SPC

Specialized Purchasing Consultants

1491 East Side River Road

 Dummer, NH 03588

(800)750-1538

FY20 Annual Report

Year - End Photocopier Analysis

With projected costs for FY21

Ruth Ellen Vaughn

NHSAU 61 - Farmington

35 School Street

Farmington, NH 03835

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

September 2020

Ruth Ellen Vaughn
NHSAU 61 - Farmington
35 School Street
Farmington, NH 03835

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 Ruth Ellen:

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

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

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

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

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team

Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I 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.

Jessica Paradis
Accounting Coordinator

Jessica oversees billing, resolving any questions or issues as needed. She is also responsible for setting up lease and purchase transactions.

Alex Webster
Operations & Marketing Manager

Alex oversees STARDoc, FM Audit, and equipment upgrades. He also researches and markets current and new SPC tools and services to existing and potential clients.

Pam Weed
Client-Vendor Relations

Pam helps to maintain a good working relationship between clients and vendors, especially with regard to equipment reliability. She also oversees equipment upgrades and changes, warranty replacements, end-of-year meter collection and billing, and Annual Report scheduling. Pam assists with marketing SPC services to existing and potential clients.

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 equipment surveys and installation audits. He assists with contact information updates along with STARDoc and FM Audit updates.

Heidi Tilton
Accounting Support

Heidi handles bookkeeping and billing for both clients and vendors, processing payments, and other office support.

Kelly Fortier
Office Support

Our newest team member, Kelly assists with maintaining service & supply contracts, managing equipment trades, and upgrades, bookkeeping and other general office work.

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 and supply contracts.

1999   Improved Annual Reports

- 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

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.

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.

2021   SPC Roadmap

- Major STARDoc facelift. User interface will be more modern.
- Update Bid Process to simplify bid submission for all of our vendors.
- Five Year Fleet Management (FYFM) - Projects out Five Year costs for all equipment based on current and past usage.

Equipment Health Status

Total Number of Machines:	**41**

Total Black Photocopiers:	**18**
Total Color Photocopiers:	**9**
Total Black Network Printers:	**9**
Total Color Network Printers:	**5**
Total Removed From Service:	**0**

# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	24
# of Units Overused:	0
# of Units Underused:	0
Commencement Date:	08/02/2017
# of Annual Payments Left on Lease:	2
All Warranties and Service Contracts Expire:	06/30/2023
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 Ruth Ellen,

Because of the change to remote learning in March, COVID-19 had a direct and significant impact on client budgets. Usage was dramatically affected and resulted in a year-end under usage credit of $2,936.40. While this may seem like a positive – saving money on reprographic expenses – it has actually put a tremendous burden on the vendors as they are starting off the new fiscal year with a deficit. Combine this with other economic strains for the vendors, SPC is concerned, which is why we have developed the Warranty and Relief Fund (see page 46) to protect our clients.

In reviewing the service history report for the district, it looks like KMBS is taking good care of the equipment. The response time is right at the bid requirement of 4 hours. The older machines brought out there and in this report are ones that are owned by the district and were carried forward with the last upgrade done in 2017.

There are substantial cost savings to be incurred with a bid. Based on COVID volume (lower than normal), we estimate $9,771.74 potential color cost savings with your next upgrade over five years. We can discuss when would be a good time to consider doing your next bid when we meet. Your next upgrade could take place as early as 8-2-2021. We will discuss the pros and cons when we meet.

Sincerely,
Skip

Aging Equipment Summary

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

Building	Room	Make/Model	Serial Number	Vendor Name	Intro Date
Farmington High	Guidance Office	Konica Minolta BH4700P	A63N011019587	KMBS	04/01/2013
Farmington High	Room 216	Konica Minolta BH4700P	A63N011018552	KMBS	04/01/2013
Farmington High	Special Ed Room 104A	Konica Minolta BHC454	A4FJ011004865	KMBS	07/01/2012
Henry Wilson Memorial	Grades 7-8 Special Ed Room 9	Konica Minolta BHC454	A4FJ011006770	KMBS	07/01/2012
Henry Wilson Memorial	Larry's Office Room 119	Konica Minolta BHC454	A4FJ011007127	KMBS	07/01/2012
Henry Wilson Memorial	Room 127 Library	Konica Minolta BH4700P	A63N011019627	KMBS	04/01/2013
Henry Wilson Memorial	Room 127 Library	Konica Minolta BH4700P	A63N011018550	KMBS	04/01/2013
Henry Wilson Memorial	Room 31 SPED 4-6	Konica Minolta BH454	A61D011002545	KMBS	07/01/2012
SAU 61	Business Office Closet	Konica Minolta BH4700P	A63N011018555	KMBS	04/01/2013
Valley View Community	Guidance	Konica Minolta BH4700P	A63N011019637	KMBS	04/01/2013
Valley View Community	Room 206 Computer Lab	Konica Minolta BH4700P	A63N011018557	KMBS	04/01/2013
Valley View Community	Room 224 Special Ed	Konica Minolta BH754	A55V011000052	KMBS	03/01/2013

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
HP Pro 6970	TH74J6Q17C	10.4.0.211	2020-09-08 03:18:18

