



*Specialized Purchasing Consultants*

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Gorham, NH 03581  
(800) 750-1538  
[www.spccopypro.com](http://www.spccopypro.com)

# 2011-12 Annual Report

## Year - End Photocopier Analysis

With projected costs for 2012-13

Jim Reny  
AOS 92 KVCS  
25 Messalonskee Avenue  
Waterville, ME 04901



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

October 2012

Skip Tilton  
President

Corporate Office:  
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Jim Reny  
AOS 92 KVCS  
25 Messalonskee Avenue  
Waterville, ME 04901

VISIT US ON THE WEB: Dear Jim:  
[www.spccopypro.com](http://www.spccopypro.com)

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *10 years*. Though each year seems to pose unique challenges, we are thrilled with all that we have been able to accomplish on behalf of our clients for the past *24 years*.

In these difficult economic times, our staff continues to be fully committed to assisting your organization in achieving goals and objectives relative to new technologies and related costs. In relation to new services, we are excited to bring to your attention *new cost-savings initiatives as well as a new service called SPC STAR Doc* that will continue to meet our mutual goal of improving the quality of service and equipment while reducing your overall cost.

I hope you find the enclosed annual report useful. We are providing you an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem now or could become a problem in the near future.

Thank you again for allowing SPC the opportunity to be of service. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton  
President

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## *Table of Contents*

The SPC Team .....	1
Equipment Health Status.....	3
Average Student to Copy Usage – Black Only.....	6
Average Student to Copy Usage – Color Only.....	10
Black & Color Usage Comparisons.....	9
Usage Profile for Service & Supplies .....	11
SPC Service & Supply Cost Savings.....	38
Projected Equipment Costs by Building - Black .....	39
Service & Supply Usage Profile by Vendor - Black.....	40
Projected Equipment Costs by Building - Color.....	41
Service & Supply Usage Profile by Vendor - Color.....	42
Reprographic Equipment Assessment .....	43
Leased Equipment.....	44
Owned Equipment .....	46
Active Reprographic Equipment & Manufacturers .....	48
Improved SPC Services .....	49
SPC’s Service & Supply Contract – Purpose & Sample .....	52
SPC’s Dual-Layered Warranty – Purpose & Explanation.....	53

## The SPC Team

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



**Skip Tilton, President**

**Billie Jo Tilton, Vice President**

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 117 clients (3200+ machines with 1.7 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



**Paul Garozzo**

*General Manager*

As General Manager my goal is ensure our clients are pleased with our services and also provide solutions that are efficient, productive and reduce cost. With my 23 years in the copier industry, I will use my experiences to achieve this goal. In addition, I will be utilizing our new SPC STARDoc system to further enhance SPC services. Clients will now have the benefit of visually seeing where all their devices are located and project future expenses. I could not be more excited to join the SPC team.

**Glen Fortier**

*Auditor, Electronic Specialist & Equipment Implementation*

With 24 years of experience in the electrical field, I look forward to continually meeting and helping all of you with your reprographic needs. It is my sincere commitment to ensure all machine changes are as smooth as possible.



**Derik Brasher**

*Administration & Finance Manager*

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

**Alex Webster**

*Director of Customer Relations*

It is a great pleasure for me to join the SPC team. One of my responsibilities will be creating detailed maps of your Copiers/Printers and will be assisting the team in monitoring all of your equipment. My background as a Network Technician and my experience in Customer Service will allow me to give our clients the level of service that they have come to expect from SPC. It is my personal goal to aid in fulfilling each and every promise made to our valued clients.



## *The SPC Team Continued....*



**Robert B. Dutil**

*Director of Information Technology*

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is

constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

**Rachel Guay**

*Accounting Coordinator*

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



**Pam Weed**

*Client-Vendor Relations*

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

clients and vendors to ensure smooth transitions or quick resolutions.

**Anne Arbore**

*Administration*

Since many of our clients are educational systems, I find it satisfying to know that my co-workers and I have made a contribution toward their success by assisting them in saving on their budgets for reprographic equipment, providing better quality equipment to work with and freeing their resources for other needs.



**Laura Lynch**

*Marketing Coordinator & Client Relations*

As a member of the SPC team for the past 12 years as their website designer, I am excited to take on this new position. Some of my responsibilities will include

scheduling essential meetings with our clients and vendors, creating new marketing collateral and developing new clients. I look forward to establishing a closer relationship with each of our clients.

## Equipment Health Status

<b>Total Number of Machines:</b>	<b>66</b>
<b>Total Black Photocopiers</b>	<b>38</b>
<b>Total Low Cost of Operation Black Network Printers</b>	<b>4</b>
<b>Total High-Speed Duplicators</b>	<b>0</b>
<b>Total Color Photocopiers (including MFP)</b>	<b>14</b>
<b>Total Low Cost of Operation Color Network Printers</b>	<b>9</b>
<b>Total Removed from Service:</b>	<b>1</b>
<b># of Units OFF Warranty:</b>	<b>0</b>
<b># of Units Approaching End of Warranty:</b>	<b>0</b>
<b># of Units Overused:</b>	<b>0</b>
<b># of Units Underused:</b>	<b>0</b>
<b># of Units Connected to Network with Print and/or Scan</b>	<b>61</b>
<b>Commencement Date:</b>	<b>6/1/2011</b>
<b># of Annual Payments Left on Lease</b>	<b>3</b>
<b>All Warranties and Service Contracts Expire:</b>	<b>6/30/2016</b>
<b>Print Management Software Loaded</b>	<b>Yes</b>
<b>LENP Contract Signed</b>	<b>Yes</b>

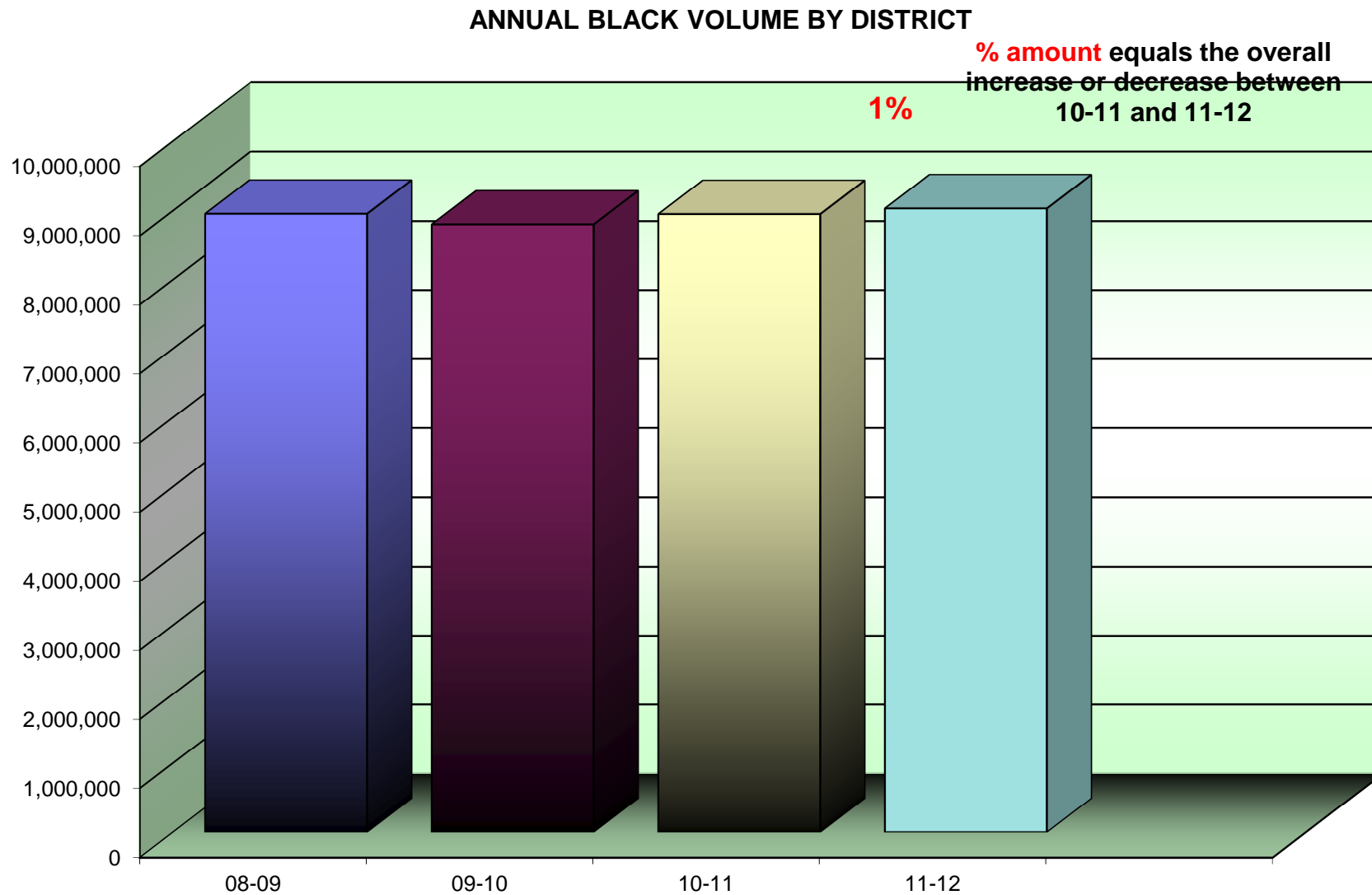
NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Jim,

- Your biggest concern is getting your color under control. I have flagged the locations that are your biggest concern. Your color ratios are nearly double the industry standard. But in some locations it actually dropped. You definitely could use SPC STARDoc!

