**·SPC·**

**Specialized Purchasing Consultants**
**1491 East Side River Road**
**Dummer, NH 03588**
**(800)750-1538**

# 2018-2019 Annual Report

## Year - End Photocopier Analysis

With projected costs for 2019-2020

Kathy Casparius
Augusta Schools
40 Pierce Dr, Suite 3
Augusta, ME 04330

**Specialized Purchasing Consultants Inc.**
**Serving Maine, New Hampshire & Vermont since 1988**

October 2019

Kathy Casparius
Augusta Schools
40 Pierce Dr, Suite 3
Augusta, ME 04330

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Kathy:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us. Our relationship is now 14 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.

2018/2019 was a busy year for SPC, where we added three new services; Papercut Installer, Vendor Service History Reports and Chromebook Group Purchasing. For the upcoming year, SPC plans to offer a New *Five-Year Fleet Management* interactive tool that studies your printing habits and allows you to control your usage more efficiently over the life of your equipment. With the click of one button, it will incorporate past, present and future usage flagging any potential problematic areas..

We appreciate the opportunity to provide you with the best possible pricing, service, and equipment. We look forward to our meeting. Feel free to share your thoughts and feelings concerning your overall experience with SPC.

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

# Table Of Contente

# Meet Your Team

### 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. We have also been able to find ways to increase your equipment reliability, monitor and track usage variations throughout the year, and keep your costs under control.

### Jessica Paradis
### Accounting Coordinator

Jessica manages all billing, equipment contracts for service and supplies, and lease or purchase transactions.

### Alex Webster
### Operations & Marketing Manager

Alex manages the SPC STARDoc site, FM Audit, and equipment upgrades. He also works to market current and new SPC tools and services to existing and potential clients.

### Pam Weed
### Client-Vendor Relations

Pam maintains a good working relationship between clients and vendors regarding billing issues, equipment reliability, and equipment additions or upgrades. She also works to ensure equipment records are up to date and accurately maintained.

### Robert Dutil
### Information Technology

Bob works behind the scenes to keep our record-keeping data and programs running smoothly.

### Jamin Tilton
### Operations Support

Jamin plays a vital role in performing onsite surveys and equipment installation audits. He also assists with contact information updates.

### James Cartwright
### Operations Support

James provides key support for STARDoc as well as assisting with equipment installation audits.

### Heidi Tilton
### Office Support

Heidi assists with bookkeeping as well as supporting other office staff with their needs.

# 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:** | 4 |
| **# of Units Overused:** | 0 |
| **# of Units Underused:** | 0 |
| **Commencement Date:** | 02/15/2015 |
| **# of Annual Payments Left on Lease:** | 0 |
| **All Warranties and Service Contracts Expire:** | 06/30/2020 |
| **SPC's FM Audit Print Management Software Loaded:** | Yes |
| **Printer 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 Kathy,

Your color printing increase of 5% over last year is much lower than the industry average, which is experiencing a rapid increase ... 19% over last year. Even though your color usage per student of 84 is much lower than the industry average of 216, your average color CPC is $0.0503. Color costs have come down, with current bids as low as $0.04 per copy. Estimated color cost savings by doing an upgrade is $11,251 over 5 years! (See pages 17-21 and page 35.)

In addition, SPC has developed **Right Size Print Management Software (RS-PMS)** that can help take control of your color costs with your next upgrade, which could happen as soon as 2020.  Your average color CPC is $0.0503. Solution: Renegotiate CPC down to $0.04, saving $11,251.00 over 5 years!
**In fact, if you resign with SPC we will include Paper Cut RS-PMS for free!**
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 | 10/01/2008 |
| Farrington School | Main Office | Toshiba e-Studio 4540c | SMI380664 | A-COPI | 05/01/2011 |
| Kennebec Learning Center | Adult Ed | Toshiba e-Studio 4540c | SMG380626 | A-COPI | 05/01/2011 |
| Lincoln School | Main Office | Toshiba e-Studio 4540c | SMG380557 | A-COPI | 05/01/2011 |
| Sylvio J. Gilbert School | Main Office | Toshiba e-Studio 4540c | SMI380675 | A-COPI | 05/01/2011 |

# Non-Contracted Devices

| Make - Model | Serial Number | IP Address | Last Update |
|---|---|---|---|
| DELL 2330dn Laser Printer | 7218LZM-86-13 | 10.0.16.67 | 2019-06-21 07:58:15 |
| DELL 2330dn Laser Printer | 7218LZN-86-13 | 10.0.16.72 | 2019-06-14 07:57:19 |
| DELL 2330dn Laser Printer | 7218M6W-86-13 | 10.0.28.74 | 2019-09-17 07:58:19 |
| DELL 2330dn Laser Printer | 7218M84-86-13 | 10.0.20.39 | 2019-05-16 07:54:52 |
| DELL 2330dn Laser Printer | 7218MYD-86-13 | 10.0.8.98 | 2019-09-17 07:58:19 |
| DELL 2330dn Laser Printer | 7218N06-86-13 | 10.0.12.74 | 2019-09-17 07:58:19 |
| DELL 2330dn Laser Printer | 7218N0M-86-13 | 10.0.20.73 | 2019-06-24 07:57:14 |
| DELL 2330dn Laser Printer | 7218N0N-86-13 | 10.0.28.29 | 2019-09-17 07:58:19 |
| DELL 2330dn Laser Printer | 7218N1W-86-13 | 10.0.20.67 | 2019-09-17 07:58:19 |
| DELL 2330dn Laser Printer | 7218N1X-86-13 | 10.0.28.68 | 2019-06-11 07:57:19 |
| DELL 2330dn Laser Printer | 7218N2N-86-13 | 10.0.8.67 | 2019-09-17 07:58:19 |
| DELL 2330dn Laser Printer | 7218N3M-86-13 | 10.0.28.71 | 2019-06-18 07:58:04 |
| DELL 2330dn Laser Printer | 7218N3V-86-13 | 10.0.28.67 | 2019-09-17 07:58:19 |
| DELL 2330dn Laser Printer | 7218N43-86-13 | 10.0.4.89 | 2019-02-14 07:54:35 |
| DELL 2330dn Laser Printer | 7218NWW-86-13 | 10.0.16.74 | 2019-09-17 07:58:19 |
| DELL 2330dn Laser Printer | 7218NWZ-86-13 | 10.0.28.73 | 2019-09-17 07:58:19 |
| DELL 2330dn Laser Printer | 7218NX1-86-13 | 10.0.20.74 | 2019-09-17 07:58:19 |
| DELL 2330dn Laser Printer | 7218NX2-86-13 | 10.0.28.74 | 2018-12-07 07:52:46 |
| DELL 2330dn Laser Printer | 7218NX9-86-13 | 10.0.28.75 | 2019-09-17 07:58:19 |
| HP LASERJET 4250 | CNRXT17344 | 10.0.12.76 | 2019-09-17 07:58:19 |
| HP LASERJET P3010 SERIES | VNB3Y57276 | 10.0.8.68 | 2019-09-17 07:58:19 |
| HP LaserJet P4014 | CNDX212772 | 192.168.60.91 | 2019-09-17 08:02:16 |
| HP LaserJet P4014 | CNDX216115 | 192.168.60.87 | 2019-09-17 08:02:16 |
| SAMSUNG ML 2150 | 2561B5AXA00263W. | 10.0.20.32 | 2016-02-07 14:25:54 |

**SPC Timeline**

## 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

**SPC Timeline**

## 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

## 2019 STARDoc – Service Histories, Chromebook Bid & Papercut Installers

- Request single, multiple, or fleet service history for a specific time period
- Request annual fleet service history
- Scroll through specific copiers or printers going over budget
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.
- 3 of SPC's team members became Certified Papercut installers.

