

Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800)750-1538



FY21 Annual Report

With FY22 Projections

Bill Brockman
RSU 06 - MSAD 06 - Buxton
94 Main Street
Buxton, ME 04093



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

September 2021

Bill Brockman
RSU 06 - MSAD 06 - Buxton
94 Main Street
Buxton, ME 04093

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 Bill:

We at Specialized Purchasing Consultants wish to thank you for your continued confidence in us for the **past 23 years**. We hope we can continue this relationship for many years to come.

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

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

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

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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MEET YOUR TEAM

Skip Tilton, President
Billie Jo Tilton, Vice President



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



Alex Webster
Operations, Marketing & IT Manager



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

Pam Weed
Client-Vendor Relations



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

Kelly Fortier
Office Support



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

Heidi Tilton
Accounting Support



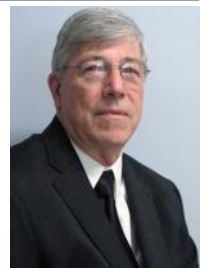
Heidi assists with bookkeeping and billing for both clients and vendors, processing payments, contact information updates, and other office support.

Sue Penney
Accounting Coordinator



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

Robert Dutil
Information Technology



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

Jamin Tilton
Operations Support



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

SPC TIMELINE

1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Report

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

2001 Meter Collection

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

2002 Bond Counsel Review

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

2003 Bond Counsel Review of Contracts and Warranties

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

2012 STARDoc and Simplified Billing Developed and Implemented

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

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

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

2015 STARDoc - Mapping Options and Asset Management

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

SPC TIMELINE (Continued)

2018 STARDoc - Improved Pinpointing of Budget and Communications

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

2019 STARDoc – Service Histories, Chromebook Bid

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

2020 Mock Bids - Warranty and Relief Fund

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

2020 Chromebook Bid

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

2021 Vendor Services and Warranty Relief Equipment

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

2022 SPC Roadmap

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

EQUIPMENT HEALTH STATUS

Total Number of Machines	128
Total Black Photocopiers & MFPs:	41
Total Color Photocopiers & MFPs:	23
Total Black Network Printers:	62
Total Color Network Printers:	2
Total Removed From Service:	0
# of Units Not in Use for FY21	18
# of Units OFF Warranty**	0
# of Units Approaching End of Warranty	2
# of Units Overused	0
# of Units Underused	0
Contract Commencement Date	08/02/2017
All Warranties and Service Contracts Expire	06/30/2023
# of Annual Payments Left on Lease	1
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract Signed	Yes

**NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Dear Bill,

Client budgets have been significantly impacted for the past two years because of the COVID-19 restrictions. Black usage dropped again by a significant average because of the change to working remotely most of the year. Black pre-COVID usage averaged 2,291 copies per student but this year is down to 1,284 copies per student ... **your average is 1,329**. Color pre-COVID usage averaged 216 copies per student but this year is down to 182 copies per student ... **your average is 179**, although your color usage increased by 37% over last year.

Because of this, your color budget is being seriously affected. It is our recommendation that you consider an upgrade that would commence on August 2, 2022. Your last lease payment will be made on August 1, 2022. Your first payment of the new lease would not be due until August 1, 2023. It is our opinion that your lease cost would drop significantly as well as your service-and-supply contract costs. This would mirror the upgrade schedule that occurred on 8-2-2017. This could result in a savings of \$40,389.95 over five years in color usage at COVID (lower-than-usual) volumes. We can discuss this at our meeting.

Sincerely,
Skip

RSU 06 - Buxton
Bill Brockman
94 Main Street
Buxton, ME 04093
Five-Year Basis beginning with the 2017/2018 Fiscal Year

Copies-per-Year: 8,365,248

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

PRESENT SITUATION

- 1) Guarantees on Photocopiers...**One Year**
- 2) Annual Price Ceilings Left... **One Year**
- 3) High Volume Console Units...**23**
- 4) Units to be Traded...**141**
- 5) Photocopiers...**59**
- 6) Color Photocopiers Networked ...**17**
- 7) MFP's...**0**
- 8) Network Printers....**82 w/9 Color**

Total number of Units...**141**

- 9) Duplex's...**124**
- 10) Finisher's...**45**

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...**33**
- 4) Replaced **129 New with 3 Recon Units**
- 5) Photocopiers...**59 with Secure Print/Confidential Mailbox**
- 6) Low Cost Color Photocopiers Networked...**17**
- 7) MFP's....**0**
- 8) Network Printers...**73 w/8 Color**

Total number of Units...**132 Closing out 9 Devices**

- 9) Duplex's... **132**
- 10) Finisher's... **58**

Overall Description of Equipment Fleet:

Presently, you have **Two different Manufacturers & 22 different Models with two different Vendors.** **The new arrangement will shift to one vendor servicing everything.** This will greatly reduce cost and improve reliability.

Capital:

Presently, you have **one** municipal lease & one Commercial Lease that will be paid off on August 1st, 2017. With the new arrangement, you will again have **one** 'municipal' master lease at 3.09% interest. Your first of five annual lease payments will be due on **August 1st 2018**. A legal opinion from SPC's bond counsel (John Larouche in Augusta ME) will be done on this lease transaction. This will assure that all documents are prepared correctly and signed by the appropriate City and bank officials, and that the lease purchase is a tax-exempt obligation with no premium payable by the school district. At your own expense, you can have your own bond counsel also review the documents which would simply duplicate this service.

Service & Supplies:

Considering all of your consumable cost centers including service you are averaging **\$0.003864 for black and \$0.055706 for Color.** The new contract will come in at a CPC of **\$0.003544 for Black and \$0.043905 for Color.**

Vendor Packages:

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

<u>Cost Center</u>	<u>Present</u>	<u>A-copi (Existing Vendor Toshiba)</u>
1. Service & Supplies Color Photo only	\$22,765.95	\$17,942.86
2. Service & Supplies Black Photo only	\$30,744.15	\$28,194.66
3. Annual Muni Lease	\$99,192.88	\$94,240.18
4. Forced Upgrade (23 Owned machines)	\$9,250.00	\$00.00
Totals	\$161,952.98	\$140,377.71

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy 'Cost per Copy' billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th 2018**. A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors.

Security package: Wiping out old data on trade out units has been included in the package.

AGING EQUIPMENT SUMMARY

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

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
George E. Jack School	Computer Lab Downstairs	Toshiba e-Studio 456	C2H252758	A-COPI	02/01/2012
MSAD 6 District Office	Accounts Payable	Toshiba e-Studio 256	C2C223149	A-COPI	02/01/2012

NON-CONTRACTED DEVICES

Make - Model	Serial Number	IP Address	Last Update
BROTHER MFC-J6920DW	U6357IK6FI44562	10.10.97.46	2021-09-20 05:07:42
BROTHER QL-720NW	H5Z269753	10.10.16.84	2021-08-01 05:07:45
EPSON SC-T5200 Series	U88E003874	10.10.36.84	2021-08-01 05:07:45

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
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FIVE-YEAR FLEET MANAGEMENT (FYFM)

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

Purpose of FYFM:

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

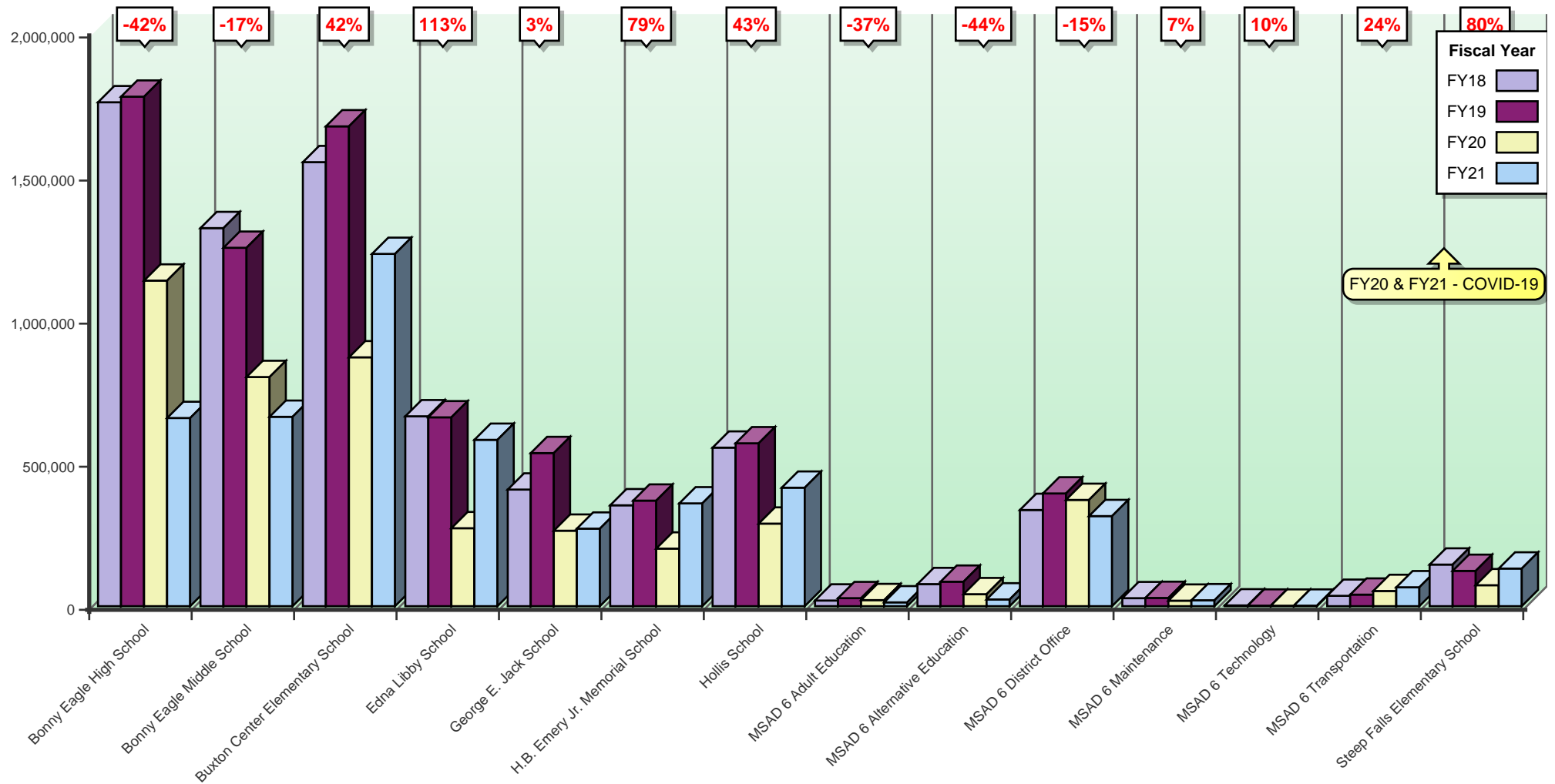
Setting up Future Budgets:

