•SPC•

Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

www.spccopypro.com

2017-2018 Annual Report

Year - End Photocopier Analysis

With projected costs for 2018-19

Kathy Casparius
Augusta Schools
40 Pierce Drive
Augusta, ME 04330

October 2018

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Kathy Casparius
Augusta Schools
40 Pierce Drive
Augusta, ME 04330

Dear Kathy:

We at Specialized Purchasing Consultants, wish to thank you for your continued confidence in us. Our relationship is now 13 years strong, and we hope that your trust in us and this relationship will continue for many years to come.

The following Annual Report provides an overview of last year's reprographic equipment usage and status. Recommendations are included based on usage and remaining life expectancy to address potential problem areas. This will help to avoid needless down time and improve equipment reliability.

Every year we strive to improve or enhance our services to save our clients time, money, and effort. For the past number of years, numerous new features have been implemented to benefit our clients such as Simplified Billing, FMAudit automated meter reading, STARDoc and IT Asset Management. We hope you have found these services to be beneficial and time-saving. We are very pleased to offer these services at no additional charge.

During our meeting with you to review this report, we would like to take some time to review our current services as well as new services soon to be offered and how you can benefit from these services.

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

Sincerely,

Skip Tilton
President

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The SPC Team…
would like to personally thank you for your continued trust and confidence!

Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices possible while improving the quality of your service and equipment, as well as providing ways to increase your equipment reliability and the ability to monitor and track usage variations throughout the year to keep your costs under control.

Jessica Paradis
Accounting Coordinator
As the new accounting director for SPC, my focus is to ensure transactions are handled with importance, accuracy, and timeliness. My goal is for all communication, with client or vendor, to be satisfactory for all parties. I am excited to be part of this team, and I am available to answer any billing or contract questions you may have.

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

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

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

Robert Dutil
Director of Information Technology
I work behind the scenes to keep everything running smoothly. I appreciate SPC's honesty, work ethic and loyalty, and it is my goal to make sure SPC has the tools it needs to continue improving their technology to better serve their clients and to be as productive as possible. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Equipment Health Status

Total Number of Machines:	37
Total Black Photocopiers	28
Total Color Photocopiers	9
Total Black Network Printers	0
Total Color Network Printers	0
Total Removed from Service:	0
# of Units OFF Warranty:	1
# of Units Approaching End of Warranty:	0
# of Units Overused:	1
# of Units Underused:	0
Commencement Date:	2/15/2015
# of Annual Payments Left on Lease	1
All Warranties and Service Contracts Expire:	6/30/2020
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract	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 Kathy,

It has been 3.5 years since your last upgrade and you could benefit from an onsite visit and an upgrade since costs have come down over the years. You have a serious reliability concern developing at Lincoln school with one machine being severely overused. There are some options that could be discussed. Also, keep in mind there are some powerful print management software that you may want to consider this time around. (See page #12)

In order to stay ahead of your reliability curve, that upgrade could take place as early as the Summer of 2018. In that way you would only have one payment left that is due 8/1/2019. We are confident that there are other needs that an onsite visit will be able to address.

Sincerely,
Skip

Aging Equipment Summary

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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Capital Area Technical Center	Graphics	Konica Minolta BHC5501	A0U1011000795	KMBS	10/2008
Farrington School	Main Office	Toshiba e-Studio 4540c	SMI380664	A-COPI	05/2011
Kennebec Learning Center	Adult Ed	Toshiba e-Studio 4540c	SMG380626	A-COPI	05/2011
Lincoln School	Main Office	Toshiba e-Studio 4540c	SMG380557	A-COPI	05/2011
Sylvio J. Gilbert School	Main Office	Toshiba e-Studio 4540c	SMI380675	A-COPI	05/2011

Non Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
DELL 2330dn Laser Printer	7218N0N-86-13	10.0.28.29	10/8/2018 7:54:20 AM
DELL 2330dn Laser Printer	7218N3M-86-13	10.0.28.71	10/8/2018 7:54:20 AM
DELL 2330dn Laser Printer	7218NWZ-86-13	10.0.28.73	10/8/2018 7:54:20 AM
DELL 2330dn Laser Printer	7218N1W-86-13	10.0.20.67	10/8/2018 7:54:20 AM
DELL 2330dn Laser Printer	7218N06-86-13	10.0.12.74	10/8/2018 7:54:20 AM
DELL 2330dn Laser Printer	7218NX9-86-13	10.0.28.75	10/8/2018 7:54:20 AM
HP LaserJet 4100 SERIES	USLNF07096	10.0.28.29	9/12/2018 7:52:49 AM
HP LASERJET 2300L	CNBCB29008	10.0.4.40	7/26/2018 7:57:50 AM
DELL 2330dn Laser Printer	7218NX2-86-13	10.0.28.74	10/8/2018 7:54:20 AM
DELL 2330dn Laser Printer	7218NWW-86-13	10.0.16.74	10/8/2018 7:54:20 AM
HP LaserJet P4014	CNDX216115	192.168.60.87	10/8/2018 7:54:20 AM
HP LASERJET 2100 SERIES	USGZ069492	192.168.60.90	3/6/2018 7:53:24 AM
HP LASERJET P3010 SERIES	VNB3Y57276	10.0.8.68	10/8/2018 7:54:20 AM
HP LaserJet P4014	CNDX212772	192.168.60.91	10/8/2018 7:54:20 AM
DELL 2330dn Laser Printer	7218N1X-86-13	10.0.28.68	10/8/2018 7:54:20 AM
DELL 2330dn Laser Printer	7218N0M-86-13	10.0.20.73	10/8/2018 7:54:20 AM
DELL 2330dn Laser Printer	7218NX1-86-13	10.0.20.74	10/8/2018 7:54:20 AM
DELL 2330dn Laser Printer	7218N3V-86-13	10.0.28.67	10/8/2018 7:54:20 AM
DELL 2330dn Laser Printer	7218LZN-86-13	10.0.16.72	6/24/2018 7:54:10 AM
DELL 2330dn Laser Printer	7218N2N-86-13	10.0.8.67	10/8/2018 7:54:20 AM
HP LASERJET 4250	CNRXT17344	10.0.12.76	10/8/2018 7:54:20 AM

Make - Model	Serial Number	IP Address	Last Update
DELL 2330dn Laser Printer	7218NWY-86-13	10.0.12.73	6/18/2018 7:53:44 AM
DELL 2330dn Laser Printer	7218MYD-86-13	10.0.8.98	10/8/2018 7:54:20 AM
DELL 2330dn Laser Printer	7218M84-86-13	10.0.20.39	5/24/2018 7:55:23 AM
DELL 2330dn Laser Printer	7218LZM-86-13	10.0.16.67	5/17/2018 7:55:27 AM

Machine Count: 25 Our Goal with the next upgrade is to get all non contract devices under a CPC agreement.