## 2020 SPC Roadmap

- Five Year Fleet Management (FYFM) - Projects out Five Year costs for all equipment based on current and past usage.
- Update Bid Process to simplify bid submission for all of our vendors.

## 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 trotal 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
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Non-reporting device listing for devices that haven't reported for more than 2 weeks
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectore, Apple TVs

## Floorplan Administration

Who Benefits? Business Manager and IT

- Allows IT and Business Manager to move devices around on Floorplan
- 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 STARDoc
- Toggle Email all (Toner, Service Monthly Audits)

**STARDoc Features**

## Device Listing Page

- 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

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

## Over-Budget Report

- Catch overused equipment early, before equipment begins to break down due to overuse.
- Request service history on any machine right through STARDoc.
- 



**Over Budget**

| Room: | Room 201 Principal's Office |
| --- | --- |
| Make & Model: | Canon IRC5051 |
| Serial Number: | GQM65369 |
| IP Address: | 172.16.10.145 |
| Projected Amount Over Budget: | $404 |

This building's average color prints per student is 314
The industry average for color prints per student is 185

Previous        Next

Check Black/Color Default        Close

# Five Year Fleet Management (FYFM)

We have all heard the saying that Information is Power! Beginning with your next upgrade, FYFM will put you in the driver's seat.

## *Purpose of FYFM:*

Interactive Tool you can alter with your printing habits. With the click of one button, it will incorporate both past, present and future usage, flagging any potential problematic areas. 'Right Size Print Management' will help to eliminate overused color copiers.

## *Setting up Future Budgets:*

Projecting out your cost is crucial in setting up your budgets. With FYFM you will be able to take control of your future cost for the entire life of your fleet of copiers, MFP's and printers. STARDoc currently studies your printing habits and projects out for about eight months. FYFM will be able to project out your cost and volume for the entire life of your fleet, usually five years out.

## *Problematic Machines:*

How would you know if your equipment is truly malfunctioning and needs to be replaced under warranty? FYFM will compare your service calls to all SPC's clients for like models and speeds. It will provide you with the number of service calls in a fiscal year and the average copies between calls so that you will know if your equipment is running efficiently and/or needs to be replaced under warranty at no charge. In awarding future bids, you will be able to see which company and which manufacturer is operating the best in your geographic area.

# Annual Black Volume by Location

**School Yr**
- 2015-2016
- 2016-2017
- 2017-2018
- 2018-2019

Locations:
- Augusta District Office: -9%
- Capital Area Technical Center: -11%
- Cony High School: -8%
- Farrington School: -18%
- Kennebec Learning Center: 1%
- Lillian Parks Hussey School: -7%
- Lincoln School: -2%
- Sylvio J. Gilbert School: -13%
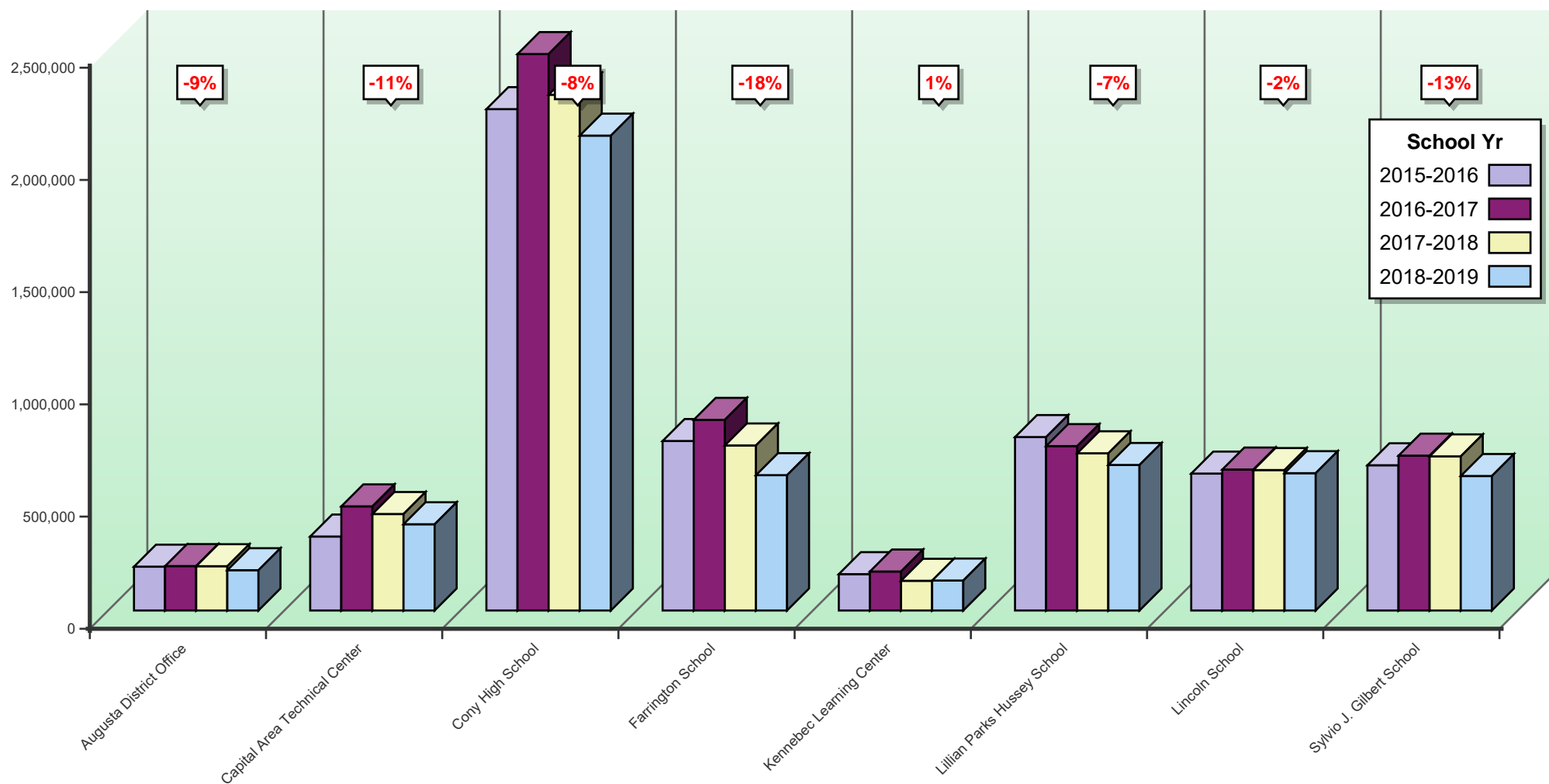
# Annual Black Volume Overall



