



Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

www.spccopypro.com

2017-2018 Annual Report

Year - End Photocopier Analysis

With projected costs for 2018-19

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



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

October 2018

Skip Tilton
President

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

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Nancy:

We at Specialized Purchasing Consultants, wish to thank you for your continued confidence in us. Our relationship is **now 23 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 as well as new services soon to be offered and how you can benefit from these services.

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	4
Aging Equipment Summary	5
Non Contracted Devices	6
StarDoc Timeline	8
StarDoc Features	10
StarDoc New Features	12
Annual Black Volume by Building	13
Annual Black Volume Overall	14
Average Student to Copy Usage – Black Only	15
Cost Comparison – Black Only	16
Annual Color Volume by Building	17
Annual Color Volume Overall	18
Average Student to Copy Usage – Color Only	19
Cost Comparison – Color Only	20
Color to Total Volume Percentage	21
Usage Profile for Service & Supplies	22
SPC Service & Supply Cost Savings	51
Projected Equipment Costs by Building - Black	52
Projected Equipment Costs by Building - Color	53
Service & Supply Usage Profile by Vendor - Black	54
Service & Supply Usage Profile by Vendor - Color	55
Reprographic Equipment Assessment	56
Leased Equipment	57
Owned Equipment	60
Service and Supply Contract - Client	61
Warranty	62
StarDoc User Names	63
Benefits of partnering with SPC	64
SPC Values Our Vendors	65

The SPC Team...

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

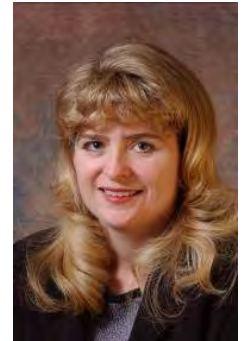


Skip Tilton, President

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:	85
Total Black Photocopiers	15
Total Color Photocopiers	18
Total Black Network Printers	39
Total Color Network Printers	13
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	20
# of Units Overused:	0
# of Units Underused:	4
Commencement Date:	8/2/2015
# of Annual Payments Left on Lease	2
All Warranties and Service Contracts Expire:	6/30/2021
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract	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,

It has been three years since your last upgrade and you could benefit from an onsite visit and an upgrade since costs have come down over the years. You have 20 machines that are nearing the end of warranty. These were machines that were carried over from your previous lease and you own outright as well as reconditioned machines. Also, keep in mind there are some powerful print management software that you may want to consider this time around. (See page #12)

In order to stay ahead of your reliability curve, that upgrade could take place as early as the Summer of 2019. In that way you would only have one payment left. That being said, a second alternative is to wait until August of 2020 when your last payment will have been made. Either way, I am confident that there are other needs that an onsite visit will be able to address.

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
AOS 91 District Office	Copy Room	Ricoh MPC5501	V9615401178	RICOH	11/2010
AOS 91 District Office	Main Office	Ricoh SPC430DN	S9318501434	RICOH	07/2010
AOS 91 District Office	Special Ed	Ricoh SPC430DN	S9318501432	RICOH	07/2010
AOS 91 District Office	Special Education	Ricoh SPC430DN	S9318501553	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
Frenchboro Elementary School	Main Office	Ricoh MP201	W3058603399	RICOH	02/2011
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 Elementary School	Room 141 Kitchen Office	Ricoh MP201	W3019102251	RICOH	02/2011
Mt. Desert Island High School	Adult Education	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
Swans Island Elementary School	Main Office	Ricoh MPC300	S7206000315	RICOH	11/2011
Tremont Consolidated School	Main Office	Ricoh SPC431dn	S9458700350	RICOH	07/2010

Non Contracted Devices

AOS 91 - MDIRSS

Make - Model	Serial Number	IP Address	Last Update
RICOH Aficio SP C430DN	S9318501548	10.40.5.147	10/7/2018 8:57:40 AM
RICOH Aficio SP 4210N	S5209501429	10.40.8.107	10/7/2018 8:57:40 AM
RICOH Aficio SP 4210N	S5209500152	10.40.5.141	10/7/2018 8:57:40 AM
RICOH Aficio SP 4210N	S5209501224	10.20.0.124	10/7/2018 8:57:40 AM
RICOH Aficio SP 4210N	S5209500623	10.30.2.254	10/7/2018 8:57:40 AM
HP Officejet Pro 8620	CN49AD42H4	10.2.5.4	10/5/2018 8:57:26 AM
RICOH Aficio SP 4210N	S5209500621	10.30.0.108	10/7/2018 8:57:40 AM
RICOH Aficio SP 4210N	S5209501389	10.40.1.12	10/7/2018 8:57:40 AM
BROTHER HL-2170W series	F0J706650	10.2.4.217	10/7/2018 8:57:40 AM
RICOH Aficio SP 4210N	S5209500622	10.10.0.227	7/9/2018 8:05:32 AM
HP Deskjet 3510 series	CN2BH1NGV805R7	10.10.0.211	7/20/2018 7:47:32 AM
HP Officejet Pro X576dw MFP	CN442GK05F	10.2.8.20	10/7/2018 8:57:40 AM
EPSON WorkForce 845	EPBB635CENS3B	10.40.6.67	3/27/2018 8:04:35 AM
RICOH Aficio SP 4210N	S5209500625	10.10.3.166	10/7/2018 8:57:40 AM
HP ENVY 4500 SERIES	CN55D3317705X4	10.10.7.3	10/7/2018 8:57:40 AM
Dell Color Laser 5110cn	0926925911	10.40.8.203	3/26/2018 8:04:28 AM
EPSON XP-330 Series	EP776D6CENS1B	10.50.6.39	3/26/2018 8:04:28 AM
HP 6600	CN45P8R1BK05RN	10.50.6.2	10/7/2018 11:24:50 AM
EPSON WF-7620 Series	S9TY026330	10.40.6.126	10/7/2018 8:57:40 AM
ENVY 5540 series	TH75K2T17N0671	10.30.5.29	5/7/2018 8:05:42 AM
RICOH Aficio SP 4210N	S5209501523	10.40.2.205	10/7/2018 8:57:40 AM

Make - Model	Serial Number	IP Address	Last Update
HP Photosmart 7520 series	CN372490J905YY	10.40.7.124	10/7/2018 8:57:40 AM

Machine Count: 22...Our goal with the next upgrade is to get all non contract devices under a CPC agreement.



1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Reports

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail
- Initiated 5% cost per print annual increase cap

2001 Solid-Ink Printers and Meter Collection

- Offered low-cost-of-operation solid-ink network printers to help reduce printing costs
- Began collecting meter reads directly from client and submitting to vendors via spreadsheet, providing more accurate and consistent billing

2002 Bond Counsel Review

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

2003 Contracts and Warranties Updated

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

2005 Economic Municipal Relief Fund Established

2006 Print Management Software

- Print Management Software offered for copier management and meter collection convenience

2007 Insurance Fund

- Insurance Fund established for equipment upgrades with SPC monitoring installations from start to finish. SPC absorbs cost of returning leased equipment, electrical or network drop installs or upgrades, and surge protectors (ESPs)

2012 STARDoc Developed and Implemented

- Live Floor Plans allow IT administrators to move devices around on their own floor plans
- Low-end network printers added to contracts and monitored
- Simplified Billing introduced

2013 Daily Tracking

- Meters gathered daily to track usage

2014 Monthly Audits

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

2015 New Mapping Options and Asset Management

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

2018 Improved Pinpointing Budget and Communications

- Improved pinpointing of machines projected to go over budget
- Facilitate communication with your vendor's service manager



- **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

New Features

Industry Wide

Consult: Secure Print Release, also known as Follow Me Print or Find-Me Printing.


- Print to a single global queue, walk up, and collect at any device.
- The application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD). It allows users to print at any area within the building as long as the MFD has the features needed by the user.

STARDoc

NEW! Over Budget Report feature

- Allows user to select the Over Budget feature to produce a report showing each machine currently running over projected volumes, listed with highest amount over first.
- Catch overused equipment early, before equipment begins to break down due to over use.
- Request service history on any machine right through STARDoc.