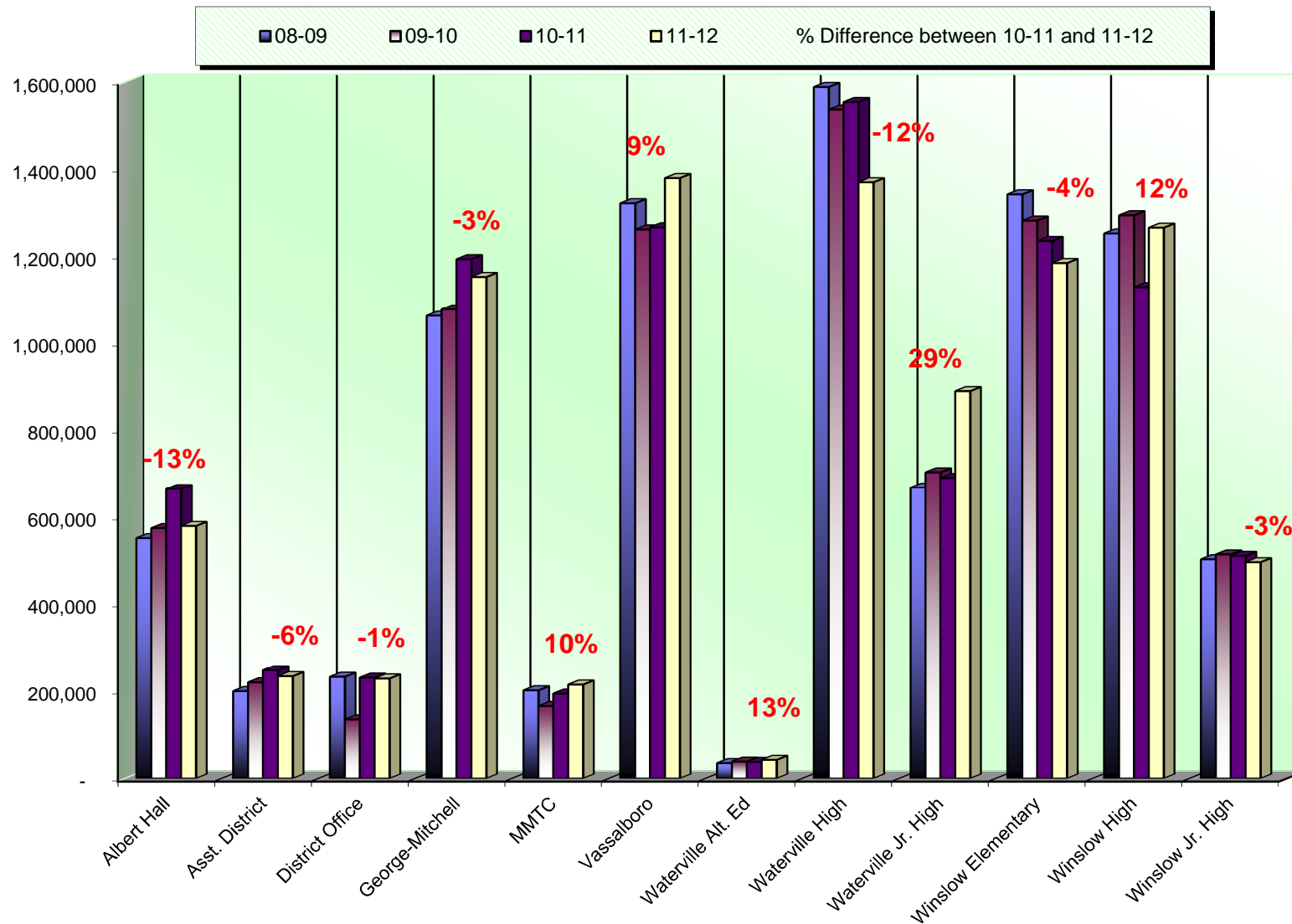
Skip

This report uses current trends for black volume to project future costs and potential equipment needs on an overall basis.



This report uses current trends for *black volume* to project future costs and potential equipment needs by building.

### ANNUAL BLACK VOLUME BY BUILDING





## 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>
Albert S. Hall School	266	579,322	\$10,551.84	2,178	\$38.42
AOS 92 Asst District Office	0	234,089	\$4,314.39	0	\$0.00
AOS 92 District Office	0	228,824	\$4,149.02	0	\$0.00
George J. Mitchell School	550	1,151,513	\$20,757.22	2,094	\$36.54
Mid-Maine Tech Ctr.	380	215,084	\$3,964.11	566	\$10.11
Vassalboro Community	548	1,379,141	\$25,495.43	2,517	\$45.08
Waterville Alt. Ed.	26	42,403	\$786.54	1,631	\$29.32
Waterville High	651	1,369,504	\$24,946.14	2,104	\$37.11
Waterville Junior High	430	888,504	\$16,375.60	2,066	\$36.90
Winslow Elementary	546	1,182,996	\$21,544.52	2,167	\$38.22
Winslow High	475	1,264,847	\$22,900.55	2,663	\$46.69
Winslow Junior High	329	496,251	\$9,080.44	1,508	\$26.74
<b>Totals</b>	<b>4,201</b>	<b>9,032,478</b>	<b>\$164,865.78</b>	<b>2,150</b>	<b>\$38.01</b>

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

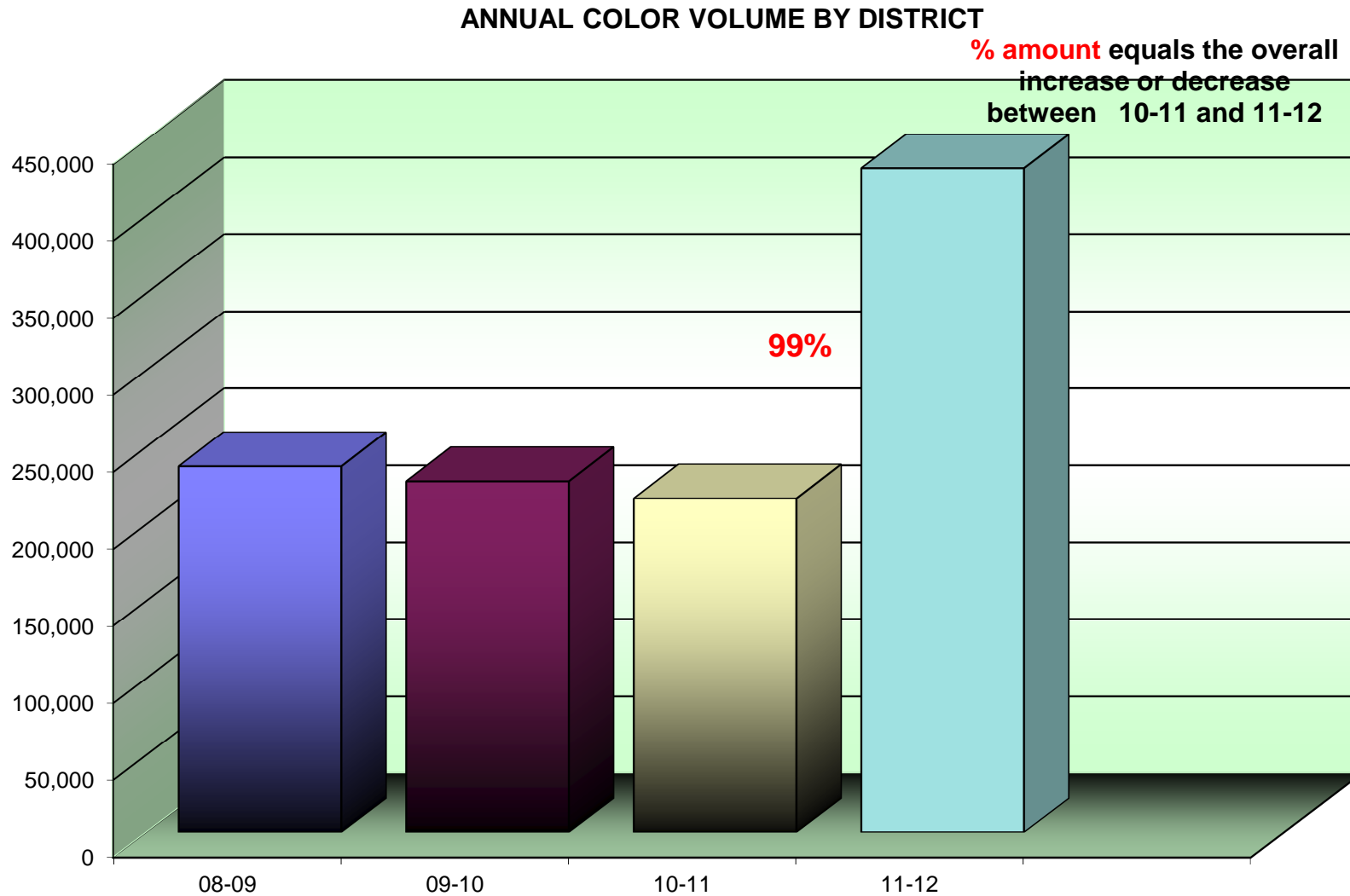
## Cost Comparison Black Only

This is an SPC Comparison contrasting your district with 84 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.

