



Specialized Purchasing Consultants

PO Box 190

Gorham, NH 03581

(800) 750-1538

www.spccopypro.com

2015-2016 Annual Report

Year - End Photocopier Analysis

With projected costs for 2016-17

Nancy Thurlow
AOS 91 - MDIRSS
1081 Eagle Lake Road
Mount Desert, ME 04660



Specialized Purchasing Consultants Corp.
Serving Maine & New Hampshire since 1988

September 2016

Skip Tilton
President

Corporate Office:
PO Box 190
Gorham, NH 03581
(800) 750-1538
(866) 281-7596 Fax

Nancy Thurlow
AOS 91 - MDIRSS
1081 Eagle Lake Road
Mount Desert, ME 04660

Dear Nancy:

VISIT US ON THE WEB:
www.spccopypro.com

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is **now 21 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

The following Annual Report provides an overview of last year's reprographic equipment usage and status. Recommendations are included based on usage and remaining life expectancy to address potential problem areas. This will 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. For the past number of years, numerous new features have been implemented to benefit our clients such as Simplified Billing, FMAudit automated meter reading, STARDoc and IT Asset Management. We hope you have found these services to be beneficial and time-saving. We are very pleased to offer these services at no additional charge.

During our meeting with you to review this report, we would like to take some time to review our current services and discuss how these are being utilized in your district. We also welcome suggestions for improvement to enhance your experience with SPC.

Again, we appreciate the opportunity to continue to provide you with the best possible pricing, service, and equipment. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton
President

Table of Contents

The SPC Team...	3
Equipment Health Status	5
Aging Equipment Summary	6
Annual Black Volume by Building	7
Annual Black Volume Overall	8
Average Student to Copy Usage – Black Only	9
Cost Comparison – Black	10
Annual Color Volume by Building	11
Annual Color Volume Overall	12
Average Student to Copy Usage – Color Only	13
Cost Comparison – Color	14
Color to Total Volume Percentage	15
Usage Profile for Service & Supplies	16
SPC Service & Supply Cost Savings	50
Projected Equipment Costs by Building - Black	51
Projected Equipment Costs by Building - Color	52
Service & Supply Usage Profile by Vendor - Black	53
Service & Supply Usage Profile by Vendor - Color	54
Reprographic Equipment Assessment	55
Leased Equipment	56
Owned Equipment	59
Service and Supply Contract - Client	60
Warranty	61
STARDoc User Names	62
STARDoc History	63
STARDoc Features	64
Benefits of partnering with SPC	66
Benefits of partnering with SPC	67

The SPC Team...

would like to personally thank you for your continued trust and confidence!



Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 87 clients (3,800+ machines with 1.6 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



Sue Penney

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Alex Webster

Director of Customer Relations

My top priority is ensuring that our clients receive the absolute best customer service possible. Whether you have a question about your SPC STARDoc site, an upcoming upgrade, or your existing equipment, I am here to answer any questions you may have. I am very excited about the new features that we have on STARDoc. We are now able to offer features that normally cost thousands of dollars at no additional charge for our clients.



Robert B. Dutil

Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Rachel Guay

Accounting Coordinator

I am responsible for the majority of the accounting communications between SPC and its vendors and clients. I will rely upon my years of experience and my strong attention to detail to ensure our clients' needs are well served. It is my goal to work accurately and efficiently and to uphold the high standards of customer satisfaction that SPC has provided to their customers. I look forward to establishing a strong working relationship with each and every one of you.



The SPC Team Continued....



Pamela Weed

Client-Vendor Relations

SPC's clients are my Number One priority. When you have a question, concern, need, or problem related to equipment, service or billing, I am available to assist you in getting it resolved promptly. I am pleased to be able to act as liaison between our

clients and vendors to ensure smooth transitions or quick resolutions.

Joel Heffernan

Field Representative – Client Relations

As Field Representative for SPC, I reach out to the customer to offer help as needed in and during the installation of equipment change over and in assisting in each event.

Also, I bring to this company over forty years in the Copier/Printer industry. It is my goal to assure our clients a pleasant experience in using SPC's services.



Equipment Health Status

Total Number of Machines:	83
Total Black Photocopiers	15
Total Color Photocopiers	18
Total Black Network Printers	38
Total Color Network Printers	12
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	1
# of Units Overused:	1
# of Units Underused:	3
Commencement Date:	8/2/2015
# of Annual Payments Left on Lease	4
All Warranties and Service Contracts Expire:	6/30/2021
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract Signed	Yes

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

Dear Nancy,

There is 1 machine that is getting up in age. I would not try to address it this year. I would definitely continue to pay down your principal on your capital lease by making your next payment. Each time you make a payment, you create additional funds for your next upgrade. The goal is to keep your capital cost at the same level or lower with your next upgrade.

It is important to not ignore machines that are being overused or underused. In your case, we have 1 machine being overused and 3 that are being underused. One of our responsibilities as a consultant firm is to make sure you maximize your capital investment as well as minimize the cost of operation on your service contracts.