Annual Black Volume by Location
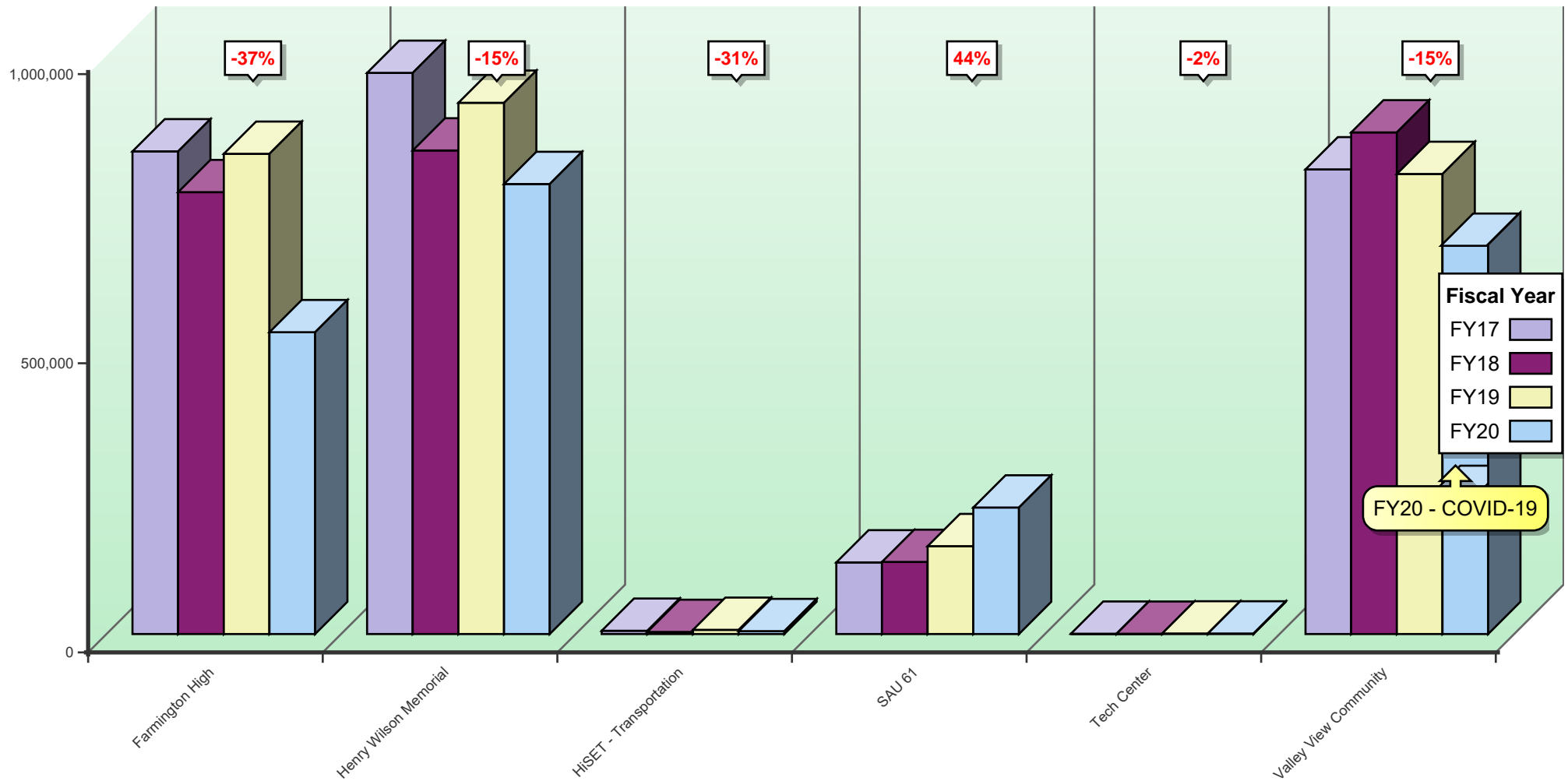
Annual Black Volume Overall
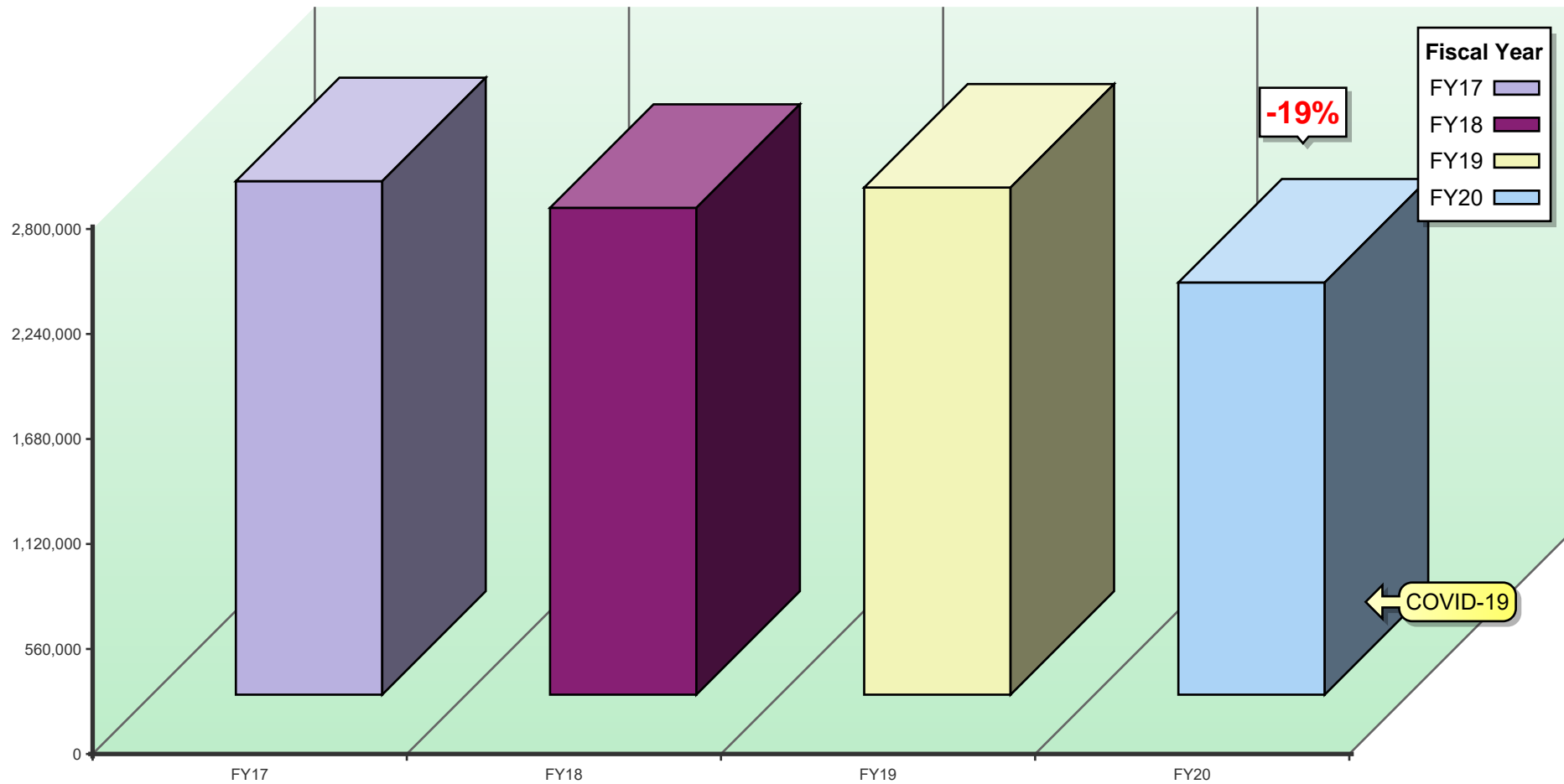
% amount equals the overall increase or decrease between Previous Year & Current Year

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 Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Farmington High	249	521,914	$12,260.93	2,096	$49.24
Henry Wilson Memorial	294	778,193	$18,169.41	2,647	$61.80
HiSET - Transportation	0	4,977	$131.10	0	$0.00
SAU 61	0	218,755	$5,224.33	0	$0.00
Tech Center	0	904	$21.78	0	$0.00
Valley View Community	256	673,562	$15,692.65	2,631	$61.30
Totals	**799**	**2,198,305**	**$51,500.19**	**2,751**	**$64.46**

