolta BH4020	A6WD011003026	KMBS	02/01/2014
Spaulding High School	Men's Coaches' Office	Konica Minolta BH4020	A6WD011003101	KMBS	02/01/2014
Spaulding High School	Music Lab	Konica Minolta BH4020	A6WD011003064	KMBS	02/01/2014
Spaulding High School	Nurse's Office	Konica Minolta BH4020	A6WD011003092	KMBS	02/01/2014
Spaulding High School	Red Raider by Library	Konica Minolta BH4020	A6WD011003031	KMBS	02/01/2014
Spaulding High School	Room 103	Konica Minolta BH4020	A6WD011003863	KMBS	02/01/2014
Spaulding High School	Room 104	Konica Minolta BH4020	A6WD011004016	KMBS	02/01/2014
Spaulding High School	Room 105	Konica Minolta BH4020	A6WD011004020	KMBS	02/01/2014
Spaulding High School	Room 106A Safety Team Office	Konica Minolta BH4020	A6WD011003011	KMBS	02/01/2014
Spaulding High School	Room 106C Safety Team Office	Konica Minolta BH4020	A6WD011003045	KMBS	02/01/2014
Spaulding High School	Room 108	Konica Minolta BH4020	A6WD011003925	KMBS	02/01/2014
Spaulding High School	Room 109	Konica Minolta BH4020	A6WD011002925	KMBS	02/01/2014
Spaulding High School	Room 110	Konica Minolta BH4020	A6WD011002795	KMBS	02/01/2014

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Spaulding High School	Room 114	Konica Minolta BH4020	A6WD011002809	KMBS	02/01/2014
Spaulding High School	Room 115 Science Lab	Konica Minolta BH4020	A6WD011003033	KMBS	02/01/2014
Spaulding High School	Room 117	Konica Minolta BH4020	A6WD011003069	KMBS	02/01/2014
Spaulding High School	Room 201	Konica Minolta BH4020	A6WD011002713	KMBS	02/01/2014
Spaulding High School	Room 203	Konica Minolta BH4020	A6WD011002846	KMBS	02/01/2014
Spaulding High School	Room 207 Lab	Konica Minolta BH4020	A6WD011002890	KMBS	02/01/2014
Spaulding High School	Room 208	Konica Minolta BH4020	A6WD011002914	KMBS	02/01/2014
Spaulding High School	Room 213	Konica Minolta BH4020	A6WD011002881	KMBS	02/01/2014
Spaulding High School	Room 214 English Learning Lab	Konica Minolta BH4020	A6WD011005222	KMBS	02/01/2014
Spaulding High School	Room 223	Konica Minolta BH4020	A6WD011002889	KMBS	02/01/2014
Spaulding High School	Room 224	Konica Minolta BH4020	A6WD011002802	KMBS	02/01/2014
Spaulding High School	Room 224 - Secretary Office	Konica Minolta BH4020	A6WD011005260	KMBS	02/01/2014
Spaulding High School	Room 226	Konica Minolta BH4020	A6WD011002702	KMBS	02/01/2014
Spaulding High School	Room 229	Konica Minolta BH4020	A6WD011002833	KMBS	02/01/2014
Spaulding High School	Room 230	Konica Minolta BH4020	A6WD011002708	KMBS	02/01/2014
Spaulding High School	Room 233	Konica Minolta BH4020	A6WD011002715	KMBS	02/01/2014
Spaulding High School	Room 238	Konica Minolta BH4020	A6WD011002746	KMBS	02/01/2014
Spaulding High School	Room 241	Konica Minolta BH4020	A6WD011002709	KMBS	02/01/2014
Spaulding High School	Room 301	Konica Minolta BH4020	A6WD011002712	KMBS	02/01/2014
Spaulding High School	Room 301	Konica Minolta BH4020	A6WD011002728	KMBS	02/01/2014
Spaulding High School	Room 304	Konica Minolta BH4020	A6WD011002911	KMBS	02/01/2014

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Spaulding High School	Room 305	Konica Minolta BH4020	A6WD01I005198	KMBS	02/01/2014
Spaulding High School	Room 307	Konica Minolta BH4020	A6WD01I002787	KMBS	02/01/2014
Spaulding High School	Room 310	Konica Minolta BH4020	A6WD01I002762	KMBS	02/01/2014
Spaulding High School	Room 311	Konica Minolta BH4020	A6WD01I005230	KMBS	02/01/2014
Spaulding High School	Social Worker - Basement	Konica Minolta BH4020	A6WD01I003038	KMBS	02/01/2014
Spaulding High School	STORAGE	Konica Minolta BH3300P	A63P01I000321	KMBS	04/01/2013
Spaulding High School	Women's Locker Room	Konica Minolta BH4020	A6WD01I003058	KMBS	02/01/2014
Tutoring Academy	Main Office	Konica Minolta BH4020	A6WD01I005290	KMBS	02/01/2014
William Allen School	Library	Konica Minolta BH4020	A6WD01I002835	KMBS	02/01/2014
William Allen School	Library Computer Lab	Konica Minolta BH4020	A6WD01I002836	KMBS	02/01/2014
William Allen School	Modular 2	Konica Minolta BH4020	A6WD01I002752	KMBS	02/01/2014
William Allen School	Room 18 Assistant Principal	Konica Minolta BHC3100P	A6DR012105821	KMBS	06/01/2014
William Allen School	Room 19 - Nurse's Office	Konica Minolta BH4020	A6WD01I002779	KMBS	02/01/2014
William Allen School	Room 25	Konica Minolta BHC3100P	A6DR012105814	KMBS	06/01/2014

NON-CONTRACTED DEVICES

Make - Model	Serial Number	IP Address	Last Update
KONICA-MINOLTA BIZHUB 3300P	A63P011000297	172.21.243.42	2021-09-19 15:54:00
KONICA-MINOLTA BIZHUB 3300P	A63P011000316	172.21.243.43	2021-09-16 15:53:15

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.

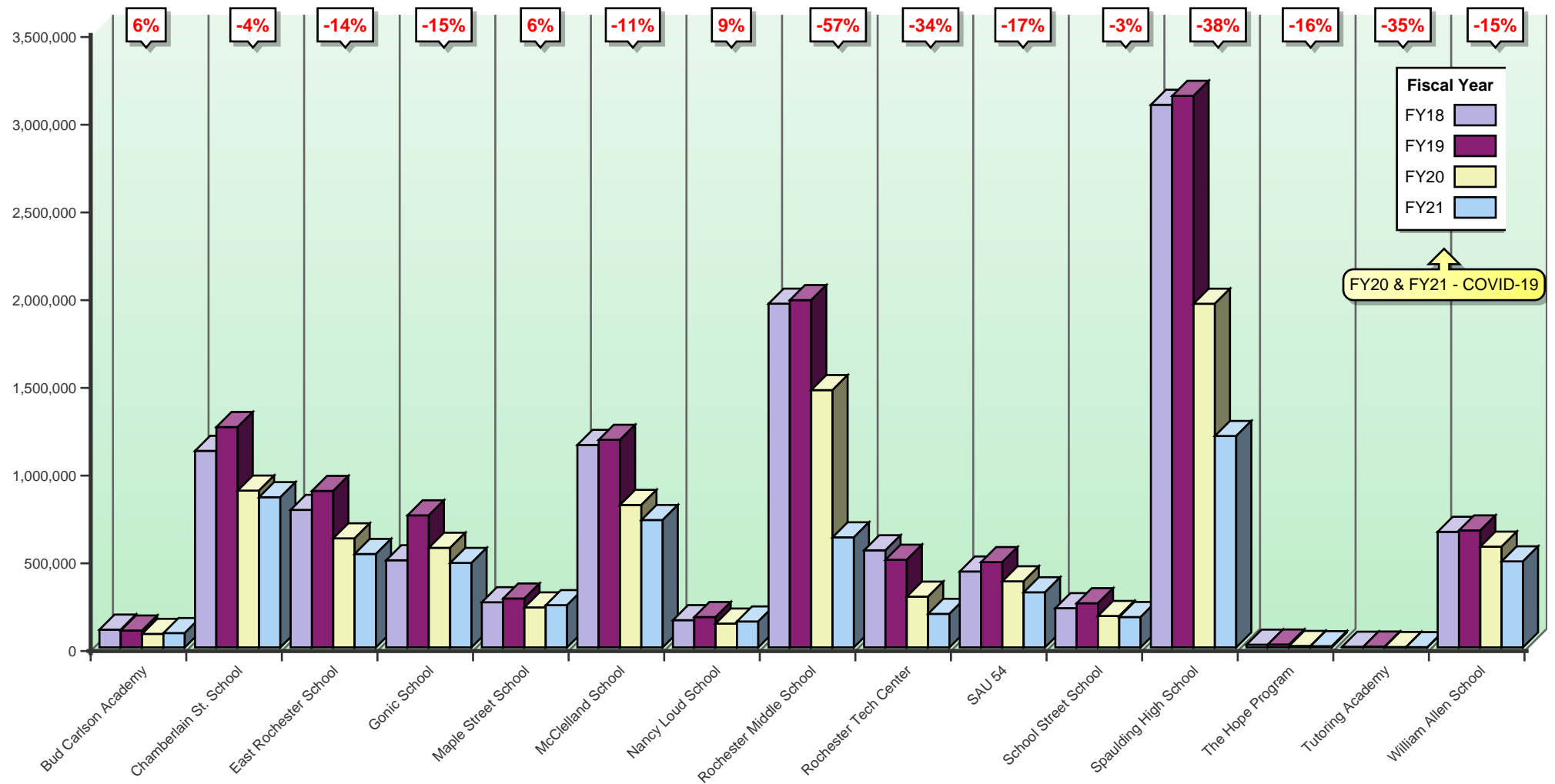
Setting up Future Budgets:

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.

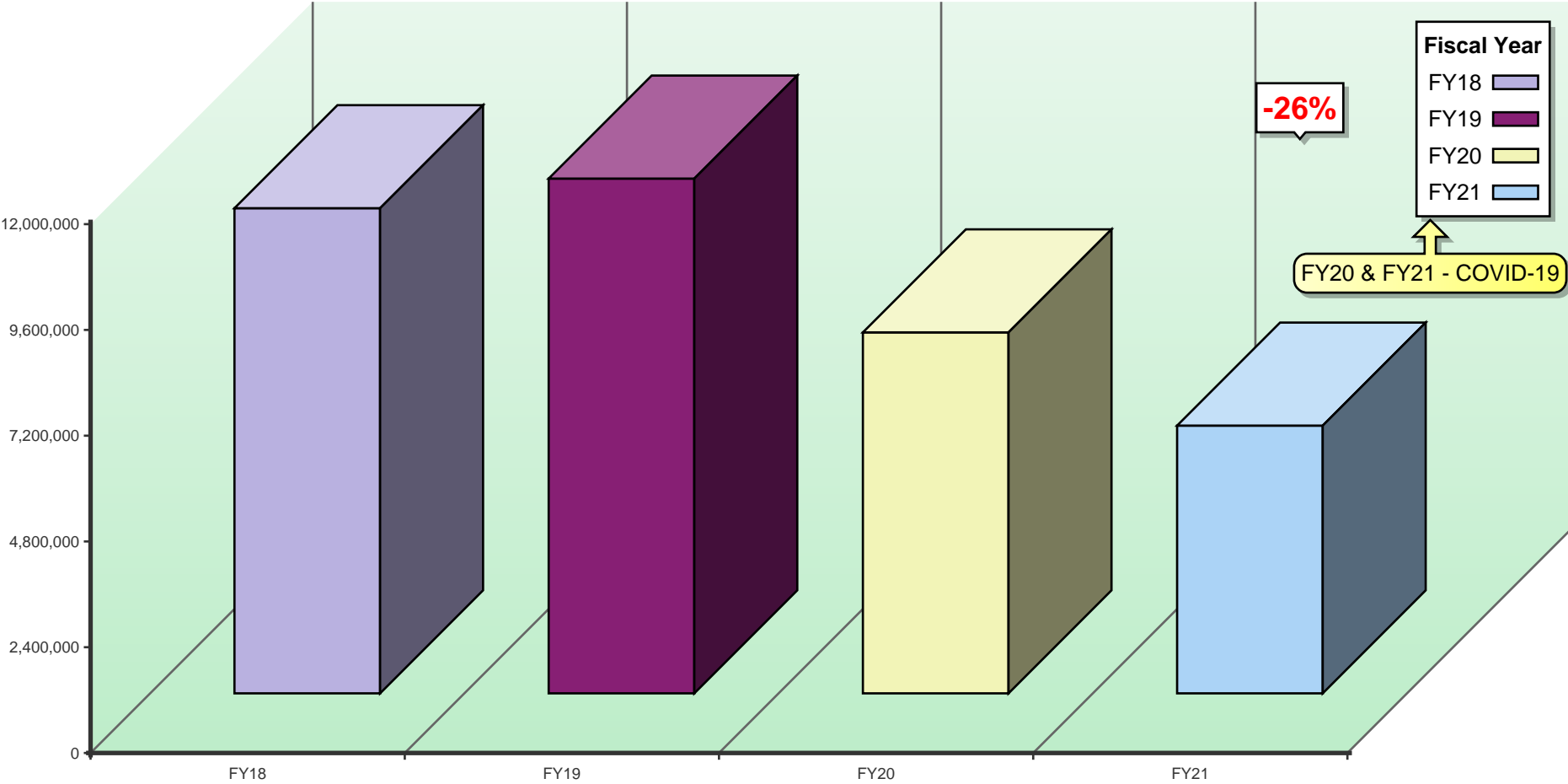
Problematic Machines:

