

Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800)750-1538



FY23 Annual Report

With FY24 Projections

Michelle Clark

NHSAU 66 - Hopkinton

204 Maple Street

Contoocook, NH 03229



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

Skip Tilton
President

Corporate Office:
1491 East Side River Road
Dummer, NH 03588
(800) 750-1538

VISIT US ON THE WEB:
www.spccopypro.com

December 2023

Michelle Clark
NHSAU 66 - Hopkinton
204 Maple Street
Contoocook, NH 03229

Dear Michelle:

Specialized Purchasing Consultants is pleased to present your FY23 Annual Report. We pride ourselves in being flexible and adjusting to the competitive environment. After going through two tough years involving backorders, we now feel confident that the industry has caught up with their inventory.

While Inflation has been a worldwide problem, SPC bids have fallen to their lowest level ever! We are buying new equipment for **8 to 12% of retail!** In addition, the number of participants in our bids has grown to eight different vendors representing eight different manufacturers.

Since 2020, we are averaging 75 million prints, acquiring approximately 1,200 machines annually. In addition, we have signed up **34 new clients, representing 100 million prints** – more than a 50% increase. The purpose of informing you of this information is to continue to build confidence in the strength of your cooperative buying power with SPC.

As always, we are grateful for your continued confidence in the services SPC provides and in our efforts to secure better pricing on equipment, service and supplies than can be obtained independently. We look forward to working with you another year and into the future.

Sincerely,

Skip Tilton
President

TABLE OF CONTENTS

Meet Your Team	1
SPC Timeline	2
Equipment Health Status	4
Compare Present vs Proposed	5
Aging Equipment Summary	6
Non Contracted Devices	7
Average Student to Copy Usage - Black	8
Industry Average Copies per Student - Black	9
Average Student to Copy Usage - Color	10
Industry Average Copies per Student - Color	11
Average Volume to Student Ratio by Student Type	12
Equipment Usage & Recommendations	13
SPC Service & Supply Cost Savings	30
Projected Equipment Cost by Building Black	31
SPC Upgrade for 2023	32
Projected Equipment Cost by Building Color	33
Service & Supply Usage Profile by Vendor Black.	34
Service & Supply Usage Profile by Vendor Color.	35
Leased/Owned Equipment Details	36
Leased Equipment	37
Owned Equipment	39
STARDoc User Names	40
Warranty & Relief Fund	41

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 was relatively new in 1988, but with your trust and loyalty, we have been able to save our clients millions of dollars, increase the reliability and quality of your service and equipment, and improve the accuracy and ease of billing. We are so pleased to bring you services that give you control over equipment, usage and costs.



Alex Webster
Director of Technology & Operations

Alex manages overall operations, actively seeking new clients and improving the cooperative bid process and the buying power in New England. Alex organizes and prepares the bids, tabulates the results, and presents them to our clients. He also oversees STARDoc and FM Audit maintenance so our clients always have access to valuable information on their equipment.

Sue Penney
Administrative & Finance Manager

Sue oversees all billing, leases, and contracts. Her decades of financial expertise, attention to detail, and ability to prioritize ensure accuracy and timeliness of all finance projects.



Kelly Fortier
Finance Support

Kelly is a valuable asset to the SPC Finance Department. Her versatility in managing various aspects of accounting, lease documentation, and service and supply contracts benefits her team and the clients she works with.

Heidi Tilton
Office Support

As part of the Billing Team, Heidi assists with bookkeeping and billing, processing payments, updating contact information, and providing office support.

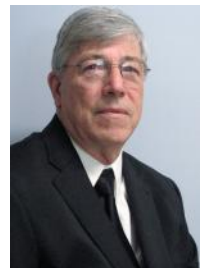


Pam Weed
Client-Vendor Relations

Pam works with clients and vendors to maintain a good working relationship. She oversees warranty complaints and replacements, equipment upgrades and changes, end-of-year meter collection, billing, and scheduling of Annual Report meetings. Pam also assists with marketing SPC services.

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. He also wrote the code to create the many reports SPC generates to give you the accurate information you rely on..



Jamin Tilton
Operations Support

Jamin plays a vital role in ensuring equipment surveys, installations, and trades go smoothly. He coordinates with clients and vendors to create schedules that are beneficial for all. Jamin also assists Alex in many technical areas such as maintaining STARDoc, FM Audit and the computers.

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.

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 Vendor Bid

- Put bid out in February instead of late spring.
- This early bidding saved clients thousands due to inflation and price increases that took place after bid pricing was locked in, preventing higher rates to our clients.
- This also allowed for early ordering to accommodate backorders.
- We were also able to lock in bid rates for existing equipment until new equipment could be installed after the start of the new fiscal year.

2023 STARDoc Facelift and new Ratio Category

- STARDoc Program now online/live as of July 1 with Client Audits for November 1
- High, Middle & Elementary School: Student Ratio for Black & Color Prints

2024 SPC Roadmap

- High, Middle & Elementary School: Student Ratio for Copiers & MFP-Printers

EQUIPMENT HEALTH STATUS

Total Number of Machines **59**

Total Black Photocopiers	4
Total Color Photocopiers	6
Total Black Network Printers	38
Total Color Network Printers	11
Total Removed From Service	0

of Units Not in Use for FY23 **4**

of Units OFF Warranty** **0**

of Units Approaching End of Warranty **2**

of Units Overused **0**

of Units Underused **0**

Contract Commencement Date 07/01/2022

Contract and Warranty Expiration Date 06/30/2027

of Annual Payments Remaining on Lease 3

PaperCut Installed Yes

A-4 (includes printers & mfps) Devices 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 Michelle,

Based on 87,539 students across the tri-state region that SPC manages

- Black averages 1,854 per student - up 4% from last year
- Color averages 281 per student - up 16% from last year

Based on 935 students, your district averages are

- Black averages 1,654 per student
- Color averages 172 per student

At our meeting we will discuss three powerful tools, which include

- Annual Report
- Last year's service history, and
- Our new 2023 updated STARDoc Management Tool.

We can discuss this and any other concerns at our meeting.