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

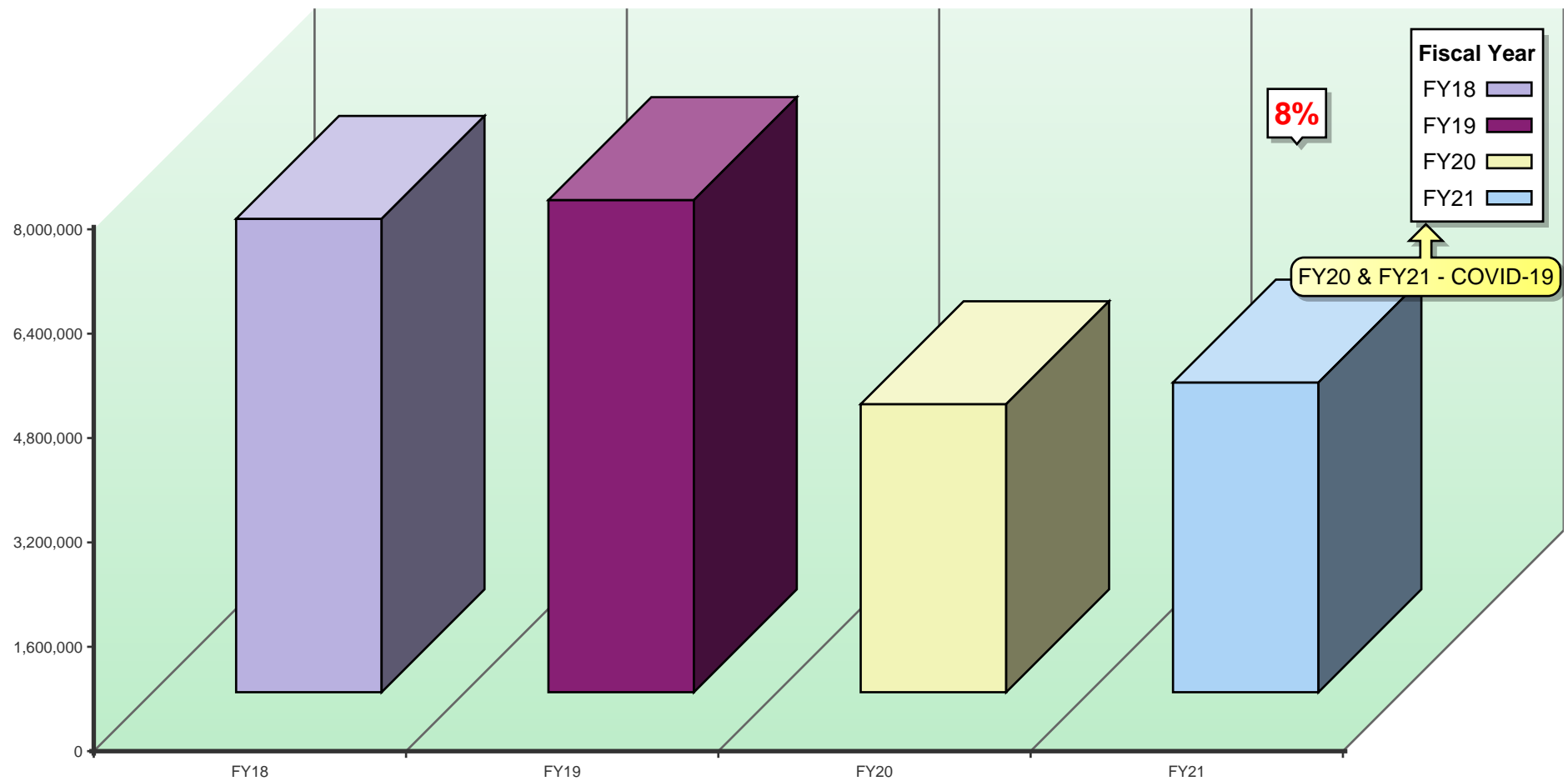
Problematic Machines:

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

ANNUAL BLACK VOLUME BY LOCATION



ANNUAL BLACK VOLUME OVERALL



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

AVERAGE STUDENT-TO-COPY USAGE - BLACK

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

Building	Student Population	Annual Black Volume	Total School Cost*	Average Annual Black Prints Per Student	Average Annual Black Cost Per Student
Bonny Eagle High School	1132	657,559	\$19,363.56	581	\$17.11
Bonny Eagle Middle School	803	661,751	\$19,218.88	824	\$23.93
Buxton Center Elementary School	582	1,230,992	\$35,510.40	2,115	\$61.01
Edna Libby School	278	581,392	\$16,762.42	2,091	\$60.30
George E. Jack School	166	270,936	\$7,841.42	1,632	\$47.24
H.B. Emery Jr. Memorial School	196	359,243	\$10,432.29	1,833	\$53.23
Hollis School	296	414,023	\$11,858.63	1,399	\$40.06
MSAD 6 Adult Education	0	13,327	\$386.99	0	\$0.00
MSAD 6 Alternative Education	25	23,551	\$702.38	942	\$28.10
MSAD 6 District Office	0	314,822	\$10,079.66	0	\$0.00
MSAD 6 Maintenance	0	20,664	\$609.60	0	\$0.00
MSAD 6 Technology	0	1,864	\$64.54	0	\$0.00
MSAD 6 Transportation	0	66,049	\$1,917.38	0	\$0.00
Steep Falls Elementary School	95	131,519	\$3,861.26	1,384	\$40.64
Totals	3,573	4,747,692	\$138,609.42	1,329	\$38.79

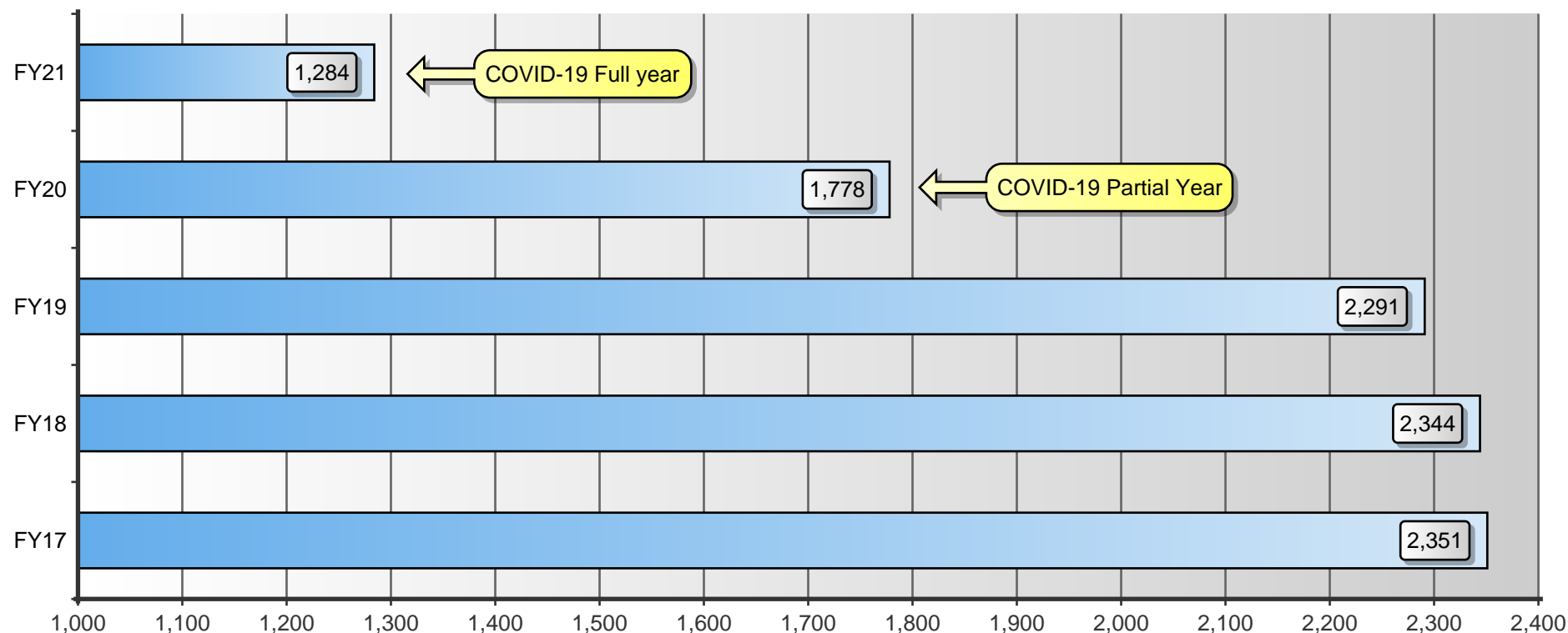
*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.

INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

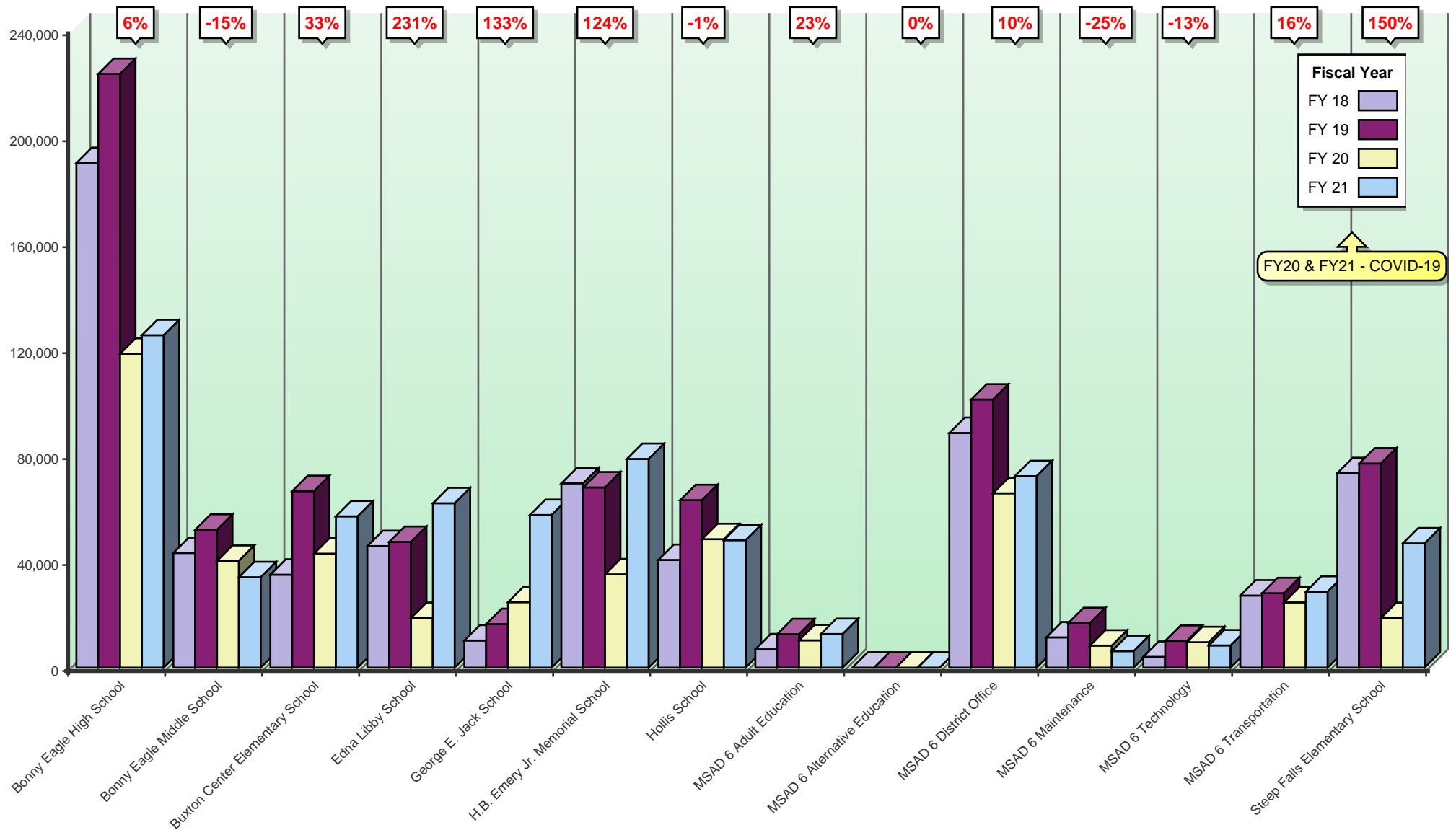
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

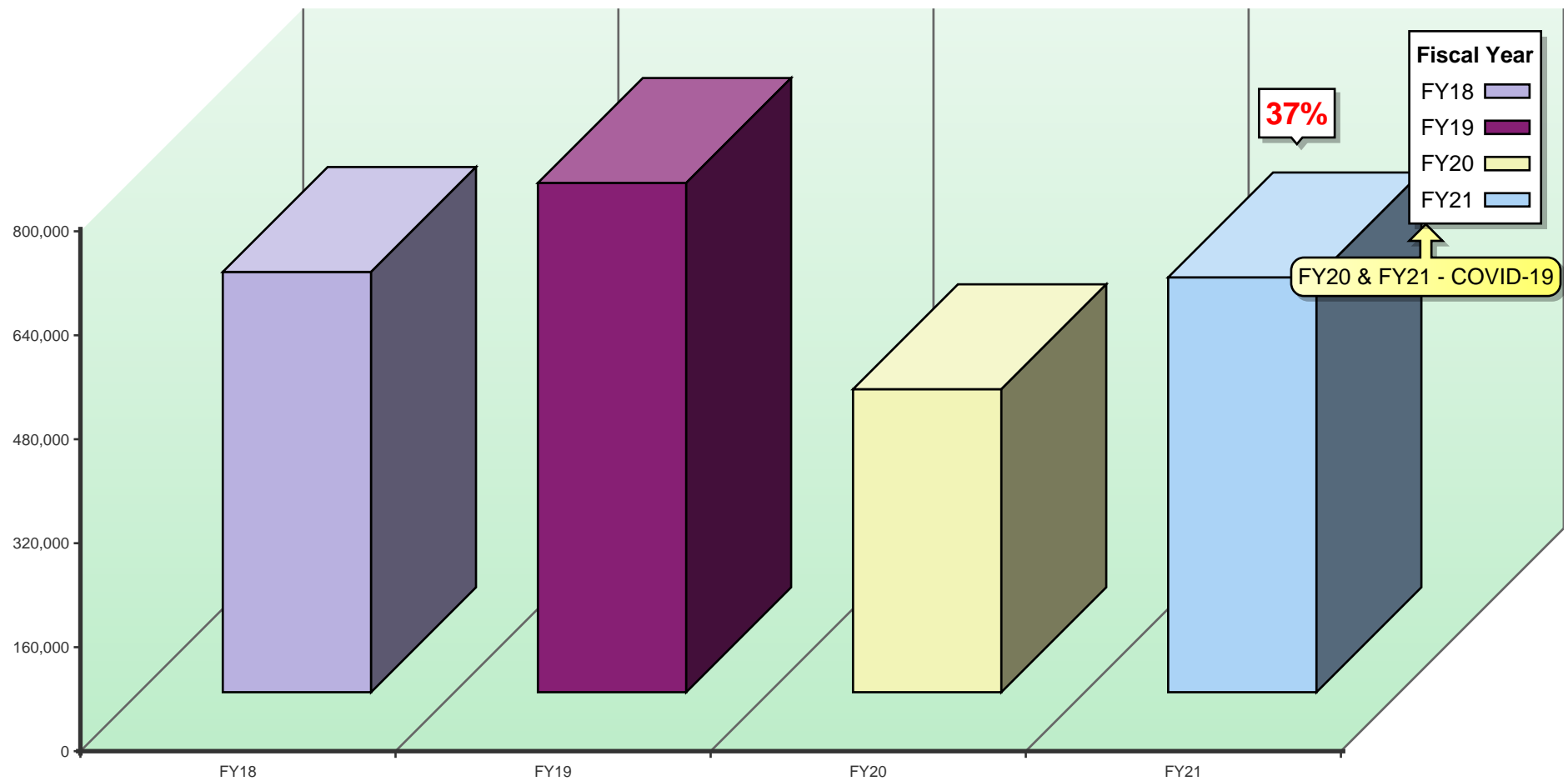
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



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
Bonny Eagle High School	1132	125,484	\$5,981.25	111	\$5.28
Bonny Eagle Middle School	803	34,127	\$1,594.07	42	\$1.99
Buxton Center Elementary School	582	57,092	\$2,666.77	98	\$4.58
Edna Libby School	278	62,045	\$2,898.12	223	\$10.42
George E. Jack School	166	57,608	\$2,690.87	347	\$16.21
H.B. Emery Jr. Memorial School	196	78,772	\$3,679.44	402	\$18.77
Hollis School	296	48,119	\$2,247.64	163	\$7.59
MSAD 6 Adult Education	0	12,689	\$592.70	0	\$0.00
MSAD 6 Alternative Education	25	0	\$0.00	0	\$0.00
MSAD 6 District Office	0	72,281	\$3,409.95	0	\$0.00
MSAD 6 Maintenance	0	6,226	\$313.29	0	\$0.00
MSAD 6 Technology	0	8,371	\$421.23	0	\$0.00
MSAD 6 Transportation	0	28,647	\$1,338.10	0	\$0.00

Building	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Steep Falls Elementary School	95	46,903	\$2,190.84	494	\$23.06
Totals	3,573	638,364	\$30,024.28	179	\$8.40

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

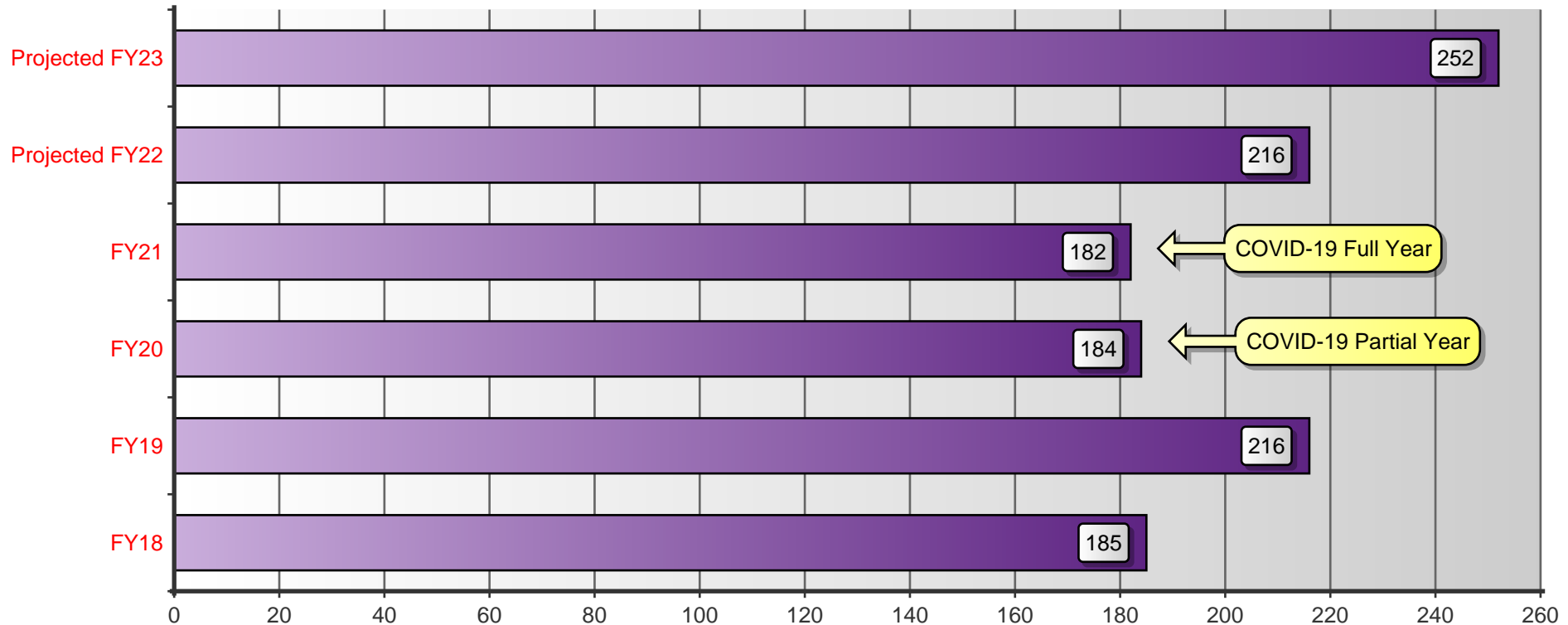
Note: STARDoc tool will flag any future high color usage. See page 77 of STARDoc Features. Current industry ratio averages 182 color prints per student per year. Your color volume this year averages 179 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