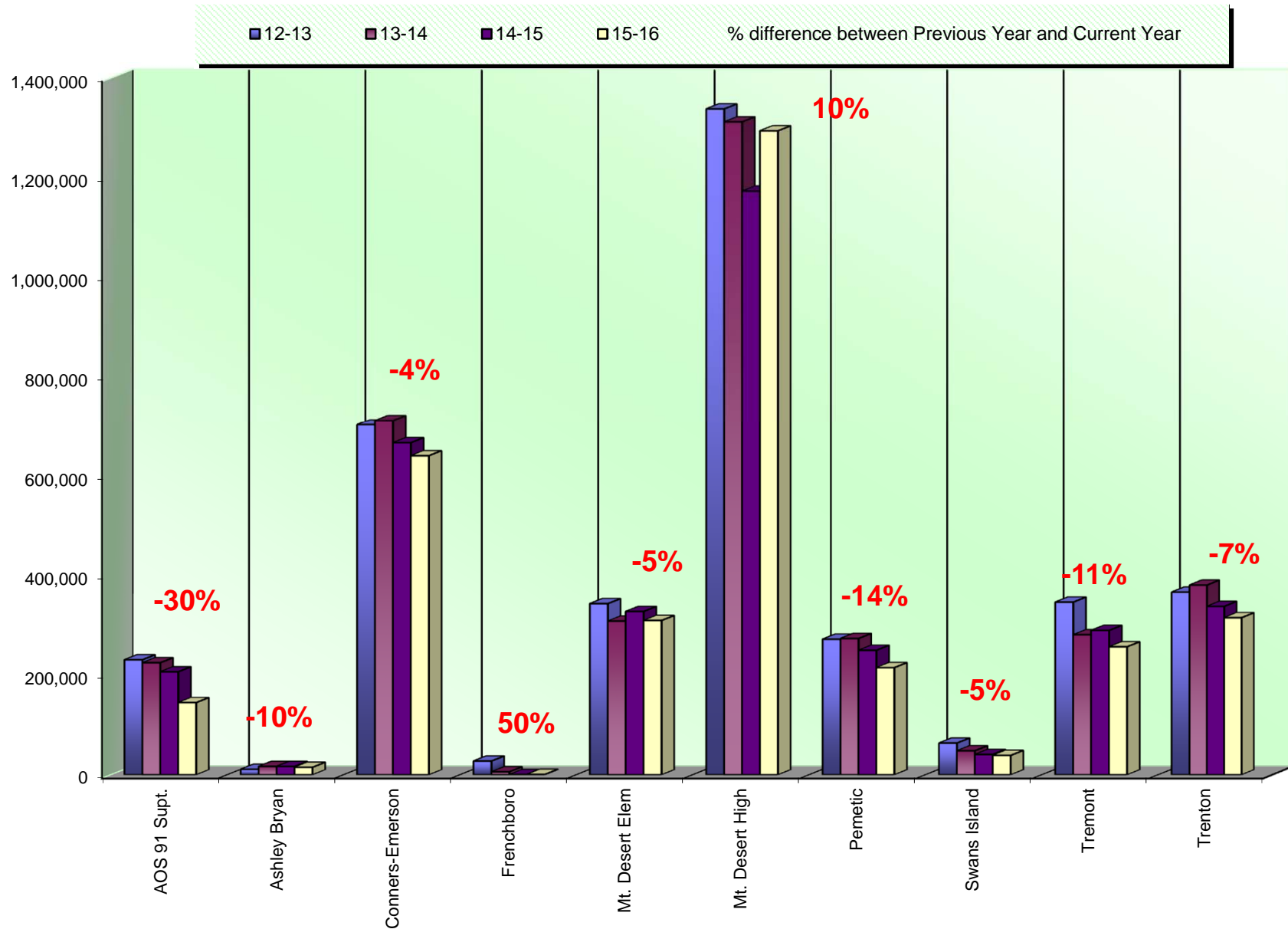
Sincerely, Skip

Aging Equipment Summary

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

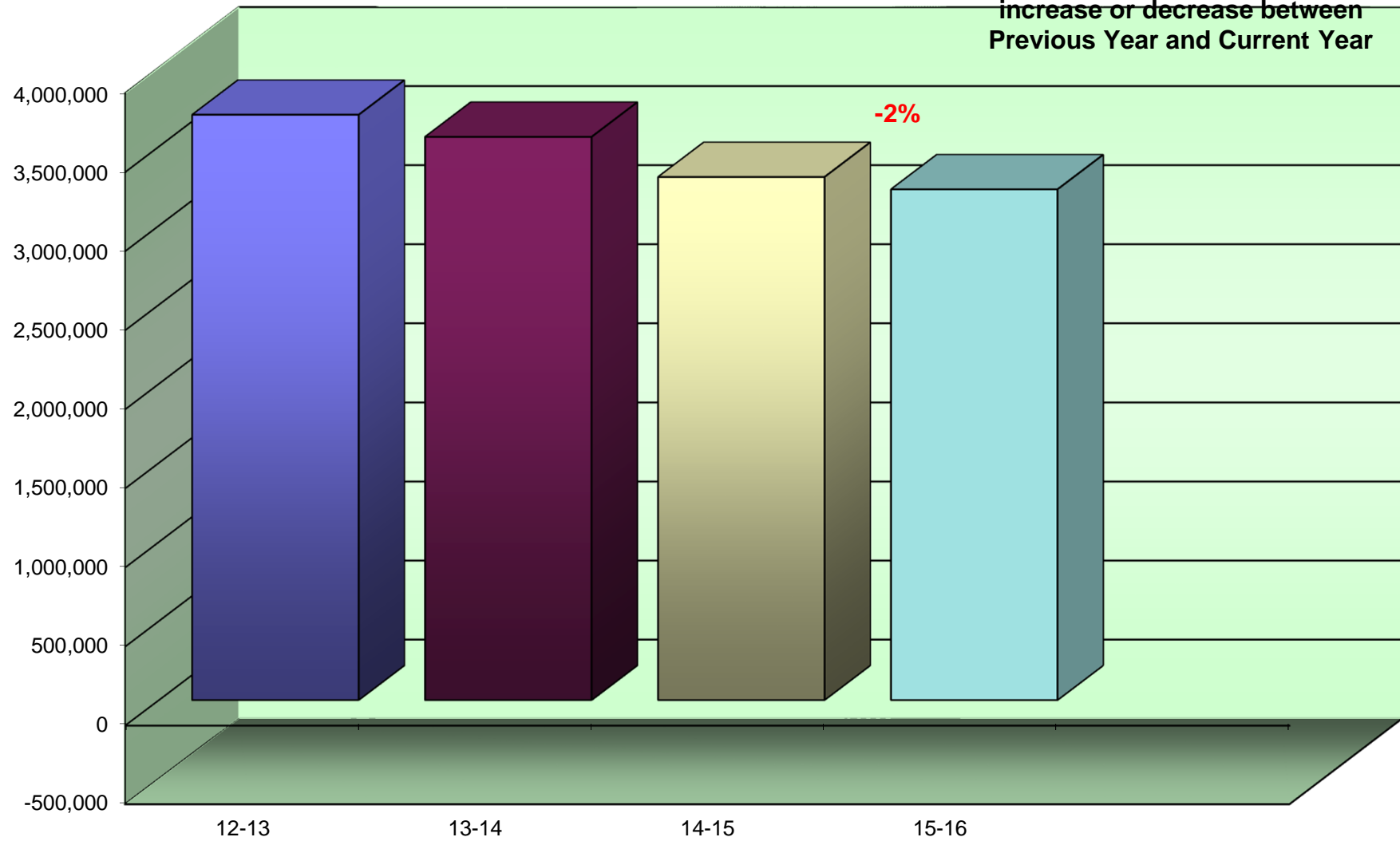
Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
AOS 91 District Office	Conference Room	Ricoh 4210N	S5209501544	RICOH	04/2009

ANNUAL BLACK VOLUME BY BUILDING



ANNUAL BLACK VOLUME OVERALL

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



Average Student to Copy Usage – Black Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
AOS 91 District Office	0	144,847	\$4,708.15	0	\$0.00
Ashley Bryan School	17	15,148	\$613.47	891	\$36.09
Conners-Emerson School	366	639,625	\$20,209.80	1,748	\$55.22
Frenchboro Elementary School	3	1,093	\$41.22	364	\$13.74
Mt. Desert Elementary School	196	309,425	\$9,724.78	1,579	\$49.62
Mt. Desert Island High School	526	1,293,463	\$38,115.80	2,459	\$72.46
Pemetic Elementary School	142	214,866	\$7,037.94	1,513	\$49.56
Swans Island Elementary School	38	38,970	\$1,260.19	1,026	\$33.16
Tremont Consolidated School	113	256,666	\$7,425.34	2,271	\$65.71
Trenton Elementary School	121	314,950	\$9,320.28	2,603	\$77.03
<i>Totals</i>	1,522	3,229,053	\$98,456.97	2,122	\$64.69

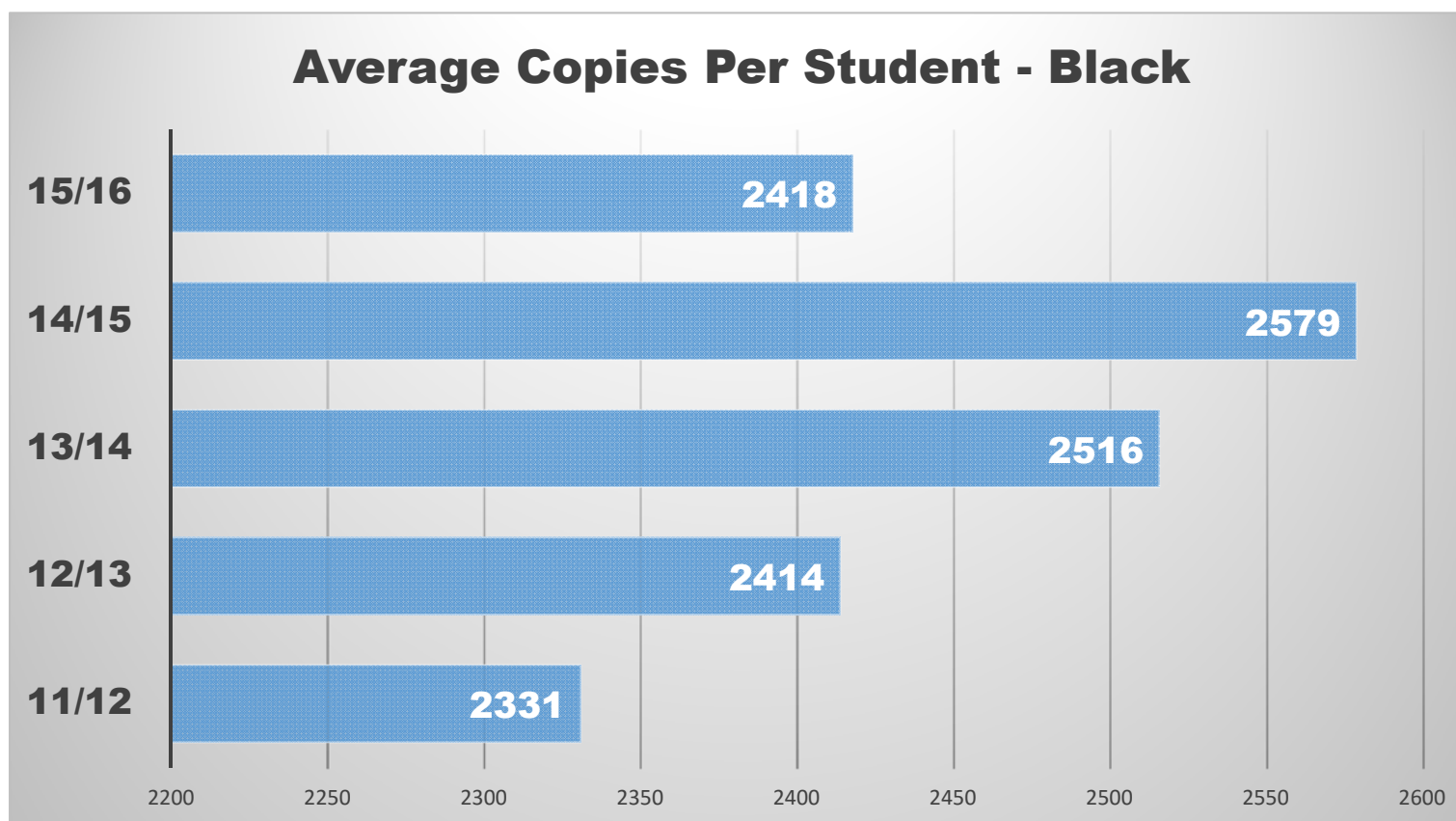
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black

