



Specialized Purchasing Consultants

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2010-11 Annual Report

Year - End Photocopier Analysis

With projected costs for 2011-12

Westbrook Schools
117 Stroudwater Street
Westbrook, ME 04092



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

August 2011

Skip Tilton
President

Corporate Office:
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Westbrook Schools
117 Stroudwater Street
Westbrook, ME 04092
Jeremy Ray

VISIT US ON THE WEB:
www.spccopypro.com

Dear : Jeremy

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *6 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 *23 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* 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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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.



Joyce Cutts
Finance Director & Equipment Complaint Coordinator

I am committed to making the partnership between SPC and its clients unparalleled. I have taken pleasure in getting to know many of you over the phone. Thank you for the opportunity to serve you, and I look forward to continuing our partnership!

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.



Sarah Allbee
Administration & Marketing

I find it greatly satisfying to work for a company dedicated to cutting costs for our education systems. I am truly happy to be a part of the SPC staff in their commitment and focus on you and your individual needs. I look forward to serving all of you in the coming year!

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.



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.

Equipment Health Status

Total Number of Machines:	57
Total Black Photocopiers	35
Total Low Cost of Operation Black Network Printers	10
Total High-Speed Duplicators	0
Total Color Photocopiers (including MFP) and/or Network Printers	10
Total Removed from Service:	2
# of Units OFF Warranty or Service Contract:	6
# of Units Approaching End of Warranty:	2
# of Units Overused:	0
# of Units Underused:	0
# of Problematic Units:	Unknown
# of Units Connected to Network with Print and/or Scan	47
Commencement Date:	5/1/2008
# of Annual Payments Left on Lease	1
All Warranties and Service Contracts Expire:	6/30/2013
Print Management Software Loaded	Yes
LENP Contract Signed	No

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 Jeremy,

Of all the machines that you have, six need your immediate attention. These six have either a expired warranty or service contract.

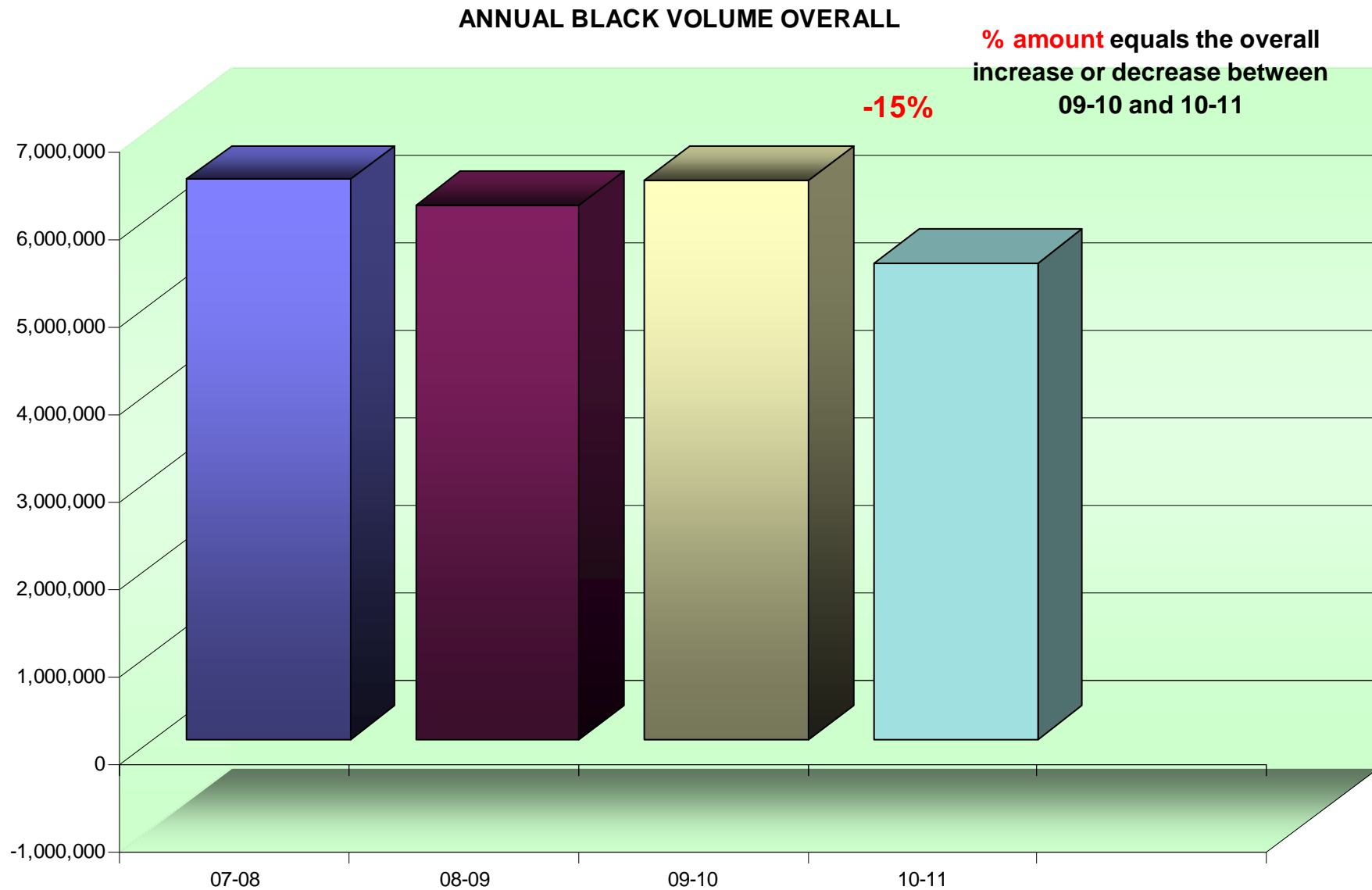
Skip

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 Intro. Usage, age, and service history need to be considered to see if they are due for replacement soon.