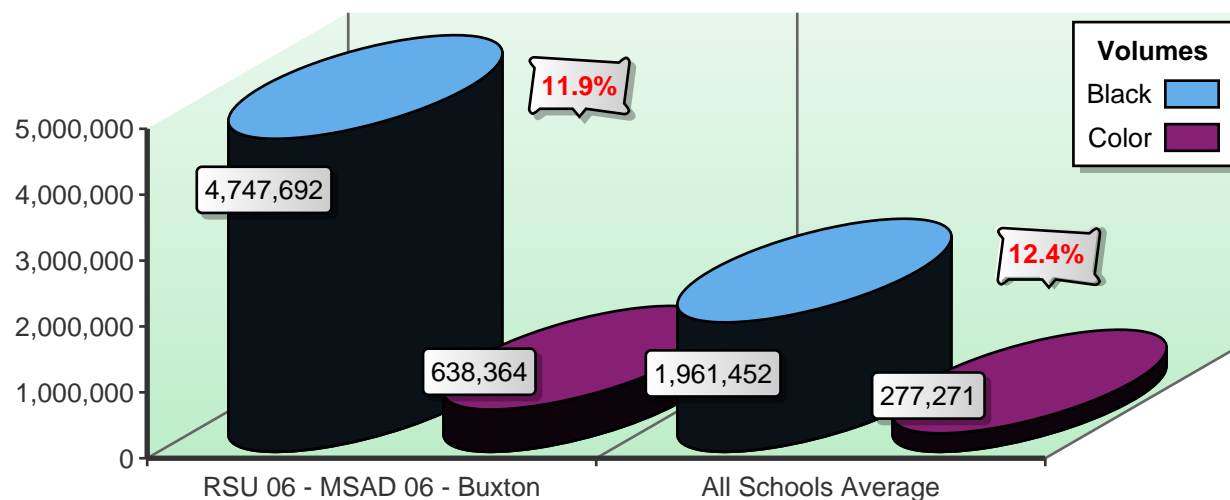
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

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

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



COLOR-TO-TOTAL VOLUME COMPARISON



SPC Analysis

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

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

EQUIPMENT USAGE & RECOMMENDATIONS

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

Date of Last Upgrade: 08/02/2017

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

Attendance Office

Kyocera P2040dw / 40 PPM	6,494	9,169	2,675	\$0.01708	None at this time.
VD26Z01767 / 7289				\$45.69	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	

Attendance Office

Toshiba e-Studio 5506AC / 55 PPM	200,192	245,025	44,833	\$0.00368	None at this time.
CHEG18240 / 7216				\$164.99	
3,000,000 / 07/2016	105,147	130,926	25,779	\$0.04553	
Color Photocopier / A-COPI				\$1,173.72	

Copy Room

Toshiba e-Studio 7508A / 75 PPM	180,731	195,157	14,426	\$0.00315	None at this time.
CICG17318 / 7221				\$45.44	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$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
Custodial Office					
Kyocera P2040dw / 40 PPM	9,294	12,100	2,806	\$0.01708	None at this time.
VD26Z01780 / 7292				\$47.93	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Guidance Office					
Toshiba e-Studio 4505AC / 45 PPM	21,350	33,075	11,725	\$0.00368	None at this time.
CFCG51584 / 7428				\$43.15	
1,000,000 / 07/2016	124,485	152,147	27,662	\$0.04904	
Color Photocopier / A-COPI				\$1,356.54	
Learning Center 3 Old Wing 3rd Fl					
Toshiba e-Studio 8508A / 85 PPM	972,973	1,060,708	87,735	\$0.00315	None at this time.
CIAG16065 / 7228				\$276.37	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
Library					
Toshiba e-Studio 4508A / 45 PPM	95,887	133,807	37,920	\$0.00442	None at this time.
CGKF46206 / 7240				\$167.61	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$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
Lunch Room Office					
Kyocera P2040dw / 40 PPM	9,724	11,378	1,654	\$0.01708	None at this time.
VD26Z02874 / 7288				\$28.25	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Music Room					
Kyocera P3045DN / 47 PPM	20,331	27,691	7,360	\$0.01183	None at this time.
VM37402961 / 7345				\$87.07	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Office across from Student Services					
Kyocera P3045DN / 47 PPM	19,310	23,132	3,822	\$0.01183	None at this time.
VM37402964 / 7341				\$45.21	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Portable Room 10					
Kyocera P2040dw / 40 PPM	7,891	12,356	4,465	\$0.01708	None at this time.
VD26Z02864 / 7298				\$76.26	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$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
Portable Room 11					
Kyocera P3045DN / 47 PPM	37,334	44,568	7,234	\$0.01183	None at this time.
VM37402978 / 7340				\$85.58	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Portable Room 13					
Kyocera P3045DN / 47 PPM	12,288	17,033	4,745	\$0.01183	None at this time.
VM37402970 / 7339				\$56.13	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Principal's Office					
Toshiba e-Studio 5506AC / 55 PPM	184,810	215,463	30,653	\$0.00368	None at this time.
CHEG18385 / 7224				\$112.80	
3,000,000 / 07/2016	74,902	96,772	21,870	\$0.04553	
Color Photocopier / A-COPI				\$995.74	
Room 101					
Kyocera P2040dw / 40 PPM	3,581	3,785	204	\$0.01708	None at this time.
VD26Z01772 / 7296				\$3.48	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$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 103					
Kyocera P3045DN / 47 PPM	3,015	3,628	613	\$0.01183	None at this time.
VM37402976 / 7338				\$7.25	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Room 103					
Toshiba e-Studio 3505AC / 35 PPM	106,922	112,803	5,881	\$0.00442	None at this time.
CFEG63822 / 7231				\$25.99	
750,000 / 07/2016	4,180	5,896	1,716	\$0.04904	
Color Photocopier / A-COPI				\$84.15	
Room 108					
Kyocera P2040dw / 40 PPM	5,175	5,476	301	\$0.01708	None at this time.
VD26Z02870 / 7304				\$5.14	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Room 121 Special Education					
Toshiba e-Studio 4508A / 45 PPM	128,739	152,891	24,152	\$0.00442	None at this time.
CGKF46203 / 7381				\$106.75	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$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 121 Special Education					
Toshiba e-Studio 5506AC / 55 PPM	434,712	519,399	84,687	\$0.00368	None at this time.
CHEG18388 / 7217				\$311.65	
3,000,000 / 07/2016	185,763	230,386	44,623	\$0.04553	
Color Photocopier / A-COPI				\$2,031.69	
Room 205 Old Wing					
Toshiba e-Studio 5508A / 55 PPM	531,687	570,084	38,397	\$0.00315	None at this time.
CIEG19087 / 7225				\$120.95	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
Room 220					
Kyocera P2040dw / 40 PPM	4,025	5,394	1,369	\$0.01708	None at this time.
VD26Z02873 / 7302				\$23.38	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Room 227					
Toshiba e-Studio 4508A / 45 PPM	152,453	163,471	11,018	\$0.00442	None at this time.
CGIF39780 / 7413				\$48.70	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$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
Shop Class					
Kyocera P2040dw / 40 PPM VD26Z02858 / 730I 1,000,000 / 04/2017 Black Network Printer / A-COPI	4,107 0	6,198 0	2,091 0	\$0.01708 \$35.71 \$0.00000 \$0.00	None at this time.
Special Education					
Toshiba e-Studio 3505AC / 35 PPM CFEG63775 / 7230 750,000 / 07/2016 Color Photocopier / A-COPI	22,125 32,778	25,959 36,499	3,834 3,721	\$0.00442 \$16.95 \$0.04904 \$182.48	None at this time.
Teachers' Room 2nd Fl New Wing					
Toshiba e-Studio 7508A / 75 PPM CIEG18883 / 7220 4,000,000 / 07/2016 Black Photocopier / A-COPI	788,354 0	881,323 0	92,969 0	\$0.00315 \$292.85 \$0.00000 \$0.00	None at this time.
Teachers' Room 2nd Fl Old Wing					
Toshiba e-Studio 7508A / 75 PPM CICG17326 / 7222 4,000,000 / 07/2016 Black Photocopier / A-COPI	714,074 0	844,029 0	129,955 0	\$0.00315 \$409.36 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Wood Shop Class					
Toshiba e-Studio 3505AC / 35 PPM	1,479	1,514	35	\$0.00442	None at this time.
CFEG63835 / 7429				\$0.15	
750,000 / 07/2016	5,806	5,919	113	\$0.04904	
Color Photocopier / A-COPI				\$5.54	
		Subtotal Black	657,559	\$2,690.80	
		Subtotal Color	125,484	\$5,829.86	

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
Bonny Eagle Middle School					
6th Grade Teachers' Room					
Toshiba e-Studio 4508A / 45 PPM CGKF46201 / 7385 1,000,000 / 07/2016 Black Photocopier/A-COPI	262,147 0	290,368 0	28,221 0	\$0.00442 \$124.74 \$0.00000 \$0.00	None at this time.
Cafeteria					
Kyocera P2040dw / 40 PPM VD26Z02872 / 7305 1,000,000 / 04/2017 Black Network Printer / A-COPI	5,514 0	7,675 0	2,161 0	\$0.01708 \$36.91 \$0.00000 \$0.00	
Copy Room					
Toshiba e-Studio 7508A / 75 PPM CIEG18910 / 7389 4,000,000 / 07/2016 Black Photocopier / A-COPI	703,471 0	866,671 0	163,200 0	\$0.00315 \$514.08 \$0.00000 \$0.00	None at this time.
Custodian's Office Near Room 41					
Kyocera P2040dw / 40 PPM VD26Z02868 / 7306 1,000,000 / 04/2017 Black Network Printer / A-COPI	2,252 0	2,921 0	669 0	\$0.01708 \$11.43 \$0.00000 \$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Guidance Room 8A					
Toshiba e-Studio 5508A / 55 PPM	498,074	635,813	137,739	\$0.00315	None at this time.
CIEGI9060 / 7374				\$433.88	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
IT Hot Swap					
Kyocera P5026cdw / 26 PPM	0	0	0	\$0.03024	Not in use for FY21.
VDT6X00958 / 7300				\$0.00	
500,000 / 06/2017	0	0	0	\$0.08545	
Color Network Printer / A-COPI				\$0.00	
IT Hot Swap					
Kyocera P2040dw / 40 PPM	779	779	0	\$0.01708	Not in use for FY21.
VD26Z02842 / 7311				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Library					
Toshiba e-Studio 7508A / 75 PPM	425,601	493,565	67,964	\$0.00315	None at this time.
CICGI7319 / 7239				\$214.09	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$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
Phys Ed Office					
Kyocera P2040dw / 40 PPM	5,930	8,613	2,683	\$0.01708	None at this time.
VD26Z02859 / 7313				\$45.83	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Principal's Office					
Toshiba e-Studio 5506AC / 55 PPM	207,268	245,630	38,362	\$0.00368	None at this time.
CHEG18410 / 7249				\$141.17	
3,000,000 / 07/2016	135,599	169,726	34,127	\$0.04553	
Color Photocopier / A-COPI				\$1,553.80	
Reception					
Toshiba e-Studio 4508A / 45 PPM	103,445	117,369	13,924	\$0.00442	None at this time.
CGKF46346 / 7384				\$61.54	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
Room 40A					
Toshiba e-Studio 4508A / 45 PPM	214,955	254,725	39,770	\$0.00442	None at this time.
CGKF46341 / 7383				\$175.78	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$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 47					
Kyocera P2040dw / 40 PPM	3,310	3,689	379	\$0.01708	None at this time.
VD26Z02862 / 7310				\$6.47	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Room 54					
Kyocera P2040dw / 40 PPM	6,351	6,873	522	\$0.01708	None at this time.
VD26Z02853 / 7312				\$8.92	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Room 63					
Kyocera P2040dw / 40 PPM	17,260	24,341	7,081	\$0.01708	None at this time.
VD26Z02866 / 7314				\$120.94	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Room 83 2nd Floor					
Toshiba e-Studio 4508A / 45 PPM	253,082	293,074	39,992	\$0.00442	None at this time.
CGBG56402 / 7241				\$176.76	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$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 94 2nd Floor					
Toshiba e-Studio 7508A / 75 PPM	658,310	777,394	119,084	\$0.00315	None at this time.
CIKFI4837 / 7373				\$375.11	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
		Subtotal Black	661,751	\$2,447.65	
		Subtotal Color	34,127	\$1,553.80	