*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	74,038	131,634,476	$3,165,697.18	1,778	$42.76

*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.
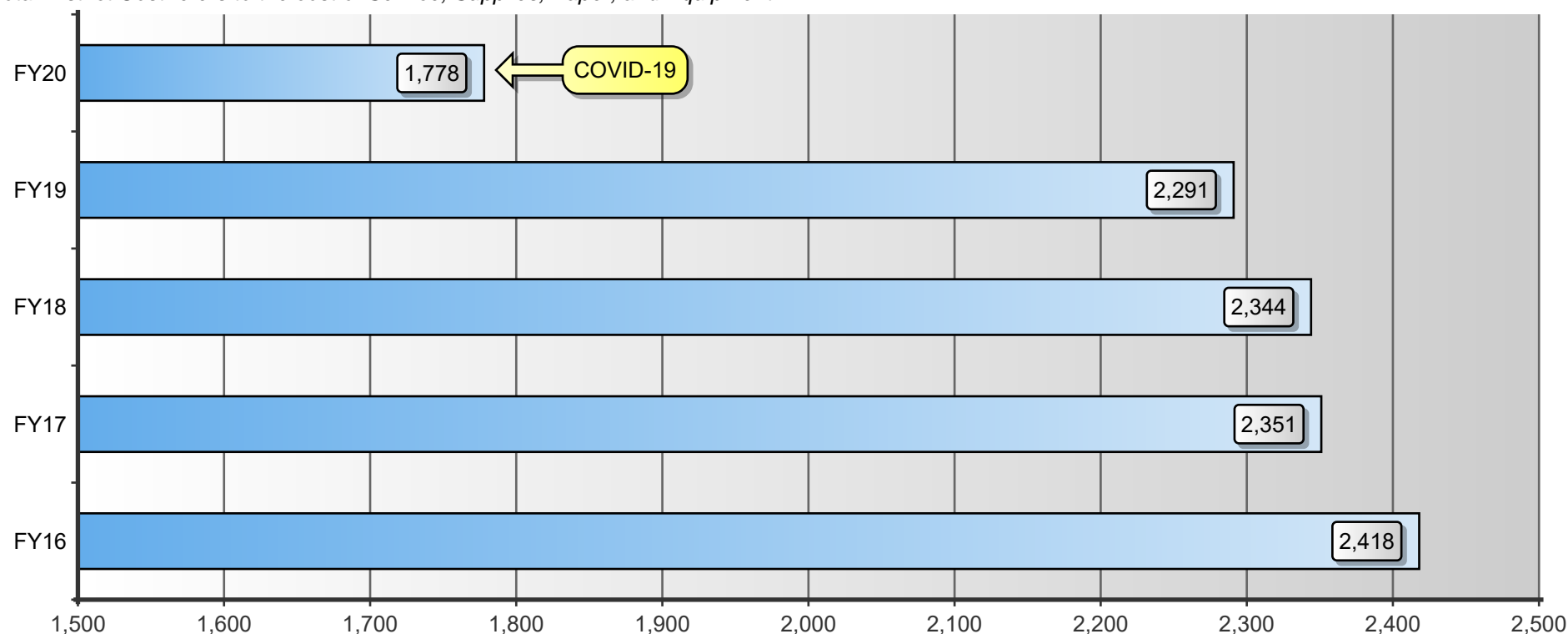