1988   **Specialized Purchasing Consultants opens its doors**

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

1999   **Improved Annual Reports**

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

2001   **Solid-Ink Printers and Meter Collection**

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

2002   **Bond Counsel Review**

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

2003   **Contracts and Warranties Updated**

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

2005   **Economic Municipal Relief Fund Established**

2006   **Data Collection Agent**

- Data Collection Agent Software offered for meter collection convenience

2007   **Insurance Fund**

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

2012   **STARDoc - Print Management Software Developed and Implemented**

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

2013   **STARDoc - Daily Tracking**

- Meters gathered daily to track usage

2014	STARDoc - Monthly Audits

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

2015	STARDoc - Mapping Options and Asset Management

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

2018	STARDoc - Improved Pinpointing of Budget and Communications

- Improved pinpointing of machines projected to go over budget
- Facilitate communication with your vendor's service manager
- Request service history on any given printer or copier

- **Cost Projection by Department or Building** - Who Benefits? Accounts Payable, Business Manager and Superintendent
  - Allows you to formulate next year's budgets as early as December
  - Allows you to see the projected usage bill in advance
  - Tabulate total budgets and total costs district wide
  - Volume or cost pages allow you to pinpoint specific machines on the floor plans
  - Timeline - allowing you to go back to see how your budget compares to previous years

- **Map your devices on Floorplans** - Who Benefits? Business Manager, IT
  - Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
  - Device information tab will allow you to easily access the web interface of the printer/copier
  - Non-Reporting device listing for devices that haven't reported for more than 2 weeks
  - Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TV's)

- **Floor Plans Admin** - Who Benefits? Business Manager and IT
  - Allows IT and Business Manager to move devices around on Floor Plan
  - Paper trail of device locations after summer break
  - Will show Previous Devices, Present Equipment and Proposed Equipment

- **Contacts Page** - Who Benefits? Business Manager and IT
  - Control Access and Permissions to Star Doc
  - Toggle Email all (Toner, Service Monthly Audits)

- **Device Listing Page** - Who Benefits? Business Manager and IT
  - Centralized location for detailed information of District's assets
  - Exportable device listing to Excel or PDF
  - Tracks additional non-contract devices
  - IP Addresses and MAC addresses automatically imported
  - Strikethrough on machines that have been removed

- **Monthly Audits** - Who Benefits? Business Manager and Superintendent
  - Monthly Cost Snapshot
  - Shows amount of devices not reporting to help improve accuracy of projections

- **Timeline:** Who Benefits? Business Manager
  - Track historical volume and cost per building

- **"Last Sync Date"** Who Benefits? IT Manager
  - Shows the last time that FMAudit synced for that client

New Features

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

➢ Print to a single global queue, walk up, and collect at any device.

➢ The application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD). It allows users to print at any area within the building as long as the MFD has the features needed by the user.

STARDoc
NEW! Over Budget Report feature

➢ Allows user to select the Over Budget feature to produce a report showing each machine currently running over projected volumes, listed with highest amount over first.

➢ Catch overused equipment early, before equipment begins to break down due to over use.

➢ Request service history on any machine right through STARDoc.

Annual Black Volume by Building

■ 14-15 ■ 15-16 ■ 16-17 □ 17-18 % difference between Previous Year & Current Year

-7%

-13%

0%

-4%

43%

-7%

-24%

0%

| | Capital Area Tech | Cony High | Farrington | Gilbert | Hussey | KLC | Lincoln | District Office |

y-axis: 2,500,000 / 2,000,000 / 1,500,000 / 1,000,000 / 500,000 / -
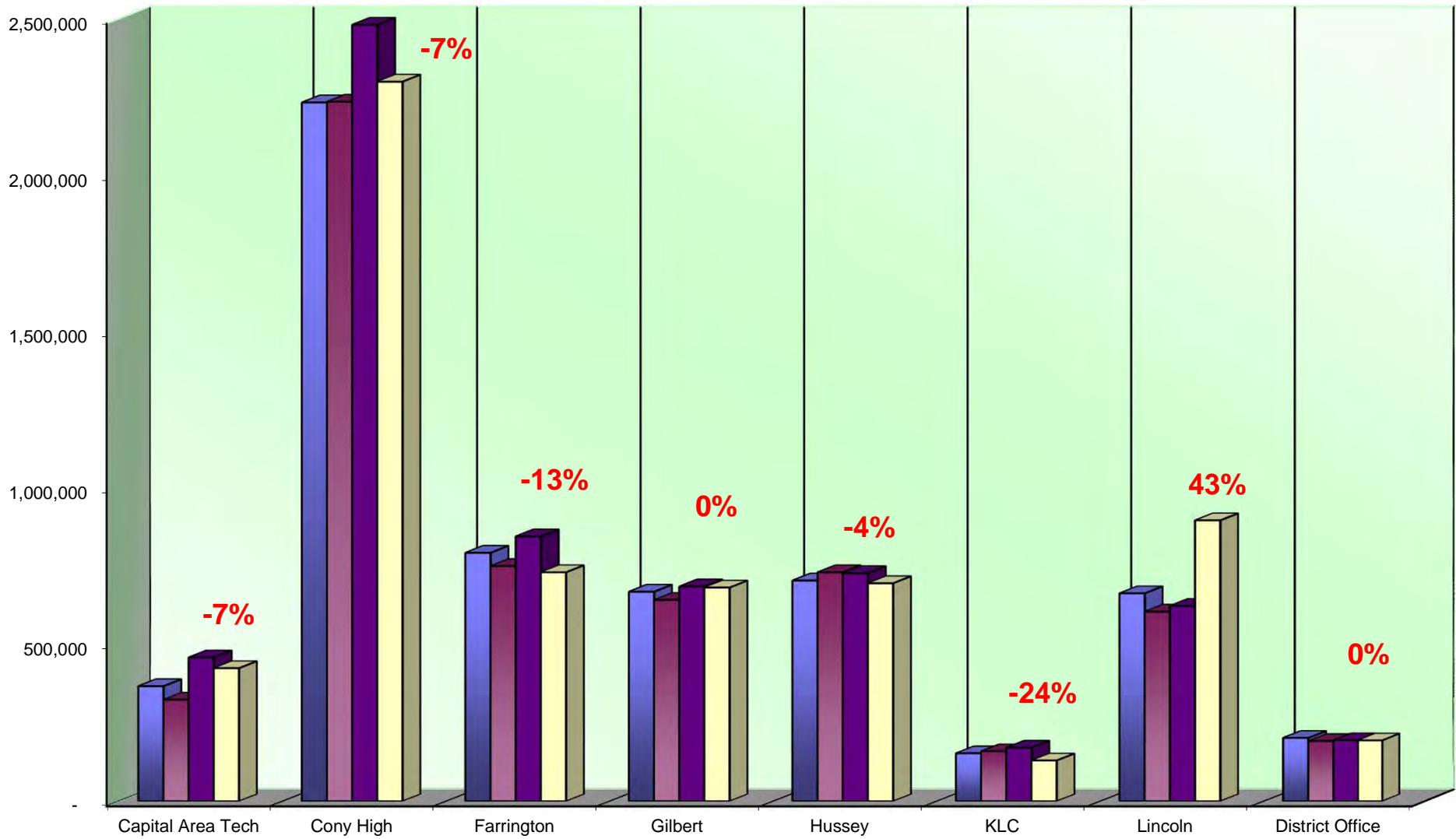
Annual Black Volume Overall