Sincerely,

Skip Tilton

SAU 66 - Hopkinton
Michael Flynn
204 Maple Street
Contoocook, NH 03229

Five-Year Basis beginning with the 2022/2023 Fiscal Year

Copies-per-Year: 2,546,687

Present vs. Proposed Recommendations as of 7/1/2022

PRESENT SITUATION

- 1) Guarantees on Photocopiers: **None**
- 2) Annual Price Ceilings Left: **None**
- 3) Copiers with 3 million plus: **7**
- 4) Units to be Traded: **78**
- 5) Photocopiers: **8**
- 6) Color Photocopiers: **3**
- 7) MFPs: **5 (2 are Ink Jet MFPs)**
- 8) Printers: **65 w/ 15 Color**
- 9) Duplexers: **36**
- 10) Finishers: **8**
- 11) Wide Format Devices: **1**
- Total number of Units: **78**

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Machines: **Five + Years**
- 2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
- 3) Copiers with 3 Million plus: **9**
- 4) Replaced: **62 New**
- 5) Photocopiers: **9 with Secure Print/Confidential Mailbox**
- 6) Color Photocopiers: **5**
- 7) MFPs: **3 with 1 Color**
- 8) Printers: **50 with 11 Color**
- 9) Duplexers: **62**
- 10) Finishers: **9**
- 11) Wide Format: **1**
- Total number of Units: **62 (Closing out 16 to right size equipment)**

Overall Description of Equipment Fleet:

Presently, you have **Five manufacturers with 35 different models**. The existing fleet of printers and copiers date as far back as 1999. The **new arrangement** will stay with one manufacturer **with one vendor and only 8 distinct models in the district**. SPC received four bids in NH, but due to internal vendor bidding constraints **Konica Minolta led with KMBS, however since we received other bids for the same equipment we have included them for comparison purposes.**

Print Management: STARDoc for all devices. Papercut MF Quote Pending.

Capital: Presently, you have **one** installment payment that will be paid off on July 1, 2022. With the new arrangement, you will have **one** municipal master lease at 3.49% interest. You will have a down payment of \$31,561.75 any time before July 1, 2022. Your first of four annual lease payments will be due on **August 1, 2022**.

Board Approval Date: March 16, 2022

Service & Supplies:

Considering all of your consumable cost centers including service you are averaging **\$0.012021 for black and \$0.095211 for Color**. The new contract will come in at a CPC of **\$0.003887 for Black and \$0.035668 for Color**. These figures include an average for both printers and copiers.

Vendor Packages:

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

<u>Cost Center</u>	<u>Present (Pre-COVID*)</u>	<u>KMBS With Papercut</u>
1. Service & Supplies Color:	\$18,929.07	\$7,866.87
2. Service & Supplies Black:	\$28,222.75	\$9,269.60
3. Annual Muni Lease &:	\$3,597.00	\$30,305.82
4. Forced Upgrades (77 Owned Devices):	\$26,650.00	\$00.00
Totals:	\$77,398.82 (\$50,748.82 without Forced Upgrades)	\$47,442.29

*COVID Costs are **\$36,627.96** for Service and Supplies B/W and Color. Pre-COVID costs are **\$47,151.82** which are used above.

& Note that with the last upgrade only **1 New unit was purchased while 62 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 CPC billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30, 2023**. 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:** Hard Drive Wipes are included in these prices.

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
Hopkinton Middle-High School	Room 224	HP DesignJet T830	CN23ECM07N	KMBS	11/01/2015

NON-CONTRACTED DEVICES

Make - Model	Serial Number	IP Address	Last Update
ENVY Photo 6200 series	TH7BU3W0VK	10.10.15.61	2023-11-07 05:05:54
HP 4100 series	CN33VGFJSK	192.168.2.83	2023-12-21 00:00:14
HP LASERJET 4200	CNBX321156	192.168.0.241	2023-12-20 13:41:05
HP LaserJet 4350dtn	CNRXH62512	192.168.0.228	2023-10-12 07:22:59

With your next upgrade, we highly recommend you incorporate these machines into your next contract. Depending on volume, this could result in significant cost savings. For example, in buying supplies on your own and having your in-house IT staff service them, a color laser device color cost can average as much as 25 cents per print, while our bids are coming in at less than 5 cents per print.

In addition, not including the usage on these machines can throw off your usage ratios shown on the next few pages, which can also affect your future budget planning.

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
District Office	0	94,130	\$2,869.13	0	\$0.00
Harold Martin School	281	426,921	\$13,206.50	1,519	\$47.00
Hopkinton Middle-High School	438	683,937	\$21,335.77	1,562	\$48.71
Maple Street School	216	341,706	\$10,545.41	1,582	\$48.82
Totals	935	1,546,694	\$47,956.81	1,654	\$51.29

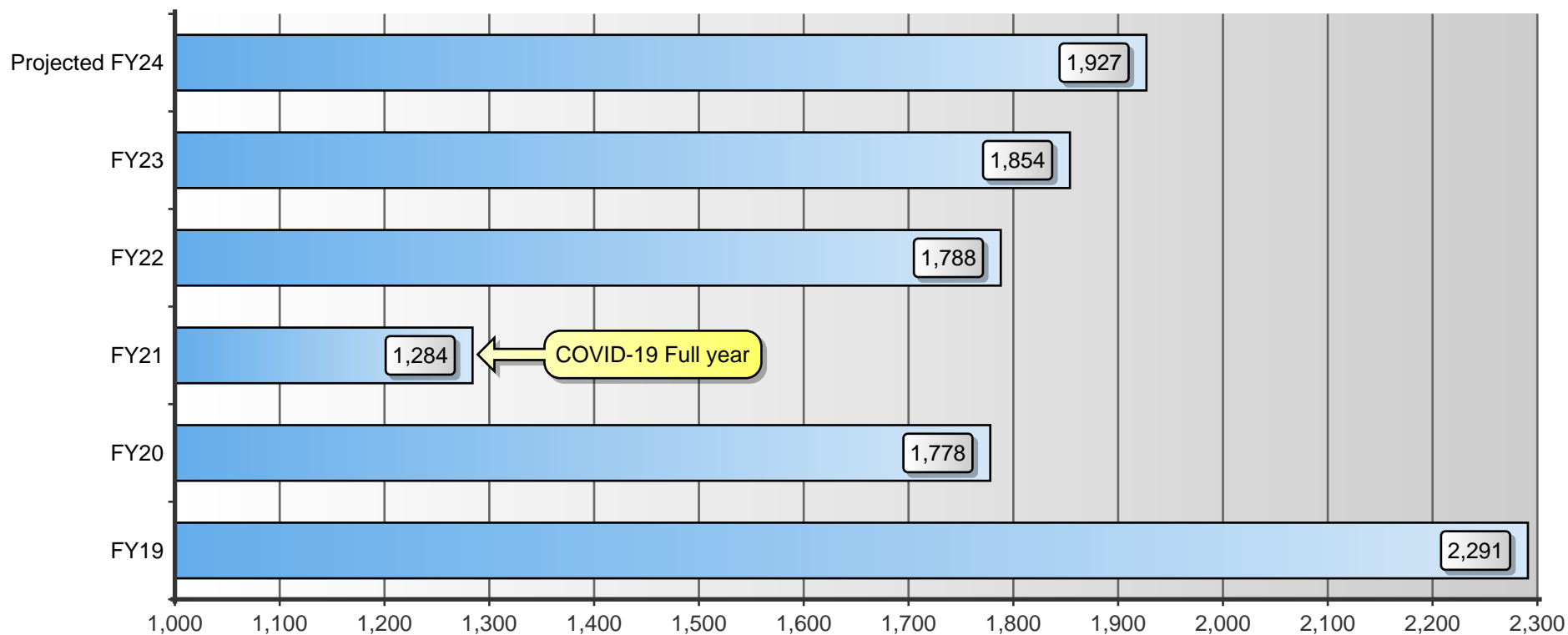
**Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.*