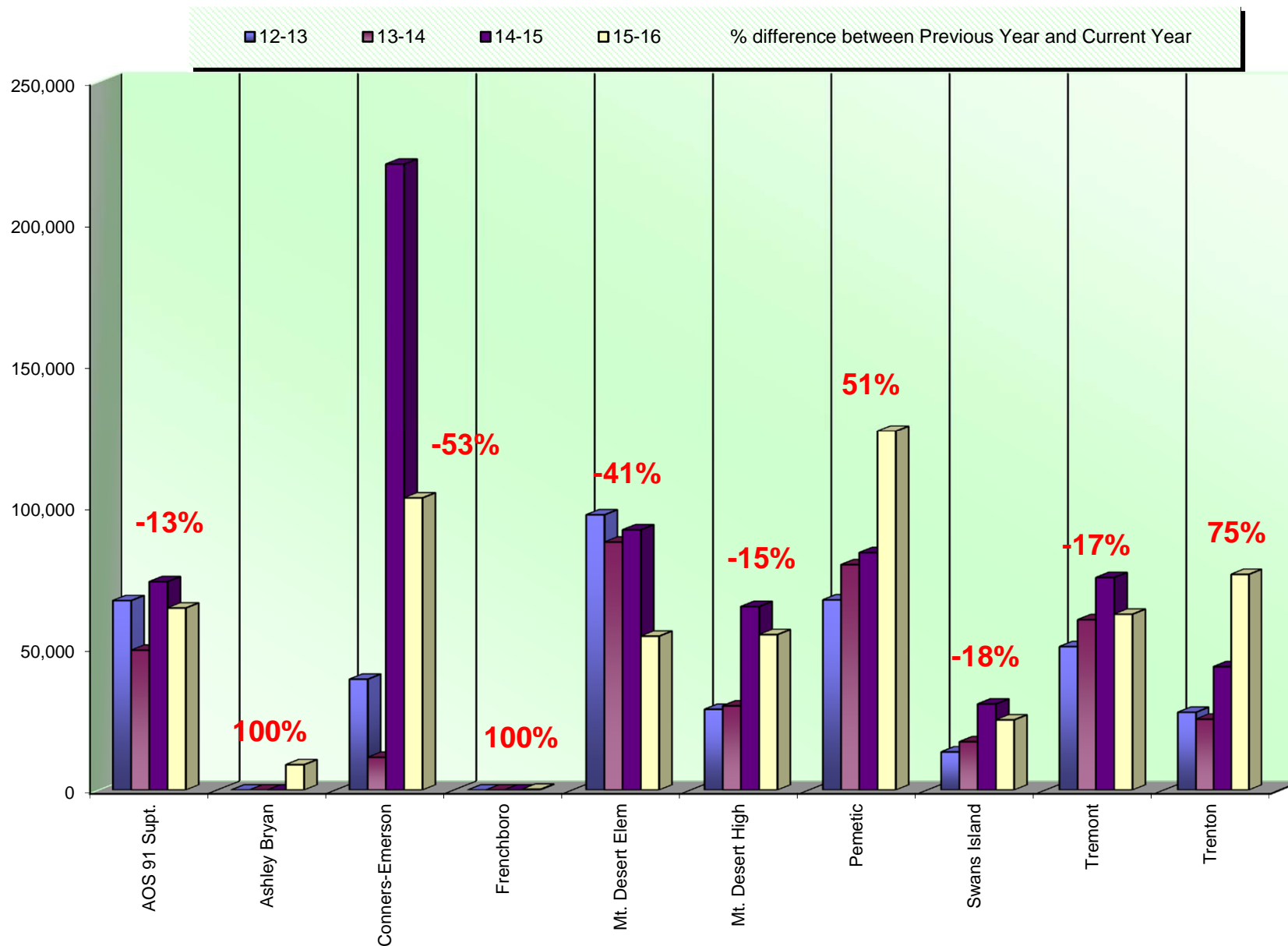
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	108,464	262,254,700	\$4,909,783	2,418	\$45.27

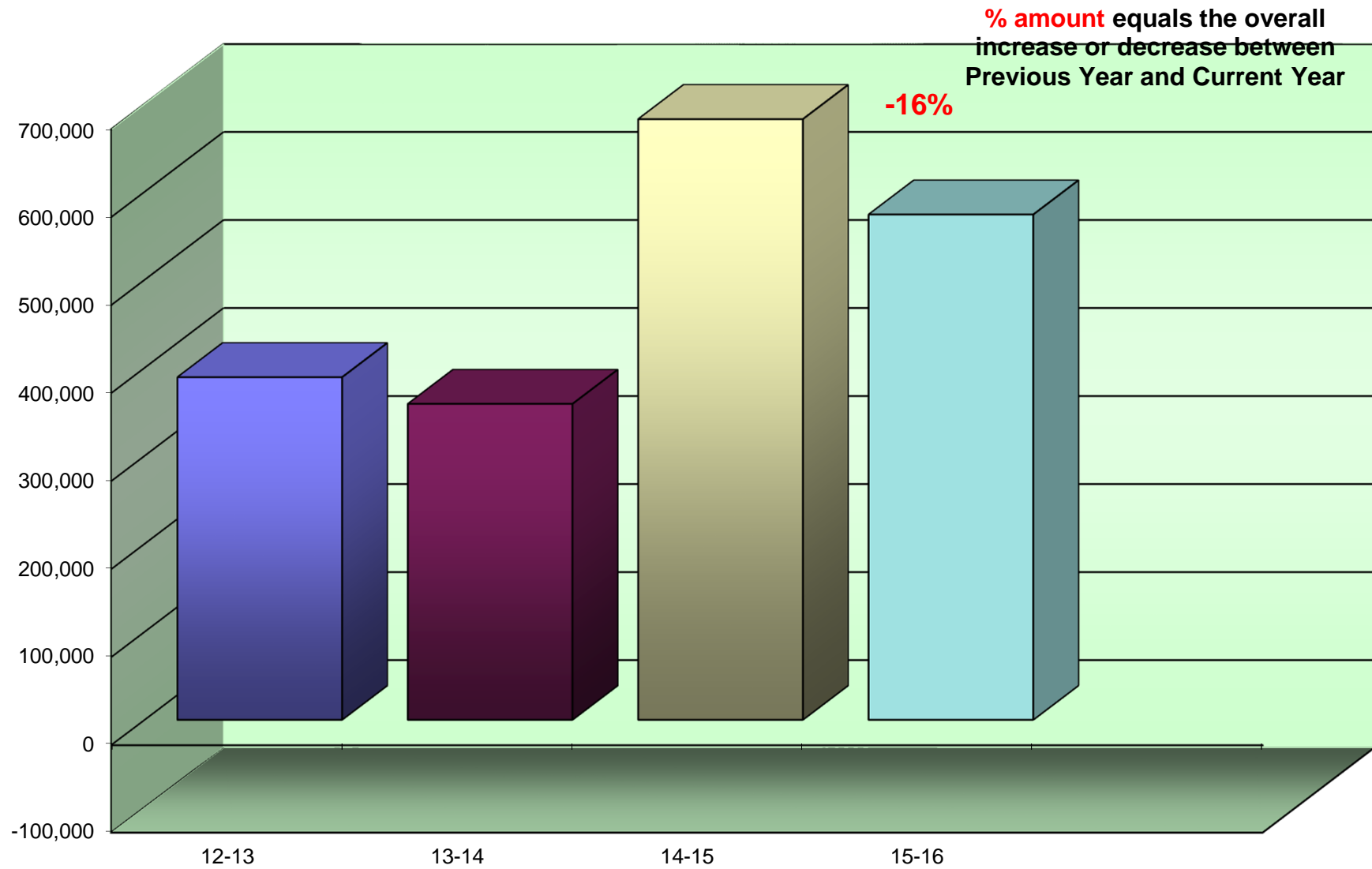
**Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*



ANNUAL COLOR VOLUME BY BUILDING



ANNUAL COLOR VOLUME OVERALL



Average Student to Copy Usage – Color Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
AOS 91 District Office	0	64,088	\$3,492.46	0	\$0.00
Ashley Bryan School	17	8,924	\$788.66	525	\$46.39
Connors-Emerson School	366	102,837	\$4,914.73	281	\$13.43
Frenchboro Elementary School	3	294	\$25.98	98	\$8.66
Mt. Desert Elementary School	196	54,173	\$3,193.93	276	\$16.30
Mt. Desert Island High School	526	54,728	\$4,379.48	104	\$8.33
Pemetic Elementary School	142	126,549	\$5,674.96	891	\$39.96
Swans Island Elementary School	38	24,700	\$1,461.43	650	\$38.46
Tremont Consolidated School	113	61,908	\$2,924.13	548	\$25.88
Trenton Elementary School	121	75,934	\$3,405.18	628	\$28.14
Totals	1,522	574,135	\$30,260.94	377	\$19.88

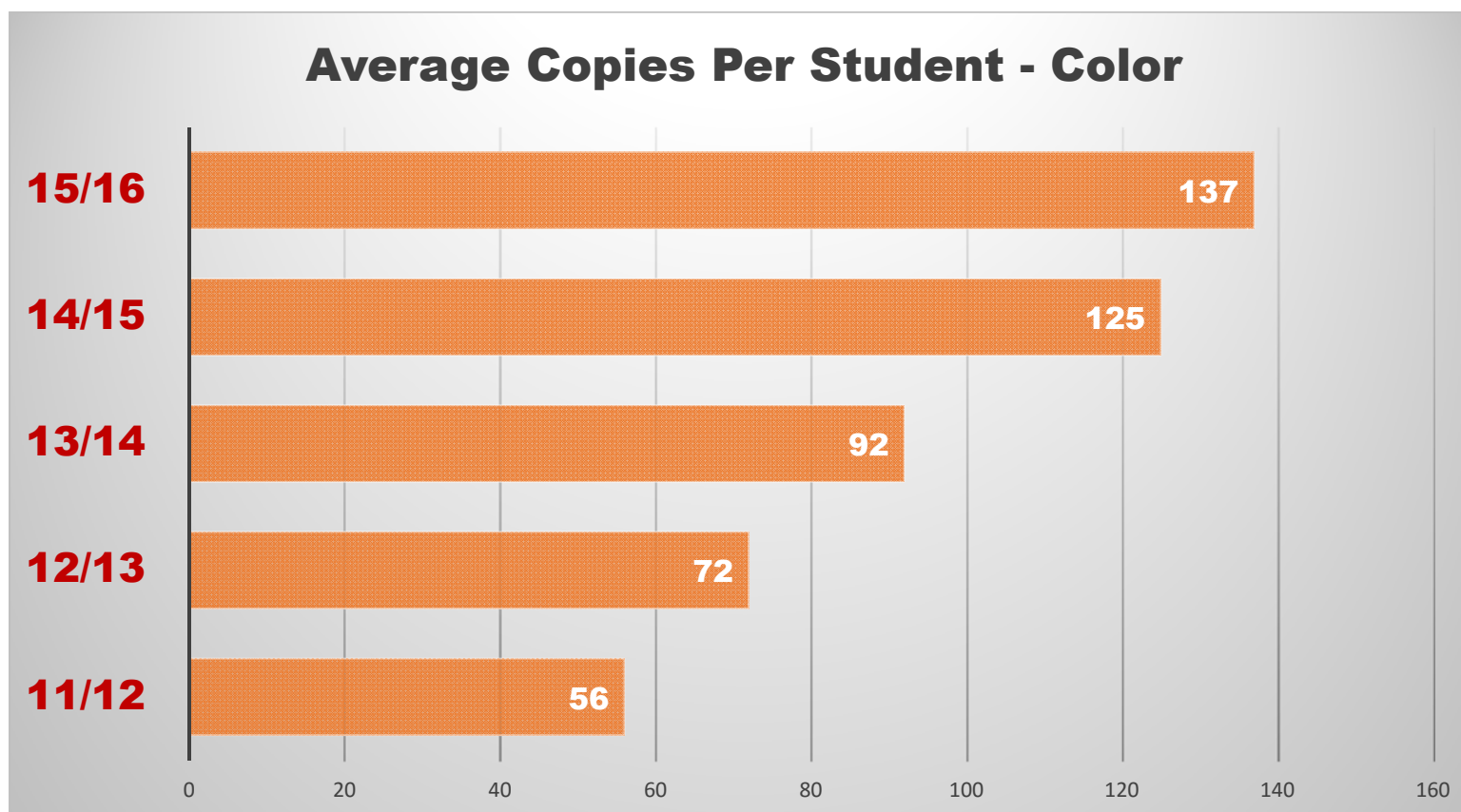
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

