



Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

www.spccopypro.com

2016-2017 Annual Report

Year - End Photocopier Analysis

With projected costs for 2017-18

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



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

Ugr vgo dgt 2017

Skip Tilton
President

Corporate Office:
1491 East Side River Rd
Dummer, NH 03588
(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 22 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

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The SPC Team...

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

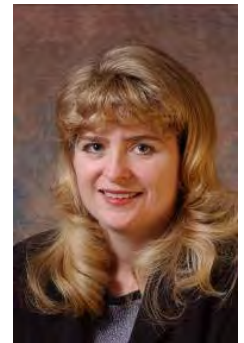


Skip Tilton, President

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 our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices

possible while improving the quality of your service and equipment, as well as providing ways to increase your equipment reliability and the ability to monitor and track usage variations throughout the year to keep your costs under control.



Jessica Paradis

Accounting Coordinator

As the new accounting director for SPC, my focus is to ensure transactions are handled with importance, accuracy, and timeliness. My goal is for all communication, with client or vendor, to be satisfactory for all parties. I am

excited to be part of this team, and I am available to answer any billing or contract questions you may have.

Alex Webster

Operations Manager

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 *at no additional charge to our clients* features that normally cost thousands of dollars.



Pam Weed

Client-Vendor Relations

It is always my goal to ensure a good working relationship between clients and vendors. This applies to billing, upgrades, equipment reliability, and everything in between. I am available to assist you with smooth transitions and quick resolutions.

Joel Heffernan

Implementation Specialist

With over 40 years of experience in the copier/printer industry, I am able to deliver knowledgeable assistance before, during, and after equipment changeover. I am available to our clients to address any concerns they may have and to assure our clients have a pleasant experience with SPC.



Robert Dutil

Director of Information Technology

I work behind the scenes to keep everything running smoothly. I appreciate SPC's honesty, work ethic and loyalty, and it is my goal to make sure SPC has the tools it needs to continue improving their technology to better serve their clients and to be as productive as possible. 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.

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:	16
# of Units Overused:	0
# of Units Underused:	8
Commencement Date:	8/2/2015
# of Annual Payments Left on Lease	3
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 are 16 machines that are getting up there in age. These are the machines that were carried over from the old contract. I would not try to address them this year as they are under the same warranty as the rest of the equipment in the district. I would definitely continue to pay down your principal on your capital lease.

It is important to not ignore machines that are being overused or underused. In your case, we have 0 machines being overused and 8 machines being underused (Mostly Printers). One of our jobs is help flag these kinds of devices so that you can maximize your capital investment as well as minimize the cost of operation on your service contracts.