% amount equals the overall increase or decrease between Previous Year & Current Year
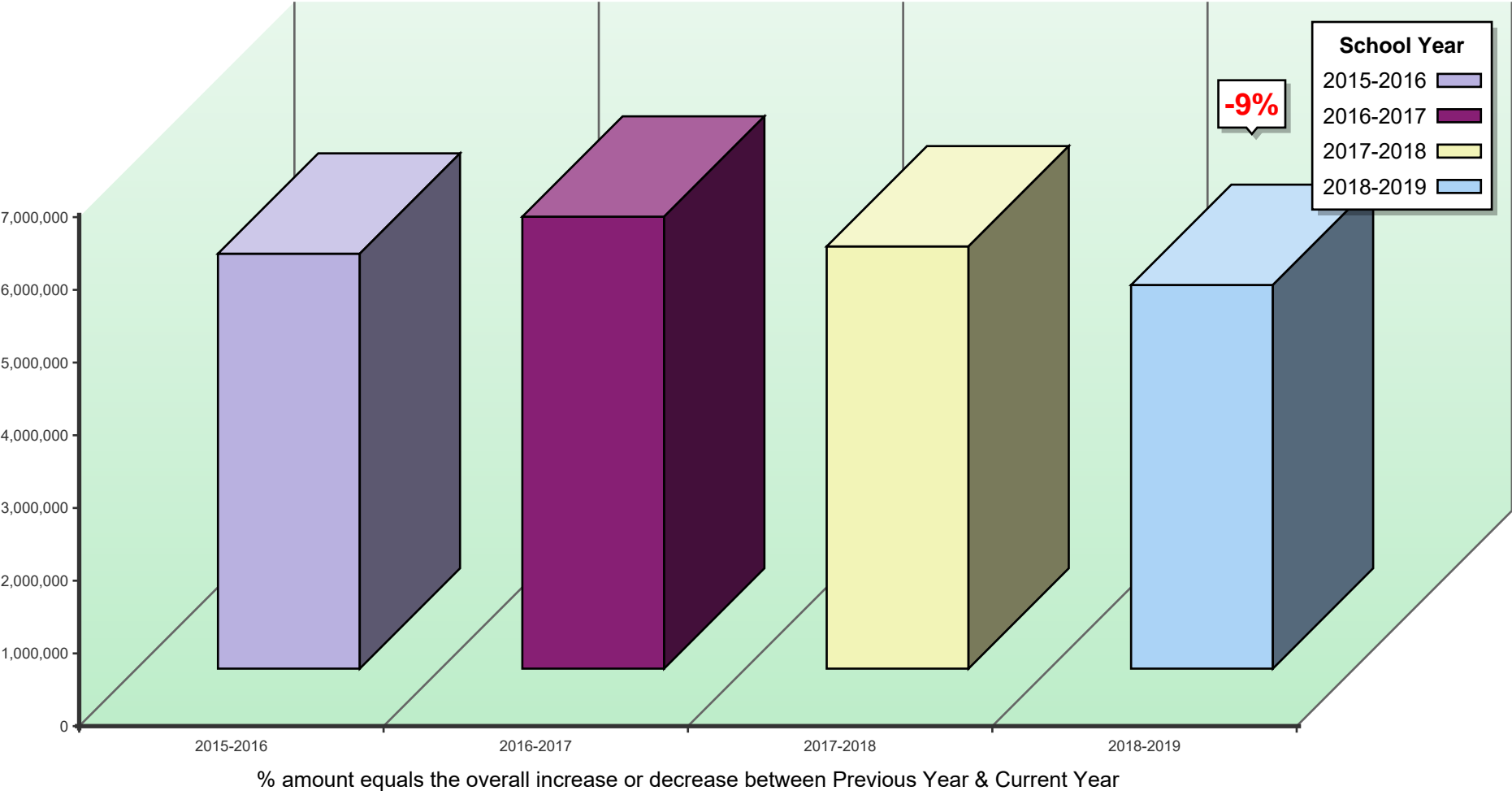
# Average Student-to-Copy Usage - Black

**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 | 179,527 | $3,348.36 | 0 | $0.00 |
| Capital Area Technical Center | 366 | 384,301 | $7,175.53 | 1,050 | $19.61 |
| Cony High School | 987 | 2,115,991 | $39,465.36 | 2,144 | $39.99 |
| Farrington School | 300 | 603,030 | $11,247.12 | 2,010 | $37.49 |
| Kennebec Learning Center | 0 | 133,490 | $2,489.72 | 0 | $0.00 |
| Lillian Parks Hussey School | 292 | 648,510 | $12,095.36 | 2,221 | $41.42 |
| Lincoln School | 308 | 611,860 | $11,411.80 | 1,987 | $37.05 |
| Sylvio J. Gilbert School | 356 | 599,283 | $11,177.23 | 1,683 | $31.40 |
| **Totals** | **2,609** | **5,275,992** | **$98,410.49** | **2,022** | **$37.72** |

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

# Industry Average Copies per Student - Black

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 | 83,897 | 192,210,359 | $4,000,539.34 | 2,291 | $47.68 |