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
Bud Carlson Academy	82	81,682	\$2,562.48	996	\$31.25
Chamberlain St. School	377	856,157	\$26,956.78	2,271	\$71.50
East Rochester School	246	532,580	\$16,897.14	2,165	\$68.69
Gonic School	218	481,398	\$15,045.46	2,208	\$69.02
Maple Street School	111	240,719	\$7,518.99	2,169	\$67.74
McClelland School	389	726,030	\$22,948.46	1,866	\$58.99
Nancy Loud School	85	147,766	\$4,742.18	1,738	\$55.79
Rochester Middle School	919	627,332	\$20,139.99	683	\$21.92
Rochester Tech Center	0	191,141	\$6,220.65	0	\$0.00
SAU 54	0	314,185	\$10,090.55	0	\$0.00
School Street School	80	173,016	\$5,408.85	2,163	\$67.61
Spaulding High School	1284	1,205,015	\$38,636.11	938	\$30.09
The Hope Program	0	6,822	\$212.89	0	\$0.00
Tutoring Academy	0	1,363	\$46.84	0	\$0.00
William Allen School	318	490,330	\$15,425.78	1,542	\$48.51
Totals	4,109	6,075,536	\$192,853.16	1,479	\$46.93

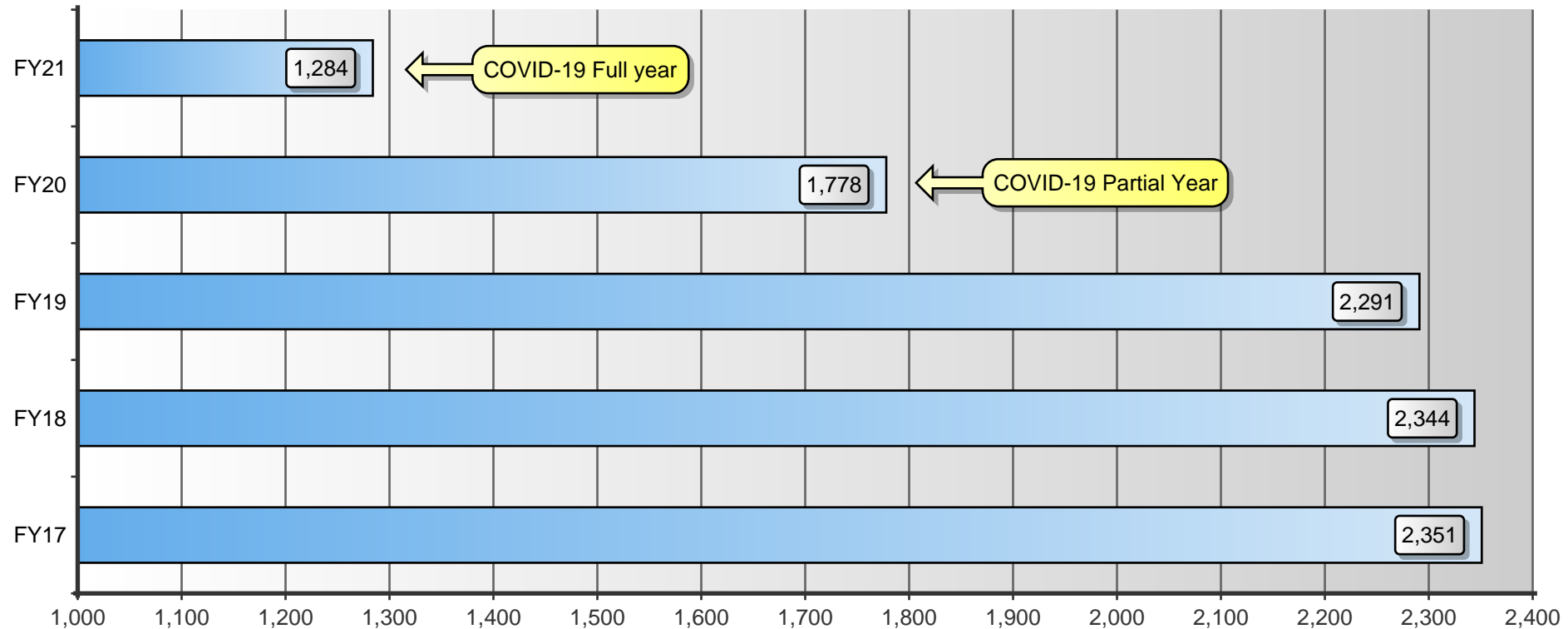
*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.

INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

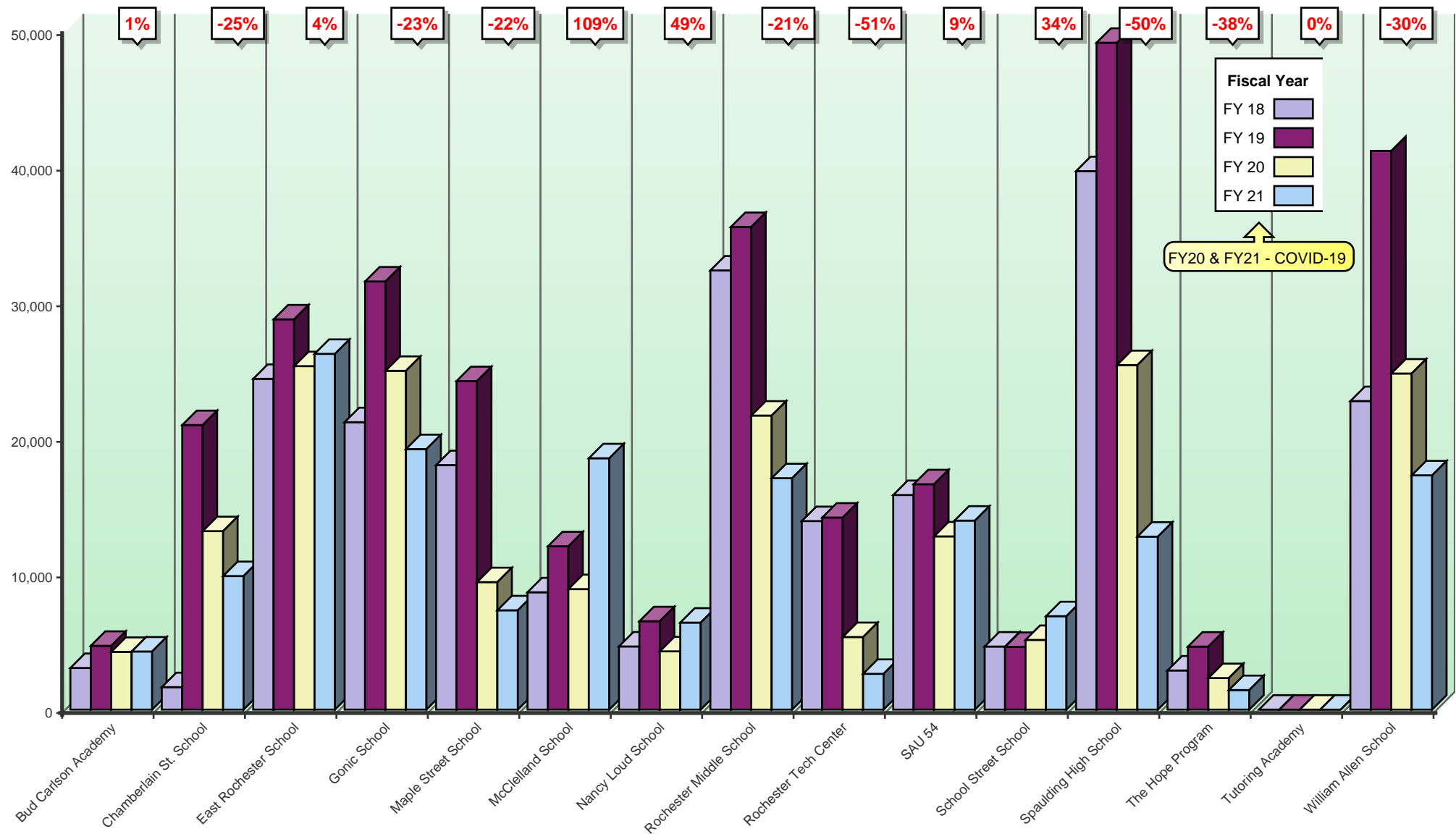
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

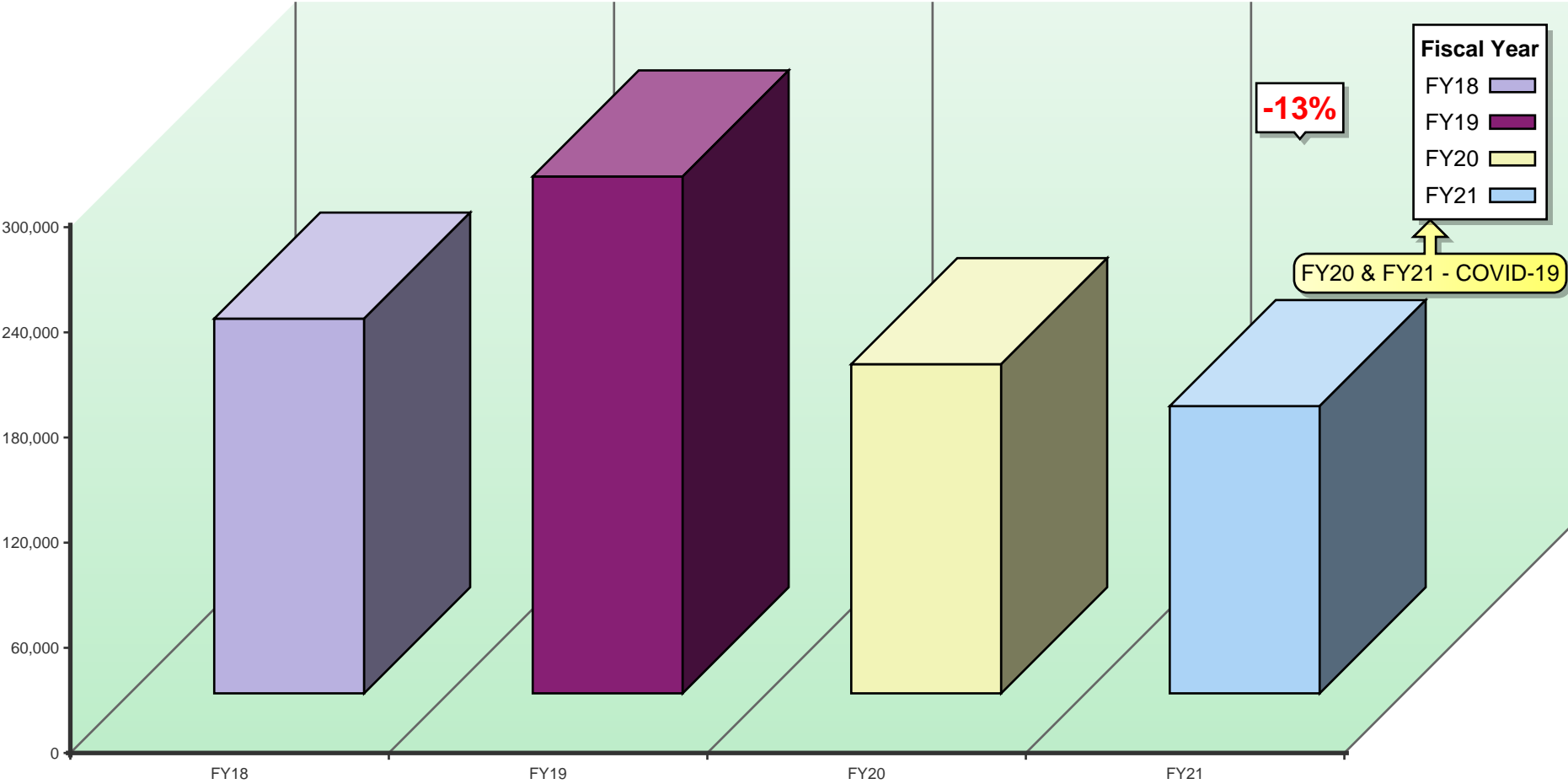
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



ANNUAL COLOR VOLUME BY LOCATION



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
Bud Carlson Academy	82	4,286	\$260.16	52	\$3.17
Chamberlain St. School	377	9,850	\$597.90	26	\$1.59
East Rochester School	246	26,239	\$1,592.71	107	\$6.47
Gonic School	218	19,214	\$1,166.29	88	\$5.35
Maple Street School	111	7,324	\$444.57	66	\$4.01
McClelland School	389	18,539	\$1,125.32	48	\$2.89
Nancy Loud School	85	6,415	\$389.39	75	\$4.58
Rochester Middle School	919	17,068	\$1,035.67	19	\$1.13
Rochester Tech Center	0	2,640	\$143.36	0	\$0.00
SAU 54	0	13,940	\$751.51	0	\$0.00
School Street School	80	6,892	\$418.34	86	\$5.23
Spaulding High School	1284	12,759	\$725.13	10	\$0.56
The Hope Program	0	1,441	\$77.68	0	\$0.00