Annual Color Volume by Location
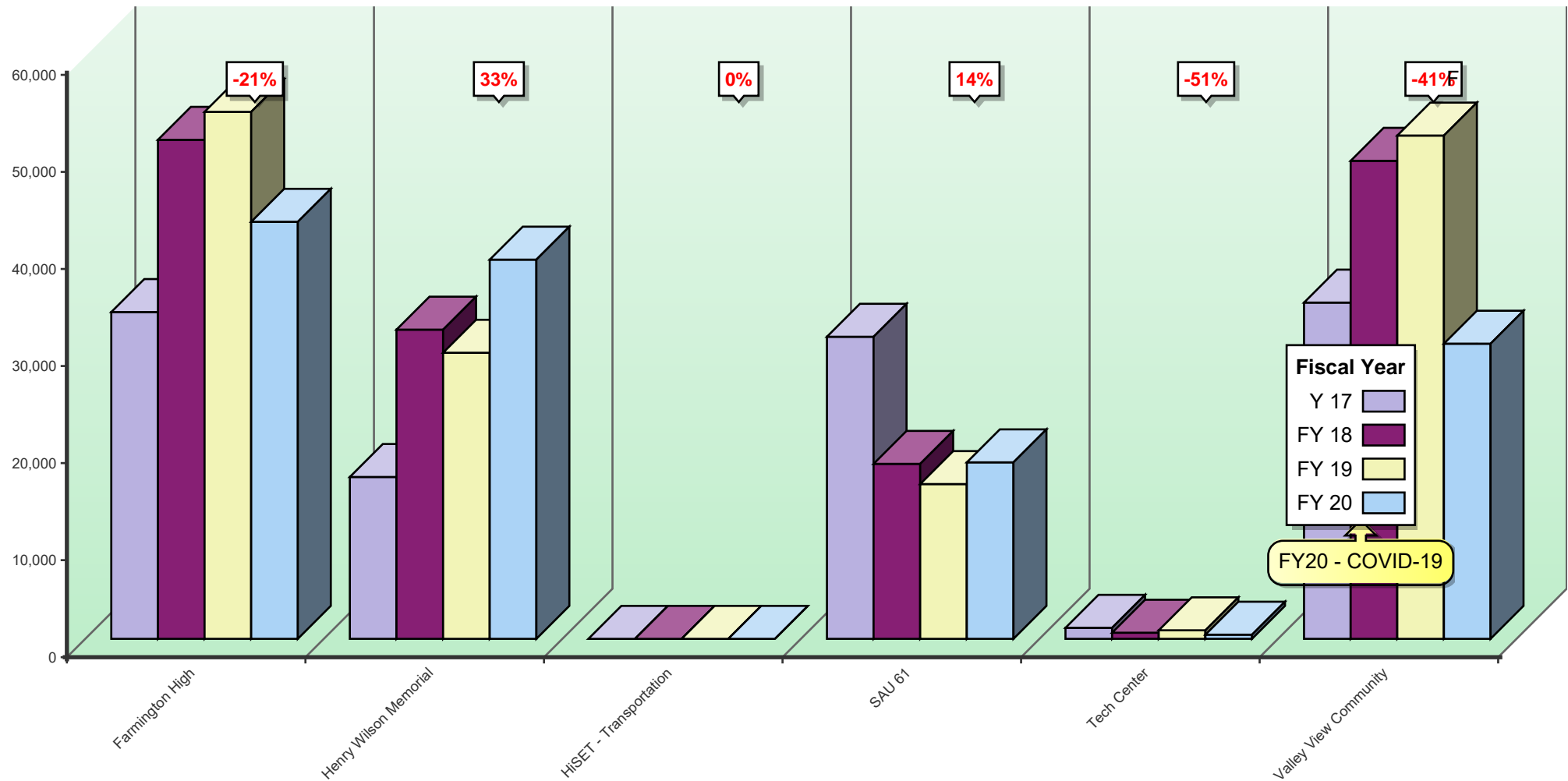
Annual Color Volume Overall
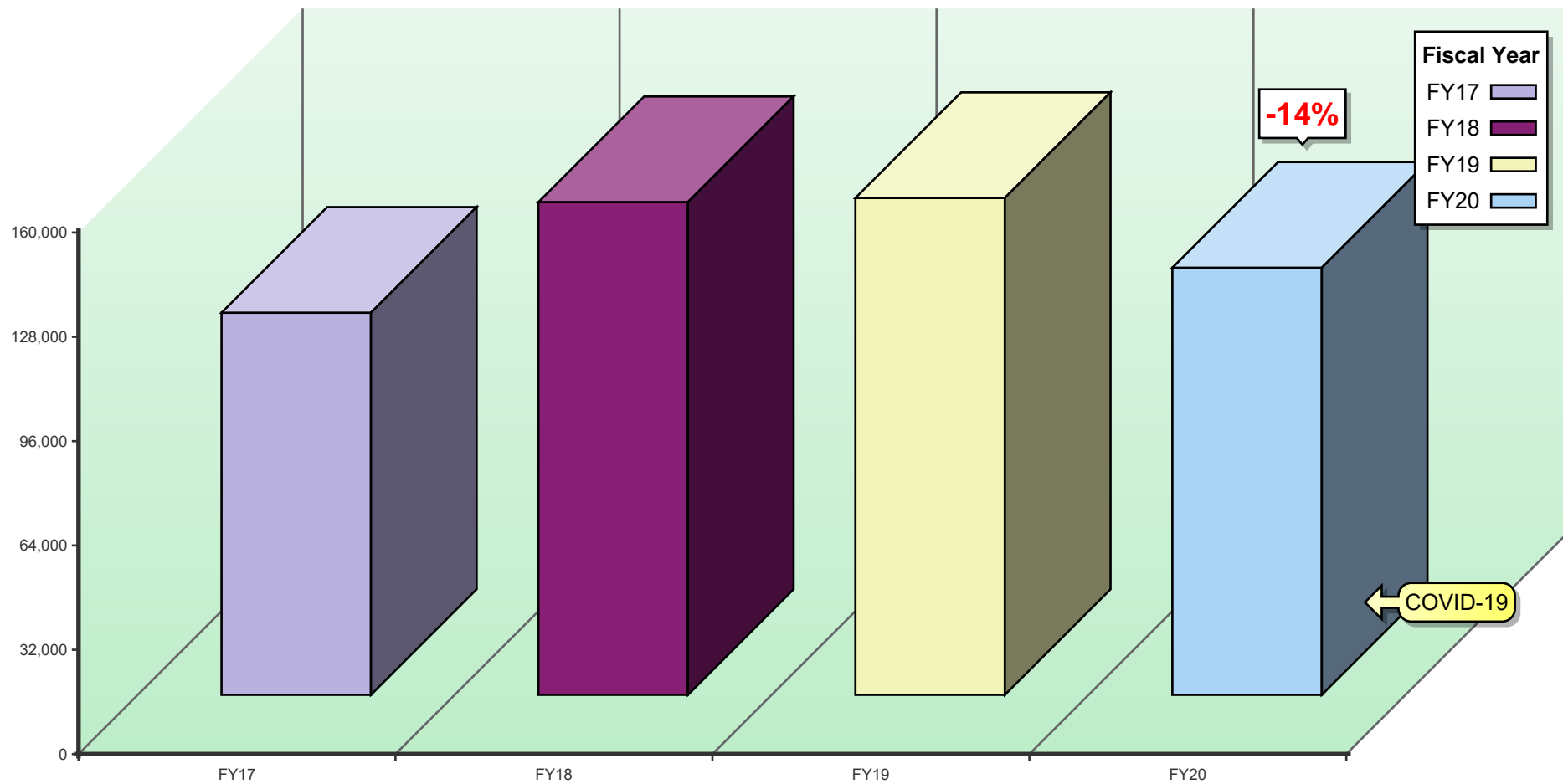
% amount equals the overall increase or decrease between Previous Year & Current Year