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
Buxton Center Elementary School					
Band Room					
Kyocera P3045DN / 47 PPM	7,557	7,568	11	\$0.01183	None at this time.
VM37402980 / 7346				\$0.13	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer/A-COPI				\$0.00	
Food Services - Kitchen					
Kyocera P3045DN / 47 PPM	14,976	19,849	4,873	\$0.01183	None at this time.
VM37302420 / 7037				\$57.65	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Library					
Kyocera P3045DN / 47 PPM	20,747	23,772	3,025	\$0.01183	None at this time.
VM37402972 / 7347				\$35.79	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Main Office					
HP Laser Jet 600 M605 / 52 PPM	31,151	35,621	4,470	\$0.01183	None at this time.
CNDCK3VIIS / 7334				\$52.88	
2,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$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
Maple Tree Staff Room D117					
Toshiba e-Studio 4508A / 45 PPM	197,438	253,665	56,227	\$0.00442	None at this time.
CGKF46170 / 7242				\$248.52	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
Maple Tree Team Room D215					
Toshiba e-Studio 4508A / 45 PPM	308,841	419,736	110,895	\$0.00442	None at this time.
CGKF46338 / 7412				\$490.16	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
Oak Tree Staff Room D132					
Toshiba e-Studio 1057 / 105 PPM	1,074,515	1,399,662	325,147	\$0.00315	None at this time.
CBLE40154 / 7438				\$1,024.21	
5,000,000 / 01/2015	0	0	0	\$0.00000	
High Production Black Photocopier / A-COPI				\$0.00	
Oak Tree Team Room B231					
Toshiba e-Studio 7508A / 75 PPM	515,660	704,690	189,030	\$0.00315	None at this time.
CIKFI4832 / 7229				\$595.44	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$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
Pine Tree Hall Team Room C122					
Toshiba e-Studio 7508A / 75 PPM	771,189	965,238	194,049	\$0.00315	None at this time.
CIKFI4838 / 7223				\$611.25	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
Pine Tree Hall Team Room C214					
Toshiba e-Studio 5508A / 55 PPM	351,516	466,739	115,223	\$0.00315	None at this time.
CIEGI8966 / 7376				\$362.95	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
Pine Tree Lab Room C202 2nd Floor					
Kyocera P2040dw / 40 PPM	958	1,113	155	\$0.01708	None at this time.
VD26Z02860 / 7315				\$2.65	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Principal's Secretary					
HP Laser Jet 600 M605 / 52 PPM	25,497	32,399	6,902	\$0.01183	None at this time.
CNDCK3VIIH / 7326				\$81.65	
2,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$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	
Team Room B117						
Toshiba e-Studio 5508A / 55 PPM CIEGI9083 / 7232 2,000,000 / 08/2016 Black Photocopier / A-COPI	411,464 0	521,771 0	110,307 0	\$0.00315 \$347.47 \$0.00000 \$0.00	None at this time.	
Work Room A122						
Toshiba e-Studio 5506AC / 55 PPM CHEGI8393 / 7227 3,000,000 / 07/2016 Color Photocopier / A-COPI	366,567 144,730	477,245 201,822	110,678 57,092	\$0.00368 \$407.30 \$0.04553 \$2,599.40		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	
Edna Libby School						
Admin 1st Floor						
Kyocera P2040dw / 40 PPM VD27104489 / 7351 1,000,000 / 04/2017 Black Network Printer/A-COPI	11,142 0	16,331 0	5,189 0	\$0.01708 \$88.63 \$0.00000 \$0.00	None at this time.	
Food Services - Kitchen						
Kyocera P2040dw / 40 PPM VD26Z01773 / 7350 1,000,000 / 04/2017 Black Network Printer / A-COPI	6,389 0	9,048 0	2,659 0	\$0.01708 \$45.42 \$0.00000 \$0.00		None at this time.
Hall Upstairs						
Toshiba e-Studio 7508A / 75 PPM CIEG18881 / 7235 4,000,000 / 07/2016 Black Photocopier / A-COPI	724,469 0	952,417 0	227,948 0	\$0.00315 \$718.04 \$0.00000 \$0.00	None at this time.	
Lower Common Area						
Toshiba e-Studio 7508A / 75 PPM CICG17310 / 7238 4,000,000 / 07/2016 Black Photocopier / A-COPI	635,311 0	812,890 0	177,579 0	\$0.00315 \$559.37 \$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
Principal's Office					
Toshiba e-Studio 5506AC / 55 PPM	218,641	386,658	168,017	\$0.00368	None at this time.
CHEG18420 / 7248				\$618.30	
3,000,000 / 07/2016	112,086	174,131	62,045	\$0.04553	
Color Photocopier / A-COPI				\$2,824.91	
		Subtotal Black	581,392	\$2,029.76	
		Subtotal Color	62,045	\$2,824.91	

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
George E. Jack School					
Computer Lab Downstairs					
Toshiba e-Studio 456 / 45 PPM C2H252758 / 3609 1,000,000 / 02/2012 Black Photocopier/A-COPI	117,822 0	127,808 0	9,986 0	\$0.00442 \$44.14 \$0.00000 \$0.00	9 years from Intro.
Food Services - Kitchen					
Kyocera P2040dw / 40 PPM VD27104487 / 7352 1,000,000 / 04/2017 Black Network Printer / A-COPI	6,186 0	8,579 0	2,393 0	\$0.01708 \$40.87 \$0.00000 \$0.00	None at this time.
Hall Upstairs					
Toshiba e-Studio 7508A / 75 PPM CIEG18916 / 7390 4,000,000 / 07/2016 Black Photocopier / A-COPI	565,176 0	569,695 0	4,519 0	\$0.00315 \$14.23 \$0.00000 \$0.00	None at this time.
Library					
Kyocera P2040dw / 40 PPM VD27104485 / 7358 1,000,000 / 04/2017 Black Network Printer / A-COPI	1,954 0	1,954 0	0 0	\$0.01708 \$0.00 \$0.00000 \$0.00	Not in use for FY21.

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					
Toshiba e-Studio 5506AC / 55 PPM	143,080	285,020	141,940	\$0.00368	None at this time.
CHEG18432 / 7247				\$522.34	
3,000,000 / 07/2016	51,381	108,989	57,608	\$0.04553	
Color Photocopier / A-COPI				\$2,622.89	
Teachers' Room Upstairs					
Toshiba e-Studio 5508A / 55 PPM	458,000	570,098	112,098	\$0.00315	None at this time.
CIEG19103 / 7377				\$353.11	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
		Subtotal Black	270,936	\$974.69	
		Subtotal Color	57,608	\$2,622.89	

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
H.B. Emery Jr. Memorial School					
Food Service - Kitchen					
Kyocera P2040dw / 40 PPM	13,981	21,215	7,234	\$0.01708	None at this time.
VD27104497 / 7354				\$123.56	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer/A-COPI				\$0.00	
Hall / Computer Lab					
Toshiba e-Studio 5508A / 55 PPM	326,874	472,713	145,839	\$0.00315	None at this time.
CIEG19071 / 7375				\$459.39	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
Hall outside Kitchen / K Classes					
Toshiba e-Studio 5508A / 55 PPM	324,853	402,793	77,940	\$0.00315	None at this time.
CIEG19053 / 7391				\$245.51	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
Main Office Copy Room					
Toshiba e-Studio 5506AC / 55 PPM	251,059	377,305	126,246	\$0.00368	None at this time.
CHEG18386 / 7226				\$464.59	
3,000,000 / 07/2016	172,778	251,550	78,772	\$0.04553	
Color Photocopier / A-COPI				\$3,586.49	

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	
Portable I						
Kyocera P2040dw / 40 PPM VD27104482 / 7368 1,000,000 / 04/2017 Black Network Printer / A-COPI	465 0	465 0	0 0	\$0.01708 \$0.00 \$0.00000 \$0.00	Not in use for FY21.	
Room 16 Admin Area						
Kyocera P2040dw / 40 PPM VD26Z01765 / 7360 1,000,000 / 04/2017 Black Network Printer / A-COPI	5,410 0	7,394 0	1,984 0	\$0.01708 \$33.89 \$0.00000 \$0.00		None at this time.
Storage						
Kyocera P2040dw / 40 PPM VD26Z01781 / 7286 1,000,000 / 04/2017 Black Network Printer / A-COPI	67 0	67 0	0 0	\$0.01708 \$0.00 \$0.00000 \$0.00	Not in use for FY21.	
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
Hollis School					
Cafeteria Hallway					
Toshiba e-Studio 4508A / 45 PPM	122,535	133,489	10,954	\$0.00442	None at this time.
CGBG56399 / 7380				\$48.42	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier/A-COPI				\$0.00	
Computer Lab					
Kyocera P2040dw / 40 PPM	8,446	8,619	173	\$0.01708	None at this time.
VD27104486 / 7357				\$2.95	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Food Service - Kitchen					
Kyocera P2040dw / 40 PPM	9,349	11,506	2,157	\$0.01708	None at this time.
VD26Z01777 / 7359				\$36.84	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Library					
Toshiba e-Studio 5508A / 55 PPM	33,308	43,478	10,170	\$0.00315	None at this time.
CIEGI9101 / 7388				\$32.04	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Toshiba e-Studio 5506AC / 55 PPM	139,152	175,240	36,088	\$0.00368	None at this time.
CHEG18409 / 7245				\$132.80	
3,000,000 / 07/2016	152,340	200,459	48,119	\$0.04553	
Color Photocopier / A-COPI				\$2,190.86	
Portable #2					
Kyocera P2040dw / 40 PPM	7,789	7,789	0	\$0.01708	Not in use for FY21.
VD26Z01779 / 7349				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Room 16 New Wing Hall					
Toshiba e-Studio 5508A / 55 PPM	286,806	377,060	90,254	\$0.00315	None at this time.
CIEG19074 / 7379				\$284.30	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
Room 27 Old Wing Hall					
Toshiba e-Studio 5508A / 55 PPM	415,142	542,706	127,564	\$0.00315	None at this time.
CIEG19069 / 7378				\$401.83	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Teachers' Room					
Toshiba e-Studio 7508A / 75 PPM	389,307	525,970	136,663	\$0.00315	None at this time.
CIKFI4827 / 7244				\$430.49	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
		Subtotal Black	414,023	\$1,369.67	
		Subtotal Color	48,119	\$2,190.86	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
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MSAD 6 Adult Education