Building	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Tutoring Academy	0	0	\$0.00	0	\$0.00
William Allen School	318	17,279	\$1,048.84	54	\$3.30
Totals	4,109	163,886	\$9,776.85	40	\$2.38

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

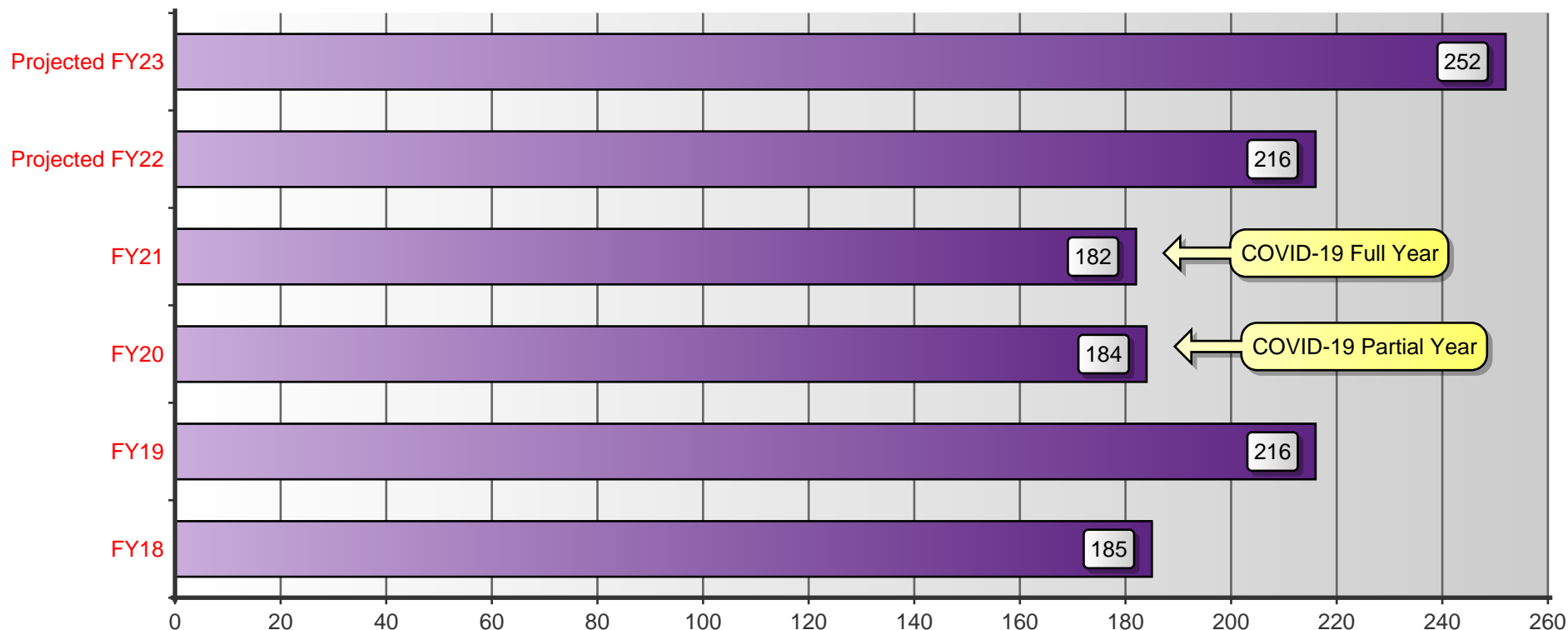
Note: STARDoc tool will flag any future high color usage. See page 105 of STARDoc Features. Current industry ratio averages 182 color prints per student per year. Your color volume this year averages 40 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

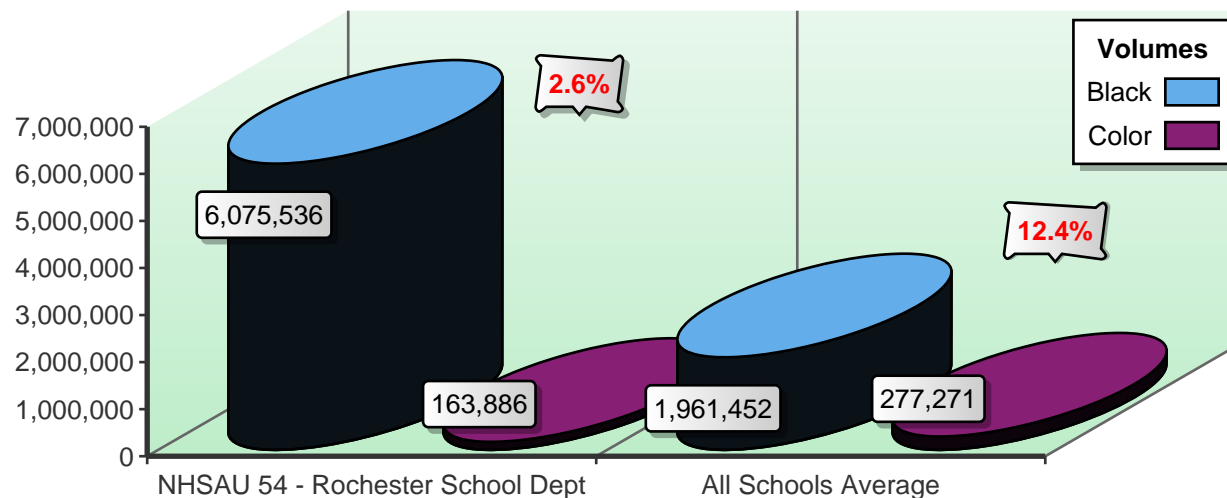
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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: 08/02/2017

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
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Bud Carlson Academy

Main Office

Konica Minolta BH558 / 55 PPM	240,755	311,359	70,604	\$0.00337	None at this time.
A9HG011002950 / 9464 8032				\$237.94	
3,000,000 / 02/2017	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	

Room 207

Konica Minolta BHC335I / 35 PPM	24,839	34,150	9,311	\$0.00420	None at this time.
A92F011002044 / 9467 8933				\$39.11	
750,000 / 04/2017	8,597	11,768	3,171	\$0.05916	
Color Laser MFP / KMBS				\$187.60	

Room 216 Computer Lab

Konica Minolta BH4020 / 42 PPM	6,947	7,758	811	\$0.00645	7 years from Intro.
A6WD011000554 / 9467 6534				\$5.23	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 216 Computer Lab					
Konica Minolta BHC3100P / 32 PPM	2,049	3,005	956	\$0.00645	7 years from Intro.
A6DR012105808 / 9464 8035				\$6.17	
750,000 / 06/2014	3,439	4,554	1,115	\$0.05916	
Color Network Printer / KMBS				\$65.96	
		Subtotal Black	81,682	\$288.44	
		Subtotal Color	4,286	\$253.56	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Chamberlain St. School					
Room 01					
Konica Minolta BH4020 / 42 PPM	17,228	19,714	2,486	\$0.00645	7 years from Intro.
A6WD011000497 / 9467 6590				\$16.03	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP/KMBS				\$0.00	
Room 04 Primary Resource					
Konica Minolta BH558 / 55 PPM	371,236	401,012	29,776	\$0.00337	None at this time.
A9HG011002944 / 9479 2221				\$100.35	
3,000,000 / 02/2017	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 05					
Konica Minolta BH4020 / 42 PPM	31,730	41,425	9,695	\$0.00645	7 years from Intro.
A6WD011007494 / 9467 6587				\$62.53	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 14					
Konica Minolta BH4020 / 42 PPM	33,121	51,422	18,301	\$0.00645	7 years from Intro.
A6WD011006590 / 9467 2263				\$118.04	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 17					
Konica Minolta BH4020 / 42 PPM	18,224	22,873	4,649	\$0.00645	7 years from Intro.
A6WD011006381 / 9465 0705				\$29.99	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 20 Library					
Konica Minolta BH808 / 80 PPM	726,629	919,251	192,622	\$0.00337	None at this time.
A8KN011003292 / 9467 8902				\$649.14	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 22 Modular					
Konica Minolta BH4020 / 42 PPM	37,316	42,815	5,499	\$0.00645	7 years from Intro.
A6WD011006529 / 9467 6527				\$35.47	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 23 Modular 1st Grade					
Konica Minolta BH4020 / 42 PPM	12,346	16,798	4,452	\$0.00645	7 years from Intro.
A6WD011000542 / 9479 2220				\$28.72	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 24 Modular 2nd Grade					
Konica Minolta BH4020 / 42 PPM	27,702	34,753	7,051	\$0.00645	7 years from Intro.
A6WD011000576 / 9467 6555				\$45.48	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Support Services					
Konica Minolta BH4020 / 42 PPM	29,848	47,330	17,482	\$0.00645	7 years from Intro.
A6WD011002742 / 9467 6588				\$112.76	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Teachers' Room					
Konica Minolta BH808 / 80 PPM	641,091	802,598	161,507	\$0.00337	None at this time.
A8KN011003959 / 9465 0709				\$544.28	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Teachers' Room					
Konica Minolta BH808 / 80 PPM	1,246,756	1,626,558	379,802	\$0.00337	None at this time.
A8KN011003821 / 9467 2312				\$1,279.93	
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
Work room					
Konica Minolta BHC335I / 35 PPM	77,032	99,867	22,835	\$0.00420	None at this time.
A92F011002081 / 9467 8936				\$95.91	
750,000 / 04/2017	35,804	45,654	9,850	\$0.05916	
Color Laser MFP / KMBS				\$582.73	
		Subtotal Black	856,157	\$3,118.62	
		Subtotal Color	9,850	\$582.73	

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
East Rochester School					
ERS Reach Program					
Konica Minolta BHC335I / 35 PPM	6,011	8,926	2,915	\$0.00420	None at this time.
A92F011002080 / 9479 2363				\$12.24	
750,000 / 04/2017	33,943	51,336	17,393	\$0.05916	
Color Laser MFP/KMBS				\$1,028.97	
ERS Reach Program					
Konica Minolta BH558 / 55 PPM	300,183	371,151	70,968	\$0.00337	None at this time.
A9HG011003935 / 9467 8923				\$239.16	
3,000,000 / 02/2017	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Lobby A					
Konica Minolta BH808 / 80 PPM	1,014,560	1,297,345	282,785	\$0.00337	None at this time.
A8KN011003192 / 9467 2245				\$952.99	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Lobby B Inside					
Konica Minolta BH808 / 80 PPM	620,922	698,544	77,622	\$0.00337	None at this time.
A8KN011003127 / 9467 2239				\$261.59	
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
Main Office					
Konica Minolta BHC335I / 35 PPM	68,960	84,424	15,464	\$0.00420	None at this time.
A92F011002058 / 9479 2361				\$64.95	
750,000 / 04/2017	44,572	53,418	8,846	\$0.05916	
Color Laser MFP / KMBS				\$523.33	
Room 101					
Konica Minolta BH4020 / 42 PPM	20,956	28,924	7,968	\$0.00645	7 years from Intro.
A6WD011007205 / 9467 6528				\$51.39	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 108					
Konica Minolta BH4020 / 42 PPM	22,244	27,287	5,043	\$0.00645	7 years from Intro.
A6WD011007206 / 9467 6553				\$32.53	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 120 Library					
Konica Minolta BH4020 / 42 PPM	8,599	9,834	1,235	\$0.00645	7 years from Intro.
A6WD011006451 / 9467 6529				\$7.97	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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					
Konica Minolta BH4020 / 42 PPM	77,547	109,018	31,471	\$0.00645	7 years from Intro.
A6WD011006516 / 9467 6552				\$202.99	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 210					
Konica Minolta BH4020 / 42 PPM	106,379	130,260	23,881	\$0.00645	7 years from Intro.
A6WD011006463 / 9479 2219				\$154.03	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 212					
Konica Minolta BH4020 / 42 PPM	51,069	64,297	13,228	\$0.00645	7 years from Intro.
A6WD011007199 / 9467 6532				\$85.32	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
		Subtotal Black	532,580	\$2,065.15	
		Subtotal Color	26,239	\$1,552.30	

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
Gonic School					
2nd Floor Hallway					
Konica Minolta BH808 / 80 PPM A8KN011003961 / 9467 2262 4,000,000 / 06/2016 Black Photocopier/KMBS	741,027 0	971,585 0	230,558 0	\$0.00337 \$776.98 \$0.00000 \$0.00	None at this time.
3rd Floor Hallway					
Konica Minolta BH654 / 65 PPM A5YN017013460 / 9467 8883 3,000,000 / 02/2013 Black Photocopier / KMBS	547,254 0	660,226 0	112,972 0	\$0.00337 \$380.72 \$0.00000 \$0.00	8 years from Intro.
Main Office					
Konica Minolta BH808 / 80 PPM A8KN011003794 / 9467 2311 4,000,000 / 06/2016 Black Photocopier / KMBS	437,819 0	562,446 0	124,627 0	\$0.00337 \$419.99 \$0.00000 \$0.00	None at this time.
Main Office					
Konica Minolta BHC335I / 35 PPM A92F011002150 / 9467 8937 750,000 / 04/2017 Color Laser MFP / KMBS	48,159 77,765	56,371 96,979	8,212 19,214	\$0.00420 \$34.49 \$0.05916 \$1,136.70	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 102B - Nurse's Office					
Konica Minolta BH4020 / 42 PPM	2,248	3,025	777	\$0.00645	7 years from Intro.
A6WD011000790 / 9465 0710				\$5.01	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 203 Computer Lab					
Konica Minolta BH4020 / 42 PPM	17,165	21,417	4,252	\$0.00645	7 years from Intro.
A6WD011002781 / 9489 2052				\$27.43	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Subtotal Black			481,398	\$1,644.62	
Subtotal Color			19,214	\$1,136.70	