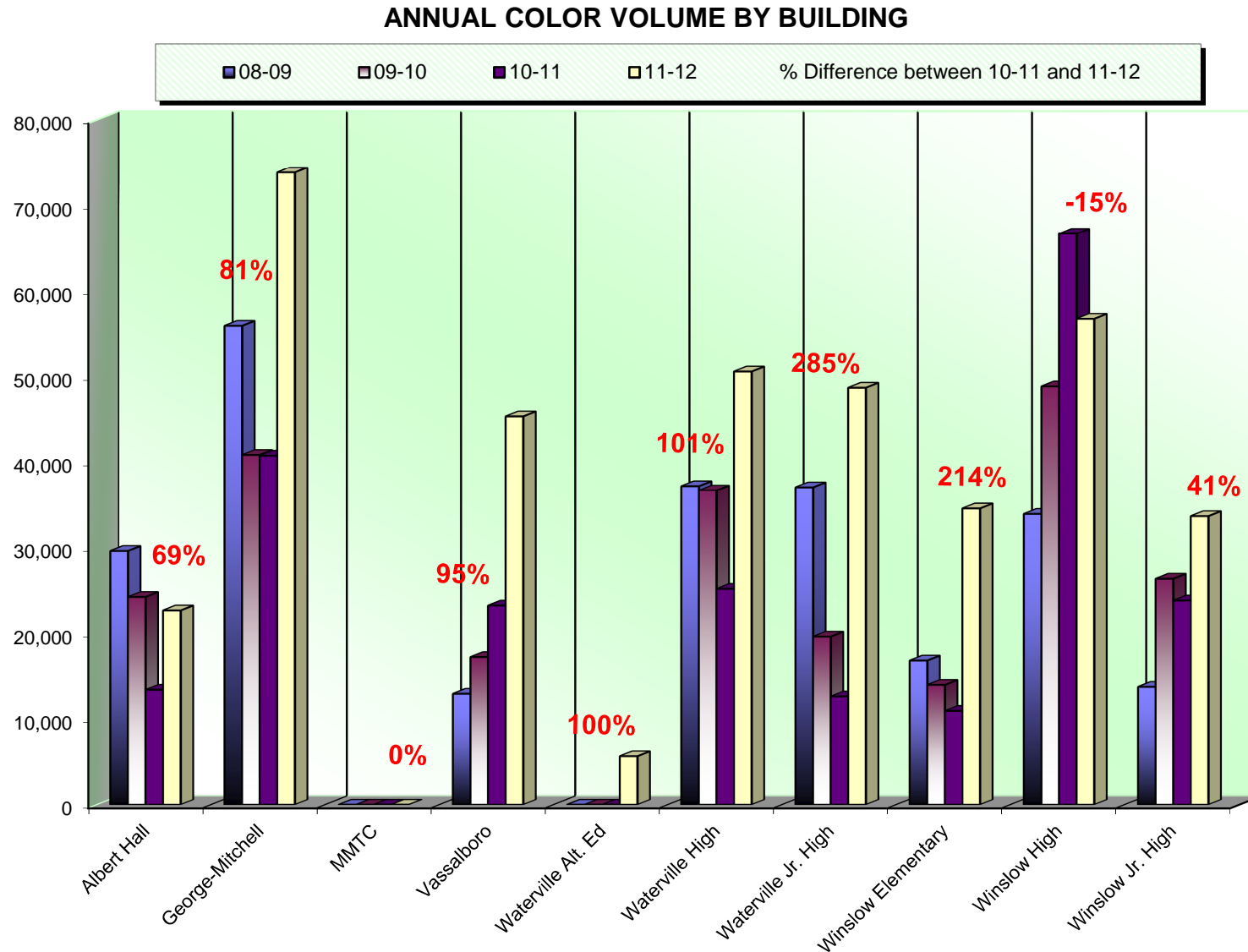
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
<b>All Schools w/student populations</b>	<b>131,784</b>	<b>307,171,835</b>	<b>\$5,571,341.44</b>	<b>2,331</b>	<b>\$42.28</b>

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

This report uses current trends for color volume to project future costs and potential equipment needs on an overall basis.



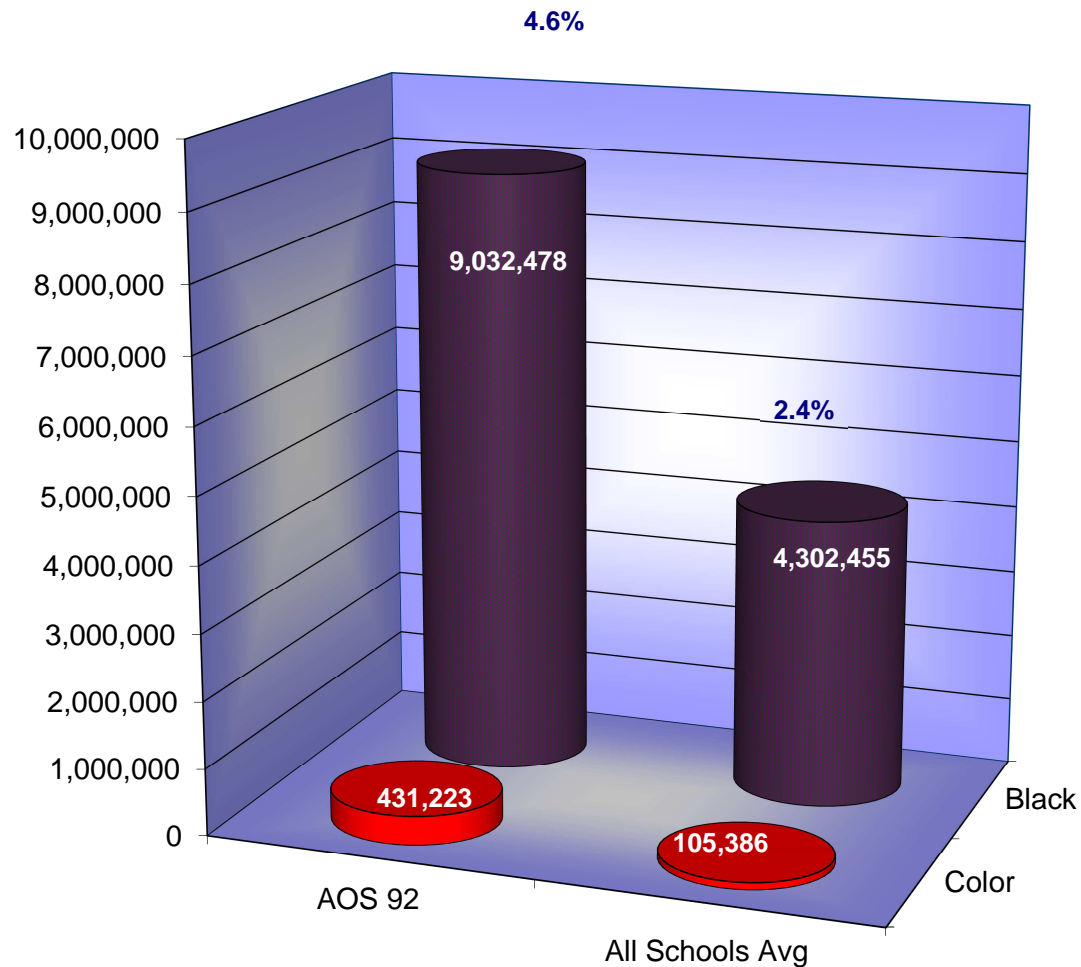
This report uses current trends for color volume to project future costs and potential equipment needs by building.



## Black & Color Usage Comparisons

This chart compares your current usage ratios to the average of all SPC client school districts.

### CURRENT BLACK & COLOR USAGE COMPARISONS



## 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>
Albert S. Hall School	266	22,700	\$1,250.13	85	\$4.70
AOS 92 Asst District Office	0	34,819	\$1,917.55	0	\$0.00
AOS 92 District Office	0	24,351	\$1,365.17	0	\$0.00
George J. Mitchell School	550	73,839	\$4,139.56	134	\$7.53
Mid-Maine Tech Ctr.	380	0	\$0.00	0	\$0.00
Vassalboro Community	548	45,419	\$2,941.04	83	\$5.37
Waterville Alt. Ed.	26	5,657	\$535.50	218	\$20.60
Waterville High	651	50,608	\$2,908.40	78	\$4.47
Waterville Junior High	430	48,734	\$2,732.13	113	\$6.35
Winslow Elementary	546	34,596	\$1,939.52	63	\$3.55
Winslow High	475	56,796	\$4,275.82	120	\$9.00
Winslow Junior High	329	33,704	\$3,046.59	102	\$9.26
<b>Totals</b>	<b>4,201</b>	<b>431,223</b>	<b>\$27,051.42</b>	<b>103</b>	<b>\$6.44</b>

\*Total School Cost refers to the cost of Service, Supplies, and Paper; Equipment Lease costs are not figured into color averages.

## Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 84 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>
<b>All Schools w/student populations</b>	<b>131,784</b>	<b>7,377,029</b>	<b>\$486,775.63</b>	<b>56</b>	<b>\$3.69</b>

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

## 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.

*Date of Last Upgrade: 6/1/2011*

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Albert S. Hall School</b>							
<b>Ground Floor</b>							
Toshiba E-603T 60 CPM	160,870	220,160	59,290	150,000	-90,710	\$0.003900	<b>None at this time.</b>
CQJ828043 / 2383						\$231.23	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Hall 2nd Floor</b>							
Toshiba E-Studio 655 65 CPM	0	193,144	193,144	203,829	-10,685	\$0.003900	<b>None at this time.</b>
CCL015360 / 2278						\$753.26	
3,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Hall by Office</b>							
Toshiba E-Studio 755 75 CPM	0	305,797	305,797	259,187	46,610	\$0.003500	<b>None at this time.</b>
CDL012761 / 2275						\$1,070.29	
4,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							

## AOS 92 KVCS

*Date of Last Upgrade: 6/1/2011*

*Make-Model / Speed*

*Serial Number / Vendor ID*

*Life / Intro Date*

Connectivity / Printer Exp Date

**Vendor**

**7/1/2011**  
***Meter***

**6/30/2012**  
***Meter***

**2011/12  
Annual  
Volume**

**2012/13  
Projected  
Volume**

### Volume Difference

*Cost/Copy*

### Annual Cost

## *t Recommendations*

# Albert S. Hall School

**Main Office**

Toshiba E-2830c 35 CPM

0

21,091

21,091

2,336

18,755

\$0.003900

**None at this time.**

CXC130819 / 2282

\$82.25

750,000 / 05/2008

0

22,700

22,700

24,262

-1,562

\$0.04995

## Color Photocopier

\$1,133.87

Connected

## A-COPI

**Subtotals B&W**

**579,322**

**615,352**

**\$2,137.04**

### Subtotals Color

**22,700**

**24,262**

**\$1,133.87**

## AOS 92 KVCS

*Date of Last Upgrade: 6/1/2011*

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>2011/12</i>	<i>2012/13</i>	<i>Volume</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2011</i>	<i>6/30/2012</i>	<i>Annual</i>	<i>Projected</i>	<i>Difference</i>	<i>Annual Cost</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Volume</i>			
<b>AOS 92 Asst District Office</b>							
<b>Main Office</b>							
Toshiba E-5520c 55 CPM Black & Color	0	234,089	234,089	157,789	76,300	\$0.003900	<b>Massive Color Increase!</b>
CSB121360 / 2269						\$912.95	
3,000,000 / 10/2008	0	34,819	34,819	6,719	28,100	\$0.04995	
Color Photocopier						\$1,739.21	
Connected							
<b>A-COPI</b>							
	<b>Subtotals B&amp;W</b>		<b>234,089</b>	<b>157,789</b>		<b>\$912.95</b>	
	<b>Subtotals Color</b>		<b>34,819</b>	<b>6,719</b>		<b>\$1,739.21</b>	



# AOS 92 KVCS

Date of Last Upgrade: 6/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>AOS 92 District Office</b>							
<b>Job Club</b>							
Toshiba E-452 45 CPM	628,620	648,118	19,498	15,589	3,909	\$0.003900	<b>None at this time.</b>
CIH620187 / 0828						\$76.04	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Main Office</b>							
Toshiba E-4520c 45 CPM Black & Color	0	5,690	5,690	5,058	632	\$0.003900	<b>None at this time.</b>
CAA124208 / 2301						\$22.19	
1,000,000 / 05/2008	0	24,351	24,351	23,719	632	\$0.04995	
Color Photocopier						\$1,216.33	
Connected							
<b>A-COPI</b>							
Toshiba E-Studio 755 75 CPM	0	166,657	166,657	183,802	-17,145	\$0.003500	<b>None at this time.</b>
CDL012710 / 2274						\$583.30	
4,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							

## AOS 92 KVCS

*Date of Last Upgrade: 6/1/2011*

***Make-Model / Speed***

Serial Number / Vendor ID

*Life / Intro Date*

Connectivity / Printer Exp Date

**Vendor**

**7/1/2011**  
***Meter***

**6/30/2012**  
***Meter***

**2011/12  
Annual  
Volume**

**2012/13  
Projected  
Volume**

## Volume Difference

*Cost/Copy*

### Annual Cost Recommendations

## AOS 92 District Office

## Transportation

Toshiba E-453 45 CPM

197,935

234,914

36,979

37,276

-297

\$0.003900

**None at this time.**

CII848769 / 2397

\$144.22

1,000,000 / 01/2008

0

0

0

0

0

\$0.00000

## Black Photocopier

\$0.00

Connected

## A-COPI

**Subtotals B&W**

**228,824**

**241,725**

**\$825.75**

### Subtotals Color

**24,351**

**23,719**

**\$1,216.33**

*Date of Last Upgrade: 6/1/2011*

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>George J. Mitchell School</b>							
<b>Hall by Office</b>							
Toshiba E-Studio 755 75 CPM	0	323,964	323,964	321,588	2,376	\$0.003500	<b>None at this time.</b>
CDL012771 / 2286						\$1,133.87	
4,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
Toshiba E-Studio 755 75 CPM	0	436,802	436,802	490,525	-53,723	\$0.003500	<b>None at this time.</b>
CDL012767 / 2277						\$1,528.81	
4,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							

## AOS 92 KVCS

*Date of Last Upgrade: 6/1/2011*

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
George J. Mitchell School											
Main Office											
Toshiba E-2830c 35 CPM					0	15,474	15,474	2,620	12,854	\$0.003900	High Color Volume
CXC130916 / 2281										\$60.35	
750,000 / 05/2008					0	73,839	73,839	40,865	32,974	\$0.04995	
Color Photocopier										\$3,688.26	
Connected											
A-COPI											
Toshiba E-Studio 755 75 CPM					0	375,273	375,273	347,518	27,755	\$0.003500	None at this time.
CDL012765 / 2291										\$1,313.46	
4,000,000 / 06/2009					0	0	0	0	0	\$0.00000	
Black Photocopier										\$0.00	
Connected											
A-COPI											
					Subtotals B&W		1,151,513	1,162,251		\$4,036.49	
					Subtotals Color		73,839	40,865		\$3,688.26	

*Date of Last Upgrade: 6/1/2011*

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Mid-Maine Tech Ctr.</b>							
<b>Early Child Development</b>							
Toshiba E-452 45 CPM	386,005	405,208	19,203	17,715	1,488	\$0.003900	<b>None at this time.</b>
CID616766 / 1434						\$74.89	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Main Office</b>							
Toshiba E-Studio 655 65 CPM	0	195,881	195,881	207,287	-11,406	\$0.003900	<b>None at this time.</b>
CCL015329 / 2284						\$763.94	
3,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
	<b>Subtotals B&amp;W</b>		<b>215,084</b>	<b>225,002</b>		<b>\$838.83</b>	
	<b>Subtotals Color</b>		<b>0</b>	<b>0</b>		<b>\$0.00</b>	

Date of Last Upgrade: 6/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Vassalboro Community</b>							
<b>3rd-5th Grade Wing</b>							
Lexmark T650dn 45 CPM	0	24,803	24,803	11,316	13,487	\$0.004900	<b>None at this time.</b>
S794T9NR / 2348						\$121.53	
1,000,000 / 10/2008	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Not Connected							
<b>A-COPI</b>							
<b>6th-7th Grade Wing</b>							
Lexmark T650dn 45 CPM	0	19,520	19,520	20,933	-1,413	\$0.004900	<b>None at this time.</b>
S794T84R / 2329						\$95.65	
1,000,000 / 10/2008	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Computer Lab</b>							
Xerox 8560MFP 30 CPM Black & Color	20,484	23,416	2,932	4,467	-1,535	\$0.004900	<b>None at this time.</b>
CXF333772 /						\$14.37	
750,000 / 02/2007	12,692	22,919	10,227	14,720	-4,493	\$0.08769	
Color Photocopier						\$896.81	
Connected 6/30/2016							
<b>VARY</b>							

Date of Last Upgrade: 6/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Vassalboro Community</b>							
<b><i>K-2 Wing Hall</i></b>							
Lexmark T650dn 45 CPM	0	8,921	8,921	18,317	-9,396	\$0.004900	<b>None at this time.</b>
S794T84D / 2323						\$43.71	
1,000,000 / 10/2008	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>A-COPI</b>							
<b><i>Library</i></b>							
Toshiba E-603T 60 CPM	727,973	968,120	240,147	279,827	-39,680	\$0.003900	<b>None at this time.</b>
CQB824835 / 2376						\$936.57	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							

Date of Last Upgrade: 6/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Vassalboro Community</b>							
<b>Main Office</b>							
Toshiba E-4520c 45 CPM Black & Color	0	43,320	43,320	6,533	36,787	\$0.003900	<b>None at this time.</b>
CAA124227 / 2300						\$168.95	
1,000,000 / 05/2008	0	35,192	35,192	52,700	-17,508	\$0.04995	
Color Photocopier						\$1,757.84	
Not Connected							
<b>A-COPI</b>							
Toshiba E-Studio 655 65 CPM	0	286,335	286,335	249,235	37,100	\$0.003900	<b>None at this time.</b>
CCL015335 / 2289						\$1,116.71	
3,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Spanish Lab Room 203</b>							
Ricoh MP5500 55 CPM	600,763	793,468	192,705	203,114	-10,409	\$0.003900	<b>None at this time.</b>
L7785000233 / 2657						\$751.55	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>A-COPI</b>							