Adult Education (Jack)

Toshiba e-Studio 5506AC / 55 PPM	63,251	76,570	13,319	\$0.00368	None at this time.
CHEG18403 / 7250				\$49.01	
3,000,000 / 07/2016	29,818	42,507	12,689	\$0.04553	
Color Photocopier/A-COPI				\$577.73	

Testing Room 2 (Jack)

Kyocera P2040dw / 40 PPM	1,575	1,575	0	\$0.01708	Not in use for FY21.
VD27104483 / 7362				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	

Testing Room (Jack)

Kyocera P2040dw / 40 PPM	4,160	4,168	8	\$0.01708	None at this time.
VD27104464 / 7363				\$0.14	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	

Subtotal Black	13,327	\$49.15
Subtotal Color	12,689	\$577.73

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
MSAD 6 Alternative Education					
Alternative Ed (Jewett)					
Toshiba e-Studio 4508A / 45 PPM	36,006	38,826	2,820	\$0.00442	None at this time.
CGKF46304 / 7382				\$12.46	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier/A-COPI				\$0.00	
Library (Jewett)					
Toshiba e-Studio 4508A / 45 PPM	164,341	184,992	20,651	\$0.00442	None at this time.
CGKF46208 / 7243				\$91.28	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
Room 2 (Jewett)					
Kyocera P2040dw / 40 PPM	4,140	4,140	0	\$0.01708	Not in use for FY21.
VD27104481 / 7365				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Unknown					
Kyocera P2040dw / 40 PPM	3,795	3,875	80	\$0.01708	None at this time.
VD26Z02867 / 7308				\$1.37	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Subtotal Black			23,551	\$105.11	
Subtotal Color			0	\$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
MSAD 6 District Office					
Accounts Payable					
Toshiba e-Studio 256 / 25 PPM C2C223149 / 3147 500,000 / 02/2012 Black Photocopier/A-COPI	73,275 0	77,931 0	4,656 0	\$0.00442 \$20.58 \$0.00000 \$0.00	9 years from Intro.
Business Manager's Office					
Kyocera P2040dw / 40 PPM VD27104488 / 7364 1,000,000 / 04/2017 Black Network Printer / A-COPI	1,247 0	1,247 0	0 0	\$0.01708 \$0.00 \$0.00000 \$0.00	Not in use for FY21.
Business Office					
HP Laser Jet 600 M605 / 52 PPM CNDCK3VIIN / 7332 2,000,000 / 04/2017 Black Network Printer / A-COPI	58,044 0	85,704 0	27,660 0	\$0.01183 \$327.22 \$0.00000 \$0.00	None at this time.
Business Office					
Toshiba e-Studio 5506AC / 55 PPM CHEG18401 / 7233 3,000,000 / 07/2016 Color Photocopier / A-COPI	145,026 133,050	187,148 172,360	42,122 39,310	\$0.00368 \$155.01 \$0.04553 \$1,789.78	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Business Office Hall					
Toshiba e-Studio 6508A / 65 PPM	341,678	431,859	90,181	\$0.00315	None at this time.
CILFI5542 / 7004				\$284.07	
3,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
Central Office					
Kyocera P2040dw / 40 PPM	237	291	54	\$0.01708	None at this time.
VD27104496 / 7361				\$0.92	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Central Office - Payroll					
HP Laser Jet 600 M605 / 52 PPM	126,963	165,504	38,541	\$0.01183	None at this time.
JPDCK3N0DQ / 7348				\$455.94	
2,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Curriculum					
Kyocera P3045DN / 47 PPM	20,691	26,069	5,378	\$0.01183	None at this time.
VM37402962 / 7342				\$63.62	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$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
Food Service					
HP Laser Jet 600 M607 / 52 PPM	35,922	48,312	12,390	\$0.01183	None at this time.
CNBCL3X18B / 8354				\$146.57	
2,000,000 / 05/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
HR Meeting Space					
Kyocera P2040dw / 40 PPM	10,606	10,612	6	\$0.01708	None at this time.
VD27104491 / 7369				\$0.10	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
HR Office					
Kyocera P2040dw / 40 PPM	34,282	49,201	14,919	\$0.01708	None at this time.
VD27104476 / 7366				\$254.82	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Special Education					
Toshiba e-Studio 3505AC / 35 PPM	89,769	97,872	8,103	\$0.00442	None at this time.
CFEG63772 / 7371				\$35.82	
750,000 / 07/2016	38,924	48,260	9,336	\$0.04904	
Color Photocopier / A-COPI				\$457.84	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Special Education					
Kyocera P3045DN / 47 PPM	4,305	4,305	0	\$0.01183	Not in use for FY21.
VM37402966 / 7344				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Storage					
Kyocera P3045DN / 47 PPM	16,795	16,795	0	\$0.01183	Not in use for FY21.
VM37402975 / 7343				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Superintendent Secretary					
HP Laser Jet 600 M605 / 52 PPM	17,701	28,318	10,617	\$0.01183	None at this time.
CNDCK3VI0D / 7333				\$125.60	
2,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Superintendent's Hall					
Toshiba e-Studio 6508A / 65 PPM	132,534	162,623	30,089	\$0.00315	None at this time.
CILFI5538 / 7106				\$94.78	
3,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$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
Superintendent's Hall					
Toshiba e-Studio 5506AC / 55 PPM	45,048	75,117	30,069	\$0.00368	None at this time.
CHEG18383 / 7236				\$110.65	
3,000,000 / 07/2016	83,617	107,252	23,635	\$0.04553	
Color Photocopier / A-COPI				\$1,076.10	
Unknown					
Kyocera P2040dw / 40 PPM	2,822	2,859	37	\$0.01708	None at this time.
VD26Z02861 / 7309				\$0.63	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
		Subtotal Black	314,822	\$2,076.33	
		Subtotal Color	72,281	\$3,323.72	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
MSAD 6 Maintenance					
Office					
Toshiba e-Studio 3505AC / 35 PPM	50,214	63,192	12,978	\$0.00442	None at this time.
CFEG63829 / 7372				\$57.36	
750,000 / 07/2016	18,812	20,936	2,124	\$0.04904	
Color Photocopier/A-COPI				\$104.16	
Office					
Toshiba e-Studio 4505AC / 45 PPM	25,720	33,406	7,686	\$0.00368	None at this time.
CFCG51582 / 7427				\$28.28	
1,000,000 / 07/2016	17,711	21,813	4,102	\$0.04904	
Color Photocopier / A-COPI				\$201.16	
Subtotal Black			20,664	\$85.65	
Subtotal Color			6,226	\$305.32	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
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MSAD 6 Technology

1st Floor Hall

Toshiba e-Studio 3505AC / 35 PPM	2,596	3,461	865	\$0.00442	None at this time.
CFEG63852 / 7426				\$3.82	
750,000 / 07/2016	6,586	8,750	2,164	\$0.04904	
Color Photocopier/A-COPI				\$106.12	

AV Room

Kyocera P2040dw / 40 PPM	286	981	695	\$0.01708	None at this time.
VD26Z01775 / 7291				\$11.87	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	

Storage

Kyocera P2040dw / 40 PPM	1,301	1,301	0	\$0.01708	Not in use for FY21.
VD27104484 / 7367				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	

Storage

Kyocera P2040dw / 40 PPM	0	0	0	\$0.01708	Not in use for FY21.
VD26Z02869 / 7303				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$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
Storage					
Kyocera P5026cdw / 26 PPM	0	0	0	\$0.03024	Not in use for FY21.
VDT6X00948 / 7299				\$0.00	
500,000 / 06/2017	0	0	0	\$0.08545	
Color Network Printer / A-COPI				\$0.00	
Storage					
Kyocera P2040dw / 40 PPM	0	0	0	\$0.01708	Not in use for FY21.
VD26Z02875 / 7297				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Storage					
Kyocera P2040dw / 40 PPM	0	0	0	\$0.01708	Not in use for FY21.
VD26Z02876 / 7295				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Storage					
Kyocera P2040dw / 40 PPM	0	0	0	\$0.01708	Not in use for FY21.
VD26Z01776 / 7287				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$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
Storage					
Kyocera P2040dw / 40 PPM VD26Z02871 / 7307 1,000,000 / 04/2017 Black Network Printer / A-COPI	0 0	0 0	0 0	\$0.01708 \$0.00 \$0.00000 \$0.00	Not in use for FY21.
Tech Director					
Toshiba e-Studio 3505AC / 35 PPM CFEG63799 / 7425 750,000 / 07/2016 Color Photocopier / A-COPI	2,209 17,168	2,513 23,375	304 6,207	\$0.00442 \$1.34 \$0.04904 \$304.39	None at this time.
Subtotal Black			1,864	\$17.04	
Subtotal Color			8,371	\$410.51	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
MSAD 6 Transportation					
Main Office					
Toshiba e-Studio 5506AC / 55 PPM	129,574	195,623	66,049	\$0.00368	None at this time.
CHEG18387 / 7234				\$243.06	
3,000,000 / 07/2016	79,922	108,569	28,647	\$0.04553	
Color Photocopier/A-COPI				\$1,304.30	
		Subtotal Black	66,049	\$243.06	
		Subtotal Color	28,647	\$1,304.30	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2020 Meter	06/30/2021 Meter	FY21 Annual Volume	Cost/Copy Annual Cost	Recommendations
Steep Falls Elementary School					
Food Services - Kitchen					
Kyocera P2040dw / 40 PPM	5,524	6,879	1,355	\$0.01708	None at this time.
VD27104490 / 7356				\$23.14	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer/A-COPI				\$0.00	
Hall					
Toshiba e-Studio 5506AC / 55 PPM	212,074	294,906	82,832	\$0.00368	None at this time.
CHEG18408 / 7431				\$304.82	
3,000,000 / 07/2016	169,205	216,108	46,903	\$0.04553	
Color Photocopier / A-COPI				\$2,135.49	
Main Office					
Kyocera P3045DN / 47 PPM	14,686	20,379	5,693	\$0.01183	None at this time.
VM37402974 / 7337				\$67.35	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / A-COPI				\$0.00	
Teachers' Room					
Toshiba e-Studio 5508A / 55 PPM	109,666	151,305	41,639	\$0.00315	None at this time.
CIEG19097 / 7237				\$131.16	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier / A-COPI				\$0.00	
		Subtotal Black	131,519	\$526.48	
		Subtotal Color	46,903	\$2,135.49	