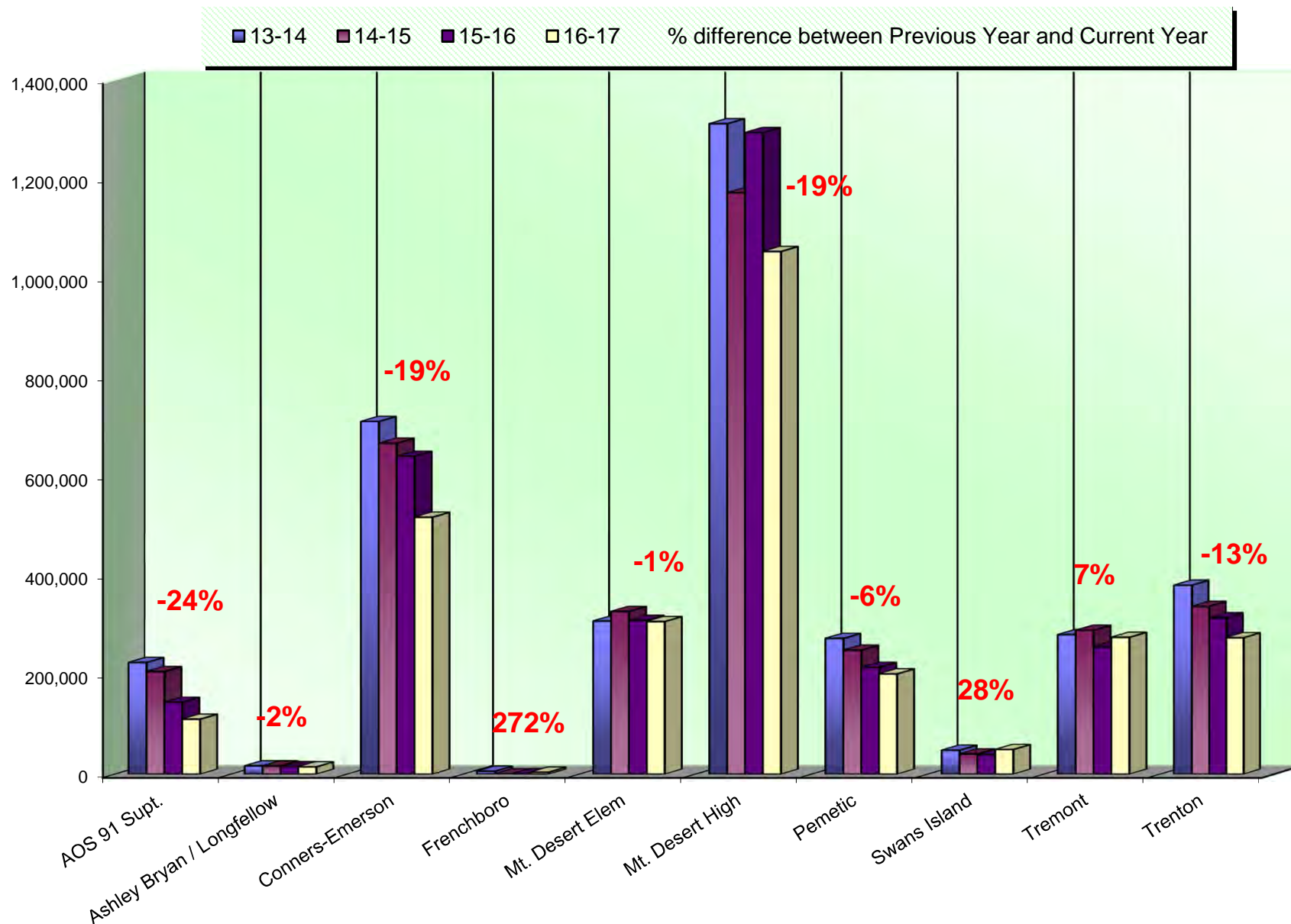
Sincerely,
Skip

Aging Equipment Summary

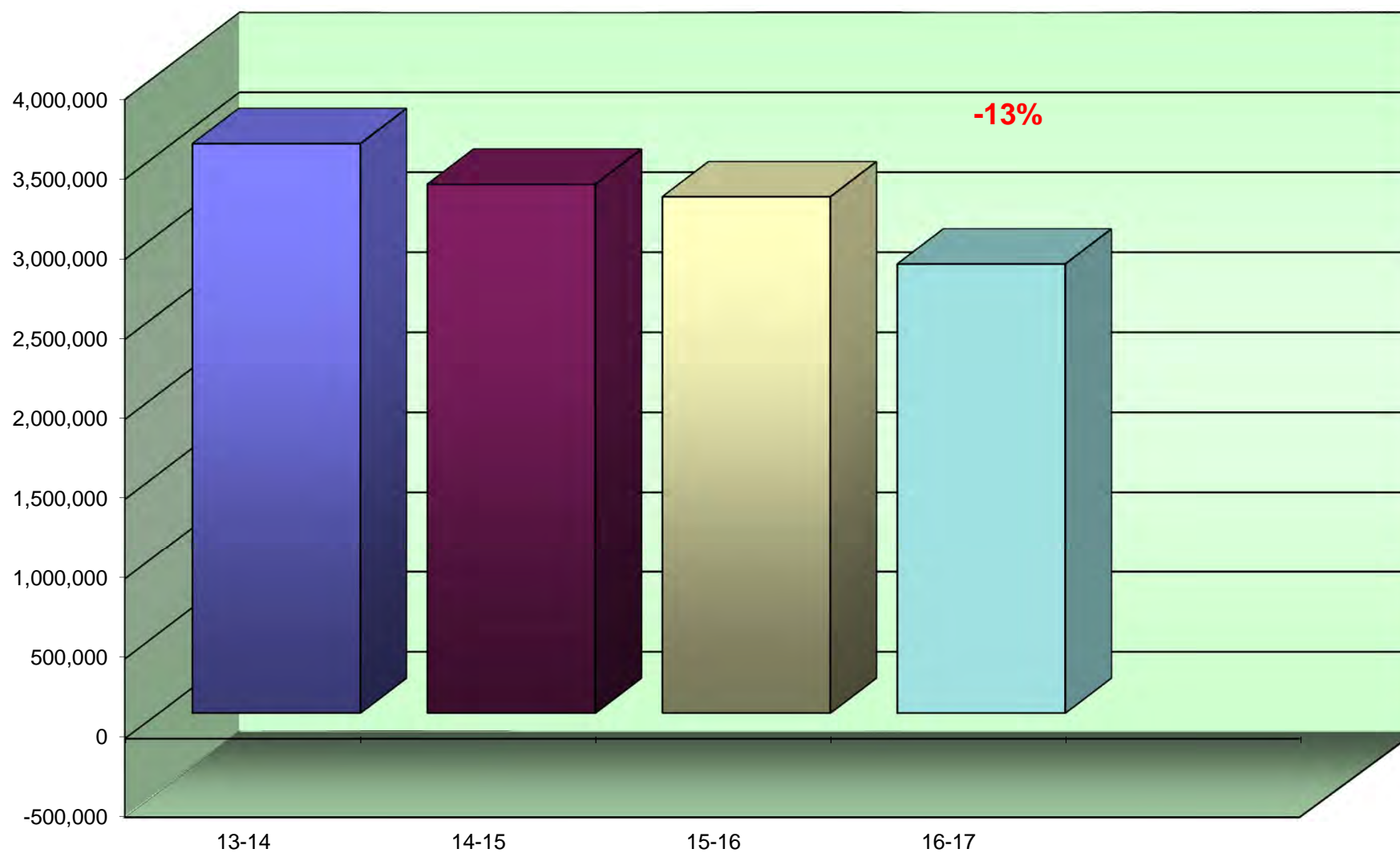
The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the Date of Introduction. Usage, age, and service history need 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	Central Office	Ricoh SPC430DN	S9318501432	RICOH	07/2010
AOS 91 District Office	Conference Room	Ricoh 4210N	S5209501544	RICOH	04/2009
AOS 91 District Office	Copy Room	Ricoh MPC5501	V9615401178	RICOH	11/2010
AOS 91 District Office	Main Office	Ricoh SPC430DN	S9318501434	RICOH	07/2010
Conners-Emerson School	Art Room	Ricoh SPC430DN	S9318501486	RICOH	07/2010
Conners-Emerson School	Computer Lab	Ricoh SPC430DN	S9318501835	RICOH	07/2010
Conners-Emerson School	Guidance Hall	Ricoh SPC430DN	S9318600322	RICOH	07/2010
Conners-Emerson School	Principal's Office	Ricoh SPC430DN	S9318600452	RICOH	07/2010
Mt. Desert Elementary School	Computer Lab	Ricoh SPC430DN	S9318501553	RICOH	07/2010
Mt. Desert Elementary School	Grade 4-6 Lobby	Ricoh SPC430DN	S9318501348	RICOH	07/2010
Mt. Desert Elementary School	Grade 7-8 Lobby	Ricoh SPC430DN	S9309200447	RICOH	07/2010
Mt. Desert Island High School	Compass Rose	Ricoh MPC4501	V9515401361	RICOH	11/2010
Mt. Desert Island High School	Special Education	Ricoh MPC5501	V9615401171	RICOH	11/2010
Mt. Desert Island High School	Tech Room - NOT IN USE	Ricoh SPC430DN	S9318501503	RICOH	07/2010
Swans Island Elementary School	Library	Ricoh SPC430DN	S9318600420	RICOH	07/2010
Tremont Consolidated School	Main Office	Ricoh SPC431DN	S9458700350	RICOH	07/2010

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	191,351	\$6,830.25	0	\$0.00
Ashley Bryan School	17	0	\$0.00	0	\$0.00
Conners-Emerson School	364	516,971	\$17,683.94	1,420	\$48.58
Frenchboro Elementary School	3	4,067	\$175.70	1,356	\$58.57
Longfellow School	17	14,784	\$638.71	870	\$37.57
Mt. Desert Elementary School	187	307,147	\$10,474.19	1,642	\$56.01
Mt. Desert Island High School	521	1,053,815	\$33,562.81	2,023	\$64.42
Pemetic Elementary School	139	201,733	\$7,046.04	1,451	\$50.69
Swans Island Elementary School	35	49,699	\$1,744.50	1,420	\$49.84
Tremont Consolidated School	127	275,461	\$8,615.26	2,169	\$67.84
Trenton Elementary School	120	274,552	\$8,802.55	2,288	\$73.35
Totals	1,530	2,889,580	\$95,573.95	1,889	\$62.47

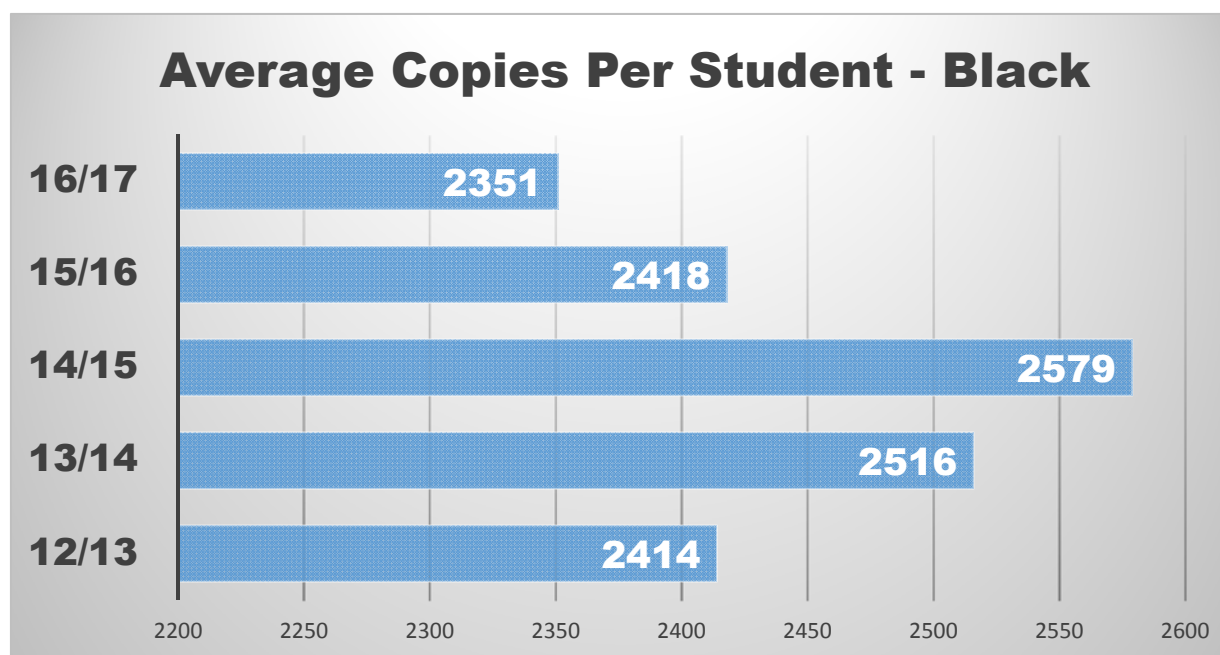
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison - Black Only

