·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

Kathleen Beam
NHSAU 87 -Mascenic Regional
16 School Street
Greenville, NH 03048

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

August 2020

Kathleen Beam
NHSAU 87 - Mascenic Regional
16 School Street
Greenville, NH 03048

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 Kathleen:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us for the past 14 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:	**63**

Total Black Photocopiers:	**17**
Total Color Photocopiers:	**5**
Total Black Network Printers:	**39**
Total Color Network Printers:	**2**
Total Removed From Service:	**2**

# of Units OFF Warranty:	**4**
# of Units Approaching End of Warranty: 10 Years from Intro.	**35**
# of Units Overused:	0
# of Units Underused:	0
Commencement Date:	08/02/2015
# of Annual Payments Left on Lease:	**0**
All Warranties and Service Contracts Expire:	06/30/2021
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 Kathleen,

   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 $6,373.94. 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 52) to protect our clients.

   It is our recommendation that we explore an upgrade that would commence on 7-1-2021. Your last lease payment was made. Your first payment of the new lease would be on 8-1-2021. Service and supply contract would drop in FY21 which would save $22,665.43 over Five Years in color usage. (See page 35)

   There are substantial cost savings to be incurred with a bid. Based on COVID volume (lower than normal) we estimate $21,078.05 potential color cost savings with your next upgrade over five years.

Sincerely,
Skip

SAU 87 Mascenic Regional
Glen Waring
16 School St.
Greenville, NH 03048
Five-Year Basis beginning with the 2015/2016 Fiscal Year

Copies-per-Year: 3,131,492

Present vs. Proposed Recommendations as of 8/2/2015

PRESENT SITUATION	PROPOSED SITUATION
1) Guarantees on Photocopiers...**Expires 6-30-2016**	1) Guarantees for both New, Recons & Used Photo's...**Five+ Years**
2) Annual Price Ceilings Left... **Expires 6-30-2016**	2) 5% or CPI Annual Ceilings, whichever is less...**Five+ Years**
3) High Volume Console Units...**9**	3) High Volume Console Units with 3 Million plus...**9**
4) Units to be Traded...**70**	4) Replaced **39 New & 5 Recon** Unit
5) Photocopiers...**18**	5) Photocopiers...**18**
Computer Interfaced...**18**	Computer Interfaced**...18** with Print &-Or Color Scan with Hard Drive
6) Network Printers....**74 w/ 6 Color & 1 Ink Jet**	6) Network Printers...**51 w/ 1 Color**
7) Color Photocopiers Networked ...**4**	7) Low Cost Color Photocopiers Networked...**5**
Total number of Units...**88**	Total number of Units...**69 CO 20 Due to Combining**
8) Duplex's…**75**	8) Duplex's... **81**
9) Sorter's...**88**	**9**) Sorter's... **82**
10) Finisher's...**18**	10) Finisher's... **18**

Overall Description of Equipment Fleet:
Presently, you have <u>**Six different Manufacturers & Dozens of different Models**</u> **of Low end Network Printers that are costing you from $0.12 for Ink Jet & $0.035 per black print. Color prints are costing you as high as $0.40 per print! The new arrangement will shift to one manufacturers…HP's with just one company servicing everything.** This will greatly reduce cost and improve reliability.

Capital:
Presently, you have <u>**one**</u> municipal lease that is paid off. With the new arrangement, you will again have <u>**one**</u> 'municipal' master lease at 2.89**%** interest. Your first of five annual lease payments will be due on August 1'st 2016. 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 school and bank officials, and that the lease purchase is a tax-exempt obligation with no premium payable by the school district for prepayment. 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 **$0.007975 for black and $0.074731 for Color**. The new contract will come in at a CPC of **$0.003996 for Black and $0.051214 for Color.**

Vendor Packages:
SPC has brought to you <u>**Six**</u> different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the two most qualified bid combinations, which are...

	Cost Center	Present	KMBS/Axis
1.	Service & Supplies Color Photo only	$10,165.87	$6,419.23
2.	Service & Supplies Black Photo only	$23,890.03	$11,969.79
3.	Annual Muni Lease	$28,270.86	$36,339.40
4.	Forced Upgrade	$14,350.00	$0.00
	Totals	$76,676.76	$54,728.42

*Although the lease cost does go up the service and supply cost savings offsets the increase. Note that with the last upgrade only **14 New units** were purchased while **39 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 2016.** 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 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
Boynton Middle	Library	Konica Minolta BH501	A0R5011021408	KMBS	06/01/2008
Boynton Middle	Mail Room	Konica Minolta BHC454	A4FJ011002531	KMBS	07/01/2012
Boynton Middle	Room 100 Guidance	Konica Minolta BH654	A5YN017007892	KMBS	02/01/2013
Boynton Middle	Room 101 Principal's Office	Konica Minolta BHC554	A5AY011015779	KMBS	08/01/2012
Boynton Middle	Room 107	HP Laser Jet Enterprise600 M601DN	CNDCGB51GC	AXIS	11/01/2011
Boynton Middle	Room 117	HP Laser Jet Enterprise600 M601DN	CNDCGB51G9	AXIS	11/01/2011
Boynton Middle	Room 200	Konica Minolta BH754	A55V017005302	KMBS	03/01/2013
Boynton Middle	Room 208	HP Laser Jet Enterprise600 M601DN	CNDCGB51GH	AXIS	11/01/2011
Boynton Middle	Room 219	HP Laser Jet Enterprise600 M601DN	CNDCGB51GK	AXIS	11/01/2011
Highbridge Hill Elementary	3rd Grade Work Room	Konica Minolta BH654	A5YN017007632	KMBS	02/01/2013
Highbridge Hill Elementary	Copy Room Downstairs	Konica Minolta BH754	A55V017005368	KMBS	03/01/2013
Highbridge Hill Elementary	Main Office	HP Laser Jet Enterprise600 M601DN	CNDCGB00BV	AXIS	11/01/2011
Highbridge Hill Elementary	Main Office	Konica Minolta BHC554	A5AY011015788	KMBS	08/01/2012
Highbridge Hill Elementary	Room 125	Konica Minolta BH754	A55V017005341	KMBS	03/01/2013
Highbridge Hill Elementary	Room 173 Computer Lab	HP Laser Jet Enterprise600 M601DN	CNDCGB00BN	AXIS	11/01/2011
Highbridge Hill Elementary	Room 207	Konica Minolta BH754	A55V017005288	KMBS	03/01/2013