Date of Last Upgrade: 6/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Vassalboro Community</b>							
<b>Teachers' Room</b>							
Toshiba E-Studio 655 65 CPM	0	457,965	457,965	471,055	-13,090	\$0.003900	<b>None at this time.</b>
CCL015359 / 2295						\$1,786.06	
3,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Work Room Lower Level</b>							
Lexmark T650dn 45 CPM	0	19,433	19,433	16,422	3,011	\$0.004900	<b>None at this time.</b>
S794T87T / 2321						\$95.22	
1,000,000 / 10/2008	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>A-COPI</b>							
Ricoh MP5500 55 CPM	801,529	884,589	83,060	64,050	19,010	\$0.003900	<b>None at this time.</b>
L7785100220 / AC3644						\$323.93	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Subtotals B&amp;W</b>			<b>1,379,141</b>	<b>1,345,269</b>		<b>\$5,454.26</b>	
<b>Subtotals Color</b>			<b>45,419</b>	<b>67,420</b>		<b>\$2,654.65</b>	

*Date of Last Upgrade: 6/1/2011*

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Waterville Alt. Ed.</b>							
<b>Main Office</b>							
Toshiba E-523T 52 CPM	210,493	247,969	37,476	42,416	-4,940	\$0.003900	<b>None at this time.</b>
CIA839343 / 2378						\$146.16	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Teachers' Lounge</b>							
Xerox 8560DN 30 CPM Black & Color	80,299	85,226	4,927	0	4,927	\$0.004900	<b>None at this time.</b>
FBT073282 /						\$24.14	
750,000 / 02/2007	49,436	55,093	5,657	0	5,657	\$0.08769	
Color Network Printer						\$496.06	
Connected 6/30/2016							
<b>VARY</b>							
	<b>Subtotals B&amp;W</b>		<b>42,403</b>	<b>42,416</b>		<b>\$170.30</b>	
	<b>Subtotals Color</b>		<b>5,657</b>	<b>0</b>		<b>\$496.06</b>	

Date of Last Upgrade: 6/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Waterville High</b>							
<b>Adult Ed Room 111</b>							
Toshiba E-523T 52 CPM	222,898	292,891	69,993	97,463	-27,470	\$0.003900	<b>None at this time.</b>
CZK832557 / 2377						\$272.97	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Athletics Department</b>							
Xerox 8560DN 30 CPM Black & Color	13,342	14,743	1,401	0	1,401	\$0.004900	<b>None at this time.</b>
FBT177480 /						\$6.86	
750,000 / 02/2007	41,495	43,340	1,845	0	1,845	\$0.08769	
Color Network Printer						\$161.79	
Connected 6/30/2016							
<b>VARY</b>							
<b>Guidance Office</b>							
Toshiba E-Studio 655 65 CPM	0	157,586	157,586	211,294	-53,708	\$0.003900	<b>None at this time.</b>
CCL015403 / 2296						\$614.59	
3,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							

*Date of Last Upgrade: 6/1/2011*

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Waterville High</b>							
<b>Main Office</b>							
Toshiba E-Studio 855	0	260,190	260,190	50,000	210,190	\$0.003500	<b>None at this time.</b>
CEL013159 / 2290						\$910.67	
5,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Media Center</b>							
Toshiba E-Studio 855	0	412,545	412,545	453,383	-40,838	\$0.003500	<b>None at this time.</b>
CEL013155 / 2276						\$1,443.91	
5,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Teachers' Lounge</b>							
Toshiba E-5520c 55 CPM Black & Color	0	418,619	418,619	137,891	280,728	\$0.003900	<b>High Color Usage!</b>
CSB121327 / 2265						\$1,632.61	
3,000,000 / 10/2008	0	48,763	48,763	36,733	12,030	\$0.04995	
Color Photocopier						\$2,435.71	
Connected							
<b>A-COPI</b>							

		2011/12	2012/13			
7/1/2011	6/30/2012	Annual	Projected	Volume	Cost/Copy	
Meter	Meter	Volume	Volume	Difference	Annual Cost	Recommendations

## A-COPI

0	49,170	49,170	387,394	-338,224	\$0.003500	<b>None at this time.</b>
					\$172.10	
0	0	0	0	0	\$0.000000	
					\$0.00	

<b>Subtotals Color</b>	<b>50,608</b>	<b>36,733</b>	<b>\$2,597.50</b>
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Date of Last Upgrade: 6/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Waterville Junior High</b>							
<b>Main Office</b>							
Toshiba E-5520c 55 CPM Black & Color	0	174,385	174,385	130,661	43,724	\$0.003900	<b>Color Doubled!.</b>
CSB121335 / 2215						\$680.10	
3,000,000 / 10/2008	0	48,734	48,734	19,576	29,158	\$0.04995	
Color Photocopier						\$2,434.26	
Connected							
<b>A-COPI</b>							
<b>Teachers' Lounge</b>							
Toshiba E-Studio 655 65 CPM	0	343,173	343,173	342,148	1,025	\$0.003900	<b>None at this time.</b>
CCL015402 / 2298						\$1,338.37	
3,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
Toshiba E-Studio 655 65 CPM	0	370,946	370,946	296,241	74,705	\$0.003900	<b>None at this time.</b>
CCL015385 / 2304						\$1,446.69	
3,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Subtotals B&amp;W</b>			<b>888,504</b>	<b>769,050</b>		<b>\$3,465.17</b>	
<b>Subtotals Color</b>			<b>48,734</b>	<b>19,576</b>		<b>\$2,434.26</b>	

Date of Last Upgrade: 6/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Winslow Elementary</b>							
<b>Library</b>							
Ricoh MP5500 55 CPM	844,399	930,165	85,766	93,147	-7,381	\$0.003900	<b>None at this time.</b>
L7785100239 / 2328						\$334.49	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Main Office</b>							
Toshiba E-2830c 35 CPM	0	30,966	30,966	4,200	26,766	\$0.003900	<b>None at this time.</b>
CXC130943 / 2283						\$120.77	
750,000 / 05/2008	0	16,232	16,232	14,004	2,228	\$0.04995	
Color Photocopier						\$810.79	
Connected							
<b>A-COPI</b>							
Toshiba E-Studio 755 75 CPM	0	282,564	282,564	272,221	10,343	\$0.003500	<b>None at this time.</b>
CDL012758 / 2307						\$988.97	
4,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							

*Date of Last Upgrade: 6/1/2011*

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Winslow Elementary</b>							
<b>Room 125</b>							
Toshiba E-523T 52 CPM	170,312	266,060	95,748	107,907	-12,159	\$0.003900	<b>None at this time.</b>
CZJ831638 / 2377						\$373.42	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Special Education</b>							
Toshiba E-4520c 45 CPM Black & Color	0	169	169	30,700	-30,531	\$0.003900	<b>Watch Color Volume!</b>
CAA124224 / 2302						\$0.66	<b>Almost all Color!</b>
1,000,000 / 05/2008	0	18,364	18,364	0	18,364	\$0.04995	
Color Photocopier						\$917.28	
Connected							
<b>A-COPI</b>							
<b>Teachers' Room 2nd Grade</b>							
Ricoh MP5500 55 CPM	756,582	992,030	235,448	258,570	-23,122	\$0.003900	<b>None at this time.</b>
L7785100339 / 2594						\$918.25	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>A-COPI</b>							



Date of Last Upgrade: 6/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Winslow Elementary</b>							
<b>Teachers' Room 3rd Grade</b>							
Toshiba E-Studio 755 75 CPM	0	348,492	348,492	510,716	-162,224	\$0.003500	<b>None at this time.</b>
CDL012754 / 2308						\$1,219.72	
4,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Teachers' Room 5th Grade</b>							
Ricoh MP5500 55 CPM	622,835	726,678	103,843	87,583	16,260	\$0.003900	<b>None at this time.</b>
L7785100178 / 2614						\$404.99	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Subtotals B&amp;W</b>			<b>1,182,996</b>	<b>1,365,044</b>		<b>\$4,361.26</b>	
<b>Subtotals Color</b>			<b>34,596</b>	<b>14,004</b>		<b>\$1,728.07</b>	

Date of Last Upgrade: 6/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Winslow High</b>							
<b>Guidance Office</b>							
Ricoh MP4000B 40 CPM	202,525	257,249	54,724	25,580	29,144	\$0.003900	<b>None at this time.</b>
M5485100750 / 2326						\$213.42	
1,000,000 / 02/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
Xerox 8560MFP 30 CPM Black & Color	38,431	40,727	2,296	0	2,296	\$0.004900	<b>None at this time.</b>
CXF333912 /						\$11.25	
750,000 / 02/2007	28,827	31,641	2,814	0	2,814	\$0.08769	
Color Photocopier						\$246.76	
Connected 6/30/2016							
<b>VARY</b>							
<b>Library</b>							
Toshiba E-4520c 45 CPM Black & Color	0	36,074	36,074	42,881	-6,807	\$0.003900	<b>None at this time.</b>
CAA124212 / 2297						\$140.69	
1,000,000 / 05/2008	0	19,342	19,342	14,711	4,631	\$0.04995	
Color Photocopier						\$966.13	
Connected							
<b>A-COPI</b>							

Date of Last Upgrade: 6/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2011</i>	<i>6/30/2012</i>	<i>2011/12</i>	<i>2012/13</i>	<i>Volume</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Projected</i>	<i>Difference</i>	<i>Annual Cost</i>	<i>Recommendations</i>
			<i>Volume</i>	<i>Volume</i>			
<b>Winslow High</b>							
<b>Main Office</b>							
Toshiba E-4520c 45 CPM Black & Color	0	60,716	60,716	83,530	-22,814	\$0.003900	None at this time.
CAA124166 / 2303						\$236.79	
1,000,000 / 05/2008	0	9,171	9,171	11,427	-2,256	\$0.04995	
Color Photocopier						\$458.09	
Connected							
<b>A-COPI</b>							
<b>Room 202</b>							
Xerox 8560DN 30 CPM Black & Color	54,286	54,286	0	0	0	\$0.004900	Warranty Swap
FBT073284 /						\$0.00	
750,000 / 02/2007	28,097	28,097	0	0	0	\$0.08769	
Color Network Printer						\$0.00	
Connected 6/30/2016							
<b>VARY</b>							
Xerox ColorQube 8570DN 40 CPM	0	6,920	6,920	14,505	-7,585	\$0.004900	None at this time.
XFN058979 /						\$33.91	
1,000,000 / 10/2010	0	4,891	4,891	7,869	-2,978	\$0.08769	
Color Network Printer						\$428.89	
Connected 6/25/2014							
<b>VARY</b>							