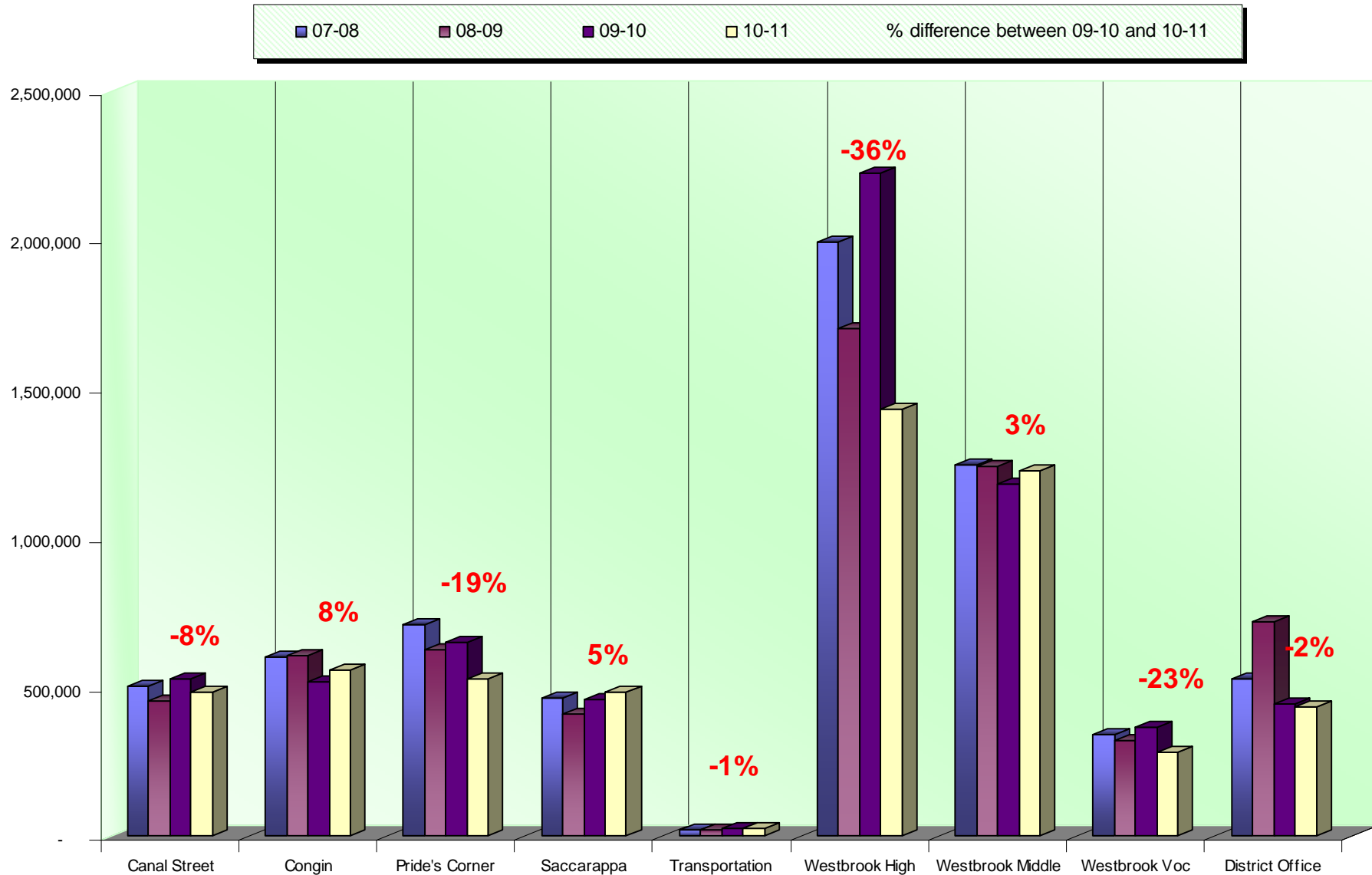
Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
Canal School	Teachers' Room	Ricoh 2060	K4555100441	11447390	11/2004
Congin School	Office	Ricoh 2051	K6755300540	11447310	11/2004
Saccarappa School	Main Office	Ricoh 2051	K6755300359	11449725	11/2004
Saccarappa School	Teachers' Room	Ricoh 2060	K4555100423	11449802	11/2004
Westbrook District Office	Office	Xerox 8400DP	RPC132405		01/2004
Westbrook High	Music Dept.	Canon 3300	MPH62246	61954737	06/2001
Westbrook High	Teachers' Room #219	Canon 5020i	JCT15443	52814892	06/2003
Westbrook High	Teachers' Room #219	Canon 5000	MPL61062	61942260	12/2001
Westbrook Middle School	Guidance Office	Canon 3300	MPH70246	52770643	06/2001
Westbrook Regional Vocational	Alternative Ed	Canon 3300	MQC02822	62138900	06/2001
Westbrook Regional Vocational	ECOE	Toshiba E-350	CPG424421	52888981	01/2004
Westbrook Regional Vocational	Faculty Room	Canon 3300	MPH67630	6209 0510	06/2001
Westbrook Regional Vocational	Media Center	Canon 6020	JCU05700	52814990	06/2003
Westbrook Transportation	Main Office	Canon 3300	MPH64258	61958064	06/2001

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>
Canal School	235	485,257	\$10,448.54	2,065	\$35.57
Congin School	333	557,101	\$12,001.52	1,673	\$28.84
Pride's Corner	351	527,149	\$11,369.48	1,502	\$25.93
Saccarappa School	229	485,299	\$10,686.55	2,119	\$37.55
Westbrook District Office	0	433,208	\$9,337.63	0	\$0.00
Westbrook High	879	1,429,503	\$30,927.05	1,626	\$28.18
Westbrook Middle School	561	1,223,720	\$26,490.45	2,181	\$37.83
Westbrook Regional Vocational	623	281,797	\$6,201.71	452	\$8.01
Westbrook Transportation	0	27,036	\$595.35	0	\$0.00
Totals	3,211	5,450,070	\$118,058.28	1,697	\$29.46