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	87,539	162,267,704	\$4,226,214.37	1,854	\$48.28

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



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
District Office	0	23,446	\$825.90	0	\$0.00
Harold Martin School	281	66,800	\$3,065.09	238	\$10.91
Hopkinton Middle-High School	438	42,728	\$2,321.94	98	\$5.30
Maple Street School	216	27,943	\$1,009.25	129	\$4.67
Totals	935	160,917	\$7,222.18	172	\$7.72

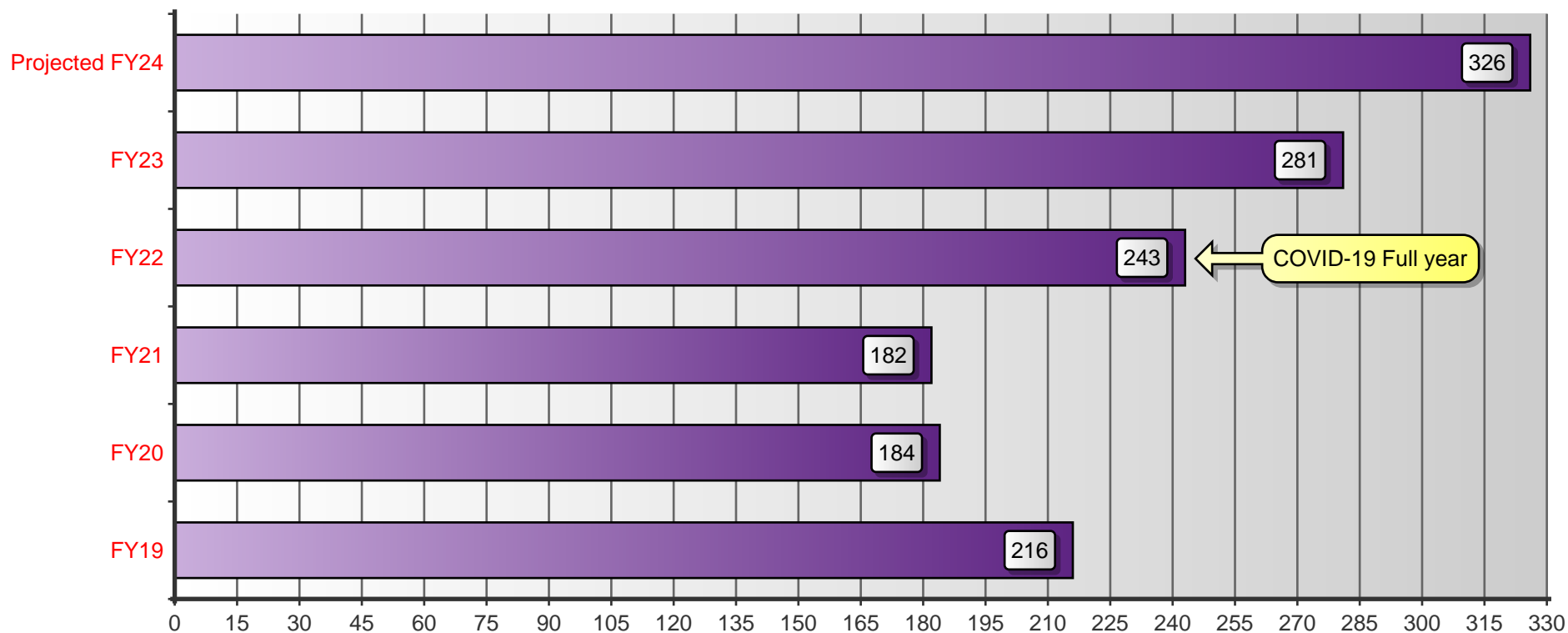
**Total School Cost refers only to Service & Supplies as Paper and Equipment are included in the previous table for black prints.*

INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

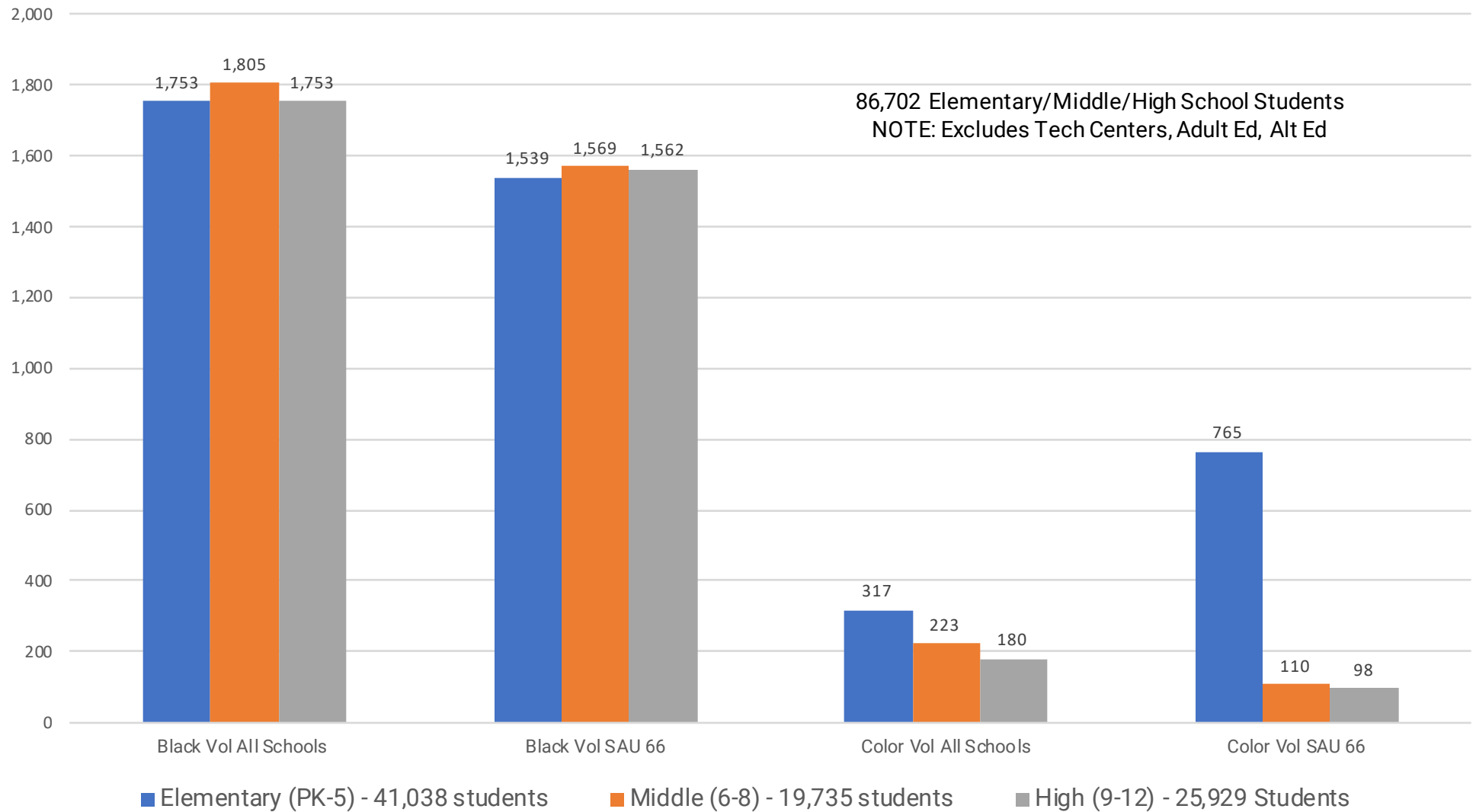
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	87,539	24,569,703	\$1,008,305.25	281	\$11.52