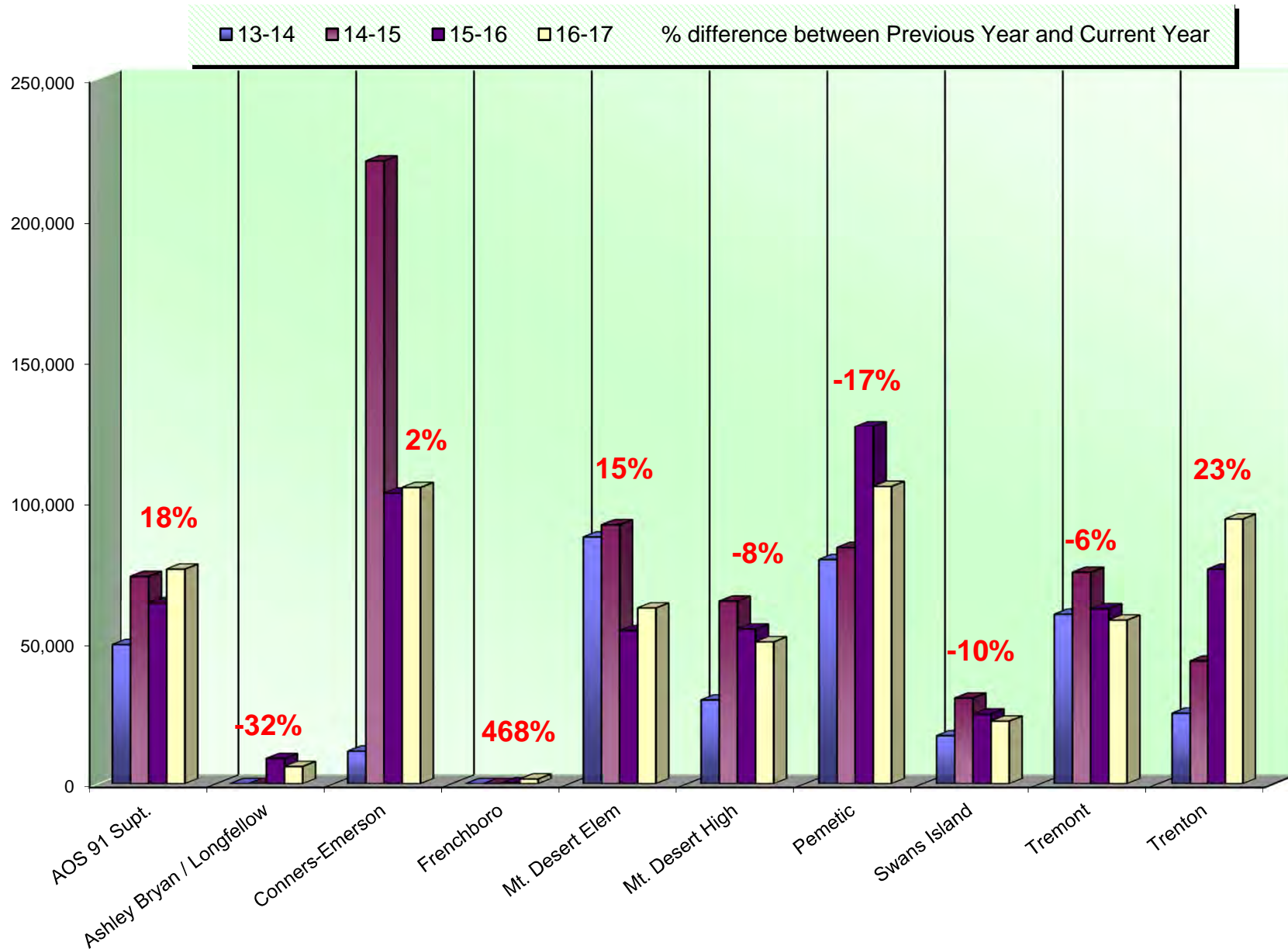
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<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	85,149	200,180,673	\$3,977,633.44	2,351	\$46.71

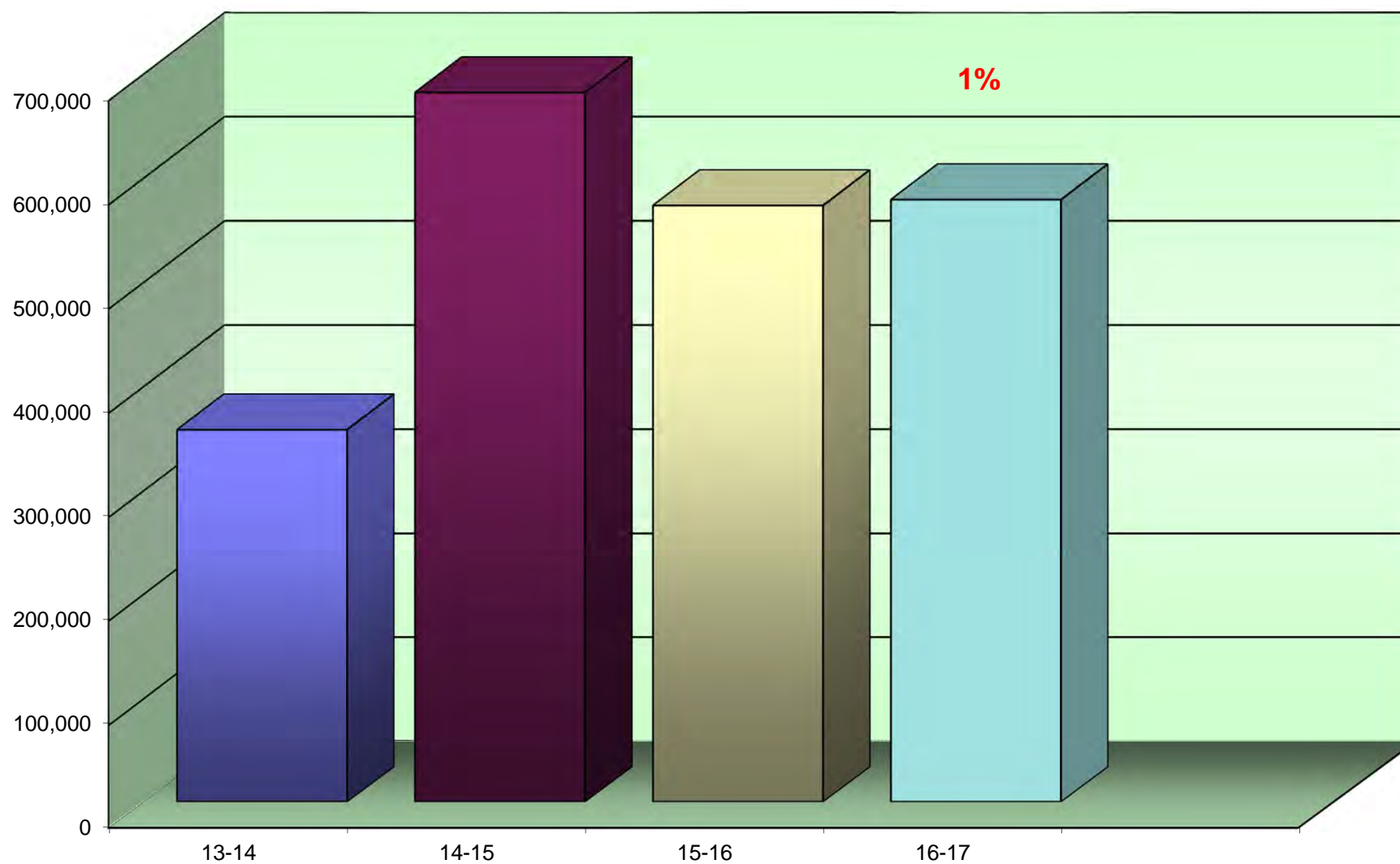
**Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*



Annual Color Volume by Building



Annual Color Volume Overall



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

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	75,932	\$4,410.90	0	\$0.00
Ashley Bryan School	17	0	\$0.00	0	\$0.00
Conners-Emerson School	364	104,820	\$5,279.59	288	\$14.50
Frenchboro Elementary School	3	1,671	\$151.23	557	\$50.41
Longfellow School	17	6,100	\$552.05	359	\$32.47
Mt. Desert Elementary School	187	62,190	\$3,767.11	333	\$20.14
Mt. Desert Island High School	521	50,190	\$3,954.76	96	\$7.59
Pemetic Elementary School	139	105,197	\$4,830.65	757	\$34.75
Swans Island Elementary School	35	22,146	\$1,349.15	633	\$38.55
Tremont Consolidated School	127	57,889	\$2,701.41	456	\$21.27
Trenton Elementary School	120	93,655	\$4,300.64	780	\$35.84
Totals	1,530	579,790	\$31,297.48	379	\$20.46