-2%
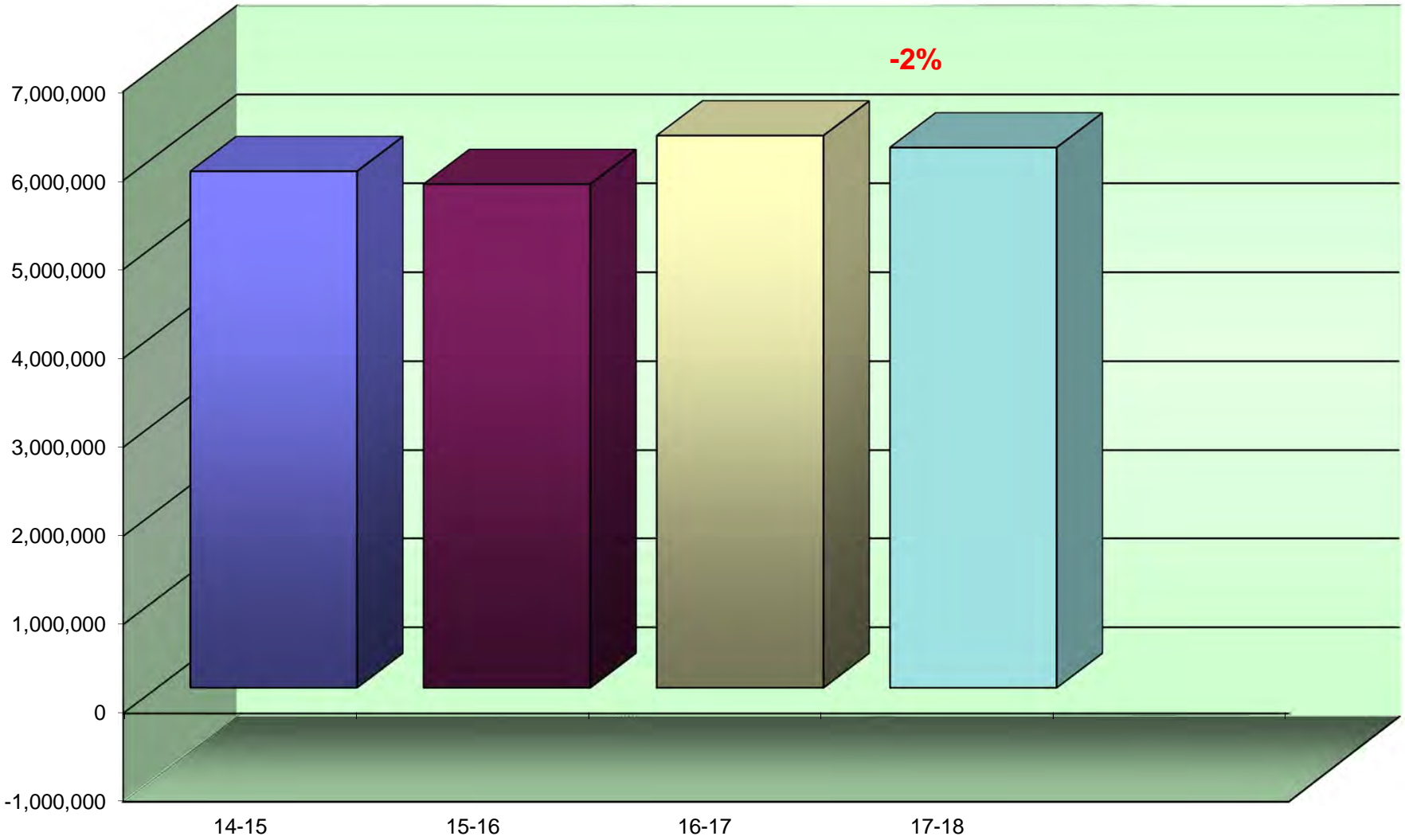
% amount equals the overall increase or decrease between Previous Year and Current Year

Average Student to Copy Usage – Black Only

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Augusta District Office	0	197,386	$3,333.87	0	$0.00
Capital Area Technical Center	366	429,888	$7,266.92	1,175	$19.85
Cony High School	974	2,298,202	$38,816.88	2,360	$39.85
Farrington School	302	735,371	$12,420.50	2,435	$41.13
Kennebec Learning Center	0	132,325	$2,234.98	0	$0.00
Lillian Parks Hussey School	299	700,600	$11,833.21	2,343	$39.58
Lincoln School	301	900,776	$15,214.21	2,993	$50.55
Sylvio J. Gilbert School	377	686,778	$11,599.76	1,822	$30.77
Totals	**2,619**	**6,081,326**	**$102,720.33**	**2,322**	**$39.22**

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

Cost Comparison – Black Only

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

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

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

Average Copies Per Student - Black

Year	Copies
16/17	2354
15/16	2351
14/15	2418
13/14	2579
12/13	2516
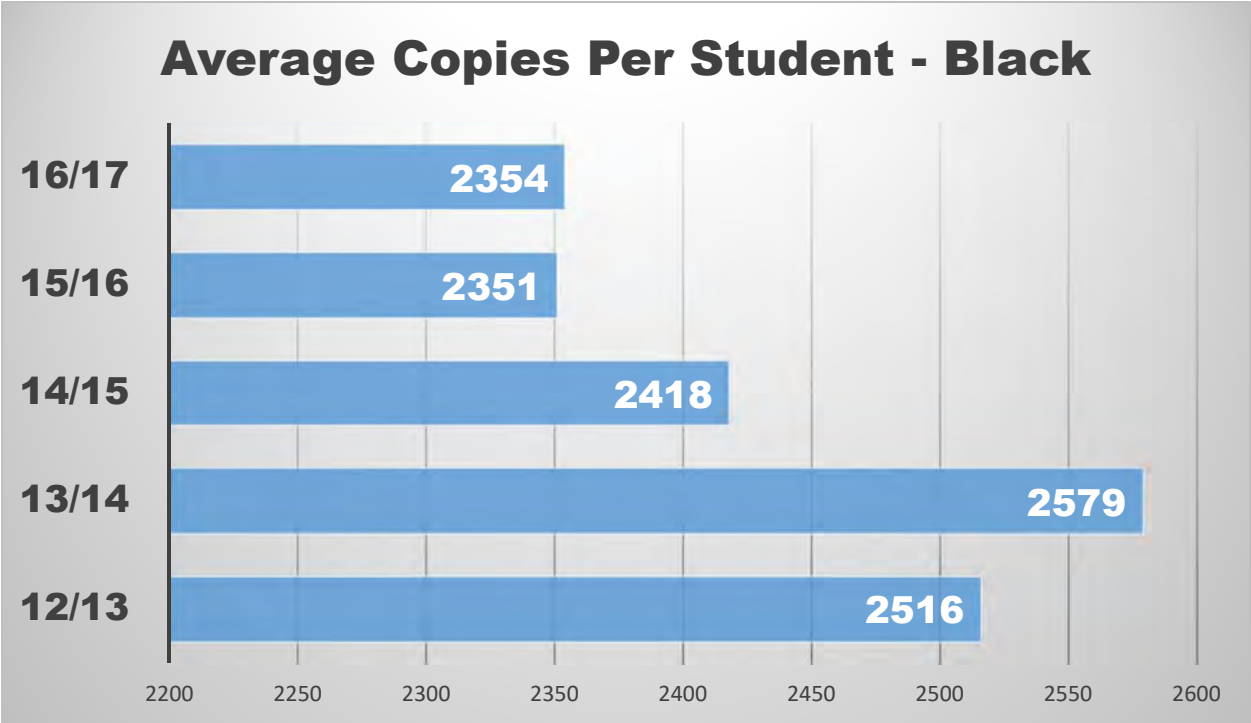
Annual Color Volume by Building