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



AVERAGE VOLUME TO STUDENT RATIO BY STUDENT TYPE



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: 07/01/2022

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
District Office					
Bookkeeper					
Konica Minolta BH4000i / 42 PPM	0	0	0	\$0.00688	Not in use for FY23.
ACET011007555 / 94971610				\$0.00	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Bus Admin (Billing Add)					
Konica Minolta BH4000i / 42 PPM	0	0	0	\$0.00688	Not in use for FY23.
ACET011007551 / 94971609				\$0.00	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Karen's Office					
Konica Minolta BH4000i / 42 PPM	0	0	0	\$0.00688	Not in use for FY23.
ACET011007550 / 94971614				\$0.00	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Konica Minolta BHC750i / 75 PPM	0	91,164	91,164	\$0.00350	None at this time.
ACKN011004316 /				\$319.07	
4,000,000 / 02/2020	0	22,861	22,861	\$0.03330	
Color MFP A-3 11x17 / KMBS				\$761.27	
Secretary					
Konica Minolta BHC3300i / 35 PPM	0	2,966	2,966	\$0.00688	None at this time.
AAJT011202324 / 95254069				\$20.41	
750,000 / 04/2019	0	585	585	\$0.05625	
Color Printer A-4 / KMBS				\$32.91	
SPED Office					
Konica Minolta BH4000i / 42 PPM	0	0	0	\$0.00688	Not in use for FY23.
ACET011007553 / 94971613				\$0.00	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
	Subtotal Black		94,130	\$339.48	
	Subtotal Color		23,446	\$794.18	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Harold Martin School					
2nd Floor Hallway Printer					
Konica Minolta BH4000i / 42 PPM	0	1,812	1,812	\$0.00688	None at this time.
ACET011007159 / 94995813				\$12.47	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4/KMBS				\$0.00	
Facilities Director					
Konica Minolta BH4020i / 42 PPM	0	726	726	\$0.00688	None at this time.
ACER011003853 / 94995821				\$4.99	
1,000,000 / 07/2020	0	0	0	\$0.00000	
Black Laser MFP A-4 8.5x14 / KMBS				\$0.00	
Front Office					
Konica Minolta BHC650i / 65 PPM	0	163,026	163,026	\$0.00350	None at this time.
AA7N011007133 /				\$570.59	
4,000,000 / 02/2020	0	35,304	35,304	\$0.03330	
Color MFP A-3 11x17 / KMBS				\$1,175.62	
Hallway Outside Room 119					
Konica Minolta BH4000i / 42 PPM	0	18,622	18,622	\$0.00688	None at this time.
ACET011007165 / 94995812				\$128.12	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Konica Minolta BH4000i / 42 PPM	0	15,075	15,075	\$0.00688	None at this time.
ACET011007457 / 94995815				\$103.72	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
New Addition Staff Room					
Konica Minolta BH 750i / 75 PPM	0	88,548	88,548	\$0.00350	None at this time.
ACV7011001691 /				\$309.92	
4,000,000 / 09/2020	0	0	0	\$0.00000	
Black MFP A-3 11x17 / KMBS				\$0.00	
Room 110					
Konica Minolta BHC3300i / 35 PPM	0	11,916	11,916	\$0.00688	None at this time.
AAJT011202326 / 95254073				\$81.98	
750,000 / 04/2019	0	5,594	5,594	\$0.05625	
Color Printer A-4 / KMBS				\$314.66	
Room 207A					
Konica Minolta BHC3300i / 35 PPM	0	7,105	7,105	\$0.00688	None at this time.
AAJT011202355 / 95254072				\$48.88	
750,000 / 04/2019	0	10,778	10,778	\$0.05625	
Color Printer A-4 / KMBS				\$606.26	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 208					
Konica Minolta BH4000i / 42 PPM	0	2,289	2,289	\$0.00688	None at this time.
ACET011007456 / 94995814				\$15.75	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Room 210 Reading					
Konica Minolta BHC3300i / 35 PPM	0	10,939	10,939	\$0.00688	None at this time.
AAJT011202061 / 94971603				\$75.26	
750,000 / 04/2019	0	15,124	15,124	\$0.05625	
Color Printer A-4 / KMBS				\$850.73	
Upstairs Hallway					
Konica Minolta BH 750i / 75 PPM	0	106,863	106,863	\$0.00350	None at this time.
ACV7011001694 /				\$374.02	
4,000,000 / 09/2020	0	0	0	\$0.00000	
Black MFP A-3 11x17 / KMBS				\$0.00	
	Subtotal Black		426,921	\$1,725.70	
	Subtotal Color		66,800	\$2,947.27	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Hopkinton Middle-High School					
Admin Office					
Konica Minolta BHC3300i / 35 PPM AAJT011202342 / 95254070 750,000 / 04/2019 Color Printer A-4/KMBS	0 0	6,422 4,290	6,422 4,290	\$0.00688 \$44.18 \$0.05625 \$241.31	None at this time.
Athletic Director					
Konica Minolta BH4000i / 42 PPM ACET011007965 / 94971619 1,000,000 / 06/2019 Black Printer A-4 / KMBS	0 0	2,877 0	2,877 0	\$0.00688 \$19.79 \$0.00000 \$0.00	None at this time.
Food Service Director					
Konica Minolta BH4000i / 42 PPM ACET011007963 / 94971622 1,000,000 / 06/2019 Black Printer A-4 / KMBS	0 0	1,708 0	1,708 0	\$0.00688 \$11.75 \$0.00000 \$0.00	None at this time.
Guidance					
Konica Minolta BH4000i / 42 PPM ACET011007961 / 94971625 1,000,000 / 06/2019 Black Printer A-4 / KMBS	0 0	15,803 0	15,803 0	\$0.00688 \$108.72 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
HMHS Office					
Konica Minolta BHC650i / 65 PPM	0	84,079	84,079	\$0.00350	None at this time.
AA7N011006934 /				\$294.28	
4,000,000 / 02/2020	0	6,641	6,641	\$0.03330	
Color MFP A-3 11x17 / KMBS				\$221.15	
Lauren's Office					
Konica Minolta BH4000i / 42 PPM	0	5,129	5,129	\$0.00688	None at this time.
ACET011007964 / 94971623				\$35.29	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Library					
Konica Minolta BH4020i / 42 PPM	0	18,630	18,630	\$0.00688	None at this time.
ACER011003851 / 94995809				\$128.17	
1,000,000 / 07/2020	0	0	0	\$0.00000	
Black Laser MFP A-4 8.5x14 / KMBS				\$0.00	
Room 101					
Konica Minolta BH4000i / 42 PPM	0	5,822	5,822	\$0.00688	None at this time.
ACET011007114 / 94975817				\$40.06	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 102A					
Konica Minolta BH4000i / 42 PPM	0	6,119	6,119	\$0.00688	None at this time.
ACET011007968 / 94971611				\$42.10	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Room 104					
Konica Minolta BH4000i / 42 PPM	0	1,548	1,548	\$0.00688	None at this time.
ACET011007966 / 94971630				\$10.65	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Room 205					
Konica Minolta BH4000i / 42 PPM	0	7,879	7,879	\$0.00688	None at this time.
ACET011007970 / 94971627				\$54.21	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Room 207					
Konica Minolta BHC3300i / 35 PPM	0	7,438	7,438	\$0.00688	None at this time.