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

### Average Copies Per Student - Black

# Annual Color Volume by Location



**School Year**
- 2015-2016
- 2016-2017
- 2017-2018
- 2018-2019

# Annual Color Volume Overall
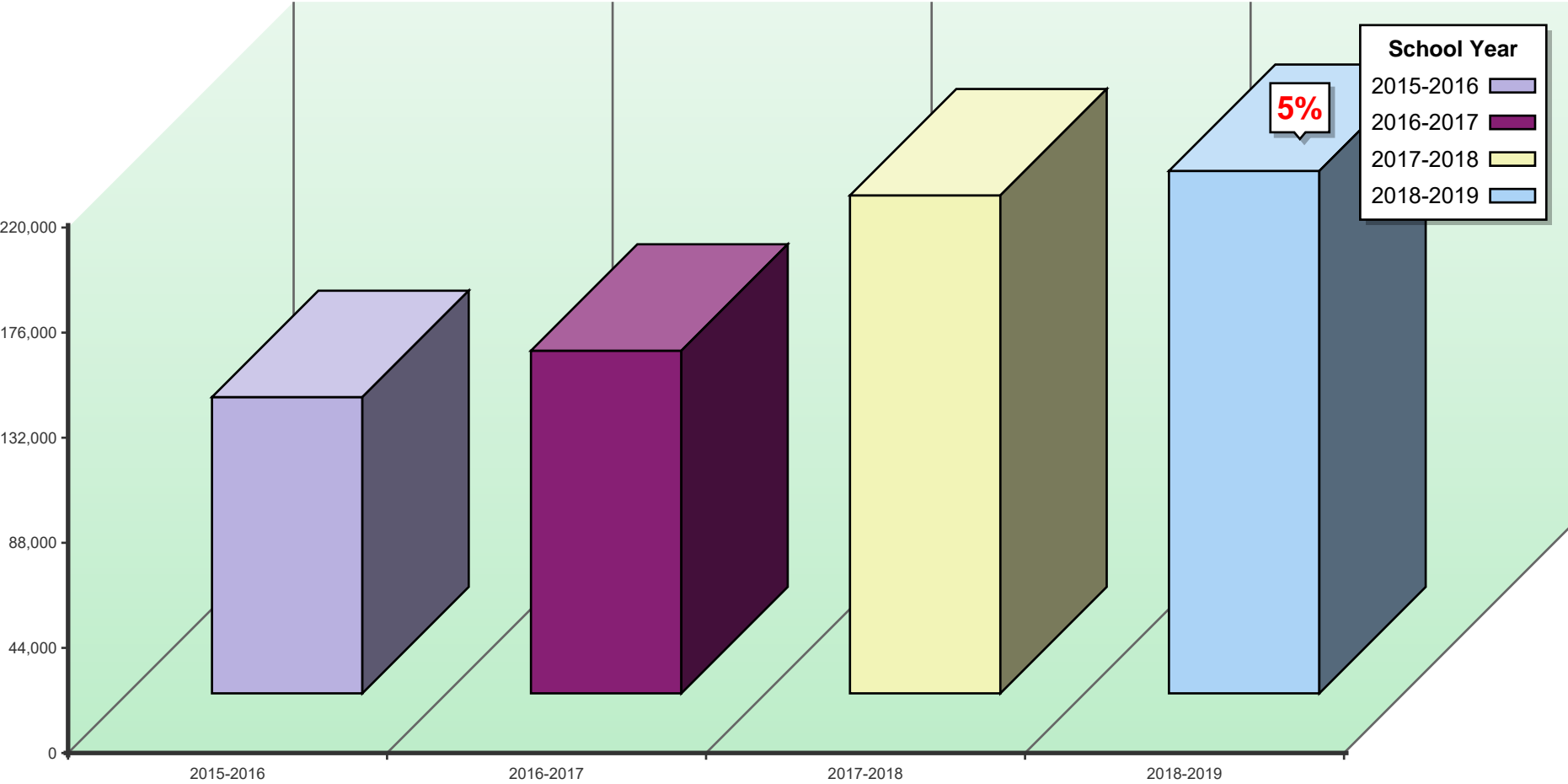


| School Year | |
|---|---|
| 2015-2016 | |
| 2016-2017 | |
| 2017-2018 | |
| 2018-2019 | |

**5%**

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

# Average Student-to-Copy Usage - Color

**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 | 42,014 | $2,124.23 | 0 | $0.00 |
| Capital Area Technical Center | 366 | 37,795 | $2,071.25 | 103 | $5.66 |
| Cony High School | 987 | 48,726 | $2,463.59 | 49 | $2.50 |
| Farrington School | 300 | 14,039 | $709.81 | 47 | $2.37 |
| Kennebec Learning Center | 0 | 5,834 | $294.97 | 0 | $0.00 |
| Lillian Parks Hussey School | 292 | 19,875 | $1,004.88 | 68 | $3.44 |
| Lincoln School | 308 | 28,971 | $1,464.77 | 94 | $4.76 |
| Sylvio J. Gilbert School | 356 | 21,471 | $1,085.57 | 60 | $3.05 |
| **Totals** | **2,609** | **218,725** | **$11,219.07** | **84** | **$4.30** |

*Total School Cost refers only to Service & Supplies as Paper and Equipment are included in the previous table for black prints.

Note: STARDoc tool will flag any future high color usage. See page 11 of STARDoc Features. Current industry ratio averages 216 color prints per student per year. Your color volume this year averages 84 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

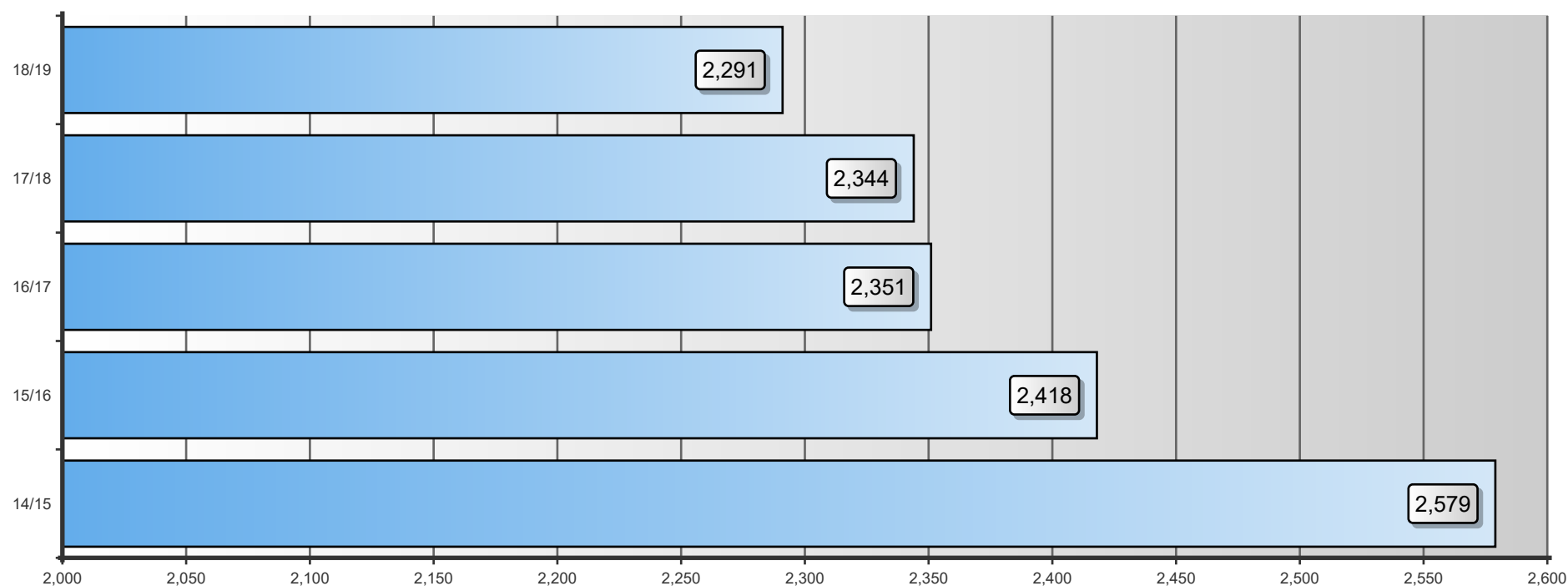| | | |
|---|---|---|
| *District Wide Black Totals* | *5,275,992* | *$19,634.42* |
| *District Wide Color Totals* | *218,725* | *$10,999.27* |