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
Maple Street School					
Library Hallway					
Konica Minolta BH808 / 80 PPM	449,746	596,679	146,933	\$0.00337	None at this time.
A8KN011003430 / 9467 8864				\$495.16	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier/KMBS				\$0.00	
Room 101 Teachers' Lounge					
Konica Minolta BH558 / 55 PPM	254,160	341,349	87,189	\$0.00337	None at this time.
A9HG011003847 / 9467 8920				\$293.83	
3,000,000 / 02/2017	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 107 Library					
Konica Minolta BHC335I / 35 PPM	25,535	31,497	5,962	\$0.00420	None at this time.
A92F011002025 / 9379 2364				\$25.04	
750,000 / 04/2017	51,665	58,989	7,324	\$0.05916	
Color Laser MFP / KMBS				\$433.29	
Room 201					
Konica Minolta BH4020 / 42 PPM	34,624	35,259	635	\$0.00645	7 years from Intro.
A6WD011007172 / 9465 0708				\$4.10	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
		Subtotal Black	240,719	\$818.13	
		Subtotal Color	7,324	\$433.29	

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
McClelland School					
2nd Floor Hallway					
Konica Minolta BH558 / 55 PPM	323,342	441,761	118,419	\$0.00337	None at this time.
A9HG011003843 / 9467 8921				\$399.07	
3,000,000 / 02/2017	0	0	0	\$0.00000	
Black Photocopier/KMBS				\$0.00	
Computer Lab					
Konica Minolta BH4020 / 42 PPM	81,311	100,842	19,531	\$0.00645	7 years from Intro.
A6WD011007180 / 9489 2023				\$125.97	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Main Office					
Konica Minolta BHC335I / 35 PPM	74,593	96,885	22,292	\$0.00420	None at this time.
A92F011002024 / 9467 8929				\$93.63	
750,000 / 04/2017	29,589	48,128	18,539	\$0.05916	
Color Laser MFP / KMBS				\$1,096.77	
Nurse's Office					
Konica Minolta BH4020 / 42 PPM	18,194	22,389	4,195	\$0.00645	7 years from Intro.
A6WD011007175 / 9479 2216				\$27.06	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 08					
Konica Minolta BH4020 / 42 PPM	61,631	72,730	11,099	\$0.00645	7 years from Intro.
A6WD011001331 / 9479 2215				\$71.59	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 1					
Konica Minolta BH4020 / 42 PPM	40,974	49,328	8,354	\$0.00645	7 years from Intro.
A6WD011007186 /				\$53.88	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 12					
Konica Minolta BH4020 / 42 PPM	34,763	39,977	5,214	\$0.00645	7 years from Intro.
A6WD011007218 / 9489 2024				\$33.63	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 13					
Konica Minolta BH4020 / 42 PPM	30,303	32,951	2,648	\$0.00645	7 years from Intro.
A6WD011001327 / 9489 2069				\$17.08	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 17 Copy Room Left					
Konica Minolta BH808 / 80 PPM	1,292,252	1,575,689	283,437	\$0.00337	None at this time.
A8KN011004206 / 9467 2339				\$955.18	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 17 Copy Room Right					
Konica Minolta BH808 / 80 PPM	1,050,067	1,265,592	215,525	\$0.00337	None at this time.
A8KN011004109 / 9467 2341				\$726.32	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 18					
Konica Minolta BH4020 / 42 PPM	20,523	22,943	2,420	\$0.00645	7 years from Intro.
A6WD011001122 / 9489 5664				\$15.61	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 19					
Konica Minolta BH4020 / 42 PPM	35,813	48,060	12,247	\$0.00645	7 years from Intro.
A6WD011001298 / 9489 2081				\$78.99	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 24					
Konica Minolta BH4020 / 42 PPM	30,453	34,373	3,920	\$0.00645	7 years from Intro.
A6WD011007216 / 9489 2074				\$25.28	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 28					
Konica Minolta BH4020 / 42 PPM	12,199	18,475	6,276	\$0.00645	7 years from Intro.
A6WD011007207 / 9489 2075				\$40.48	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 29					
Konica Minolta BH4020 / 42 PPM	14,364	18,041	3,677	\$0.00645	7 years from Intro.
A6WD011007173 / 9489 2079				\$23.72	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 45					
Konica Minolta BH4020 / 42 PPM	28,721	35,497	6,776	\$0.00645	7 years from Intro.
A6WD011007208 / 9489 2076				\$43.71	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
		Subtotal Black	726,030	\$2,731.20	
		Subtotal Color	18,539	\$1,096.77	

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
Nancy Loud School					
1st Grade Classroom					
Konica Minolta BH4020 / 42 PPM	33,819	37,016	3,197	\$0.00645	7 years from Intro.
A6WD011002777 / 9489 2078				\$20.62	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP/KMBS				\$0.00	
2nd Floor Hallway					
Konica Minolta BHC335I / 35 PPM	48,869	78,034	29,165	\$0.00420	None at this time.
A92F011001989 / 9467 8932				\$122.49	
750,000 / 04/2017	15,476	21,891	6,415	\$0.05916	
Color Laser MFP / KMBS				\$379.51	
3rd Grade 1st Floor					
Konica Minolta BH4020 / 42 PPM	20,765	23,675	2,910	\$0.00645	7 years from Intro.
A6WD011000737 / 9467 6533				\$18.77	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
4th Grade Classroom					
Konica Minolta BH4020 / 42 PPM	20,050	26,179	6,129	\$0.00645	7 years from Intro.
A6WD011000772 / 9489 2076				\$39.53	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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
Basement					
Konica Minolta BH4020 / 42 PPM A6WD011002783 / 9479 2214 1,000,000 / 02/2014 Black Laser MFP / KMBS	133 0	452 0	319 0	\$0.00645 \$2.06 \$0.00000 \$0.00	7 years from Intro.
Kindergarten 1st Floor					
Konica Minolta BH4020 / 42 PPM A6WD011002784 / 9489 2077 1,000,000 / 02/2014 Black Laser MFP / KMBS	48,097 0	69,142 0	21,045 0	\$0.00645 \$135.74 \$0.00000 \$0.00	7 years from Intro.
Main Office					
Konica Minolta BH808 / 80 PPM A8KN011003239 / 9468 8211 4,000,000 / 06/2016 Black Photocopier / KMBS	292,279 0	377,280 0	85,001 0	\$0.00337 \$286.45 \$0.00000 \$0.00	None at this time.
Subtotal Black			147,766	\$625.67	
Subtotal Color			6,415	\$379.51	

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
Rochester Middle School					
Administration					
Konica Minolta BH654 / 65 PPM A5YN017013359 / 9467 8919 3,000,000 / 02/2013 Black Photocopier/KMBS	268,166 0	284,051 0	15,885 0	\$0.00337 \$53.53 \$0.00000 \$0.00	8 years from Intro.
Girls' Locker Room					
Konica Minolta BH4020 / 42 PPM A6WD011002871 / 9467 8979 1,000,000 / 02/2014 Black Laser MFP / KMBS	4,236 0	5,678 0	1,442 0	\$0.00645 \$9.30 \$0.00000 \$0.00	7 years from Intro.
Guidance Office					
Konica Minolta BH654 / 65 PPM A5YN017013471 / 9467 8892 3,000,000 / 02/2013 Black Photocopier / KMBS	207,133 0	253,697 0	46,564 0	\$0.00337 \$156.92 \$0.00000 \$0.00	8 years from Intro.
Library					
Konica Minolta BHC308 / 30 PPM A7PY011018245 / 9479 2347 750,000 / 06/2016 Color Photocopier / KMBS	86,092 3,147	95,208 3,200	9,116 53	\$0.00337 \$30.72 \$0.05254 \$2.78	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
Library					
Konica Minolta BH4020 / 42 PPM A6WD011002799 / 9489 2005 1,000,000 / 02/2014 Black Laser MFP / KMBS	20,466 0	24,465 0	3,999 0	\$0.00645 \$25.79 \$0.00000 \$0.00	7 years from Intro.
Main Office					
Konica Minolta BH4020 / 42 PPM A6WD011002837 / 9489 2048 1,000,000 / 02/2014 Black Laser MFP / KMBS	25,457 0	31,439 0	5,982 0	\$0.00645 \$38.58 \$0.00000 \$0.00	7 years from Intro.
Main Office					
Konica Minolta BHC335I / 35 PPM A92F011002035 / 9489 2038 750,000 / 04/2017 Color Laser MFP / KMBS	55,301 31,060	63,902 38,539	8,601 7,479	\$0.00420 \$36.12 \$0.05916 \$442.46	None at this time.
Music Room					
Konica Minolta BH4020 / 42 PPM A6WD011002838 / 9467 8977 1,000,000 / 02/2014 Black Laser MFP / KMBS	84,486 0	88,230 0	3,744 0	\$0.00645 \$24.15 \$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
Nurse's Office					
Konica Minolta BH4020 / 42 PPM	30,485	37,755	7,270	\$0.00645	7 years from Intro.
A6WD011002788 / 9489 2046				\$46.89	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
RMS CIC					
Konica Minolta BH4020 / 42 PPM	3,652	3,812	160	\$0.00645	7 years from Intro.
A6WD011002958 / 9489 2049				\$1.03	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 110 A Wing					
Konica Minolta BH4020 / 42 PPM	52,305	60,888	8,583	\$0.00645	7 years from Intro.
A6WD011002789 / 9467 8978				\$55.36	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 116					
Konica Minolta BH4020 / 42 PPM	31,666	38,706	7,040	\$0.00645	7 years from Intro.
A6WD011002826 / 9489 2050				\$45.41	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 120 B Wing					
Konica Minolta BH4020 / 42 PPM	74,504	87,866	13,362	\$0.00645	7 years from Intro.
A6WD011005177 / 9489 2047				\$86.18	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 131 C Wing					
Konica Minolta BH4020 / 42 PPM	27,351	35,458	8,107	\$0.00645	7 years from Intro.
A6WD011002840 / 9467 8985				\$52.29	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 134					
Konica Minolta BHC3100P / 32 PPM	252	6,520	6,268	\$0.00645	7 years from Intro.
A6DR012105335 / 9467 1562				\$40.43	
750,000 / 06/2014	511	1,703	1,192	\$0.05916	
Color Network Printer / KMBS				\$70.52	
Room 136					
Konica Minolta BH4020 / 42 PPM	69,485	74,876	5,391	\$0.00645	7 years from Intro.
A6WD011002753 / 9489 2051				\$34.77	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 144					
Konica Minolta BHC3100P / 32 PPM	10,929	12,875	1,946	\$0.00645	7 years from Intro.
A6DR012105337 / 9467 1565				\$12.55	
750,000 / 06/2014	5,877	8,027	2,150	\$0.05916	
Color Network Printer / KMBS				\$127.19	
Room 146					
Konica Minolta BH4020 / 42 PPM	75,662	80,761	5,099	\$0.00645	7 years from Intro.
A6WD011002828 / 9489 2054				\$32.89	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 147 CIC					
Konica Minolta BH4020 / 42 PPM	6,523	8,493	1,970	\$0.00645	7 years from Intro.
A6WD011002962 / 9468 8198				\$12.71	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 152					
Konica Minolta BH4020 / 42 PPM	27,223	36,717	9,494	\$0.00645	7 years from Intro.
A6WD011002842 / 9467 6589				\$61.24	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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					
Konica Minolta BHC3100P / 32 PPM	3,708	6,910	3,202	\$0.00645	7 years from Intro.
A6DR012105359 / 9467 1563				\$20.65	
750,000 / 06/2014	7,822	9,243	1,421	\$0.05916	
Color Network Printer / KMBS				\$84.07	
Room 173					
Konica Minolta BH4020 / 42 PPM	67,260	82,155	14,895	\$0.00645	7 years from Intro.
A6WD011002942 / 9489 2053				\$96.07	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 175					
Konica Minolta BH4020 / 42 PPM	49,503	64,378	14,875	\$0.00645	7 years from Intro.
A6WD011000768 / 9465 0707				\$95.94	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 213					
Konica Minolta BH4020 / 42 PPM	59,388	67,401	8,013	\$0.00645	7 years from Intro.
A6WD011002898 / 9467 8981				\$51.68	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 216					
Konica Minolta BH4020 / 42 PPM	58,492	68,738	10,246	\$0.00645	7 years from Intro.
A6WD011002767 / 9489 2088				\$66.09	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 224					
Konica Minolta BH4020 / 42 PPM	61,517	65,880	4,363	\$0.00645	7 years from Intro.
A6WD011002764 / 9467 8980				\$28.14	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 231					
Konica Minolta BHC3100P / 32 PPM	4,782	6,155	1,373	\$0.00645	7 years from Intro.
A6DR012105353 / 9467 1598				\$8.86	
750,000 / 06/2014	2,674	3,155	481	\$0.05916	
Color Network Printer / KMBS				\$28.46	
Room 232					
Konica Minolta BH4020 / 42 PPM	19,741	21,437	1,696	\$0.00645	7 years from Intro.
A6WD011002759 / 9467 8976				\$10.94	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 238					
Konica Minolta BH4020 / 42 PPM	36,429	40,611	4,182	\$0.00645	7 years from Intro.
A6WD011002782 / 9489 2045				\$26.97	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 240					
Konica Minolta BH4020 / 42 PPM	32,034	35,669	3,635	\$0.00645	7 years from Intro.
A6WD011005292 / 9467 6591				\$23.45	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 242					
Konica Minolta BHC3100P / 32 PPM	9,954	11,188	1,234	\$0.00645	7 years from Intro.
A6DR012105360 / 9467 1600				\$7.96	
750,000 / 06/2014	29,223	31,555	2,332	\$0.05916	
Color Network Printer / KMBS				\$137.96	
Room 244					
Konica Minolta BHC3100P / 32 PPM	4,677	6,550	1,873	\$0.00645	7 years from Intro.
A6DR012104761 / 9489 2007				\$12.08	
750,000 / 06/2014	9,359	11,319	1,960	\$0.05916	
Color Network Printer / KMBS				\$115.95	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 250					
Konica Minolta BH4020 / 42 PPM	68,579	85,099	16,520	\$0.00645	7 years from Intro.
A6WD011002949 / 9489 2087				\$106.55	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 251 Teachers' Lounge					
Konica Minolta BH808 / 80 PPM	1,090,484	1,188,806	98,322	\$0.00337	None at this time.
A8KN011002133 / 9479 2332				\$331.35	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 251 Teachers' Lounge					
Konica Minolta BH808 / 80 PPM	1,083,671	1,203,817	120,146	\$0.00337	None at this time.
A8KN011003451 / 8702 4891				\$404.89	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 251 Teachers' Lounge					
Konica Minolta BH808 / 80 PPM	1,453,838	1,574,799	120,961	\$0.00337	None at this time.
A8KN011003196 / 8702 4892				\$407.64	
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
Special Ed Office					
Konica Minolta BH808 / 80 PPM	163,707	195,480	31,773	\$0.00337	None at this time.
A8KN011003472 / 9467 2241				\$107.08	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
		Subtotal Black	627,332	\$2,663.22	
		Subtotal Color	17,068	\$1,009.39	