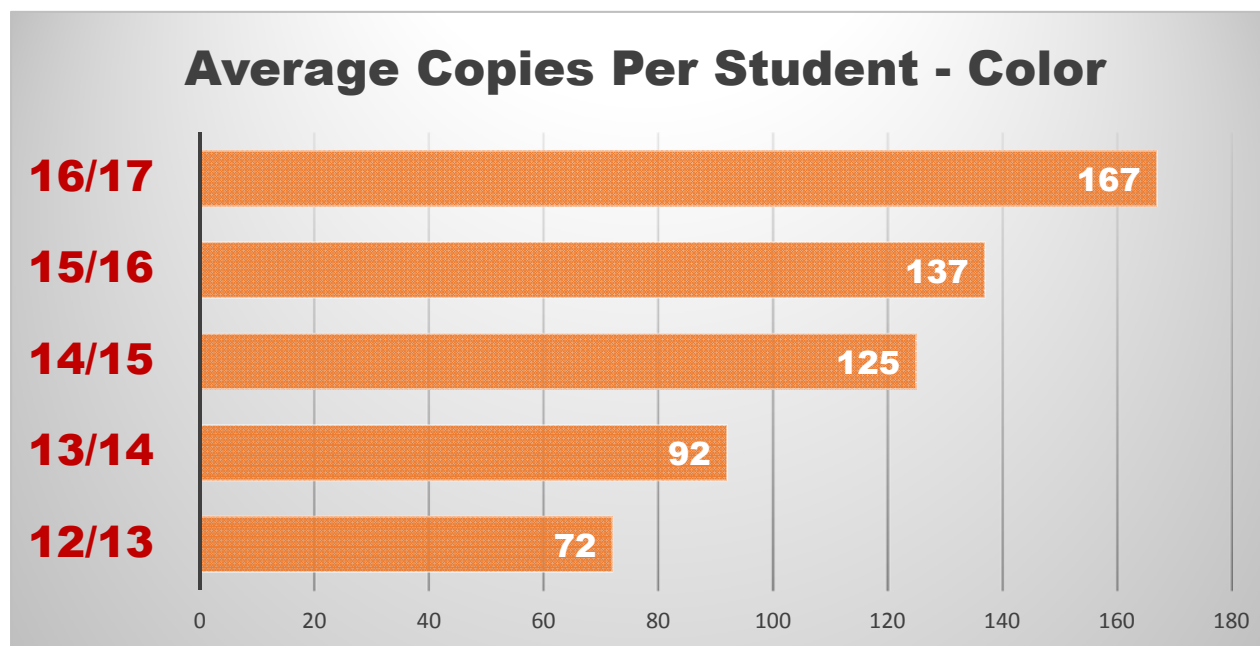
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Color Only

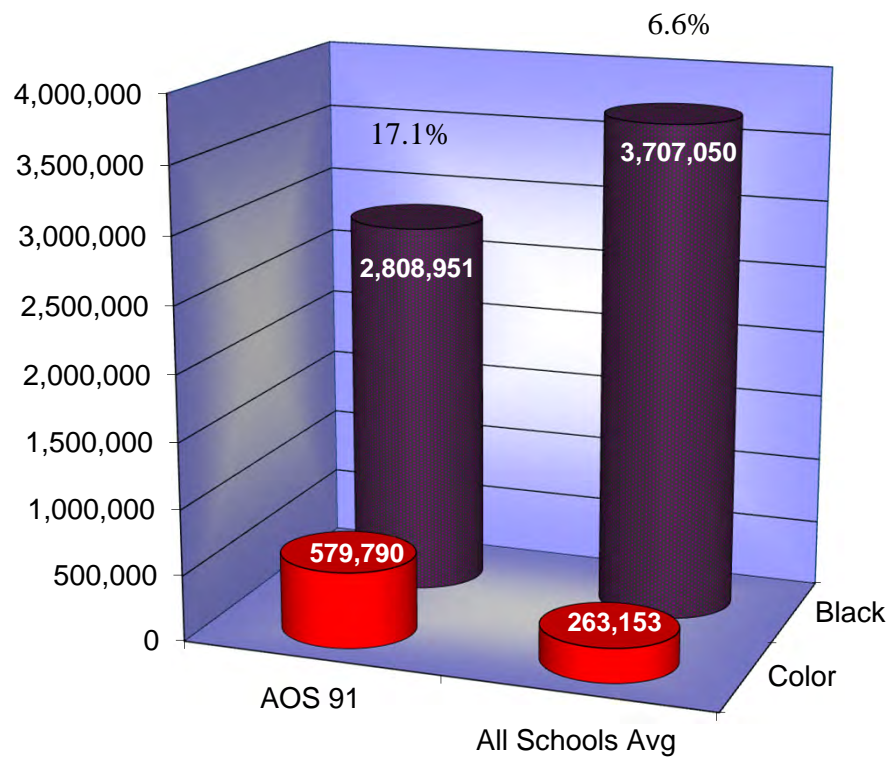
This is an SPC Comparison contrasting your district with 54 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	85,149	14,210,264	\$726,269.21	167	\$8.53

**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>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>	<i>7/1/2016</i> <i>Meter</i>	<i>6/30/2017</i> <i>Meter</i>	<i>2016-17</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>
AOS 91 DISTRICT OFFICE					
<i>Business Office Spare</i>					
Ricoh SP3510dn / 30 PPM T315Q500871 / 750,000 / 06/2012 Black Network Printer	0 0	0 0	0 0	\$0.010100 \$0.00 \$0.00000 \$0.00	None at this time.
RosettaTechno					
<i>Central Office</i>					
Ricoh SPC430DN / 37 PPM S9318501432 / 13173521 750,000 / 07/2010 Color Network Printer	14,401 33,677	19,788 51,636	5,387 17,959	\$0.019960 \$107.52 \$0.06785 \$1,218.52	7 years from Intro.
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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
AOS 91 DISTRICT OFFICE					
Check Printer					
Ricoh SP3510dn / 30 PPM	24,585	52,978	28,393	\$0.010100	None at this time.
T315Q500330 /				\$286.77	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RosettaTechno					
Conference Room					
Ricoh 4210N / 37 PPM	19,151	19,313	162	\$0.019960	8 years from Intro. Underused!
S5209501544 / 11641421				\$3.23	
750,000 / 04/2009	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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
AOS 91 DISTRICT OFFICE					
Copy Room					
Ricoh MP C5503 / 55 PPM	38,962	87,796	48,834	\$0.006060	None at this time.
E185M560939 / 13453293				\$295.93	
3,000,000 / 07/2013	22,693	46,488	23,795	\$0.04484	
Color Photocopier				\$1,066.97	
RICOH					
Ricoh MPC5501 / 55 PPM	319,986	365,352	45,366	\$0.004150	7 years from Intro.
V9615401178 / 12328737				\$188.27	
3,000,000 / 11/2010	97,472	117,661	20,189	\$0.05313	
Color Photocopier				\$1,072.64	
RICOH					
Ethel					
Ricoh SP3510dn / 30 PPM	10,340	27,418	17,078	\$0.010100	None at this time.
T315Q500332 /				\$172.49	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RosettaTechno					