Building	Room	Make/Model	Serial Number	Vendor Name	Intro Date
Highbridge Hill Elementary	Room 218 - 4th Grade Computer Lab	HP Laser Jet Enterprise600 M601DN	CNDCGB00BM	AXIS	11/01/2011
Highbridge Hill Elementary	Room 227 - 3rd Grade Computer Lab	HP Laser Jet Enterprise600 M601DN	CNDCGB51GB	AXIS	11/01/2011
Mascenic Regional High	Guidance Room	Konica Minolta BHC554	A5AY011015749	KMBS	08/01/2012
Mascenic Regional High	Library	Konica Minolta BH501	A0R5011021344	KMBS	06/01/2008
Mascenic Regional High	Main Office Copy Room	Konica Minolta BH654	A5YN017007896	KMBS	02/01/2013
Mascenic Regional High	Principal's Secretary	HP Laser Jet 600 M602	CNCCFCS1HL	AXIS	11/01/2011
Mascenic Regional High	Room 040	HP Laser Jet Enterprise600 M601DN	CNDCGB00BK	AXIS	11/01/2011
Mascenic Regional High	Room 332	HP Laser Jet Enterprise600 M601DN	CNDCGB51GJ	AXIS	11/01/2011
Mascenic Regional High	Room 335	HP Laser Jet Enterprise600 M601DN	CNDCGB00BJ	AXIS	11/01/2011
Mascenic Regional High	Room 342	Konica Minolta BH501	A0R5011021553	KMBS	06/01/2008
Mascenic Regional High	Room 347	HP Laser Jet Enterprise600 M601DN	CNDCGB51GF	AXIS	11/01/2011
Mascenic Regional High	Room 380	Konica Minolta BH754	A55V017005506	KMBS	03/01/2013
Mascenic Regional High	Room 383	HP Color Laser Jet M451dn	CNDF606905	AXIS	02/01/2012
SAU 87 District	Admin Assistant	Konica Minolta BH284e	A61G011011949	KMBS	11/01/2013
SAU 87 District	Director of Student Services	HP Laser Jet 400 M401n	VNG4G01618	AXIS	01/01/2013
SAU 87 District	Main Office	Konica Minolta BHC554	A5AY011015759	KMBS	08/01/2012
SAU 87 District	Room 244 - Payroll Desk (MICR)	HP Laser Jet 600 M602	CNBCD7L0CJ	AXIS	11/01/2011
SAU 87 District	Student Services	HP Laser Jet 600 M602	CNCCF1C0J4	AXIS	11/01/2011
SAU 87 District	Superintendent	HP Laser Jet 600 M602	CNCCF6L0YZ	AXIS	11/01/2011
SAU 87 District	Training Room - MICR	HP Laser Jet 600 M602	CNBCD7L0C8	AXIS	11/01/2011
Science Building	Tech Building	Konica Minolta BH654	A5YN017007805	KMBS	02/01/2013

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
HP COLOR LaserJet CP1518ni	CNCC915028	10.0.8.126	2019-10-29 09:10:42
HP LASERJET 4250	CNGXL01852	10.0.2.62	2020-08-30 04:00:11
HP Pro 6970	TH9AK2N0PP	10.0.21.23	2020-04-13 09:04:49

Warranty Replaced Machines

The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department/Room	Make/Model	Serial #	Vendor ID #	Date of Trade
Mascenic Regional High	Room 383	HP-Color Laser Jet M451dn	CNBH308714		2019-07-02
SAU 87 District	Admin Assistant	Konica Minolta-BH501	A0R5011022221	9348 5938	2019-12-20

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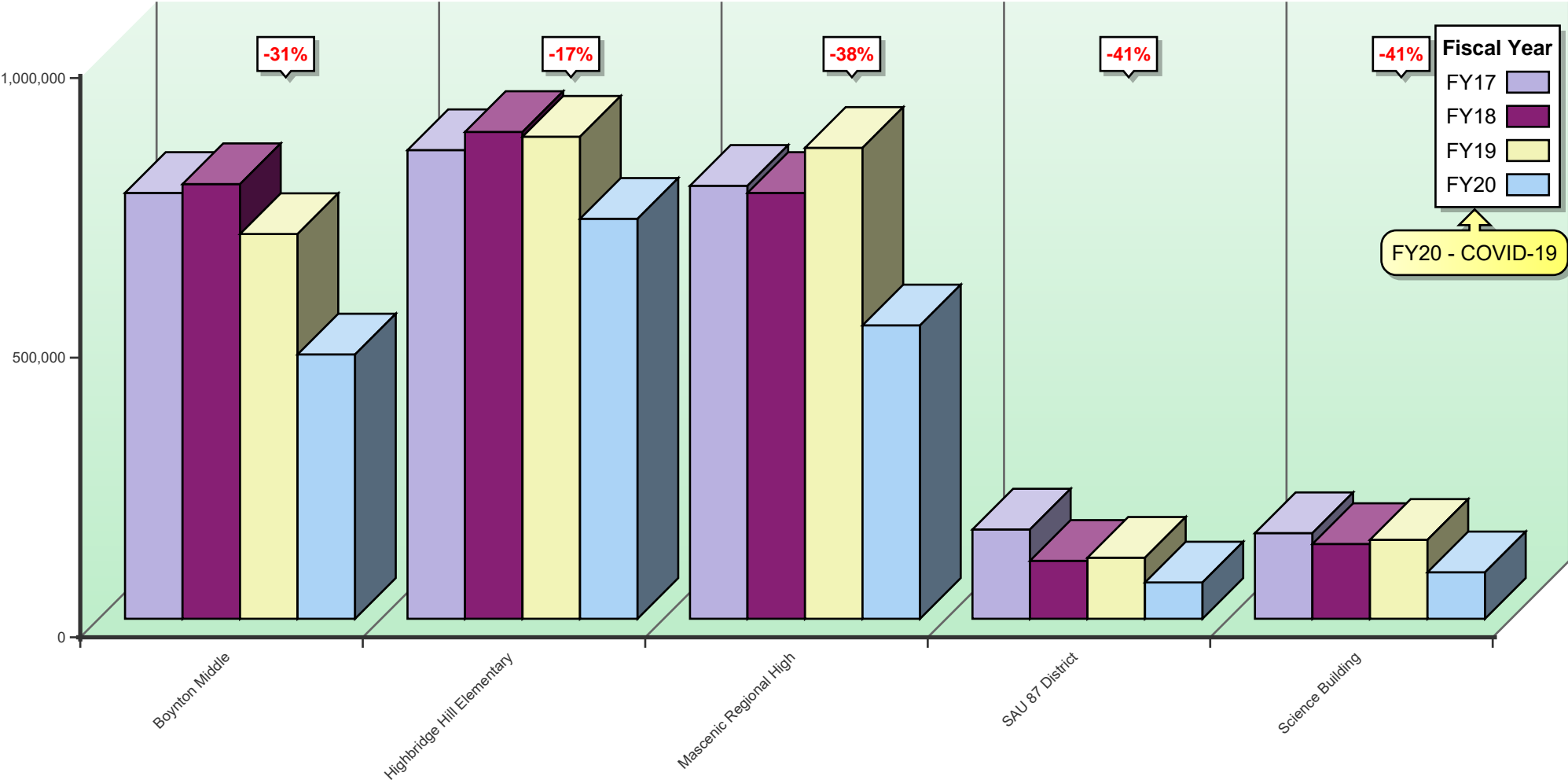
Annual Black Volume Overall
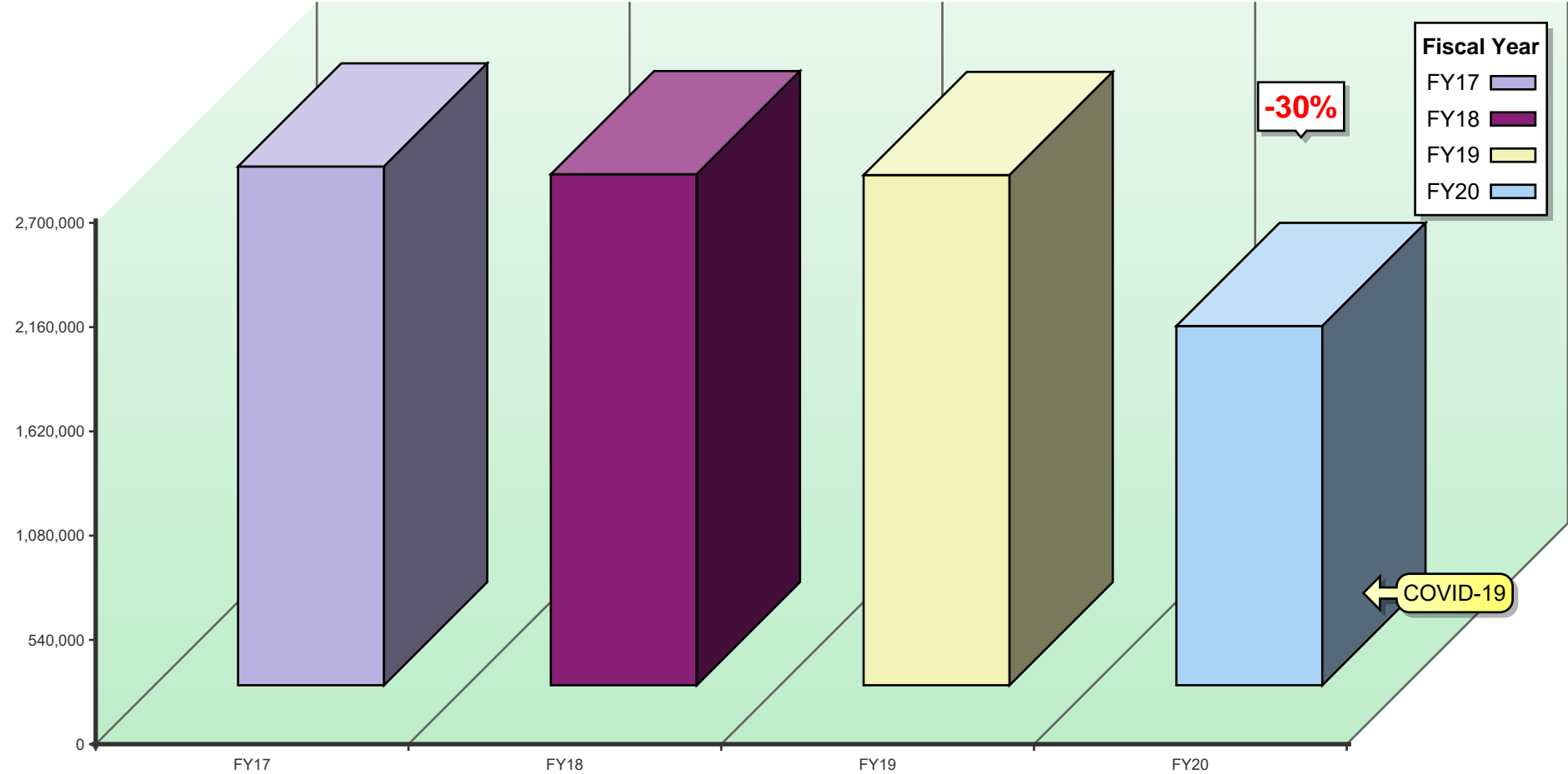
% amount equals the overall increase or decrease between Previous Year & Current Year