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
Rochester Tech Center					
CIC Office					
Konica Minolta BHC3100P / 32 PPM	84	180	96	\$0.00645	7 years from Intro.
A6DR012105815 /				\$0.62	
750,000 / 06/2014	29	159	130	\$0.05916	
Color Network Printer/KMBS				\$7.69	
CIC Tech/Server Room					
Konica Minolta BH4020 / 42 PPM	19,004	26,213	7,209	\$0.00645	7 years from Intro.
A6WD011002624 / 9342 4932				\$46.50	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Conference Room					
Konica Minolta BHC3100P / 32 PPM	2,063	2,385	322	\$0.00645	7 years from Intro.
A6DR012104757 / 8702 4982				\$2.08	
750,000 / 06/2014	3,355	3,378	23	\$0.05916	
Color Network Printer / KMBS				\$1.36	
Graphics Lab					
Konica Minolta BHC558 / 55 PPM	11,622	13,217	1,595	\$0.00337	None at this time.
A79K011006714 / 9467 2247				\$5.38	
3,000,000 / 02/2017	14,333	15,863	1,530	\$0.05254	
Color Photocopier / KMBS				\$80.39	

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 105 Horticulture					
Konica Minolta BH4020 / 42 PPM	5,656	8,805	3,149	\$0.00645	7 years from Intro.
A6WD011003872 / 9468 8185				\$20.31	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 120					
Konica Minolta BH4020 / 42 PPM	10,465	10,853	388	\$0.00645	7 years from Intro.
A6WD011002025 / 9342 4933				\$2.50	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 125 HVAC					
Konica Minolta BH4020 / 42 PPM	12,697	14,277	1,580	\$0.00645	7 years from Intro.
A6WD011003859 / 9468 8187				\$10.19	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 130 ESL Office					
Konica Minolta BH4020 / 42 PPM	39,155	41,479	2,324	\$0.00645	7 years from Intro.
A6WD011003865 / 9468 8184				\$14.99	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 135 Machine Shop Office					
Konica Minolta BH4020 / 42 PPM	15,542	15,651	109	\$0.00645	7 years from Intro.
A6WD011004027 / 9468 8186				\$0.70	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 140 Photography					
Konica Minolta BHC308 / 30 PPM	15,474	17,785	2,311	\$0.00337	None at this time.
A7PY011018273 / 9467 8856				\$7.79	
750,000 / 06/2016	15,705	16,662	957	\$0.05254	
Color Photocopier / KMBS				\$50.28	
Room 150 Drafting					
Konica Minolta BH4020 / 42 PPM	3,746	11,269	7,523	\$0.00645	7 years from Intro.
A6WD011002613 / 8702 4980				\$48.52	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 155					
Konica Minolta BH4020 / 42 PPM	19,198	21,070	1,872	\$0.00645	7 years from Intro.
A6WD011002599 / 9342 4937				\$12.07	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 165 Early Childhood					
Konica Minolta BH4020 / 42 PPM	40,744	41,720	976	\$0.00645	7 years from Intro.
A6WD011002200 / 8702 4981				\$6.30	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 200 Health Science					
Konica Minolta BH4020 / 42 PPM	33,721	39,208	5,487	\$0.00645	7 years from Intro.
A6WD011003867 / 9468 8183				\$35.39	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 205 Café					
Konica Minolta BH4020 / 42 PPM	13,544	18,313	4,769	\$0.00645	7 years from Intro.
A6WD011006720 / 9468 8210				\$30.76	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 220					
Konica Minolta BH558 / 55 PPM	226,937	264,494	37,557	\$0.00337	None at this time.
A9HG011003691 / 9467 8874				\$126.57	
3,000,000 / 02/2017	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 225 Support Center					
Konica Minolta BH4020 / 42 PPM	13,528	15,762	2,234	\$0.00645	7 years from Intro.
A6WD011003857 / 9468 8209				\$14.41	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 230					
Konica Minolta BH4020 / 42 PPM	29,407	36,022	6,615	\$0.00645	7 years from Intro.
A6WD011002131 / 8702 4979				\$42.67	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 235 Math & Marketing					
Konica Minolta BH4020 / 42 PPM	22,860	30,511	7,651	\$0.00645	7 years from Intro.
A6WD011003875 / 9468 8188				\$49.35	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 245					
Konica Minolta BH4020 / 42 PPM	18,473	37,714	19,241	\$0.00645	7 years from Intro.
A6WD011006735 / 9468 8192				\$124.10	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 250 Special Ed					
Konica Minolta BH4020 / 42 PPM	23,279	26,479	3,200	\$0.00645	7 years from Intro.
A6WD011004018 / 9468 8193				\$20.64	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 255					
Konica Minolta BH4020 / 42 PPM	36,193	37,793	1,600	\$0.00645	7 years from Intro.
A6WD011002565 / 9468 8189				\$10.32	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 265					
Konica Minolta BH4020 / 42 PPM	22,255	26,883	4,628	\$0.00645	7 years from Intro.
A6WD011002121 / 9468 8190				\$29.85	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 300					
Konica Minolta BH558 / 55 PPM	324,727	357,322	32,595	\$0.00337	None at this time.
A9HG011003665 / 9479 2331				\$109.85	
3,000,000 / 02/2017	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
Teachers' Room Left					
Konica Minolta BH808 / 80 PPM	299,820	326,357	26,537	\$0.00337	None at this time.
A8KN011003453 / 9467 8859				\$89.43	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Teachers' Room Right					
Konica Minolta BH654 / 65 PPM	82,152	91,725	9,573	\$0.00337	8 years from Intro.
A5YN017012190 / 9467 8857				\$32.26	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
		Subtotal Black	191,141	\$893.54	
		Subtotal Color	2,640	\$139.72	

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 54					
Assessor's Office					
Konica Minolta BH4020 / 42 PPM A6WD011005285 / 9464 8036 1,000,000 / 02/2014 Black Laser MFP/KMBS	58,464 0	66,818 0	8,354 0	\$0.00645 \$53.88 \$0.00000 \$0.00	7 years from Intro.
Facilities Office					
Konica Minolta BH4020 / 42 PPM A6WD011005176 / 9479 2211 1,000,000 / 02/2014 Black Laser MFP / KMBS	31,712 0	39,599 0	7,887 0	\$0.00645 \$50.87 \$0.00000 \$0.00	7 years from Intro.
Hall					
Konica Minolta BH4020 / 42 PPM A6WD011005287 / 9467 6535 1,000,000 / 02/2014 Black Laser MFP / KMBS	85,972 0	114,841 0	28,869 0	\$0.00645 \$186.21 \$0.00000 \$0.00	7 years from Intro.
Main Office					
Konica Minolta BH808 / 80 PPM A8KN011003444 / 9467 8868 4,000,000 / 06/2016 Black Photocopier / KMBS	439,732 0	523,393 0	83,661 0	\$0.00337 \$281.94 \$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
Main Office Hall					
Konica Minolta BHC308 / 30 PPM A7PY011019680 / 9467 8884 750,000 / 06/2016 Color Photocopier / KMBS	67,019 45,225	86,347 59,165	19,328 13,940	\$0.00337 \$65.14 \$0.05254 \$732.41	None at this time.
Payroll					
Konica Minolta BH458 / 45 PPM A9HH011004000 / 9467 8900 1,000,000 / 08/2016 Black Photocopier / KMBS	132,988 0	181,722 0	48,734 0	\$0.00337 \$164.23 \$0.00000 \$0.00	None at this time.
Payroll					
Konica Minolta BH40P / 45 PPM A0DX013004205 / 9489 2086 1,000,000 / 03/2008 Black Network Printer / KMBS	61,197 0	93,379 0	32,182 0	\$0.00645 \$207.57 \$0.00000 \$0.00	13 years from Intro. No longer on contract.
Payroll - Check Printer					
Konica Minolta BH4700P / 50 PPM A63N011013739 / 9348 5985 2,000,000 / 04/2013 Black Network Printer / KMBS	82,153 0	89,528 0	7,375 0	\$0.00645 \$47.57 \$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
Special Ed - Pupil Services					
Konica Minolta BH4020 / 42 PPM A6WD011005264 / 9464 8033 1,000,000 / 02/2014 Black Laser MFP / KMBS	17,849 0	23,510 0	5,661 0	\$0.00645 \$36.51 \$0.00000 \$0.00	7 years from Intro.
Special Ed - Reception					
Konica Minolta BH654 / 65 PPM A5YN017012195 / 9479 2355 3,000,000 / 02/2013 Black Photocopier / KMBS	399,527 0	471,472 0	71,945 0	\$0.00337 \$242.45 \$0.00000 \$0.00	8 years from Intro.
Unknown					
Konica Minolta BH4020 / 42 PPM A6WD011005280 / 1,000,000 / 02/2014 Black Laser MFP / KMBS	1,052 0	1,241 0	189 0	\$0.00645 \$1.22 \$0.00000 \$0.00	7 years from Intro.
		Subtotal Black	314,185	\$1,337.60	
		Subtotal Color	13,940	\$732.41	

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
School Street School					
Library					
Konica Minolta BH4020 / 42 PPM	5,838	8,236	2,398	\$0.00645	7 years from Intro.
A6WD011002792 / 9467 8922				\$15.47	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP/KMBS				\$0.00	
Main Office					
Konica Minolta BH654 / 65 PPM	435,932	552,201	116,269	\$0.00337	8 years from Intro.
A5YN017013102 / 9467 8034				\$391.83	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Teachers' Room 2nd Floor					
Konica Minolta BHC335I / 35 PPM	7,156	9,634	2,478	\$0.00420	None at this time.
A92F011002094 / 9467 8928				\$10.41	
750,000 / 04/2017	14,418	21,310	6,892	\$0.05916	
Color Laser MFP / KMBS				\$407.73	
Teachers' Room 2nd Floor					
Konica Minolta BH654 / 65 PPM	205,565	257,436	51,871	\$0.00337	8 years from Intro.
A5YN017012275 / 9479 2349				\$174.81	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Subtotal Black			173,016	\$592.51	
Subtotal Color			6,892	\$407.73	