Date of Last Upgrade: 8/2/2015					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
AOS 91 DISTRICT OFFICE					
Main Office					
Ricoh SPC430DN / 37 PPM S9318501434 / 11641458 750,000 / 07/2010 Color Network Printer	38,314	46,961	8,647	\$0.019960 \$172.59	7 years from Intro.
	61,907	75,896	13,989	\$0.06785	
				\$949.15	
RICOH					
Room 319					
Ricoh SP3510dn / 30 PPM T315Q500875 / 750,000 / 06/2012 Black Network Printer	9,721	26,950	17,229	\$0.010100 \$174.01	None at this time.
	0	0	0	\$0.00000	
				\$0.00	
RosettaTechno					
Room 319 MICR					
Ricoh SP3510dn / 30 PPM T315Q500868 / 750,000 / 06/2012 Black Network Printer	11,086	29,015	17,929	\$0.010100 \$181.08	None at this time.
	0	0	0	\$0.00000	
				\$0.00	
RosettaTechno					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>				<i>Date of Last Upgrade: 8/2/2015</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
AOS 91 DISTRICT OFFICE					
Room 322					
Ricoh SP 4510DN / 42 PPM	235	2,561	2,326	\$0.015790	None at this time.
T574H900174 / 13453410				\$36.73	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Subtotals Black			191,351	\$1,618.64	
Subtotals Color			75,932	\$4,307.28	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>				<i>Date of Last Upgrade: 8/2/2015</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 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	15,148	15,148	0	\$0.015790	Not used for 2016-17; will be used for 2017-18.
W795P401428 / 13679081				\$0.00	
750,000 / 05/2012	8,924	8,924	0	\$0.08838	
Color Laser MFP				\$0.00	
RICOH					
<i>Subtotals Black</i>			<i>0</i>	<i>\$0.00</i>	
<i>Subtotals Color</i>			<i>0</i>	<i>\$0.00</i>	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/2/2015	
	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
CONNERS-EMERSON SCHOOL						
Allen						
Ricoh SP 4510DN / 42 PPM	269	1,403	1,134	\$0.015790	None at this time.	
T574HC00099 / 13678173				\$17.91		
1,000,000 / 01/2015	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
RICOH						
Art Room						
Ricoh SPC430DN / 37 PPM	2,530	2,755	225	\$0.019960	7 years from Intro.	
S9318501486 / 13173519				\$4.49		
750,000 / 07/2010	1,867	2,431	564	\$0.06785		
Color Network Printer				\$38.27		
RICOH						
Computer Lab						
Ricoh SPC430DN / 37 PPM	16,639	28,778	12,139	\$0.019960	7 years from Intro.	
S9318501835 / 13173525				\$242.29		
750,000 / 07/2010	19,549	30,409	10,860	\$0.06785		
Color Network Printer				\$736.85		
RICOH						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</i>				
<i>Serial Number / Vendor ID</i>			<i>2016-17</i>		
<i>Life / Intro Date</i>	<i>7/1/2016</i>	<i>6/30/2017</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					
Conners Office					
Ricoh MP C5503 / 55 PPM	119,708	211,030	91,322	\$0.006060	None at this time.
E185M560381 / 13452846				\$553.41	
3,000,000 / 07/2013	39,805	81,191	41,386	\$0.04484	
Color Photocopier				\$1,855.75	
RICOH					
Conners Workroom					
Ricoh MP C6003 / 60 PPM	166,618	314,408	147,790	\$0.006060	None at this time.
E195M310152 / 13453230				\$895.61	
3,500,000 / 07/2013	18,371	42,450	24,079	\$0.04484	
Color Photocopier				\$1,079.70	
RICOH					
Emerson Teachers' Room					
Ricoh MP 7502 / 75 PPM	124,863	219,662	94,799	\$0.003840	None at this time.
W875L500187 / 13452752				\$364.03	
5,000,000 / 08/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
RICOH					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>	<i>7/1/2016</i> <i>Meter</i>	<i>6/30/2017</i> <i>Meter</i>	<i>2016-17</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>
CONNERS-EMERSON SCHOOL					
Gabel-Richards					
Ricoh SP 4510DN / 42 PPM	6,326	7,445	1,119	\$0.015790	None at this time.
T574H900708 / 13453402				\$17.67	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Guidance Hall					
Ricoh SPC430DN / 37 PPM	13,555	18,332	4,777	\$0.019960	7 years from Intro.
S9318600322 / 13173524				\$95.35	
750,000 / 07/2010	22,338	28,709	6,371	\$0.06785	
Color Network Printer				\$432.27	
RICOH					
Office Hall					
Ricoh MP C5503 / 55 PPM	151,546	270,574	119,028	\$0.006060	None at this time.
E185M460584 / 13364618				\$721.31	
3,000,000 / 07/2013	31,646	51,211	19,565	\$0.04484	
Color Photocopier				\$877.29	
RICOH					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</i>
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
CONNERS-EMERSON SCHOOL					
Principal's Office					
Ricoh SPC430DN / 37 PPM	29,444	30,308	864	\$0.019960	7 years from Intro.
S9318600452 / 13173523				\$17.25	
750,000 / 07/2010	60,430	62,425	1,995	\$0.06785	
Color Network Printer				\$135.36	
RICOH					
Room 26					
Ricoh SP 4510DN / 42 PPM	5,638	9,559	3,921	\$0.015790	None at this time.
T575H303207 / 13453416				\$61.91	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room 31					
Ricoh SP 4510DN / 42 PPM	4,220	11,560	7,340	\$0.015790	None at this time.
T575H303706 / 13678171				\$115.90	
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 Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
CONNERS-EMERSON SCHOOL						
Room 32						
Ricoh SP 4510DN / 42 PPM	8,202	8,202	0	\$0.015790	Unit down during school year; now repaired.	
T574H900271 / 13453403				\$0.00		
1,000,000 / 01/2015	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
RICOH						
Room 47 Café						
Ricoh SP 4510DN / 42 PPM	3,902	16,960	13,058	\$0.015790	None at this time.	
T574H900364 / 13453408				\$206.19		
1,000,000 / 01/2015	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
RICOH						
Room 6						
Ricoh SP 4510DN / 42 PPM	1,840	3,300	1,460	\$0.015790	None at this time.	
T574H900162 / 13453401				\$23.05		
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 Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
CONNERS-EMERSON SCHOOL						
Room 74 Resource Office						
Ricoh SP 4510DN / 42 PPM T574H900278 / 13453404 1,000,000 / 01/2015 Black Network Printer	10,585 0	10,585 0	0 0	\$0.015790 \$0.00 \$0.00000 \$0.00	Not in use 2016-17.	
RICOH						
Room 84						
Ricoh SP 4510DN / 42 PPM T574H800019 / 13453414 1,000,000 / 01/2015 Black Network Printer	1,736 0	1,820 0	84 0	\$0.015790 \$1.33 \$0.00000 \$0.00		Underused!
RICOH						
Room E-10 Toole						
Ricoh SP 4510DN / 42 PPM T574H900075 / 13679520 1,000,000 / 01/2015 Black Network Printer	4,397 0	5,255 0	858 0	\$0.015790 \$13.55 \$0.00000 \$0.00	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>Life / Intro Date</i>	<i>7/1/2016</i>	<i>6/30/2017</i>	<i>2016-17</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
CONNERS-EMERSON SCHOOL					
Room E-12 Hanna					
Ricoh SP 4510DN / 42 PPM	2,488	4,438	1,950	\$0.015790	None at this time.
T574H900380 / 13453400				\$30.79	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room E-2					
Ricoh SP 4510DN / 42 PPM	2,483	4,603	2,120	\$0.015790	None at this time.
T575H303716 / 13678172				\$33.47	
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	2,657	3,172	515	\$0.015790	None at this time.
T574H900295 / 13453407				\$8.13	
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>7/1/2016</i> <i>Meter</i>	<i>6/30/2017</i> <i>Meter</i>	<i>2016-17</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
CONNERS-EMERSON SCHOOL						
Room E-4						
Ricoh SP 4510DN / 42 PPM	1,453	4,131	2,678	\$0.015790	None at this time.	
T574H900197 / 13679521				\$42.29		
1,000,000 / 01/2015	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
RICOH						
Room E-5						
Ricoh SP 4510DN / 42 PPM	1,165	2,812	1,647	\$0.015790	None at this time.	
T575H302601 / 13679519				\$26.01		
1,000,000 / 01/2015	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
RICOH						
Room E-6						
Ricoh SP 4510DN / 42 PPM	3,775	7,255	3,480	\$0.015790	None at this time.	
T574H900665 / 13453409				\$54.95		
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>2016-17</i>		
<i>Life / Intro Date</i>	<i>7/1/2016</i>	<i>6/30/2017</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 E-7 Macko					
Ricoh SP 4510DN / 42 PPM	1,520	2,467	947	\$0.015790	None at this time.
T574H900200 / 13679518				\$14.95	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room E-8					
Ricoh SP 4510DN / 42 PPM	3,324	5,409	2,085	\$0.015790	None at this time.
T574H800111 / 13453411				\$32.92	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room E9					
Ricoh SP 4510DN / 42 PPM	2,132	3,763	1,631	\$0.015790	None at this time.
T574H800231 / 13453413				\$25.75	
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>2016-17</i>		
<i>Life / Intro Date</i>	<i>7/1/2016</i>	<i>6/30/2017</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					
Work Room					
Ricoh SP 4510DN / 42 PPM	34	34	0	\$0.015790	Underused! Not being used.
T574H700103 / 13499791				\$0.00	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Subtotals Black			516,971	\$3,620.50	
Subtotals Color			104,820	\$5,155.50	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/2/2015	
	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
FRENCHBORO ELEMENTARY SCHOOL						
Main Office						
Ricoh MP C305SPF / 31 PPM	722	4,708	3,986	\$0.015790	None at this time.	
W795P401237 / 13679505				\$62.94		
750,000 / 05/2012	294	1,965	1,671	\$0.08838		
Color Laser MFP				\$147.68		
RICOH						
Ricoh MP201 / 21 PPM	371	371	0	\$0.007580	Unit in closet; not used 2016-17.	
W3058603399 / 13679511				\$0.00		
500,000 / 02/2011	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
RICOH						
Office						
Ricoh SP 4510DN / 42 PPM	0	81	81	\$0.015790	Underused! Not placed into service until 12/21.	
T574H900735 / 13453405				\$1.28		
1,000,000 / 01/2015	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
RICOH						
Subtotals Black			4,067	\$64.22		
Subtotals Color			1,671	\$147.68		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/2/2015	
	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
LONGFELLOW SCHOOL						
Main Office						
Ricoh SP 4510DN / 42 PPM	0	1,439	1,439	\$0.015790	None at this time.	
T574H900376 / 13453398				\$22.72		
1,000,000 / 01/2015	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
RICOH						
Office						
Ricoh MP C305SPF / 31 PPM	17	13,362	13,345	\$0.015790	None at this time.	
W795P301186 / 13677790				\$210.72		
750,000 / 05/2012	20	6,120	6,100	\$0.08838		
Color Laser MFP				\$539.12		
RICOH						
Subtotals Black			14,784	\$233.44		
Subtotals Color			6,100	\$539.12		