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 Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Farmington High	249	42,967	$2,274.44	173	$9.13
Henry Wilson Memorial	294	39,068	$2,068.69	133	$7.04
HiSET - Transportation	0	0	$0.00	0	$0.00
SAU 61	0	18,183	$955.33	0	$0.00
Tech Center	0	428	$25.32	0	$0.00
Valley View Community	256	30,407	$1,597.58	119	$6.24
Totals	**799**	**131,053**	**$6,921.37**	**164**	**$8.66**

*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 44 of STARDoc Features. Current industry ratio averages 184 color prints per student per year. Your color volume this year averages 164 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

District Wide Black Totals	*2,198,305*	*$7,751.03*
District Wide Color Totals	*131,053*	*$6,900.29*

# 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	74,038	13,597,620	$725,023.31	184	$9.79

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

Projected FY22: 236
Projected FY21: 202
FY20: 184 ← COVID-19
FY19: 216
FY18: 185
FY17: 167
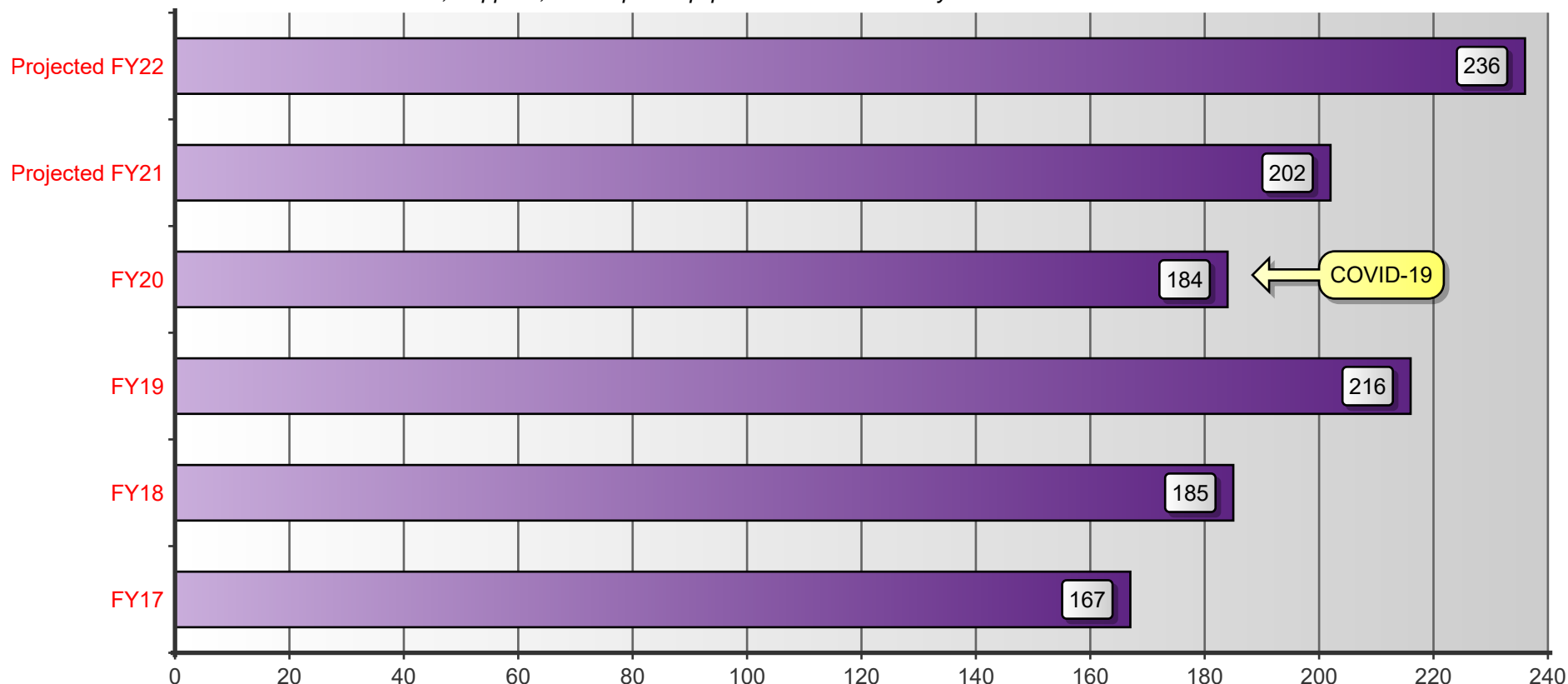
Color-to-Total Volume Comparison

Volumes
Black
Color

5.6%

9.4%

2,198,305

2,742,385

131,053

283,284

3,000,000

2,000,000

1,000,000

0

NHSAU 61 - Farmington

All Schools Average
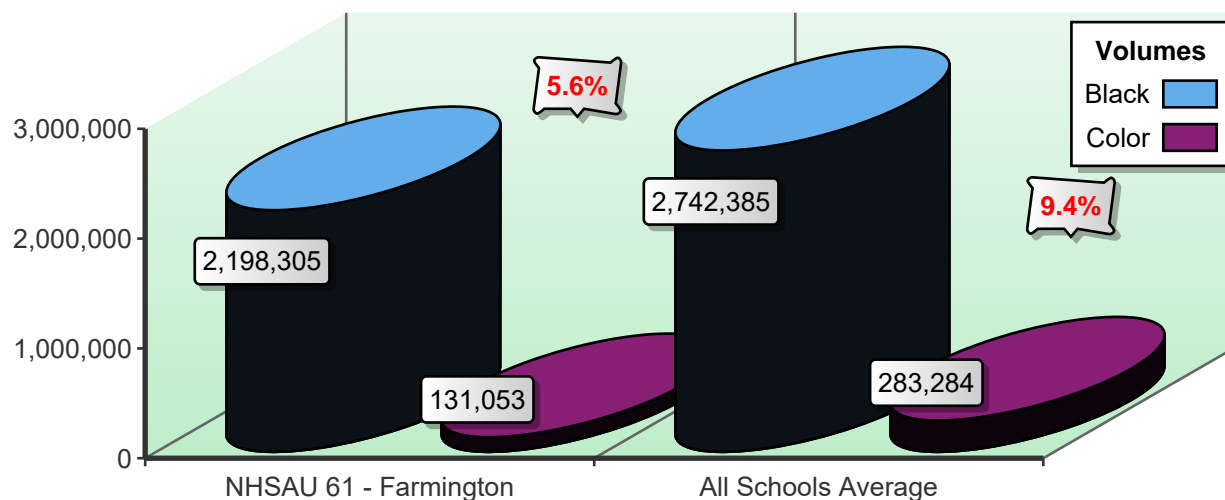
SPC Analysis

COLOR printing is skyrocketing out of control! A five-year study of 83,000 students across the Tri-State region revealed a rapid increase in the K-12 sector. In fact, in FY19, color printing increased by 19%! Of course FY20 was dramatically different because of COVID-19. Therefore, we should assume that color volume will continue to increase unless the proper controls are put in place. Obviously, some color printing is necessary. However, if color printing 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.

Usage Profile for Service & Supplies

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 Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Farmington High					
Admin Main Office					
Konica Minolta BH3301P / 35 PPM	5,844	8,182	2,338	$0.00643	None at this time.
A63P015000849 / 9323 8201				$15.03	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Admin Main Office					
Konica Minolta BHC458 / 45 PPM	36,450	62,808	26,358	$0.00336	None at this time.
A79M011031024 /				$88.56	
1,000,000 / 08/2016	11,505	18,968	7,463	$0.05238	
Color Photocopier				$390.91	
KMBS					
Athletic Office - NOT IN USE					
Konica Minolta BH4020 / 42 PPM	6,988	7,177	189	$0.00643	None at this time.
A6WD011000701 / 9467 2305				$1.22	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Cafeteria Office					
Konica Minolta BH4020 / 42 PPM	22,793	22,797	4	$0.00643	None at this time.
A6WD011007250 / 9467 2304				$0.03	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Guidance Office					
Konica Minolta BH4700P / 50 PPM	29,280	39,028	9,748	$0.00643	7 years from Intro.
A63N011019587 / 9323 8213				$62.68	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Library					
Konica Minolta BH808 / 80 PPM	301,954	397,468	95,514	$0.00336	None at this time.
A8KN011003931 / 9479 2395				$320.93	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Library Room 104					
Konica Minolta BHC658 / 65 PPM	321,782	419,365	97,583	$0.00336	None at this time.
A79J013000141 / 9479 2398				$327.88	
3,000,000 / 05/2017	71,888	104,820	32,932	$0.05238	
Color Photocopier				$1,724.98	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Main Floor Hall South					
Konica Minolta BH3301P / 35 PPM	2,335	3,843	1,508	$0.00643	None at this time.
A63P015001458 / 9467 2295				$9.70	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 106					
Konica Minolta BH4020 / 42 PPM	18,944	32,973	14,029	$0.00643	None at this time.
A6WD011007125 / 9467 2292				$90.21	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Room 207 Art					
Konica Minolta BHC3100P / 32 PPM	2,016	2,521	505	$0.00643	None at this time.
A6DR012104786 / 9467 2293				$3.25	
750,000 / 06/2014	1,856	2,421	565	$0.05898	
Color Network Printer				$33.32	
KMBS					
Room 208 Lab					
Konica Minolta BHC3100P / 32 PPM	4,681	5,658	977	$0.00643	None at this time.
A6DR012104784 / 9467 2291				$6.28	
750,000 / 06/2014	3,405	3,819	414	$0.05898	
Color Network Printer				$24.42	
KMBS					