Over Budget



Room:

Room 201 Principal's Office

Make & Model:

Canon IRC5051

Serial Number:

GQM65369

IP Address:

172.16.10.145

Projected Amount Over Budget:

\$1,902

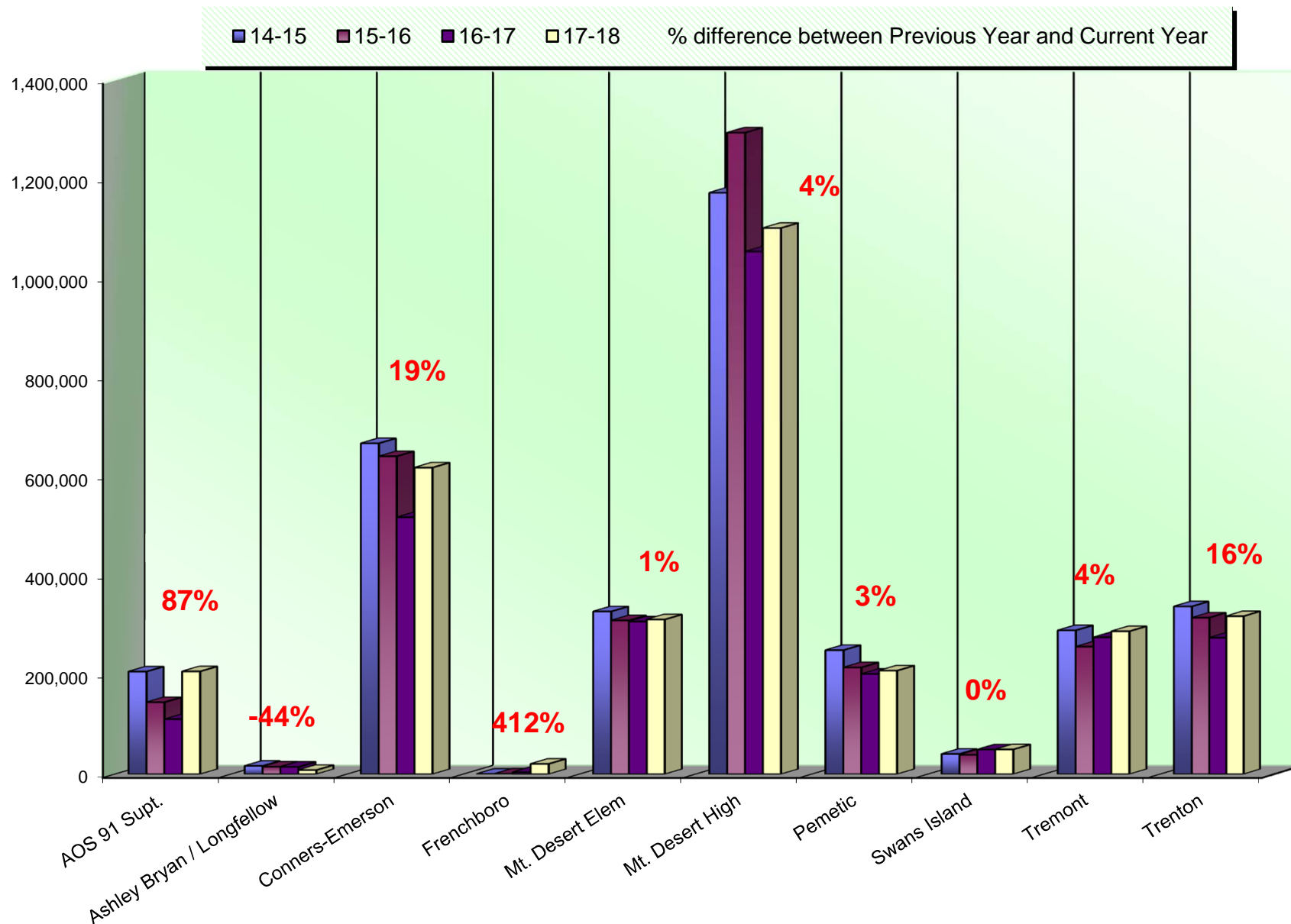
Previous

Next

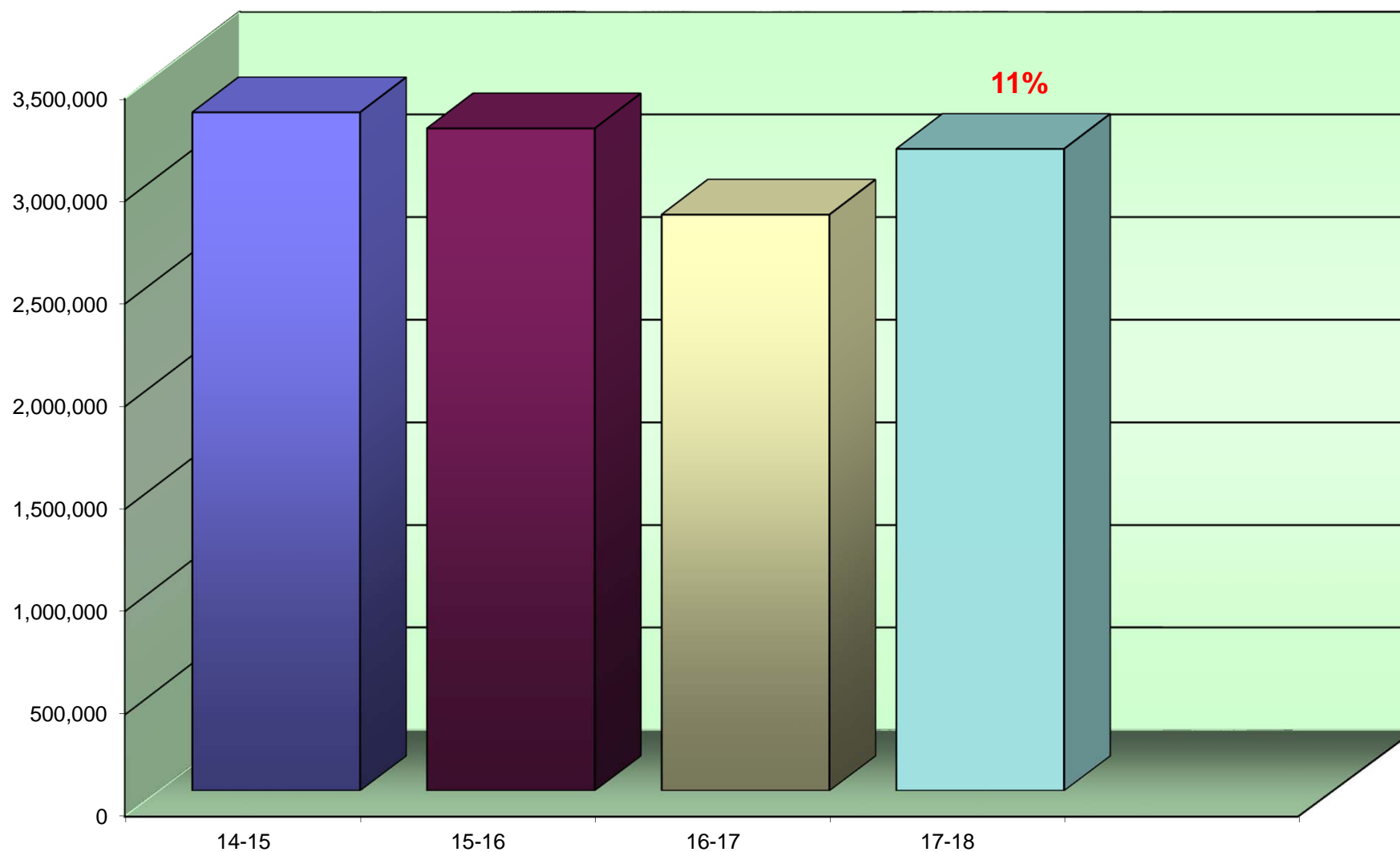
Request Service History

Close

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	206,898	\$7,180.78	0	\$0.00
Ashley Bryan School	11	514	\$22.01	47	\$2.00
Connors-Emerson School	356	616,864	\$20,803.72	1,733	\$58.44
Frenchboro Elementary School	3	20,839	\$888.72	6,946	\$296.24
Longfellow School	11	7,827	\$335.23	712	\$30.48
Mt. Desert Elementary School	181	311,303	\$10,553.73	1,720	\$58.31
Mt. Desert Island High School	543	1,101,163	\$34,334.79	2,028	\$63.23
Pemetic Elementary School	136	208,394	\$7,186.24	1,532	\$52.84
Swans Island Elementary School	34	49,853	\$1,729.21	1,466	\$50.86
Tremont Consolidated School	125	287,617	\$8,848.08	2,301	\$70.78
Trenton Elementary School	123	317,904	\$10,042.96	2,585	\$81.65
Totals	1,523	3,129,176	\$101,925.46	2,055	\$66.92