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

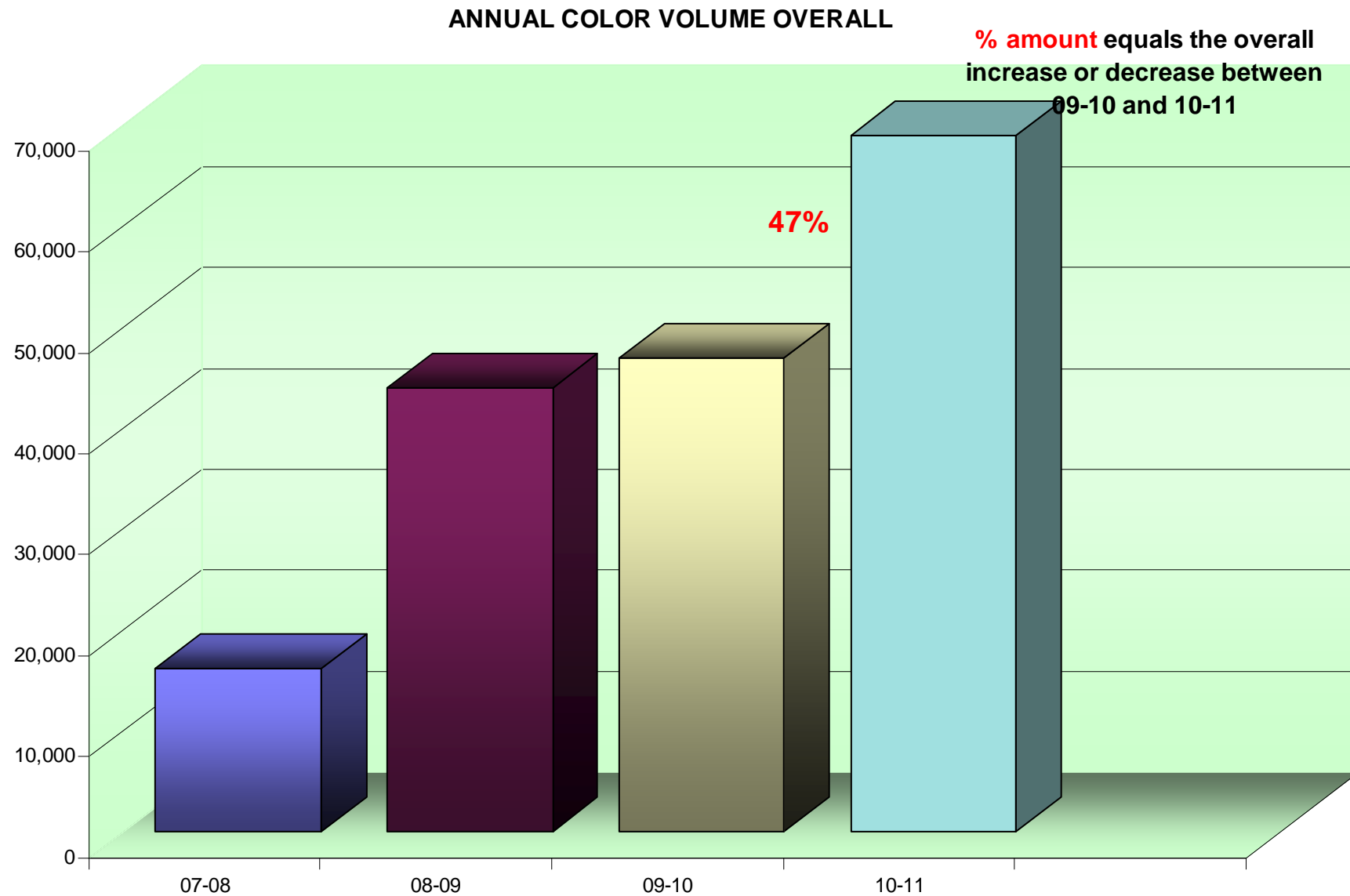
Cost Comparison Black Only

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>
All Schools w/student populations	138,224	294,370,220	\$5,678,888.71	2,130	\$41.08

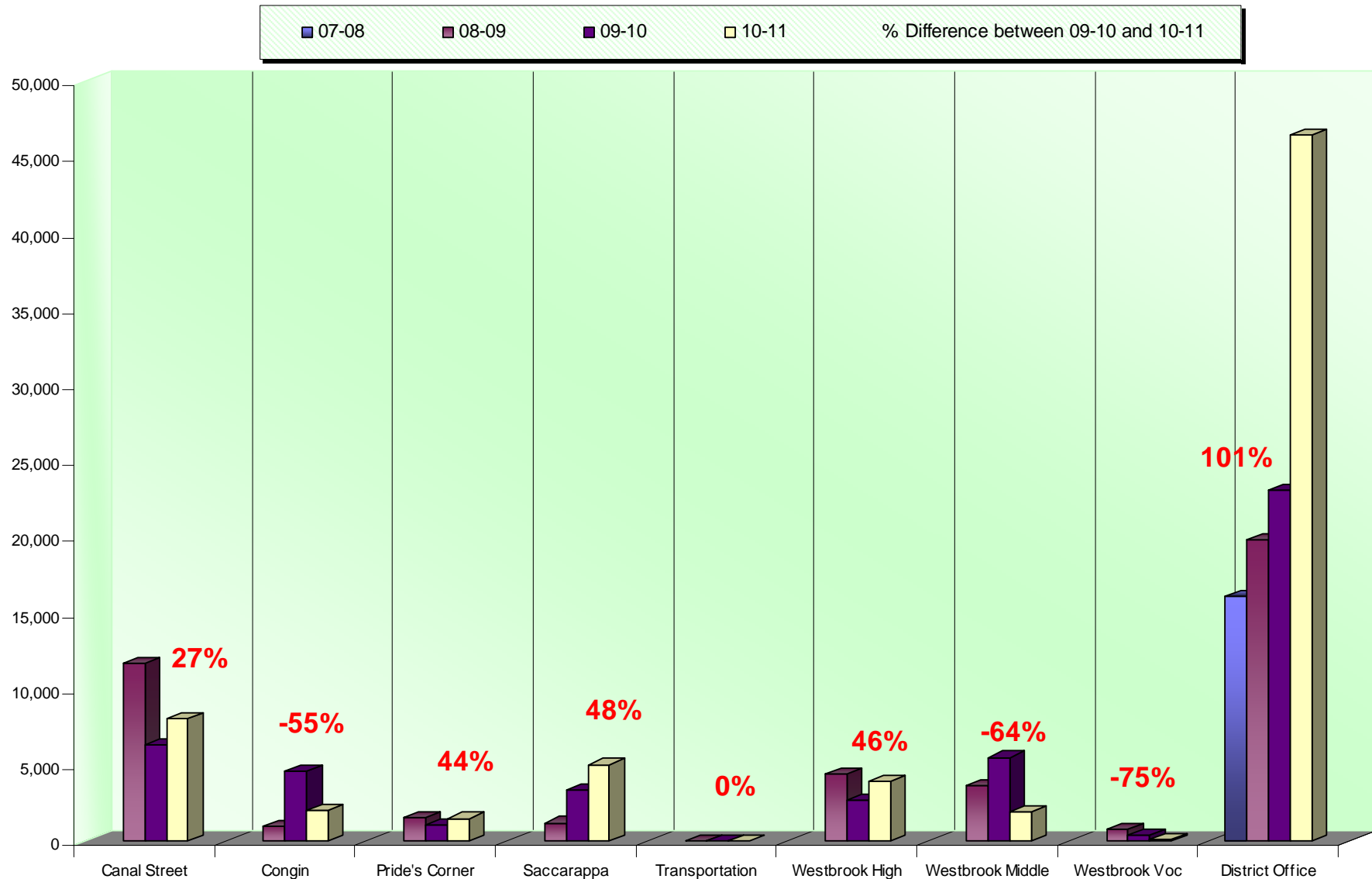
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.

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.