■ 14-15 ■ 15-16 ■ 16-17 □ 17-18   % difference between Previous Year & Current Year

-13% **430%** **83%** **39%** **54%** **34%** **-6%** **85%**

Building categories: Capital Area Tech, Cony High, Farrington, Gilbert, Hussey, KLC, Lincoln, Superintendent

Y-axis: 0, 10,000, 20,000, 30,000, 40,000, 50,000, 60,000

Annual Color Volume Overall
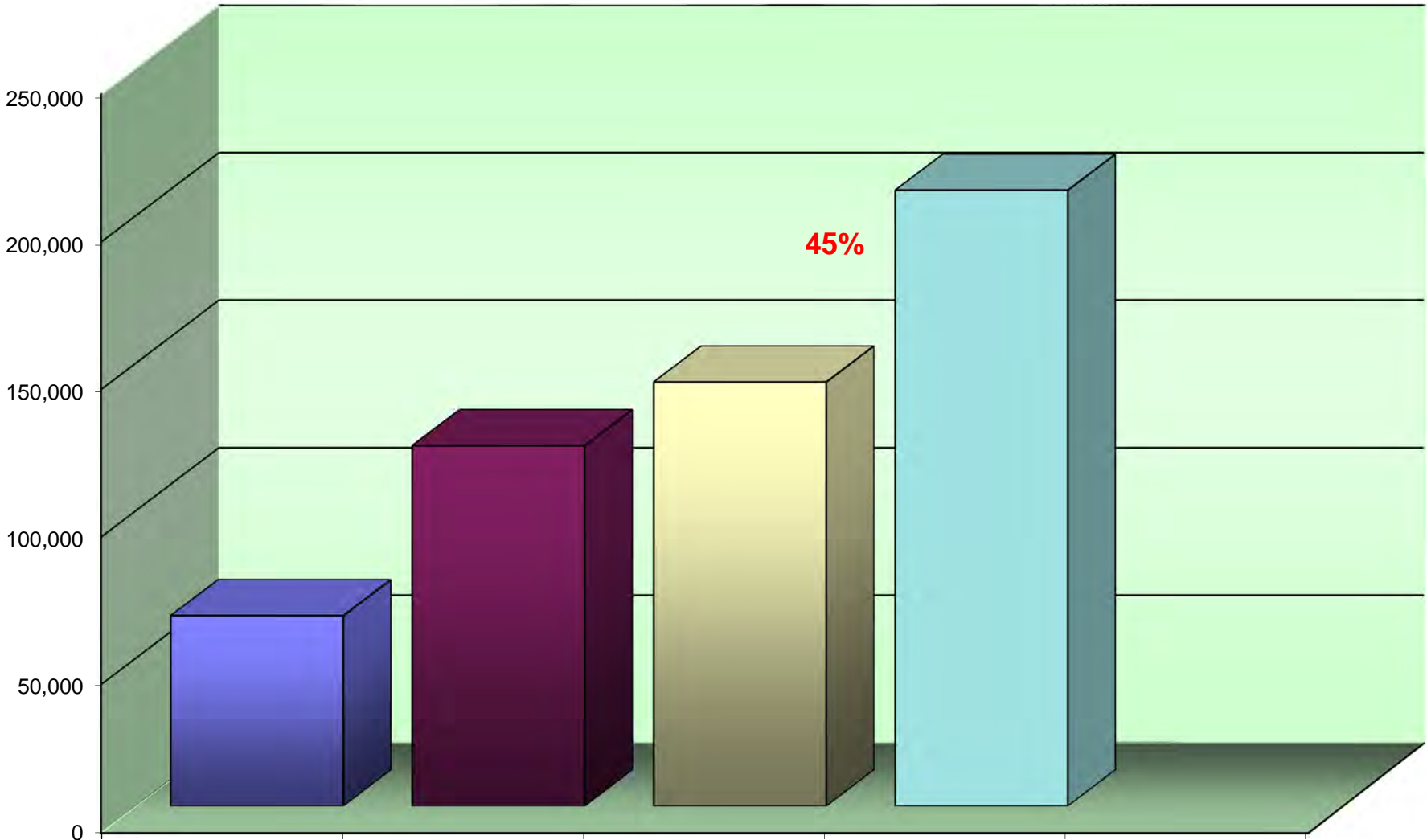
% amount equals the overall increase or decrease between Previous Year & Current Year

Average Student to Copy Usage – Color Only

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Augusta District Office	0	32,477	$1,609.88	0	$0.00
Capital Area Technical Center	366	44,152	$2,364.10	121	$6.46
Cony High School	974	49,461	$2,451.78	51	$2.52
Farrington School	302	10,953	$542.94	36	$1.80
Kennebec Learning Center	0	3,633	$180.09	0	$0.00
Lillian Parks Hussey School	299	15,967	$791.48	53	$2.65
Lincoln School	301	27,825	$1,379.29	92	$4.58
Sylvio J. Gilbert School	377	24,010	$1,190.18	64	$3.16
Totals	**2,619**	**208,478**	**$10,509.74**	**80**	**$4.01**

*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.
Note: New STARDoc tool will flag any future High Color Usage. See Page # 12 under new STARDoc features! Industry Ratios are 185 color prints per student per year. Please contact our SPC technical team to provide training to your staff. Your color volume is below the average; however, your volume does not include printers.