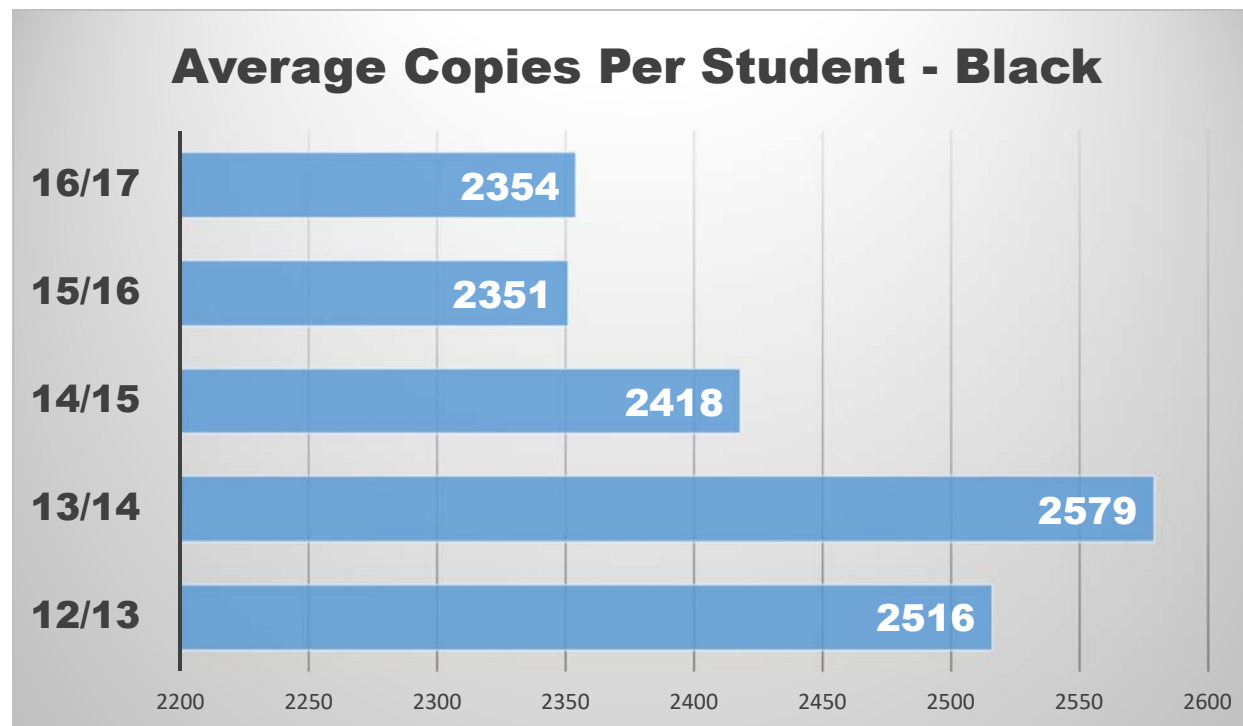
**Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black Only

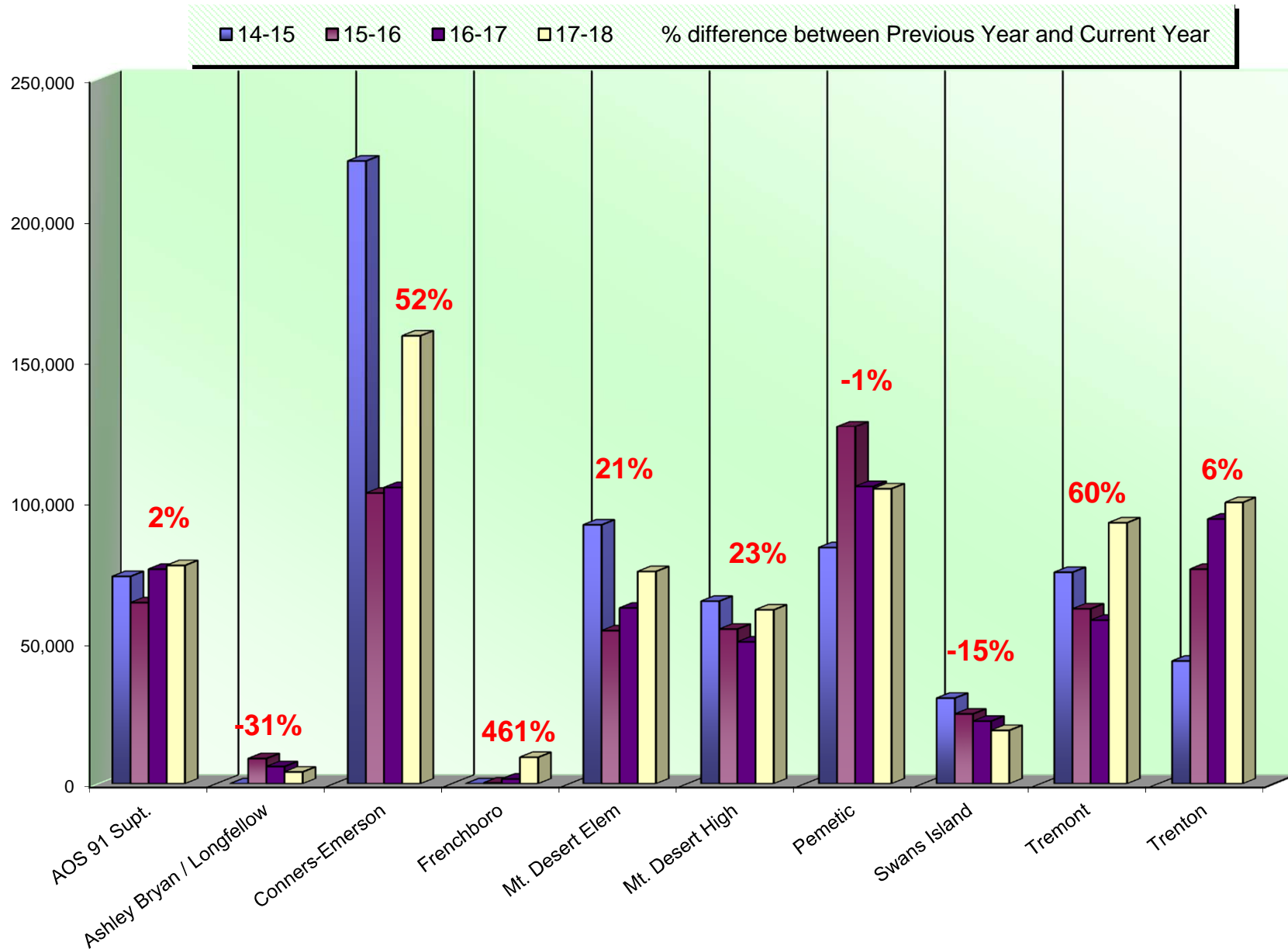
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	88,906	209,301,843	\$4,194,294.05	2,354	\$47.17

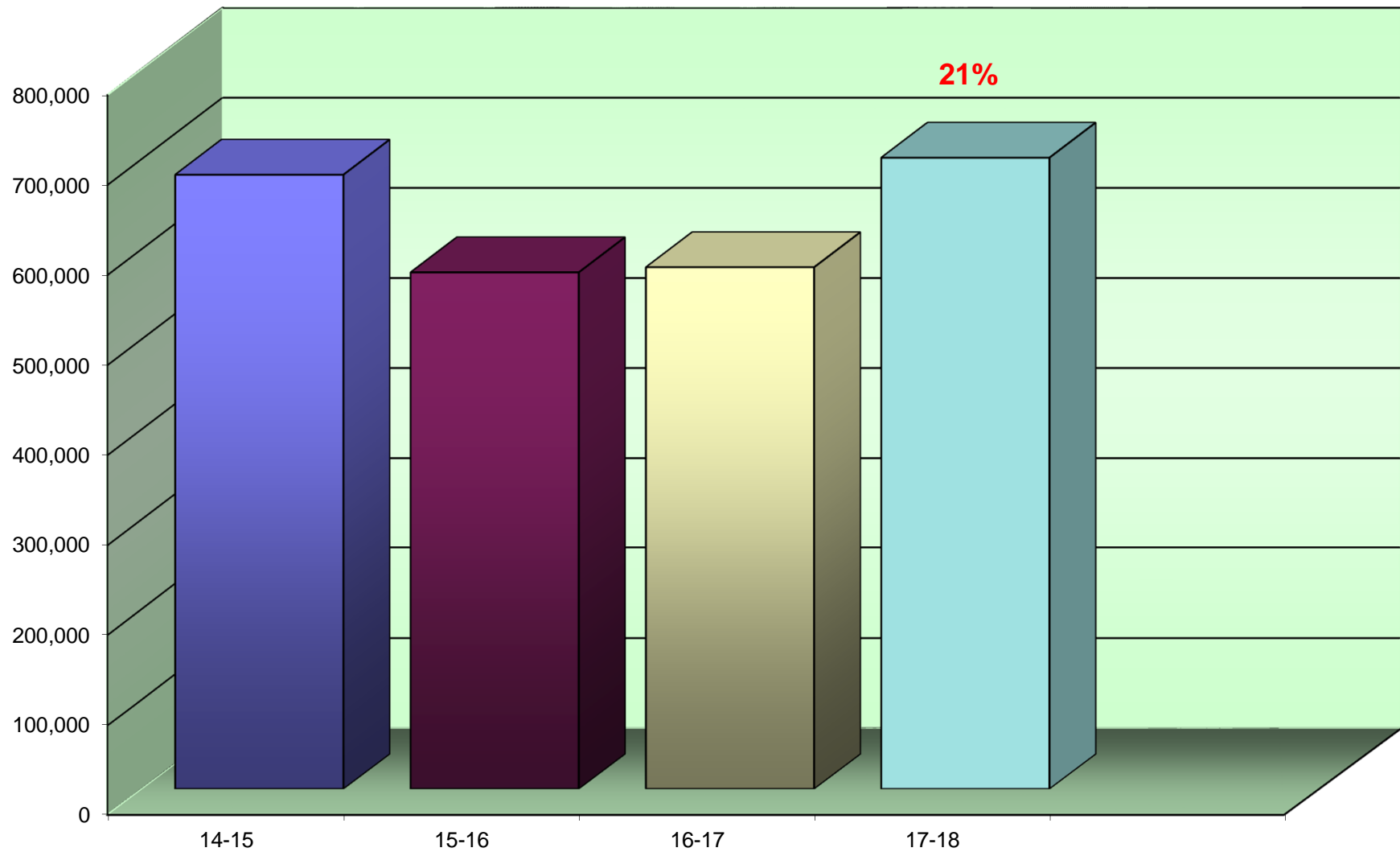
* Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment



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	77,256	\$4,415.26	0	\$0.00
Ashley Bryan School	11	142	\$13.21	13	\$1.20
Conners-Emerson School	356	158,832	\$8,116.82	446	\$22.80
Frenchboro Elementary School	3	9,378	\$872.44	3,126	\$290.81
Longfellow School	11	4,046	\$376.40	368	\$34.22
Mt. Desert Elementary School	181	75,103	\$4,584.89	415	\$25.33
Mt. Desert Island High School	543	61,533	\$4,865.22	113	\$8.96
Pemetic Elementary School	136	104,392	\$4,928.35	768	\$36.24
Swans Island Elementary School	34	18,886	\$1,231.54	555	\$36.22
Tremont Consolidated School	125	92,352	\$4,420.08	739	\$35.36
Trenton Elementary School	123	99,536	\$4,699.09	809	\$38.20
Totals	1,523	701,456	\$38,523.29	461	\$25.29

**Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report. Note: New STARDoc tool will flag the High Color Usage. See Page # 12 under new STARDoc features! Industry Ratios are 185 color prints per student per year! Also, please contact our SPC technical team to provide training to your staff.*

District Wide Black Totals **3,129,176** **\$19,371.06**

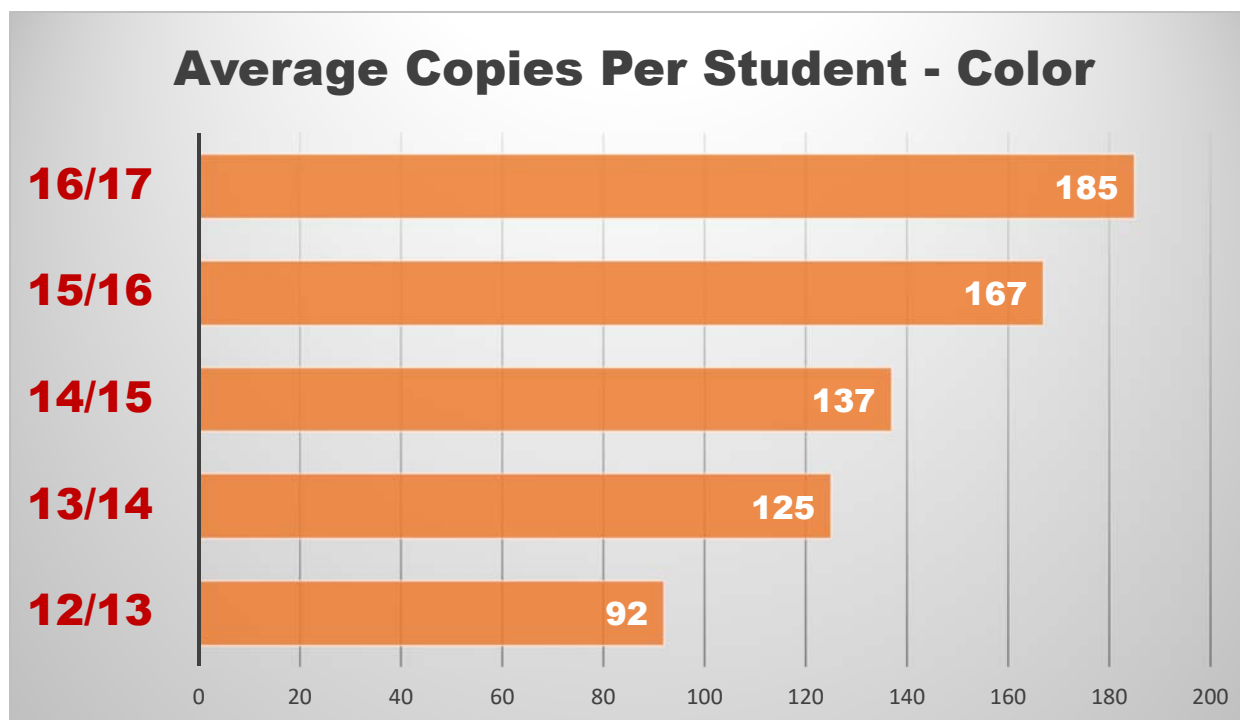
District Wide Color Totals **701,456** **\$37,471.90**

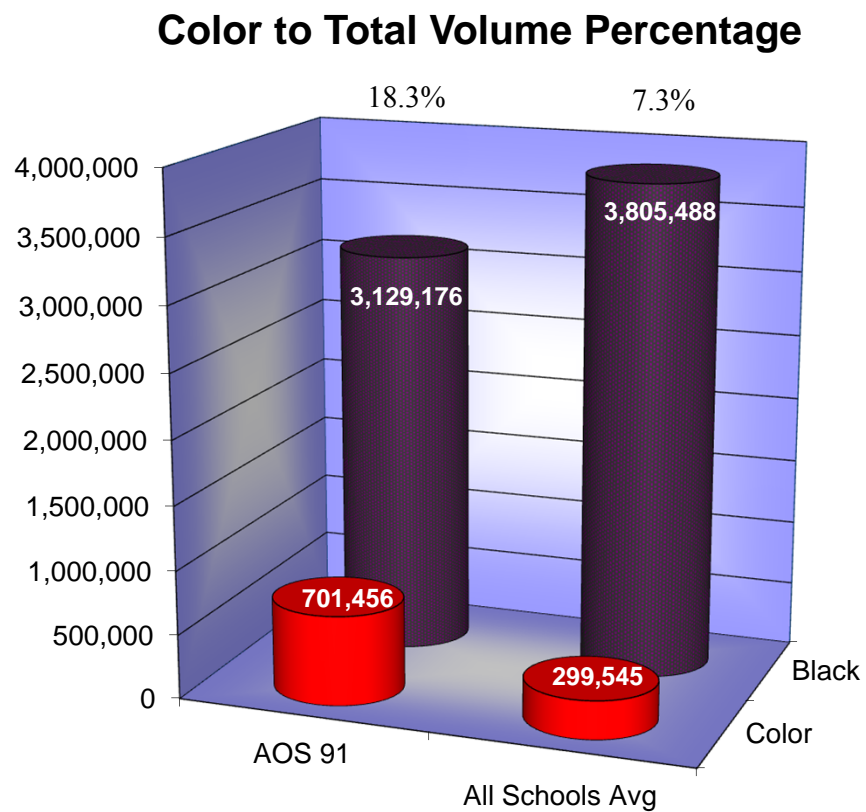
Cost Comparison – Color Only

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	88,906	16,474,996	\$820,060.24	185	\$9.22

* Total District Cost refers to the cost of Service and Supplies only; paper and equipment costs are calculated into the Black Comparison chart.





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 Serial Number / Vendor ID Life / Intro Date Vendor</i>				<i>Date of Last Upgrade: 8/2/2015</i>	
<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</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 RosettaTechno	0 0	0 0	0 0	\$0.010340 \$0.00 \$0.00000 \$0.00	None at this time.
<i>Check Printer</i>					
Ricoh SP3510dn / 30 PPM T315Q500330 / 750,000 / 06/2012 Black Network Printer RosettaTechno	52,978 0	80,668 0	27,690 0	\$0.010340 \$286.31 \$0.00000 \$0.00	None at this time.
<i>Conference Room</i>					
Ricoh 4210N / 37 PPM S5209501544 / 11641421 750,000 / 04/2009 Black Network Printer RICOH	19,313 0	19,741 0	428 0	\$0.020440 \$8.75 \$0.00000 \$0.00	9 years from Intro.