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
Boynton Middle	303	472,636	$13,869.69	1,560	$45.77
Highbridge Hill Elementary	425	715,264	$20,499.63	1,683	$48.23
Mascenic Regional High	293	524,638	$15,353.31	1,791	$52.40
SAU 87 District	0	64,949	$2,082.51	0	$0.00
Science Building	0	83,125	$2,370.64	0	$0.00
Totals	**1,021**	**1,860,612**	**$54,175.78**	**1,822**	**$53.06**

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.
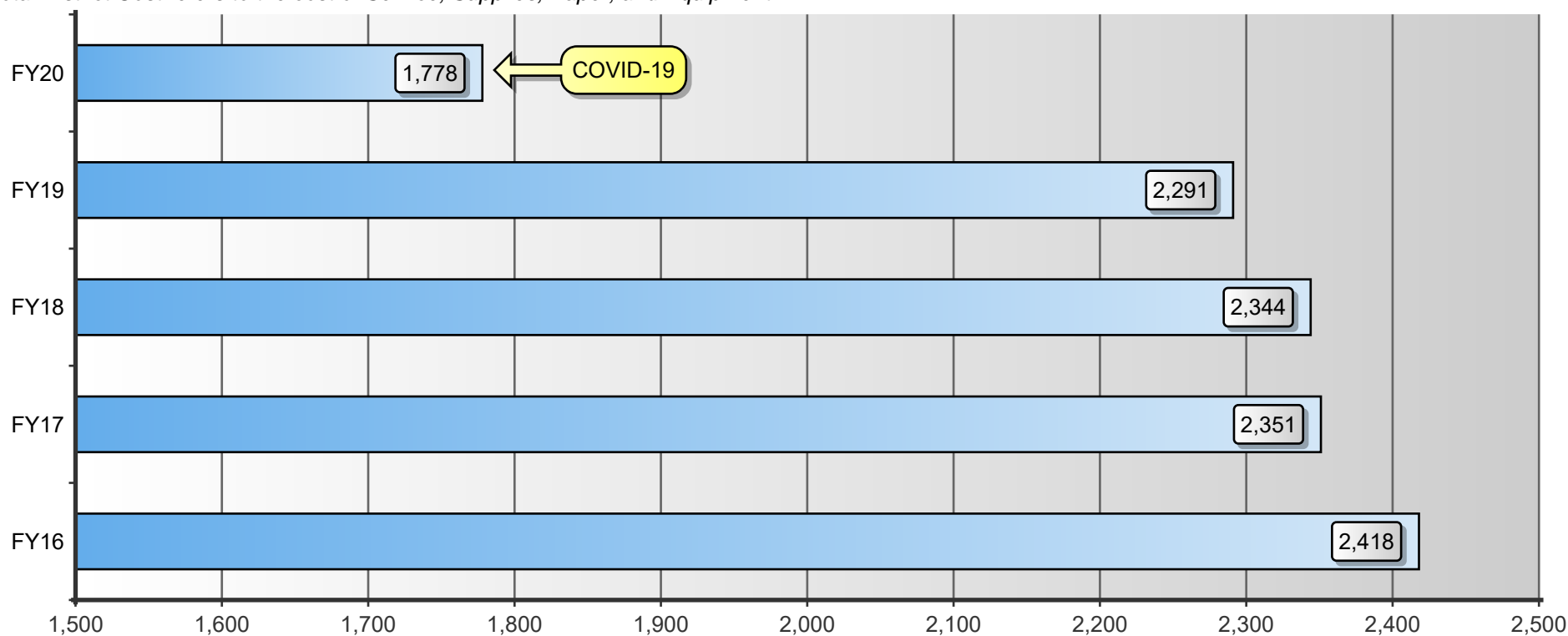
Annual Color Volume by Location