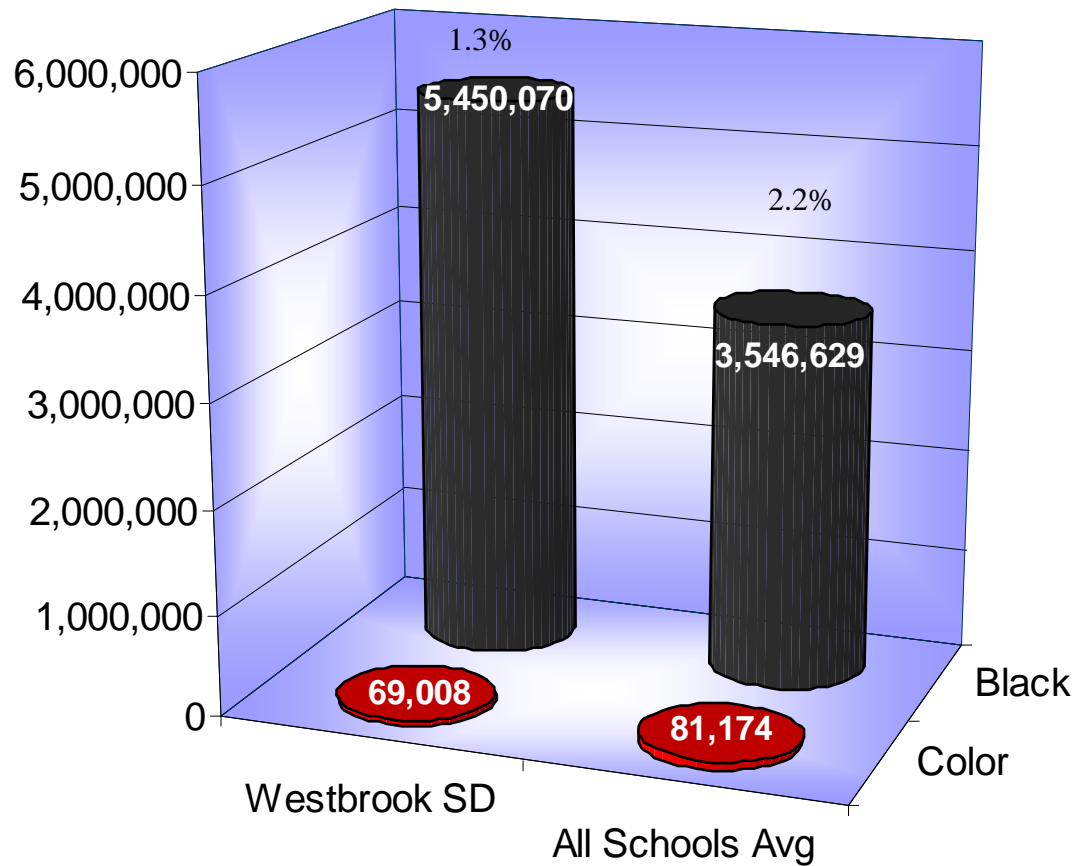
ANNUAL COLOR VOLUME BY BUILDING



Black & Color Usage Comparisons

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

Color to Total Volume Percentage



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>
Canal School	235	8,013	\$764.94	34	\$3.26
Congin School	333	2,049	\$195.60	6	\$0.59
Pride's Corner	351	1,491	\$142.33	4	\$0.41
Saccarappa School	229	5,034	\$480.56	22	\$2.10
Westbrook District Office	0	46,437	\$4,432.97	0	\$0.00
Westbrook High	879	3,930	\$375.17	4	\$0.43
Westbrook Middle School	561	1,960	\$187.11	3	\$0.33
Westbrook Regional Vocational	623	94	\$8.97	0	\$0.01
Westbrook Transportation	0	0	\$0.00	0	\$0.00
Totals	3,211	69,008	\$6,587.64	21	\$2.05

*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>
All Schools w/student populations	138,224	6,737,445	\$556,969.76	49	\$4.03

*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: 5/1/2008

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Canal School							
Computer Lab							
Ricoh AP410 28 CPM	52,841	52,841	0	12,503	-12,503	\$0.005010	Traded
Q3156100228 / 11450309						\$0.00	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Main Office							
Xerox 8560MFP 30 CPM Black & Color	1,594	8,402	6,808	23,684	-16,876	\$0.005010	None at this time.
CXF345335 /						\$34.11	
750,000 / 02/2007	2,422	10,435	8,013	0	8,013	\$0.08769	
Color Photocopier						\$702.66	
Connected 8/12/2013							
VARY							
Teachers' Room							
Ricoh 2060 60 CPM	1,771,733	1,925,407	153,674	95,266	58,408	\$0.005010	None at this time.
K4555100441 / 11447390						\$769.91	
3,000,000 / 11/2004	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed

Serial Number / Vendor ID

Life / Intro Date

Connectivity / Printer Exp Date

Vendor

7/1/2010
Meter

6/30/2011
Meter

**2010/11
Annual
Volume**

**2011/12
Projected
Volume**

*Volume
Difference*

Cost/Copy
Annual Cost

Recommendations

Canal School

Work Room

Ricoh MP5500 55 CPM
L7785100224 / 11331384

659,799

984,574

324,775

427,975

-103,200

\$0.004300

None at this time.

3,000,000 / 07/2006

0

0

0

0

0

\$0.00000

Black Photocopier

\$0.00

Not Connected

IKON

Subtotals B&W

485,257

559,428

\$2,200.55

Subtotals Color

8,013

0

\$702.66

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Congin School							
Computer Lab							
Ricoh AP410 28 CPM	30,351	36,421	6,070	25,000	-18,930	\$0.005010	None at this time.
Q3156100237 / 163EX						\$30.41	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Main Office							
Xerox 8560MFP 30 CPM Black & Color	6,107	8,906	2,799	82,397	-79,598	\$0.005010	None at this time.
CXF334692 /						\$14.02	
750,000 / 02/2007	3,303	5,352	2,049	0	2,049	\$0.08769	
Color Photocopier						\$179.68	
Connected 8/12/2013							
VARY							
Office							
Ricoh 2051 51 CPM	1,211,300	1,394,941	183,641	300,592	-116,951	\$0.005010	None at this time.
K6755300540 / 11447310						\$920.04	
3,000,000 / 11/2004	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed

Serial Number / Vendor ID

Life / Intro Date

Connectivity / Printer Exp Date

Vendor

		2010/11	2011/12			
7/1/2010	6/30/2011	Annual	Projected	Volume	Cost/Copy	
Meter	Meter	Volume	Volume	Difference	Annual Cost	Recommendations