<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>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>		
AOS 91 DISTRICT OFFICE						
Copy Room						
Ricoh MP C5503 / 55 PPM E185M560939 / 13453293 3,000,000 / 07/2013 Color Photocopier RICOH	87,796 46,488	147,743 79,964	59,947 33,476	\$0.006210 \$372.27 \$0.04592 \$1,537.22	None at this time.	
Ricoh MPC5501 / 55 PPM V9615401178 / 12328737 3,000,000 / 11/2010 Color Photocopier RICOH	365,352 117,661	418,501 136,522	53,149 18,861	\$0.004250 \$225.88 \$0.05441 \$1,026.23	8 years from Intro.	
Ethel						
Ricoh SP3510dn / 30 PPM T315Q500332 / 750,000 / 06/2012 Black Network Printer RosettaTechno	27,418 0	46,043 0	18,625 0	\$0.010340 \$192.58 \$0.00000 \$0.00	None at this time.	
Main Office						
Ricoh SPC430DN / 37 PPM S9318501434 / 11641458 750,000 / 07/2010 Color Network Printer RICOH	46,961 75,896	51,733 86,676	4,772 10,780	\$0.020440 \$97.54 \$0.06948 \$748.99	8 years from Intro.	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
AOS 91 DISTRICT OFFICE					
Room 319					
Ricoh SP3510dn / 30 PPM	26,950	43,044	16,094	\$0.010340	None at this time.
T315Q500875 /				\$166.41	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RosettaTechno					
Room 319 MICR					
Ricoh SP3510dn / 30 PPM	29,015	44,911	15,896	\$0.010340	None at this time.
T315Q500868 /				\$164.36	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RosettaTechno					
Room 322					
Ricoh SP 4510DN / 42 PPM	2,561	5,918	3,357	\$0.016170	None at this time.
T574H900174 / 13453410				\$54.28	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Special Ed					
Ricoh SPC430DN / 37 PPM	19,788	22,388	2,600	\$0.020440	8 years from Intro.
S9318501432 / 13173521				\$53.14	
750,000 / 07/2010	51,636	57,228	5,592	\$0.06948	
Color Network Printer				\$388.53	
RICOH					

					Date of Last Upgrade: 8/2/2015
Make-Model / Speed					
Serial Number / Vendor ID			2017-18		
Life / Intro Date	7/1/2017	6/30/2018	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	Recommendations
AOS 91 DISTRICT OFFICE					
Special Education					
Ricoh SPC430DN / 37 PPM	16,274	20,614	4,340	\$0.020440	8 years from Intro.
S9318501553 / 13173520				\$88.71	
750,000 / 07/2010	61,412	69,959	8,547	\$0.06948	
Color Network Printer				\$593.85	
RICOH					
Subtotals Black			206,898	\$1,710.25	
Subtotals Color			77,256	\$4,294.82	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 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 W795P401428 / 13679081 750,000 / 05/2012 Color Laser MFP RICOH	15,148	15,662	514	\$0.016170 \$8.31	None at this time.
	8,924	9,066	142	\$0.09050 \$12.85	
<i>Subtotals Black</i>			514	\$8.31	
<i>Subtotals Color</i>			142	\$12.85	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i>			<i>Date of Last Upgrade: 8/2/2015</i>		
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
CONNERS-EMERSON SCHOOL					
Allen					
Ricoh SP 4510DN / 42 PPM T574HC00099 / 13678173 1,000,000 / 01/2015 Black Network Printer RICOH	1,403	2,126	723	\$0.016170 \$11.69 \$0.00000 \$0.00	None at this time.
Art Room					
Ricoh SPC430DN / 37 PPM S9318501486 / 13173519 750,000 / 07/2010 Color Network Printer RICOH	2,755	3,051	296	\$0.020440 \$6.05 \$0.06948 \$46.55	8 years from Intro.
Computer Lab					
Ricoh SPC430DN / 37 PPM S9318501835 / 13173525 750,000 / 07/2010 Color Network Printer RICOH	28,778	43,294	14,516	\$0.020440 \$296.71 \$0.06948 \$823.89	8 years from Intro.
Conners Office					
Ricoh MP C5503 / 55 PPM E185M560381 / 13452846 3,000,000 / 07/2013 Color Photocopier RICOH	211,030	314,984	103,954	\$0.006210 \$645.55 \$0.04592 \$2,390.46	None at this time.

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
CONNERS-EMERSON SCHOOL					
Conners Workroom					
Ricoh MP C6003 / 60 PPM	314,408	501,782	187,374	\$0.006210	None at this time.
E195M310152 / 13453230				\$1,163.59	
3,500,000 / 07/2013	42,450	96,239	53,789	\$0.04592	
Color Photocopier				\$2,469.99	
RICOH					
Emerson Teachers' Room					
Ricoh MP 7502 / 75 PPM	219,662	330,507	110,845	\$0.003930	None at this time.
W875L500187 / 13452752				\$435.62	
5,000,000 / 08/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
RICOH					
Gabel-Richards					
Ricoh SP 4510DN / 42 PPM	7,445	9,831	2,386	\$0.016170	None at this time.
T574H900708 / 13453402				\$38.58	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Guidance Hall					
Ricoh SPC430DN / 37 PPM	18,332	23,449	5,117	\$0.020440	8 years from Intro.
S9318600322 / 13173524				\$104.59	
750,000 / 07/2010	28,709	36,318	7,609	\$0.06948	
Color Network Printer				\$528.67	
RICOH					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</i>				
<i>Serial Number / Vendor ID</i>			<i>2017-18</i>		
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</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					
Office Hall					
Ricoh MP C5503 / 55 PPM	270,574	401,028	130,454	\$0.006210	None at this time.
E185M460584 / 13364618				\$810.12	
3,000,000 / 07/2013	51,211	78,666	27,455	\$0.04592	
Color Photocopier				\$1,260.73	
RICOH					
Principal's Office					
Ricoh SPC430DN / 37 PPM	30,308	32,441	2,133	\$0.020440	8 years from Intro.
S9318600452 / 13173523				\$43.60	
750,000 / 07/2010	62,425	67,819	5,394	\$0.06948	
Color Network Printer				\$374.78	
RICOH					
Room 26					
Ricoh SP 4510DN / 42 PPM	9,559	14,742	5,183	\$0.016170	None at this time.
T575H303207 / 13453416				\$83.81	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room 31					
Ricoh SP 4510DN / 42 PPM	11,560	19,956	8,396	\$0.016170	None at this time.
T575H303706 / 13678171				\$135.76	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/2/2015	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
CONNERS-EMERSON SCHOOL						
Room 32						
Ricoh SP 4510DN / 42 PPM T574H900271 / 13453403 1,000,000 / 01/2015 Black Network Printer RICOH	8,202 0	8,202 0	0 0	\$0.016170 \$0.00 \$0.00000 \$0.00	\$P q\$'wuci g="qxgtgunko cygf 'o gygt'rcuv'{ gct0	
Room 47 Café						
Ricoh SP 4510DN / 42 PPM T574H900364 / 13453408 1,000,000 / 01/2015 Black Network Printer RICOH	16,960 0	49,192 0	32,232 0	\$0.016170 \$521.19 \$0.00000 \$0.00	None at this time.	
Room 6						
Ricoh SP 4510DN / 42 PPM T574H900162 / 13453401 1,000,000 / 01/2015 Black Network Printer RICOH	3,300 0	5,401 0	2,101 0	\$0.016170 \$33.97 \$0.00000 \$0.00	None at this time.	
Room 74 Resource Office						
Ricoh SP 4510DN / 42 PPM T574H900278 / 13453404 1,000,000 / 01/2015 Black Network Printer RICOH	10,585 0	10,585 0	0 0	\$0.016170 \$0.00 \$0.00000 \$0.00	\$P q\$'wuci g="qxgtgunko cygf 'o gygt'rcuv'{ gct0	

Date of Last Upgrade: 8/2/2015					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
CONNERS-EMERSON SCHOOL					
Room 84					
Ricoh SP 4510DN / 42 PPM T574H800019 / 13453414 1,000,000 / 01/2015 Black Network Printer RICOH	1,820 0	2,429 0	609 0	\$0.016170 \$9.85 \$0.00000 \$0.00	None at this time.
Room E-10 Toole					
Ricoh SP 4510DN / 42 PPM T574H900075 / 13679520 1,000,000 / 01/2015 Black Network Printer RICOH	5,255 0	6,771 0	1,516 0	\$0.016170 \$24.51 \$0.00000 \$0.00	None at this time.
Room E-12 Hanna					
Ricoh SP 4510DN / 42 PPM T574H900380 / 13453400 1,000,000 / 01/2015 Black Network Printer RICOH	4,438 0	5,950 0	1,512 0	\$0.016170 \$24.45 \$0.00000 \$0.00	None at this time.
Room E-2					
Ricoh SP 4510DN / 42 PPM T575H303716 / 13678172 1,000,000 / 01/2015 Black Network Printer RICOH	4,603 0	5,985 0	1,382 0	\$0.016170 \$22.35 \$0.00000 \$0.00	None at this time.