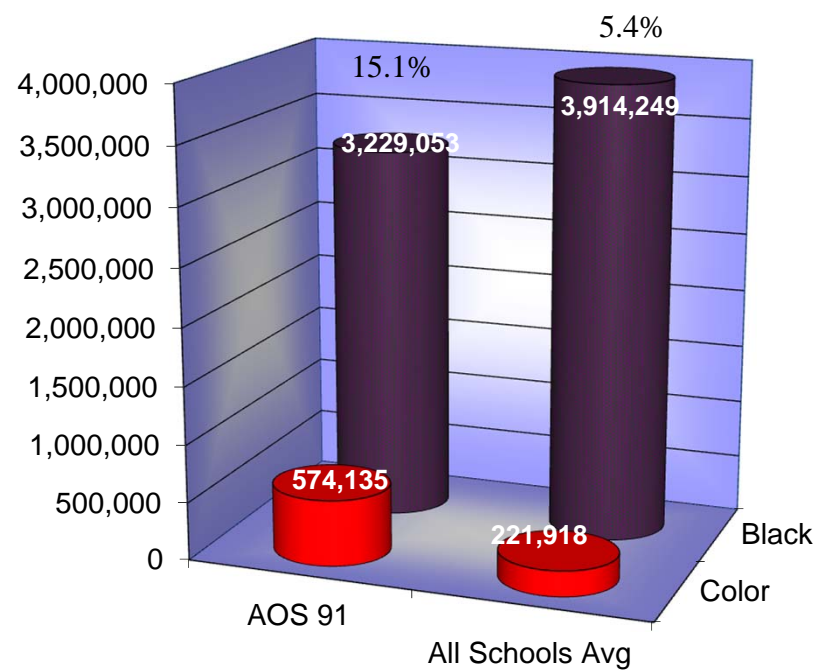
Cost Comparison – Color

This is an SPC Comparison contrasting your district with 67 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.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	108,464	14,868,490	\$787,820	137	\$7.25

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



Color to Total Volume Percentage

Usage Profile for Service & Supplies

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC. Projected Volume comparison is based on projected volume figured on your most recent Five-Year Equipment Replacement Schedule.

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2015-16</i>		
<i>Vendor</i>	<i>7/1/2015</i>	<i>6/30/2016</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	
AOS 91 DISTRICT OFFICE					
<i>Business Office Spare</i>					
Ricoh SP3510dn / 30 PPM	0	0	0	\$0.010000	None at this time.
T315Q500871 /				\$0.00	
750,000 / 06/2012	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
RosettaTechn					
<i>Central Office</i>					
Ricoh SPC430DN / 37 PPM	10,581	14,401	3,820	\$0.019760	None at this time.
S9318501432 / 13173521				\$75.48	
750,000 / 07/2010	22,506	33,677	11,171	\$0.06718	
Color Network Printer				\$750.47	
RICOH					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</i> <i>Recommendations</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>		
AOS 91 DISTRICT OFFICE						
Check Printer						
Ricoh SP3510dn / 30 PPM	0	24,585	24,585	\$0.010000	None at this time.	
T315Q500330 /				\$245.85		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
RosettaTechn						
Conference Room						
Ricoh 4210N / 37 PPM	19,142	19,151	9	\$0.019760	7 years from Intro. Underused!	
S5209501544 / 11641421				\$0.18		
750,000 / 04/2009	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
RICOH						

Date of Last Upgrade: 8/2/2015					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
AOS 91 DISTRICT OFFICE					
Copy Room					
Ricoh MP C5503 / 55 PPM E185M560939 / 13453293 3,000,000 / 07/2013 Color Photocopier	344	38,962	38,618	\$0.006000 \$231.71	None at this time.
	187	22,693	22,506	\$0.04440 \$999.27	
RICOH					
Ricoh MPC5501 / 55 PPM V9615401178 / 12328737 3,000,000 / 11/2010 Color Photocopier	277,281	319,986	42,705	\$0.004110 \$175.52	
	74,477	97,472	22,995	\$0.05260 \$1,209.54	
RICOH					
Ethel					
Ricoh SP3510dn / 30 PPM T315Q500332 / 750,000 / 06/2012 Black Network Printer	0	10,340	10,340	\$0.010000 \$103.40	None at this time.
	0	0	0	\$0.00000 \$0.00	
RosettaTechn					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>			<i>Date of Last Upgrade: 8/2/2015</i>		
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
AOS 91 DISTRICT OFFICE					
<i>Island Hot Swap</i>					
Ricoh MP C305SPF / 31 PPM	0	17	17	\$0.015630	None at this time.
W795P301186 / 13677790				\$0.27	
750,000 / 05/2012	0	20	20	\$0.08750	
Color Laser MFP				\$1.75	
RICOH					
<i>Main Office</i>					
Ricoh SPC430DN / 37 PPM	34,603	38,314	3,711	\$0.019760	None at this time.
S9318501434 / 11641458				\$73.33	
750,000 / 07/2010	54,511	61,907	7,396	\$0.06718	
Color Network Printer				\$496.86	
RICOH					
<i>Room 319</i>					
Ricoh SP3510dn / 30 PPM	0	9,721	9,721	\$0.010000	None at this time.
T315Q500875 /				\$97.21	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RosettaTechn					

Date of Last Upgrade: 8/2/2015					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
AOS 91 DISTRICT OFFICE					
Room 319 MICR					
Ricoh SP3510dn / 30 PPM T315Q500868 / 750,000 / 06/2012 Black Network Printer	0	11,086	11,086	\$0.010000 \$110.86	None at this time.
	0	0	0	\$0.00000	
				\$0.00	
RosettaTechn					
Room 322					
Ricoh SP 4510DN / 42 PPM T574H900174 / 13453410 1,000,000 / 01/2015 Black Network Printer	0	235	235	\$0.015630 \$3.67	None at this time.
	0	0	0	\$0.00000	
				\$0.00	
RICOH					
Subtotals Black			144,847	\$1,117.47	
Subtotals Color			64,088	\$3,457.88	