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
Spaulding High School					
Assistant Principal (Angela)					
Konica Minolta BH4020 / 42 PPM A6WD011002761 / 9468 8195 1,000,000 / 02/2014 Black Laser MFP/KMBS	5,618 0	7,628 0	2,010 0	\$0.00645 \$12.96 \$0.00000 \$0.00	7 years from Intro.
Athletic Department					
Konica Minolta BHC335I / 35 PPM A92F011001741 / 9479 2321 750,000 / 04/2017 Color Laser MFP / KMBS	33,493 19,973	49,408 22,603	15,915 2,630	\$0.00420 \$66.84 \$0.05916 \$155.59	None at this time.
Data Office					
Konica Minolta BH4020 / 42 PPM A6WD011002756 / 9468 8194 1,000,000 / 02/2014 Black Laser MFP / KMBS	6,340 0	9,583 0	3,243 0	\$0.00645 \$20.92 \$0.00000 \$0.00	7 years from Intro.
Grierson Left Wall					
Konica Minolta BH808 / 80 PPM A8KN011003450 / 9468 8212 4,000,000 / 06/2016 Black Photocopier / KMBS	1,270,582 0	1,426,772 0	156,190 0	\$0.00337 \$526.36 \$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
Grierson Left Window					
Konica Minolta BH808 / 80 PPM	948,809	1,090,310	141,501	\$0.00337	None at this time.
A8KN011003448 / 9479 2319				\$476.86	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Grierson Right Wall					
Konica Minolta BH808 / 80 PPM	1,252,947	1,407,532	154,585	\$0.00337	None at this time.
A8KN011003460 / 9467 2229				\$520.95	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Grierson Right Window					
Konica Minolta BH808 / 80 PPM	657,418	741,342	83,924	\$0.00337	None at this time.
A8KN011003433 / 9479 2320				\$282.82	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Guidance Office					
Konica Minolta BH4020 / 42 PPM	11,239	11,276	37	\$0.00645	7 years from Intro.
A6WD011005214 / 9468 8196				\$0.24	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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
Guidance Office					
Konica Minolta BHC3100P / 32 PPM	31,901	36,883	4,982	\$0.00645	7 years from Intro.
A6DT012100842 / 9468 8219				\$32.13	
750,000 / 06/2014	10,753	10,935	182	\$0.05916	
Color Network Printer / KMBS				\$10.77	
Guidance Office					
Konica Minolta BHC458 / 45 PPM	126,121	140,911	14,790	\$0.00337	None at this time.
A79M011011052 / 9467 8860				\$49.84	
1,000,000 / 08/2016	10,773	12,561	1,788	\$0.05254	
Color Photocopier / KMBS				\$93.94	
Justin Roy's Office					
Konica Minolta BH4020 / 42 PPM	918	2,146	1,228	\$0.00645	7 years from Intro.
A6WD011005281 / 8702 4996				\$7.92	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Library					
Konica Minolta BH458 / 45 PPM	85,006	90,045	5,039	\$0.00337	None at this time.
A9HH011004020 / 9479 2316				\$16.98	
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
Main Office Assistant Principal					
Konica Minolta BH4020 / 42 PPM	13,223	20,099	6,876	\$0.00645	7 years from Intro.
A6WD011003028 / 9468 8172				\$44.35	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Math Learning Lab					
Konica Minolta BH4020 / 42 PPM	65,217	78,412	13,195	\$0.00645	7 years from Intro.
A6WD011003026 / 9489 2043				\$85.11	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Men's Coaches' Office					
Konica Minolta BH4020 / 42 PPM	10,122	11,432	1,310	\$0.00645	7 years from Intro.
A6WD011003101 / 9489 2044				\$8.45	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Music Lab					
Konica Minolta BH808 / 80 PPM	332,608	359,841	27,233	\$0.00337	None at this time.
A8KN011003426 / 9467 8865				\$91.78	
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
Music Lab					
Konica Minolta BH4020 / 42 PPM	17,045	19,787	2,742	\$0.00645	7 years from Intro.
A6WD011003064 / 9468 8174				\$17.69	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Nurse's Office					
Konica Minolta BH4020 / 42 PPM	16,065	20,298	4,233	\$0.00645	7 years from Intro.
A6WD011003092 / 9468 8175				\$27.30	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Red Raider by Library					
Konica Minolta BH4020 / 42 PPM	2,656	2,681	25	\$0.00645	7 years from Intro.
A6WD011003031 / 9468 8176				\$0.16	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 005 Art					
Konica Minolta BHC335I / 35 PPM	64,735	71,788	7,053	\$0.00420	None at this time.
A92F011001736 / 9479 2322				\$29.62	
750,000 / 04/2017	34,241	36,921	2,680	\$0.05916	
Color Laser MFP / KMBS				\$158.55	

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 103					
Konica Minolta BH4020 / 42 PPM	33,266	37,660	4,394	\$0.00645	7 years from Intro.
A6WD011003863 / 9468 8191				\$28.34	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 104					
Konica Minolta BH4020 / 42 PPM	34,860	42,909	8,049	\$0.00645	7 years from Intro.
A6WD011004016 / 9468 8206				\$51.92	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 105					
Konica Minolta BH4020 / 42 PPM	18,001	20,326	2,325	\$0.00645	7 years from Intro.
A6WD011004020 / 9468 8207				\$15.00	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 106A Safety Team Office					
Konica Minolta BH4020 / 42 PPM	14,930	23,496	8,566	\$0.00645	7 years from Intro.
A6WD011003011 / 9468 8178				\$55.25	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 106C Safety Team Office					
Konica Minolta BH4020 / 42 PPM	29,334	32,907	3,573	\$0.00645	7 years from Intro.
A6WD011003045 / 9468 8180				\$23.05	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 108					
Konica Minolta BH4020 / 42 PPM	37,576	47,282	9,706	\$0.00645	7 years from Intro.
A6WD011003925 / 9468 8208				\$62.60	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 109					
Konica Minolta BH4020 / 42 PPM	41,460	59,649	18,189	\$0.00645	7 years from Intro.
A6WD011002925 / 9468 8204				\$117.32	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 110					
Konica Minolta BH4020 / 42 PPM	88,938	104,804	15,866	\$0.00645	7 years from Intro.
A6WD011002795 / 9489 2089				\$102.34	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 114					
Konica Minolta BH4020 / 42 PPM	124,045	144,011	19,966	\$0.00645	7 years from Intro.
A6WD011002809 / 9489 2037				\$128.78	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 115 Science Lab					
Konica Minolta BH4020 / 42 PPM	46,350	56,158	9,808	\$0.00645	7 years from Intro.
A6WD011003033 / 9468 8177				\$63.26	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 117					
Konica Minolta BH4020 / 42 PPM	75,950	87,391	11,441	\$0.00645	7 years from Intro.
A6WD011003069 / 9468 8179				\$73.79	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 118 Science Work					
Konica Minolta BH808 / 80 PPM	329,141	372,178	43,037	\$0.00337	None at this time.
A8KN011003483 / 9467 2228				\$145.03	
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 201					
Konica Minolta BH4020 / 42 PPM	18,692	24,159	5,467	\$0.00645	7 years from Intro.
A6WD011002713 / 9489 2082				\$35.26	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 203					
Konica Minolta BH4020 / 42 PPM	32,717	36,178	3,461	\$0.00645	7 years from Intro.
A6WD011002846 / 9489 2019				\$22.32	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 207 Lab					
Konica Minolta BH4020 / 42 PPM	52,088	55,926	3,838	\$0.00645	7 years from Intro.
A6WD011002890 / 9479 2218				\$24.76	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 208					
Konica Minolta BH4020 / 42 PPM	33,812	37,269	3,457	\$0.00645	7 years from Intro.
A6WD011002914 / 9468 8199				\$22.30	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 213					
Konica Minolta BH4020 / 42 PPM	17,915	22,676	4,761	\$0.00645	7 years from Intro.
A6WD011002881 / 9467 6585				\$30.71	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 214 English Learning Lab					
Konica Minolta BH4020 / 42 PPM	60,434	72,197	11,763	\$0.00645	7 years from Intro.
A6WD011005222 / 9468 8197				\$75.87	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 223					
Konica Minolta BH4020 / 42 PPM	45,225	60,627	15,402	\$0.00645	7 years from Intro.
A6WD011002889 / 9489 2018				\$99.34	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 224					
Konica Minolta BH4020 / 42 PPM	14,826	19,164	4,338	\$0.00645	7 years from Intro.
A6WD011002802 / 9489 2071				\$27.98	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 224 - Secretary Office					
Konica Minolta BH4020 / 42 PPM	20,622	23,104	2,482	\$0.00645	7 years from Intro.
A6WD011005260 /				\$16.01	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 226					
Konica Minolta BH4020 / 42 PPM	22,179	24,457	2,278	\$0.00645	7 years from Intro.
A6WD011002702 / 9489 2072				\$14.69	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 229					
Konica Minolta BH4020 / 42 PPM	18,844	20,894	2,050	\$0.00645	7 years from Intro.
A6WD011002833 /				\$13.22	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 230					
Konica Minolta BH4020 / 42 PPM	49,814	55,465	5,651	\$0.00645	7 years from Intro.
A6WD011002708 / 9489 2020				\$36.45	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 233					
Konica Minolta BH4020 / 42 PPM	75,649	82,458	6,809	\$0.00645	7 years from Intro.
A6WD011002715 / 9489 2004				\$43.92	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 238					
Konica Minolta BH4020 / 42 PPM	129,387	147,197	17,810	\$0.00645	7 years from Intro.
A6WD011002746 / 9489 2073				\$114.87	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 241					
Konica Minolta BH4020 / 42 PPM	173,910	202,659	28,749	\$0.00645	7 years from Intro.
A6WD011002709 / 9489 2083				\$185.43	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 301					
Konica Minolta BH4020 / 42 PPM	9,744	9,744	0	\$0.00645	Not in use for FY21. 7 years from Intro.
A6WD011002712 / 9489 2021				\$0.00	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 301					
Konica Minolta BH4020 / 42 PPM	27,980	41,325	13,345	\$0.00645	7 years from Intro.
A6WD011002728 / 9489 2017				\$86.08	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 301 Work Room					
Konica Minolta BH808 / 80 PPM	778,622	886,607	107,985	\$0.00337	None at this time.
A8KN011003458 / 9467 8863				\$363.91	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 304					
Konica Minolta BH4020 / 42 PPM	61,708	71,013	9,305	\$0.00645	7 years from Intro.
A6WD011002911 / 9468 8205				\$60.02	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 305					
Konica Minolta BH4020 / 42 PPM	11,034	19,327	8,293	\$0.00645	7 years from Intro.
A6WD011005198 / 9468 8203				\$53.49	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 307					
Konica Minolta BH4020 / 42 PPM	13,623	14,226	603	\$0.00645	7 years from Intro.
A6WD011002787 / 9467 8975				\$3.89	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 310					
Konica Minolta BH4020 / 42 PPM	25,009	25,703	694	\$0.00645	7 years from Intro.
A6WD011002762 / 9468 8201				\$4.48	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 311					
Konica Minolta BH4020 / 42 PPM	28,584	34,446	5,862	\$0.00645	7 years from Intro.
A6WD011005230 / 9467 8982				\$37.81	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Social Worker - Basement					
Konica Minolta BH4020 / 42 PPM	47,878	57,642	9,764	\$0.00645	7 years from Intro.
A6WD011003038 / 9468 8181				\$62.98	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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
Special Ed Bridge - Lori Gay's Office					
Konica Minolta BH308 / 30 PPM A9HK011003566 / 750,000 / 06/2016 Black Photocopier / KMBS	103,185 0	134,486 0	31,301 0	\$0.00337 \$105.48 \$0.00000 \$0.00	None at this time.
STORAGE					
Konica Minolta BH3300P / 35 PPM A63P011000321 / 8802 1521 750,000 / 04/2013 Black Network Printer / KMBS	60,924 0	60,924 0	0 0	\$0.00645 \$0.00 \$0.00000 \$0.00	Not in use for FY21. 8 years from Intro.
Women's Locker Room					
Konica Minolta BH4020 / 42 PPM A6WD011003058 / 9468 8182 1,000,000 / 02/2014 Black Laser MFP / KMBS	9,005 0	11,525 0	2,520 0	\$0.00645 \$16.25 \$0.00000 \$0.00	7 years from Intro.
		Subtotal Black	1,205,015	\$5,067.00	
		Subtotal Color	12,759	\$706.71	

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			

The Hope Program

Main Office

Konica Minolta BHC308 / 30 PPM	39,900	46,722	6,822	\$0.00337	None at this time.
A7PY011018218 / 9467 8899				\$22.99	
750,000 / 06/2016	9,860	11,301	1,441	\$0.05254	
Color Photocopier/KMBS				\$75.71	
Subtotal Black			6,822	\$22.99	
Subtotal Color			1,441	\$75.71	