# Industry Average Copies per Student - Color

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.
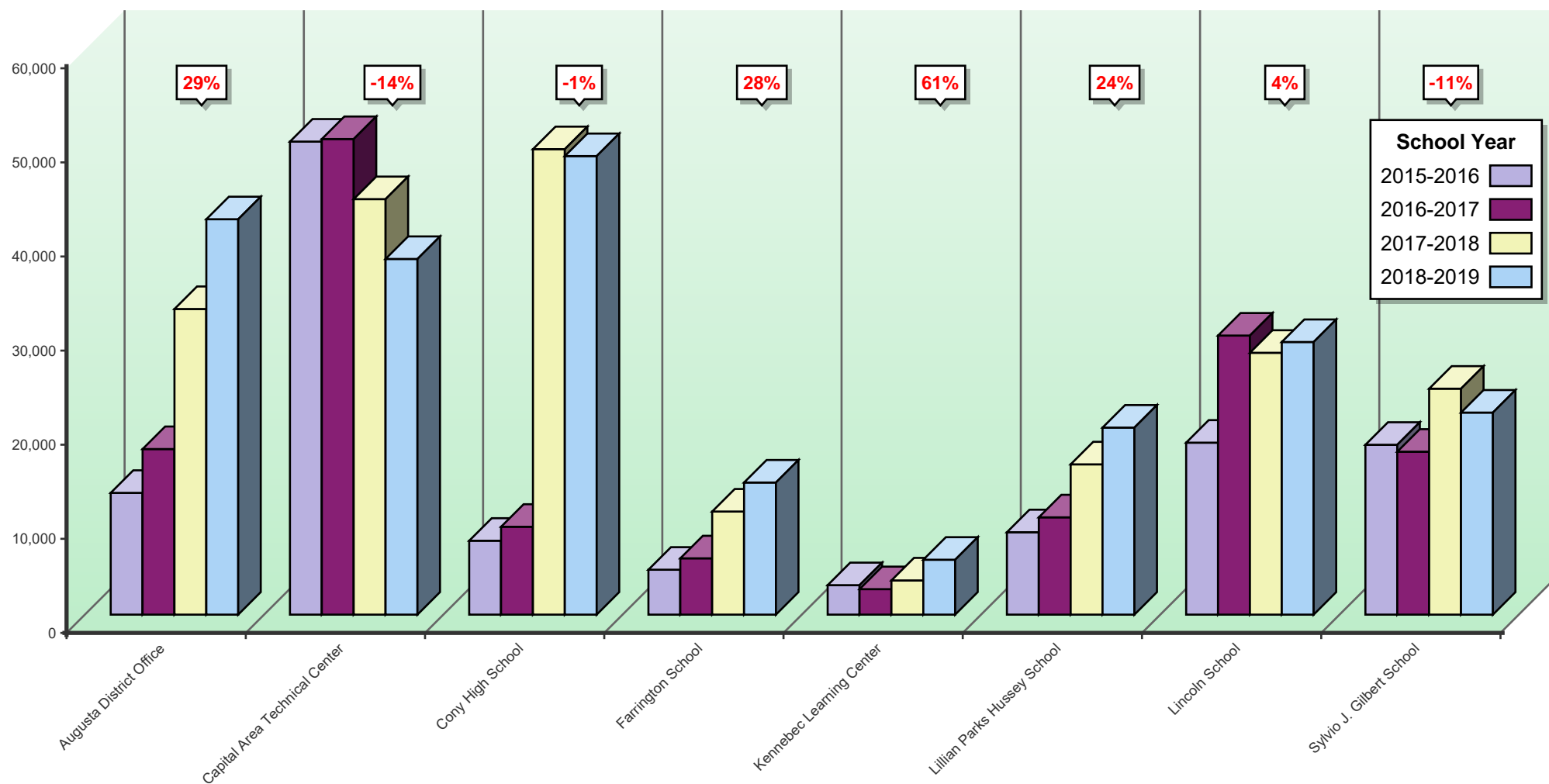
| | Total Student Population | Total Annual Volume | Total District Cost* | Annual Copies Per Student | Annual Cost Per Student |
|---|---|---|---|---|---|
| All Schools w/Student Populations | 83,897 | 18,097,200 | $926,143.97 | 216 | $11.04 |

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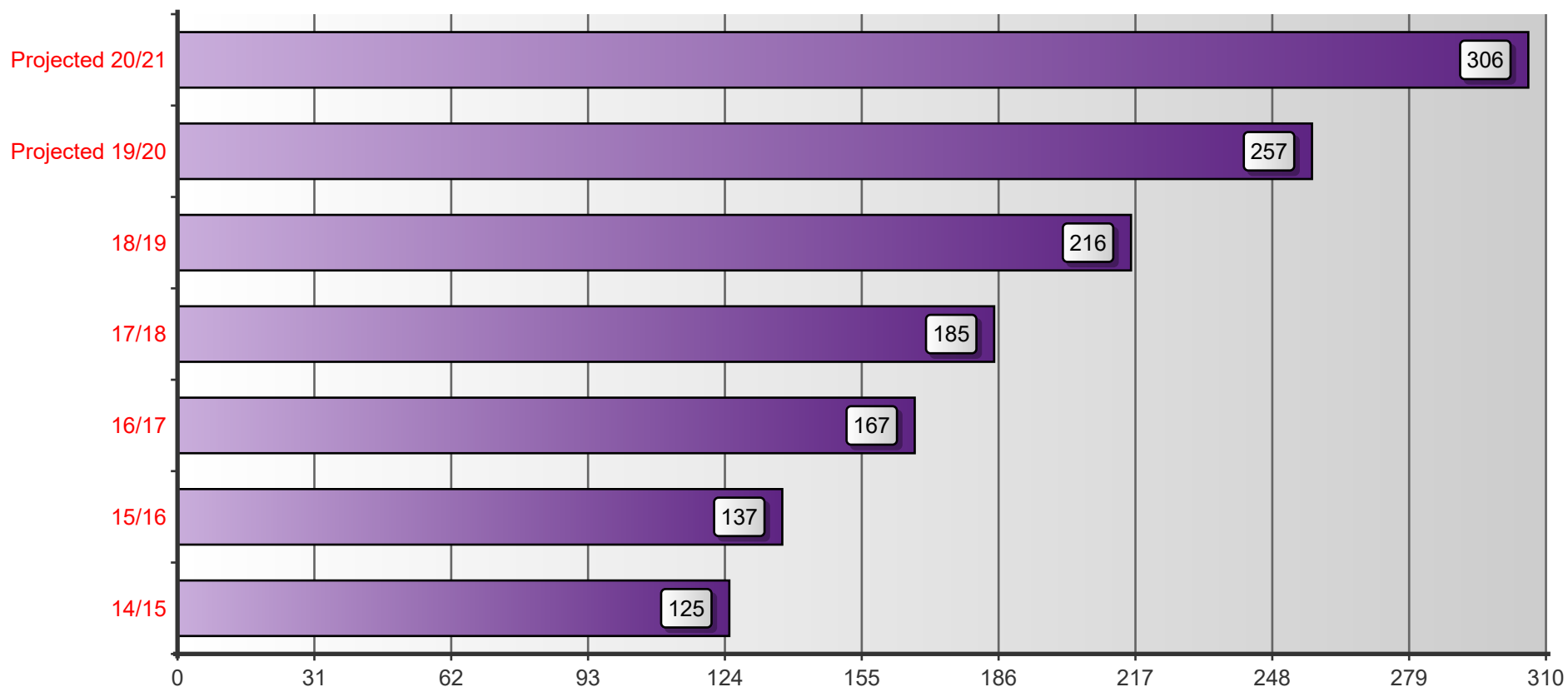
## Color-to-Total Volume Comparison