Fiscal Year
- FY 17
- FY 18
- FY 19
- FY 20

FY20 - COVID-19

-44% -16% 8% -3% 0%

Annual Color Volume Overall
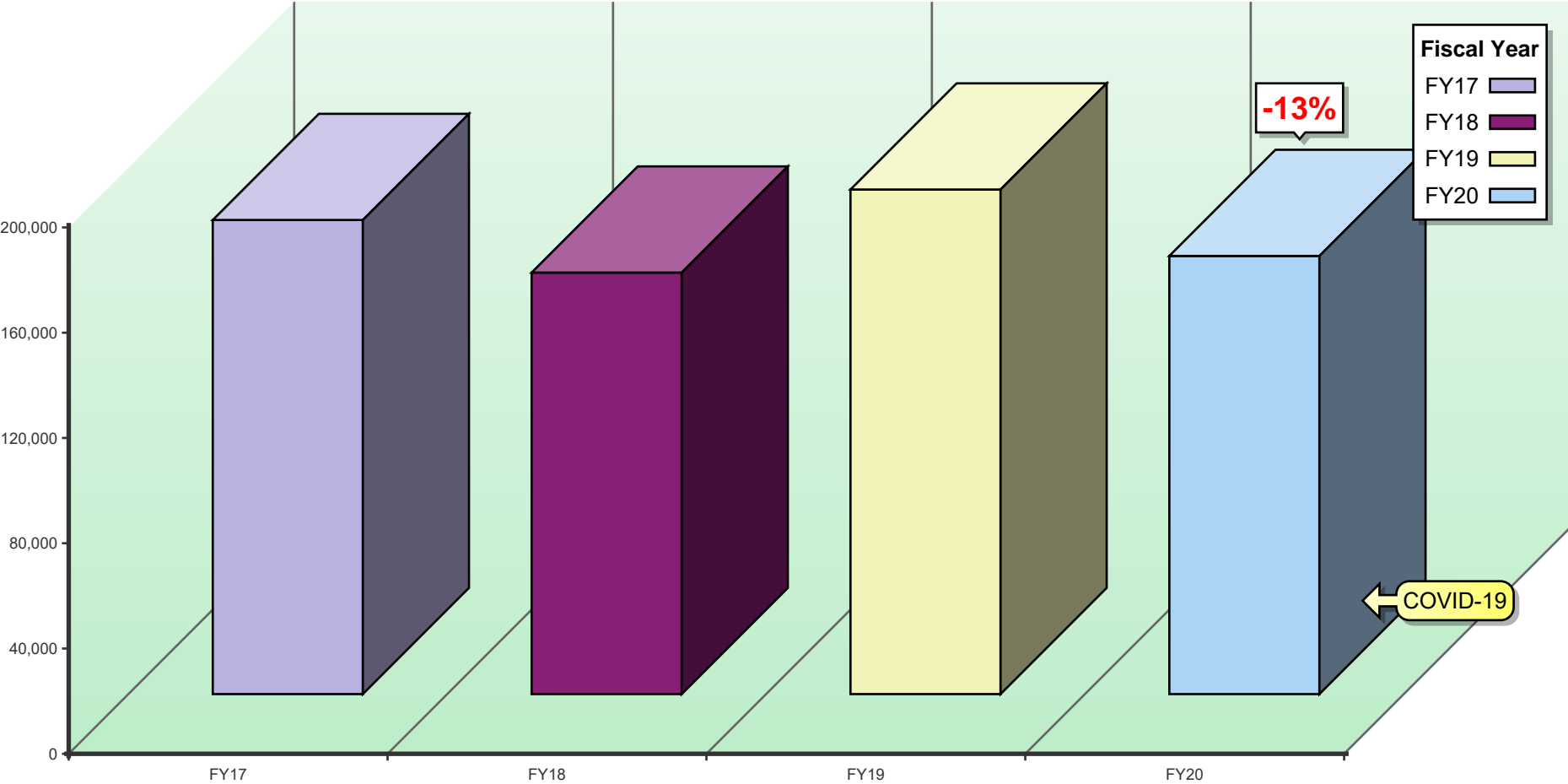
Fiscal Year
FY17
FY18
FY19
FY20

-13%

COVID-19

200,000

160,000

120,000

80,000

40,000

0

FY17   FY18   FY19   FY20

% 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
Boynton Middle	303	16,290	$876.24	54	$2.89
Highbridge Hill Elementary	425	78,660	$4,231.12	185	$9.96
Mascenic Regional High	293	48,905	$4,523.99	167	$15.44
SAU 87 District	0	22,627	$1,217.11	0	$0.00
Science Building	0	0	$0.00	0	$0.00
Totals	**1,021**	**166,482**	**$10,848.46**	**163**	**$10.63**

*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 50 of STARDoc Features. Current industry ratio averages 184 color prints per student per year. Your color volume this year averages 163 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

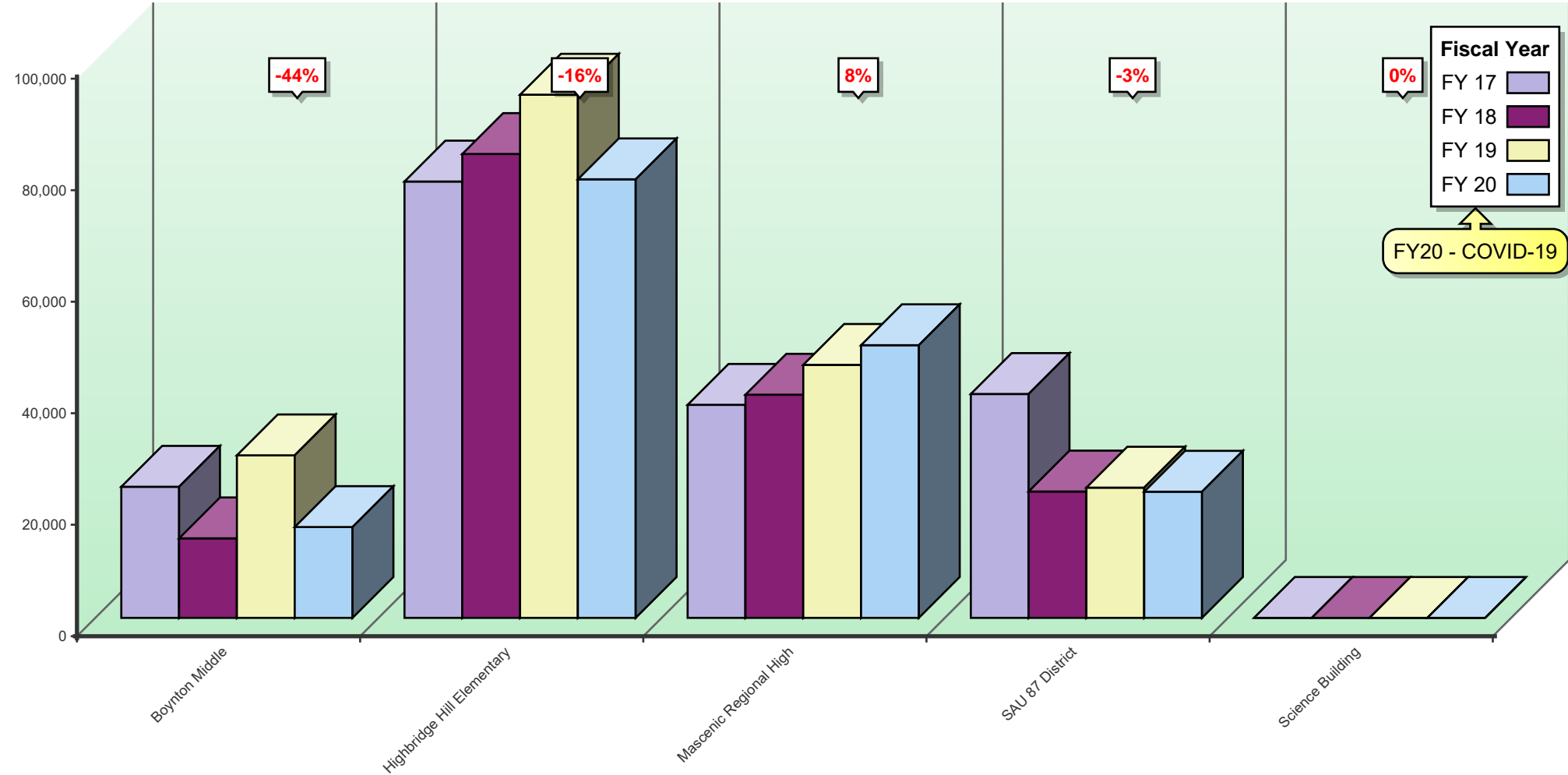|		
District Wide Black Totals	*1,860,612*	*$7,766.32*
District Wide Color Totals	*166,482*	*$10,816.12*

