

# Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800)750-1538



## FY21 Annual Report

With FY22 Projections

Beth Baker

NHSAU 87 - Mascenic Regional

16 School Street

Greenville, NH 03048



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

August 2021

Beth Baker  
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](http://www.spccopypro.com)

Dear Beth:

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

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

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

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

Sincerely,

Skip Tilton  
President

"Protecting Your Copier Interests"

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## MEET YOUR TEAM

**Skip Tilton, President**  
**Billie Jo Tilton, Vice President**



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



**Alex Webster**  
**Operations, Marketing & IT Manager**

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

**Pam Weed**  
**Client-Vendor Relations**

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



**Kelly Fortier**  
**Office Support**

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

**Heidi Tilton**  
**Accounting Support**

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

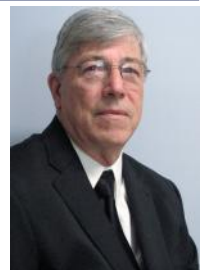


**Sue Penney**  
**Accounting Coordinator**

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

**Robert Dutil**  
**Information Technology**

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



**Jamin Tilton**  
**Operations Support**

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

## SPC TIMELINE

### 1988 Specialized Purchasing Consultants opens its doors

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

### 1999 Improved Annual Report

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

### 2001 Meter Collection

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

### 2002 Bond Counsel Review

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

### 2003 Bond Counsel Review of Contracts and Warranties

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

### 2012 STARDoc and Simplified Billing Developed and Implemented

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

### 2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

### 2014 STARDoc - Monthly Audits

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

### 2015 STARDoc - Mapping Options and Asset Management

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

## SPC TIMELINE (Continued)

### 2018 STARDoc - Improved Pinpointing of Budget and Communications

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

### 2019 STARDoc – Service Histories, Chromebook Bid

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

### 2020 Mock Bids - Warranty and Relief Fund

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

### 2020 Chromebook Bid

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

### 2021 Vendor Services and Warranty Relief Equipment

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

### 2022 SPC Roadmap

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

## EQUIPMENT HEALTH STATUS

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<b>Total Number of Machines</b>	<b>61</b>
Total Black Photocopiers & MFPs:	16
Total Color Photocopiers & MFPs:	5
Total Black Network Printers:	39
Total Color Network Printers:	1
Total Removed From Service:	0
<b># of Units Not in Use for FY21</b>	<b>3</b>
<b># of Units OFF Warranty**</b>	<b>20</b>
<b># of Units Approaching End of Warranty</b>	<b>20</b>
<b># of Units Overused</b>	<b>0</b>
<b># of Units Underused</b>	<b>0</b>
Contract Commencement Date	08/02/2015
All Warranties and Service Contracts Expire	06/30/2022
<b># of Annual Payments Left on Lease</b>	<b>0</b>
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 Beth,

Client budgets have been significantly impacted for the past two years because of the COVID-19 restrictions. Black usage dropped again by a significant average (Black Pre-COVID is 2,291 down to 1,284 Copies per Student ...yours is at **1,289**...while Color Pre-COVID is 216 down to 182 Copies per Student ...yours is at **113**) because of the change to working remotely most of the year.

Your vendor seems to be taking good care of your fleet (See Service History Report). When equipment reaches ten years out from its model introduction, parts are harder to find. Your last upgrade took place on 8-2-2015 and only 39 out of 69 machines were new. This means that 30 machines were carried over from a previous upgrade and are significantly older. It is our recommendation you consider an upgrade that would commence no later than July 1, 2022. Your last lease payment was made on August 1, 2020 and you have gone one year without a lease payment. We were able to extend your service and supply contract. Your first payment of the new lease would be on August 1, 2022. Service-and-supply contract costs would drop in FY23, which would save \$12,663.04 over five years in color usage at COVID (lower-than-usual) volumes. We can discuss this at our meeting.

Sincerely,

Skip

FY21 Photocopier Analysis with FY22 Projections

**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**

- 1) Guarantees on Photocopiers...Expires 6-30-2016
- 2) Annual Price Ceilings Left... Expires 6-30-2016
- 3) High Volume Console Units...9
- 4) Units to be Traded...70
- 5) Photocopiers...18  
Computer Interfaced...18
- 6) Network Printers....74 w/ 6 Color & 1 Ink Jet
- 7) Color Photocopiers Networked ...4  
Total number of Units...88
- 8) Duplex's...75
- 9) Sorter's...88
- 10) Finisher's...18

**PROPOSED SITUATION**

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

**Overall Description of Equipment Fleet:**

Presently, you have Six different Manufacturers & Dozens of different Models 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 one municipal lease that is paid off. With the new arrangement, you will again have one '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 Six 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...

<u>Cost Center</u>	<u>Present</u>	<u>KMBS/Axis</u>
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
<b>Totals</b>	<b>\$76,676.76</b>	<b>\$54,728.42</b>

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

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
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 215 Special Ed	Konica Minolta BH4050	A6VF011011461	KMBS	02/01/2014
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	Library	Konica Minolta BH4050	A6VF011011467	KMBS	02/01/2014
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

## NHSAU 87 - Mascenic Regional

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Highbridge Hill Elementary	Room 173 Computer Lab	HP Laser Jet Enterprise600 M60IDN	CNDCGB00BN	AXIS	11/01/2011
Highbridge Hill Elementary	Room 207	Konica Minolta BH754	A55V017005288	KMBS	03/01/2013
Highbridge Hill Elementary	Room 218 - 4th Grade Computer Lab	HP Laser Jet Enterprise600 M60IDN	CNDCGB00BM	AXIS	11/01/2011
Highbridge Hill Elementary	Room 227 - 3rd Grade Computer Lab	HP Laser Jet Enterprise600 M60IDN	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	Konica Minolta BH4050	A6VF011011470	KMBS	02/01/2014
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	CNCCFCSIHL	AXIS	11/01/2011
Mascenic Regional High	Room 040	HP Laser Jet Enterprise600 M60IDN	CNDCGB00BK	AXIS	11/01/2011
Mascenic Regional High	Room 332	HP Laser Jet Enterprise600 M60IDN	CNDCGB51GJ	AXIS	11/01/2011
Mascenic Regional High	Room 335	HP Laser Jet Enterprise600 M60IDN	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 M60IDN	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 M45Idn	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 M40In	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	CNCCFIC0J4	AXIS	11/01/2011

**NHSAU 87 - Mascenic Regional**

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
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**

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Make - Model	Serial Number	IP Address	Last Update
HP COLOR LaserJet CP1518ni	CNCC9I5028	10.0.8.126	2021-07-13 04:00:36
HP LASERJET 4250	CNGXL01852	10.0.2.62	2021-07-28 04:00:04

## FIVE-YEAR FLEET MANAGEMENT (FYFM)

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We have all heard the saying that Information is Power! Beginning with your next upgrade, FYFM will put you in the driver's seat.