Date of Last Upgrade: 6/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2011</i>	<i>6/30/2012</i>	<i>2011/12</i>	<i>2012/13</i>	<i>Volume</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Projected</i>	<i>Difference</i>	<i>Annual Cost</i>	<i>Recommendations</i>
			<i>Volume</i>	<i>Volume</i>			
<b>Winslow High</b>							
<b>Room 309</b>							
Xerox 8560DN 30 CPM Black & Color	8,917	13,663	4,746	1,665	3,081	\$0.004900	None at this time.
FBT073285 /						\$23.26	
750,000 / 02/2007	9,117	13,610	4,493	2,400	2,093	\$0.08769	
Color Network Printer						\$393.99	
Connected 6/30/2016							
<b>VARY</b>							
<b>Room 33</b>							
Xerox 8560DN 30 CPM Black & Color	35,610	47,373	11,763	10,222	1,541	\$0.004900	Color almost Doubled!
FBT072322 /						\$57.64	
750,000 / 02/2007	38,296	54,381	16,085	9,698	6,387	\$0.08769	
Color Network Printer						\$1,410.49	
Connected 6/30/2016							
<b>VARY</b>							
<b>Special Ed Room 111</b>							
Lexmark XS652de MFP 45 CPM	0	5,888	5,888	0	5,888	\$0.004900	None at this time.
S7945NWC / 2029						\$28.85	
100,000 / 10/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							

## AOS 92 KVCS

*Date of Last Upgrade: 6/1/2011*

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Winslow High</b>											
<b>Teachers' Room</b>											
Toshiba E-Studio 855					0	630,224	630,224	499,992	130,232	\$0.003500	<b>None at this time.</b>
CEL013150 / 2306										\$2,205.78	
5,000,000 / 06/2009					0	0	0	0	0	\$0.000000	
Black Photocopier										\$0.00	
Connected											
<b>A-COPI</b>											
Toshiba E-Studio 855					0	451,496	451,496	684,400	-232,904	\$0.003500	<b>None at this time.</b>
CEL013157 / 2305										\$1,580.24	
5,000,000 / 06/2009					0	0	0	0	0	\$0.000000	
Black Photocopier										\$0.00	
Connected											
<b>A-COPI</b>											
					<b>Subtotals B&amp;W</b>		<b>1,264,847</b>	<b>1,362,775</b>		<b>\$4,531.83</b>	
					<b>Subtotals Color</b>		<b>56,796</b>	<b>46,105</b>		<b>\$3,904.36</b>	

Date of Last Upgrade: 6/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Winslow Junior High</b>							
<b>2nd Floor Hall</b>							
Ricoh MP5500 55 CPM	981,783	1,121,797	140,014	16,853	123,161	\$0.003900	None at this time.
L7775100334 / 2325						\$546.05	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Guidance Office</b>							
Ricoh MP4000B 40 CPM	333,275	410,455	77,180	87,961	-10,781	\$0.003900	None at this time.
M5485100771 / 2327						\$301.00	
1,000,000 / 02/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
Xerox 8560DN 30 CPM Black & Color	34,807	38,860	4,053	8,147	-4,094	\$0.004900	None at this time.
FBT073283 /						\$19.86	
750,000 / 02/2007	12,594	16,513	3,919	3,645	274	\$0.08769	
Color Network Printer						\$343.66	
Connected 6/30/2016							
<b>VARY</b>							

Date of Last Upgrade: 6/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Winslow Junior High</b>							
<b>Library</b>							
Toshiba E-4520c 45 CPM Black & Color	0	32,272	32,272	50,610	-18,338	\$0.003900	<b>None at this time.</b>
CAA124210 / 2293						\$125.86	
1,000,000 / 05/2008	0	3,728	3,728	9,688	-5,960	\$0.04995	
Color Photocopier						\$186.21	
Connected							
<b>A-COPI</b>							
Xerox 8560DN 30 CPM Black & Color	29,140	38,869	9,729	0	9,729	\$0.004900	<b>Color Doubled!</b>
FBT073286 /						\$47.67	
750,000 / 02/2007	27,236	43,104	15,868	0	15,868	\$0.08769	
Color Network Printer						\$1,391.46	
Connected 6/30/2016							
<b>VARY</b>							
<b>Main Office</b>							
Toshiba E-Studio 755 75 CPM	0	221,238	221,238	377,058	-155,820	\$0.003500	<b>None at this time.</b>
CDL012768 / 2299						\$774.33	
4,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							

Date of Last Upgrade: 6/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2011</i>	<i>6/30/2012</i>	<i>2011/12</i>	<i>2012/13</i>	<i>Volume</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Projected</i>	<i>Difference</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<b>Winslow Junior High</b>							
<b>Principal's Office</b>							
Xerox 8560DN 30 CPM Black & Color	11,160	13,659	2,499	1,946	553	\$0.004900	None at this time.
FBT072474 /						\$12.25	
750,000 / 02/2007	14,433	15,325	892	1,805	-913	\$0.08769	
Color Network Printer						\$78.22	
Connected 6/30/2016							
<b>VARY</b>							
<b>Room 203</b>							
Xerox 8560DN 30 CPM Black & Color	20,153	28,360	8,207	3,494	4,713	\$0.004900	None at this time.
FBT073290 /						\$40.21	
750,000 / 02/2007	24,742	34,039	9,297	11,229	-1,932	\$0.08769	
Color Network Printer						\$815.25	
Connected 6/30/2016							
<b>VARY</b>							
<b>Special Education</b>							
Ricoh MP2500 25 CPM	41,172	42,231	1,059	18,696	-17,637	\$0.003900	None at this time.
M4971900407 / AC3682						\$4.13	
500,000 / 09/2007	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
	<b>Subtotals B&amp;W</b>		<b>496,251</b>	<b>564,765</b>		<b>\$1,871.37</b>	
	<b>Subtotals Color</b>		<b>33,704</b>	<b>26,367</b>		<b>\$2,814.81</b>	
<b>District Wide Black Totals</b>			<b>9,032,478</b>	<b>9,188,863</b>		<b>\$33,658.94</b>	
<b>District Wide Color Totals</b>			<b>431,223</b>	<b>305,770</b>		<b>\$24,407.38</b>	



## *SPC Service & Supply Cost Savings*

This table compares your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client with your projected cost per copy through SPC presently. Annual Volume represents actual projected volume when you first became an SPC client on 4/15/2002. If all things remained the same, this table demonstrates your average annual and five-year savings.

<i>Annual Volume</i>	<i>Before SPC CPC</i>	<i>After SPC CPC</i>	<i>SPC's CPC Savings</i>	<i>SPC's Annual Cost Savings</i>	<i>SPC's 5-year Cost Savings</i>
<b>9,232,439</b>	<b>\$0.01141</b>	<b>\$0.00381</b>	<b>\$0.00760</b>	<b>\$70,166.54</b>	<b>\$350,832.70</b>

## *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 Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Equipment Cost	Total Cost
Albert S. Hall School	579,322	\$2,186.12	\$2,874.60	\$5,491.12	\$10,551.84
AOS 92 Asst District Office	234,089	\$934.02	\$1,161.55	\$2,218.82	\$4,314.39
AOS 92 District Office	228,824	\$844.68	\$1,135.42	\$2,168.92	\$4,149.02
George J. Mitchell School	1,151,513	\$4,128.76	\$5,713.81	\$10,914.66	\$20,757.22
Mid-Maine Tech Ctr.	215,084	\$858.19	\$1,067.25	\$2,038.68	\$3,964.12
Vassalboro Community	1,379,141	\$5,579.89	\$6,843.30	\$13,072.23	\$25,495.42
Waterville Alt. Ed.	42,403	\$174.21	\$210.40	\$401.92	\$786.53
Waterville High	1,369,504	\$5,169.77	\$6,795.48	\$12,980.89	\$24,946.14
Waterville Junior High	888,504	\$3,545.13	\$4,408.76	\$8,421.72	\$16,375.60
Winslow Elementary	1,182,996	\$4,461.42	\$5,870.03	\$11,213.07	\$21,544.51
Winslow High	1,264,847	\$4,635.48	\$6,276.17	\$11,988.90	\$22,900.55
Winslow Junior High	496,251	\$1,914.31	\$2,462.40	\$4,703.73	\$9,080.44
<b>Totals</b>	<b>9,032,478</b>	<b>\$34,431.98</b>	<b>\$44,819.16</b>	<b>\$85,614.65</b>	<b>\$164,865.79</b>

## *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. Vendor typically invoices 80% of projected costs annually in advance. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Total Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
A-COPI	Color Photocopier	1,072,865	\$0.00390	\$4,184.17	\$0.00399	\$4,280.73
A-COPI	Black Photocopier	5,888	\$0.00490	\$28.85	\$0.00501	\$29.50
A-COPI	Black Photocopier	3,557,163	\$0.00390	\$13,872.94	\$0.00399	\$14,193.08
A-COPI	Black Photocopier	4,264,412	\$0.00350	\$14,925.44	\$0.00358	\$15,266.59
A-COPI	Black Network Printer	72,677	\$0.00490	\$356.12	\$0.00501	\$364.11
Vary Technologies	Color Photocopier	5,228	\$0.00490	\$25.62	\$0.00501	\$26.19
Vary Technologies	Color Network Printer	54,245	\$0.00490	\$265.80	\$0.00501	\$271.77
<b><i>Totals and Averages</i></b>		<b><i>9,032,478</i></b>	<b><i>\$0.00373</i></b>	<b><i>\$33,658.94</i></b>	<b><i>\$0.00381</i></b>	<b><i>\$34,431.97</i></b>

## *Projected Equipment Costs by Building - Color*

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Approximate current paper costs are figured in to provide budget information for the upcoming fiscal year. Equipment cost is not calculated with color usage.