Date of Last Upgrade: 8/2/2015					
Make-Model / Speed					
Serial Number / Vendor ID			2017-18		
Life / Intro Date	7/1/2017	6/30/2018	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
CONNERS-EMERSON SCHOOL					
Room E-3 Frels					
Ricoh SP 4510DN / 42 PPM	3,172	5,633	2,461	\$0.016170	None at this time.
T574H900295 / 13453407				\$39.79	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room E-4					
Ricoh SP 4510DN / 42 PPM	4,131	4,131	0	\$0.016170	Underused.
T574H900197 / 13679521				\$0.00	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room E-5					
Ricoh SP 4510DN / 42 PPM	2,812	3,156	344	\$0.016170	Underused.
T575H302601 / 13679519				\$5.56	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Room E-6					
Ricoh SP 4510DN / 42 PPM	7,255	8,513	1,258	\$0.016170	None at this time.
T574H900665 / 13453409				\$20.34	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor				Date of Last Upgrade: 8/2/2015	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
CONNERS-EMERSON SCHOOL					
Room E-7 Macko					
Ricoh SP 4510DN / 42 PPM T574H900200 / 13679518 1,000,000 / 01/2015 Black Network Printer RICOH	2,467 0	3,313 0	846 0	\$0.016170 \$13.68 \$0.00000 \$0.00	None at this time.
Room E-8					
Ricoh SP 4510DN / 42 PPM T574H800111 / 13453411 1,000,000 / 01/2015 Black Network Printer RICOH	5,409 0	5,409 0	0 0	\$0.016170 \$0.00 \$0.00000 \$0.00	\$P q\$'wuci g="qxgtguko cvgf "o gvgt "ruv">{ gct0
Room E9					
Ricoh SP 4510DN / 42 PPM T574H800231 / 13453413 1,000,000 / 01/2015 Black Network Printer RICOH	3,763 0	4,989 0	1,226 0	\$0.016170 \$19.82 \$0.00000 \$0.00	None at this time.
Work Room					
Ricoh SP 4510DN / 42 PPM T574H700103 / 13499791 1,000,000 / 01/2015 Black Network Printer RICOH	34 0	34 0	0 0	\$0.016170 \$0.00 \$0.00000 \$0.00	Not being used. Why?

<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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	<i>Recommendations</i>	
	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Annual Cost</i>		
CONNERS-EMERSON SCHOOL						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/2/2015	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
FRENCHBORO ELEMENTARY SCHOO						
Main Office						
Ricoh MP C305SPF / 31 PPM W795P401237 / 13679505 750,000 / 05/2012 Color Laser MFP RICOH	4,708	24,740	20,032	\$0.016170 \$323.92	None at this time.	
	1,965	11,343	9,378	\$0.09050 \$848.71		
Ricoh MP201 / 21 PPM W3058603399 / 13679511 500,000 / 02/2011 Black Laser MFP RICOH	371	813	442	\$0.007760 \$3.43	7 years from Intro. Underused.	
	0	0	0	\$0.00000 \$0.00		
Ricoh SP 4510DN / 42 PPM T574H900735 / 13453405 1,000,000 / 01/2015 Black Network Printer RICOH	81	446	365	\$0.016170 \$5.90	Unit moved from Frenchboro to MDES 9/2017	
	0	0	0	\$0.00000 \$0.00		
	Subtotals Black		20,839	\$333.25		
	Subtotals Color		9,378	\$848.71		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/2/2015	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
LONGFELLOW SCHOOL						
Main Office						
Ricoh SP 4510DN / 42 PPM T574H900376 / 13453398 1,000,000 / 01/2015 Black Network Printer RICOH	1,439 0	1,770 0	331 0	\$0.016170 \$5.35 \$0.000000 \$0.00	Underused.	
Office						
Ricoh MP C305SPF / 31 PPM W795P301186 / 13677790 750,000 / 05/2012 Color Laser MFP RICOH	0 0	7,496 4,046	7,496 4,046	\$0.016170 \$121.21 \$0.09050 \$366.16	None at this time.	
Subtotals Black			7,827	\$126.56		
Subtotals Color			4,046	\$366.16		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 8/2/2015	
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
MT. DESERT ELEMENTARY SCHOOL					
Computer Lab					
Ricoh SPC430DN / 37 PPM S9318501553 / 13173520 750,000 / 07/2010 Color Network Printer RICOH	15,230	16,274	1,044	\$0.020440 \$21.34	Moved to District Office 9/2017; not needed.
	60,314	61,412	1,098	\$0.06948	
				\$76.29	
Grade 4-6 Lobby					
Ricoh SPC430DN / 37 PPM S9318501348 / 13173518 750,000 / 07/2010 Color Network Printer RICOH	42,903	54,176	11,273	\$0.020440 \$230.42	8 years from Intro.
	70,807	93,666	22,859	\$0.06948	
				\$1,588.24	
Grade 7-8 Lobby					
Ricoh SPC430DN / 37 PPM S9309200447 / 13173522 750,000 / 07/2010 Color Network Printer RICOH	64,736	85,496	20,760	\$0.020440 \$424.33	8 years from Intro.
	85,002	103,955	18,953	\$0.06948	
				\$1,316.85	
Grades K-2 Lobby					
Ricoh MP 6054 / 60 PPM G195R140107 / 13453191 3,500,000 / 02/2015 Black Photocopier RICOH	206,521	285,216	78,695	\$0.005690 \$447.77	None at this time.
	0	0	0	\$0.00000	
				\$0.00	

<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>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
MT. DESERT ELEMENTARY SCHOOL						
IT Hot Swap						
Ricoh SP 4510DN / 42 PPM T574HC00225 / 13453399 1,000,000 / 01/2015 Black Network Printer RICOH	72 0	328 0	256 0	\$0.016170 \$4.14 \$0.00000 \$0.00	None at this time.	
Lab						
Ricoh SP 4510DN / 42 PPM T574H900735 / 13453405 1,000,000 / 01/2015 Black Network Printer RICOH	446 0	3,411 0	2,965 0	\$0.016170 \$47.94 \$0.00000 \$0.00	None at this time.	
Main Office						
Ricoh MP C5503 / 55 PPM E185M460583 / 13452756 3,000,000 / 07/2013 Color Photocopier RICOH	111,197 44,478	175,472 76,671	64,275 32,193	\$0.006210 \$399.15 \$0.04592 \$1,478.30	None at this time.	
Room 141 Kitchen Office						
Ricoh MP201 / 21 PPM W3019102251 / 12269087 500,000 / 02/2011 Black Laser MFP RICOH	52,105 0	53,569 0	1,464 0	\$0.007760 \$11.36 \$0.00000 \$0.00	7 years from Intro.	

<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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>		
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MT. DESERT ELEMENTARY SCHOOL					
<i>Teachers' Room</i>					
Ricoh MP 6054 / 60 PPM	246,863	377,434	130,571	\$0.005690	None at this time.
G195R140078 / 13453019				\$742.95	
3,500,000 / 02/2015	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
RICOH					
<i>Subtotals Black</i>			<i>311,303</i>	<i>\$2,329.41</i>	
<i>Subtotals Color</i>			<i>75,103</i>	<i>\$4,459.69</i>	