AAJT011202320 / 95254071				\$51.17	
750,000 / 04/2019	0	12,350	12,350	\$0.05625	
Color Printer A-4 / KMBS				\$694.69	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 210B					
Konica Minolta BHC3300i / 35 PPM	0	6,955	6,955	\$0.00688	None at this time.
AAJT011202313 / 95254074				\$47.85	
750,000 / 04/2019	0	3,666	3,666	\$0.05625	
Color Printer A-4 / KMBS				\$206.21	
Room 211					
Konica Minolta BH4000i / 42 PPM	0	686	686	\$0.00688	None at this time.
ACET011007463 / 94971616				\$4.72	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Room 215 (Billing Add)					
Konica Minolta BH4000i / 42 PPM	0	9,296	9,296	\$0.00688	None at this time.
ACET011007468 / 94971626				\$63.96	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Room 217A					
Konica Minolta BH4000i / 42 PPM	0	9,139	9,139	\$0.00688	None at this time.
ACET011007465 / 94971628				\$62.88	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 218					
Konica Minolta BH4000i / 42 PPM	0	4,598	4,598	\$0.00688	None at this time.
ACET011007466 / 94971621				\$31.63	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Room 220					
Konica Minolta BHC3300i / 35 PPM	0	10,127	10,127	\$0.00688	None at this time.
AAJT011202041 / 94971602				\$69.67	
750,000 / 04/2019	0	1,944	1,944	\$0.05625	
Color Printer A-4 / KMBS				\$109.35	
Room 222					
Konica Minolta BH4000i / 42 PPM	0	1,429	1,429	\$0.00688	None at this time.
ACET011007464 / 95254068				\$9.83	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Room 224					
HP DesignJet T830 / PPM	0	100	100	\$0.00000	8 years from Intro.
CN23ECM07N /				\$0.00	
0 / 11/2015	0	327	327	\$0.00000	
Color MFP A-3 11x17 / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 224					
Konica Minolta BHC3320i / 35 PPM	0	1,571	1,571	\$0.00688	None at this time.
AAJP011206612 / 94995811				\$10.81	
750,000 / 05/2019	0	2,648	2,648	\$0.05625	
Color Laser MFP A-4 8.5x14 / KMBS				\$148.95	
Room 401					
Konica Minolta BHC3300i / 35 PPM	0	8,650	8,650	\$0.00688	None at this time.
AAJT011202336 / 94971601				\$59.51	
750,000 / 04/2019	0	10,862	10,862	\$0.05625	
Color Printer A-4 / KMBS				\$610.99	
Room 402					
Konica Minolta BH4000i / 42 PPM	0	6,298	6,298	\$0.00688	None at this time.
ACET011007461 / 94971608				\$43.33	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Room 407					
Konica Minolta BH4000i / 42 PPM	0	1,375	1,375	\$0.00688	None at this time.
ACET011007460 / 94971629				\$9.46	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 408B					
Konica Minolta BH4000i / 42 PPM	0	4,819	4,819	\$0.00688	None at this time.
ACET011007556 / 94971617				\$33.15	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Room 500 (Billing Add)					
Konica Minolta BH4000i / 42 PPM	0	550	550	\$0.00688	None at this time.
ACET011007949 / 94971624				\$3.78	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Room 501					
Konica Minolta BH4000i / 42 PPM	0	13,394	13,394	\$0.00688	None at this time.
ACET011007467 / 94971620				\$92.15	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Spare					
Konica Minolta BH4000i / 42 PPM	0	2,310	2,310	\$0.00688	None at this time.
ACET011007166 / 94971600				\$15.89	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Teachers' Lounge (High School)					
Konica Minolta BH 750i / 75 PPM	0	274,580	274,580	\$0.00350	None at this time.
ACV7011001700 /				\$961.03	
4,000,000 / 09/2020	0	0	0	\$0.00000	
Black MFP A-3 11x17 / KMBS				\$0.00	
Teachers' Room (Middle School)					
Konica Minolta BH 750i / 75 PPM	0	164,606	164,606	\$0.00350	None at this time.
ACV7011001657 /				\$576.12	
4,000,000 / 09/2020	0	0	0	\$0.00000	
Black MFP A-3 11x17 / KMBS				\$0.00	
	Subtotal Black		683,937	\$2,936.16	
	Subtotal Color		42,728	\$2,232.65	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Maple Street School					
Café					
Konica Minolta BH4000i / 42 PPM ACET011007549 / 94971615 1,000,000 / 06/2019 Black Printer A-4/KMBS	0 0	719 0	719 0	\$0.00688 \$4.95 \$0.00000 \$0.00	None at this time.
Computer Lab Room 12					
Konica Minolta BH4000i / 42 PPM ACET011007552 / 94971612 1,000,000 / 06/2019 Black Printer A-4 / KMBS	0 0	14,094 0	14,094 0	\$0.00688 \$96.97 \$0.00000 \$0.00	
Copy Room					
Konica Minolta BHC750i / 75 PPM ACKN011000237 / 4,000,000 / 02/2020 Color MFP A-3 11x17 / KMBS	425,821 24,189	578,452 42,255	152,631 18,066	\$0.00350 \$534.21 \$0.03330 \$601.60	None at this time.
Copy Room					
Konica Minolta BHC650i / 65 PPM AA7N011006963 / 4,000,000 / 02/2020 Color MFP A-3 11x17 / KMBS	0 0	141,370 8,135	141,370 8,135	\$0.00350 \$494.80 \$0.03330 \$270.90	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Library					
Konica Minolta BH4000i / 42 PPM	0	6,714	6,714	\$0.00688	None at this time.
ACET011007548 / 94971618				\$46.19	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Main Office					
Konica Minolta BH4000i / 42 PPM	0	3,774	3,774	\$0.00688	None at this time.
ACET011007161 / 94995816				\$25.97	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Nurse					
Konica Minolta BH4000i / 42 PPM	0	2,081	2,081	\$0.00688	None at this time.
ACET011007451 / 94995823				\$14.32	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Room 10					
Konica Minolta BH4000i / 42 PPM	0	568	568	\$0.00688	None at this time.
ACET011007452 / 94995822				\$3.91	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 11					
Konica Minolta BHC3300i / 35 PPM	0	10,835	10,835	\$0.00688	None at this time.
AAJT011202274 / 94971604				\$74.54	
750,000 / 04/2019	0	1,742	1,742	\$0.05625	
Color Printer A-4 / KMBS				\$97.99	
Room 19					
Konica Minolta BH4000i / 42 PPM	0	4,452	4,452	\$0.00688	None at this time.
ACET011007459 / 94971598				\$30.63	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Room 6					
Konica Minolta BH4000i / 42 PPM	0	4,017	4,017	\$0.00688	None at this time.
ACET011007458 / 94995820				\$27.64	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
Room 9A					
Konica Minolta BH4000i / 42 PPM	0	451	451	\$0.00688	None at this time.
ACET011007167 / 94971599				\$3.10	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Printer A-4 / KMBS				\$0.00	
	Subtotal Black	341,706	\$1,357.21		
	Subtotal Color	27,943	\$970.48		