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.
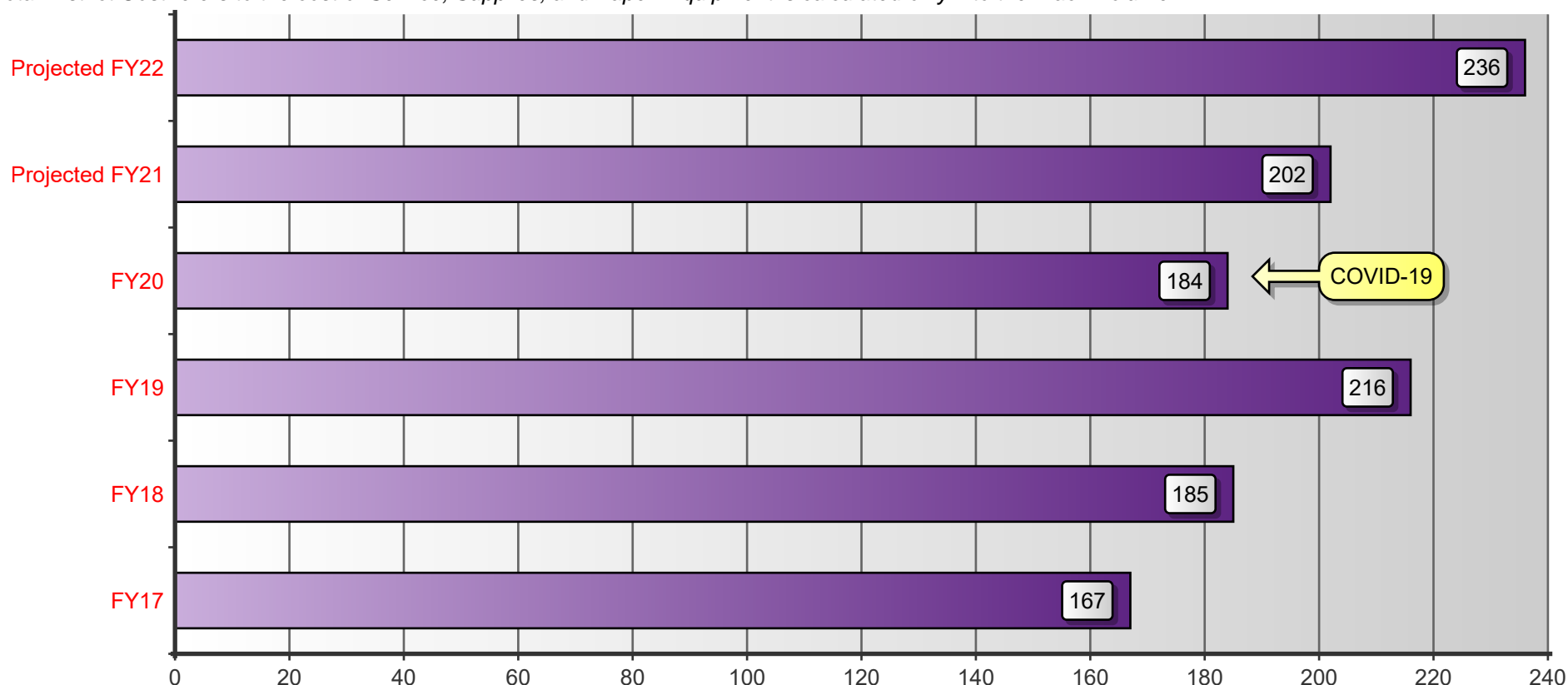
Color-to-Total Volume Comparison
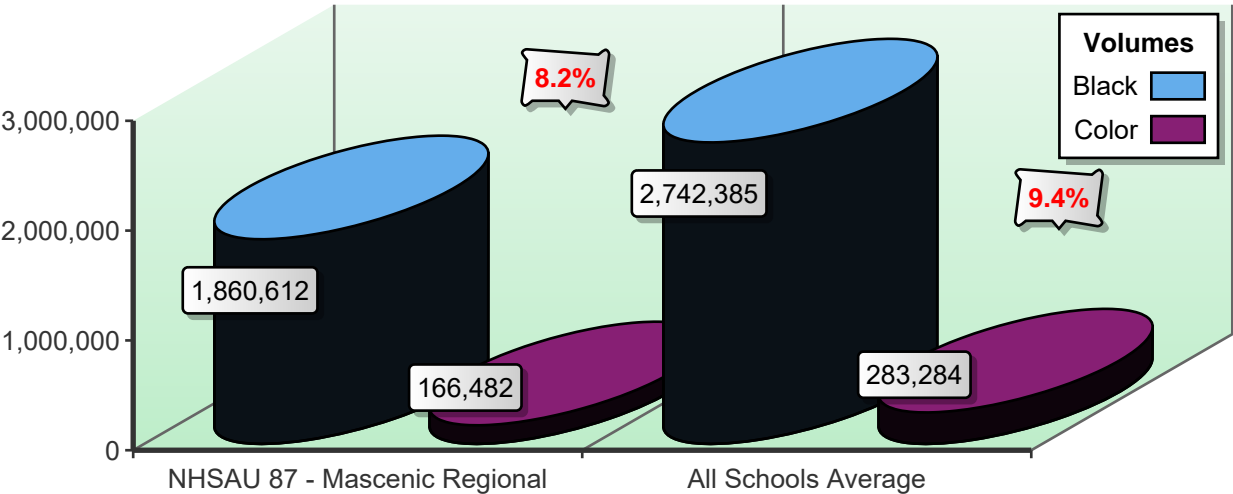
SPC Analysis

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: 08/02/2015

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
Boynton Middle					
Library					
Konica Minolta BH501 / 50 PPM	165,298	173,393	8,095	$0.00344	12 years from Intro.
A0R5011021408 / 9348 5937				$27.85	
2,000,000 / 06/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Mail Room					
Konica Minolta BHC454 / 45 PPM	297,634	313,377	15,743	$0.00344	8 years from Intro.
A4FJ011002531 / 9348 5952				$54.16	
1,000,000 / 07/2012	115,071	119,536	4,465	$0.05363	
Color Photocopier				$239.46	
KMBS					
Phys Ed Office					
HP Laser Jet 600 M604 / 52 PPM	41,904	51,854	9,950	$0.01330	None at this time.
CNBCH970T8 /				$132.34	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

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 100 Guidance					
Konica Minolta BH654 / 65 PPM	1,036,478	1,201,407	164,929	$0.00344	7 years from Intro.
A5YN017007892 / 9348 5942				$567.36	
3,000,000 / 02/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 101 Principal's Office					
Konica Minolta BHC554 / 55 PPM	183,367	232,534	49,167	$0.00344	8 years from Intro.
A5AY011015779 / 9348 5943				$169.13	
3,000,000 / 08/2012	45,206	57,031	11,825	$0.05363	
Color Photocopier				$634.17	
KMBS					
Room 102 - not in use					
HP Laser Jet 600 M604 / 52 PPM	983	983	0	$0.01330	None at this time.
CNBCH970VS /				$0.00	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 105					
HP Laser Jet 600 M604 / 52 PPM	21,839	24,024	2,185	$0.01330	None at this time.
CNBCH970TJ /				$29.06	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

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 107					
HP Laser Jet Enterprise600 M601DN / 45 PPM	24,146	27,025	2,879	$0.01330 $38.29	9 years from Intro.
CNDCGB51GC / 1,000,000 / 11/2011 Black Network Printer AXIS	0	0	0	$0.00000 $0.00	
Room 113A Nurse					
HP Laser Jet 600 M604 / 52 PPM CNBCH8306L /	6,674	8,284	1,610	$0.01330 $21.41	None at this time.
2,000,000 / 04/2015 Black Network Printer AXIS	0	0	0	$0.00000 $0.00	
Room 117					
HP Laser Jet Enterprise600 M601DN / 45 PPM	24,086	27,699	3,613	$0.01330 $48.05	9 years from Intro.
CNDCGB51G9 / 1,000,000 / 11/2011 Black Network Printer AXIS	0	0	0	$0.00000 $0.00	
Room 200					
Konica Minolta BH754 / 75 PPM A55V017005302 / 9348 5851	1,186,912	1,373,673	186,761	$0.00344 $642.46	7 years from Intro.
4,000,000 / 03/2013 Black Photocopier KMBS	0	0	0	$0.00000 $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*
Room 207					
HP Laser Jet 600 M604 / 52 PPM	33,109	37,638	4,529	$0.01330 $60.24	None at this time.
CNBCH8306G /					
2,000,000 / 04/2015	0	0	0	$0.00000 $0.00	
Black Network Printer					
AXIS					
Room 208					
HP Laser Jet Enterprise600 M601DN / 45 PPM	24,605	28,106	3,501	$0.01330 $46.56	9 years from Intro.
CNDCGB51GH /	0	0	0	$0.00000 $0.00	
1,000,000 / 11/2011					
Black Network Printer					
AXIS					
Room 215 Special Ed					
Konica Minolta BH4050 / 42 PPM	53,274	55,296	2,022	$0.00429 $8.67	None at this time.
A6VF011011461 / 9348 5934					
1,000,000 / 02/2014	0	0	0	$0.00000 $0.00	
Black Laser MFP					
KMBS					
Room 218					
HP Laser Jet 600 M604 / 52 PPM	27,964	34,428	6,464	$0.01330 $85.97	None at this time.
CNBCH970T3 /					
2,000,000 / 04/2015	0	0	0	$0.00000 $0.00	
Black Network Printer					
AXIS					