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 8/2/2015</i>
<i>Serial Number / Vendor ID</i>			<i>2017-18</i>		
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</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					
Adult Education					
Ricoh MPC4501 / 45 PPM V9515401361 / 12285459 1,000,000 / 11/2010 Color Photocopier RICOH	261,817 122,098	272,721 128,903	10,904 6,805	\$0.004250 \$46.34 \$0.05441 \$370.26	8 years from Intro.
Copy Room Up					
Ricoh MP 7502 / 75 PPM W875L500166 / 13452849 5,000,000 / 08/2012 Black Photocopier RICOH	711,123 0	1,013,726 0	302,603 0	\$0.003930 \$1,189.23 \$0.00000 \$0.00	None at this time.
Ricoh SP 8300DN / 50 PPM T425M310143 / 13679836 2,000,000 / 11/2012 Black Network Printer RICOH	62,163 0	75,820 0	13,657 0	\$0.010340 \$141.21 \$0.00000 \$0.00	None at this time.
Guidance Office					
Ricoh MP 5054 / 50 PPM G185R420121 / 13452966 2,000,000 / 02/2015 Black Photocopier RICOH	53,436 0	79,888 0	26,452 0	\$0.004760 \$125.91 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/2/2015	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MT. DESERT ISLAND HIGH SCHOOL						
Library						
Ricoh MP 5054 / 50 PPM G185R420170 / 13452753 2,000,000 / 02/2015 Black Photocopier RICOH	50,432 0	83,888 0	33,456 0	\$0.004760 \$159.25 \$0.00000 \$0.00	None at this time.	
Ricoh SP 8300DN / 50 PPM T425M510168 / 13679636 2,000,000 / 11/2012 Black Network Printer RICOH	155,918 0	228,350 0	72,432 0	\$0.010340 \$748.95 \$0.00000 \$0.00	None at this time.	
Main Office						
Ricoh MP 6054 / 60 PPM G195R440005 / 13452973 3,500,000 / 02/2015 Black Photocopier RICOH	198,568 0	241,804 0	43,236 0	\$0.005690 \$246.01 \$0.00000 \$0.00	None at this time.	
Ricoh MP C305SPF / 31 PPM W795P401290 / 13453362 750,000 / 05/2012 Color Laser MFP RICOH	7,859 32,440	10,560 43,509	2,701 11,069	\$0.016170 \$43.68 \$0.09050 \$1,001.74	None at this time.	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/2/2015	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MT. DESERT ISLAND HIGH SCHOOL						
Room 313						
Ricoh MP C305SPF / 31 PPM W795P301199 / 13677502 750,000 / 05/2012 Color Laser MFP RICOH	15,715 44,232	37,196 71,537	21,481 27,305	\$0.016170 \$347.35 \$0.09050 \$2,471.10	None at this time.	
Special Education						
Ricoh MPC5501 / 55 PPM V9615401171 / 12282753 3,000,000 / 11/2010 Color Photocopier RICOH	312,173 98,740	373,339 115,094	61,166 16,354	\$0.004250 \$259.96 \$0.05441 \$889.82	8 years from Intro.	
Teachers' Lunch Room						
Ricoh MP 7502 / 75 PPM W875L500190 / 13453166 5,000,000 / 08/2012 Black Photocopier RICOH	570,255 0	868,604 0	298,349 0	\$0.003930 \$1,172.51 \$0.00000 \$0.00	None at this time.	
Ricoh MP 7502 / 75 PPM W875L500050 / 13453161 5,000,000 / 08/2012 Black Photocopier RICOH	422,589 0	637,315 0	214,726 0	\$0.003930 \$843.87 \$0.00000 \$0.00	None at this time.	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</i>
	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 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	\$0.020440	8 years from Intro.
S9318501503 / 11641462				\$0.00	
750,000 / 07/2010	94,387	94,387	0	\$0.06948	
Color Network Printer				\$0.00	
RICOH					
		<i>Subtotals Black</i>	1,101,163	\$5,324.27	
		<i>Subtotals Color</i>	61,533	\$4,732.93	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
PEMETIC ELEMENTARY SCHOOL					
Computer Lab					
Ricoh SP 4510DN / 42 PPM T575H303218 / 13453412 1,000,000 / 01/2015 Black Network Printer RICOH	5,912 0	10,278 0	4,366 0	\$0.016170 \$70.60 \$0.00000 \$0.00	None at this time.
Copy Room 1st Floor					
Ricoh MP C6003 / 60 PPM E195M410080 / 13452772 3,500,000 / 07/2013 Color Photocopier RICOH	194,561 151,247	284,429 205,244	89,868 53,997	\$0.006210 \$558.08 \$0.04592 \$2,479.54	None at this time.
Copy Room 2nd Floor					
Ricoh MP C5503 / 55 PPM E185M460589 / 13452844 3,000,000 / 07/2013 Color Photocopier RICOH	144,325 80,651	224,310 131,046	79,985 50,395	\$0.006210 \$496.71 \$0.04592 \$2,314.14	None at this time.
ELK					
Ricoh SP 4510DN / 42 PPM T574H900728 / 13453406 1,000,000 / 01/2015 Black Network Printer RICOH	3,152 0	6,073 0	2,921 0	\$0.016170 \$47.23 \$0.00000 \$0.00	None at this time.

Make-Model / Speed				Date of Last Upgrade: 8/2/2015	
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
PEMETIC ELEMENTARY SCHOOL					
Main Office					
Ricoh SP 4510DN / 42 PPM	47,150	67,096	19,946	\$0.016170	None at this time.
T575H410654 / 13679523				\$322.53	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Ricoh SP 4510DN / 42 PPM	8,570	14,047	5,477	\$0.016170	None at this time.
T574H800118 / 13453415				\$88.56	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Reading Room					
Ricoh SP 4510DN / 42 PPM	13,146	18,977	5,831	\$0.016170	None at this time.
T574H700284 / 13679522				\$94.29	
1,000,000 / 01/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
RICOH					
Subtotals Black			208,394	\$1,678.00	
Subtotals Color			104,392	\$4,793.68	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor				Date of Last Upgrade: 8/2/2015	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
SWANS ISLAND ELEMENTARY SCHO					
Copy Room					
Ricoh MP 3554 / 35 PPM G165R130420 / 13679112 750,000 / 11/2014 Black Photocopier RICOH	64,100 0	88,805 0	24,705 0	\$0.007140 \$176.39 \$0.00000 \$0.00	None at this time.
Library					
Ricoh SPC430DN / 37 PPM S9318600420 / 13173526 750,000 / 07/2010 Color Network Printer RICOH	28,959 55,187	36,851 66,493	7,892 11,306	\$0.020440 \$161.31 \$0.06948 \$785.54	8 years from Intro.
Main Office					
Ricoh MPC300 / 32 PPM S7206000315 / 11641415 750,000 / 11/2011 Color Photocopier RICOH	61,810 66,835	79,066 74,415	17,256 7,580	\$0.004250 \$73.34 \$0.05441 \$412.43	7 years from Intro.
Subtotals Black			49,853	\$411.04	
Subtotals Color			18,886	\$1,197.97	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</i>
	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
TREMONT CONSOLIDATED SCHOOL					
Main Office					
Ricoh SPC431dn / 42 PPM S9458700350 / 13679506 1,000,000 / 07/2010 Color Network Printer RICOH	1,443 7,728	1,955 10,051	512 2,323	\$0.010340 \$5.29 \$0.07111 \$165.19	8 years from Intro.
Main Office Hall					
Ricoh MP 7502 / 75 PPM W875L500378 / 13452848 5,000,000 / 08/2012 Black Photocopier RICOH	453,495 0	678,950 0	225,455 0	\$0.003930 \$886.04 \$0.00000 \$0.00	None at this time.
Teachers' Room Hall					
Ricoh MP C4503 / 45 PPM E175M411585 / 13678971 1,000,000 / 07/2013 Color Photocopier RICOH	77,898 112,109	139,548 202,138	61,650 90,029	\$0.006210 \$382.85 \$0.04592 \$4,134.13	None at this time.
Subtotals Black			287,617	\$1,274.18	
Subtotals Color			92,352	\$4,299.32	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 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 RICOH	45,780 0	79,810 0	34,030 0	\$0.010340 \$351.87 \$0.00000 \$0.00	None at this time.
Hallway of Room 107					
Ricoh MP 5054 / 50 PPM G185R420126 / 13452755 2,000,000 / 02/2015 Black Photocopier RICOH	189,102 0	298,612 0	109,510 0	\$0.004760 \$521.27 \$0.00000 \$0.00	None at this time.
Main Office					
Ricoh MP C6003 / 60 PPM E195M510027 / 13452754 3,500,000 / 07/2013 Color Photocopier RICOH	82,438 169,589	129,013 269,125	46,575 99,536	\$0.006210 \$289.23 \$0.04592 \$4,570.69	None at this time.
Room 202					
Ricoh MP 7502 / 75 PPM W875L500376 / 13452847 5,000,000 / 08/2012 Black Photocopier RICOH	272,182 0	399,971 0	127,789 0	\$0.003930 \$502.21 \$0.00000 \$0.00	None at this time.

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
TRENTON ELEMENTARY SCHOOL						
			<i>Subtotals Black</i>	317,904	\$1,664.58	
			<i>Subtotals Color</i>	99,536	\$4,570.69	

<i>District Wide Black Totals</i>	3,129,176	\$19,371.06
<i>District Wide Color Totals</i>	701,456	\$37,471.90

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 2017-18 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
3,129,176	\$0.01450	\$45,373.05

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
3,129,176	\$0.00619	\$19,369.60	\$26,003.45	\$130,017.26

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$26,003.45 x 23 years as a Client

=\$598,079.41 Cost Savings!

*This CPC is an average of your copiers and printers together. Your copier cpc is substantially lower than this average.