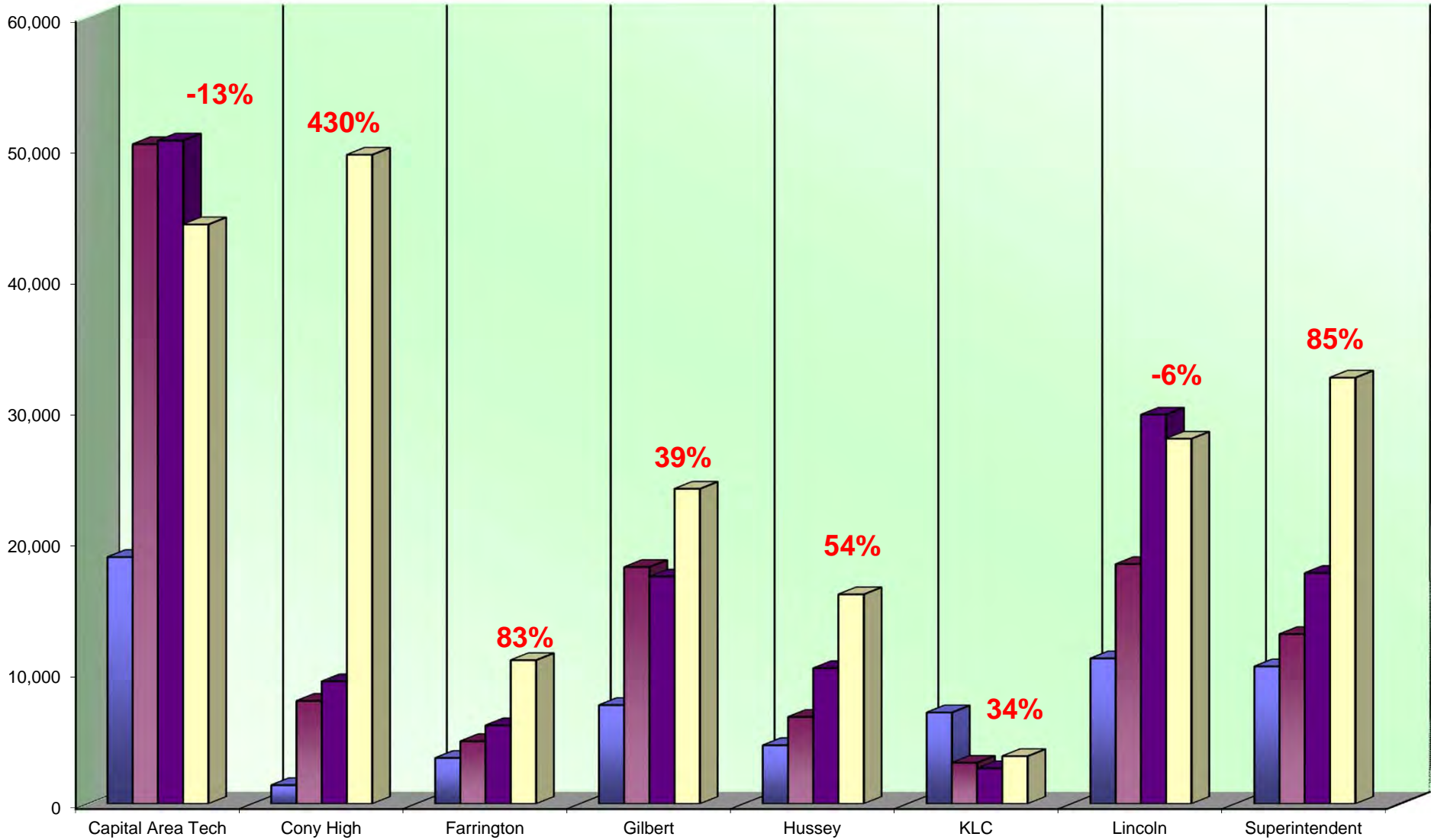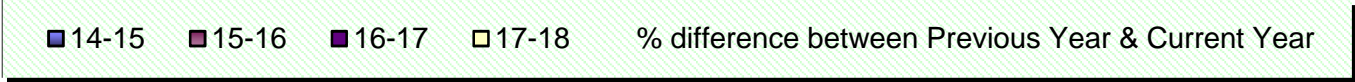|		
District Wide Black Totals	6,081,326	$22,020.31
District Wide Color Totals	208,478	$10,223.58

Cost Comparison – Color Only

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	88,906	16,474,996	$820,060.24	185	$9.22

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

Average Copies Per Student - Color

Year	Value
16/17	185
15/16	167
14/15	137
13/14	125
12/13	92
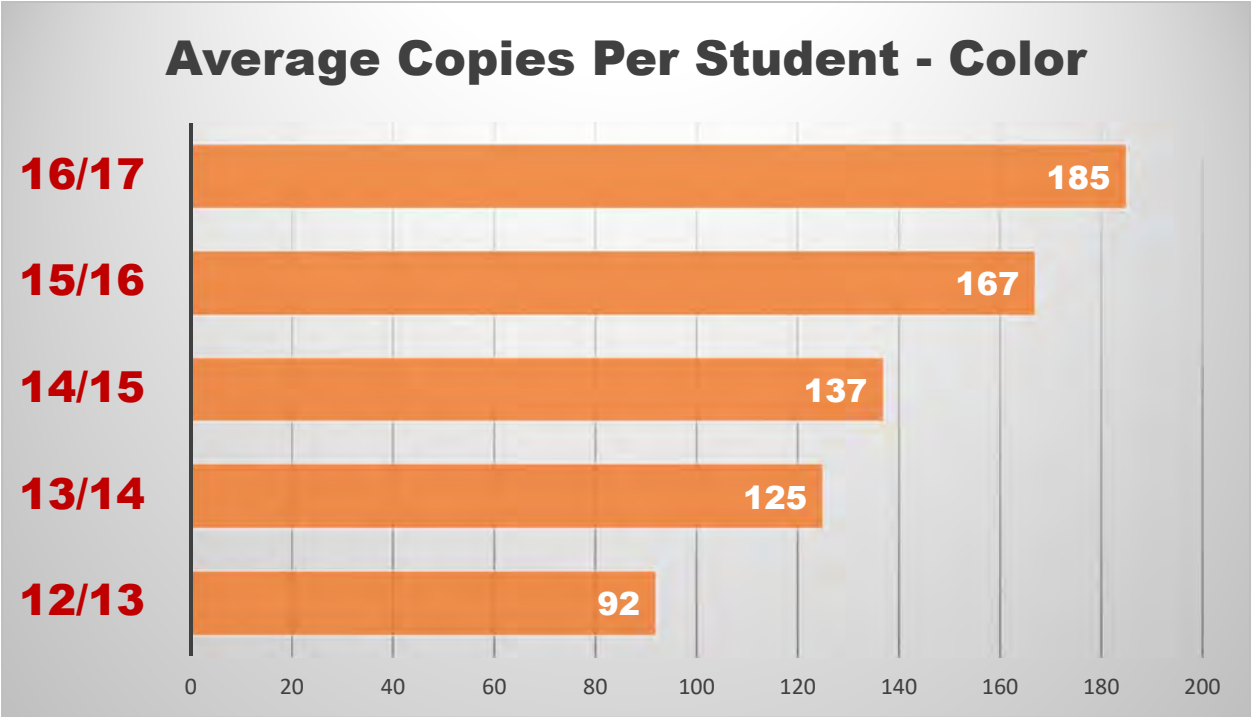
Color to Total Volume Percentage
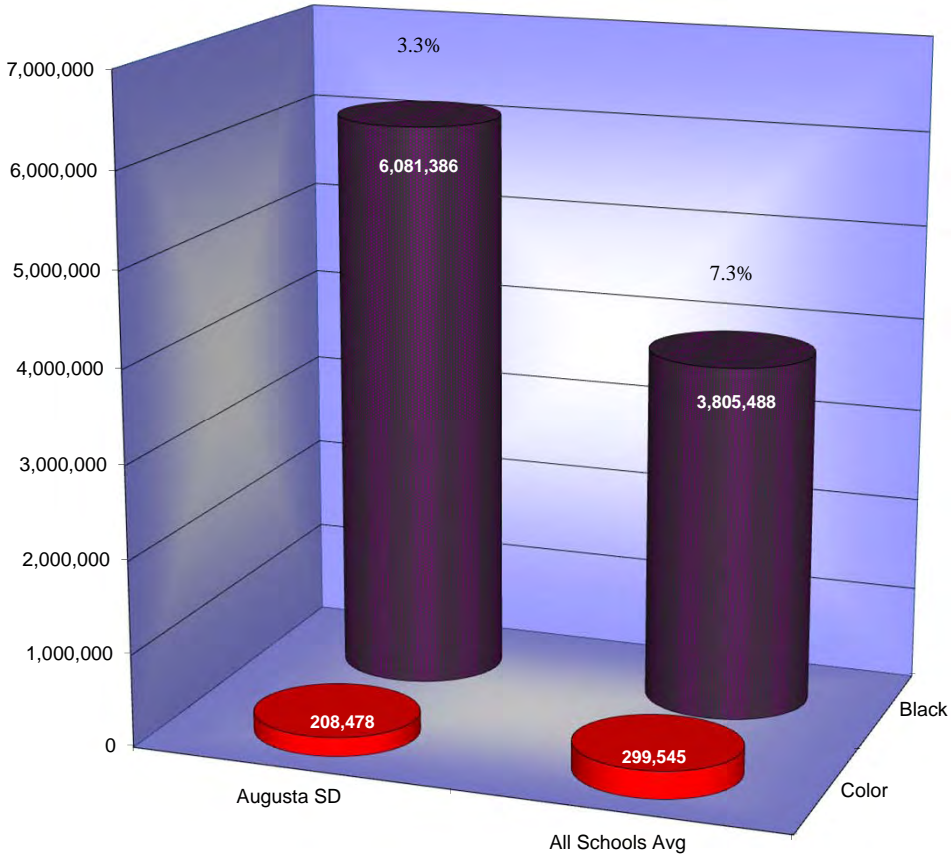
Usage Profile for Service & Supplies