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 219					
HP Laser Jet Enterprise600 M601DN /	42,969	48,385	5,416	$0.01330	9 years from Intro.
45 PPM				$72.03	
CNDCGB51GK /	0	0	0	$0.00000	
1,000,000 / 11/2011				$0.00	
Black Network Printer					
AXIS					
Title One					
HP Laser Jet 600 M604 / 52 PPM	13,022	18,794	5,772	$0.01330	None at this time.
CNBCH8306W /				$76.77	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

	Subtotal Black	472,636	$2,080.35
	Subtotal Color	16,290	$873.63

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

Highbridge Hill Elementary

3rd Grade Work Room

Konica Minolta BH654 / 65 PPM	407,945	512,525	104,580	$0.00344	7 years from Intro.
A5YN017007632 / 9348 5939				$359.76	
3,000,000 / 02/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Copy Room Downstairs

Konica Minolta BH754 / 75 PPM	885,749	1,098,180	212,431	$0.00344	7 years from Intro.
A55V017005368 / 9348 5949				$730.76	
4,000,000 / 03/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Library

Konica Minolta BH4050 / 42 PPM	10,095	10,908	813	$0.00429	None at this time.
A6VF011011467 / 9348 5949				$3.49	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					

Main Office

HP Laser Jet Enterprise600 M601DN / 45 PPM	3,952	4,862	910	$0.01330	9 years from Intro.
CNDCGB00BV /				$12.10	
1,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

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 Office					
Konica Minolta BHC554 / 55 PPM	289,274	354,345	65,071	$0.00344	8 years from Intro.
A5AY011015788 / 9348 5945				$223.84	
3,000,000 / 08/2012	307,996	386,656	78,660	$0.05363	
Color Photocopier				$4,218.54	
KMBS					
Nurse's Office					
HP Laser Jet 600 M604 / 52 PPM	9,096	11,140	2,044	$0.01330	None at this time.
CNBCH83074 /				$27.19	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 125					
Konica Minolta BH754 / 75 PPM	931,303	1,106,305	175,002	$0.00344	7 years from Intro.
A55V017005341 / 9348 5948				$602.01	
4,000,000 / 03/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 125 - 2nd Grade Work Room					
HP Laser Jet 600 M604 / 52 PPM	24,851	25,546	695	$0.01330	None at this time.
CNBCH970TX /				$9.24	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

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 171 - 1st Grade Work Room					
HP Laser Jet 600 M604 / 52 PPM	47,293	61,843	14,550	$0.01330 $193.52	None at this time.
CNBCH8307R /					
2,000,000 / 04/2015	0	0	0	$0.00000 $0.00	
Black Network Printer					
AXIS					
Room 173 Computer Lab					
HP Laser Jet Enterprise600 M601DN / 45 PPM	10,035	10,849	814	$0.01330 $10.83	9 years from Intro.
CNDCGB00BN /					
1,000,000 / 11/2011	0	0	0	$0.00000 $0.00	
Black Network Printer					
AXIS					
Room 207					
Konica Minolta BH754 / 75 PPM	586,810	724,045	137,235	$0.00344 $472.09	7 years from Intro.
A55V017005288 / 9348 5950					
4,000,000 / 03/2013	0	0	0	$0.00000 $0.00	
Black Photocopier					
KMBS					
Room 218 - 4th Grade Computer Lab					
HP Laser Jet Enterprise600 M601DN / 45 PPM	34,667	35,786	1,119	$0.01330 $14.88	9 years from Intro.
CNDCGB00BM /					
1,000,000 / 11/2011	0	0	0	$0.00000 $0.00	
Black Network Printer					
AXIS					

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 227 - 3rd Grade Computer Lab					
HP Laser Jet Enterprise600 M601DN /	6,987	6,987	0	$0.01330	9 years from Intro.
45 PPM				$0.00	
CNDCGB51GB /	0	0	0	$0.00000	
1,000,000 / 11/2011				$0.00	
Black Network Printer					
AXIS					

	Subtotal Black	**715,264**	**$2,659.70**
	Subtotal Color	**78,660**	**$4,218.54**

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*

Mascenic Regional High

Guidance Room

Konica Minolta BHC554 / 55 PPM	267,388	313,995	46,607	$0.00344	8 years from Intro.
A5AY011015749 / 9348 5936				$160.33	
3,000,000 / 08/2012	153,334	181,869	28,535	$0.05363	
Color Photocopier				$1,530.33	
KMBS					

Gym Weight Room

HP Laser Jet 600 M604 / 52 PPM	15,790	16,623	833	$0.01330	None at this time.
CNBCH8305G /				$11.08	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Library

Konica Minolta BH501 / 50 PPM	202,595	221,559	18,964	$0.00344	12 years from Intro.
A0R5011021344 / 9348 5936				$65.24	
2,000,000 / 06/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Main Office

Konica Minolta BH4050 / 42 PPM	33,452	38,630	5,178	$0.00429	None at this time.
A6VF011011470 / 9348 5960				$22.21	
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*
Main Office Copy Room					
Konica Minolta BH654 / 65 PPM	133,212	150,454	17,242	$0.00344	7 years from Intro.
A5YN017007896 / 9348 5940				$59.31	
3,000,000 / 02/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Nurse's Office					
HP Laser Jet 600 M604 / 52 PPM	2,999	2,999	0	$0.01330	None at this time.
CNBCH8306C /				$0.00	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Principal's Secretary					
HP Laser Jet 600 M602 / 52 PPM	50,305	55,075	4,770	$0.01330	9 years from Intro.
CNCCFCS1HL /				$63.44	
3,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 040					
HP Laser Jet Enterprise600 M601DN / 45 PPM	56,446	60,002	3,556	$0.01330 $47.29	9 years from Intro.
CNDCGB00BK /	0	0	0	$0.00000	
1,000,000 / 11/2011				$0.00	
Black Network Printer					
AXIS					

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 070					
HP Laser Jet 600 M604 / 52 PPM	20,720	25,269	4,549	$0.01330	None at this time.
CNBCH8307M /				$60.50	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 323					
HP Laser Jet 600 M604 / 52 PPM	37,590	40,503	2,913	$0.01330	None at this time.
CNBCH8307X /				$38.74	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 326					
HP Laser Jet 600 M604 / 52 PPM	19,937	25,382	5,445	$0.01330	None at this time.
CNBCH8307P /				$72.42	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 332					
HP Laser Jet Enterprise600 M601DN / 45 PPM	75,392	76,633	1,241	$0.01330	9 years from Intro.
CNDCGB51GJ /				$16.51	
1,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