Make-Model/Speed					
Serial Number/Vendor Machine ID			*FY20*		
Life / Intro Date	*07/01/2019*	*06/30/2020*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

Room 210

Konica Minolta BHC3100P / 32 PPM	17,428	22,668	5,240	$0.00643	None at this time.
A6DR012104772 / 9467 2306				$33.69	
750,000 / 06/2014	2,929	3,720	791	$0.05898	
Color Network Printer				$46.65	
KMBS					

Room 212

Konica Minolta BHC3100P / 32 PPM	9,175	11,398	2,223	$0.00643	None at this time.
A6DR012104788 / 9467 2294				$14.29	
750,000 / 06/2014	1,877	2,668	791	$0.05898	
Color Network Printer				$46.65	
KMBS					

Room 216

Konica Minolta BH4700P / 50 PPM	8,420	10,881	2,461	$0.00643	7 years from Intro.
A63N011018552 / 9467 2282				$15.82	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Special Ed Room 104A

Konica Minolta BHC454 / 45 PPM	161,134	164,655	3,521	$0.00336	8 years from Intro.
A4FJ011004865 / 9342 4563				$11.83	
1,000,000 / 07/2012	16,558	16,569	11	$0.05238	
Color Photocopier				$0.58	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Teachers' Room 2nd Floor					
Konica Minolta BH808 / 80 PPM	730,821	990,537	259,716	$0.00336	None at this time.
A8KN011003836 / 9467 2316				$872.65	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

		Subtotal Black	521,914	$1,874.04	
		Subtotal Color	42,967	$2,267.51	

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Henry Wilson Memorial					
Grades 7-8 Special Ed Room 9					
Konica Minolta BHC454 / 45 PPM	584,665	602,285	17,620	$0.00336	8 years from Intro.
A4FJ011006770 / 9342 4566				$59.20	
1,000,000 / 07/2012	187,610	189,350	1,740	$0.05238	
Color Photocopier				$91.14	
KMBS					
Guidance Office Room 36					
Konica Minolta BHC3100P / 32 PPM	2,413	3,933	1,520	$0.00643	None at this time.
A6DR012104782 / 9467 6586				$9.77	
750,000 / 06/2014	5,521	7,946	2,425	$0.05898	
Color Network Printer				$143.03	
KMBS					
Larry's Office Room 119					
Konica Minolta BHC454 / 45 PPM	233,315	235,923	2,608	$0.00336	8 years from Intro.
A4FJ011007127 / 9342 4898				$8.76	
1,000,000 / 07/2012	53,009	53,704	695	$0.05238	
Color Photocopier				$36.40	
KMBS					
Room 102					
Konica Minolta BHC458 / 45 PPM	129,671	188,836	59,165	$0.00336	None at this time.
A79M011013976 / 9467 2320				$198.79	
1,000,000 / 08/2016	50,664	84,872	34,208	$0.05238	
Color Photocopier				$1,791.82	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 105					
Konica Minolta BH808 / 80 PPM	641,572	957,743	316,171	$0.00336	None at this time.
A8KN011003817 / 9479 2399				$1,062.33	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 127 Library					
Konica Minolta BH4700P / 50 PPM	13,928	17,981	4,053	$0.00643	7 years from Intro.
A63N011019627 / 9467 2259				$26.06	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 127 Library					
Konica Minolta BH4700P / 50 PPM	48,085	64,602	16,517	$0.00643	7 years from Intro.
A63N011018550 / 9467 2260				$106.20	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 128 Copy Center					
Konica Minolta BH808 / 80 PPM	239,704	330,483	90,779	$0.00336	None at this time.
A8KN011004174 / 9467 2338				$305.02	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 128 Copy Center					
Konica Minolta BH808 / 80 PPM	558,018	772,510	214,492	$0.00336	None at this time.
A8KN011004128 / 9467 2340				$720.69	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 31 SPED 4-6					
Konica Minolta BH454 / 45 PPM	187,250	242,518	55,268	$0.00336	8 years from Intro.
A61D011002545 / 9322 0453				$185.70	
1,000,000 / 07/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

	Subtotal Black	778,193	$2,682.54
	Subtotal Color	39,068	$2,062.39

Make-Model/Speed					
Serial Number/Vendor Machine ID			*FY20*		
Life / Intro Date	*07/01/2019*	*06/30/2020*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	*Recommendations*

HiSET - Transportation

Office

Konica Minolta BH4020 / 42 PPM	10,829	15,806	4,977	$0.00643	None at this time.
A6WD011000551 /				$32.00	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					

	Subtotal Black	**4,977**	**$32.00**	
	Subtotal Color	**0**	**$0.00**	

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAU 61					
Admin Assistant					
Konica Minolta BH4020 / 42 PPM	23,842	38,839	14,997	$0.00643	None at this time.
A6WD011007226 / 9467 2258				$96.43	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Business Office Closet					
Konica Minolta BH4700P / 50 PPM	1,610	1,610	0	$0.00643	7 years from Intro.
A63N011018555 / 9467 2296				$0.00	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Business Office Copy Room					
Konica Minolta BHC658 / 65 PPM	140,264	240,503	100,239	$0.00336	None at this time.
A79J013000028 / 9479 2394				$336.80	
3,000,000 / 05/2017	34,039	52,222	18,183	$0.05238	
Color Photocopier				$952.43	
KMBS					
SPED Director's Office					
Konica Minolta BH4020 / 42 PPM	25,104	54,235	29,131	$0.00643	None at this time.
A6WD011007225 / 9467 2257				$187.31	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Superintendent's Office					
Konica Minolta BH558 / 55 PPM	86,088	160,476	74,388	$0.00336	None at this time.
A9HG011004334 / 9479 2402				$249.94	
3,000,000 / 02/2017	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

		Subtotal Black	218,755	$870.49	
		Subtotal Color	18,183	$952.43	

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Tech Center					
Tech Office Second Floor					
Konica Minolta BHC3110 / 32 PPM	1,375	2,279	904	$0.00419	None at this time.
A6DT012103553 / 9467 2301				$3.79	
750,000 / 06/2014	1,507	1,935	428	$0.05898	
Color Laser MFP				$25.24	
KMBS					