Congin School

Work Room

Ricoh MP5500 55 CPM
L7785100209 / 11331041
3,000,000 / 07/2006
Black Photocopier
Not Connected
IKON

772,080	1,136,671	364,591	373,421	-8,830	\$0.004300	None at this time.
					\$1,567.74	
0	0	0	0	0	\$0.00000	
					\$0.00	

Subtotals B&W	557,101	781,410	\$2,532.22
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Subtotals Color	2,049	0	\$179.68
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Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Pride's Corner							
Lab Portable Trailer							
Ricoh AP410 28 CPM	69,637	80,163	10,526	13,835	-3,309	\$0.005010	None at this time.
Q3156100144 / 162EX						\$52.74	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Main Office							
Toshiba E-523T 52 CPM	788,334	1,238,575	450,241	422,512	27,729	\$0.004500	None at this time.
CZC828904 / 62142787						\$2,026.08	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Xerox 8560MFP 30 CPM Black & Color	8,445	11,682	3,237	44,665	-41,428	\$0.005010	None at this time.
CXF335576 /						\$16.22	
750,000 / 02/2007	2,607	4,098	1,491	0	1,491	\$0.08769	
Color Photocopier						\$130.75	
Connected 8/12/2013							
VARY							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Pride's Corner							
Outside Teachers' Room							
Konica Minolta BH600 60 CPM	705,386	705,386	0	0	0	\$0.005010	None at this time.
57BE03229 /						\$0.00	
3,000,000 / 08/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Teachers' Work Room							
Konica Minolta BH601 60 CPM	183,404	183,404	0	299,347	-299,347	\$0.005010	Installed 5/2011.
AOPP012000019 /						\$0.00	
3,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Toshiba E-850 85 CPM	1,598,268	1,661,413	63,145	0	63,145	\$0.005010	Traded
CYF510496 / 61996063						\$316.36	
4,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
	Subtotals B&W		527,149	780,359		\$2,411.39	
	Subtotals Color		1,491	0		\$130.75	

Westbrook Schools

Date of Last Upgrade: 5/1/2008

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Saccarappa School							
Main Office							
Ricoh 2051 51 CPM K6755300359 / 11449725 3,000,000 / 11/2004 Black Photocopier Connected IKON	1,686,993	2,007,062	320,069	329,951	-9,882	\$0.005010 \$1,603.55 \$0.00000 \$0.00	None at this time.
Xerox 8560MFP 30 CPM Black & Color CXF336249 / 750,000 / 02/2007 Color Photocopier Connected 9/3/2013 VARY	4,191	9,541	5,350	20,694	-15,344	\$0.005010 \$26.80 \$0.08769 \$441.43	None at this time.

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed
Serial Number / Vendor ID
Life / Intro Date
Connectivity / Printer Exp Date
Vendor

7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
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Saccarappa School

Teachers' Room

Ricoh 2060 60 CPM	1,562,632	1,706,851	144,219	122,967	21,252	\$0.005010	None at this time.
K4555100423 / 11449802						\$722.54	
3,000,000 / 11/2004	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	

Not Connected

IKON

Ricoh AP410 28 CPM	73,234	88,895	15,661	14,572	1,089	\$0.005010	None at this time.
Q3156100168 / 846EV						\$78.46	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	

Connected

IKON

Subtotals B&W			485,299	488,184		\$2,431.35	
Subtotals Color			5,034	0		\$441.43	

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook District Office							
Accounting Hall							
Toshiba E-162D 16 CPM	50,649	54,409	3,760	7,981	-4,221	\$0.005010	None at this time.
CJH511891 / 62088115						\$18.84	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Curriculum Dept.							
Ricoh AP410 28 CPM	64,426	74,298	9,872	10,819	-947	\$0.005010	None at this time.
Q3156100232 / 160EX						\$49.46	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Westbrook District Office							
Main Office							
Konica Minolta C451 45 CPM A00K010007731 / 1,000,000 / 06/2007 Color Photocopier Connected KMBS	203,419	203,419	0	19,491	-19,491	\$0.005170 \$0.00 \$0.09050 \$0.00	None at this time.
Toshiba E-3510C 45 CPM Black/35 CPM CVJ716683 / 52726851 1,000,000 / 07/2006 Color Photocopier Connected KMBS	64,673	90,442	25,769	19,491	6,278	\$0.005010 \$129.10 \$0.08769 \$3,252.60	None at this time.
Toshiba E-853 85 CPM CYG818298 / 62142786 4,000,000 / 01/2008 Black Photocopier Connected KMBS	534,030	790,174	256,144	393,699	-137,555	\$0.004500 \$1,152.65 \$0.00000 \$0.00	None at this time.

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook District Office							
Office							
Xerox 8400DP 30 CPM Black & Color	82,424	95,391	12,967	20,000	-7,033	\$0.005010	
RPC132405 /						\$64.96	Service contract expired.
750,000 / 01/2004	70,597	79,942	9,345	0	9,345	\$0.08769	
Color Network Printer						\$819.46	
Connected 7/24/2010							
VARY							
Special Services							
Toshiba E-453 45 CPM	225,033	349,729	124,696	68,852	55,844	\$0.004500	None at this time.
CIE843918 / 62142795						\$561.13	
1,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
	Subtotals B&W		433,208	540,333		\$1,976.14	
	Subtotals Color		46,437	37,274		\$4,072.06	