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 335					
HP Laser Jet Enterprise600 M601DN /	141,361	155,494	14,133	$0.01330	9 years from Intro.
45 PPM				$187.97	
CNDCGB00BJ /	0	0	0	$0.00000	
1,000,000 / 11/2011				$0.00	
Black Network Printer					
AXIS					
Room 342					
Konica Minolta BH501 / 50 PPM	199,323	239,043	39,720	$0.00344	12 years from Intro.
A0R5011021553 / 9348 5935				$136.64	
2,000,000 / 06/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 347					
HP Laser Jet Enterprise600 M601DN /	36,185	36,943	758	$0.01330	9 years from Intro.
45 PPM				$10.08	
CNDCGB51GF /	0	0	0	$0.00000	
1,000,000 / 11/2011				$0.00	
Black Network Printer					
AXIS					
Room 380					
Konica Minolta BH754 / 75 PPM	2,008,963	2,359,458	350,495	$0.00344	7 years from Intro.
A55V017005506 / 9348 5947				$1,205.70	
4,000,000 / 03/2013	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*	*07/02/2019* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 383					
HP Color Laser Jet M451dn / 21 PPM	3,181	3,181	0	$0.01330	**Traded replaced with CNDF606905**
CNBH308714 /				$0.00	
500,000 / 02/2012	3,607	3,607	0	$0.14630	
Color Network Printer				$0.00	
AXIS					
Room 383					
HP Color Laser Jet M451dn / 21 PPM	0	4,567	4,567	$0.01330	8 years from Intro.
CNDF606905 /				$60.74	
500,000 / 02/2012	0	20,370	20,370	$0.14630	
Color Network Printer				$2,980.13	
AXIS					
Room 397					
HP Laser Jet 600 M604 / 52 PPM	18,127	21,794	3,667	$0.01330	None at this time.
CNBCH83068 /				$48.77	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

	Subtotal Black	524,638	$2,266.98	
	Subtotal Color	48,905	$4,510.46	

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*12/20/2019* *Meter*	*06/30/2020* *Meter*	*FY20 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
SAU 87 District					
Admin Assistant					
Konica Minolta BH284e / 28 PPM	84,895	91,023	6,128	$0.00344 $21.08	7 years from Intro.
A61G011011949 /					
500,000 / 11/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Admin Assistant					
Konica Minolta BH501 / 50 PPM	159,889	167,864	7,975	$0.00344 $27.43	**Traded replaced with A61G011011949**
A0R5011022221 / 9348 5938					
2,000,000 / 06/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Director of Student Services					
HP Laser Jet 400 M401n / 35 PPM	11,094	16,938	5,844	$0.01330 $77.73	7 years from Intro.
VNG4G01618 /					
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Main Office					
Konica Minolta BHC554 / 55 PPM	276,926	303,586	26,660	$0.00344 $91.71	8 years from Intro.
A5AY011015759 / 9348 5944					
3,000,000 / 08/2012	117,926	140,553	22,627	$0.05363	
Color Photocopier				$1,213.49	
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 Office					
HP Laser Jet 600 M604 / 52 PPM	22,980	24,159	1,179	$0.01330	None at this time.
CNBCH8307Q /				$15.68	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 243 - Business Office					
HP Laser Jet 600 M604 / 52 PPM	15,482	15,482	0	$0.01330	None at this time.
CNBCH970TT /				$0.00	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 244 - Payroll Desk (MICR)					
HP Laser Jet 600 M602 / 52 PPM	68,291	77,497	9,206	$0.01330	9 years from Intro.
CNBCD7L0CJ /				$122.44	
3,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Student Services					
HP Laser Jet 600 M602 / 52 PPM	15,525	16,198	673	$0.01330	9 years from Intro.
CNCCF1C0J4 /				$8.95	
3,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

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					
HP Laser Jet 600 M602 / 52 PPM	48,059	48,402	343	$0.01330	9 years from Intro.
CNCCF6L0YZ /				$4.56	
3,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Training Room					
HP Laser Jet 600 M604 / 52 PPM	4,999	5,656	657	$0.01330	None at this time.
CNBCH970TK /				$8.74	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Training Room - MICR					
HP Laser Jet 600 M602 / 52 PPM	60,349	66,633	6,284	$0.01330	9 years from Intro.
CNBCD7L0C8 /				$83.58	
3,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

	Subtotal Black	**64,949**	**$461.90**
	Subtotal Color	**22,627**	**$1,213.49**

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
Science Building					
Room 122					
HP Laser Jet 600 M604 / 52 PPM	1,053	1,053	0	$0.01330	None at this time.
CNBCH8306B /				$0.00	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Tech Building					
Konica Minolta BH654 / 65 PPM	540,578	622,542	81,964	$0.00344	7 years from Intro.
A5YN017007805 / 9348 9541				$281.96	
3,000,000 / 02/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Tech Building - Computer Classroom					
HP Laser Jet 600 M604 / 52 PPM	4,837	5,998	1,161	$0.01330	None at this time.
CNBCH8306P /				$15.44	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Subtotal Black	**83,125**	**$297.40**
Subtotal Color	**0**	**$0.00**
District Wide Black Totals	**1,860,612**	**$7,766.32**
District Wide Color Totals	**166,482**	**$10,816.12**

Your Avg Color CPC is $0.0650

Estimated cost savings with your next bid: $22,665.43 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 02/01/2006 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
1,860,612	$0.01806	$33,602.65

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
1,860,612	$0.00417	$7,758.75	$25,843.90	$129,219.50

*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 $25,843.90 x 14 years as a Client = $361,814.61 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
Boynton Middle	472,636	$2,086.45	$2,552.23	$9,231.00	$13,869.69
Highbridge Hill Elementary	715,264	$2,667.46	$3,862.43	$13,969.74	$20,499.63
Mascenic Regional High	524,638	$2,273.61	$2,833.05	$10,246.65	$15,353.31
SAU 87 District	64,949	$463.27	$350.72	$1,268.51	$2,082.51
Science Building	83,125	$298.26	$448.88	$1,623.51	$2,370.64
Total	**1,860,612**	**$7,789.06**	**$10,047.30**	**$36,339.41**	**$54,175.78**

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
Boynton Middle	16,290	$876.24
Highbridge Hill Elementary	78,660	$4,231.12
Mascenic Regional High	48,905	$4,523.99
SAU 87 District	22,627	$1,217.11
Science Building	0	$0.00
Total	**166,482**	**$10,848.46**

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
Axis Business Solutions	Black Network Printer	133,263	$0.01330	$1,772.40	$0.01334	$1,777.73
Axis Business Solutions	Color Network Printer	4,567	$0.01330	$60.74	$0.01334	$60.92
Konica-Minolta Business Solutions	Black Laser MFP	8,013	$0.00429	$34.38	$0.00430	$34.46
Konica-Minolta Business Solutions	Black Photocopier	1,511,521	$0.00344	$5,199.63	$0.00345	$5,214.75
Konica-Minolta Business Solutions	Color Photocopier	203,248	$0.00344	$699.17	$0.00345	$701.21
	Total	**1,860,612**	**$0.00417**	**$7,766.32**	**$0.00419**	**$7,789.06**

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. <mark>Current year's increase is 0.03%.</mark>

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Axis Business Solutions	Color Network Printer	20,370	$0.14630	$2,980.13	$0.14674	$2,989.09
Konica-Minolta Business Solutions	Color Photocopier	146,112	$0.05363	$7,835.99	$0.05379	$7,859.36
	Total	**166,482**	**$0.06497**	**$10,816.12**	**$0.06516**	**$10,848.46**

Reprographic Equipment Assessment

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

Total Number of Units	**61**
Total Number of Units on Lease	**38**
Total Number of Units Owned	**23**
Lease Company	**Norway Savings Bank**
Lease Start Date	**08/02/2015**
Lease End Date	**08/01/2020**
Term	**5 Annual**
Annual Payment usually due on 8/1	**$36,339.41**
Remaining Payments	**0**