Main Office

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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
William Allen School					
Library					
Konica Minolta BH4020 / 42 PPM A6WD011002835 / 9464 8037 1,000,000 / 02/2014 Black Laser MFP/KMBS	50,636 0	55,606 0	4,970 0	\$0.00645 \$32.06 \$0.00000 \$0.00	7 years from Intro.
Library Computer Lab					
Konica Minolta BH4020 / 42 PPM A6WD011002836 / 9467 2265 1,000,000 / 02/2014 Black Laser MFP / KMBS	30,195 0	32,331 0	2,136 0	\$0.00645 \$13.78 \$0.00000 \$0.00	7 years from Intro.
Main Office					
Konica Minolta BH808 / 80 PPM A8KN011003477 / 8702 4890 4,000,000 / 06/2016 Black Photocopier / KMBS	969,230 0	1,136,464 0	167,234 0	\$0.00337 \$563.58 \$0.00000 \$0.00	None at this time.
Main Office					
Konica Minolta BHC335I / 35 PPM A92F011002084 / 9467 8930 750,000 / 04/2017 Color Laser MFP / KMBS	40,017 73,372	57,615 89,003	17,598 15,631	\$0.00420 \$73.91 \$0.05916 \$924.73	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
Modular 2					
Konica Minolta BH4020 / 42 PPM	69,642	83,805	14,163	\$0.00645	7 years from Intro.
A6WD011002752 / 9467 2266				\$91.35	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 09 Hallway					
Konica Minolta BH808 / 80 PPM	482,053	684,739	202,686	\$0.00337	None at this time.
A8KN011003465 / 9467 2240				\$683.05	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 18 Assistant Principal					
Konica Minolta BHC3100P / 32 PPM	13,760	17,701	3,941	\$0.00645	7 years from Intro.
A6DR012105821 / 9479 2213				\$25.42	
750,000 / 06/2014	11,439	12,034	595	\$0.05916	
Color Network Printer / KMBS				\$35.20	
Room 19 - Nurse's Office					
Konica Minolta BH4020 / 42 PPM	5,598	6,424	826	\$0.00645	7 years from Intro.
A6WD011002779 / 9489 2068				\$5.33	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / 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 25					
Konica Minolta BHC3100P / 32 PPM A6DR012105814 / 9479 2212 750,000 / 06/2014 Color Network Printer / KMBS	12,124 3,948	20,739 5,001	8,615 1,053	\$0.00645 \$55.57 \$0.05916 \$62.30	7 years from Intro.
Teachers' Room					
Konica Minolta BH808 / 80 PPM A8KN011004367 / 9467 2237 4,000,000 / 06/2016 Black Photocopier / KMBS	226,412 0	294,573 0	68,161 0	\$0.00337 \$229.70 \$0.00000 \$0.00	None at this time.
Subtotal Black			490,330	\$1,773.74	
Subtotal Color			17,279	\$1,022.23	
District Wide Black Totals			6,075,536	\$23,651.21	
District Wide Color Totals			163,886	\$9,528.75	Your Avg Color CPC is \$0.0581

Estimated color cost savings with your next bid: \$20,446.87 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 07/15/2006 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 21 black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	Prior CPC	Average Annual Cost
6,075,536	\$0.01283	\$77,949.13

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
6,075,536	\$0.00389	\$23,633.84	\$54,315.29	\$271,576.46

*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
 $\$54,315.29 \times 15 \text{ years as a Client} = \$814,729.38$ 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
Bud Carlson Academy	81,682	\$296.12	\$441.08	\$1,825.28	\$2,562.48
Chamberlain St. School	856,157	\$3,201.70	\$4,623.25	\$19,131.84	\$26,956.78
East Rochester School	532,580	\$2,120.08	\$2,875.93	\$11,901.13	\$16,897.14
Gonic School	481,398	\$1,688.51	\$2,599.55	\$10,757.41	\$15,045.46
Maple Street School	240,719	\$839.96	\$1,299.88	\$5,379.15	\$7,518.99
McClelland School	726,030	\$2,803.90	\$3,920.56	\$16,224.00	\$22,948.46
Nancy Loud School	147,766	\$642.24	\$797.94	\$3,302.01	\$4,742.18
Rochester Middle School	627,332	\$2,733.93	\$3,387.59	\$14,018.47	\$20,139.99
Rochester Tech Center	191,141	\$917.22	\$1,032.16	\$4,271.27	\$6,220.65
SAU 54	314,185	\$1,373.11	\$1,696.60	\$7,020.83	\$10,090.55
School Street School	173,016	\$608.32	\$934.29	\$3,866.25	\$5,408.85
Spaulding High School	1,205,015	\$5,201.55	\$6,507.08	\$26,927.48	\$38,636.11
The Hope Program	6,822	\$23.60	\$36.84	\$152.45	\$212.89
Tutoring Academy	1,363	\$9.02	\$7.36	\$30.46	\$46.84
William Allen School	490,330	\$1,821.00	\$2,647.78	\$10,957.00	\$15,425.78
TOTALS	6,075,536	\$24,280.25	\$32,807.89	\$135,765.01	\$192,853.16

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 \$45,685.05 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
Bud Carlson Academy	4,286	\$260.16
Chamberlain St. School	9,850	\$597.90
East Rochester School	26,239	\$1,592.71
Gonic School	19,214	\$1,166.29
Maple Street School	7,324	\$444.57
McClelland School	18,539	\$1,125.32
Nancy Loud School	6,415	\$389.39
Rochester Middle School	17,068	\$1,035.67
Rochester Tech Center	2,640	\$143.36
SAU 54	13,940	\$751.51
School Street School	6,892	\$418.34
Spaulding High School	12,759	\$725.13
The Hope Program	1,441	\$77.68
Tutoring Academy	0	\$0.00
William Allen School	17,279	\$1,048.84
TOTALS	163,886	\$9,776.85

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - BLACK

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

Vendor	Equipment Type	FY21 Black Volume	FY21 Color Cost/Copy	FY21 Black S & S Costs	FY22 Black Cost/Copy	FY22 Projected Black S & S Costs
Konica-Minolta Business Solutions	Black Laser MFP	911,796	\$0.00645	\$5,881.08	\$0.00662	\$6,036.09
Konica-Minolta Business Solutions	Black Network Printer	39,557	\$0.00645	\$255.14	\$0.00662	\$261.87
Konica-Minolta Business Solutions	Black Photocopier	4,806,248	\$0.00337	\$16,197.06	\$0.00346	\$16,629.62
Konica-Minolta Business Solutions	Color Laser MFP	167,801	\$0.00420	\$704.76	\$0.00431	\$723.22
Konica-Minolta Business Solutions	Color Network Printer	34,808	\$0.00645	\$224.51	\$0.00662	\$230.43
Konica-Minolta Business Solutions	Color Photocopier	115,326	\$0.00337	\$388.65	\$0.00346	\$399.03
TOTALS AND AVERAGES		6,075,536	\$0.00389	\$23,651.21	\$0.00400	\$24,280.25

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	126,064	\$0.05916	\$7,457.95	\$0.06070	\$7,652.08
Konica-Minolta Business Solutions	Color Network Printer	12,634	\$0.05916	\$747.43	\$0.06070	\$766.88
Konica-Minolta Business Solutions	Color Photocopier	25,188	\$0.05254	\$1,323.38	\$0.05391	\$1,357.89
TOTALS AND AVERAGES		163,886	\$0.05814	\$9,528.75	\$0.05966	\$9,776.85

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	214
Number of Machines on Lease	210
Number of Machines Owned	4
Number of Rental/Loaner Machines	0

Lease Company	Norway Savings Bank
Term	5 Annual
Annual Payment usually due on 8/1	\$135,765.01
Lease Start Date	08/02/2017
Lease End Date	08/01/2022
Remaining Payments	1

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

LEASED EQUIPMENT

Building	Room	Make/Model	Serial Number
Bud Carlson Academy	Main Office	Konica Minolta BH558	A9HG011002950
Bud Carlson Academy	Room 207	Konica Minolta BHC335I	A92F011002044
Bud Carlson Academy	Room 216 Computer Lab	Konica Minolta BH4020	A6WD011000554
Bud Carlson Academy	Room 216 Computer Lab	Konica Minolta BHC3100P	A6DR012105808
Chamberlain St. School	Room 01	Konica Minolta BH4020	A6WD011000497
Chamberlain St. School	Room 04 Primary Resource	Konica Minolta BH558	A9HG011002944
Chamberlain St. School	Room 05	Konica Minolta BH4020	A6WD011007494
Chamberlain St. School	Room 14	Konica Minolta BH4020	A6WD011006590
Chamberlain St. School	Room 17	Konica Minolta BH4020	A6WD011006381
Chamberlain St. School	Room 20 Library	Konica Minolta BH808	A8KN011003292
Chamberlain St. School	Room 22 Modular	Konica Minolta BH4020	A6WD011006529
Chamberlain St. School	Room 23 Modular 1st Grade	Konica Minolta BH4020	A6WD011000542
Chamberlain St. School	Room 24 Modular 2nd Grade	Konica Minolta BH4020	A6WD011000576
Chamberlain St. School	Support Services	Konica Minolta BH4020	A6WD011002742
Chamberlain St. School	Teachers' Room	Konica Minolta BH808	A8KN011003821
Chamberlain St. School	Teachers' Room	Konica Minolta BH808	A8KN011003959
Chamberlain St. School	Work room	Konica Minolta BHC335I	A92F011002081
East Rochester School	ERS Reach Program	Konica Minolta BH558	A9HG011003935
East Rochester School	ERS Reach Program	Konica Minolta BHC335I	A92F011002080
East Rochester School	Lobby A	Konica Minolta BH808	A8KN011003192
East Rochester School	Lobby B Inside	Konica Minolta BH808	A8KN011003127
East Rochester School	Main Office	Konica Minolta BHC335I	A92F011002058
East Rochester School	Room 101	Konica Minolta BH4020	A6WD011007205
East Rochester School	Room 108	Konica Minolta BH4020	A6WD011007206
East Rochester School	Room 120 Library	Konica Minolta BH4020	A6WD011006451
East Rochester School	Room 204	Konica Minolta BH4020	A6WD011006516
East Rochester School	Room 210	Konica Minolta BH4020	A6WD011006463
East Rochester School	Room 212	Konica Minolta BH4020	A6WD011007199
Gonic School	2nd Floor Hallway	Konica Minolta BH808	A8KN011003961
Gonic School	3rd Floor Hallway	Konica Minolta BH654	A5YN017013460
Gonic School	Main Office	Konica Minolta BH808	A8KN011003794
Gonic School	Main Office	Konica Minolta BHC335I	A92F011002150
Gonic School	Room 102B - Nurse's Office	Konica Minolta BH4020	A6WD011000790
Gonic School	Room 203 Computer Lab	Konica Minolta BH4020	A6WD011002781
Maple Street School	Library Hallway	Konica Minolta BH808	A8KN011003430
Maple Street School	Room 101 Teachers' Lounge	Konica Minolta BH558	A9HG011003847

Building	Room	Make/Model	Serial Number
Maple Street School	Room 107 Library	Konica Minolta BHC335I	A92F01I002025
Maple Street School	Room 201	Konica Minolta BH4020	A6WD01I007172
McClelland School	2nd Floor Hallway	Konica Minolta BH558	A9HG01I003843
McClelland School	Computer Lab	Konica Minolta BH4020	A6WD01I007180
McClelland School	Main Office	Konica Minolta BHC335I	A92F01I002024
McClelland School	Nurse's Office	Konica Minolta BH4020	A6WD01I007175
McClelland School	Room 08	Konica Minolta BH4020	A6WD01I001331
McClelland School	Room 1	Konica Minolta BH4020	A6WD01I007186
McClelland School	Room 12	Konica Minolta BH4020	A6WD01I007218
McClelland School	Room 13	Konica Minolta BH4020	A6WD01I001327
McClelland School	Room 17 Copy Room Left	Konica Minolta BH808	A8KN01I004206
McClelland School	Room 17 Copy Room Right	Konica Minolta BH808	A8KN01I004109
McClelland School	Room 18	Konica Minolta BH4020	A6WD01I001122
McClelland School	Room 19	Konica Minolta BH4020	A6WD01I001298
McClelland School	Room 24	Konica Minolta BH4020	A6WD01I007216
McClelland School	Room 28	Konica Minolta BH4020	A6WD01I007207
McClelland School	Room 29	Konica Minolta BH4020	A6WD01I007173
McClelland School	Room 45	Konica Minolta BH4020	A6WD01I007208
Nancy Loud School	1st Grade Classroom	Konica Minolta BH4020	A6WD01I002777
Nancy Loud School	2nd Floor Hallway	Konica Minolta BHC335I	A92F01I001989
Nancy Loud School	3rd Grade 1st Floor	Konica Minolta BH4020	A6WD01I000737
Nancy Loud School	4th Grade Classroom	Konica Minolta BH4020	A6WD01I000772
Nancy Loud School	Basement	Konica Minolta BH4020	A6WD01I002783
Nancy Loud School	Kindergarten 1st Floor	Konica Minolta BH4020	A6WD01I002784
Nancy Loud School	Main Office	Konica Minolta BH808	A8KN01I003239
Rochester Middle School	Administration	Konica Minolta BH654	A5YN017013359
Rochester Middle School	Girls' Locker Room	Konica Minolta BH4020	A6WD01I002871
Rochester Middle School	Guidance Office	Konica Minolta BH654	A5YN017013471
Rochester Middle School	Library	Konica Minolta BH4020	A6WD01I002799
Rochester Middle School	Library	Konica Minolta BHC308	A7PY01I018245
Rochester Middle School	Main Office	Konica Minolta BH4020	A6WD01I002837
Rochester Middle School	Main Office	Konica Minolta BHC335I	A92F01I002035
Rochester Middle School	Music Room	Konica Minolta BH4020	A6WD01I002838
Rochester Middle School	Nurse's Office	Konica Minolta BH4020	A6WD01I002788
Rochester Middle School	RMS CIC	Konica Minolta BH4020	A6WD01I002958
Rochester Middle School	Room 110 A Wing	Konica Minolta BH4020	A6WD01I002789
Rochester Middle School	Room 116	Konica Minolta BH4020	A6WD01I002826