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook High							
Athletic Dept.							
Toshiba E-162D 16 CPM	5,345	7,028	1,683	5,238	-3,555	\$0.005010	None at this time.
CJC510499 / 61964671						\$8.43	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Attendance Office							
Ricoh AP410 28 CPM	55,677	65,377	9,700	12,954	-3,254	\$0.005010	None at this time.
Q3156100145 / 107EX						\$48.60	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Guidance Office							
Toshiba E-603T 60 CPM	248,247	391,455	143,208	129,671	13,537	\$0.004500	None at this time.
CQD825536 / 62142788						\$644.44	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook High							
Library							
Toshiba E-162D 16 CPM	18,664	26,192	7,528	11,711	-4,183	\$0.004500	None at this time.
CJC822314 / 62142794						\$33.88	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Main Office							
Toshiba E-600 60 CPM	674,682	743,292	68,610	264,648	-196,038	\$0.005010	None at this time.
CQF510616 / 61996065						\$343.74	
3,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Xerox 8560MFP 30 CPM Black & Color	10,449	17,830	7,381	91,039	-83,658	\$0.005010	None at this time.
CXF331204 /						\$36.98	
750,000 / 02/2007	7,079	11,009	3,930	0	3,930	\$0.08769	
Color Photocopier						\$344.62	
Connected 9/3/2013							
VARY							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook High							
Music Dept.							
Canon 3300 33 CPM	199,638	215,020	15,382	53,099	-37,717	\$0.005010	10 years from Intro. Warranty expired!
MPH62246 / 61954737						\$77.06	
750,000 / 06/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Room 108							
Ricoh AP410 28 CPM	20,286	20,286	0	4,065	-4,065	\$0.005010	None at this time.
Q3156100146 / 108EX						\$0.00	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Room 311							
Ricoh AP410 28 CPM	70,047	70,047	0	27,308	-27,308	\$0.005010	None at this time.
Q3156100234 / 11509134						\$0.00	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook High							
Teachers' Room #219							
Canon 5000 50 CPM	909,997	1,048,431	138,434	410,801	-272,367	\$0.005010	10 years from Intro. Warranty expired!
MPL61062 / 61942260						\$693.55	
1,000,000 / 12/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Canon 5020i 50 CPM	729,845	877,789	147,944	161,374	-13,430	\$0.005010	8 years from Intro.
JCT15443 / 52814892						\$741.20	
1,000,000 / 06/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Toshiba E-603T 60 CPM	1,324,350	1,899,040	574,690	461,609	113,081	\$0.004500	None at this time.
CQD825456 / 62142790						\$2,586.11	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook High							
Teachers' Room Basement							
Toshiba E-603T 60 CPM	776,382	1,091,325	314,943	410,141	-95,198	\$0.004500	None at this time.
CQA824072 / 62085625						\$1,417.24	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							
Subtotals B&W			1,429,503	2,043,658		\$6,631.22	
Subtotals Color			3,930	0		\$344.62	

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Middle School							
Attendance Office							
Toshiba E-600 60 CPM	810,195	1,132,890	322,695	183,564	139,131	\$0.005010	None at this time.
CQF510642 / 61996066						\$1,616.70	
3,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Guidance Office							
Canon 3300 33 CPM	362,437	381,748	19,311	17,768	1,543	\$0.005010	10 years from Intro.
MPH70246 / 52770643						\$96.75	Warranty expired!
750,000 / 06/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Ricoh AP410 28 CPM	81,940	98,936	16,996	17,745	-749	\$0.005010	None at this time.
Q3156100110 / 161EX						\$85.15	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Middle School							
Library							
Toshiba E-162D 16 CPM CJC822315 / 62142796 300,000 / 03/2005 Black Photocopier Connected KMBS	1,092	1,373	281	1,736	-1,455	\$0.004500 \$1.26 \$0.00000 \$0.00	None at this time.
Toshiba E-523T 52 CPM CZD828946 / 62142792 3,000,000 / 01/2008 Black Photocopier Connected KMBS	531,892	795,736	263,844	221,161	42,683	\$0.004500 \$1,187.30 \$0.00000 \$0.00	None at this time.
Principal's Office							
Xerox 8560MFP 30 CPM Black & Color CXF336159 / 750,000 / 02/2007 Color Photocopier Connected 9/3/2013 VARY	9,670	12,999	3,329	52,229	-48,900	\$0.005010 \$16.68 \$0.08769 \$171.87	None at this time.

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed
Serial Number / Vendor ID
Life / Intro Date
Connectivity / Printer Exp Date
Vendor

7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
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Westbrook Middle School

Teachers' Room

Toshiba E-603T 60 CPM	983,274	1,355,263	371,989	404,916	-32,927	\$0.004500	None at this time.
CQD825466 / 62142789						\$1,673.95	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	

Not Connected

KMBS

Toshiba E-603T 60 CPM	498,840	724,115	225,275	379,035	-153,760	\$0.004500	None at this time.
CQD825537 / 62142791						\$1,013.74	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	

Not Connected

KMBS

Subtotals B&W			1,223,720	1,278,154		\$5,691.53	
Subtotals Color			1,960	0		\$171.87	

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Regional							
Adult Education							
Toshiba E-162D 16 CPM	26,061	32,210	6,149	10,870	-4,721	\$0.005010	None at this time.
CJA510168 / 61986728						\$30.81	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Alternative Ed							
Canon 3300 33 CPM	617,792	628,759	10,967	26,811	-15,844	\$0.005010	10 years from Intro.
MQC02822 / 62138900						\$54.94	Warranty expired!
750,000 / 06/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Computer Programming							
Ricoh AP410 28 CPM	49,963	49,963	0	60,922	-60,922	\$0.005010	None at this time.
Q3156100230 / 11509134						\$0.00	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Regional							
Drafting							
Toshiba E-162D 16 CPM	17,049	23,865	6,816	9,596	-2,780	\$0.004500	None at this time.
CJC822316 / 62142793						\$30.67	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
ECOE							
Toshiba E-350 35 CPM	305,422	352,353	46,931	63,994	-17,063	\$0.005010	None at this time.
CPG424421 / 52888981						\$235.12	
750,000 / 01/2004	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Faculty Room							
Canon 3300 33 CPM	192,663	192,663	0	14,483	-14,483	\$0.005010	10 years from Intro.
MPH67630 / 6209 0510						\$0.00	Warranty expired!
750,000 / 06/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Regional							
Main Office							
Ricoh AP410 28 CPM	44,175	48,188	4,013	12,319	-8,306	\$0.005010	None at this time.
Q3156100235 / 110EX						\$20.11	
500,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Xerox 8560MFP 30 CPM Black & Color	2,799	4,365	1,566	22,701	-21,135	\$0.005010	None at this time.
CXF336251 /						\$7.85	
750,000 / 02/2007	1,153	1,247	94	0	94	\$0.08769	
Color Photocopier						\$8.24	
Connected 9/3/2013							
VARY							
Media Center							
Canon 6020 60 CPM	715,628	826,870	111,242	84,723	26,519	\$0.005010	8 years from Intro.
JCU05700 / 52814990						\$557.32	
3,000,000 / 06/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

Westbrook Schools

Date of Last Upgrade: 5/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Westbrook Regional Office							
Toshiba E-600 60 CPM	807,574	901,687	94,113	173,169	-79,056	\$0.005010	None at this time.
CQF510648 / 61996064						\$471.51	
3,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Subtotals B&W			281,797	479,588		\$1,408.33	
Subtotals Color			94	0		\$8.24	

Westbrook Schools

Date of Last Upgrade: 5/1/2008

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Westbrook Transportation							
Main Office							
Canon 3300 33 CPM MPH64258 / 61958064 750,000 / 06/2001 Black Photocopier Connected KMBS	493,567 0	520,603 0	27,036 0	19,001 0	8,035 0	\$0.005010 \$135.45 \$0.00000 \$0.00	10 years from Intro. Warranty expired!
Subtotals B&W			27,036	19,001		\$135.45	
Subtotals Color			0	0		\$0.00	
District Wide Black Totals		5,450,070	6,970,115	\$25,418.18			
District Wide Color Totals		69,008	37,274	\$6,051.31			