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

Leased Equipment

Building	Make/Model	Serial Number
Boynton Middle	Konica Minolta BH754	A55V017005302
Boynton Middle	Konica Minolta BHC554	A5AY011015779
Boynton Middle	Konica Minolta BH654	A5YN017007892
Boynton Middle	Konica Minolta BH4050	A6VF011011461
Boynton Middle	HP Laser Jet 600 M604	CNBCH8306G
Boynton Middle	HP Laser Jet 600 M604	CNBCH8306L
Boynton Middle	HP Laser Jet 600 M604	CNBCH8306W
Boynton Middle	HP Laser Jet 600 M604	CNBCH970T3
Boynton Middle	HP Laser Jet 600 M604	CNBCH970T8
Boynton Middle	HP Laser Jet 600 M604	CNBCH970TJ
Boynton Middle	HP Laser Jet 600 M604	CNBCH970VS
Highbridge Hill Elementary	Konica Minolta BH754	A55V017005288
Highbridge Hill Elementary	Konica Minolta BH754	A55V017005341
Highbridge Hill Elementary	Konica Minolta BH754	A55V017005368
Highbridge Hill Elementary	Konica Minolta BHC554	A5AY011015788
Highbridge Hill Elementary	Konica Minolta BH654	A5YN017007632
Highbridge Hill Elementary	Konica Minolta BH4050	A6VF011011467
Highbridge Hill Elementary	HP Laser Jet 600 M604	CNBCH83074
Highbridge Hill Elementary	HP Laser Jet 600 M604	CNBCH8307R
Highbridge Hill Elementary	HP Laser Jet 600 M604	CNBCH970TX
Mascenic Regional High	Konica Minolta BH754	A55V017005506
Mascenic Regional High	Konica Minolta BHC554	A5AY011015749
Mascenic Regional High	Konica Minolta BH654	A5YN017007896
Mascenic Regional High	Konica Minolta BH4050	A6VF011011470
Mascenic Regional High	HP Laser Jet 600 M604	CNBCH8305G
Mascenic Regional High	HP Laser Jet 600 M604	CNBCH83068
Mascenic Regional High	HP Laser Jet 600 M604	CNBCH8306C
Mascenic Regional High	HP Laser Jet 600 M604	CNBCH8307M
Mascenic Regional High	HP Laser Jet 600 M604	CNBCH8307P
Mascenic Regional High	HP Laser Jet 600 M604	CNBCH8307X
Mascenic Regional High	HP Color Laser Jet M451dn	CNDF606905
SAU 87 District	Konica Minolta BHC554	A5AY011015759

Building	Make/Model	Serial Number
SAU 87 District	HP Laser Jet 600 M604	CNBCH8307Q
SAU 87 District	HP Laser Jet 600 M604	CNBCH970TK
SAU 87 District	HP Laser Jet 600 M604	CNBCH970TT
Science Building	Konica Minolta BH654	A5YN017007805
Science Building	HP Laser Jet 600 M604	CNBCH8306B
Science Building	HP Laser Jet 600 M604	CNBCH8306P

Owned Equipment

Building	Make/Model	Serial Number
Boynton Middle	Konica MinoltaBH501	A0R5011021408
Boynton Middle	Konica MinoltaBHC454	A4FJ011002531
Boynton Middle	HPLaser Jet Enterprise600 M601DN	CNDCGB51G9
Boynton Middle	HPLaser Jet Enterprise600 M601DN	CNDCGB51GC
Boynton Middle	HPLaser Jet Enterprise600 M601DN	CNDCGB51GH
Boynton Middle	HPLaser Jet Enterprise600 M601DN	CNDCGB51GK
Highbridge Hill Elementary	HPLaser Jet Enterprise600 M601DN	CNDCGB00BM
Highbridge Hill Elementary	HPLaser Jet Enterprise600 M601DN	CNDCGB00BN
Highbridge Hill Elementary	HPLaser Jet Enterprise600 M601DN	CNDCGB00BV
Highbridge Hill Elementary	HPLaser Jet Enterprise600 M601DN	CNDCGB51GB
Mascenic Regional High	Konica MinoltaBH501	A0R5011021344
Mascenic Regional High	Konica MinoltaBH501	A0R5011021553
Mascenic Regional High	HPLaser Jet 600 M602	CNCCFCS1HL
Mascenic Regional High	HPLaser Jet Enterprise600 M601DN	CNDCGB00BJ
Mascenic Regional High	HPLaser Jet Enterprise600 M601DN	CNDCGB00BK
Mascenic Regional High	HPLaser Jet Enterprise600 M601DN	CNDCGB51GF
Mascenic Regional High	HPLaser Jet Enterprise600 M601DN	CNDCGB51GJ
SAU 87 District	Konica MinoltaBH284e	A61G011011949
SAU 87 District	HPLaser Jet 600 M602	CNBCD7L0C8
SAU 87 District	HPLaser Jet 600 M602	CNBCD7L0CJ
SAU 87 District	HPLaser Jet 600 M602	CNCCF1C0J4
SAU 87 District	HPLaser Jet 600 M602	CNCCF6L0YZ
SAU 87 District	HPLaser Jet 400 M401n	VNG4G01618

STARDoc User Names

Name	User Name
Amy Billings	abillings@mascenic.org
Betty Duggan	bduggan@mascenic.org
Cheryl Caissie	ccassie@mascenic.org
Dr. Christine Martin	cmartin@mascenic.org
John Barth	jbarth@mascenic.org
Kathleen Beam	kbeam
Laurie Olsen	lolsen@mascenic.org
Linda Guruge	lguruge@mascenic.org
Liz Pogorzelski	epogorzelski@mascenic.org
Marion Saari	msaari@mascenic.org
Matt Ballou	mballou@mascenic.org
Matthew Bailey	mbailey@mascenic.org
Nicholas Hill	nhill@mascenic.org

Benefits of partnering with SPC

Top Benefits to ==our CLIENTS:==

1. Cooperative Buying

By definition, is a model that allows a group of buyers with a common interest to pool their buying power in order to negotiate more favorable pricing and better service. SPC's model allows you to pick your preferred vendor!

- SPC's pricing is so strong *we pay for our own fee* by acquiring prices lower than what you can do on your own.

- We will _save you money_ benefiting from the combined purchasing power of more than 63 clients with over 3,700 devices doing more than ==155== 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)

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
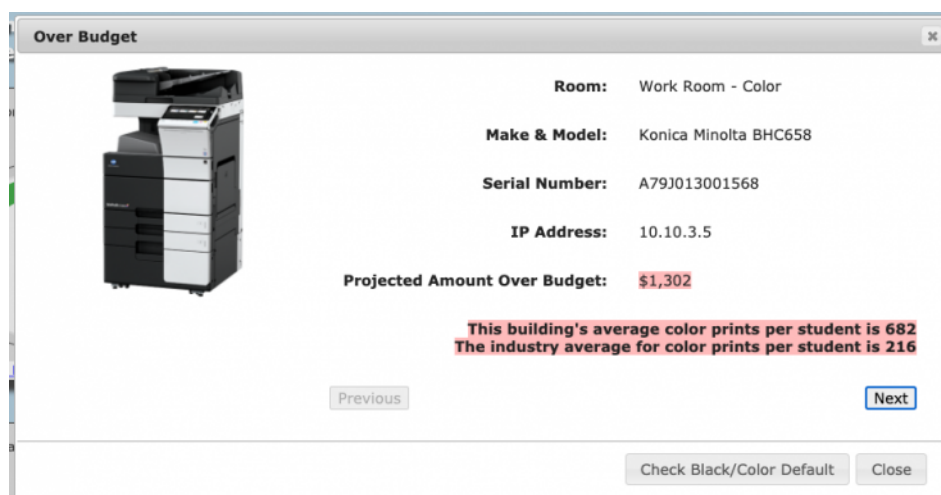
Last Sync Date

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)