### Purpose of FYFM:

Interactive Tool you can alter with your printing habits. With the click of one button, it will incorporate both past, present and future usage, flagging any potential problematic areas. **'Right-Sized Print Management' will help to eliminate overused color copiers.**

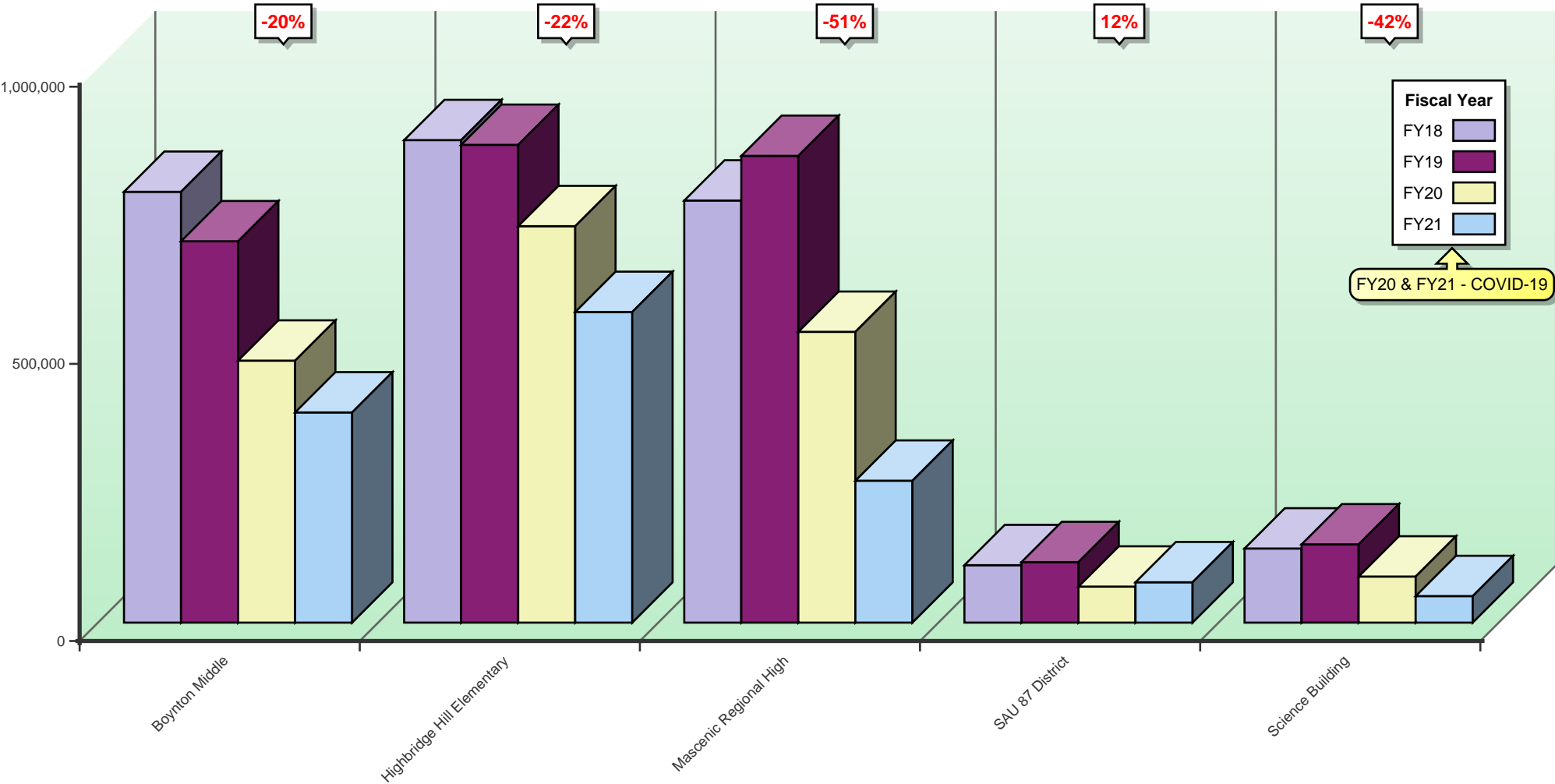
### Setting up Future Budgets:

Projecting out your cost is crucial in setting up your budgets. With FYFM you will be able to take control of your future cost for the entire life of your fleet of copiers, MFP's and printers. STARDoc currently studies your printing habits and projects out for about eight months. FYFM will be able to project out your cost and volume for the entire life of your fleet, usually five years out.

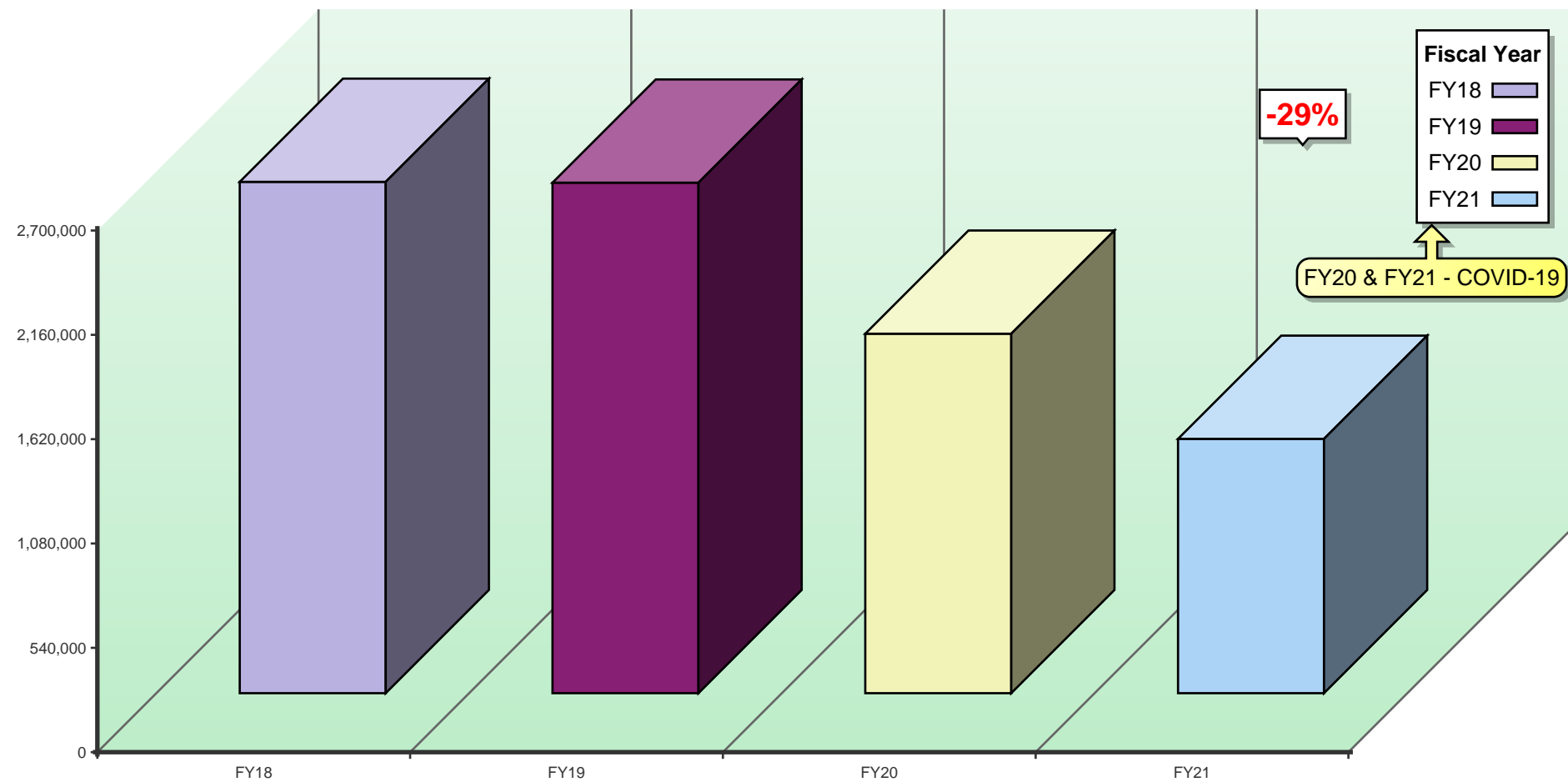
### Problematic Machines:

How would you know if your equipment is truly malfunctioning and needs to be replaced under warranty? FYFM will compare your service calls to all SPC's clients for like models and speeds. It will provide you with the number of service calls in a fiscal year and the average copies between calls so that you will know if your equipment is running efficiently and/or needs to be replaced under warranty at no charge. In awarding future bids, you will be able to see which company and which manufacturer is operating the best in your geographic area.

ANNUAL BLACK VOLUME BY LOCATION



ANNUAL BLACK VOLUME OVERALL



% amount equals the overall increase or decrease between Previous Year & Current Year

## AVERAGE STUDENT-TO-COPY USAGE - BLACK

Using the projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.