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 8/2/2015</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ASHLEY BRYAN SCHOOL					
<i>Principal's Office</i>					
Ricoh MP C305SPF / 31 PPM	0	15,148	15,148	\$0.015630	None at this time.
W795P401428 / 13679081				\$236.76	
750,000 / 05/2012	0	8,924	8,924	\$0.08750	
Color Laser MFP				\$780.85	
RICOH					
<i>Subtotals Black</i>			15,148	\$236.76	
<i>Subtotals Color</i>			8,924	\$780.85	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
CONNERS-EMERSON SCHOOL					
Allen					
Ricoh SP 4510DN / 42 PPM	0	269	269	\$0.015630	None at this time.
T574HC00099 / 13678173				\$4.20	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Art Room					
Ricoh SPC430DN / 37 PPM	1,756	2,530	774	\$0.019760	None at this time.
S9318501486 / 13173519				\$15.29	
750,000 / 07/2010	1,628	1,867	239	\$0.06718	
Color Network Printer				\$16.06	
RICOH					
Computer Lab					
Ricoh SPC430DN / 37 PPM	12,648	16,639	3,991	\$0.019760	None at this time.
S9318501835 / 13173525				\$78.86	
750,000 / 07/2010	13,437	19,549	6,112	\$0.06718	
Color Network Printer				\$410.60	
RICOH					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
CONNERS-EMERSON SCHOOL						
Conners Office						
Ricoh MP C5503 / 55 PPM	998	119,708	118,710	\$0.006000	None at this time.	
E185M560381 / 13452846				\$712.26		
3,000,000 / 07/2013	61	39,805	39,744	\$0.04440		
Color Photocopier				\$1,764.63		
RICOH						
Conners Workroom						
Ricoh MP C6003 / 60 PPM	178	166,618	166,440	\$0.006000	None at this time.	
E195M310152 / 13453230				\$998.64		
3,500,000 / 07/2013	50	18,371	18,321	\$0.04440		
Color Photocopier				\$813.45		
RICOH						
Emerson Teachers' Room						
Ricoh MP 7502 / 75 PPM	0	124,863	124,863	\$0.003800	None at this time.	
W875L500187 / 13452752				\$474.48		
5,000,000 / 08/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
RICOH						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
CONNERS-EMERSON SCHOOL					
<i>Gabel-Richards</i>					
Ricoh SP 4510DN / 42 PPM	0	6,326	6,326	\$0.015630	None at this time.
T574H900708 / 13453402				\$98.88	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
<i>Guidance Hall</i>					
Ricoh SPC430DN / 37 PPM	9,498	13,555	4,057	\$0.019760	None at this time.
S9318600322 / 13173524				\$80.17	
750,000 / 07/2010	19,174	22,338	3,164	\$0.06718	
Color Network Printer				\$212.56	
RICOH					
<i>Office Hall</i>					
Ricoh MP C5503 / 55 PPM	278	151,546	151,268	\$0.006000	None at this time.
E185M460584 / 13364618				\$907.61	
3,000,000 / 07/2013	48	31,646	31,598	\$0.04440	
Color Photocopier				\$1,402.95	
RICOH					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 8/2/2015</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
CONNERS-EMERSON SCHOOL					
Principal's Office					
Ricoh SPC430DN / 37 PPM	28,068	29,444	1,376	\$0.019760	None at this time.
S9318600452 / 13173523				\$27.19	
750,000 / 07/2010	56,771	60,430	3,659	\$0.06718	
Color Network Printer				\$245.81	
RICOH					
Room 26					
Ricoh SP 4510DN / 42 PPM	0	5,638	5,638	\$0.015630	None at this time.
T575H303207 / 13453416				\$88.12	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room 31					
Ricoh SP 4510DN / 42 PPM	0	4,220	4,220	\$0.015630	None at this time.
T575H303706 / 13678171				\$65.96	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</i>				
<i>Serial Number / Vendor ID</i>			<i>2015-16</i>		
<i>Life / Intro Date</i>	<i>7/1/2015</i>	<i>6/30/2016</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	
CONNERS-EMERSON SCHOOL					
Room 32					
Ricoh SP 4510DN / 42 PPM	0	8,202	8,202	\$0.015630	None at this time.
T574H900271 / 13453403				\$128.20	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room 47 Café					
Ricoh SP 4510DN / 42 PPM	0	3,902	3,902	\$0.015630	None at this time.
T574H900364 / 13453408				\$60.99	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room 6					
Ricoh SP 4510DN / 42 PPM	0	1,840	1,840	\$0.015630	None at this time.
T574H900162 / 13453401				\$28.76	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</i>				
<i>Serial Number / Vendor ID</i>			<i>2015-16</i>		
<i>Life / Intro Date</i>	<i>7/1/2015</i>	<i>6/30/2016</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
CONNERS-EMERSON SCHOOL					
Room 74 Resource Office					
Ricoh SP 4510DN / 42 PPM	0	10,585	10,585	\$0.015630	None at this time.
T574H900278 / 13453404				\$165.44	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room 84					
Ricoh SP 4510DN / 42 PPM	0	1,736	1,736	\$0.015630	None at this time.
T574H800019 / 13453414				\$27.13	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room E-10 Toole					
Ricoh SP 4510DN / 42 PPM	0	4,397	4,397	\$0.015630	None at this time.
T574H900075 / 13679520				\$68.73	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</i>				
<i>Serial Number / Vendor ID</i>			<i>2015-16</i>		
<i>Life / Intro Date</i>	<i>7/1/2015</i>	<i>6/30/2016</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	
CONNERS-EMERSON SCHOOL					
Room E-12 Hanna					
Ricoh SP 4510DN / 42 PPM	0	2,488	2,488	\$0.015630	None at this time.
T574H900380 / 13453400				\$38.89	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room E-2					
Ricoh SP 4510DN / 42 PPM	0	2,483	2,483	\$0.015630	None at this time.
T575H303716 / 13678172				\$38.81	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room E-3 Frels					
Ricoh SP 4510DN / 42 PPM	0	2,657	2,657	\$0.015630	None at this time.
T574H900295 / 13453407				\$41.53	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 8/2/2015</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
CONNERS-EMERSON SCHOOL					
Room E-4					
Ricoh SP 4510DN / 42 PPM	0	1,453	1,453	\$0.015630	None at this time.
T574H900197 / 13679521				\$22.71	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room E-5					
Ricoh SP 4510DN / 42 PPM	0	1,165	1,165	\$0.015630	None at this time.
T575H302601 / 13679519				\$18.21	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room E-6					
Ricoh SP 4510DN / 42 PPM	0	3,775	3,775	\$0.015630	None at this time.
T574H900665 / 13453409				\$59.00	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 8/2/2015</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
CONNERS-EMERSON SCHOOL					
Room E-7 Macko					
Ricoh SP 4510DN / 42 PPM	0	1,520	1,520	\$0.015630	None at this time.
T574H900200 / 13679518				\$23.76	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room E-8					
Ricoh SP 4510DN / 42 PPM	0	3,324	3,324	\$0.015630	None at this time.
T574H800111 / 13453411				\$51.95	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room E9					
Ricoh SP 4510DN / 42 PPM	0	2,132	2,132	\$0.015630	None at this time.
T574H800231 / 13453413				\$33.32	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 8/2/2015</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
CONNERS-EMERSON SCHOOL					
Work Room					
Ricoh SP 4510DN / 42 PPM	0	34	34	\$0.015630	Underused!
T574H700103 / 13499791				\$0.53	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Subtotals Black			639,625	\$4,359.62	
Subtotals Color			102,837	\$4,866.07	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 8/2/2015</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
FRENCHBORO ELEMENTARY SCHOO					
Main Office					
Ricoh MP C305SPF / 31 PPM	0	722	722	\$0.015630	None at this time.
W795P401237 / 13679505				\$11.28	
750,000 / 05/2012	0	294	294	\$0.08750	
Color Laser MFP				\$25.73	
RICOH					
Ricoh MP201 / 21 PPM	0	371	371	\$0.007500	None at this time.
W3058603399 / 13679511				\$2.78	
500,000 / 02/2011	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
RICOH					
Subtotals Black			1,093	\$14.07	
Subtotals Color			294	\$25.73	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MT. DESERT ELEMENTARY SCHOOL					
Computer Lab					
Ricoh SPC430DN / 37 PPM	8,732	10,890	2,158	\$0.019760	None at this time.
S9318501553 / 13173520				\$42.64	
750,000 / 07/2010	50,928	54,230	3,302	\$0.06718	
Color Network Printer				\$221.83	
RICOH					
Grade 4-6 Lobby					
Ricoh SPC430DN / 37 PPM	28,987	35,557	6,570	\$0.019760	None at this time.
S9318501348 / 13173518				\$129.82	
750,000 / 07/2010	42,050	55,920	13,870	\$0.06718	
Color Network Printer				\$931.79	
RICOH					
Grade 7-8 Lobby					
Ricoh SPC430DN / 37 PPM	35,647	49,882	14,235	\$0.019760	None at this time.
S9309200447 / 13173522				\$281.28	
750,000 / 07/2010	51,231	67,291	16,060	\$0.06718	
Color Network Printer				\$1,078.91	
RICOH					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</i>	
	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
MT. DESERT ELEMENTARY SCHOOL						
Grades K-2 Lobby						
Ricoh MP 6054 / 60 PPM G195R140107 / 13453191 3,500,000 / 02/2015 Black Photocopier	0	104,382	104,382	\$0.005500 \$574.10	None at this time.	
	0	0	0	\$0.00000 \$0.00		
RICOH						
Main Office						
Ricoh MP C5503 / 55 PPM E185M460583 / 13452756 3,000,000 / 07/2013 Color Photocopier	50	58,558	58,508	\$0.006000 \$351.05	None at this time.	
	29	20,970	20,941	\$0.04440 \$929.78		
RICOH						
Room 141 Kitchen Office						
Ricoh MP201 / 21 PPM W3019102251 / 12269087 500,000 / 02/2011 Black Laser MFP	49,518	50,190	672	\$0.004110 \$2.76	None at this time.	
	0	0	0	\$0.00000 \$0.00		
RICOH						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
MT. DESERT ELEMENTARY SCHOOL						
<i>Storage (for Grades 4-6 Lobby)</i>						
Ricoh SP 4510DN / 42 PPM	0	0	0	\$0.015630	None at this time.	
T574H900376 / 13453398				\$0.00		
1,000,000 / 01/2015	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
RICOH						
<i>Storage (for Grades K-3 Lobby)</i>						
Ricoh SP 4510DN / 42 PPM	0	0	0	\$0.015630	None at this time.	
T574H900735 / 13453405				\$0.00		
1,000,000 / 01/2015	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
RICOH						
<i>Storage (for Science Lab)</i>						
Ricoh SP 4510DN / 42 PPM	0	0	0	\$0.015630	None at this time.	
T574HC00225 / 13453399				\$0.00		
1,000,000 / 01/2015	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
RICOH						

Date of Last Upgrade: 8/2/2015

Make-Model / Speed

Serial Number / Vendor ID

Life / Intro Date

7/1/2015
Meter

6/30/2016
Meter

**2015-16
Annual
Volume**

Cost/Copy
Annual Cost

Recommendations

MT. DESERT ELEMENTARY SCHOOL

Teachers' Room

Ricoch MP 6054 / 60 PPM

121

123,021

122,900

\$0.005500

None at this time.