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

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 2/15/2015* *Recommendations*
AUGUSTA DISTRICT OFFICE					
Room 1014 New Business Office					
Toshiba e-Studio 457 / 45 PPM	91,793	139,577	47,784	$0.003620	None at this time.
CELD49086 / 5423				$172.98	
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Room 1255 Central Office Copy Room					
Toshiba E-Studio 6560C / 65 PPM	374,222	523,824	149,602	$0.003620	None at this time.
CSKD15153 / 5435				$541.56	
3,000,000 / 04/2014	32,991	65,468	32,477	$0.04822	
Color Photocopier				$1,566.04	
A-COPI					
Subtotals Black		**197,386**		**$714.54**	
Subtotals Color		**32,477**		**$1,566.04**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 2/15/2015 Recommendations
CAPITAL AREA TECHNICAL CENTER					
Graphics					
Konica Minolta BHC5501 / 55 PPM A0U1011000795 /	106,527	114,405	7,878	$0.004370 $34.43	10 years from Intro.
3,000,000 / 10/2008	128,807	150,234	21,427	$0.05619	
High Production Color Photocopier				$1,203.98	
KMBS					
Room 1007 Plumbing Heating					
Toshiba e-Studio 457 / 45 PPM CELD48922 / 5424	28,485	56,295	27,810	$0.003620 $100.67	None at this time.
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Room 1012 Auto Tech Hallway					
Toshiba e-Studio 457 / 45 PPM CELD49235 / 5412	36,207	48,197	11,990	$0.003620 $43.40	None at this time.
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 2/15/2015 Recommendations
CAPITAL AREA TECHNICAL CENTER					
Room 1035 Main Office					
Toshiba e-Studio 457 / 45 PPM	159,344	236,842	77,498	$0.003620 $280.54	None at this time.
CELD49301 / 5425					
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Toshiba E-Studio 6560C / 65 PPM	112,163	145,289	33,126	$0.003620 $119.92	None at this time.
CSKD15165 / 5436					
3,000,000 / 04/2014	33,937	56,662	22,725	$0.04822	
Color Photocopier				$1,095.80	
A-COPI					
Room 2002 Faculty Room					
Toshiba e-Studio 457 / 45 PPM	19,223	54,406	35,183	$0.003620 $127.36	None at this time.
CELD49081 / 5414					
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Toshiba e-Studio 657 / 65 PPM	512,595	748,998	236,403	$0.003620 $855.78	None at this time.
CALD18058 / 5434					
3,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Subtotals Black		429,888		$1,562.10	
Subtotals Color		44,152		$2,299.78	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017 Meter*	*6/30/2018 Meter*	*2017-18 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
				Date of Last Upgrade: 2/15/2015	

CONY HIGH SCHOOL

Alcove 111-113 Right Side

Toshiba e-Studio 457 / 45 PPM	148,983	200,249	51,266	$0.003620 $185.58	None at this time.
CELD49088 / 5416					
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					

Alcove 119-123 Left Side

Toshiba e-Studio 457 / 45 PPM	172,591	235,662	63,071	$0.003620 $228.32	None at this time.
CELD48910 / 5415					
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					

Alcove 211-213 Right Side

Toshiba e-Studio 457 / 45 PPM	165,532	245,350	79,818	$0.003620 $288.94	None at this time.
CELD49246 / 5418					
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					

Alcove 219-221 Left Side

Toshiba e-Studio 457 / 45 PPM	150,465	218,310	67,845	$0.003620 $245.60	None at this time.
CELD49309 / 5417					
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 2/15/2015 Recommendations
CONY HIGH SCHOOL					
Room 1 Main Office					
Toshiba e-Studio 5560c / 55 PPM CSKD15647 / 5429	396,346	518,218	121,872	$0.003620 $441.18	None at this time.
3,000,000 / 04/2014	17,733	67,194	49,461	$0.04822	
Color Photocopier				$2,385.01	
A-COPI					
Room 108 Faculty Room					
Toshiba e-Studio 857 / 85 PPM CAKD17184 / 5432	907,243	1,263,558	356,315	$0.003620 $1,289.86	None at this time.
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Room 126 Faculty Room					
Toshiba e-Studio 857 / 85 PPM CAKD17183 / 5411	807,725	1,152,837	345,112	$0.003620 $1,249.31	None at this time.
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Room 14 Guidance Office					
Toshiba e-Studio 457 / 45 PPM CELD49302 / 5422	223,240	315,266	92,026	$0.003620 $333.13	None at this time.
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Date of Last Upgrade: 2/15/2015 Cost/Copy Annual Cost	Recommendations
CONY HIGH SCHOOL					
Room 206 Faculty Work Room					
Toshiba e-Studio 857 / 85 PPM CAKD17185 / 5410	1,073,357	1,561,254	487,897	$0.003620 $1,766.19	None at this time.
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Room 226 Faculty Work Room					
Toshiba e-Studio 857 / 85 PPM CAKD17207 / 5437	853,259	1,187,244	333,985	$0.003620 $1,209.03	None at this time.
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Room 312					
Toshiba e-Studio 557 / 55 PPM CADD10037 / 5324	433,137	656,020	222,883	$0.003620 $806.84	None at this time.
3,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Room 33 Faculty Room					
Toshiba e-Studio 457 / 45 PPM CELD48927 / 5427	132,771	175,334	42,563	$0.003620 $154.08	None at this time.
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 2/15/2015 Recommendations
CONY HIGH SCHOOL					
Room 50 Library/Media Center					
Toshiba e-Studio 457 / 45 PPM	99,571	133,120	33,549	$0.003620 $121.45	None at this time.
CELD49297 / 5419					
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Storage					
Toshiba e-Studio 457 / 45 PPM	0	0	0	$0.003620 $0.00	None at this time.
CELD49230 / 5413					
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					