Building	Student Population	Annual Black Volume	Total School Cost*	Average Annual Black Prints Per Student	Average Annual Black Cost Per Student
Boynton Middle	303	379,216	\$5,182.16	1,252	\$17.10
Highbridge Hill Elementary	425	560,503	\$7,106.96	1,319	\$16.72
Mascenic Regional High	293	256,019	\$3,594.49	874	\$12.27
SAU 87 District	0	72,797	\$1,285.30	0	\$0.00
Science Building	0	47,853	\$606.65	0	\$0.00
<b>Totals</b>	<b>1,021</b>	<b>1,316,388</b>	<b>\$17,775.56</b>	<b>1,289</b>	<b>\$17.41</b>

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

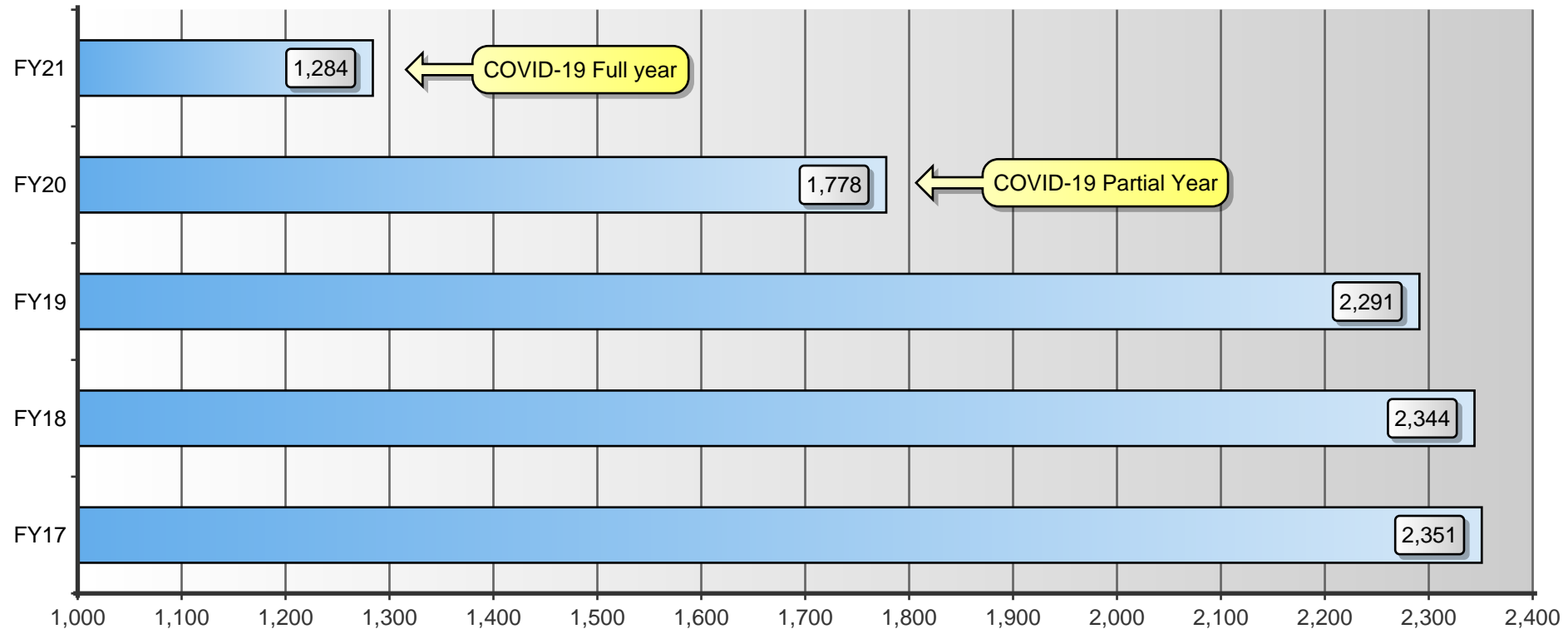


## INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

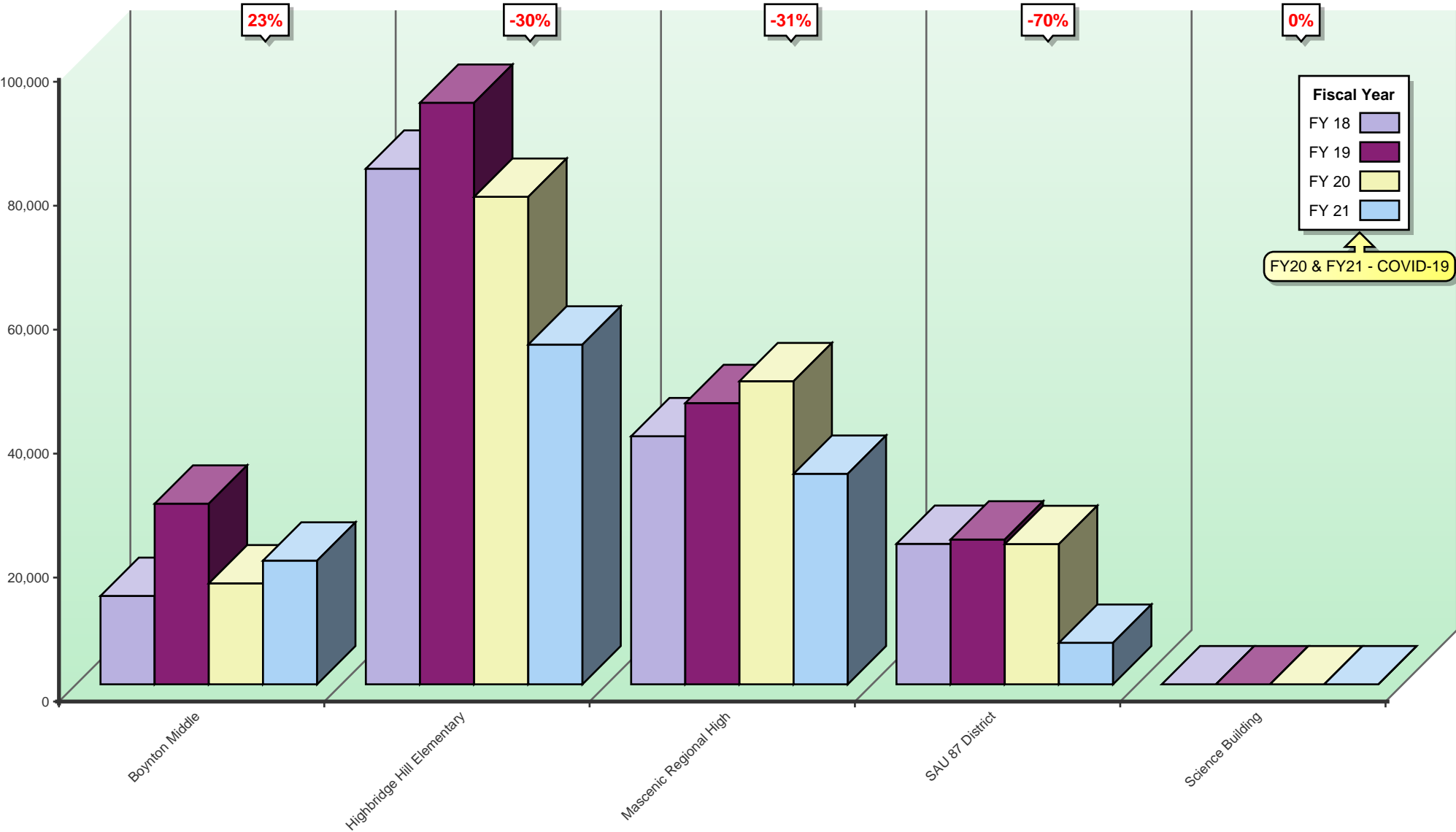
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	74,829	96,111,166	\$2,941,043.66	1,284	\$39.30