	FY21 Annual Volume	Cost/Copy Annual Cost	
District Wide Black Totals	4,747,692	\$18,260.37	
District Wide Color Totals	638,364	\$29,265.29	Your Avg Color CPC is \$0.0458

Estimated color cost savings with your next bid: \$40,389.95 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 03/01/1998 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
4,747,692	\$0.01879	\$89,209.13

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
4,747,692	\$0.00385	\$18,278.61	\$70,930.52	\$354,652.59

*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
 $\$70,930.52 \times 23 \text{ years as a Client} = \$1,631,401.93$ 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
Bonny Eagle High School	657,559	\$2,760.40	\$3,550.82	\$13,052.34	\$19,363.56
Bonny Eagle Middle School	661,751	\$2,509.88	\$3,573.46	\$13,135.55	\$19,218.88
Buxton Center Elementary School	1,230,992	\$4,428.24	\$6,647.36	\$24,434.80	\$35,510.40
Edna Libby School	581,392	\$2,082.45	\$3,139.52	\$11,540.45	\$16,762.42
George E. Jack School	270,936	\$1,000.37	\$1,463.05	\$5,377.99	\$7,841.42
H.B. Emery Jr. Memorial School	359,243	\$1,361.52	\$1,939.91	\$7,130.86	\$10,432.29
Hollis School	414,023	\$1,404.68	\$2,235.72	\$8,218.23	\$11,858.63
MSAD 6 Adult Education	13,327	\$50.49	\$71.97	\$264.54	\$386.99
MSAD 6 Alternative Education	23,551	\$107.73	\$127.18	\$467.48	\$702.38
MSAD 6 District Office	314,822	\$2,130.51	\$1,700.04	\$6,249.12	\$10,079.66
MSAD 6 Maintenance	20,664	\$87.84	\$111.59	\$410.17	\$609.60
MSAD 6 Technology	1,864	\$17.47	\$10.07	\$37.00	\$64.54
MSAD 6 Transportation	66,049	\$249.67	\$356.66	\$1,311.05	\$1,917.38
Steep Falls Elementary School	131,519	\$540.45	\$710.20	\$2,610.61	\$3,861.26
TOTALS	4,747,692	\$18,731.69	\$25,637.54	\$94,240.19	\$138,609.42

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 \$39,436.70 if you did an upgrade.

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

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

PROJECTED EQUIPMENT COSTS BY BUILDING - COLOR

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

Building	Projected Color Volume	Service & Supply Cost
Bonny Eagle High School	125,484	\$5,981.25
Bonny Eagle Middle School	34,127	\$1,594.07
Buxton Center Elementary School	57,092	\$2,666.77
Edna Libby School	62,045	\$2,898.12
George E. Jack School	57,608	\$2,690.87
H.B. Emery Jr. Memorial School	78,772	\$3,679.44
Hollis School	48,119	\$2,247.64
MSAD 6 Adult Education	12,689	\$592.70
MSAD 6 Alternative Education	0	\$0.00
MSAD 6 District Office	72,281	\$3,409.95
MSAD 6 Maintenance	6,226	\$313.29
MSAD 6 Technology	8,371	\$421.23
MSAD 6 Transportation	28,647	\$1,338.10
Steep Falls Elementary School	46,903	\$2,190.84
TOTALS	638,364	\$30,024.28

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - BLACK

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

Vendor	Equipment Type	FY21 Black Volume	FY21 Color Cost/Copy	FY21 Black S & S Costs	FY22 Black Cost/Copy	FY22 Projected Black S & S Costs
A-COPI	Black Network Printer	143,334	\$0.01183	\$1,695.64	\$0.01214	\$1,740.07
A-COPI	Black Network Printer	68,158	\$0.01708	\$1,164.14	\$0.01752	\$1,194.13
A-COPI	Black Photocopier	2,732,561	\$0.00315	\$8,607.57	\$0.00323	\$8,826.17
A-COPI	Black Photocopier	411,186	\$0.00442	\$1,817.44	\$0.00453	\$1,862.67
A-COPI	Color Network Printer	0	\$0.03024	\$0.00	\$0.03103	\$0.00
A-COPI	Color Photocopier	1,035,306	\$0.00368	\$3,809.93	\$0.00378	\$3,913.46
A-COPI	Color Photocopier	32,000	\$0.00442	\$141.44	\$0.00453	\$144.96
A-COPI	High Production Black Photocopier	325,147	\$0.00315	\$1,024.21	\$0.00323	\$1,050.22
TOTALS AND AVERAGES		4,747,692	\$0.00385	\$18,260.37	\$0.00395	\$18,731.69

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
A-COPI	Black Photocopier	0	\$0.00000	\$0.00	\$0.00000	\$0.00
A-COPI	Color Network Printer	0	\$0.08545	\$0.00	\$0.08767	\$0.00
A-COPI	Color Photocopier	581,219	\$0.04553	\$26,462.90	\$0.04671	\$27,148.74
A-COPI	Color Photocopier	57,145	\$0.04904	\$2,802.39	\$0.05032	\$2,875.54
TOTALS AND AVERAGES		638,364	\$0.04584	\$29,265.29	\$0.04703	\$30,024.28

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	128
Number of Machines on Lease	125
Number of Machines Owned	3
Number of Rental/Loaner Machines	0

Lease Company	Norway Savings Bank
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Term	5 Annual
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Annual Payment usually due on 8/1	\$94,240.19
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Lease Start Date	08/02/2017
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Lease End Date	08/01/2022
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Remaining Payments	1
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*The Lease End Date has no bearing on Service & Supply and Warranty Contracts.

LEASED EQUIPMENT

Building	Room	Make/Model	Serial Number
Bonny Eagle High School	Attendance Office	Kyocera P2040dw	VD26Z01767
Bonny Eagle High School	Attendance Office	Toshiba e-Studio 5506AC	CHEGI8240
Bonny Eagle High School	Copy Room	Toshiba e-Studio 7508A	CICGI7318
Bonny Eagle High School	Custodial Office	Kyocera P2040dw	VD26Z01780
Bonny Eagle High School	Guidance Office	Toshiba e-Studio 4505AC	CFCG51584
Bonny Eagle High School	Learning Center 3 Old Wing 3rd Fl	Toshiba e-Studio 8508A	CIAGI6065
Bonny Eagle High School	Library	Toshiba e-Studio 4508A	CGKF46206
Bonny Eagle High School	Lunch Room Office	Kyocera P2040dw	VD26Z02874
Bonny Eagle High School	Music Room	Kyocera P3045DN	VM37402961
Bonny Eagle High School	Office across from Student Services	Kyocera P3045DN	VM37402964
Bonny Eagle High School	Portable Room 10	Kyocera P2040dw	VD26Z02864
Bonny Eagle High School	Portable Room 11 ***	Kyocera P3045DN	VM37402978
Bonny Eagle High School	Portable Room 13	Kyocera P3045DN	VM37402970
Bonny Eagle High School	Principal's Office	Toshiba e-Studio 5506AC	CHEGI8385
Bonny Eagle High School	Room 101	Kyocera P2040dw	VD26Z01772
Bonny Eagle High School	Room 103	Kyocera P3045DN	VM37402976
Bonny Eagle High School	Room 103	Toshiba e-Studio 3505AC	CFEG63822
Bonny Eagle High School	Room 108	Kyocera P2040dw	VD26Z02870
Bonny Eagle High School	Room 121 Special Education	Toshiba e-Studio 4508A	CGKF46203
Bonny Eagle High School	Room 121 Special Education	Toshiba e-Studio 5506AC	CHEGI8388
Bonny Eagle High School	Room 205 Old Wing	Toshiba e-Studio 5508A	CIEGI9087
Bonny Eagle High School	Room 220	Kyocera P2040dw	VD26Z02873
Bonny Eagle High School	Room 227	Toshiba e-Studio 4508A	CGIF39780
Bonny Eagle High School	Shop Class	Kyocera P2040dw	VD26Z02858
Bonny Eagle High School	Special Education	Toshiba e-Studio 3505AC	CFEG63775
Bonny Eagle High School	Teachers' Room 2nd Fl New Wing	Toshiba e-Studio 7508A	CIEGI8883
Bonny Eagle High School	Teachers' Room 2nd Fl Old Wing	Toshiba e-Studio 7508A	CICGI7326
Bonny Eagle High School	Wood Shop Class	Toshiba e-Studio 3505AC	CFEG63835
Bonny Eagle Middle School	6th Grade Teachers' Room	Toshiba e-Studio 4508A	CGKF46201
Bonny Eagle Middle School	Cafeteria	Kyocera P2040dw	VD26Z02872
Bonny Eagle Middle School	Copy Room	Toshiba e-Studio 7508A	CIEGI8910
Bonny Eagle Middle School	Custodian's Office Near Room 41	Kyocera P2040dw	VD26Z02868
Bonny Eagle Middle School	Guidance Room 8A	Toshiba e-Studio 5508A	CIEGI9060
Bonny Eagle Middle School	IT Hot Swap	Kyocera P2040dw	VD26Z02842
Bonny Eagle Middle School	IT Hot Swap	Kyocera P5026cdw	VDT6X00958
Bonny Eagle Middle School	Library	Toshiba e-Studio 7508A	CICGI7319