<b>Building Name</b>	<b>Projected Volume</b>	<b>Service &amp; Supply Cost</b>	<b>Paper Cost \$24.81/Case</b>	<b>Total Cost</b>
Albert S. Hall School	22,700	\$1,137.50	\$112.64	\$1,250.13
AOS 92 Asst District Office	34,819	\$1,744.78	\$172.77	\$1,917.55
AOS 92 District Office	24,351	\$1,244.34	\$120.83	\$1,365.17
George J. Mitchell School	73,839	\$3,773.17	\$366.39	\$4,139.56
Mid-Maine Tech Ctr.	0	\$0.00	\$0.00	\$0.00
Vassalboro Community	45,419	\$2,715.67	\$225.37	\$2,941.04
Waterville Alt. Ed.	5,657	\$507.43	\$28.07	\$535.50
Waterville High	50,608	\$2,657.29	\$251.12	\$2,908.40
Waterville Junior High	48,734	\$2,490.31	\$241.82	\$2,732.13
Winslow Elementary	34,596	\$1,767.86	\$171.67	\$1,939.52
Winslow High	56,796	\$3,994.00	\$281.82	\$4,275.82
Winslow Junior High	33,704	\$2,879.35	\$167.24	\$3,046.59
<b>Totals</b>	<b>431,223</b>	<b>\$24,911.69</b>	<b>\$2,139.73</b>	<b>\$27,051.42</b>

## *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. Color copies are typically billed in arrears quarterly or semi-annually. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Actual Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
A-COPI	Color Photocopier	297,716	\$0.04995	\$14,870.91	\$0.05110	\$15,213.29
A-COPI	Color Photocopier	57,519	\$0.04995	\$2,873.07	\$0.05011	\$2,882.28
Vary Technologies	Color Photocopier	13,041	\$0.08769	\$1,143.57	\$0.08970	\$1,169.78
Vary Technologies	Color Network Printer	62,947	\$0.08769	\$5,519.82	\$0.08970	\$5,646.35
<b><i>Totals and Averages</i></b>		<b>431,223</b>	<b>\$0.05660</b>	<b>\$24,407.38</b>	<b>\$0.05777</b>	<b>\$24,911.69</b>

## Reprographic Equipment Assessment

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

Total # of Units	65
# of Units on Lease	36
# of Units Owned	29
Lease Company	Norway Savings Bank (NOTE breakdown)
Lease Start Date	6/1/2011
Lease End Date	8/1/2015
Term	5 Annual
Annual Payment usually due on 8/1	\$85,614.65
Remaining Payments	3

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

## *Leased Equipment*

Equipment currently held as collateral under SPC-monitored or private lease.

<b>Building</b>	<b>Make</b>	<b>Model</b>	<b>Serial #</b>
Albert S. Hall School	Toshiba	E-Studio 755	CDL012761
Albert S. Hall School	Toshiba	E-2830c	CXC130819
Albert S. Hall School	Toshiba	E-Studio 655	CCL015360
AOS 92 Asst District Office	Toshiba	E-5520c	CSB121360
AOS 92 District Office	Toshiba	E-Studio 755	CDL012710
AOS 92 District Office	Toshiba	E-4520c	CAA124208
George J. Mitchell School	Toshiba	E-Studio 755	CDL012765
George J. Mitchell School	Toshiba	E-Studio 755	CDL012767
George J. Mitchell School	Toshiba	E-Studio 755	CDL012771
George J. Mitchell School	Toshiba	E-2830c	CXC130916
Mid-Maine Tech Ctr.	Toshiba	E-Studio 655	CCL015329
Vassalboro Community	Lexmark	T650dn	S794T87T
Vassalboro Community	Lexmark	T650dn	S794T84D
Vassalboro Community	Lexmark	T650dn	S794T9NR
Vassalboro Community	Lexmark	T650dn	S794T84R
Vassalboro Community	Toshiba	E-Studio 655	CCL015335
Vassalboro Community	Toshiba	E-4520c	CAA124227
Vassalboro Community	Toshiba	E-Studio 655	CCL015359
Waterville High	Toshiba	E-5520c	CSB121327
Waterville High	Toshiba	E-Studio 855	CEL013155
Waterville High	Toshiba	E-Studio 855	CEL013159
Waterville High	Toshiba	E-Studio 855	CEL013162
Waterville High	Toshiba	E-Studio 655	CCL015403
Waterville Junior High	Toshiba	E-5520c	CSB121335
Waterville Junior High	Toshiba	E-Studio 655	CCL015402
Waterville Junior High	Toshiba	E-Studio 655	CCL015385

<b>Building</b>	<b>Make</b>	<b>Model</b>	<b>Serial #</b>
Winslow Elementary	Toshiba	E-2830c	CXC130943
Winslow Elementary	Toshiba	E-Studio 755	CDL012758
Winslow Elementary	Toshiba	E-Studio 755	CDL012754
Winslow Elementary	Toshiba	E-4520c	CAA124224
Winslow High	Toshiba	E-4520c	CAA124212
Winslow High	Toshiba	E-4520c	CAA124166
Winslow High	Toshiba	E-Studio 855	CEL013157
Winslow High	Toshiba	E-Studio 855	CEL013150
Winslow Junior High	Toshiba	E-4520c	CAA124210
Winslow Junior High	Toshiba	E-Studio 755	CDL012768



## Owned Equipment

Equipment currently owned by client.

Building	Make	Model	Serial #
Albert S. Hall School	Toshiba	E-603T	CQJ828043
AOS 92 District Office	Toshiba	E-453	CII848769
AOS 92 District Office	Toshiba	E-452	CIH620187
Mid-Maine Tech Ctr.	Toshiba	E-452	CID616766
Vassalboro Community	Ricoh	MP5500	L7785000233
Vassalboro Community	Ricoh	MP5500	L7785100220
Vassalboro Community	Toshiba	E-603T	CQB824835
Vassalboro Community	Xerox	8560MFP	CXF333772
Waterville Alt. Ed.	Toshiba	E-523T	CIA839343
Waterville Alt. Ed.	Xerox	8560DN	FBT073282
Waterville High	Toshiba	E-523T	CZK832557
Waterville High	Xerox	8560DN	FBT177480
Winslow Elementary	Ricoh	MP5500	L7785100178
Winslow Elementary	Ricoh	MP5500	L7785100239
Winslow Elementary	Ricoh	MP5500	L7785100339
Winslow Elementary	Toshiba	E-523T	CZJ831638
Winslow High	Lexmark	XS652de MFP	S7945NWC
Winslow High	Ricoh	MP4000B	M5485100750
Winslow High	Xerox	8560DN	FBT073285
Winslow High	Xerox	8560DN	FBT072322
Winslow High	Xerox	ColorQube 8570DN	XFN058979
Winslow High	Xerox	8560MFP	CXF333912
Winslow Junior High	Ricoh	MP4000B	M5485100771
Winslow Junior High	Ricoh	MP2500	M4971900407
Winslow Junior High	Ricoh	MP5500	L7775100334
Winslow Junior High	Xerox	8560DN	FBT073286