	Subtotals Black	**2,298,202**	**$8,319.49**	
	Subtotals Color	**49,461**	**$2,385.01**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 2/15/2015 Recommendations
FARRINGTON SCHOOL					
Main Office					
Toshiba e-Studio 4540c / 45 PPM SMI380664 / 5401	226,944	286,352	59,408	$0.003620 $215.06	7 years from Intro.
1,000,000 / 05/2011	12,229	23,182	10,953	$0.04822	
Color Photocopier				$528.15	
A-COPI					
Teachers' Room Downstairs					
Toshiba e-Studio 857 / 85 PPM CAKD17178 / 5408	799,978	1,164,259	364,281	$0.003620 $1,318.70	None at this time.
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Teachers' Room Upstairs					
Toshiba e-Studio 857 / 85 PPM CALD18174 / 5438	893,991	1,205,673	311,682	$0.003620 $1,128.29	None at this time.
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Subtotals Black		735,371		$2,662.04	
Subtotals Color		10,953		$528.15	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 2/15/2015 Recommendations
KENNEBEC LEARNING CENTER					
Adult Ed					
Toshiba e-Studio 4540c / 45 PPM SMG380626 / 5403	134,429	197,314	62,885	$0.003620 $227.64	7 years from Intro.
1,000,000 / 05/2011	7,947	11,580	3,633	$0.04822	
Color Photocopier				$175.18	
A-COPI					
Adult Ed Hallway					
Toshiba e-Studio 457 / 45 PPM CELD48925 / 5426	247,912	317,352	69,440	$0.003620 $251.37	None at this time.
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
	Subtotals Black		**132,325**	**$479.02**	
	Subtotals Color		**3,633**	**$175.18**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 2/15/2015 Recommendations
LILLIAN PARKS HUSSEY SCHOOL					
Hallway					
Toshiba e-Studio 657 / 65 PPM	517,199	715,065	197,866	$0.003620 $716.27	None at this time.
CAHD14078 / 5404					
3,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Main Office					
Toshiba e-Studio 4505AC / 45 PPM	50,402	135,588	85,186	$0.003620 $308.37	None at this time.
CFHF47260 / 6707					
1,000,000 / 07/2016	6,327	22,294	15,967	$0.04822	
Color Photocopier				$769.93	
A-COPI					
Teachers' Room					
Toshiba e-Studio 657 / 65 PPM	987,365	1,404,913	417,548	$0.003620 $1,511.52	None at this time.
CALD18062 / 5421					
3,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
	Subtotals Black		**700,600**	**$2,536.17**	
	Subtotals Color		**15,967**	**$769.93**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 2/15/2015 Recommendations
LINCOLN SCHOOL					
Main Office					
Toshiba e-Studio 4540c / 45 PPM SMG380557 / 5402	239,072	337,648	98,576	$0.003620 $356.85	7 years from Intro.
1,000,000 / 05/2011	53,656	81,481	27,825	$0.04822	
Color Photocopier				$1,341.72	
A-COPI					
Teachers' Room					
Toshiba e-Studio 457 / 45 PPM CELD49066 / 5420	548,152	1,043,095	494,943	$0.003620 $1,791.69	Overused! Warranty expired!
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Toshiba e-Studio 657 / 65 PPM CAHD14086 / 5405	715,806	1,023,063	307,257	$0.003620 $1,112.27	Volume from the 457 should be shifted here.
3,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Subtotals Black	900,776		$3,260.81		
Subtotals Color	27,825		$1,341.72		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 2/15/2015 Recommendations
SYLVIO J. GILBERT SCHOOL					
Library					
Toshiba e-Studio 657 / 65 PPM	548,508	856,065	307,557	$0.003620 $1,113.36	None at this time.
CALD18064 / 5430					
3,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Main Office					
Toshiba e-Studio 4540c / 45 PPM	298,081	413,887	115,806	$0.003620 $419.22	7 years from Intro.
SMI380675 / 5126					
1,000,000 / 05/2011	38,154	62,164	24,010	$0.04822	
Color Photocopier				$1,157.76	
A-COPI					
Teachers Room 1st Floor					
Toshiba e-Studio 857 / 85 PPM	754,051	1,017,466	263,415	$0.003620 $953.56	None at this time.
CAKD17188 / 5409					
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
	Subtotals Black	**686,778**		**$2,486.14**	
	Subtotals Color	**24,010**		**$1,157.76**	

District Wide Black Totals	*6,081,326*	*$22,020.31*
District Wide Color Totals	*208,478*	*$10,223.58*

SPC Service & Supply Cost Savings

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an **SPC client on 8/15/2005** with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2017-18 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
6,081,326	$0.01514	$92,071.28

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
6,081,326	$0.00362	$22,014.40	$70,056.88	$350,284.38

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $70,056.88 x 13 years as a Client

=$910,739.38 Cost Savings!

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

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx. Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Augusta District Office	197,386	$734.28	$979.43	$1,620.17	$3,333.87
Capital Area Technical Center	429,888	$1,605.25	$2,133.10	$3,528.57	$7,266.92
Cony High School	2,298,202	$8,549.31	$11,403.68	$18,863.89	$38,816.88
Farrington School	735,371	$2,735.58	$3,648.91	$6,036.01	$12,420.50
Kennebec Learning Center	132,325	$492.25	$656.60	$1,086.14	$2,234.98
Lillian Parks Hussey School	700,600	$2,606.23	$3,476.38	$5,750.60	$11,833.21
Lincoln School	900,776	$3,350.89	$4,469.65	$7,393.67	$15,214.21
Sylvio J. Gilbert School	686,778	$2,554.81	$3,407.79	$5,637.15	$11,599.76
Total	**6,081,326**	**$22,628.60**	**$30,175.54**	**$49,916.19**	**$102,720.33**

SPC Equipment Bids:
Presently our bids are coming in between 14.77% to 20.87% of Retail while the current Salesman's Cost is 50% of Retail. For Example: An Konica Minolta BH 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 95 Copies per Minute with a Retail Cost of $45,640 is coming in at $7,342....16% of Retail! Our prices are negotiated and supported directly by the manufacturer.

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Augusta District Office	32,477	$1,609.88
Capital Area Technical Center	44,152	$2,364.10
Cony High School	49,461	$2,451.78
Farrington School	10,953	$542.94
Kennebec Learning Center	3,633	$180.09
Lillian Parks Hussey School	15,967	$791.48
Lincoln School	27,825	$1,379.29
Sylvio J. Gilbert School	24,010	$1,190.18
Total	**208,478**	**$10,509.74**

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. <mark>Current year's increase is 2.8%.</mark>

Vendor	Equipment Type	Annual Volume	2017-2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
A-COPI	Black Photocopier	5,346,987	$0.00362	$19,356.09	$0.00372	$19,890.79
A-COPI	Color Photocopier	726,461	$0.00362	$2,629.79	$0.00372	$2,702.43
Konica-Minolta Business Solutions	High Production Color Photocopier	7,878	$0.00437	$34.43	$0.00449	$35.37
Total		**6,081,326**	**$0.00362**	**$22,020.31**	**$0.00372**	**$22,628.60**

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. Current year's increase is 2.8%.