Building	Room	Make/Model	Serial Number
Bonny Eagle Middle School	Phys Ed Office	Kyocera P2040dw	VD26Z02859
Bonny Eagle Middle School	Principal's Office	Toshiba e-Studio 5506AC	CHEG18410
Bonny Eagle Middle School	Reception	Toshiba e-Studio 4508A	CGKF46346
Bonny Eagle Middle School	Room 40A	Toshiba e-Studio 4508A	CGKF46341
Bonny Eagle Middle School	Room 47	Kyocera P2040dw	VD26Z02862
Bonny Eagle Middle School	Room 54	Kyocera P2040dw	VD26Z02853
Bonny Eagle Middle School	Room 63 ***	Kyocera P2040dw	VD26Z02866
Bonny Eagle Middle School	Room 83 2nd Floor	Toshiba e-Studio 4508A	CGBG56402
Bonny Eagle Middle School	Room 94 2nd Floor	Toshiba e-Studio 7508A	CIKFI4837
Buxton Center Elementary School	Band Room	Kyocera P3045DN	VM37402980
Buxton Center Elementary School	Food Services - Kitchen	Kyocera P3045DN	VM37302420
Buxton Center Elementary School	Library	Kyocera P3045DN	VM37402972
Buxton Center Elementary School	Main Office	HP Laser Jet 600 M605	CNDCK3VIIS
Buxton Center Elementary School	Maple Tree Staff Room D117	Toshiba e-Studio 4508A	CGKF46170
Buxton Center Elementary School	Maple Tree Team Room D215	Toshiba e-Studio 4508A	CGKF46338
Buxton Center Elementary School	Oak Tree Staff Room D132	Toshiba e-Studio 1057	CBLE40154
Buxton Center Elementary School	Oak Tree Team Room B231	Toshiba e-Studio 7508A	CIKFI4832
Buxton Center Elementary School	Pine Tree Hall Team Room C122	Toshiba e-Studio 7508A	CIKFI4838
Buxton Center Elementary School	Pine Tree Hall Team Room C214	Toshiba e-Studio 5508A	CIEG18966
Buxton Center Elementary School	Pine Tree Lab Room C202 2nd Floor	Kyocera P2040dw	VD26Z02860
Buxton Center Elementary School	Principal's Secretary	HP Laser Jet 600 M605	CNDCK3VIIH
Buxton Center Elementary School	Team Room B117	Toshiba e-Studio 5508A	CIEG19083
Buxton Center Elementary School	Work Room A122	Toshiba e-Studio 5506AC	CHEG18393
Edna Libby School	Admin 1st Floor	Kyocera P2040dw	VD27104489
Edna Libby School	Food Services - Kitchen	Kyocera P2040dw	VD26Z01773
Edna Libby School	Hall Upstairs	Toshiba e-Studio 7508A	CIEG18881
Edna Libby School	Lower Common Area	Toshiba e-Studio 7508A	CICG17310
Edna Libby School	Principal's Office	Toshiba e-Studio 5506AC	CHEG18420
George E. Jack School	Food Services - Kitchen	Kyocera P2040dw	VD27104487
George E. Jack School	Hall Upstairs	Toshiba e-Studio 7508A	CIEG18916
George E. Jack School	Library	Kyocera P2040dw	VD27104485
George E. Jack School	Main Office	Toshiba e-Studio 5506AC	CHEG18432
George E. Jack School	Teachers' Room Upstairs	Toshiba e-Studio 5508A	CIEG19103
H.B. Emery Jr. Memorial School	Food Service - Kitchen ***	Kyocera P2040dw	VD27104497
H.B. Emery Jr. Memorial School	Hall / Computer Lab	Toshiba e-Studio 5508A	CIEG19071
H.B. Emery Jr. Memorial School	Hall outside Kitchen / K Classes	Toshiba e-Studio 5508A	CIEG19053
H.B. Emery Jr. Memorial School	Main Office Copy Room	Toshiba e-Studio 5506AC	CHEG18386

Building	Room	Make/Model	Serial Number
H.B. Emery Jr. Memorial School	Portable 1	Kyocera P2040dw	VD27104482
H.B. Emery Jr. Memorial School	Room 16 Admin Area	Kyocera P2040dw	VD26Z01765
H.B. Emery Jr. Memorial School	Storage	Kyocera P2040dw	VD26Z01781
Hollis School	Cafeteria Hallway	Toshiba e-Studio 4508A	CGBG56399
Hollis School	Computer Lab	Kyocera P2040dw	VD27104486
Hollis School	Food Service - Kitchen	Kyocera P2040dw	VD26Z01777
Hollis School	Library ***	Toshiba e-Studio 5508A	CIEGI9101
Hollis School	Main Office	Toshiba e-Studio 5506AC	CHEGI8409
Hollis School	Portable #2	Kyocera P2040dw	VD26Z01779
Hollis School	Room 16 New Wing Hall	Toshiba e-Studio 5508A	CIEGI9074
Hollis School	Room 27 Old Wing Hall	Toshiba e-Studio 5508A	CIEGI9069
Hollis School	Teachers' Room	Toshiba e-Studio 7508A	CIKFI4827
MSAD 6 Adult Education	Adult Education- (Jack)	Toshiba e-Studio 5506AC	CHEGI8403
MSAD 6 Adult Education	Testing Room 2- (Jack)	Kyocera P2040dw	VD27104483
MSAD 6 Adult Education	Testing Room-(jack)	Kyocera P2040dw	VD27104464
MSAD 6 Alternative Education	Alternative Ed (Jewett)	Toshiba e-Studio 4508A	CGKF46304
MSAD 6 Alternative Education	Library (Jewett)	Toshiba e-Studio 4508A	CGKF46208
MSAD 6 Alternative Education	Room 2 (jewett)	Kyocera P2040dw	VD27104481
MSAD 6 Alternative Education	Unknown	Kyocera P2040dw	VD26Z02867
MSAD 6 District Office	Business Manager's Office	Kyocera P2040dw	VD27104488
MSAD 6 District Office	Business Office	HP Laser Jet 600 M605	CNDCK3VIIN
MSAD 6 District Office	Business Office	Toshiba e-Studio 5506AC	CHEGI8401
MSAD 6 District Office	Business Office Hall	Toshiba e-Studio 6508A	CILFI5542
MSAD 6 District Office	Central Office ***	Kyocera P2040dw	VD27104496
MSAD 6 District Office	Central Office - Payroll	HP Laser Jet 600 M605	JPDCK3N0DQ
MSAD 6 District Office	Curriculum	Kyocera P3045DN	VM37402962
MSAD 6 District Office	HR Meeting Space	Kyocera P2040dw	VD27104491
MSAD 6 District Office	HR Office	Kyocera P2040dw	VD27104476
MSAD 6 District Office	Special Education	Kyocera P3045DN	VM37402966
MSAD 6 District Office	Special Education	Toshiba e-Studio 3505AC	CFEG63772
MSAD 6 District Office	Storage	Kyocera P3045DN	VM37402975
MSAD 6 District Office	Superintendent Secretary	HP Laser Jet 600 M605	CNDCK3VI0D
MSAD 6 District Office	Superintendent's Hall	Toshiba e-Studio 5506AC	CHEGI8383
MSAD 6 District Office	Superintendent's Hall	Toshiba e-Studio 6508A	CILFI5538
MSAD 6 District Office	Unknown	Kyocera P2040dw	VD26Z02861
MSAD 6 Maintenance	Office	Toshiba e-Studio 3505AC	CFEG63829
MSAD 6 Maintenance	Office	Toshiba e-Studio 4505AC	CFCG51582

Building	Room	Make/Model	Serial Number
MSAD 6 Technology	1st Floor Hall	Toshiba e-Studio 3505AC	CFEG63852
MSAD 6 Technology	AV Room	Kyocera P2040dw	VD26Z0I775
MSAD 6 Technology	Storage	Kyocera P2040dw	VD26Z0I776
MSAD 6 Technology	Storage	Kyocera P2040dw	VD26Z02869
MSAD 6 Technology	Storage	Kyocera P2040dw	VD26Z02871
MSAD 6 Technology	Storage	Kyocera P2040dw	VD26Z02875
MSAD 6 Technology	Storage	Kyocera P2040dw	VD26Z02876
MSAD 6 Technology	Storage	Kyocera P2040dw	VD27I04484
MSAD 6 Technology	Storage	Kyocera P5026cdw	VDT6X00948
MSAD 6 Technology	Tech Director	Toshiba e-Studio 3505AC	CFEG63799
MSAD 6 Transportation	Main Office	Toshiba e-Studio 5506AC	CHEGI8387
Steep Falls Elementary School	Food Services - Kitchen	Kyocera P2040dw	VD27I04490
Steep Falls Elementary School	Hall	Toshiba e-Studio 5506AC	CHEGI8408
Steep Falls Elementary School	Main Office	Kyocera P3045DN	VM37402974
Steep Falls Elementary School	Teachers' Room	Toshiba e-Studio 5508A	CIEGI9097

OWNED EQUIPMENT

Building	Room	Make/Model	Serial Number
George E. Jack School	Computer Lab Downstairs ***	Toshiba e-Studio 456	C2H252758
MSAD 6 District Office	Accounts Payable	Toshiba e-Studio 256	C2C223149
MSAD 6 District Office	Food Service	HP Laser Jet 600 M607	CNBCL3X18B

STARDoc USER NAMES

Name	User Name
Bill Brockman	bbrockman
Carol Wagner	cwagner@bonnyeagle.org
Charlotte Regan	cregan@bonnyeagle.org
Cheryl Grovo	cgrovo@bonnyeagle.org
Clay Gleason	cgleason@bonnyeagle.org
Debbie Arnold	darnold@bonnyeagle.org
Diane Gagne	dnadeau@bonnyeagle.org
Dottie Muchmore	dmuchmore@bonnyeagle.org
Ginny Day	gday@bonnyeagle.org
Heath Cormier	hcormier
Hedy Smith	hsmith@bonnyeagle.org
Jim Crick	jcrick
Linda Winton	lwinton@bonnyeagle.org
Lori Spencer	lspencer@bonnyeagle.org
Lori Wood	lwood@bonnyeagle.org
Marie Estes	mestes@bonnyeagle.org
Paul Emery	pemery
Paul Penna	ppenna@bonnyeagle.org
Ryan Croteau	rcroteau
Sandy Cormier	scormier@bonnyeagle.org
Scott Nason	snason
Sherri Parkin	sparkin@bonnyeagle.org
Sue Labreck	slabreck@bonnyeagle.org
Tina Plummer	tplummer



Benefits of partnering with SPC

Top Benefits to our CLIENTS:

1. Cooperative Buying

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

2. Exclusive STARDoc Software

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

3. Simplified Billing Program

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

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

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

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



SPC Values Our Vendors

Overall Benefits to Our Vendors

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

Vendor Benefits Pre-Bid & During the Bid Process:

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

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



STARDoc Features

Cost Projection by Department or Building

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

Map your devices on Floorplans

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

Floorplan Administration

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

Contacts Page

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

Device Listing Page

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

Monthly Audits

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

Last Sync Date

- Shows the last time FM Audit synced for equipment

Over-Budget Report

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

Five-Year Fleet Management (FYFM)

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

NEW VENDOR CATEGORIES

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

Premier: defined as consistently providing ...

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

Cooperative: defined as ...

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

Uncooperative: defined as ...

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

WARRANTY RELIEF FUND

Why is it Needed?

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

Other Concerns:

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

Purpose:

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

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

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

Who Benefits?

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

WARRANTY RELIEF EQUIPMENT BASE

Why is it Needed?

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

Other Concerns:

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

Purpose:

- To replace or add a machine when needed

Who Benefits?

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