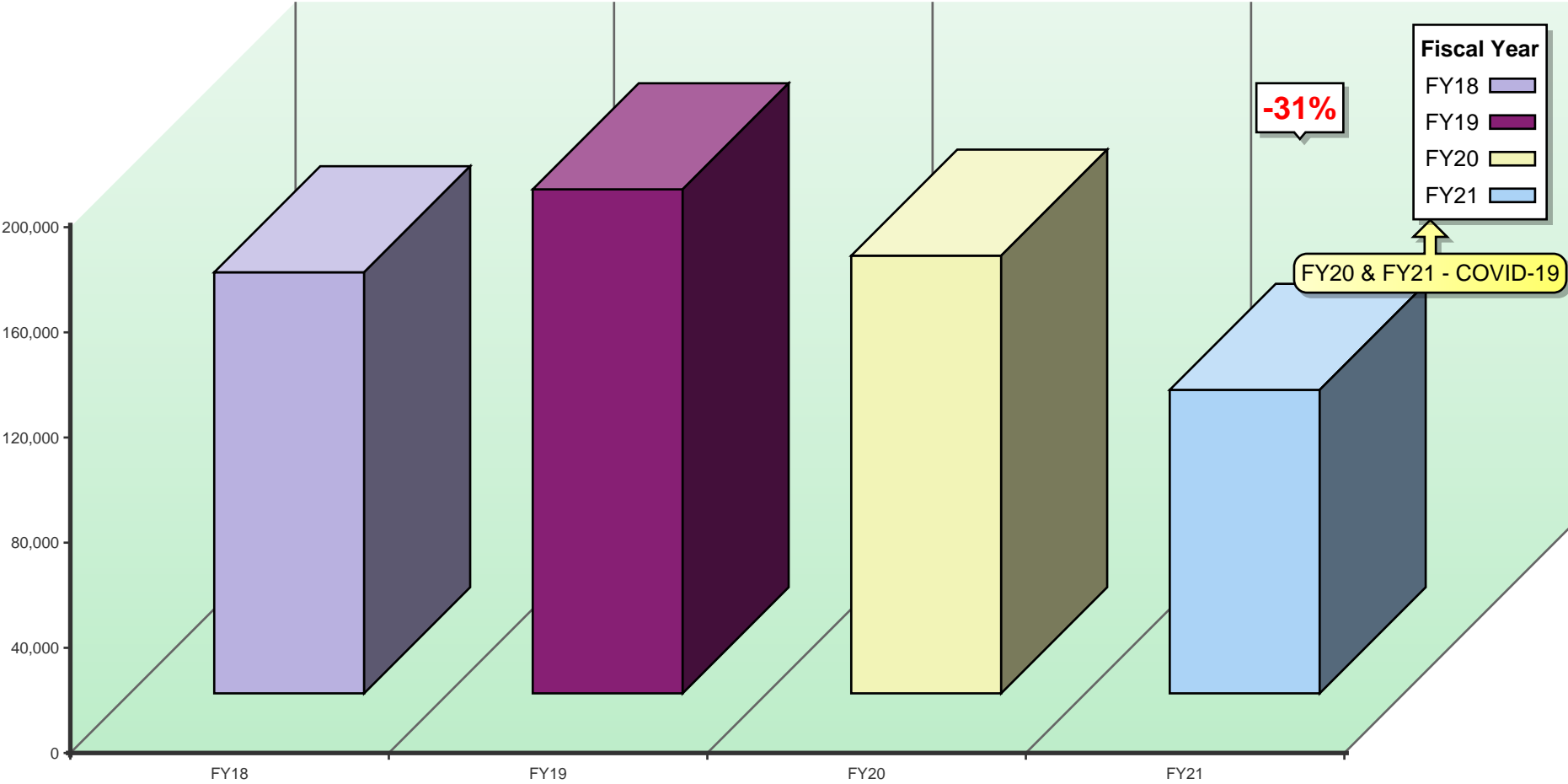
\*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



ANNUAL COLOR VOLUME BY LOCATION



ANNUAL COLOR VOLUME OVERALL



% amount equals the overall increase or decrease between Previous Year & Current Year

## AVERAGE STUDENT-TO-COPY USAGE - COLOR

Using the projected costs by building as the basis, this table represents the projected average usage and cost per student for each building.

Building	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Boynton Middle	303	19,959	\$1,101.54	66	\$3.64
Highbridge Hill Elementary	425	54,816	\$3,025.30	129	\$7.12
Mascenic Regional High	293	33,968	\$2,033.20	116	\$6.94
SAU 87 District	0	6,700	\$369.77	0	\$0.00
Science Building	0	0	\$0.00	0	\$0.00
<b>Totals</b>	<b>1,021</b>	<b>115,443</b>	<b>\$6,529.80</b>	<b>113</b>	<b>\$6.40</b>

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

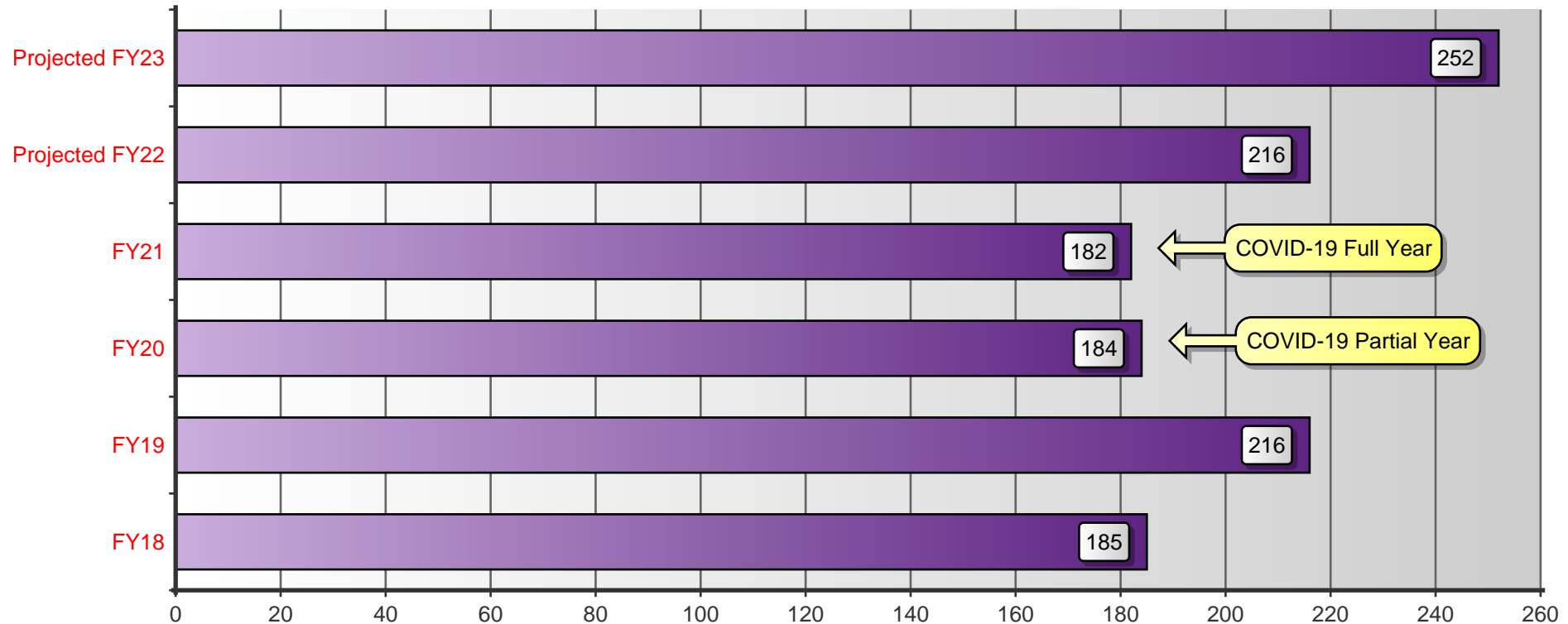
Note: STARDoc tool will flag any future high color usage. See page 52 of STARDoc Features. Current industry ratio averages 182 color prints per student per year. Your color volume this year averages 113 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

## INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

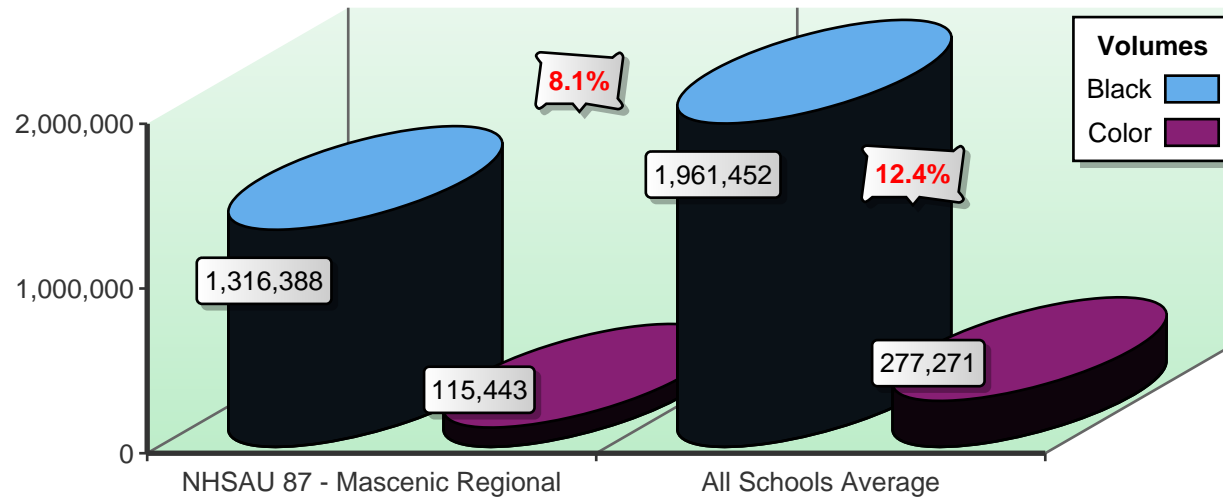
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

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

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



## COLOR-TO-TOTAL VOLUME COMPARISON



### SPC Analysis

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

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

## EQUIPMENT USAGE & RECOMMENDATIONS

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

Date of Last Upgrade: 08/02/2015

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Boynton Middle					
Library					
Konica Minolta BH501 / 50 PPM	173,393	176,786	3,393	\$0.00345	13 years from Intro.
AOR5011021408 / 9348 5937				\$11.71	
2,000,000 / 06/2008	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Mail Room					
Konica Minolta BHC454 / 45 PPM	313,377	324,956	11,579	\$0.00345	9 years from Intro.
A4FJ011002531 / 9348 5952				\$39.95	
1,000,000 / 07/2012	119,536	123,237	3,701	\$0.05379	
Color Photocopier / KMBS				\$199.08	
Phys Ed Office					
HP Laser Jet 600 M604 / 52 PPM	51,854	62,585	10,731	\$0.01334	None at this time.
CNBCH970T8 /				\$143.15	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 100 Guidance</b>					
Konica Minolta BH654 / 65 PPM	1,201,407	1,303,761	102,354	\$0.00345	8 years from Intro.
A5YN017007892 / 9348 5942				\$353.12	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
<b>Room 101 Principal's Office</b>					
Konica Minolta BHC554 / 55 PPM	232,534	267,062	34,528	\$0.00345	9 years from Intro.
A5AY011015779 / 9348 5943				\$119.12	
3,000,000 / 08/2012	57,031	73,289	16,258	\$0.05379	
Color Photocopier / KMBS				\$874.52	
<b>Room 102 - not in use</b>					
HP Laser Jet 600 M604 / 52 PPM	983	983	0	\$0.01334	Not in use for FY21.
CNBCH970VS /				\$0.00	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
<b>Room 105</b>					
HP Laser Jet 600 M604 / 52 PPM	24,024	25,984	1,960	\$0.01334	None at this time.
CNBCH970TJ /				\$26.15	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	



Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 107</b>					
HP Laser Jet Enterprise600 M601DN / 45 PPM	27,025	28,567	1,542	\$0.01334	10 years from Intro.
CNDCGB51GC /				\$20.57	
1,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
<b>Room 113A Nurse</b>					
HP Laser Jet 600 M604 / 52 PPM	8,284	9,375	1,091	\$0.01334	None at this time.
CNBCH8306L /				\$14.55	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
<b>Room 117</b>					
HP Laser Jet Enterprise600 M601DN / 45 PPM	27,699	31,164	3,465	\$0.01334	10 years from Intro.
CNDCGB51G9 /				\$46.22	
1,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
<b>Room 200</b>					
Konica Minolta BH754 / 75 PPM	1,373,673	1,546,656	172,983	\$0.00345	8 years from Intro.
A55V017005302 / 9348 5851				\$596.79	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 207</b>					
HP Laser Jet 600 M604 / 52 PPM	37,638	43,025	5,387	\$0.01334	None at this time.
CNBCH8306G /				\$71.86	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
<b>Room 208</b>					
HP Laser Jet Enterprise600 M601DN / 45 PPM	28,106	31,717	3,611	\$0.01334	10 years from Intro.
CNDCGB5IGH /				\$48.17	
1,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
<b>Room 215 Special Ed</b>					
Konica Minolta BH4050 / 42 PPM	55,296	62,685	7,389	\$0.00430	7 years from Intro.
A6VF011011461 / 9348 5934				\$31.77	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
<b>Room 218</b>					
HP Laser Jet 600 M604 / 52 PPM	34,428	42,443	8,015	\$0.01334	None at this time.
CNBCH970T3 /				\$106.92	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 219					
HP Laser Jet Enterprise600 M601DN / 45 PPM	48,385	54,032	5,647	\$0.01334	10 years from Intro.
CNDCGB51GK /				\$75.33	
1,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
Title One					
HP Laser Jet 600 M604 / 52 PPM	18,794	24,335	5,541	\$0.01334	None at this time.
CNBCH8306W /				\$73.92	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
		Subtotal Black	379,216	\$1,779.31	
		Subtotal Color	19,959	\$1,073.59	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Highbridge Hill Elementary					
3rd Grade Work Room					
Konica Minolta BH654 / 65 PPM A5YN017007632 / 9348 5939 3,000,000 / 02/2013 Black Photocopier/KMBS	512,525  0	584,164  0	71,639  0	\$0.00345 \$247.15 \$0.00000 \$0.00	8 years from Intro.
Copy Room Downstairs					
Konica Minolta BH754 / 75 PPM A55V017005368 / 9348 5949 4,000,000 / 03/2013 Black Photocopier / KMBS	1,098,180  0	1,297,129  0	198,949  0	\$0.00345 \$686.37 \$0.00000 \$0.00	8 years from Intro.
Library					
Konica Minolta BH4050 / 42 PPM A6VF011011467 / 9348 5949 1,000,000 / 02/2014 Black Laser MFP / KMBS	10,908  0	12,969  0	2,061  0	\$0.00430 \$8.86 \$0.00000 \$0.00	7 years from Intro.
Main Office					
HP Laser Jet Enterprise600 M601DN / 45 PPM CNDCGB00BV / 1,000,000 / 11/2011 Black Network Printer / AXIS	4,862  0	4,969  0	107  0	\$0.01334 \$1.43 \$0.00000 \$0.00	10 years from Intro.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Konica Minolta BHC554 / 55 PPM A5AY011015788 / 9348 5945 3,000,000 / 08/2012 Color Photocopier / KMBS	354,345	393,608	39,263	\$0.00345 \$135.46 \$0.05379 \$2,948.55	9 years from Intro.
Nurse's Office					
HP Laser Jet 600 M604 / 52 PPM CNBCH83074 / 2,000,000 / 04/2015 Black Network Printer / AXIS	11,140 0	13,067 0	1,927 0	\$0.01334 \$25.71 \$0.00000 \$0.00	None at this time.
Room 125					
Konica Minolta BH754 / 75 PPM A55V017005341 / 9348 5948 4,000,000 / 03/2013 Black Photocopier / KMBS	1,106,305 0	1,216,705 0	110,400 0	\$0.00345 \$380.88 \$0.00000 \$0.00	8 years from Intro.
Room 125 - 2nd Grade Work Room					
HP Laser Jet 600 M604 / 52 PPM CNBCH970TX / 2,000,000 / 04/2015 Black Network Printer / AXIS	25,546 0	27,244 0	1,698 0	\$0.01334 \$22.65 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 171 - 1st Grade Work Room					
HP Laser Jet 600 M604 / 52 PPM	61,843	72,335	10,492	\$0.01334	None at this time.
CNBCH8307R /				\$139.96	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
Room 173 Computer Lab					
HP Laser Jet Enterprise600 M601DN / 45 PPM	10,849	11,398	549	\$0.01334	10 years from Intro.
CNDCGB00BN /				\$7.32	
1,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
Room 207					
Konica Minolta BH754 / 75 PPM	724,045	846,463	122,418	\$0.00345	8 years from Intro.
A55V017005288 / 9348 5950				\$422.34	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 218 - 4th Grade Computer Lab					
HP Laser Jet Enterprise600 M601DN / 45 PPM	35,786	36,786	1,000	\$0.01334	10 years from Intro.
CNDCGB00BM /				\$13.34	
1,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 227 - 3rd Grade Computer Lab</b>					
HP Laser Jet Enterprise600 M601DN / 45 PPM	6,987	6,987	0	\$0.01334	Not in use for FY21. 10 years from Intro.
CNDCGB51GB /				\$0.00	
1,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
		<b>Subtotal Black</b>	<b>560,503</b>	<b>\$2,091.48</b>	
		<b>Subtotal Color</b>	<b>54,816</b>	<b>\$2,948.55</b>	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Mascenic Regional High					
Guidance Room					
Konica Minolta BHC554 / 55 PPM	313,995	343,324	29,329	\$0.00345	9 years from Intro.
A5AY011015749 / 9348 5936				\$101.19	
3,000,000 / 08/2012	181,869	214,175	32,306	\$0.05379	
Color Photocopier/KMBS				\$1,737.74	
Gym Weight Room					
HP Laser Jet 600 M604 / 52 PPM	16,623	17,160	537	\$0.01334	None at this time.
CNBCH8305G /				\$7.16	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
Library					
Konica Minolta BH501 / 50 PPM	221,559	223,531	1,972	\$0.00345	13 years from Intro.
A0R5011021344 / 9348 5936				\$6.80	
2,000,000 / 06/2008	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Main Office					
Konica Minolta BH4050 / 42 PPM	38,630	43,646	5,016	\$0.00430	7 years from Intro.
A6VF011011470 / 9348 5960				\$21.57	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	



Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Main Office Copy Room</b>					
Konica Minolta BH654 / 65 PPM	150,454	173,095	22,641	\$0.00345	8 years from Intro.
A5YN017007896 / 9348 5940				\$78.11	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
<b>Principal's Secretary</b>					
HP Laser Jet 600 M602 / 52 PPM	55,075	61,888	6,813	\$0.01334	10 years from Intro.
CNCCFCSIHL /				\$90.89	
3,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
<b>Room 040</b>					
HP Laser Jet Enterprise600 M601DN / 45 PPM	60,002	60,723	721	\$0.01334	10 years from Intro.
CNDCGB00BK /				\$9.62	
1,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
<b>Room 070</b>					
HP Laser Jet 600 M604 / 52 PPM	25,269	27,164	1,895	\$0.01334	None at this time.
CNBCH8307M /				\$25.28	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 323</b>					
HP Laser Jet 600 M604 / 52 PPM	40,503	44,094	3,591	\$0.01334	None at this time.
CNBCH8307X /				\$47.90	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
<b>Room 326</b>					
HP Laser Jet 600 M604 / 52 PPM	25,382	28,470	3,088	\$0.01334	None at this time.
CNBCH8307P /				\$41.19	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
<b>Room 332</b>					
HP Laser Jet Enterprise600 M601DN / 45 PPM	76,633	82,117	5,484	\$0.01334	10 years from Intro.
CNDCGB51GJ /				\$73.16	
1,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
<b>Room 335</b>					
HP Laser Jet Enterprise600 M601DN / 45 PPM	155,494	166,707	11,213	\$0.01334	10 years from Intro.
CNDCGB00BJ /				\$149.58	
1,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 342</b>					
Konica Minolta BH50I / 50 PPM	239,043	263,899	24,856	\$0.00345	13 years from Intro.
AOR50I1021553 / 9348 5935				\$85.75	
2,000,000 / 06/2008	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
<b>Room 347</b>					
HP Laser Jet Enterprise600 M60IDN / 45 PPM	36,943	38,094	1,151	\$0.01334	10 years from Intro.
CNDCGB5IGF /				\$15.35	
1,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
<b>Room 380</b>					
Konica Minolta BH754 / 75 PPM	2,359,458	2,490,496	131,038	\$0.00345	8 years from Intro.
A55V017005506 / 9348 5947				\$452.08	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
<b>Room 383</b>					
HP Color Laser Jet M451dn / 21 PPM	4,567	5,266	699	\$0.01334	9 years from Intro.
CNDF606905 /				\$9.32	
500,000 / 02/2012	20,370	22,032	1,662	\$0.14674	
Color Network Printer / AXIS				\$243.88	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Room 389- Nurse's Office						
HP Laser Jet 600 M604 / 52 PPM CNBCH8306C / 2,000,000 / 04/2015 Black Network Printer / AXIS	2,999  0	3,199  0	200  0	\$0.01334 \$2.67 \$0.00000 \$0.00	None at this time.	
Room 397						
HP Laser Jet 600 M604 / 52 PPM CNBCH83068 / 2,000,000 / 04/2015 Black Network Printer / AXIS	21,794  0	27,569  0	5,775  0	\$0.01334 \$77.04 \$0.00000 \$0.00		None at this time.
Subtotal Black						
Subtotal Color						

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SAU 87 District						
Admin Assistant						
Konica Minolta BH284e / 28 PPM A61G011011949 / 500,000 / 11/2013 Black Photocopier/KMBS	91,023  0	106,819  0	15,796  0	\$0.00345 \$54.50 \$0.00000 \$0.00	8 years from Intro.	
Director of Student Services						
HP Laser Jet 400 M401n / 35 PPM VNG4G01618 / 750,000 / 01/2013 Black Network Printer / AXIS	16,938  0	17,138  0	200  0	\$0.01334 \$2.67 \$0.00000 \$0.00		8 years from Intro.
Main Office						
Konica Minolta BHC554 / 55 PPM A5AY011015759 / 9348 5944 3,000,000 / 08/2012 Color Photocopier / KMBS	303,586  140,553	322,825  147,253	19,239  6,700	\$0.00345 \$66.37 \$0.05379 \$360.39	9 years from Intro.	
Main Office						
HP Laser Jet 600 M604 / 52 PPM CNBCH8307Q / 2,000,000 / 04/2015 Black Network Printer / AXIS	24,159  0	29,582  0	5,423  0	\$0.01334 \$72.34 \$0.00000 \$0.00		None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 243 - Business Office</b>					
HP Laser Jet 600 M604 / 52 PPM	15,482	22,716	7,234	\$0.01334	None at this time.
CNBCH970TT /				\$96.50	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
<b>Room 244 - Payroll Desk (MICR)</b>					
HP Laser Jet 600 M602 / 52 PPM	77,497	87,023	9,526	\$0.01334	10 years from Intro.
CNBCD7L0CJ /				\$127.08	
3,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
<b>Student Services</b>					
HP Laser Jet 600 M602 / 52 PPM	16,198	17,012	814	\$0.01334	10 years from Intro.
CNCCFIC0J4 /				\$10.86	
3,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	
<b>Superintendent</b>					
HP Laser Jet 600 M602 / 52 PPM	48,402	55,636	7,234	\$0.01334	10 years from Intro.
CNCCF6L0YZ /				\$96.50	
3,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer / AXIS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Training Room						
HP Laser Jet 600 M604 / 52 PPM CNBCH970TK / 2,000,000 / 04/2015 Black Network Printer / AXIS	5,656  0	6,338  0	682  0	\$0.01334 \$9.10 \$0.00000 \$0.00	None at this time.	
Training Room - MICR						
HP Laser Jet 600 M602 / 52 PPM CNBCD7L0C8 / 3,000,000 / 11/2011 Black Network Printer / AXIS	66,633  0	73,282  0	6,649  0	\$0.01334 \$88.70 \$0.00000 \$0.00		10 years from Intro.
Subtotal Black						
Subtotal Color						