**4.0%**

**8.6%**

**Volumes**
Black
Color

6,000,000

5,000,000

4,000,000

3,000,000

2,000,000

1,000,000

0

5,275,992

3,696,353

218,725

348,023

Augusta Schools

All Schools Average
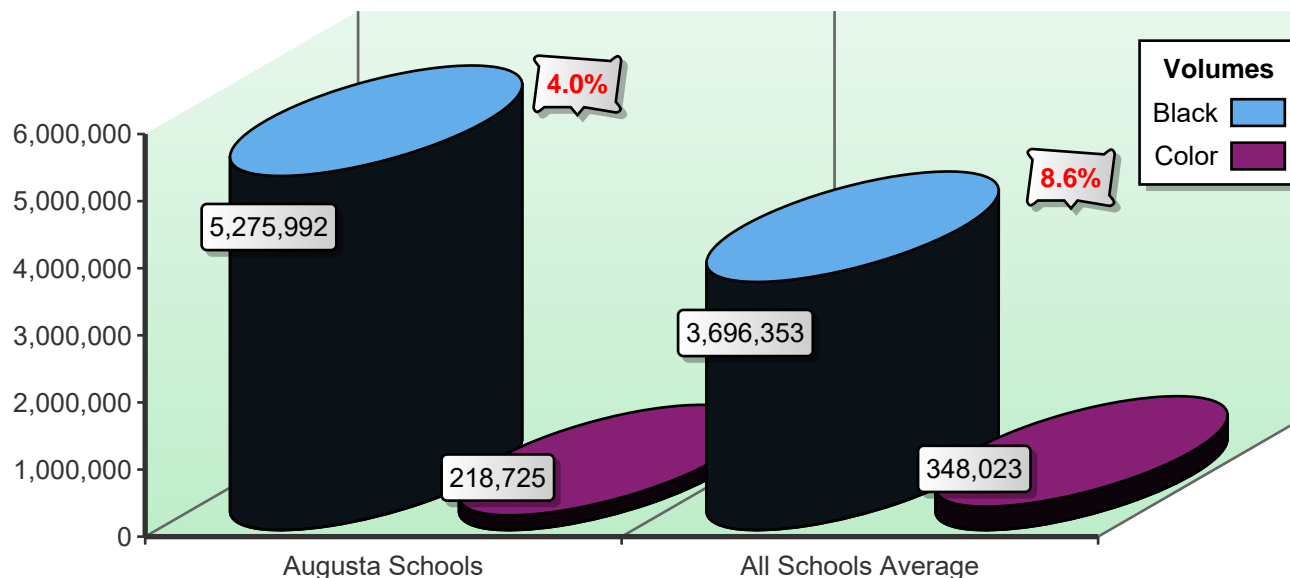
## SPC Analysis

COLOR printing is skyrocketing out of control! A five-year study of 83,000 students across the Tri-State region revealed a rapid increase in the K-12 sector. In fact, last year alone, color printing increased by 19%!

Taking Control What that means: If you are a school district of 1,000 students, the average color volume is 216,000 copies, which could be costing you from $7,500 > (CPC is at $0.35) to $10,000 per year. If current trends stay the same, then year five cost would be between $17,897-$23,863.  Obviously, some color printing is necessary. However, if color printing is not monitored properly, it could blow up your entire printing budget.

SOLUTION: SPC has developed Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire district to change all printing habits, SPC focuses only on the problematic locations. Best of all, by means of our tremendous buying power, that software comes to you at no charge! In fact, studies have shown that SPC saves a school district of 1,000 students an average of $74,000 over five years, with our compensation included (a $74.00 per student average cost savings).

So why overwhelm the entire district with very expensive, intrusive software to control this color printing explosion? Direct your blows with SPC's unique Right-Sized Print Management Software. Call Skip Tilton or Alex Webster to set up an in-person demonstration today.

Other beneficial features include Follow-Me Printing.

# 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.**

*Date of Last Upgrade: 02/15/2015*

| *Make-Model/Speed* *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor* | *07/01/2018* *Meter* | *06/30/2019* *Meter* | *2018-2019* *Annual* *Volume* | *Cost/Copy* *Annual Cost* | *Recommendations* |
|---|---|---|---|---|---|
| **Augusta District Office** | | | | | |
| **Room 1014 New Business Office** | | | | | |
| Toshiba e-Studio 457 / 45 PPM | 139,577 | 189,588 | 50,011 | $0.00372 | None at this time. |
| CELD49086 / 5423 | | | | $186.04 | |
| 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 | 523,824 | 653,340 | 129,516 | $0.00372 | **High Color CPC and High Color** |
| CSKD15153 / 5435 | | | | $481.80 | **Volume. Solution: Install RS-PMS.** |
| 3,000,000 / 04/2014 | 65,468 | 107,482 | 42,014 | $0.04957 | |
| Color Photocopier | | | | $2,082.63 | |
| A-COPI | | | | | |
| | | **Subtotal Black** | **179,527** | **$667.84** | |
| | | **Subtotal Color** | **42,014** | **$2,082.63** | |

| *Make-Model/Speed* *Serial Number/VendorID* *Life/Intro Date* *Vendor* | *07/01/2018* *Meter* | *06/30/2019* *Meter* | *2018-2019* *Annual* *Volume* | *Cost/Copy* *Annual Cost* | *Recommendations* |
|---|---|---|---|---|---|

**Capital Area Technical Center**

**Graphics**

| Konica Minolta BHC5501 / 55 PPM | 114,405 | 124,445 | 10,040 | $0.00449 | **11 years from Intro. High Color CPC** |
|---|---|---|---|---|---|
| A0U1011000795 / | | | | $45.08 | **and High Color Volume. Solution:** |
| 3,000,000 / 10/2008 | 150,234 | 169,413 | 19,179 | $0.05776 | **Install RS-PMS.** |
| High Production Color Photocopier | | | | $1,107.78 | |
| KMBS | | | | | |

**Room 1007 Plumbing Heating**

| Toshiba e-Studio 457 / 45 PPM | 56,295 | 82,459 | 26,164 | $0.00372 | None at this time. |
|---|---|---|---|---|---|
| CELD48922 / 5424 | | | | $97.33 | |
| 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 | 48,197 | 58,966 | 10,769 | $0.00372 | None at this time. |
|---|---|---|---|---|---|
| CELD49235 / 5412 | | | | $40.06 | |
| 1,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |

| Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor | 07/01/2018 Meter | 06/30/2019 Meter | 2018-2019 Annual Volume | Cost/Copy Annual Cost | Recommendations |
|---|---|---|---|---|---|
| **Room 1035 Main Office** | | | | | |
| Toshiba E-Studio 6560C / 65 PPM | 145,289 | 172,613 | 27,324 | $0.00372 | **High Color CPC and High Color** |
| CSKD15165 / 5436 | | | | $101.65 | **Volume. Solution: Install RS-PMS.** |
| 3,000,000 / 04/2014 | 56,662 | 75,278 | 18,616 | $0.04957 | |
| Color Photocopier | | | | $922.80 | |
| A-COPI | | | | | |
| | | | | | |
| **Room 1035 Main Office** | | | | | |
| Toshiba e-Studio 457 / 45 PPM | 236,842 | 300,824 | 63,982 | $0.00372 | None at this time. |
| CELD49301 / 5425 | | | | $238.01 | |
| 1,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |
| | | | | | |
| **Room 2002 Faculty Room** | | | | | |
| Toshiba e-Studio 457 / 45 PPM | 54,406 | 76,856 | 22,450 | $0.00372 | None at this time. |
| CELD49081 / 5414 | | | | $83.51 | |
| 1,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |

| Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor | 07/01/2018 Meter | 06/30/2019 Meter | 2018-2019 Annual Volume | Cost/Copy Annual Cost | Recommendations |
|---|---|---|---|---|---|
| **Room 2002 Faculty Room** | | | | | |
| Toshiba e-Studio 657 / 65 PPM | 748,998 | 972,570 | 223,572 | $0.00372 | None at this time. |
| CALD18058 / 5434 | | | | $831.69 | |
| 3,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |

|  | | | Subtotal Black | 384,301 | $1,437.33 |
|---|---|---|---|---|---|
|  | | | Subtotal Color | 37,795 | $2,030.57 |

| Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor | 07/01/2018 Meter | 06/30/2019 Meter | 2018-2019 Annual Volume | Cost/Copy Annual Cost | Recommendations |
|---|---|---|---|---|---|