Building	Room	Make/Model	Serial Number
Rochester Middle School	Room 120 B Wing	Konica Minolta BH4020	A6WD011005177
Rochester Middle School	Room 131 C Wing	Konica Minolta BH4020	A6WD011002840
Rochester Middle School	Room 134	Konica Minolta BHC3100P	A6DR012105335
Rochester Middle School	Room 136	Konica Minolta BH4020	A6WD011002753
Rochester Middle School	Room 144	Konica Minolta BHC3100P	A6DR012105337
Rochester Middle School	Room 146	Konica Minolta BH4020	A6WD011002828
Rochester Middle School	Room 147 CIC	Konica Minolta BH4020	A6WD011002962
Rochester Middle School	Room 152	Konica Minolta BH4020	A6WD011002842
Rochester Middle School	Room 153	Konica Minolta BHC3100P	A6DR012105359
Rochester Middle School	Room 173	Konica Minolta BH4020	A6WD011002942
Rochester Middle School	Room 175	Konica Minolta BH4020	A6WD011000768
Rochester Middle School	Room 213	Konica Minolta BH4020	A6WD011002898
Rochester Middle School	Room 216	Konica Minolta BH4020	A6WD011002767
Rochester Middle School	Room 224	Konica Minolta BH4020	A6WD011002764
Rochester Middle School	Room 231	Konica Minolta BHC3100P	A6DR012105353
Rochester Middle School	Room 232	Konica Minolta BH4020	A6WD011002759
Rochester Middle School	Room 238	Konica Minolta BH4020	A6WD011002782
Rochester Middle School	Room 240	Konica Minolta BH4020	A6WD011005292
Rochester Middle School	Room 242	Konica Minolta BHC3100P	A6DR012105360
Rochester Middle School	Room 244	Konica Minolta BHC3100P	A6DR012104761
Rochester Middle School	Room 250	Konica Minolta BH4020	A6WD011002949
Rochester Middle School	Room 251 Teachers' Lounge	Konica Minolta BH808	A8KN011002133
Rochester Middle School	Room 251 Teachers' Lounge	Konica Minolta BH808	A8KN011003196
Rochester Middle School	Room 251 Teachers' Lounge	Konica Minolta BH808	A8KN011003451
Rochester Middle School	Special Ed Office	Konica Minolta BH808	A8KN011003472
Rochester Tech Center	CIC Office	Konica Minolta BHC3100P	A6DR012105815
Rochester Tech Center	CIC Tech/Server Room	Konica Minolta BH4020	A6WD011002624
Rochester Tech Center	Conference Room	Konica Minolta BHC3100P	A6DR012104757
Rochester Tech Center	Graphics Lab	Konica Minolta BHC558	A79K011006714
Rochester Tech Center	Room 105 Horticulture	Konica Minolta BH4020	A6WD011003872
Rochester Tech Center	Room 120	Konica Minolta BH4020	A6WD011002025
Rochester Tech Center	Room 125 HVAC	Konica Minolta BH4020	A6WD011003859
Rochester Tech Center	Room 130 ESL Office	Konica Minolta BH4020	A6WD011003865
Rochester Tech Center	Room 135 Machine Shop Office	Konica Minolta BH4020	A6WD011004027
Rochester Tech Center	Room 140 Photography	Konica Minolta BHC308	A7PY011018273
Rochester Tech Center	Room 150 Drafting	Konica Minolta BH4020	A6WD011002613
Rochester Tech Center	Room 155	Konica Minolta BH4020	A6WD011002599

Building	Room	Make/Model	Serial Number
Rochester Tech Center	Room 165 Early Childhood	Konica Minolta BH4020	A6WD011002200
Rochester Tech Center	Room 200 Health Science	Konica Minolta BH4020	A6WD011003867
Rochester Tech Center	Room 205 Café	Konica Minolta BH4020	A6WD011006720
Rochester Tech Center	Room 220	Konica Minolta BH558	A9HG011003691
Rochester Tech Center	Room 225 Support Center	Konica Minolta BH4020	A6WD011003857
Rochester Tech Center	Room 230	Konica Minolta BH4020	A6WD011002131
Rochester Tech Center	Room 235 Math & Marketing	Konica Minolta BH4020	A6WD011003875
Rochester Tech Center	Room 245	Konica Minolta BH4020	A6WD011006735
Rochester Tech Center	Room 250 Special Ed	Konica Minolta BH4020	A6WD011004018
Rochester Tech Center	Room 255	Konica Minolta BH4020	A6WD011002565
Rochester Tech Center	Room 265	Konica Minolta BH4020	A6WD011002121
Rochester Tech Center	Room 300	Konica Minolta BH558	A9HG011003665
Rochester Tech Center	Teachers' Room Left	Konica Minolta BH808	A8KN011003453
Rochester Tech Center	Teachers' Room Right	Konica Minolta BH654	A5YN017012190
SAU 54	Assessor's Office	Konica Minolta BH4020	A6WD011005285
SAU 54	Facilities Office	Konica Minolta BH4020	A6WD011005176
SAU 54	Hall	Konica Minolta BH4020	A6WD011005287
SAU 54	Main Office	Konica Minolta BH808	A8KN011003444
SAU 54	Main Office Hall	Konica Minolta BHC308	A7PY011019680
SAU 54	Payroll	Konica Minolta BH40P	A0DX013004205
SAU 54	Payroll	Konica Minolta BH458	A9HH011004000
SAU 54	Payroll - Check Printer	Konica Minolta BH4700P	A63N011013739
SAU 54	Special Ed - Pupil Services	Konica Minolta BH4020	A6WD011005264
SAU 54	Special Ed - Reception	Konica Minolta BH654	A5YN017012195
SAU 54	Unknown	Konica Minolta BH4020	A6WD011005280
School Street School	Library	Konica Minolta BH4020	A6WD011002792
School Street School	Main Office	Konica Minolta BH654	A5YN017013102
School Street School	Teachers' Room 2nd Floor	Konica Minolta BH654	A5YN017012275
School Street School	Teachers' Room 2nd Floor	Konica Minolta BHC335I	A92F011002094
Spaulding High School	Assistant Principal (Angela)	Konica Minolta BH4020	A6WD011002761
Spaulding High School	Athletic Department	Konica Minolta BHC335I	A92F011001741
Spaulding High School	Data Office	Konica Minolta BH4020	A6WD011002756
Spaulding High School	Grierson Left Wall	Konica Minolta BH808	A8KN011003450
Spaulding High School	Grierson Left Window	Konica Minolta BH808	A8KN011003448
Spaulding High School	Grierson Right Wall	Konica Minolta BH808	A8KN011003460
Spaulding High School	Grierson Right Window	Konica Minolta BH808	A8KN011003433
Spaulding High School	Guidance Office	Konica Minolta BH4020	A6WD011005214

Building	Room	Make/Model	Serial Number
Spaulding High School	Guidance Office	Konica Minolta BHC3100P	A6DT012100842
Spaulding High School	Guidance Office	Konica Minolta BHC458	A79M011011052
Spaulding High School	Library	Konica Minolta BH458	A9HH011004020
Spaulding High School	Lunch Room	Konica Minolta BH558	A9HG011003663
Spaulding High School	Main Office	Konica Minolta BHC558	A79K011006719
Spaulding High School	Main Office Assistant Principal	Konica Minolta BH4020	A6WD011003028
Spaulding High School	Math Learning Lab	Konica Minolta BH4020	A6WD011003026
Spaulding High School	Men's Coaches' Office	Konica Minolta BH4020	A6WD011003101
Spaulding High School	Music Lab	Konica Minolta BH4020	A6WD011003064
Spaulding High School	Music Lab	Konica Minolta BH808	A8KN011003426
Spaulding High School	Nurse's Office	Konica Minolta BH4020	A6WD011003092
Spaulding High School	Red Raider by Library	Konica Minolta BH4020	A6WD011003031
Spaulding High School	Room 005 Art	Konica Minolta BHC3351	A92F011001736
Spaulding High School	Room 103	Konica Minolta BH4020	A6WD011003863
Spaulding High School	Room 104	Konica Minolta BH4020	A6WD011004016
Spaulding High School	Room 105	Konica Minolta BH4020	A6WD011004020
Spaulding High School	Room 106A Safety Team Office	Konica Minolta BH4020	A6WD011003011
Spaulding High School	Room 106C Safety Team Office	Konica Minolta BH4020	A6WD011003045
Spaulding High School	Room 108	Konica Minolta BH4020	A6WD011003925
Spaulding High School	Room 109	Konica Minolta BH4020	A6WD011002925
Spaulding High School	Room 110	Konica Minolta BH4020	A6WD011002795
Spaulding High School	Room 114	Konica Minolta BH4020	A6WD011002809
Spaulding High School	Room 115 Science Lab	Konica Minolta BH4020	A6WD011003033
Spaulding High School	Room 117	Konica Minolta BH4020	A6WD011003069
Spaulding High School	Room 118 Science Work	Konica Minolta BH808	A8KN011003483
Spaulding High School	Room 201	Konica Minolta BH4020	A6WD011002713
Spaulding High School	Room 203	Konica Minolta BH4020	A6WD011002846
Spaulding High School	Room 207 Lab	Konica Minolta BH4020	A6WD011002890
Spaulding High School	Room 208	Konica Minolta BH4020	A6WD011002914
Spaulding High School	Room 213	Konica Minolta BH4020	A6WD011002881
Spaulding High School	Room 214 English Learning Lab	Konica Minolta BH4020	A6WD011005222
Spaulding High School	Room 223	Konica Minolta BH4020	A6WD011002889
Spaulding High School	Room 224	Konica Minolta BH4020	A6WD011002802
Spaulding High School	Room 224 - Secretary Office	Konica Minolta BH4020	A6WD011005260
Spaulding High School	Room 226	Konica Minolta BH4020	A6WD011002702
Spaulding High School	Room 229	Konica Minolta BH4020	A6WD011002833
Spaulding High School	Room 230	Konica Minolta BH4020	A6WD011002708

Building	Room	Make/Model	Serial Number
Spaulding High School	Room 233	Konica Minolta BH4020	A6WD011002715
Spaulding High School	Room 238	Konica Minolta BH4020	A6WD011002746
Spaulding High School	Room 241	Konica Minolta BH4020	A6WD011002709
Spaulding High School	Room 301	Konica Minolta BH4020	A6WD011002712
Spaulding High School	Room 301	Konica Minolta BH4020	A6WD011002728
Spaulding High School	Room 301 Work Room	Konica Minolta BH808	A8KN011003458
Spaulding High School	Room 304	Konica Minolta BH4020	A6WD011002911
Spaulding High School	Room 305	Konica Minolta BH4020	A6WD011005198
Spaulding High School	Room 307	Konica Minolta BH4020	A6WD011002787
Spaulding High School	Room 310	Konica Minolta BH4020	A6WD011002762
Spaulding High School	Room 311	Konica Minolta BH4020	A6WD011005230
Spaulding High School	Social Worker - Basement	Konica Minolta BH4020	A6WD011003038
Spaulding High School	Special Ed Bridge - Lori Gay's Office	Konica Minolta BH308	A9HK011003566
Spaulding High School	Women's Locker Room	Konica Minolta BH4020	A6WD011003058
The Hope Program	Main Office	Konica Minolta BHC308	A7PY011018218
Tutoring Academy	Main Office	Konica Minolta BH4020	A6WD011005290
William Allen School	Library	Konica Minolta BH4020	A6WD011002835
William Allen School	Library Computer Lab	Konica Minolta BH4020	A6WD011002836
William Allen School	Main Office	Konica Minolta BH808	A8KN011003477
William Allen School	Main Office	Konica Minolta BHC3351	A92F011002084
William Allen School	Modular 2	Konica Minolta BH4020	A6WD011002752
William Allen School	Room 09 Hallway	Konica Minolta BH808	A8KN011003465
William Allen School	Room 18 Assistant Principal	Konica Minolta BHC3100P	A6DR012105821
William Allen School	Room 19 - Nurse's Office	Konica Minolta BH4020	A6WD011002779
William Allen School	Room 25	Konica Minolta BHC3100P	A6DR012105814
William Allen School	Teachers' Room	Konica Minolta BH808	A8KN011004367

OWNED EQUIPMENT

Building	Room	Make/Model	Serial Number
Spaulding High School	Justin Roy's Office	Konica Minolta BH4020	A6WD011005281
Spaulding High School	Library - Mobile A	Konica Minolta BH3300P	A63P011000299
Spaulding High School	Library - Mobile B	Konica Minolta BH3300P	A63P011000416
Spaulding High School	STORAGE	Konica Minolta BH3300P	A63P011000321

STARDoc USER NAMES

Name	User Name
Adam Houghton	houghton.a
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Christine Hebert	hebert.c
Don Demars	demars.d
Donna Martin	martin.d
Elaine Craigie	craigie.e
Elaine Labrie	elabrie
Erin Mahoney	mahoney.e
Heidi Keenan	keenan.h
Jennifer Hersom	hersom.j
Justin Roy	roy.j
Kyle Repucci	repucci.k
Linda Bartlett	bartlett.l
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Tricia Torr	torr.t



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