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
A-COPI	Color Photocopier	187,051	$0.04822	$9,019.60	$0.04957	$9,272.12
Konica-Minolta Business Solutions	High Production Color Photocopier	21,427	$0.05619	$1,203.98	$0.05776	$1,237.62
Total		**208,478**	**$0.04904**	**$10,223.58**	**$0.05041**	**$10,509.74**

Reprographic Equipment Assessment

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

Total Number of Units	**37**
Total Number of Units on Lease	**36**
Total Number of Units Owned	**1**
Lease Company	**Northway Lease**
Lease Start Date	**2/15/2015**
Lease End Date	**8/1/2019**
Term	**5 Annual**
Annual Payment usually due on 8/1	**$49,916.19**
Remaining Payments	**1**

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

Leased Equipment

Building	Make/Model	Serial Number
Augusta District Office	Toshiba E-Studio 6560C	CSKD15153
Augusta District Office	Toshiba e-Studio 457	CELD49086
Capital Area Technical Center	Toshiba e-Studio 457	CELD49235
Capital Area Technical Center	Toshiba e-Studio 657	CALD18058
Capital Area Technical Center	Toshiba E-Studio 6560C	CSKD15165
Capital Area Technical Center	Toshiba e-Studio 457	CELD49081
Capital Area Technical Center	Toshiba e-Studio 457	CELD49301
Capital Area Technical Center	Toshiba e-Studio 457	CELD48922
Cony High School	Toshiba e-Studio 457	CELD48927
Cony High School	Toshiba e-Studio 457	CELD48910
Cony High School	Toshiba e-Studio 5560c	CSKD15647
Cony High School	Toshiba e-Studio 457	CELD49309
Cony High School	Toshiba e-Studio 457	CELD49230
Cony High School	Toshiba e-Studio 857	CAKD17184
Cony High School	Toshiba e-Studio 857	CAKD17185
Cony High School	Toshiba e-Studio 457	CELD49088
Cony High School	Toshiba e-Studio 857	CAKD17183
Cony High School	Toshiba e-Studio 457	CELD49302
Cony High School	Toshiba e-Studio 457	CELD49297
Cony High School	Toshiba e-Studio 457	CELD49246
Cony High School	Toshiba e-Studio 557	CADD10037
Cony High School	Toshiba e-Studio 857	CAKD17207
Farrington School	Toshiba e-Studio 4540c	SMI380664
Farrington School	Toshiba e-Studio 857	CAKD17178
Farrington School	Toshiba e-Studio 857	CALD18174
Kennebec Learning Center	Toshiba e-Studio 4540c	SMG380626

Building	Make/Model	Serial Number
Kennebec Learning Center	Toshiba e-Studio 457	CELD48925
Lillian Parks Hussey School	Toshiba e-Studio 657	CAHD14078
Lillian Parks Hussey School	Toshiba e-Studio 657	CALD18062
Lillian Parks Hussey School	Toshiba e-Studio 4505AC	CFHF47260
Lincoln School	Toshiba e-Studio 457	CELD49066
Lincoln School	Toshiba e-Studio 4540c	SMG380557
Lincoln School	Toshiba e-Studio 657	CAHD14086
Sylvio J. Gilbert School	Toshiba e-Studio 657	CALD18064
Sylvio J. Gilbert School	Toshiba e-Studio 857	CAKD17188
Sylvio J. Gilbert School	Toshiba e-Studio 4540c	SMI380675

Owned Equipment

Building	Make/Model	Serial Number
Capital Area Technical Center	Konica Minolta BHC5501	A0U1011000795

Service and Supply Contract – Client

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

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

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

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

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

AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants

By: <u>Skip Tilton</u>

Title: <u>President/Owner</u>

Date: _____

Signature: _____

AGREED AND ACCEPTED BY:
Client

By: _____

Title: _____

Date: _____

Signature: _____

Named Contracted Vendor: *Vendor*

Warranty

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

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the Warranty Life of such item of Equipment in number of copies, as shown on Schedule B attached hereto, is exceeded;

2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule B attached hereto.

AGREED AND ACCEPTED BY:
Vendor

By:

Title:

Date:

Signature:

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date:

Signature:

StarDoc User Names

Name	User Name
Deborah Remley	dremley@augustaschools.org
Diane Cloutier	dcloutier@augustaschools.org
Fred Kahl	fkahl@augustaschools.org
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Troy Alexander	talexander@augustaschools.org

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

Benefits of partnering with SPC

•SPC•
specialized purchasing consultants

Top Benefits to <mark>our CLIENTS</mark>:

1. Cooperative Buying

By definition, is a model that allows a group of buyers with a common interest to pool their buying power in order to negotiate more favorable pricing and better service. SPC's model allows you to pick your preferred vendor!

➢ SPC's pricing is so strong *we pay for our own fee* by acquiring prices lower than what you can do on your own.

➢ We will _save you money_ benefiting from the combined purchasing power of more than 69 clients with over 4,100 devices doing more than 239 million copies and prints per year. Annually, we purchase approximately 1,100 units running over 80 million prints!

➢ We will _save you time_ by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.

➢ We will _save you frustration_. We manage your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

➢ Maps all devices and sets up "Interactive Live Floor Plans" of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.

➢ STAR Doc studies your printing habits and is able to predict your year-end cost months in advance, before you receive your year-end reconciliation invoice.

➢ Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

➢ Removes the confusion out of billing.

➢ Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.

➢ With SPC's Simplified Billing Program, TWO invoices are sent each year from ONE billing source.

➢ Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

4. Five-Year Equipment Replacement Schedule

➢ SPC's staff surveys key locations that determine life of existing equipment.

➢ Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.

➢ Manages the entire bid process down to the install.

5. Annual Report

➢ A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as over usage

➢ You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem

6. Vendor Neutral

➢ SPC does not recommend just one brand; we suggest what's best for you with serviceability in mind.

➢ We present you with the bid results and offer recommendations, yet the decision is yours to make.

SPC has been serving their clients since 1988, saving millions of dollars along the way.

Based on current actual volumes and CPCs, SPC has generated
Annual Savings of more than $2.5 million for all of our clients.
That translates into Savings of more than $12 million over five years!

SPC Values Our Vendors

Overall Benefits to <mark>our VENDORS</mark>

- Opportunities brought to you – Annually, we purchase approximately 1,100 units running over 80 million prints!
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STAR Doc: **S**ystem for **T**racking **A**nd **R**eporting **D**ocuments…Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?
- Vendors worry that bidding will reduce their margins.
- If word gets out on pricing, they feel that their other customers will call and ask for similar prices.
- Lose control of their account as winning bidder may beat their pricing.
- SPC bids are designed to keep specs equal for all, no chance of providing a lesser piece of equipment.

<div align="center">

SPC manages over 4,100 pieces of equipment;

Our relationship with our vendors has never been *stronger*!

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