**Cony High School**

### Alcove 111-113 Right Side

| | | | | | |
|---|---|---|---|---|---|
| Toshiba e-Studio 457 / 45 PPM | 200,249 | 240,418 | 40,169 | $0.00372 | None at this time. |
| CELD49088 / 5416 | | | | $149.43 | |
| 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 | 235,662 | 305,101 | 69,439 | $0.00372 | None at this time. |
| CELD48910 / 5415 | | | | $258.31 | |
| 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 | 245,350 | 305,412 | 60,062 | $0.00372 | None at this time. |
| CELD49246 / 5418 | | | | $223.43 | |
| 1,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |

| Make-Model/Speed<br>Serial Number/Vendor Machine ID<br>Life/Intro Date<br>Vendor | 07/01/2018<br>Meter | 06/30/2019<br>Meter | 2018-2019<br>Annual<br>Volume | Cost/Copy<br>Annual Cost | Recommendations |
|---|---|---|---|---|---|
| **Alcove 219-221 Left Side** | | | | | |
| Toshiba e-Studio 457 / 45 PPM | 218,310 | 273,872 | 55,562 | $0.00372 | None at this time. |
| CELD49309 / 5417 | | | | $206.69 | |
| 1,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |
| **Room 1 Main Office** | | | | | |
| Toshiba e-Studio 5560c / 55 PPM | 518,218 | 642,908 | 124,690 | $0.00372 | **High Color CPC and High Color** |
| CSKD15647 / 5429 | | | | $463.85 | **Volume. Solution: Install RS-PMS.** |
| 3,000,000 / 04/2014 | 67,194 | 115,920 | 48,726 | $0.04957 | |
| Color Photocopier | | | | $2,415.35 | |
| A-COPI | | | | | |
| **Room 108 Faculty Room** | | | | | |
| Toshiba e-Studio 857 / 85 PPM | 1,263,558 | 1,686,423 | 422,865 | $0.00372 | None at this time. |
| CAKD17184 / 5432 | | | | $1,573.06 | |
| 5,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |

| *Make-Model/Speed* *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor* | *07/01/2018* *Meter* | *06/30/2019* *Meter* | *2018-2019* *Annual* *Volume* | *Cost/Copy* *Annual Cost* | *Recommendations* |
|---|---|---|---|---|---|
| **Room 126 Faculty Room** | | | | | |
| Toshiba e-Studio 857 / 85 PPM | 1,152,837 | 1,464,973 | 312,136 | $0.00372 | None at this time. |
| CAKD17183 / 5411 | | | | $1,161.15 | |
| 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 | 315,266 | 403,801 | 88,535 | $0.00372 | None at this time. |
| CELD49302 / 5422 | | | | $329.35 | |
| 1,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |
| **Room 206 Faculty Work Room** | | | | | |
| Toshiba e-Studio 857 / 85 PPM | 1,561,254 | 1,940,466 | 379,212 | $0.00372 | None at this time. |
| CAKD17185 / 5410 | | | | $1,410.67 | |
| 5,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |

| *Make-Model/Speed* | | | *2018-2019* | | |
|---|---|---|---|---|---|
| *Serial Number/Vendor Machine ID* | | | *Annual* | *Cost/Copy* | |
| *Life/Intro Date* | *07/01/2018* | *06/30/2019* | *Annual* | *Cost/Copy* | |
| *Vendor* | *Meter* | *Meter* | *Volume* | *Annual Cost* | **Recommendations** |

### Room 226 Faculty Work Room

| | | | | | |
|---|---|---|---|---|---|
| Toshiba e-Studio 857 / 85 PPM | 1,187,244 | 1,462,106 | 274,862 | $0.00372 | None at this time. |
| CAKD17207 / 5437 | | | | $1,022.49 | |
| 5,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |

### Room 312

| | | | | | |
|---|---|---|---|---|---|
| Toshiba e-Studio 557 / 55 PPM | 656,020 | 829,201 | 173,181 | $0.00372 | None at this time. |
| CADD10037 / 5324 | | | | $644.23 | |
| 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 | 175,334 | 242,039 | 66,705 | $0.00372 | None at this time. |
| CELD48927 / 5427 | | | | $248.14 | |
| 1,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |

| Make-Model/Speed<br>Serial Number/Vendor Machine ID<br>Life/Intro Date<br>Vendor | 07/01/2018<br>Meter | 06/30/2019<br>Meter | 2018-2019<br>Annual<br>Volume | Cost/Copy<br>Annual Cost | Recommendations |
|---|---|---|---|---|---|
| **Room 50 Library/Media Center** | | | | | |
| Toshiba e-Studio 457 / 45 PPM | 133,120 | 181,693 | 48,573 | $0.00372 | None at this time. |
| CELD49297 / 5419 | | | | $180.69 | |
| 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 | $0.00372 | None at this time. |
| CELD49230 / 5413 | | | | $0.00 | |
| 1,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |

| | | | | | |
|---|---|---|---|---|---|
| | **Subtotal Black** | | 2,115,991 | $7,871.49 | |
| | **Subtotal Color** | | 48,726 | $2,415.35 | |

| *Make-Model/Speed* *Serial Number/VendorID* *Life/Intro Date* *Vendor* | *07/01/2018* *Meter* | *06/30/2019* *Meter* | *2018-2019* *Annual* *Volume* | *Cost/Copy* *Annual Cost* | **Recommendations** |
|---|---|---|---|---|---|
| **Farrington School** | | | | | |
| **Main Office** | | | | | |
| Toshiba e-Studio 4540c / 45 PPM | 286,352 | 362,798 | 76,446 | $0.00372 | 8 years from Intro. |
| SMI380664 / 5401 | | | | $284.38 | |
| 1,000,000 / 05/2011 | 23,182 | 37,221 | 14,039 | $0.04957 | |
| Color Photocopier | | | | $695.91 | |
| A-COPI | | | | | |
| **Teachers' Room Downstairs** | | | | | |
| Toshiba e-Studio 857 / 85 PPM | 1,164,259 | 1,469,282 | 305,023 | $0.00372 | None at this time. |
| CAKD17178 / 5408 | | | | $1,134.69 | |
| 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 | 1,205,673 | 1,427,234 | 221,561 | $0.00372 | None at this time. |
| CALD18174 / 5438 | | | | $824.21 | |
| 5,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |
| | **Subtotal Black** | 603,030 | $2,243.27 | | |
| | **Subtotal Color** | 14,039 | $695.91 | | |

| *Make-Model/Speed* *Serial Number/VendorID* *Life/Intro Date* **Vendor** | *07/01/2018* **Meter** | *06/30/2019* **Meter** | *2018-2019* *Annual* **Volume** | *Cost/Copy* **Annual Cost** | **Recommendations** |
|---|---|---|---|---|---|

**Kennebec Learning Center**

**Adult Ed**

| Toshiba e-Studio 4540c / 45 PPM | 197,314 | 257,570 | 60,256 | $0.00372 | 8 years from Intro. |
|---|---|---|---|---|---|
| SMG380626 / 5403 | | | | $224.15 | |
| 1,000,000 / 05/2011 | 11,580 | 17,414 | 5,834 | $0.04957 | |
| Color Photocopier | | | | $289.19 | |
| A-COPI | | | | | |