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Science Building					
Tech Building					
Konica Minolta BH654 / 65 PPM A5YN017007805 / 9348 9541 3,000,000 / 02/2013 Black Photocopier/KMBS	622,542  0	669,044  0	46,502  0	\$0.00345 \$160.43 \$0.00000 \$0.00	8 years from Intro.
Tech Building - Computer Classroom					
HP Laser Jet 600 M604 / 52 PPM CNBCH8306P / 2,000,000 / 04/2015 Black Network Printer / AXIS	5,998  0	7,349  0	1,351  0	\$0.01334 \$18.02 \$0.00000 \$0.00	None at this time.
Tech Building - Tech Office					
HP Laser Jet 600 M604 / 52 PPM CNBCH8306B / 2,000,000 / 04/2015 Black Network Printer / AXIS	1,053  0	1,053  0	0  0	\$0.01334 \$0.00 \$0.00000 \$0.00	Not in use for FY21.
Subtotal Black			47,853	\$178.45	
Subtotal Color			0	\$0.00	
District Wide Black Totals			1,316,388	\$5,968.53	
District Wide Color Totals			115,443	\$6,364.16	Your Avg Color CPC is \$0.0551

Estimated color cost savings with your next bid: \$12,663.04 over five years. Our bids are coming in at an average of \$0.03319, with our compensation included.



## SPC SERVICE & SUPPLY COST SAVINGS

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 02/01/2006 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 21 black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

### BEFORE SPC

Current Volume	Prior CPC	Average Annual Cost
1,316,388	\$0.01806	\$23,773.97

### CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
1,316,388	\$0.00453	\$5,963.24	\$17,810.73	\$89,053.65

\*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  
 $\$17,810.73 \times 15 \text{ years as a Client} = \$267,160.94$  Cost Savings!

## PROJECTED EQUIPMENT COSTS BY BUILDING - BLACK

This table represents PROJECTED expenses for BLACK prints or copies by building based on recent activity. Approximate current paper case costs and **averaged** current annual lease payments are figured in to provide budget information for the upcoming fiscal year.

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Boynton Middle	379,216	\$1,825.80	\$2,047.77	\$1,308.60	\$5,182.16
Highbridge Hill Elementary	560,503	\$2,146.07	\$3,026.72	\$1,934.18	\$7,106.96
Mascenic Regional High	256,019	\$1,328.52	\$1,382.50	\$883.47	\$3,594.49
SAU 87 District	72,797	\$640.99	\$393.10	\$251.21	\$1,285.30
Science Building	47,853	\$183.11	\$258.41	\$165.13	\$606.65
<b>TOTALS</b>	<b>1,316,388</b>	<b>\$6,124.49</b>	<b>\$7,108.50</b>	<b>\$4,542.58</b>	<b>\$17,775.56</b>

### SPC EQUIPMENT BIDS:

During FY21, our cooperative bids achieved significant cost savings. Despite seeing inflation in almost all markets, with a 5.7% increase on the price index, our bids dropped about 7% for existing clients! So compared to inflation from one year to the next, we achieved a 12% drop! Therefore, based on our results this past year, we feel we can save you another \$10,483.87 if you did an upgrade.

Current bids are coming in between 12% to 17% of Retail compared with the current Salesman's Cost of 50% of Retail.

For Example: A 90-copy-per-minute Ricoh IM9000 black photocopier with RADE, Duplexing, Finisher, 3-Hole Punch, CIF-Print-Color Scan-Hard Drive for Secure Print with a Retail Cost of \$44,743 can be purchased for \$6,453... That's 14% of Retail! Our prices are negotiated with and supported directly by the manufacturer.

## PROJECTED EQUIPMENT COSTS BY BUILDING - COLOR

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This table represents PROJECTED expenses for COLOR prints or copies by building based on recent activity. Current paper case costs and averaged annual lease payments are NOT figured in to this table, as they are covered in the black prints report.

Building	Projected Color Volume	Service & Supply Cost
Boynton Middle	19,959	\$1,101.54
Highbridge Hill Elementary	54,816	\$3,025.30
Mascenic Regional High	33,968	\$2,033.20
SAU 87 District	6,700	\$369.77
Science Building	0	\$0.00
<b>TOTALS</b>	<b>115,443</b>	<b>\$6,529.80</b>

## SERVICE & SUPPLY USAGE PROFILE BY VENDOR - BLACK

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

Vendor	Equipment Type	FY21 Black Volume	FY21 Black Cost/Copy	FY21 Black S & S Costs	FY22 Black Cost/Copy	FY22 Projected Black S & S Costs
Axis (dba New Era Technology)	Black Network Printer	142,344	\$0.01334	\$1,898.87	\$0.01369	\$1,948.69
Axis (dba New Era Technology)	Color Network Printer	699	\$0.01334	\$9.32	\$0.01369	\$9.57
Konica-Minolta Business Solutions	Black Laser MFP	14,466	\$0.00430	\$62.20	\$0.00441	\$63.80
Konica-Minolta Business Solutions	Black Photocopier	1,024,941	\$0.00345	\$3,536.05	\$0.00354	\$3,628.29
Konica-Minolta Business Solutions	Color Photocopier	133,938	\$0.00345	\$462.09	\$0.00354	\$474.14
<b>TOTALS AND AVERAGES</b>		<b>1,316,388</b>	<b>\$0.00453</b>	<b>\$5,968.53</b>	<b>\$0.00465</b>	<b>\$6,124.49</b>

## SERVICE & SUPPLY USAGE PROFILE BY VENDOR - COLOR

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

Vendor	Equipment Type	FY21 Color Volume	FY21 Color Cost/Copy	FY21 Color S & S Costs	FY22 Color Cost/Copy	FY22 Projected Color S & S Costs
Axis (dba New Era Technology)	Color Network Printer	1,662	\$0.14674	\$243.88	\$0.15056	\$250.23
Konica-Minolta Business Solutions	Color Photocopier	113,781	\$0.05379	\$6,120.28	\$0.05519	\$6,279.57
TOTALS AND AVERAGES		115,443	\$0.05513	\$6,364.16	\$0.05656	\$6,529.80

## LEASED/OWNED EQUIPMENT DETAILS

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Total Number of Machines Under Contract	61
Number of Machines on Lease	38
Number of Machines Owned	23
Number of Rental/Loaner Machines	0

Lease Company	Norway Savings Bank
Term	5 Annual
Annual Payment usually due on 8/1	\$36,339.41
Lease Start Date	08/02/2015
Lease End Date	08/01/2020
Remaining Payments	0