G195R140078 / 13453019

\$675.95

3,500,000 / 02/2015

0

0

0

\$0.00000

Black Photocopier

\$0.00

RICOH

Subtotals Black

309,425

\$2,057.61

Subtotals Color

54,173

\$3,162.31

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 8/2/2015</i>
<i>Serial Number / Vendor ID</i>			<i>2015-16</i>		
<i>Life / Intro Date</i>	<i>7/1/2015</i>	<i>6/30/2016</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
MT. DESERT ISLAND HIGH SCHOOL					
Compass Rose					
Ricoh MPC4501 / 45 PPM	249,250	257,366	8,116	\$0.004110	None at this time.
V9515401361 / 12285459				\$33.36	
1,000,000 / 11/2010	119,653	121,033	1,380	\$0.05260	
Color Photocopier				\$72.59	
RICOH					
Copy Room Up					
Ricoh MP 7502 / 75 PPM	59	410,287	410,228	\$0.003800	None at this time.
W875L500166 / 13452849				\$1,558.87	
5,000,000 / 08/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
RICOH					
Ricoh SP 8300DN / 50 PPM	35	33,372	33,337	\$0.010000	None at this time.
T425M310143 / 13679836				\$333.37	
2,000,000 / 11/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
MT. DESERT ISLAND HIGH SCHOOL						
<i>Guidance Office</i>						
Ricoh MP 5054 / 50 PPM	48	24,836	24,788	\$0.004600	None at this time.	
G185R420121 / 13452966				\$114.02		
2,000,000 / 02/2015	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
RICOH						
<i>Library</i>						
Ricoh MP 5054 / 50 PPM	309	26,011	25,702	\$0.004600	Underused!	
G185R420170 / 13452753				\$118.23		
2,000,000 / 02/2015	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
RICOH						
Ricoh SP 8300DN / 50 PPM	0	91,874	91,874	\$0.010000	Overused! Especially due to higher cost vs Copier CPC. Shift volume to copier in Library.	
T425M510168 / 13679636				\$918.74		
2,000,000 / 11/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
RICOH						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</i>	
	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
MT. DESERT ISLAND HIGH SCHOOL						
Main Office						
Ricoh MP 6054 / 60 PPM G195R440005 / 13452973 3,500,000 / 02/2015 Black Photocopier	7,641 0	141,701 0	134,060 0	\$0.005500 \$737.33 \$0.00000 \$0.00	None at this time.	
RICOH						
Ricoh MP C305SPF / 31 PPM W795P401290 / 13453362 750,000 / 05/2012 Color Laser MFP	38 773	4,671 16,999	4,633 16,226	\$0.015630 \$72.41 \$0.08750 \$1,419.78	None at this time.	
RICOH						
Room 313						
Ricoh MP C305SPF / 31 PPM W795P301199 / 13677502 750,000 / 05/2012 Color Laser MFP	86 328	4,587 25,760	4,501 25,432	\$0.015630 \$70.35 \$0.08750 \$2,225.30	None at this time.	
RICOH						

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 8/2/2015</i>
<i>Serial Number / Vendor ID</i>			<i>2015-16</i>		
<i>Life / Intro Date</i>	<i>7/1/2015</i>	<i>6/30/2016</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
MT. DESERT ISLAND HIGH SCHOOL					
<i>Special Education</i>					
Ricoh MPC5501 / 55 PPM	217,256	255,360	38,104	\$0.004110	None at this time.
V9615401171 / 12282753				\$156.61	
3,000,000 / 11/2010	72,082	83,528	11,446	\$0.05260	
Color Photocopier				\$602.06	
RICOH					
<i>Teachers' Lunch Room</i>					
Ricoh MP 7502 / 75 PPM	245	213,193	212,948	\$0.003800	None at this time.
W875L500050 / 13453161				\$809.20	
5,000,000 / 08/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
RICOH					
Ricoh MP 7502 / 75 PPM	326	304,975	304,649	\$0.003800	None at this time.
W875L500190 / 13453166				\$1,157.67	
5,000,000 / 08/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
RICOH					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/2/2015	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MT. DESERT ISLAND HIGH SCHOOL						
Tech Room						
Ricoh SPC430DN / 37 PPM	16,967	17,490	523	\$0.019760	None at this time.	
S9318501503 / 11641462				\$10.33		
750,000 / 07/2010	94,143	94,387	244	\$0.06718		
Color Network Printer				\$16.39		
RICOH						
Subtotals Black			1,293,463	\$6,090.49		
Subtotals Color			54,728	\$4,336.11		

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</i>				
<i>Serial Number / Vendor ID</i>			<i>2015-16</i>		
<i>Life / Intro Date</i>	<i>7/1/2015</i>	<i>6/30/2016</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	
PEMETIC ELEMENTARY SCHOOL					
Computer Lab					
Ricoh SP 4510DN / 42 PPM	0	3,587	3,587	\$0.015630	None at this time.
T575H303218 / 13453412				\$56.06	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Copy Room 1st Floor					
Ricoh MP C6003 / 60 PPM	195	93,370	93,175	\$0.006000	None at this time.
E195M410080 / 13452772				\$559.05	
3,500,000 / 07/2013	132	79,645	79,513	\$0.04440	
Color Photocopier				\$3,530.38	
RICOH					
Copy Room 2nd Floor					
Ricoh MP C5503 / 55 PPM	22	77,911	77,889	\$0.006000	None at this time.
E185M460589 / 13452844				\$467.33	
3,000,000 / 07/2013	20	47,056	47,036	\$0.04440	
Color Photocopier				\$2,088.40	
RICOH					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Date of Last Upgrade: 8/2/2015 Recommendations</i>	
PEMETIC ELEMENTARY SCHOOL						
ELK						
Ricoh SP 4510DN / 42 PPM T574H900728 / 13453406 1,000,000 / 01/2015 Black Network Printer	0 0	1,105 0	1,105 0	\$0.015630 \$17.27 \$0.00000 \$0.00	None at this time.	
RICOH						
Main Office						
Ricoh SP 4510DN / 42 PPM T574H800118 / 13453415 1,000,000 / 01/2015 Black Network Printer	0 0	6,090 0	6,090 0	\$0.015630 \$95.19 \$0.00000 \$0.00		None at this time.
RICOH						
Ricoh SP 4510DN / 42 PPM T575H410654 / 13679523 1,000,000 / 01/2015 Black Network Printer	0 0	25,127 0	25,127 0	\$0.015630 \$392.74 \$0.00000 \$0.00	None at this time.	
RICOH						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 8/2/2015</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
PEMETIC ELEMENTARY SCHOOL					
<i>Reading Room</i>					
Ricoh SP 4510DN / 42 PPM	0	7,893	7,893	\$0.015630	None at this time.
T574H700284 / 13679522				\$123.37	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
<i>Subtotals Black</i>			214,866	\$1,711.01	
<i>Subtotals Color</i>			126,549	\$5,618.78	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/2/2015	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SWANS ISLAND ELEMENTARY SCHO						
Copy Room						
Ricoh MP 3554 / 35 PPM	0	23,881	23,881	\$0.006900	None at this time.	
G165R130420 / 13679112				\$164.78		
750,000 / 11/2014	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
RICOH						
Library						
Ricoh SPC430DN / 37 PPM	20,108	24,416	4,308	\$0.019760	None at this time.	
S9318600420 / 13173526				\$85.13		
750,000 / 07/2010	35,486	45,619	10,133	\$0.06718		
Color Network Printer				\$680.73		
RICOH						
Main Office						
Ricoh MPC300 / 32 PPM	46,092	56,873	10,781	\$0.004110	None at this time.	
S7206000315 / 11641415				\$44.31		
750,000 / 11/2011	39,690	54,257	14,567	\$0.05260		
Color Photocopier				\$766.22		
RICOH						
Subtotals Black			38,970	\$294.21		
Subtotals Color			24,700	\$1,446.96		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/2/2015	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
TREMONT CONSOLIDATED SCHOOL						
Main Office						
Ricoh SPC431DN / 42 PPM	0	1,115	1,115	\$0.010000	None at this time.	
S9458700350 / 13679506				\$11.15		
1,000,000 / 07/2010	0	6,015	6,015	\$0.06875		
Color Network Printer				\$413.53		
RICOH						
Main Office Hall						
Ricoh MP 7502 / 75 PPM	454	215,285	214,831	\$0.003800	None at this time.	
W875L500378 / 13452848				\$816.36		
5,000,000 / 08/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
RICOH						
Teachers' Room Hall						
Ricoh MP C4503 / 45 PPM	255	40,975	40,720	\$0.006000	None at this time.	
E175M411585 / 13678971				\$244.32		
1,000,000 / 07/2013	40	55,933	55,893	\$0.04440		
Color Photocopier				\$2,481.65		
RICOH						
Subtotals Black			256,666	\$1,071.83		
Subtotals Color			61,908	\$2,895.18		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</i>	
	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
TRENTON ELEMENTARY SCHOOL						
8th Grade Wing Hall						
Ricoh SP 8300DN / 50 PPM T425M310144 / 13679875 2,000,000 / 11/2012 Black Network Printer	0 0	25,257 0	25,257 0	\$0.010000 \$252.57 \$0.000000 \$0.00	None at this time.	
RICOH						
Hallway of Room 107						
Ricoh MP 5054 / 50 PPM G185R420126 / 13452755 2,000,000 / 02/2015 Black Photocopier	0 0	106,119 0	106,119 0	\$0.004600 \$488.15 \$0.000000 \$0.00		None at this time.
RICOH						
Main Office						
Ricoh MP C6003 / 60 PPM E195M510027 / 13452754 3,500,000 / 07/2013 Color Photocopier	0 0	38,014 75,934	38,014 75,934	\$0.006000 \$228.08 \$0.04440 \$3,371.47	None at this time.	
RICOH						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Date of Last Upgrade: 8/2/2015</i> <i>Recommendations</i>
TRENTON ELEMENTARY SCHOOL					
Room 202					
Ricoh MP 7502 / 75 PPM	0	145,560	145,560	\$0.003800	None at this time.
W875L500376 / 13452847				\$553.13	
5,000,000 / 08/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
RICOH					
Subtotals Black			314,950	\$1,521.93	
Subtotals Color			75,934	\$3,371.47	

<i>District Wide Black Totals</i>	3,229,053	\$18,475.01
<i>District Wide Color Totals</i>	574,135	\$29,961.33

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 1/15/1995 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2015-16 fiscal year 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	PriorCPC	Average Annual Cost
3,229,053	\$0.01450	\$46,821.27

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
3,229,053	\$0.00572	\$18,470.18	\$28,351.09	\$141,755.43

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$28,351.09 x 21 years as a Client

=\$595,372.79 Cost Savings!