	Subtotal Black	**904**	**$3.79**
	Subtotal Color	**428**	**$25.24**

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Valley View Community					
Guidance					
Konica Minolta BH4700P / 50 PPM	3,730	5,104	1,374	$0.00643	7 years from Intro.
A63N011019637 / 9323 8202				$8.83	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Library					
Konica Minolta BH4020 / 42 PPM	22,641	27,959	5,318	$0.00643	None at this time.
A6WD011007248 / 9467 2302				$34.19	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Room 102 Main Office					
Konica Minolta BHC458 / 45 PPM	115,868	188,547	72,679	$0.00336	None at this time.
A79M011013525 / 9467 2322				$244.20	
1,000,000 / 08/2016	101,129	131,536	30,407	$0.05238	
Color Photocopier				$1,592.72	
KMBS					
Room 116					
Konica Minolta BH4020 / 42 PPM	4,110	4,110	0	$0.00643	None at this time.
A6WD011000695 / 9467 2303				$0.00	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 119 Copy Center					
Konica Minolta BH808 / 80 PPM	510,269	700,227	189,958	$0.00336	None at this time.
A8KN011004208 / 9467 2343				$638.26	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 206 Computer Lab					
Konica Minolta BH4700P / 50 PPM	10,657	12,106	1,449	$0.00643	7 years from Intro.
A63N011018557 / 9467 2283				$9.32	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 224 Special Ed					
Konica Minolta BH754 / 75 PPM	586,288	650,367	64,079	$0.00336	7 years from Intro.
A55V011000052 / 9342 4253				$215.31	
4,000,000 / 03/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Teachers' Room Second Floor					
Konica Minolta BH808 / 80 PPM	795,876	1,134,581	338,705	$0.00336	None at this time.
A8KN011004213 / 9467 2342				$1,138.05	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Subtotal Black	673,562	$2,288.16		
Subtotal Color	30,407	$1,592.72		
District Wide Black Totals	2,198,305	$7,751.03		
District Wide Color Totals	131,053	$6,900.29	**Your Avg Color CPC is $0.0527**	

Estimated cost savings with your next bid: $9771.74 over 5 years. Our bids are coming in at an average of $.03774 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 09/01/2008 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 20 black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	Prior CPC	Average Annual Cost
2,198,305	$0.01761	$38,712.15

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,198,305	$0.00353	$7,760.02	$30,952.13	$154,760.67

*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 $30,952.13 x 12 years as a Client = $371,425.61 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 payment are figured in to provide budget information for the <u>upcoming fiscal year.</u>

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Farmington High	521,914	$1,879.65	$2,818.34	$7,562.94	$12,260.93
Henry Wilson Memorial	778,193	$2,690.55	$4,202.24	$11,276.62	$18,169.41
HiSET - Transportation	4,977	$32.10	$26.88	$72.12	$131.10
SAU 61	218,755	$873.12	$1,181.28	$3,169.93	$5,224.33
Tech Center	904	$3.80	$4.88	$13.10	$21.78
Valley View Community	673,562	$2,294.98	$3,637.23	$9,760.44	$15,692.65
Total	**2,198,305**	**$7,774.20**	**$11,870.85**	**$31,855.15**	**$51,500.19**

SPC Equipment Bids:
Presently our bids are coming in between ==12% to 17%== *of Retail, while the current Salesman's Cost is 50% of Retail.*
For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a ==Retail Cost of $45,640== *is coming in at* ==$7,342...16% 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 current annual lease payment are NOT figured in to this table, as they are covered in the Black prints report.

Building	Projected Color Volume	Service & Supply Cost
Farmington High	42,967	$2,274.44
Henry Wilson Memorial	39,068	$2,068.69
HiSET - Transportation	0	$0.00
SAU 61	18,183	$955.33
Tech Center	428	$25.32
Valley View Community	30,407	$1,597.58
Total	**131,053**	**$6,921.37**

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new 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. ==Current year's increase is 0.03%.==

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	68,645	$0.00643	$441.39	$0.00645	$442.76
Konica-Minolta Business Solutions	Black Network Printer	39,448	$0.00643	$253.65	$0.00645	$254.44
Konica-Minolta Business Solutions	Black Photocopier	1,699,070	$0.00336	$5,708.88	$0.00337	$5,725.87
Konica-Minolta Business Solutions	Color Laser MFP	904	$0.00419	$3.79	$0.00420	$3.80
Konica-Minolta Business Solutions	Color Network Printer	10,465	$0.00643	$67.29	$0.00645	$67.50
Konica-Minolta Business Solutions	Color Photocopier	379,773	$0.00336	$1,276.04	$0.00337	$1,279.84
	Total	**2,198,305**	**$0.00353**	**$7,751.03**	**$0.00354**	**$7,774.20**

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new 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. ==Current year's increase is 0.03%.==

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Color Laser MFP	428	$0.05898	$25.24	$0.05916	$25.32
Konica-Minolta Business Solutions	Color Network Printer	4,986	$0.05898	$294.07	$0.05916	$294.97
Konica-Minolta Business Solutions	Color Photocopier	125,639	$0.05238	$6,580.97	$0.05254	$6,601.07
	Total	**131,053**	**$0.05265**	**$6,900.29**	**$0.05281**	**$6,921.37**

Reprographic Equipment Assessment

This chart provides the status of your equipment and details of your current lease, if any.*

Total Number of Units	**41**
Total Number of Units on Lease	**36**
Total Number of Units Owned	**5**
Lease Company	**Norway Savings Bank**
Lease Start Date	**08/02/2017**
Lease End Date	**08/01/2022**
Term	**5 years**
Annual Payment usually due on 8/1	**$31,855.15**
Remaining Payments	**2**

*The determination on the lease has no bearing on Service & Supply and Warranty Contracts.