<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>7/1/2016</i>	<i>6/30/2017</i>	<i>2016-17</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
MT. DESERT ELEMENTARY SCHOOL					
Computer Lab					
Ricoh SPC430DN / 37 PPM	10,890	15,230	4,340	\$0.019960	7 years from Intro.
S9318501553 / 13173520				\$86.63	
750,000 / 07/2010	54,230	60,314	6,084	\$0.06785	
Color Network Printer				\$412.80	
RICOH					
Grade 4-6 Lobby					
Ricoh SPC430DN / 37 PPM	35,557	42,903	7,346	\$0.019960	7 years from Intro.
S9318501348 / 13173518				\$146.63	
750,000 / 07/2010	55,920	70,807	14,887	\$0.06785	
Color Network Printer				\$1,010.08	
RICOH					
Grade 7-8 Lobby					
Ricoh SPC430DN / 37 PPM	49,882	64,736	14,854	\$0.019960	7 years from Intro.
S9309200447 / 13173522				\$296.49	
750,000 / 07/2010	67,291	85,002	17,711	\$0.06785	
Color Network Printer				\$1,201.69	
RICOH					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/2/2015	
	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MT. DESERT ELEMENTARY SCHOOL						
Grades K-2 Lobby						
Ricoh MP 6054 / 60 PPM G195R140107 / 13453191 3,500,000 / 02/2015 Black Photocopier	104,382 0	206,521 0	102,139 0	\$0.005560 \$567.89 \$0.00000 \$0.00	None at this time.	
RICOH						
IT Hot Swap						
Ricoh SP 4510DN / 42 PPM T574HC00225 / 13453399 1,000,000 / 01/2015 Black Network Printer	0 0	72 0	72 0	\$0.015790 \$1.14 \$0.00000 \$0.00	None at this time.	
RICOH						
Main Office						
Ricoh MP C5503 / 55 PPM E185M460583 / 13452756 3,000,000 / 07/2013 Color Photocopier	58,558 20,970	111,197 44,478	52,639 23,508	\$0.006060 \$318.99 \$0.04484 \$1,054.10	None at this time.	
RICOH						

Date of Last Upgrade: 8/2/2015					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MT. DESERT ELEMENTARY SCHOOL					
Room 141 Kitchen Office					
Ricoh MP201 / 21 PPM W3019102251 / 12269087 500,000 / 02/2011 Black Laser MFP	50,190 0	52,105 0	1,915 0	\$0.007580 \$14.52 \$0.00000 \$0.00	None at this time.
RICOH					
Teachers' Room					
Ricoh MP 6054 / 60 PPM G195R140078 / 13453019 3,500,000 / 02/2015 Black Photocopier	123,021 0	246,863 0	123,842 0	\$0.005560 \$688.56 \$0.00000 \$0.00	None at this time.
RICOH					
Subtotals Black		307,147	\$2,120.84		
Subtotals Color		62,190	\$3,678.67		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</i>
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MT. DESERT ISLAND HIGH SCHOOL					
Compass Rose					
Ricoh MPC4501 / 45 PPM	257,366	261,817	4,451	\$0.004150	7 years from Intro.
V9515401361 / 12285459				\$18.47	
1,000,000 / 11/2010	121,033	122,098	1,065	\$0.05313	
Color Photocopier				\$56.58	
RICOH					
Copy Room Up					
Ricoh MP 7502 / 75 PPM	410,287	711,123	300,836	\$0.003840	None at this time.
W875L500166 / 13452849				\$1,155.21	
5,000,000 / 08/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
RICOH					
Ricoh SP 8300DN / 50 PPM	33,372	62,163	28,791	\$0.010100	None at this time.
T425M310143 / 13679836				\$290.79	
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>7/1/2016</i> <i>Meter</i>	<i>6/30/2017</i> <i>Meter</i>	<i>2016-17</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>
MT. DESERT ISLAND HIGH SCHOOL					
<i>Guidance Office</i>					
Ricoh MP 5054 / 50 PPM	24,836	53,436	28,600	\$0.004650	None at this time.
G185R420121 / 13452966				\$132.99	
2,000,000 / 02/2015	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
RICOH					
<i>Library</i>					
Ricoh MP 5054 / 50 PPM	26,011	50,432	24,421	\$0.004650	None at this time.
G185R420170 / 13452753				\$113.56	
2,000,000 / 02/2015	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
RICOH					
Ricoh SP 8300DN / 50 PPM	91,874	155,918	64,044	\$0.010100	None at this time.
T425M510168 / 13679636				\$646.84	
2,000,000 / 11/2012	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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MT. DESERT ISLAND HIGH SCHOOL					
Main Office					
Ricoh MP 6054 / 60 PPM	141,701	198,568	56,867	\$0.005560	None at this time.
G195R440005 / 13452973				\$316.18	
3,500,000 / 02/2015	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
RICOH					
Ricoh MP C305SPF / 31 PPM	4,671	7,859	3,188	\$0.015790	None at this time.
W795P401290 / 13453362				\$50.34	
750,000 / 05/2012	16,999	32,440	15,441	\$0.08838	
Color Laser MFP				\$1,364.68	
RICOH					
Room 313					
Ricoh MP C305SPF / 31 PPM	4,587	15,715	11,128	\$0.015790	None at this time.
W795P301199 / 13677502				\$175.71	
750,000 / 05/2012	25,760	44,232	18,472	\$0.08838	
Color Laser MFP				\$1,632.56	
RICOH					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
MT. DESERT ISLAND HIGH SCHOOL						
<i>Special Education</i>						
Ricoh MPC5501 / 55 PPM V9615401171 / 12282753 3,000,000 / 11/2010 Color Photocopier	255,360	312,173	56,813	\$0.004150 \$235.77 \$0.05313 \$808.21	7 years from Intro.	
RICOH						
<i>Teachers' Lunch Room</i>						
Ricoh MP 7502 / 75 PPM W875L500190 / 13453166 5,000,000 / 08/2012 Black Photocopier	304,975	570,255	265,280	\$0.003840 \$1,018.68 \$0.00000 \$0.00		None at this time.
RICOH						
Ricoh MP 7502 / 75 PPM W875L500050 / 13453161 5,000,000 / 08/2012 Black Photocopier	213,193	422,589	209,396	\$0.003840 \$804.08 \$0.00000 \$0.00	None at this time.	
RICOH						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>				<i>Date of Last Upgrade: 8/2/2015</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MT. DESERT ISLAND HIGH SCHOOL					
<i>Tech Room - NOT IN USE</i>					
Ricoh SPC430DN / 37 PPM	17,490	17,490	0	\$0.019960	7 years from Intro.
S9318501503 / 11641462				\$0.00	
750,000 / 07/2010	94,387	94,387	0	\$0.06785	
Color Network Printer				\$0.00	
RICOH					
<i>Subtotals Black</i>			1,053,815	\$4,958.62	
<i>Subtotals Color</i>			50,190	\$3,862.03	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</i>				
<i>Serial Number / Vendor ID</i>			<i>2016-17</i>		
<i>Life / Intro Date</i>	<i>7/1/2016</i>	<i>6/30/2017</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	3,587	5,912	2,325	\$0.015790	None at this time.
T575H303218 / 13453412				\$36.71	
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	93,370	194,561	101,191	\$0.006060	None at this time.
E195M410080 / 13452772				\$613.22	
3,500,000 / 07/2013	79,645	151,247	71,602	\$0.04484	
Color Photocopier				\$3,210.63	
RICOH					
Copy Room 2nd Floor					
Ricoh MP C5503 / 55 PPM	77,911	144,325	66,414	\$0.006060	None at this time.
E185M460589 / 13452844				\$402.47	
3,000,000 / 07/2013	47,056	80,651	33,595	\$0.04484	
Color Photocopier				\$1,506.40	
RICOH					