	FY23 Annual Volume	Cost/Copy Annual Cost	
Overall Black Totals	1,546,694	\$6,358.56	
Overall Color Totals	160,917	\$6,944.58	Your Avg Color CPC is \$0.0432

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 **03/22/2022** with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 23 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
1,546,694	\$0.01202	\$18,591.26

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
1,546,694	\$0.00411	\$6,356.91	\$12,234.35	\$61,171.75

*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
\$12,234.35 x 1 year as a Client = \$12,234.35 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
District Office	94,130	\$353.07	\$602.43	\$1,920.78	\$2,876.29
Harold Martin School	426,921	\$1,795.06	\$2,732.29	\$8,711.60	\$13,238.95
Hopkinton Middle-High School	683,937	\$3,054.38	\$4,377.20	\$13,956.17	\$21,387.75
Maple Street School	341,706	\$1,411.73	\$2,186.92	\$6,972.73	\$10,571.38
TOTALS	1,546,694	\$6,614.24	\$9,898.84	\$31,561.28	\$48,074.36

SPC UPGRADES FOR 2023

Client Name	Contact	Total Annual Volume	Number of Machines	Former Vendor	Vendor Awarded	Equipment Awarded	Annual Cost Savings	5 Year Cost Savings	Print Management Software Added*
Brevard Family Partnership Florida	Don Johnson	1,158,146	51	Ricoh	Ricoh	Ricoh	\$28,806.28	\$144,031.40	SPC STarDoc & Papercut
City of Saco ME	Ryan Pinheiro	628,426	34	KMBS	KMBS & Ricoh	Konica Minolta	\$3,495.81	\$17,479.05	SPC STarDoc
Franklin Northeast SU VT	Morgan Daybell	4,060,945	18	Symquest	Symquest	Konica Minolta	\$10,247.75	\$51,238.75	SPC STarDoc
Holderness School NH	Paula Currie	780,989	32	Conway	Symquest	Konica Minolta	\$25,414.02	\$127,070.10	SPC STarDoc & Papercut
Phillips Exeter Academy NH	Scott Heffner	3,486,154	102	Toshiba Business	hiba Business Solut	Toshiba	\$81,636.61	\$408,183.05	SPC STarDoc & Papercut
RSU 2 Hallowell ME	Mariah Kelly	3,298,697	64	A-Copi	Smith Office	Sharp		\$0.00	
RSU 22 Hampden ME	Trish Hayes	4,624,078	57	Symquest	Symquest	Konica Minolta	\$16,482.00	\$82,410.00	SPC STarDoc
RSU 23 Old Orchard Beach ME	Cindy Cox	1,234,079	46	KMBS	Smith Office	Sharp		\$0.00	SPC STarDoc
Saco MSAU ME	Kris Stryker-IT	3,000,000	56	KMBS	KMBS	Konica Minolta	\$15,134.23	\$75,671.15	SPC STarDoc & Papercut
SAU 18 Franklin NH	Robyn Dunlap-IT	1,835,661	24	KMBS	hiba Business Solut	Toshiba	\$9,759.00	\$48,795.00	SPC STarDoc & Papercut
SAU 30 Laconia NH	Diane Clary	3,777,053	73	NECS	hiba Business Solut	Toshiba	\$14,623.00	\$73,115.00	SPC STarDoc & Papercut
SAU 301 Prospect Mou (w/SAU 72 & SAU 86) NH	Heidi Duford	2,818,384	51	NECS	hiba Business Solut	Toshiba	\$34,358.00	\$171,790.00	SPC STarDoc & Papercut
SAU 34 Hillsboro-Deering NH	Grant Geisler	1,760,806	20	KMBS/Canon	KMBS	Konica Minolta	\$18,438.01	\$92,190.05	SPC STarDoc & Papercut
SAU 40 Milford NH	Jane Fortson	5,015,229	85	KMBS	hiba Business Solut	Toshiba	\$3,397.60	\$16,988.00	SPC STarDoc & Papercut
SAU 41 Hollis-Brookline NH	Kelly Seeley	6,630,000	98	Conway	hiba Business Solut	Toshiba	\$29,914.65	\$149,573.25	SPC STarDoc & Papercut
SAU 42 Nashua NH	Dan Donovan	20,893,573	87	KMBS	KMBS	Konica Minolta	\$93,212.00	\$466,060.00	SPC STarDoc
SAU 45 Moultonborough NH	Amanda Bergquist	1,117,284	25	KMBS	hiba Business Solut	Toshiba	\$9,556.72	\$47,783.60	SPC STarDoc & Papercut
SAU 64 Milton NH	Mackenzie Campbell	1,101,887	34	Seacoast/Conway	hiba Business Solut	Toshiba	\$14,252.68	\$71,263.40	SPC STarDoc & Papercut
SAU 77 Monroe NH	Rose Harris	207,730	7	WB Mason	Symquest	Konica Minolta	\$2,100.31	\$10,501.55	SPC STarDoc
SAU 83 Fremont NH	Nathan Castle	907,329	16	KMBS	KMBS	Konica Minolta	\$7,233.81	\$36,169.05	SPC STarDoc
SAU 85 Sunapee NH	Kelly Wessells	1,101,647	35	KMBS	KMBS	Konica Minolta	\$3,171.67	\$15,858.35	SPC STarDoc & Papercut
Wiscasset School District ME	Brian Barrows	1,122,000	32	Transco	Symquest	Konica Minolta	\$13,190.00	\$65,950.00	SPC STarDoc & Papercut
SAU 21 Winnacunnet NH	Mathew Ferreira	5,178,800		2024 Upgrade					
SAU 01 Contoocook Valley NH	Brian Cisneros	4,444,000		2024 Upgrade					
Totals		70,560,097	1,047				\$434,424.15	\$2,172,120.75	

* Print Management Software: All Clients have SPC STARDoc but some have chosen to acquire additional support that they did not have previously.

	2020	2021	2022	2023	2024 (so far)	Average per Year(2020-2023)
TOTALS	82,468,260	69,686,229	73,469,937	70,560,097	9,622,800	
New Client Sign Ups >>>>>	6	8	8	10	2	8
Total New Clients	14,950,000	41,249,400	17,952,178	42,236,258	9,622,800	29,096,959
Total Existing Clients	67,518,260	28,436,829	55,517,759	28,323,839		44,949,172

Since 2020

116,387,836

2023 Award Evaluation	Manufacturer	Volume	Machines	Clients Awarded
KMBS	Konica Minolta	11,597,862	211	6
Symquest	Konica Minolta	50,170,401	248	5
Toshiba Business Solutions	Toshiba	24,483,721	460	8
Smith Office Equipment	Sharp	4,079,686	96	2
Ricoh	Ricoh	1,158,146	51	1
Totals		91,489,816	1,066	22

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
District Office	23,446	\$825.90
Harold Martin School	66,800	\$3,065.09
Hopkinton Middle-High School	42,728	\$2,321.94
Maple Street School	27,943	\$1,009.25
TOTALS	160,917	\$7,222.18

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. **FY24 increase is 4%.**

Vendor	Equipment Type	FY23 Black Volume	FY23 Black Cost/Copy	FY23 Black S & S Costs	FY24 Black Cost/Copy	FY24 Projected Black S & S Costs
Konica Minolta Business Solutions	Black Laser MFP A-4 8.5x14	19,356	\$0.00688	\$133.17	\$0.00716	\$138.59
Konica Minolta Business Solutions	Black MFP A-3 11x17	634,597	\$0.00350	\$2,221.09	\$0.00364	\$2,309.93
Konica Minolta Business Solutions	Black Printer A-4	175,447	\$0.00688	\$1,207.08	\$0.00716	\$1,256.20
Konica Minolta Business Solutions	Color Laser MFP A-4 8.5x14	1,571	\$0.00688	\$10.81	\$0.00716	\$11.25
Konica Minolta Business Solutions	Color MFP A-3 11x17	100	\$0.00000	\$0.00	\$0.00000	\$0.00
Konica Minolta Business Solutions	Color MFP A-3 11x17	632,270	\$0.00350	\$2,212.95	\$0.00364	\$2,301.46
Konica Minolta Business Solutions	Color Printer A-4	83,353	\$0.00688	\$573.47	\$0.00716	\$596.81
TOTALS AND AVERAGES		1,546,694	\$0.00411	\$6,358.56	\$0.00428	\$6,614.24

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. **FY24 increase is 4%.**

Vendor	Equipment Type	FY23 Color Volume	FY23 Color Cost/Copy	FY23 Color S & S Costs	FY24 Color Cost/Copy	FY24 Projected Color S & S Costs
KMBS	Color Laser MFP A-4 8.5x14	2,648	\$0.05625	\$148.95	\$0.05850	\$154.91
KMBS	Color MFP A-3 11x17	327	\$0.00000	\$0.00	\$0.00000	\$0.00
KMBS	Color MFP A-3 11x17	91,007	\$0.03330	\$3,030.53	\$0.03463	\$3,151.57
KMBS	Color Printer A-4	66,935	\$0.05625	\$3,765.09	\$0.05850	\$3,915.70
TOTALS AND AVERAGES		160,917	\$0.04316	\$6,944.58	\$0.04488	\$7,222.18

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	59
Number of Machines on Lease	57
Number of Machines Owned	2
Number of Rental/Loaner Machines	0