Leased Equipment

Building	Make/Model	Serial Number
Farmington High	Konica Minolta BH4700P	A63N011018552
Farmington High	Konica Minolta BH4700P	A63N011019587
Farmington High	Konica Minolta BH3301P	A63P015000849
Farmington High	Konica Minolta BH3301P	A63P015001458
Farmington High	Konica Minolta BHC3100P	A6DR012104772
Farmington High	Konica Minolta BHC3100P	A6DR012104784
Farmington High	Konica Minolta BHC3100P	A6DR012104786
Farmington High	Konica Minolta BHC3100P	A6DR012104788
Farmington High	Konica Minolta BH4020	A6WD011000701
Farmington High	Konica Minolta BH4020	A6WD011007125
Farmington High	Konica Minolta BH4020	A6WD011007250
Farmington High	Konica Minolta BHC658	A79J013000141
Farmington High	Konica Minolta BHC458	A79M011031024
Farmington High	Konica Minolta BH808	A8KN011003836
Farmington High	Konica Minolta BH808	A8KN011003931
Henry Wilson Memorial	Konica Minolta BH4700P	A63N011018550
Henry Wilson Memorial	Konica Minolta BH4700P	A63N011019627
Henry Wilson Memorial	Konica Minolta BHC3100P	A6DR012104782
Henry Wilson Memorial	Konica Minolta BHC458	A79M011013976
Henry Wilson Memorial	Konica Minolta BH808	A8KN011003817
Henry Wilson Memorial	Konica Minolta BH808	A8KN011004128
Henry Wilson Memorial	Konica Minolta BH808	A8KN011004174
HiSET - Transportation	Konica Minolta BH4020	A6WD011000551
SAU 61	Konica Minolta BH4700P	A63N011018555
SAU 61	Konica Minolta BH4020	A6WD011007225
SAU 61	Konica Minolta BH4020	A6WD011007226
SAU 61	Konica Minolta BHC658	A79J013000028
SAU 61	Konica Minolta BH558	A9HG011004334
Tech Center	Konica Minolta BHC3110	A6DT012103553
Valley View Community	Konica Minolta BH4700P	A63N011018557
Valley View Community	Konica Minolta BH4700P	A63N011019637
Valley View Community	Konica Minolta BH4020	A6WD011000695

Building	Make/Model	Serial Number
Valley View Community	Konica Minolta BH4020	A6WD011007248
Valley View Community	Konica Minolta BHC458	A79M011013525
Valley View Community	Konica Minolta BH808	A8KN011004208
Valley View Community	Konica Minolta BH808	A8KN011004213

Owned Equipment

Building	Make/Model	Serial Number
Farmington High	Konica MinoltaBHC454	A4FJ011004865
Henry Wilson Memorial	Konica MinoltaBHC454	A4FJ011006770
Henry Wilson Memorial	Konica MinoltaBHC454	A4FJ011007127
Henry Wilson Memorial	Konica MinoltaBH454	A61D011002545
Valley View Community	Konica MinoltaBH754	A55V011000052

STARDoc User Names

Name	User Name
Barbara Gardner	bgardner@sau61.org
Diana Jansen	djansen@sau61.org
Donald Bansfield	dbansfield@sau61.org
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Jennifer Lowton	jlowton@sau61.org
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Paul Roberts	proberts@sau61.org
Ruth-Ellen Vaughn	rvaughn@sau61.org
Sharon Langis	slangis@sau61.org
Sheryl Olstad	solstad@sau61.org
Traci Cameron	tcameron@sau61.org

Top Benefits to <mark>our CLIENTS:</mark>

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 63 clients with over 3,700 devices doing more than <mark>155</mark> million copies and prints per year. We purchase approximately 1,100 units annually with 80 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 <u>STARDoc</u> 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 annually and/or quarterly.

- TWO 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.

Benefits of partnering with SPC

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 over usage.
- 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 1989, saving millions of dollars along the way.

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

Overall Benefits to <mark>our VENDORS</mark>

- Opportunities brought to you - Over 1,100 units purchased annually running over 80 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).
- Controls the Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment).
- A chance to sell your 'Value Add' directly to our clients after the bids are in. Customer has the right to pay more than low bid.

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 cost!
- Manage installation.
- Audit installation.
- Capture final meter reads for old contracts..
- Close books on old devices & contracts..

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the 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 3,700 pieces of equipment;
Our relationship with our vendors has never been stronger!

STARDoc Features

Cost Projection by Department or Building

- Allows you to formulate next year's budgets as early as December
- Allows you to see the projected usage bill in advance
- Tabulate total budgets and trotal costs district wide
- Volume or cost pages allow you to pinpoint specific machines on the floor plans
- Timeline - allowing you to go back to see how your budget compares to previous years

Map your devices on Floorplans

Who Benefits? Business Manager, IT

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device information tab will allow you to easily access the web interface of the printer/copier
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Non-reporting device listing for devices that haven't reported for more than 2 weeks
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectore, Apple TVs

Floorplan Administration

Who Benefits? Business Manager and IT

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

Contacts Page

Who Benefits? Business Manager and IT

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

STARDoc Features

Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Tracks additional non-contract devices
- IP Addresses and MAC addresses automatically imported
- Strikethrough on machines that have been removed

Monthly Audits

Who Benefits? Business Manager and Superintendent

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

Timeline

Who Benefits? Business Manager

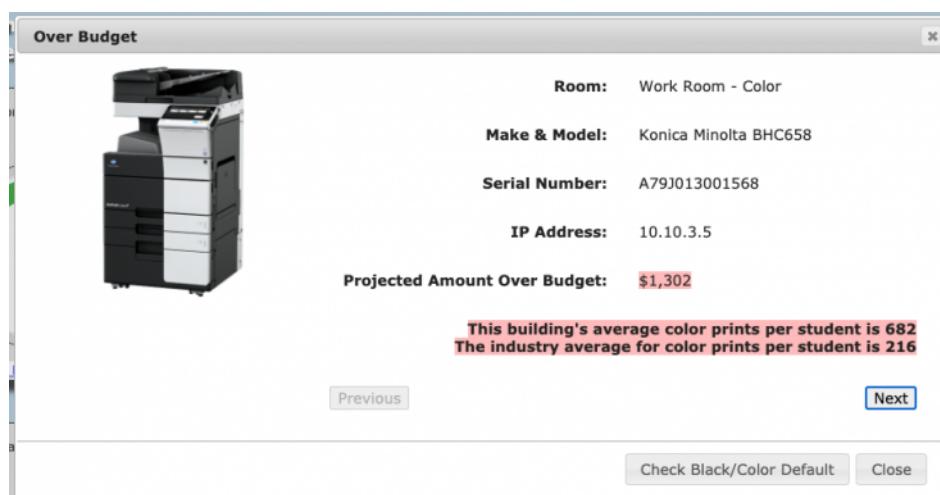- Track historical volume and cost per building

Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client

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.

SPC'S CLIENT WARRANTY AND RELIEF INSURANCE FUND

AVAILABLE IMMEDIATELY!

WHY IS IT NEEDED?

With the recent pandemic, schools and businesses shut down. We are now seeing massive credits overall owed in the vicinity of $389,820.78!* However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news to our clients, 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.

*CREDITS ANTICIPATED JUNE 30, 2020	
A-COPI (Owned by Visual Edge)	($77,605.18)
AXIS	($16,858.50)
BUDGET	($20,200.73)
CANON	($31,240.99)
KMBS	($154,659.88)
NATIONAL	($38,961.67)
OSV (Owned by Visual Edge)	($64,920.06)
RICOH	($3,432.44)
SYMQUEST (Owned by KMBS)	($11,027.80)
XEROX	($913.53)
TOTAL UNUSED	*($389,820.78)*