Date of Last Upgrade: 8/2/2015					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
PEMETIC ELEMENTARY SCHOOL					
ELK					
Ricoh SP 4510DN / 42 PPM T574H900728 / 13453406 1,000,000 / 01/2015 Black Network Printer	1,105 0	3,152 0	2,047 0	\$0.015790 \$32.32 \$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	6,090 0	8,570 0	2,480 0	\$0.015790 \$39.16 \$0.00000 \$0.00	None at this time.
RICOH					
Ricoh SP 4510DN / 42 PPM T575H410654 / 13679523 1,000,000 / 01/2015 Black Network Printer	25,127 0	47,150 0	22,023 0	\$0.015790 \$347.74 \$0.00000 \$0.00	None at this time.
RICOH					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
PEMETIC ELEMENTARY SCHOOL						
<i>Reading Room</i>						
Ricoh SP 4510DN / 42 PPM	7,893	13,146	5,253	\$0.015790	None at this time.	
T574H700284 / 13679522				\$82.94		
1,000,000 / 01/2015	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
RICOH						
<i>Subtotals Black</i>			201,733	\$1,554.57		
<i>Subtotals Color</i>			105,197	\$4,717.03		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/2/2015	
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SWANS ISLAND ELEMENTARY SCHOOL						
Copy Room						
Ricoh MP 3554 / 35 PPM	23,881	64,100	40,219	\$0.006970	None at this time.	
G165R130420 / 13679112				\$280.33		
750,000 / 11/2014	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
RICOH						
Library						
Ricoh SPC430DN / 37 PPM	24,416	28,959	4,543	\$0.019960	7 years from Intro.	
S9318600420 / 13173526				\$90.68		
750,000 / 07/2010	45,619	55,187	9,568	\$0.06785		
Color Network Printer				\$649.19		
RICOH						
Main Office						
Ricoh MPC300 / 32 PPM	56,873	61,810	4,937	\$0.004150	None at this time.	
S7206000315 / 11641415				\$20.49		
750,000 / 11/2011	54,257	66,835	12,578	\$0.05313		
Color Photocopier				\$668.27		
RICOH						
Subtotals Black			49,699	\$391.49		
Subtotals Color			22,146	\$1,317.46		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</i>
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
TREMONT CONSOLIDATED SCHOOL					
Main Office					
Ricoh SPC431DN / 42 PPM	1,115	1,443	328	\$0.010100	7 years from Intro.
S9458700350 / 13679506				\$3.31	
1,000,000 / 07/2010	6,015	7,728	1,713	\$0.06944	
Color Network Printer				\$118.95	
RICOH					
Main Office Hall					
Ricoh MP 7502 / 75 PPM	215,285	453,495	238,210	\$0.003840	None at this time.
W875L500378 / 13452848				\$914.73	
5,000,000 / 08/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
RICOH					
Teachers' Room Hall					
Ricoh MP C4503 / 45 PPM	40,975	77,898	36,923	\$0.006060	None at this time.
E175M411585 / 13678971				\$223.75	
1,000,000 / 07/2013	55,933	112,109	56,176	\$0.04484	
Color Photocopier				\$2,518.93	
RICOH					
Subtotals Black			275,461	\$1,141.79	
Subtotals Color			57,889	\$2,637.88	

<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>7/1/2016</i>	<i>6/30/2017</i>	<i>2016-17</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
TRENTON ELEMENTARY SCHOOL					
<i>8th Grade Wing Hall</i>					
Ricoh SP 8300DN / 50 PPM	25,257	45,780	20,523	\$0.010100	None at this time.
T425M310144 / 13679875				\$207.28	
2,000,000 / 11/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
<i>Hallway of Room 107</i>					
Ricoh MP 5054 / 50 PPM	106,119	189,102	82,983	\$0.004650	None at this time.
G185R420126 / 13452755				\$385.87	
2,000,000 / 02/2015	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
RICOH					
<i>Main Office</i>					
Ricoh MP C6003 / 60 PPM	38,014	82,438	44,424	\$0.006060	None at this time.
E195M510027 / 13452754				\$269.21	
3,500,000 / 07/2013	75,934	169,589	93,655	\$0.04484	
Color Photocopier				\$4,199.49	
RICOH					

TRENTON ELEMENTARY SCHOOL					Date of Last Upgrade: 8/2/2015
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 202					
Ricoh MP 7502 / 75 PPM W875L500376 / 13452847 5,000,000 / 08/2012 Black Photocopier	145,560 0	272,182 0	126,622 0	\$0.003840 \$486.23 \$0.00000 \$0.00	None at this time.
RICOH					
Subtotals Black			274,552	\$1,348.59	
Subtotals Color			93,655	\$4,199.49	

<i>District Wide Black Totals</i>	2,889,580	\$17,052.70
<i>District Wide Color Totals</i>	579,790	\$30,562.14

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 2016-17 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
2,889,580	\$0.01450	\$41,898.91

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
2,889,580	\$0.00590	\$17,048.52	\$24,850.39	\$124,251.94

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$24,850.39 x 22 years as a Client

=\$546,708.58 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	191,351	\$1,657.55	\$949.48	\$4,223.22	\$6,830.25
Ashley Bryan School	0	\$0.00	\$0.00	\$0.00	\$0.00
Conners-Emerson School	516,971	\$3,708.89	\$2,565.21	\$11,409.84	\$17,683.94
Frenchboro Elementary School	4,067	\$65.76	\$20.18	\$89.76	\$175.70
Longfellow School	14,784	\$239.06	\$73.36	\$326.29	\$638.71
Mt. Desert Elementary School	307,147	\$2,171.22	\$1,524.06	\$6,778.91	\$10,474.19
Mt. Desert Island High School	1,053,815	\$5,075.49	\$5,229.03	\$23,258.29	\$33,562.81
Pemetic Elementary School	201,733	\$1,592.68	\$1,001.00	\$4,452.36	\$7,046.04
Swans Island Elementary School	49,699	\$401.00	\$246.61	\$1,096.88	\$1,744.50
Tremont Consolidated School	275,461	\$1,168.85	\$1,366.84	\$6,079.58	\$8,615.26
Trenton Elementary School	274,552	\$1,380.70	\$1,362.33	\$6,059.52	\$8,802.55
Total	2,889,580	\$17,461.20	\$14,338.10	\$63,774.65	\$95,573.95

SPC Equipment Bids:

*Presently our bids are coming in between **15% to 23%** of Retail while the current Salesman's Cost is 50% of Retail. For Example: An 85 CPM Toshiba e-Studio 8508 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 85 Copies per Minute with a Retail Cost of \$41,564 is coming in at **\$6,575....16% of Retail!** Our prices are negotiated and supported directly by the manufacturer.*