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
AOS 91 District Office	144,847	\$1,128.65	\$718.73	\$2,860.77	\$4,708.15
Ashley Bryan School	15,148	\$239.13	\$75.16	\$299.18	\$613.47
Conners-Emerson School	639,625	\$4,403.22	\$3,173.82	\$12,632.76	\$20,209.80
Frenchboro Elementary School	1,093	\$14.21	\$5.42	\$21.59	\$41.22
Mt. Desert Elementary School	309,425	\$2,078.19	\$1,535.37	\$6,111.23	\$9,724.78
Mt. Desert Island High School	1,293,463	\$6,151.40	\$6,418.16	\$25,546.24	\$38,115.80
Pemetic Elementary School	214,866	\$1,728.12	\$1,066.17	\$4,243.66	\$7,037.94
Swans Island Elementary School	38,970	\$297.16	\$193.37	\$769.67	\$1,260.19
Tremont Consolidated School	256,666	\$1,082.55	\$1,273.58	\$5,069.22	\$7,425.34
Trenton Elementary School	314,950	\$1,537.15	\$1,562.78	\$6,220.35	\$9,320.28
Total	3,229,053	\$18,659.76	\$16,022.56	\$63,774.65	\$98,456.97

SPC Equipment Bids:

Presently our Bids are coming in at **14.5%** to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Ricoh MP 9003 SP RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 90 Copies per Minute are coming in at **\$7,435** with a Retail Cost of \$51,053....**15% of Retail!**

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
AOS 91 District Office	64,088	\$3,492.46
Ashley Bryan School	8,924	\$788.66
Connors-Emerson School	102,837	\$4,914.73
Frenchboro Elementary School	294	\$25.98
Mt. Desert Elementary School	54,173	\$3,193.93
Mt. Desert Island High School	54,728	\$4,379.48
Pemetic Elementary School	126,549	\$5,674.96
Swans Island Elementary School	24,700	\$1,461.43
Tremont Consolidated School	61,908	\$2,924.13
Trenton Elementary School	75,934	\$3,405.18
Total	574,135	\$30,260.94

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.1%.**

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Ricoh USA	Black Laser MFP	672	\$0.00411	\$2.76	\$0.00415	\$2.79
Ricoh USA	Black Laser MFP	371	\$0.00750	\$2.78	\$0.00758	\$2.81
Ricoh USA	Black Network Printer	150,468	\$0.01000	\$1,504.68	\$0.01010	\$1,519.73
Ricoh USA	Black Network Printer	112,183	\$0.01563	\$1,753.42	\$0.01579	\$1,770.95
Ricoh USA	Black Network Printer	9	\$0.01976	\$0.18	\$0.01996	\$0.18
Ricoh USA	Black Photocopier	1,413,079	\$0.00380	\$5,369.70	\$0.00384	\$5,423.40
Ricoh USA	Black Photocopier	156,609	\$0.00460	\$720.40	\$0.00465	\$727.61
Ricoh USA	Black Photocopier	361,342	\$0.00550	\$1,987.38	\$0.00556	\$2,007.25
Ricoh USA	Black Photocopier	23,881	\$0.00690	\$164.78	\$0.00697	\$166.43
Ricoh USA	Color Laser MFP	25,021	\$0.01563	\$391.08	\$0.01579	\$394.99
Ricoh USA	Color Network Printer	1,115	\$0.01000	\$11.15	\$0.01010	\$11.26
Ricoh USA	Color Network Printer	45,523	\$0.01976	\$899.53	\$0.01996	\$908.53
Ricoh USA	Color Photocopier	99,706	\$0.00411	\$409.79	\$0.00415	\$413.89
Ricoh USA	Color Photocopier	783,342	\$0.00600	\$4,700.05	\$0.00606	\$4,747.05
Rosetta Technologies	Black Network Printer	55,732	\$0.01000	\$557.32	\$0.01010	\$562.89
Total		3,229,053	\$0.00572	\$18,475.01	\$0.00578	\$18,659.76

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.1%.**

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Ricoh USA	Color Laser MFP	50,896	\$0.08750	\$4,453.40	\$0.08838	\$4,497.93
Ricoh USA	Color Network Printer	75,350	\$0.06718	\$5,062.01	\$0.06785	\$5,112.63
Ricoh USA	Color Network Printer	6,015	\$0.06875	\$413.53	\$0.06944	\$417.67
Ricoh USA	Color Photocopier	391,486	\$0.04440	\$17,381.98	\$0.04484	\$17,555.80
Ricoh USA	Color Photocopier	50,388	\$0.05260	\$2,650.41	\$0.05313	\$2,676.91
Total		574,135	\$0.05219	\$29,961.33	\$0.05271	\$30,260.94

Reprographic Equipment Assessment

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

Total Number of Units	83
Total Number of Units on Lease	65
Total Number of Units Owned	18
Lease Company	Norway Savings Bank
Lease Start Date	8/2/2015
Lease End Date	8/1/2020
Term	5 Annual
Annual Payment usually due on 8/1	\$63,774.65
Remaining Payments	4

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

Leased Equipment

Building	Make/Model	Serial Number
AOS 91 District Office	Ricoh SP3510dn	T315Q500868
AOS 91 District Office	Ricoh SP 4510DN	T574H900174
AOS 91 District Office	Ricoh SP3510dn	T315Q500875
AOS 91 District Office	Ricoh SP3510dn	T315Q500871
AOS 91 District Office	Ricoh SP3510dn	T315Q500332
AOS 91 District Office	Ricoh MP C305SPF	W795P301186
AOS 91 District Office	Ricoh MP C5503	E185M560939
AOS 91 District Office	Ricoh SP3510dn	T315Q500330
Ashley Bryan School	Ricoh MP C305SPF	W795P401428
Conners-Emerson School	Ricoh SP 4510DN	T574H900380
Conners-Emerson School	Ricoh SP 4510DN	T574H900162
Conners-Emerson School	Ricoh SP 4510DN	T575H302601
Conners-Emerson School	Ricoh SP 4510DN	T574H900197
Conners-Emerson School	Ricoh MP 7502	W875L500187
Conners-Emerson School	Ricoh SP 4510DN	T574H900200
Conners-Emerson School	Ricoh SP 4510DN	T574H800231
Conners-Emerson School	Ricoh SP 4510DN	T574HC00099
Conners-Emerson School	Ricoh MP C5503	E185M560381
Conners-Emerson School	Ricoh SP 4510DN	T574H800019
Conners-Emerson School	Ricoh SP 4510DN	T574H900295
Conners-Emerson School	Ricoh SP 4510DN	T575H303716
Conners-Emerson School	Ricoh SP 4510DN	T574H900271
Conners-Emerson School	Ricoh SP 4510DN	T574H900364
Conners-Emerson School	Ricoh MP C6003	E195M310152
Conners-Emerson School	Ricoh SP 4510DN	T574H900278
Conners-Emerson School	Ricoh SP 4510DN	T574H800111
Conners-Emerson School	Ricoh SP 4510DN	T575H303706
Conners-Emerson School	Ricoh SP 4510DN	T574H900075
Conners-Emerson School	Ricoh MP C5503	E185M460584
Conners-Emerson School	Ricoh SP 4510DN	T574H900665

Building	Make/Model	Serial Number
Conners-Emerson School	Ricoh SP 4510DN	T574H700103
Conners-Emerson School	Ricoh SP 4510DN	T574H900708
Conners-Emerson School	Ricoh SP 4510DN	T575H303207
Frenchboro Elementary School	Ricoh MP201	W3058603399
Frenchboro Elementary School	Ricoh MP C305SPF	W795P401237
Mt. Desert Elementary School	Ricoh MP C5503	E185M460583
Mt. Desert Elementary School	Ricoh SP 4510DN	T574H900376
Mt. Desert Elementary School	Ricoh MP 6054	G195R140107
Mt. Desert Elementary School	Ricoh SP 4510DN	T574H900735
Mt. Desert Elementary School	Ricoh MP 6054	G195R140078
Mt. Desert Elementary School	Ricoh SP 4510DN	T574HC00225
Mt. Desert Island High School	Ricoh MP 5054	G185R420170
Mt. Desert Island High School	Ricoh SP 8300DN	T425M310143
Mt. Desert Island High School	Ricoh MP 7502	W875L500166
Mt. Desert Island High School	Ricoh MP 5054	G185R420121
Mt. Desert Island High School	Ricoh MP C305SPF	W795P401290
Mt. Desert Island High School	Ricoh SP 8300DN	T425M510168
Mt. Desert Island High School	Ricoh MP 7502	W875L500050
Mt. Desert Island High School	Ricoh MP 6054	G195R440005
Mt. Desert Island High School	Ricoh MP 7502	W875L500190
Mt. Desert Island High School	Ricoh MP C305SPF	W795P301199
Pemetic Elementary School	Ricoh SP 4510DN	T575H303218
Pemetic Elementary School	Ricoh MP C6003	E195M410080
Pemetic Elementary School	Ricoh SP 4510DN	T574H700284
Pemetic Elementary School	Ricoh SP 4510DN	T575H410654
Pemetic Elementary School	Ricoh SP 4510DN	T574H800118
Pemetic Elementary School	Ricoh MP C5503	E185M460589
Pemetic Elementary School	Ricoh SP 4510DN	T574H900728
Swans Island Elementary School	Ricoh MP 3554	G165R130420