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 5/1/2005. 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>
7,547,696	\$0.01077	\$0.00481	\$0.00596	\$44,984.27	\$224,921.35

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
Canal School	485,257	\$2,271.69	\$2,407.85	\$5,769.00	\$10,448.54
Congin School	557,101	\$2,614.06	\$2,764.34	\$6,623.12	\$12,001.52
Pride's Corner	527,149	\$2,486.73	\$2,615.71	\$6,267.04	\$11,369.48
Saccarappa School	485,299	\$2,509.00	\$2,408.05	\$5,769.50	\$10,686.56
Westbrook District Office	433,208	\$2,037.84	\$2,149.58	\$5,150.21	\$9,337.63
Westbrook High	1,429,503	\$6,839.13	\$7,093.19	\$16,994.72	\$30,927.04
Westbrook Middle School	1,223,720	\$5,870.10	\$6,072.10	\$14,548.26	\$26,490.46
Westbrook Regional	281,797	\$1,453.28	\$1,398.28	\$3,350.16	\$6,201.71
Westbrook Transportation	27,036	\$139.78	\$134.15	\$321.42	\$595.35
Totals	5,450,070	\$26,221.61	\$27,043.25	\$64,793.43	\$118,058.29

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. Vendor typically invoices 80% of projected costs annually in advance. Cost per copy typically increases by 5% or CPI annually, whichever is less. This year's increase was **3.2%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2010/11 Annual Volume</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Total Cost</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Projected Cost</i>
Ikon Office	Black Photocopier	801,603	\$0.00501	\$4,016.03	\$0.00517	\$4,144.29
Ikon Office	Black Photocopier	689,366	\$0.00430	\$2,964.27	\$0.00444	\$3,060.79
Ikon Office	Black Network Printer	72,838	\$0.00501	\$364.92	\$0.00517	\$376.57
Konica-Minolta	Color Photocopier	0	\$0.00517	\$0.00	\$0.00517	\$0.00
Konica-Minolta	Color Photocopier	25,769	\$0.00501	\$129.10	\$0.00517	\$133.23
Konica-Minolta	Black Photocopier	1,077,402	\$0.00501	\$5,397.78	\$0.00517	\$5,570.17
Konica-Minolta	Black Photocopier	2,739,655	\$0.00450	\$12,328.45	\$0.00464	\$12,712.00
Vary Technologies	Color Photocopier	30,470	\$0.00501	\$152.65	\$0.00517	\$157.53
Vary Technologies	Color Network Printer	12,967	\$0.00501	\$64.96	\$0.00517	\$67.04
<i>Totals and Averages</i>		<i>5,450,070</i>	<i>\$0.00466</i>	<i>\$25,418.18</i>	<i>\$0.00481</i>	<i>\$26,221.62</i>

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.

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Total Cost
Canal School	8,013	\$725.18	\$39.76	\$764.94
Congin School	2,049	\$185.43	\$10.17	\$195.60
Pride's Corner	1,491	\$134.94	\$7.40	\$142.33
Saccarappa School	5,034	\$455.58	\$24.98	\$480.56
Westbrook District Office	46,437	\$4,202.55	\$230.42	\$4,432.97
Westbrook High	3,930	\$355.67	\$19.50	\$375.17
Westbrook Middle School	1,960	\$177.38	\$9.73	\$187.11
Westbrook Regional	94	\$8.51	\$0.47	\$8.97
Westbrook Transportation	0	\$0.00	\$0.00	\$0.00
<i>Totals</i>	<i>69,008</i>	<i>\$6,245.22</i>	<i>\$342.42</i>	<i>\$6,587.64</i>

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. This year's increase was **3.2%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2010/11 Annual Volume</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Actual Cost</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Projected Cost</i>
Konica-Minolta Business Solutions	Color	0	\$0.09050	\$0.00	\$0.09050	\$0.00
Konica-Minolta Business Solutions	Color	37,092	\$0.08769	\$3,252.60	\$0.09050	\$3,356.83
Vary Technologies	Color Photocopier	22,571	\$0.08769	\$1,979.25	\$0.09050	\$2,042.68
Vary Technologies	Color Network Printer	9,345	\$0.08769	\$819.46	\$0.09050	\$845.72
<i>Totals and Averages</i>		69,008	\$0.08769	\$6,051.31	\$0.09050	\$6,245.22

Equipment Problems – Quality Equipment Survey Report

The list below represents problems and/or complaints on equipment reliability, copy quality, and vendor service. It also outlines the comment provided to SPC as well as the resolution, if any, by the vendor or SPC.

No Quality Surveys were completed and sent to SPC, so we can only assume your equipment is running satisfactorily. Because this equipment is covered under a Five-Year Equipment Replacement Warranty, any problem units could be replaced at no charge provided they have not gone beyond their warranty.

Reprographic Equipment Assessment

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

Total # of Units	57
# of Units on Lease	30
# of Units Owned	25
Lease Company	Northway Bank
Lease Start Date	5/1/2008
Lease End Date	8/1/2012
Term	5 Annual
Annual Payment usually due on 8/1	\$64,793.43
Remaining Payments	1

**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.

Building	Make	Model	Serial #
Canal School	Ricoh	MP5500	L7785100224
Canal School	Ricoh	2060	K4555100441
Canal School	Xerox	8560MFP	CXF345335
Congin School	Ricoh	2051	K6755300540
Congin School	Ricoh	MP5500	L7785100209
Congin School	Xerox	8560MFP	CXF334692
Pride's Corner	Toshiba	E-523T	CZC828904
Pride's Corner	Xerox	8560MFP	CXF335576
Saccarappa School	Ricoh	2060	K4555100423
Saccarappa School	Ricoh	2051	K6755300359
Saccarappa School	Xerox	8560MFP	CXF336249
Westbrook District Office	Konica Minolta	C451	A00K010007731
Westbrook District Office	Toshiba	E-3510C	CVJ716683
Westbrook District Office	Toshiba	E-453	CIE843918
Westbrook District Office	Toshiba	E-853	CYG818298
Westbrook High	Toshiba	E-600	CQF510616
Westbrook High	Toshiba	E-162D	CJC822314
Westbrook High	Toshiba	E-603T	CQD825536
Westbrook High	Toshiba	E-603T	CQD825456
Westbrook High	Toshiba	E-603T	CQA824072
Westbrook High	Xerox	8560MFP	CXF331204
Westbrook Middle School	Toshiba	E-523T	CZD828946
Westbrook Middle School	Toshiba	E-603T	CQD825537
Westbrook Middle School	Toshiba	E-600	CQF510642
Westbrook Middle School	Toshiba	E-603T	CQD825466
Westbrook Middle School	Toshiba	E-162D	CJC822315

Westbrook Schools

Building	Make	Model	Serial #
Westbrook Middle School	Xerox	8560MFP	CXF336159
Westbrook Regional Vocational	Toshiba	E-162D	CJC822316
Westbrook Regional Vocational	Toshiba	E-600	CQF510648
Westbrook Regional Vocational	Xerox	8560MFP	CXF336251

Owned Equipment

Equipment currently owned by client.