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
AOS 91 District Office	75,932	\$4,410.90
Ashley Bryan School	0	\$0.00
Connors-Emerson School	104,820	\$5,279.59
Frenchboro Elementary School	1,671	\$151.23
Longfellow School	6,100	\$552.05
Mt. Desert Elementary School	62,190	\$3,767.11
Mt. Desert Island High School	50,190	\$3,954.76
Pemetic Elementary School	105,197	\$4,830.65
Swans Island Elementary School	22,146	\$1,349.15
Tremont Consolidated School	57,889	\$2,701.41
Trenton Elementary School	93,655	\$4,300.64
<i>Total</i>	579,790	\$31,297.48

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 2.4%.**

Vendor	Equipment Type	Annual Volume	2016- 2017 Cost / Copy	Total Cost	2017- 2018 Cost / Copy	Projected Cost
Ricoh USA	Black Laser MFP	1,915	\$0.00758	\$14.52	\$0.00776	\$14.86
Ricoh USA	Black Network Printer	113,358	\$0.01010	\$1,144.92	\$0.01034	\$1,172.12
Ricoh USA	Black Network Printer	84,073	\$0.01579	\$1,327.51	\$0.01617	\$1,359.46
Ricoh USA	Black Network Printer	162	\$0.01996	\$3.23	\$0.02044	\$3.31
Ricoh USA	Black Photocopier	1,235,143	\$0.00384	\$4,742.95	\$0.00393	\$4,854.11
Ricoh USA	Black Photocopier	136,004	\$0.00465	\$632.42	\$0.00476	\$647.38
Ricoh USA	Black Photocopier	282,848	\$0.00556	\$1,572.63	\$0.00569	\$1,609.41
Ricoh USA	Black Photocopier	40,219	\$0.00697	\$280.33	\$0.00714	\$287.16
Ricoh USA	Color Laser MFP	31,647	\$0.01579	\$499.71	\$0.01617	\$511.73
Ricoh USA	Color Network Printer	328	\$0.01010	\$3.31	\$0.01034	\$3.39
Ricoh USA	Color Network Printer	63,122	\$0.01996	\$1,259.92	\$0.02044	\$1,290.21
Ricoh USA	Color Photocopier	111,567	\$0.00415	\$463.00	\$0.00425	\$474.16
Ricoh USA	Color Photocopier	708,565	\$0.00606	\$4,293.90	\$0.00621	\$4,400.19
Rosetta Technologies	Black Network Printer	80,629	\$0.01010	\$814.35	\$0.01034	\$833.70
Total		2,889,580	\$0.00590	\$17,052.70	\$0.00604	\$17,461.20

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 2.4%.**

Vendor	Equipment Type	Annual Volume	2016- 2017 Cost / Copy	Total Cost	2017- 2018 Cost / Copy	Projected Cost
Ricoh USA	Color Laser MFP	41,684	\$0.08838	\$3,684.03	\$0.09050	\$3,772.40
Ricoh USA	Color Network Printer	99,988	\$0.06785	\$6,784.19	\$0.06948	\$6,947.17
Ricoh USA	Color Network Printer	1,713	\$0.06944	\$118.95	\$0.07111	\$121.81
Ricoh USA	Color Photocopier	387,361	\$0.04484	\$17,369.27	\$0.04592	\$17,787.62
Ricoh USA	Color Photocopier	49,044	\$0.05313	\$2,605.71	\$0.05441	\$2,668.48
Total		579,790	\$0.05271	\$30,562.14	\$0.05398	\$31,297.48

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	66
Total Number of Units Owned	17
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	3

**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	T315Q500875
AOS 91 District Office	Ricoh SP3510dn	T315Q500868
AOS 91 District Office	Ricoh SP 4510DN	T574H900174
AOS 91 District Office	Ricoh SP3510dn	T315Q500332
AOS 91 District Office	Ricoh SP3510dn	T315Q500871
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	T574H900200
Conners-Emerson School	Ricoh SP 4510DN	T574H900665
Conners-Emerson School	Ricoh SP 4510DN	T575H302601
Conners-Emerson School	Ricoh SP 4510DN	T574H900075
Conners-Emerson School	Ricoh SP 4510DN	T574H900295
Conners-Emerson School	Ricoh MP C5503	E185M560381
Conners-Emerson School	Ricoh SP 4510DN	T574HC00099
Conners-Emerson School	Ricoh SP 4510DN	T574H900271
Conners-Emerson School	Ricoh SP 4510DN	T574H900197
Conners-Emerson School	Ricoh SP 4510DN	T574H900364
Conners-Emerson School	Ricoh SP 4510DN	T574H900380
Conners-Emerson School	Ricoh SP 4510DN	T575H303706
Conners-Emerson School	Ricoh MP C5503	E185M460584
Conners-Emerson School	Ricoh SP 4510DN	T574H700103
Conners-Emerson School	Ricoh SP 4510DN	T574H900708
Conners-Emerson School	Ricoh MP C6003	E195M310152
Conners-Emerson School	Ricoh SP 4510DN	T574H900162
Conners-Emerson School	Ricoh SP 4510DN	T575H303207
Conners-Emerson School	Ricoh MP 7502	W875L500187
Conners-Emerson School	Ricoh SP 4510DN	T575H303716
Conners-Emerson School	Ricoh SP 4510DN	T574H800111
Conners-Emerson School	Ricoh SP 4510DN	T574H900278

Building	Make/Model	Serial Number
Conners-Emerson School	Ricoh SP 4510DN	T574H800019
Conners-Emerson School	Ricoh SP 4510DN	T574H800231
Frenchboro Elementary School	Ricoh MP C305SPF	W795P401237
Frenchboro Elementary School	Ricoh SP 4510DN	T574H900735
Frenchboro Elementary School	Ricoh MP201	W3058603399
Longfellow School	Ricoh SP 4510DN	T574H900376
Longfellow School	Ricoh MP C305SPF	W795P301186
Mt. Desert Elementary School	Ricoh MP 6054	G195R140078
Mt. Desert Elementary School	Ricoh MP 6054	G195R140107
Mt. Desert Elementary School	Ricoh SP 4510DN	T574HC00225
Mt. Desert Elementary School	Ricoh MP C5503	E185M460583
Mt. Desert Island High School	Ricoh MP C305SPF	W795P401290
Mt. Desert Island High School	Ricoh MP 7502	W875L500166
Mt. Desert Island High School	Ricoh MP 5054	G185R420121
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 5054	G185R420170
Mt. Desert Island High School	Ricoh SP 8300DN	T425M310143
Mt. Desert Island High School	Ricoh MP 7502	W875L500190
Mt. Desert Island High School	Ricoh MP C305SPF	W795P301199
Mt. Desert Island High School	Ricoh MP 6054	G195R440005
Pemetic Elementary School	Ricoh MP C6003	E195M410080
Pemetic Elementary School	Ricoh SP 4510DN	T575H303218
Pemetic Elementary School	Ricoh SP 4510DN	T575H410654
Pemetic Elementary School	Ricoh SP 4510DN	T574H900728
Pemetic Elementary School	Ricoh MP C5503	E185M460589
Pemetic Elementary School	Ricoh SP 4510DN	T574H800118
Pemetic Elementary School	Ricoh SP 4510DN	T574H700284

Building	Make/Model	Serial Number
Swans Island Elementary School	Ricoh MP 3554	G165R130420
Tremont Consolidated School	Ricoh SPC431DN	S9458700350
Tremont Consolidated School	Ricoh MP C4503	E175M411585
Tremont Consolidated School	Ricoh MP 7502	W875L500378
Trenton Elementary School	Ricoh MP C6003	E195M510027
Trenton Elementary School	Ricoh MP 7502	W875L500376
Trenton Elementary School	Ricoh SP 8300DN	T425M310144
Trenton Elementary School	Ricoh MP 5054	G185R420126

Owned Equipment

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

Title:

Date:

Signature: _____

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date:

Signature: _____

StarDoc User Names

Name	User Name
Anne Swann	aswann@mdirss.org
Annette Dow	adow@mdirss.org
Crystal DaGraca	cdagraca@mdirss.org
Dencie McEnroe	dmcenroe@mdirss.org
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Stephanie Shteirman	stephanie.shteirman@mdirss.org
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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 70 clients with over 4,100 devices doing more than 255 million copies and prints per year. In 2016 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 STARDoc 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 more than \$2.3 million for all of our clients.

That translates into Savings of more than \$11.6 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: *In 2016 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 4,100 pieces of equipment;
Our relationship with our vendors has never been stronger!