Lease Company	Norway Savings Bank
----------------------	----------------------------

Term	5 Annual
-------------	-----------------

Annual Payment usually due on 8/1	\$31,561.28
--	--------------------

Lease Start Date	07/01/2022
-------------------------	-------------------

Lease End Date	08/01/2026
-----------------------	-------------------

Remaining Payments	3
---------------------------	----------

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

LEASED EQUIPMENT

Building	Room	Make/Model	Serial Number
District Office	Bookkeeper	Konica Minolta BH4000i	ACET011007555
District Office	Bus Admin (Billing Add)	Konica Minolta BH4000i	ACET011007551
District Office	Karen's Office	Konica Minolta BH4000i	ACET011007550
District Office	Main Office	Konica Minolta BHC750i	ACKN011004316
District Office	Secretary	Konica Minolta BHC3300i	AAJT011202324
District Office	SPED Office	Konica Minolta BH4000i	ACET011007553
Harold Martin School	2nd Floor Hallway Printer	Konica Minolta BH4000i	ACET011007159
Harold Martin School	Facilities Director	Konica Minolta BH4020i	ACER011003853
Harold Martin School	Front Office	Konica Minolta BHC650i	AA7N011007133
Harold Martin School	Hallway Outside Room 119	Konica Minolta BH4000i	ACET011007165
Harold Martin School	Main Office	Konica Minolta BH4000i	ACET011007457
Harold Martin School	New Addition Staff Room	Konica Minolta BH 750i	ACV7011001691
Harold Martin School	Room 110	Konica Minolta BHC3300i	AAJT011202326
Harold Martin School	Room 207A	Konica Minolta BHC3300i	AAJT011202355
Harold Martin School	Room 208	Konica Minolta BH4000i	ACET011007456
Harold Martin School	Room 210 Reading	Konica Minolta BHC3300i	AAJT011202061
Harold Martin School	Upstairs Hallway	Konica Minolta BH 750i	ACV7011001694
Hopkinton Middle-High School	Admin Office	Konica Minolta BHC3300i	AAJT011202342
Hopkinton Middle-High School	Athletic Director	Konica Minolta BH4000i	ACET011007965
Hopkinton Middle-High School	Food Service Director	Konica Minolta BH4000i	ACET011007963
Hopkinton Middle-High School	Guidance	Konica Minolta BH4000i	ACET011007961
Hopkinton Middle-High School	HMHS Office	Konica Minolta BHC650i	AA7N011006934
Hopkinton Middle-High School	Lauren's Office	Konica Minolta BH4000i	ACET011007964
Hopkinton Middle-High School	Library	Konica Minolta BH4020i	ACER011003851
Hopkinton Middle-High School	Room 101	Konica Minolta BH4000i	ACET011007114
Hopkinton Middle-High School	Room 102A	Konica Minolta BH4000i	ACET011007968
Hopkinton Middle-High School	Room 104	Konica Minolta BH4000i	ACET011007966
Hopkinton Middle-High School	Room 205	Konica Minolta BH4000i	ACET011007970
Hopkinton Middle-High School	Room 207	Konica Minolta BHC3300i	AAJT011202320
Hopkinton Middle-High School	Room 210B	Konica Minolta BHC3300i	AAJT011202313
Hopkinton Middle-High School	Room 211	Konica Minolta BH4000i	ACET011007463
Hopkinton Middle-High School	Room 215 (Billing Add)	Konica Minolta BH4000i	ACET011007468
Hopkinton Middle-High School	Room 217A	Konica Minolta BH4000i	ACET011007465
Hopkinton Middle-High School	Room 218	Konica Minolta BH4000i	ACET011007466
Hopkinton Middle-High School	Room 220	Konica Minolta BHC3300i	AAJT011202041
Hopkinton Middle-High School	Room 222	Konica Minolta BH4000i	ACET011007464

Building	Room	Make/Model	Serial Number
Hopkinton Middle-High School	Room 224	HP DesignJet T830	CN23ECM07N
Hopkinton Middle-High School	Room 224	Konica Minolta BHC3320i	AAJP011206612
Hopkinton Middle-High School	Room 401	Konica Minolta BHC3300i	AAJT011202336
Hopkinton Middle-High School	Room 402	Konica Minolta BH4000i	ACET011007461
Hopkinton Middle-High School	Room 407	Konica Minolta BH4000i	ACET011007460
Hopkinton Middle-High School	Room 408B	Konica Minolta BH4000i	ACET011007556
Hopkinton Middle-High School	Room 500 (Billing Add)	Konica Minolta BH4000i	ACET011007949
Hopkinton Middle-High School	Room 501	Konica Minolta BH4000i	ACET011007467
Hopkinton Middle-High School	Teachers' Lounge (High School)	Konica Minolta BH 750i	ACV7011001700
Hopkinton Middle-High School	Teachers' Room (MS)	Konica Minolta BH 750i	ACV7011001657
Maple Street School	Café	Konica Minolta BH4000i	ACET011007549
Maple Street School	Computer Lab Room 12	Konica Minolta BH4000i	ACET011007552
Maple Street School	Copy Room	Konica Minolta BHC650i	AA7N011006963
Maple Street School	Library	Konica Minolta BH4000i	ACET011007548
Maple Street School	Main Office	Konica Minolta BH4000i	ACET011007161
Maple Street School	Nurse	Konica Minolta BH4000i	ACET011007451
Maple Street School	Room 10	Konica Minolta BH4000i	ACET011007452
Maple Street School	Room 11	Konica Minolta BHC3300i	AAJT011202274
Maple Street School	Room 19	Konica Minolta BH4000i	ACET011007459
Maple Street School	Room 6	Konica Minolta BH4000i	ACET011007458
Maple Street School	Room 9A	Konica Minolta BH4000i	ACET011007167

Hopkinton Middle-High School	Spare	Konica Minolta BH4000i	ACET011007166
------------------------------	-------	------------------------	---------------

OWNED EQUIPMENT

Building	Room	Make/Model	Serial Number
Maple Street School	Copy Room	Konica Minolta BHC750i	ACKN011000237
Hopkinton Middle-High School	Spare	Konica Minolta BH4000i	ACET011007166

STARDoc USER NAMES

Name	User Name
Matt Stone	mstone@sau66.org
Michael Flynn	mflynn@sau66.org
Michelle Clark	mclark@sau66.org

STARDoc user names are managed by the Account Administrator, usually the IT Director. If there are any changes that need to be made, please notify your Account Administrator or SPC.

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