Building	Make	Model	Serial #
Congin School	Ricoh	AP410	Q3156100237
Pride's Corner	Konica Minolta	BH600	57BE03229
Pride's Corner	Konica Minolta	BH601	AOPP012000019
Pride's Corner	Ricoh	AP410	Q3156100144
Saccarappa School	Ricoh	AP410	Q3156100168
Westbrook District Office	Ricoh	AP410	Q3156100232
Westbrook District Office	Toshiba	E-162D	CJH511891
Westbrook District Office	Xerox	8400DP	RPC132405
Westbrook High	Canon	5000	MPL61062
Westbrook High	Canon	3300	MPH62246
Westbrook High	Canon	5020i	JCT15443
Westbrook High	Ricoh	AP410	Q3156100145
Westbrook High	Ricoh	AP410	Q3156100146
Westbrook High	Ricoh	AP410	Q3156100234
Westbrook High	Toshiba	E-162D	CJC510499
Westbrook Middle School	Canon	3300	MPH70246
Westbrook Middle School	Ricoh	AP410	Q3156100110
Westbrook Regional Vocational	Canon	3300	MPH67630
Westbrook Regional Vocational	Canon	3300	MQC02822
Westbrook Regional Vocational	Canon	6020	JCU05700
Westbrook Regional Vocational	Ricoh	AP410	Q3156100230
Westbrook Regional Vocational	Ricoh	AP410	Q3156100235
Westbrook Regional Vocational	Toshiba	E-162D	CJA510168
Westbrook Regional Vocational	Toshiba	E-350	CPG424421
Westbrook Transportation	Canon	3300	MPH64258

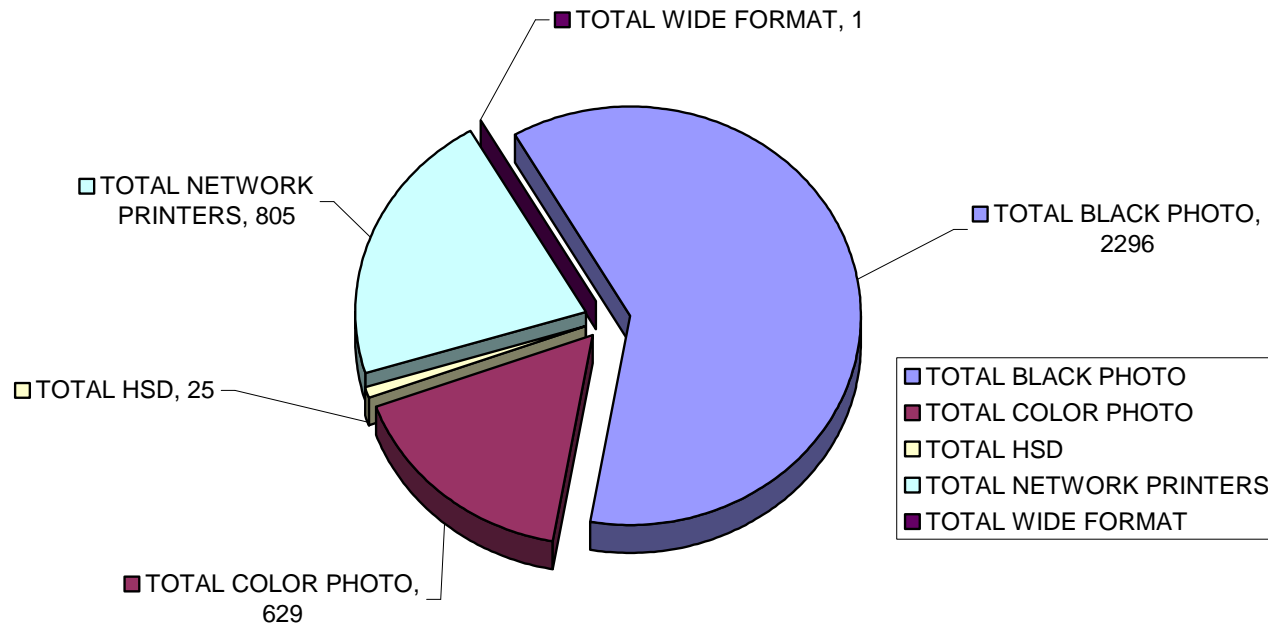
NOTE: With your next upgrade, your current Leased Equipment would be listed as Owned, and any new equipment would be listed as Leased. Your current Owned Equipment would be traded out.

Active Reprographic Equipment & Manufacturers

SPC currently maintains 3,756 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

- Current Manufacturers Represented (12):**
- Canon
 - Gestetner
 - Hewlett-Packard
 - Konica-Minolta
 - Kyocera
 - Lexmark
 - Océ
 - Ricoh
 - Risograph
 - Samsung
 - Savin
 - Sharp
 - Toshiba
 - Xerox



Total Number of Active Equipment is 3,756

Current Vendors Represented (18):

- **A-COPI**
- Catamount/Lockrows
- Conway
- **Ikon - Ricoh**
- **KMBS**
- **Levesque**
- Lyndonville
- **Océ**
- Offtech New England
- Spillers
- SymQuest
- Toshiba
- UBM
- **Vary Technologies**
- Xerox

Those marked in bold have won bids in the last 12 months.

Improved SPC Services

Print Management Software 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.

In 2009 we have contracted with Vary Technologies who will offer to personally install this Print Management Software for free (MAC or PC environment). In addition, they are able to service, on a cost-per-print basis, all of your legacy printers including HP, Lexmark and Brother. Vary Technologies was first contacted by Xerox on behalf of SPC clients to service all of the solid ink color units as a local service provider in an effort to improve the overall response time and reliability. As a side benefit, Vary will be able to fill a void for servicing all of our low-volume legacy printers on a cost-per-print basis that includes...

- Service
- Supplies
- Equipment

Vary Technologies will be able to provide this service at a lower cost than what most clients are paying just for supplies. This should improve the quality of service and equipment at thousands of dollars less each year!

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.

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