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

## LEASED EQUIPMENT - all of this equipment has now been paid off.

Building	Room	Make/Model	Serial Number
Boynton Middle	Phys Ed Office	HP Laser Jet 600 M604	CNBCH970T8
Boynton Middle	Room 100 Guidance	Konica Minolta BH654	A5YN017007892
Boynton Middle	Room 101 Principal's Office	Konica Minolta BHC554	A5AY011015779
Boynton Middle	Room 102 - not in use	HP Laser Jet 600 M604	CNBCH970VS
Boynton Middle	Room 105	HP Laser Jet 600 M604	CNBCH970TJ
Boynton Middle	Room 113A Nurse	HP Laser Jet 600 M604	CNBCH8306L
Boynton Middle	Room 200	Konica Minolta BH754	A55V017005302
Boynton Middle	Room 207	HP Laser Jet 600 M604	CNBCH8306G
Boynton Middle	Room 215 Special Ed	Konica Minolta BH4050	A6VF011011461
Boynton Middle	Room 218	HP Laser Jet 600 M604	CNBCH970T3
Boynton Middle	Title One	HP Laser Jet 600 M604	CNBCH8306W
Highbridge Hill Elementary	3rd Grade Work Room	Konica Minolta BH654	A5YN017007632
Highbridge Hill Elementary	Copy Room Downstairs	Konica Minolta BH754	A55V017005368
Highbridge Hill Elementary	Library	Konica Minolta BH4050	A6VF011011467
Highbridge Hill Elementary	Main Office	Konica Minolta BHC554	A5AY011015788
Highbridge Hill Elementary	Nurse's Office	HP Laser Jet 600 M604	CNBCH83074
Highbridge Hill Elementary	Room 125	Konica Minolta BH754	A55V017005341
Highbridge Hill Elementary	Room 125 - 2nd Grade Work Room	HP Laser Jet 600 M604	CNBCH970TX
Highbridge Hill Elementary	Room 171 - 1st Grade Work Room	HP Laser Jet 600 M604	CNBCH8307R
Highbridge Hill Elementary	Room 207	Konica Minolta BH754	A55V017005288
Mascenic Regional High	Guidance Room	Konica Minolta BHC554	A5AY011015749
Mascenic Regional High	Gym Weight Room	HP Laser Jet 600 M604	CNBCH8305G
Mascenic Regional High	Main Office	Konica Minolta BH4050	A6VF011011470
Mascenic Regional High	Main Office Copy Room	Konica Minolta BH654	A5YN017007896
Mascenic Regional High	Room 070	HP Laser Jet 600 M604	CNBCH8307M
Mascenic Regional High	Room 323	HP Laser Jet 600 M604	CNBCH8307X
Mascenic Regional High	Room 326	HP Laser Jet 600 M604	CNBCH8307P
Mascenic Regional High	Room 380	Konica Minolta BH754	A55V017005506
Mascenic Regional High	Room 383	HP Color Laser Jet M451dn	CNDF606905
Mascenic Regional High	Room 389- Nurse's Office	HP Laser Jet 600 M604	CNBCH8306C
Mascenic Regional High	Room 397	HP Laser Jet 600 M604	CNBCH83068
SAU 87 District	Main Office	HP Laser Jet 600 M604	CNBCH8307Q
SAU 87 District	Main Office	Konica Minolta BHC554	A5AY011015759
SAU 87 District	Room 243 - Business Office	HP Laser Jet 600 M604	CNBCH970TT
SAU 87 District	Training Room	HP Laser Jet 600 M604	CNBCH970TK
Science Building	Tech Building	Konica Minolta BH654	A5YN017007805

Building	Room	Make/Model	Serial Number
Science Building	Tech Building - Computer Classroom	HP Laser Jet 600 M604	CNBCH8306P
Science Building	Tech Building - Tech Office	HP Laser Jet 600 M604	CNBCH8306B



## OWNED EQUIPMENT

Building	Room	Make/Model	Serial Number
Boynton Middle	Library	Konica Minolta BH501	A0R5011021408
Boynton Middle	Mail Room	Konica Minolta BHC454	A4FJ011002531
Boynton Middle	Room 107	HP Laser Jet Enterprise600 M60IDN	CNDCGB5IGC
Boynton Middle	Room 117	HP Laser Jet Enterprise600 M60IDN	CNDCGB5IG9
Boynton Middle	Room 208	HP Laser Jet Enterprise600 M60IDN	CNDCGB5IGH
Boynton Middle	Room 219	HP Laser Jet Enterprise600 M60IDN	CNDCGB5IGK
Highbridge Hill Elementary	Main Office	HP Laser Jet Enterprise600 M60IDN	CNDCGB00BV
Highbridge Hill Elementary	Room 173 Computer Lab	HP Laser Jet Enterprise600 M60IDN	CNDCGB00BN
Highbridge Hill Elementary	Room 218 - 4th Grade Computer Lab	HP Laser Jet Enterprise600 M60IDN	CNDCGB00BM
Highbridge Hill Elementary	Room 227 - 3rd Grade Computer Lab	HP Laser Jet Enterprise600 M60IDN	CNDCGB5IGB
Mascenic Regional High	Library	Konica Minolta BH501	A0R5011021344
Mascenic Regional High	Principal's Secretary	HP Laser Jet 600 M602	CNCCFCSIHL
Mascenic Regional High	Room 040	HP Laser Jet Enterprise600 M60IDN	CNDCGB00BK
Mascenic Regional High	Room 332	HP Laser Jet Enterprise600 M60IDN	CNDCGB5IGJ
Mascenic Regional High	Room 335	HP Laser Jet Enterprise600 M60IDN	CNDCGB00BJ
Mascenic Regional High	Room 342	Konica Minolta BH501	A0R5011021553
Mascenic Regional High	Room 347	HP Laser Jet Enterprise600 M60IDN	CNDCGB5IGF
SAU 87 District	Admin Assistant	Konica Minolta BH284e	A6IG011011949
SAU 87 District	Director of Student Services	HP Laser Jet 400 M40In	VNG4G01618
SAU 87 District	Room 244 - Payroll Desk (MICR)	HP Laser Jet 600 M602	CNBCD7L0CJ
SAU 87 District	Student Services	HP Laser Jet 600 M602	CNCCFIC0J4
SAU 87 District	Superintendent	HP Laser Jet 600 M602	CNCCF6L0YZ
SAU 87 District	Training Room - MICR	HP Laser Jet 600 M602	CNBCD7L0C8

## STARDoc USER NAMES

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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 70 clients with over 4,500 devices doing 265 million copies and prints per year (pre-COVID). We purchase approximately 1,200 units annually with 72 million prints out to bid.
- We will *save you time* by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis, and managing the implementation.
- We will *save you frustration*. We manage your contracts for up to five years from the date of installation.

#### 2. Exclusive STARDoc Software

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

#### 3. Simplified Billing Program

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

#### 4. Five-Year Equipment Replacement Schedule

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

#### 5. Annual Report

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

#### 6. Vendor Neutral

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

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

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



## SPC Values Our Vendors

### Overall Benefits to Our Vendors

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

### Vendor Benefits Pre-Bid & During the Bid Process:

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

### Vendor Benefits Before & During Installation

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

## Vendor Ongoing Support

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

## Why do some vendors hesitate to bid?

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

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



## STARDoc Features

### Cost Projection by Department or Building

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

### Map your devices on Floorplans

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

### Floorplan Administration

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

### Contacts Page

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

### Device Listing Page

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

### Monthly Audits

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

### Last Sync Date

- Shows the last time FM Audit synced for equipment

## Over-Budget Report

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

## Five-Year Fleet Management (FYFM)

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



## NEW VENDOR CATEGORIES

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

### **Premier: defined as consistently providing ...**

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

### **Cooperative: defined as ...**

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

### **Uncooperative: defined as ...**

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

## WARRANTY RELIEF FUND

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### Why is it Needed?

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

### Other Concerns:

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

### Purpose:

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

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

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

### Who Benefits?

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

## WARRANTY RELIEF EQUIPMENT BASE

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### Why is it Needed?

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

### Other Concerns:

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

### Purpose:

- To replace or add a machine when needed

### Who Benefits?

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