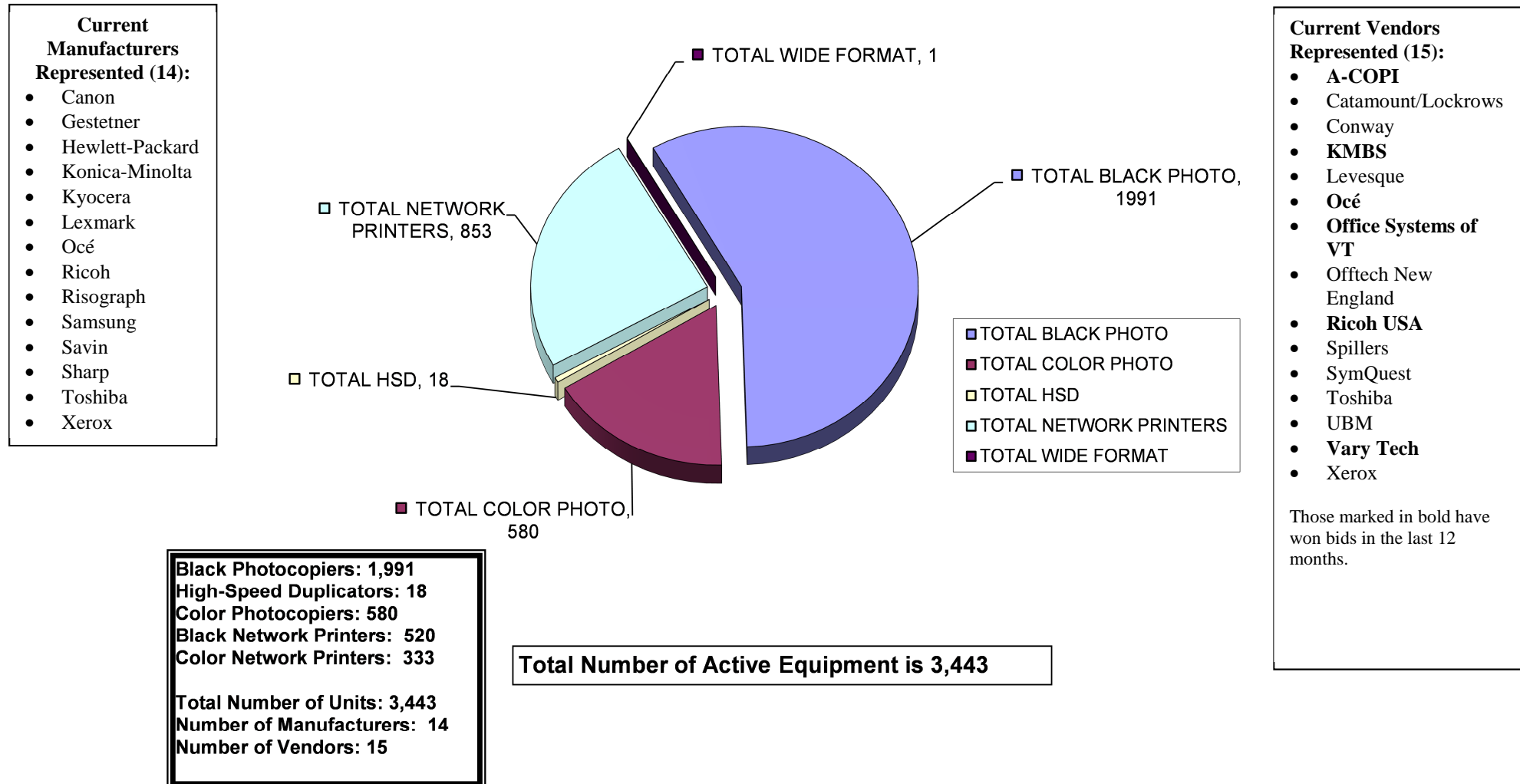
<b>Building</b>	<b>Make</b>	<b>Model</b>	<b>Serial #</b>
Winslow Junior High	Xerox	8560DN	FBT073283
Winslow Junior High	Xerox	8560DN	FBT073290
Winslow Junior High	Xerox	8560DN	FBT072474

*NOTE: With your next upgrade, your current Leased Equipment would be listed as Owned, and any new equipment would be listed as Leased. Your current Owned Equipment would be traded out.*

## Active Reprographic Equipment & Manufacturers

SPC currently maintains 3,4 high-end production reprographic units across the tri-state region. They are currently running over 301 million annual prints (black and color), culminating into over 1.5 billion prints over five years!

### SPC Total Active Equipment



## *Improved SPC Services*

### **Print Management Software (MagicSoft) with its Benefits**

In 2007 we initiated what is called **Print Management Software**. It was designed to capture meter reads and order supplies electronically on most, if not all, of your networked printing devices automatically. This software offers the following benefits:

#### *Collect meter reads daily. Benefits...*

- IT staff can isolate problem volume locations
- Monitor over-use or under-use locations and make the adjustments sooner
- Know when to shift from expensive laser and inkjet printers to low-cost-of-operation reprographic units
- Project cost on both black and color prints before the invoice arrives

#### *Automatic ordering of consumable items. Benefits...*

- Eliminate the need of valuable time spent ordering supplies manually

#### *Automatic service alert sent to service provider. Benefit...*

- E-mail sent out to both IT staff and service provider. Provider will then call to verify service need with IT staff to qualify the issue and send out a technician.

#### *Cost per print plan for networking printing devices such as HP and Lexmark network printers. Benefits...*

- Instead of individual expensive purchase of supply items, a cost-per-print quarterly in arrears at about half what you are currently paying will be offered.

## SPC's *Value Add* to Our Cooperative Vendors

Dear Valued Vendor:

We truly do provide a value add to you before, during and after the installation process. Here is a few of our services to the client that benefit the Vendors as well.

### Overall Benefit to You

- Opportunities brought to you – Hundreds of machines each year
- SPC is well respected in industry – You are partnering with them
- SPC values our vendors and speaks highly of them to our clients
- National Contracts that are all negotiated with the manufacturers at your disposal

### Your 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)
- Allow for the Vendor to sell directly to the client after the bids are in. A chance to explain your 'Value Add' directly to our clients. Customer has the right to pay more than low bid.

### Your Benefits Before & During Installation

- Digital Needs Analysis: Matching up the machine to installation site
- Schedule & 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

### Your Ongoing Support

- Yearly Meter Reads
- Simplified Billing; SPC collects service funds for the Vendor
- Collection of all Meter Reads annually & reconciling them with the Client & 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

Version Date: 10-9-2012

## Announcing : STAR Doc!

SPC would like to introduce an exciting new tool:



**STAR Doc** has been custom developed and designed by SPC to assist their clients in efficiently and effectively managing all their assets. The detailed floor maps feature for all of our clients' devices is unique and invaluable. The floor maps will provide online, real-time information on each device daily, including meter reads. SPC realizes how important it is for their clients to be aligned with their budget. In response to that need, **STAR Doc** has the ability to project your budget and determine if you are on target or falling behind. This valuable feature provides our clients the access to information needed to make important budget decisions before the end of the year. Additionally, **STAR Doc** will store all your documents, which will include your most recent Upgrade Report, Annual Report, Compare Report, and Total Bid Analysis. At SPC we strive to improve our services and optimize our clients' resources; we are proud to be able to offer our clients all the benefits of the **STAR Doc** system.

Anticipated released date: September 2012

## SPC's Service & Supply Contract – Purpose & Sample

In an effort to serve our clients better, at our own expense, SPC hired Bond Counsel to set up your Service & Supply Contract to ensure accuracy and protection to our Clients. Integrated into and tailored to mirror the Lease-Purchase Agreement, this contract protects equipment held as collateral under the Lease-Purchase Agreement or for equipment already owned and purchased outright. Please note that it provides you with the option to upgrade your service contract with a 30-day termination notice. This provides you tremendous flexibility.

### CONTRACT SAMPLE:

## SERVICE AND SUPPLY CONTRACT (LEASED EQUIPMENT)

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the "Equipment") to a Master Lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the "Lessor") and Client, as lessee (the "Lessee"), dated beginning date, (the "Lease-Purchase") hereby contracts with Lessee for the term of the Lease-Purchase (terminating on ending date) to provide comprehensive services, supplies, and maintenance to such Equipment, excluding only the cost of paper, transparencies, and staples, at a cost per copy per item of Equipment as shown on Schedule A attached hereto. In addition, for high-speed duplicators, Vendor may charge the cost shown on Schedule A attached hereto for masters used when the number of copies made by use of such masters is, on an annual average, fewer than 100. Vendor shall provide a four-hour response time to all service calls.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor, at its option, may increase such costs per copy under this Service and Supply Contract (the "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.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor shall credit to Lessee any cost of this Contract prepaid by Lessee and unused by Lessee because fewer copies were made by Lessee during the Contract period ending on such July 1 than were originally estimated under this Contract to be made by Lessee during such period. *If the Lease-Purchase is terminated prior to the end of its term, Vendor shall prorate and return to Lessee, within 30 days of such termination, any cost of this Contract prepaid by Lessee and unused by Lessee because of such early termination of the Lease-Purchase.*

Vendor: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_  
 By (signature): \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Title: \_\_\_\_\_

Lessee: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_  
 By (signature): \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Title: \_\_\_\_\_

## *SPC's Dual-Layered Warranty – Purpose & Explanation*

Reprographic equipment is expensive and does not hold its value. Therefore, it is crucial for you and the banking industry holding the collateral to secure this asset.

Our unique Dual-Layered Warranty guarantees a like-for-like no-charge replacement unit in the event of equipment not performing satisfactorily.

1. **Servicing Vendor;** implemented in 1988
2. **ESP Electrical;** implemented in 2007, all photocopiers with such units will be warranted from electrical damage by ESP.

**ESPs** (Electronic Surge Protectors) with our most recent upgrades are being installed by SPC on 40 CPM units and faster in order to cut down on approximately 30% of all service calls. These units will not only protect from electrical surges but will also filter out electronic noise that creates havoc with boards and the operation of your equipment.



## WARRANTY SAMPLE:

## WARRANTY (LEASED EQUIPMENT)

The Vendor identified below of the equipment described on Schedule A(P) attached hereto (the "Equipment") sold by Vendor to \_\_\_\_\_ (the "Owner") hereby warrants to Owner that, if any such Equipment malfunctions through no fault of Owner during a term commencing on \_\_\_\_\_ and terminating on \_\_\_\_\_ and such Equipment cannot be repaired promptly, Vendor promptly 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 Owner.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the life expectancy of such item of Equipment in number of copies, as shown on Schedule A(P) 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 A(P) attached hereto.

<b>Vendor:</b>	_____
<b>Street Address:</b>	_____
<b>City/State/Zip:</b>	_____
<b>By (signature):</b>	_____
<b>Name:</b>	_____
<b>Title:</b>	_____