Building	Make/Model	Serial Number
Tremont Consolidated School	Ricoh MP 7502	W875L500378
Tremont Consolidated School	Ricoh MP C4503	E175M411585
Tremont Consolidated School	Ricoh SPC431DN	S9458700350
Trenton Elementary School	Ricoh MP 7502	W875L500376
Trenton Elementary School	Ricoh MP 5054	G185R420126
Trenton Elementary School	Ricoh SP 8300DN	T425M310144

Owned Equipment

Building	Make/Model	Serial Number
AOS 91 District Office	Ricoh SPC430DN	S9318501434
AOS 91 District Office	Ricoh MPC5501	V9615401178
AOS 91 District Office	Ricoh SPC430DN	S9318501432
AOS 91 District Office	Ricoh 4210N	S5209501544
Conners-Emerson School	Ricoh SPC430DN	S9318501486
Conners-Emerson School	Ricoh SPC430DN	S9318600452
Conners-Emerson School	Ricoh SPC430DN	S9318600322
Conners-Emerson School	Ricoh SPC430DN	S9318501835
Mt. Desert Elementary School	Ricoh SPC430DN	S9318501553
Mt. Desert Elementary School	Ricoh MP201	W3019102251
Mt. Desert Elementary School	Ricoh SPC430DN	S9318501348
Mt. Desert Elementary School	Ricoh SPC430DN	S9309200447
Mt. Desert Island High School	Ricoh MPC5501	V9615401171
Mt. Desert Island High School	Ricoh MPC4501	V9515401361
Mt. Desert Island High School	Ricoh SPC430DN	S9318501503
Swans Island Elementary School	Ricoh SPC430DN	S9318600420
Swans Island Elementary School	Ricoh MPC300	S7206000315



Service and Supply Contract - Client

Specialized Purchasing Consultants ("SPC") hereby contracts with _____ ("Client") to provide comprehensive services, supplies, and maintenance to equipment described on Schedule A ("Equipment") using the Contracted Vendor shown below at a cost per print shown on said Schedule A, commencing on _____ and terminating on June 30, _____. This Service and Supply Contract ("Contract") shall exclude only the cost of paper, transparencies, and staples. Refer to Schedule A for Additional Provisions, if any.

SPC assumes responsibility for all billing and vendor payment. SPC shall invoice Client one-half of the annual projected number of pages multiplied by the cost per print listed on Schedule A. This semi-annual billing will take place July 1 and January 1. Actual meter reads will be collected by SPC either electronically or from Client staff during the month of June. A final Reconciliation spreadsheet and invoice will then be completed and sent to client. Upon payment of each billing invoice during the year, SPC will reimburse Contracted Vendor appropriately. Client is responsible for making payment in full within 30 days of said invoicing to avoid suspension of supplies by Contracted Vendor.

On July 1 of each calendar year during the afore-mentioned term, SPC shall credit Client any unused prepaid pages to Client if fewer copies were made by Client during the Contract period ending on or before June 30 annually than were originally estimated under this Contract for such period. If more pages were consumed than billed in the combined semi-annual billing, an overage invoice will be generated. Following semi-annual billing will be based on previous year volume.

On July 1 of each calendar year during the term of this Contract, SPC, at its option, may increase such costs per print under this Service and Supply Contract by 5% or by a percentage equal to the increase during the immediately preceding 12-month period of "The Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average for All Items, 1982-84 = 100," whichever is less.

Client may terminate Contract at any time with a 30-day written notice. Client will be required to provide final meter reads on all Equipment listed on Schedule A, including those added during the Contract term. Any credits owed to Client after reconciling actual usage versus projected will be paid to Client. Client must return any unused consumables to Contracted Vendor.

AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

AGREED AND ACCEPTED BY:
Client

By: _____

Title: _____

Date: _____

Signature: _____

Named Contracted Vendor: Vendor

Warranty

Vendor ("Contracted Vendor") hereby warrants to _____ ("Client") that, if any such Equipment described on Schedule B attached hereto malfunctions through no fault of Client during the term commencing on _____ and terminating on June 30, _____, and such Equipment cannot be repaired promptly, Contracted Vendor, *through Specialized Purchasing Consultants*, will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Client. Refer to Schedule B for Additional Provisions to this Warranty.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the Warranty Life of such item of Equipment in number of copies, as shown on Schedule B attached hereto, is exceeded;
2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule B attached hereto.

**AGREED AND ACCEPTED BY:
Vendor**

By: John Cox

Title: Market Vice President

Date:

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By:

Title:

Date:

Signature: _____

12/23/13

StarDoc User Names

Name	User Name
Anne Swann	aswann@mdirss.org
Annette Dow	adow@mdirss.org
Beverly Locke	blocke@mdirss.org
Dencie McEnroe	dmcenroe@mdirss.org
Elaine Eaton	eeaton@mdirss.org
Howard Colter	hcolter@mdirss.org
Iris Meehan	imeehan@mdirss.org
Josh Young	joshua.young@mdirss.org
Karen Shields	kshields@mdirss.org
Lauren Simmons	lsimmons@mdirss.org
Lindsay Eysnogle	leysnogle@mdirss.org
Mary Corrow	mcorrow@mdirss.org
Nancy Sweeney	nsweeney@mdirss.org
Nancy Thurlow	nthurlow@mdirss.org
Rick Barter	rbarter@mdirss.org
Sam Dy	sdym@mdirss.org
Scott McFarland	smcfarland@mdirss.org
Steffanie Roguski	sroguski@mdirss.org
Susan McIsaac	smcisaac@mdirss.org
Wendell Oppewall	woppewall@mdirss.org

*If you need to verify your password or if you need to add users, please contact Alex Webster at awebster@spccopypro.com

**2012****STARDOC created**

- Live Floor Plans - Allows IT administrators to move devices around on their own floor plans.

2013**Daily Tracking**

- Meters gathered daily to track usage
- Daily adjusts projected annual volumes for fiscal year

2014**Monthly Audits**

- Allows user to see monthly snapshot of current usage and estimated projections

2015**New Mapping Options & Asset Management**

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



- **Cost Projection by Department or Building** - Who Benefits? Accounts Payable, Business Manager and Superintendent
 - Allows you to formulate next year's budgets as early as December
 - Allows you to see the projected usage bill in advance
 - Tabulate total budgets and total costs district wide
 - Volume or cost pages allow you to pinpoint specific machines on the floor plans
 - Timeline - allowing you to go back to see how your budget compares to previous years
- **Map your devices on Floorplans** - Who Benefits? Business Manager, IT
 - Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
 - Device information tab will allow you to easily access the web interface of the printer/copier
 - Non-Reporting device listing for devices that haven't reported for more than 2 weeks
 - Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TV's)
- **Floor Plans Admin** - Who Benefits? Business Manager and IT
 - Allows IT and Business Manager to move devices around on Floor Plan
 - Paper trail of device locations after summer break
 - Will show Previous Devices, Present Equipment and Proposed Equipment

- **Contacts Page** - Who Benefits? Business Manager and IT
 - Control Access and Permissions to Star Doc
 - Toggle Email all (Toner, Service Monthly Audits)
- **Device Listing Page** - Who Benefits? Business Manager and IT
 - Centralized location for detailed information of District's assets
 - Exportable device listing to Excel or PDF
 - Tracks additional non-contract devices
 - IP Addresses and MAC addresses automatically imported
 - Strikethrough on machines that have been removed
- **Monthly Audits** - Who Benefits? Business Manager and Superintendent
 - Monthly Cost Snapshot
 - Shows amount of devices not reporting to help improve accuracy of projections
- **Timeline:** Who Benefits? Business Manager
 - Track historical volume and cost per building
- **"Last Sync Date"** Who Benefits? IT Manager
 - Shows the last time that FMAudit synced for that client



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 84 clients with over 5,000 devices doing more than 306 million copies and prints per year. In 2015 we purchased approximately 1,070 printing devices, with over 83 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 STAR Doc Software

- 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.
- STAR Doc studies your printing habits and is able to predict your year-end cost months in advance, before you receive your year-end reconciliation invoice.
- Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

- Removes the confusion out of billing.
- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.
- With SPC's Simplified Billing Program, TWO invoices are sent each year from ONE billing source.
- Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

SPC has been serving their clients since 1988, saving millions of dollars along the way. Based on current actual volumes and CPCs, SPC has generated **Annual Savings of almost \$3.5 million for all of our clients. That translates into **Savings of more than \$17.4 million over five years!****



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: In 2015 there were over a thousand.
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

- Sharing of previous bid results that help you to negotiate with your manufacturers.
- On-Site Survey of client requirements including mapping all devices.
- Writing of the *Five-Year Equipment Replacement Schedule* (Bid Specs).
- Controls the Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment).
- A chance to sell your 'Value Add' directly to our clients after the bids are in. Customer has the right to pay more than low bid.

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STAR Doc: **S**ystem for **T**racking **A**nd **R**eporting **D**ocuments...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 5,000 pieces of equipment;
Our relationship with our vendors has never been stronger!