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	206,898	\$1,757.96	\$1,026.63	\$4,396.19	\$7,180.78
Ashley Bryan School	514	\$8.54	\$2.55	\$10.92	\$22.01
Connors-Emerson School	616,864	\$4,635.65	\$3,060.88	\$13,107.19	\$20,803.72
Frenchboro Elementary School	20,839	\$342.53	\$103.40	\$442.79	\$888.72
Longfellow School	7,827	\$130.08	\$38.84	\$166.31	\$335.23
Mt. Desert Elementary School	311,303	\$2,394.44	\$1,544.69	\$6,614.60	\$10,553.73
Mt. Desert Island High School	1,101,163	\$5,473.20	\$5,463.97	\$23,397.62	\$34,334.79
Pemetic Elementary School	208,394	\$1,724.21	\$1,034.05	\$4,427.98	\$7,186.24
Swans Island Elementary School	49,853	\$422.55	\$247.37	\$1,059.28	\$1,729.21
Tremont Consolidated School	287,617	\$1,309.61	\$1,427.16	\$6,111.32	\$8,848.08
Trenton Elementary School	317,904	\$1,710.66	\$1,577.44	\$6,754.86	\$10,042.96
Total	3,129,176	\$19,909.44	\$15,526.97	\$66,489.05	\$101,925.46

SPC Equipment Bids:

Presently our bids are coming in between 14.77% to 20.87% of Retail while the current Salesman's Cost is 50% of Retail. For Example: An Konica Minolta BH 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 95 Copies per Minute with a Retail Cost of \$45,640 is coming in at \$7,342....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	77,256	\$4,415.26
Ashley Bryan School	142	\$13.21
Conners-Emerson School	158,832	\$8,116.82
Frenchboro Elementary School	9,378	\$872.44
Longfellow School	4,046	\$376.40
Mt. Desert Elementary School	75,103	\$4,584.89
Mt. Desert Island High School	61,533	\$4,865.22
Pemetic Elementary School	104,392	\$4,928.35
Swans Island Elementary School	18,886	\$1,231.54
Tremont Consolidated School	92,352	\$4,420.08
Trenton Elementary School	99,536	\$4,699.09
<i>Total</i>	701,456	\$38,523.29

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 2.8%.**

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Ricoh USA	Black Laser MFP	1,906	\$0.00776	\$14.79	\$0.00798	\$15.21
Ricoh USA	Black Network Printer	120,119	\$0.01034	\$1,242.03	\$0.01063	\$1,276.86
Ricoh USA	Black Network Printer	107,990	\$0.01617	\$1,746.20	\$0.01662	\$1,794.79
Ricoh USA	Black Network Printer	428	\$0.02044	\$8.75	\$0.02101	\$8.99
Ricoh USA	Black Photocopier	1,279,767	\$0.00393	\$5,029.48	\$0.00404	\$5,170.26
Ricoh USA	Black Photocopier	169,418	\$0.00476	\$806.43	\$0.00489	\$828.45
Ricoh USA	Black Photocopier	252,502	\$0.00569	\$1,436.74	\$0.00585	\$1,477.14
Ricoh USA	Black Photocopier	24,705	\$0.00714	\$176.39	\$0.00734	\$181.33
Ricoh USA	Color Laser MFP	52,224	\$0.01617	\$844.46	\$0.01662	\$867.96
Ricoh USA	Color Network Printer	512	\$0.01034	\$5.29	\$0.01063	\$5.44
Ricoh USA	Color Network Printer	74,743	\$0.02044	\$1,527.75	\$0.02101	\$1,570.35
Ricoh USA	Color Photocopier	142,475	\$0.00425	\$605.52	\$0.00437	\$622.62
Ricoh USA	Color Photocopier	824,082	\$0.00621	\$5,117.55	\$0.00638	\$5,257.64
Rosetta Technologies	Black Network Printer	78,305	\$0.01034	\$809.67	\$0.01063	\$832.38
Total		3,129,176	\$0.00619	\$19,371.06	\$0.00636	\$19,909.44

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 2.8%.**

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Ricoh USA	Color Laser MFP	51,940	\$0.09050	\$4,700.57	\$0.09303	\$4,831.98
Ricoh USA	Color Network Printer	104,666	\$0.06948	\$7,272.19	\$0.07143	\$7,476.29
Ricoh USA	Color Network Printer	2,323	\$0.07111	\$165.19	\$0.07310	\$169.81
Ricoh USA	Color Photocopier	492,927	\$0.04592	\$22,635.21	\$0.04721	\$23,271.08
Ricoh USA	Color Photocopier	49,600	\$0.05441	\$2,698.74	\$0.05593	\$2,774.13
Total		701,456	\$0.05342	\$37,471.90	\$0.05492	\$38,523.29

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	\$66,489.05
Remaining Payments	2

**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 MP C5503	E185M560939
AOS 91 District Office	Ricoh SP3510dn	T315Q500871
AOS 91 District Office	Ricoh SP3510dn	T315Q500330
AOS 91 District Office	Ricoh SP3510dn	T315Q500332
AOS 91 District Office	Ricoh SP3510dn	T315Q500875
AOS 91 District Office	Ricoh SP 4510DN	T574H900174
Ashley Bryan School	Ricoh MP C305SPF	W795P401428
Conners-Emerson School	Ricoh SP 4510DN	T575H302601
Conners-Emerson School	Ricoh SP 4510DN	T574H900708
Conners-Emerson School	Ricoh SP 4510DN	T574HC00099
Conners-Emerson School	Ricoh MP C5503	E185M560381
Conners-Emerson School	Ricoh SP 4510DN	T574H900075
Conners-Emerson School	Ricoh SP 4510DN	T574H900364
Conners-Emerson School	Ricoh SP 4510DN	T574H900162
Conners-Emerson School	Ricoh SP 4510DN	T574H900200
Conners-Emerson School	Ricoh SP 4510DN	T574H900271
Conners-Emerson School	Ricoh SP 4510DN	T574H900295
Conners-Emerson School	Ricoh SP 4510DN	T575H303207
Conners-Emerson School	Ricoh SP 4510DN	T575H303706
Conners-Emerson School	Ricoh SP 4510DN	T574H900665
Conners-Emerson School	Ricoh MP C5503	E185M460584
Conners-Emerson School	Ricoh SP 4510DN	T574H700103
Conners-Emerson School	Ricoh SP 4510DN	T574H900197
Conners-Emerson School	Ricoh SP 4510DN	T574H900380
Conners-Emerson School	Ricoh SP 4510DN	T574H800231

Building	Make/Model	Serial Number
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
Conners-Emerson School	Ricoh SP 4510DN	T574H800019
Conners-Emerson School	Ricoh MP C6003	E195M310152
Frenchboro Elementary School	Ricoh MP C305SPF	W795P401237
Frenchboro Elementary School	Ricoh MP201	W3058603399
Longfellow School	Ricoh MP C305SPF	W795P301186
Longfellow School	Ricoh SP 4510DN	T574H900376
Mt. Desert Elementary School	Ricoh MP 6054	G195R140078
Mt. Desert Elementary School	Ricoh MP 6054	G195R140107
Mt. Desert Elementary School	Ricoh SP 4510DN	T574H900735
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 C305SPF	W795P301199
Mt. Desert Island High School	Ricoh MP 6054	G195R440005
Mt. Desert Island High School	Ricoh MP 7502	W875L500190
Pemetic Elementary School	Ricoh SP 4510DN	T574H700284

Building	Make/Model	Serial Number
Pemetic Elementary School	Ricoh SP 4510DN	T575H303218
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 MP C6003	E195M410080
Pemetic Elementary School	Ricoh SP 4510DN	T575H410654
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 5054	G185R420126
Trenton Elementary School	Ricoh MP 7502	W875L500376
Trenton Elementary School	Ricoh MP C6003	E195M510027
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 SPC430DN	S9318501432
AOS 91 District Office	Ricoh 4210N	S5209501544
AOS 91 District Office	Ricoh SPC430DN	S9318501553
AOS 91 District Office	Ricoh MPC5501	V9615401178
Conners-Emerson School	Ricoh SPC430DN	S9318501835
Conners-Emerson School	Ricoh SPC430DN	S9318600322
Conners-Emerson School	Ricoh SPC430DN	S9318600452
Conners-Emerson School	Ricoh SPC430DN	S9318501486
Mt. Desert Elementary School	Ricoh SPC430DN	S9318501348
Mt. Desert Elementary School	Ricoh MP201	W3019102251
Mt. Desert Elementary School	Ricoh SPC430DN	S9309200447
Mt. Desert Island High School	Ricoh MPC5501	V9615401171
Mt. Desert Island High School	Ricoh SPC430DN	S9318501503
Mt. Desert Island High School	Ricoh MPC4501	V9515401361
Swans Island Elementary School	Ricoh MPC300	S7206000315
Swans Island Elementary School	Ricoh SPC430DN	S9318600420



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
Cindy Lambert	clambert@mdirss.org
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Dencie McEnroe	dmcenroe@mdirss.org
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*If you need to verify your password or if you need to add users, please contact Alex Webster at awebster@spccopypro.com



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 \$3.5 million for all of our clients.

That translates into Savings of more than \$17.2 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!