**Adult Ed Hallway**

| Toshiba e-Studio 457 / 45 PPM | 317,352 | 390,586 | 73,234 | $0.00372 | None at this time. |
|---|---|---|---|---|---|
| CELD48925 / 5426 | | | | $272.43 | |
| 1,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |

| | | **Subtotal Black** | 133,490 | $496.58 | |
|---|---|---|---|---|---|
| | | **Subtotal Color** | 5,834 | $289.19 | |

| Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor | 07/01/2018 Meter | 06/30/2019 Meter | 2018-2019 Annual Volume | Cost/Copy Annual Cost | Recommendations |
|---|---|---|---|---|---|

**Lillian Parks Hussey School**

### Hallway

| Toshiba e-Studio 657 / 65 PPM | 715,065 | 911,183 | 196,118 | $0.00372 | None at this time. |
|---|---|---|---|---|---|
| CAHD14078 / 5404 | | | | $729.56 | |
| 3,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |

### Main Office

| Toshiba e-Studio 4505AC / 45 PPM | 135,588 | 236,394 | 100,806 | $0.00372 | **High Color CPC and High Color** |
|---|---|---|---|---|---|
| CFHF47260 / 6707 | | | | $375.00 | **Volume. Solution: Install RS-PMS.** |
| 1,000,000 / 07/2016 | 22,294 | 42,169 | 19,875 | $0.04957 | |
| Color Photocopier | | | | $985.20 | |
| A-COPI | | | | | |

### Teachers' Room

| Toshiba e-Studio 657 / 65 PPM | 1,404,913 | 1,756,499 | 351,586 | $0.00372 | None at this time. |
|---|---|---|---|---|---|
| CALD18062 / 5421 | | | | $1,307.90 | |
| 3,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |

| | | **Subtotal Black** | **648,510** | **$2,412.46** | |
|---|---|---|---|---|---|
| | | **Subtotal Color** | **19,875** | **$985.20** | |

| *Make-Model/Speed* *Serial Number/VendorID* *Life/Intro Date* *Vendor* | *07/01/2018* *Meter* | *06/30/2019* *Meter* | *2018-2019* *Annual* *Volume* | *Cost/Copy* *Annual Cost* | *Recommendations* |
|---|---|---|---|---|---|
| **Lincoln School** | | | | | |
| **Main Office** | | | | | |
| Toshiba e-Studio 4540c / 45 PPM | 337,648 | 439,873 | 102,225 | $0.00372 | **8 years from Intro. High Color CPC and** |
| SMG380557 / 5402 | | | | $380.28 | **High Color Volume. Solution: Install** |
| 1,000,000 / 05/2011 | 81,481 | 110,452 | 28,971 | $0.04957 | **RS-PMS.** |
| Color Photocopier | | | | $1,436.09 | |
| A-COPI | | | | | |
| **Teachers' Room** | | | | | |
| Toshiba e-Studio 457 / 45 PPM | 768,089 | 986,038 | 217,949 | $0.00372 | None at this time. |
| CELD49066 / 5420 | | | | $810.77 | |
| 1,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |
| **Teachers' Room** | | | | | |
| Toshiba e-Studio 657 / 65 PPM | 1,023,063 | 1,314,749 | 291,686 | $0.00372 | None at this time. |
| CAHD14086 / 5405 | | | | $1,085.07 | |
| 3,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |
| | | **Subtotal Black** | 611,860 | $2,276.12 | |
| | | **Subtotal Color** | 28,971 | $1,436.09 | |

| Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor | 07/01/2018 Meter | 06/30/2019 Meter | 2018-2019 Annual Volume | Cost/Copy Annual Cost | Recommendations |
|---|---|---|---|---|---|

## Sylvio J. Gilbert School

### Library

| Toshiba e-Studio 657 / 65 PPM | 856,065 | 1,107,776 | 251,711 | $0.00372 | None at this time. |
| CALD18064 / 5430 | | | | $936.36 | |
| 3,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |

### Main Office

| Toshiba e-Studio 4540c / 45 PPM | 413,887 | 489,840 | 75,953 | $0.00372 | **8 years from Intro. High Color CPC and** |
| SMI380675 / 5126 | | | | $282.55 | **High Color Volume. Solution: Install** |
| 1,000,000 / 05/2011 | 62,164 | 83,635 | 21,471 | $0.04957 | **RS-PMS.** |
| Color Photocopier | | | | $1,064.32 | |
| A-COPI | | | | | |

### Teachers Room 1st Floor

| Toshiba e-Studio 857 / 85 PPM | 1,017,466 | 1,289,085 | 271,619 | $0.00372 | None at this time. |
| CAKD17188 / 5409 | | | | $1,010.42 | |
| 5,000,000 / 06/2014 | 0 | 0 | 0 | $0.00000 | |
| Black Photocopier | | | | $0.00 | |
| A-COPI | | | | | |

| | | **Subtotal Black** | 599,283 | $2,229.33 | |
|---|---|---|---|---|---|
| | | **Subtotal Color** | 21,471 | $1,064.32 | |

| | | **District Wide Black Totals** | 5,275,992 | $19,634.42 | |
|---|---|---|---|---|---|
| | | **District Wide Color Totals** | 218,725 | $10,999.27 | **Your average color CPC is $0.0503. Solution: Renegotiate CPC down to $0.04, saving $11,251.00 over 5 years!** |

# 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 08/15/2005 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2018-2019 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 |
|:---:|:---:|:---:|
| 5,275,992 | $0.01514 | $79,878.52 |

## *CURRENTLY WITH SPC*

| Current Volume | Current CPC* | Current Cost | Cost Savings | 5 Year Savings |
|:---:|:---:|:---:|:---:|:---:|
| 5,275,992 | $0.00372 | $19,626.69 | $60,251.83 | $301,259.14 |

## Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $60,251.83 x 14 years as a Client
## = $843,525.60 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 | Approximate Paper Cost | Average Annual Equipment Cost | Total Proj Black Usage Cost |
|---|---|---|---|---|---|
| Augusta District Office | 179,527 | $680.41 | $969.45 | $1,698.51 | $3,348.36 |
| Capital Area Technical Center | 384,301 | $1,464.43 | $2,075.23 | $3,635.87 | $7,175.53 |
| Cony High School | 2,115,991 | $8,019.61 | $11,426.35 | $20,019.40 | $39,465.36 |
| Farrington School | 603,030 | $2,285.48 | $3,256.36 | $5,705.27 | $11,247.12 |
| Kennebec Learning Center | 133,490 | $505.93 | $720.85 | $1,262.95 | $2,489.72 |
| Lillian Parks Hussey School | 648,510 | $2,457.85 | $3,501.95 | $6,135.56 | $12,095.36 |
| Lincoln School | 611,860 | $2,318.95 | $3,304.04 | $5,788.81 | $11,411.80 |
| Sylvio J. Gilbert School | 599,283 | $2,271.28 | $3,236.13 | $5,669.82 | $11,177.23 |
| **Total** | **5,275,992** | **$20,003.94** | **$28,490.36** | **$49,916.19** | **$98,410.49** |

*SPC Equipment Bids:*
*Presently our bids are coming in between 15% to 23% of Retail, while the current Salesman's Cost is 50% of Retail.*
*For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a Retail Cost of $45,640 is coming in at $7,342...16% of Retail! Our prices are negotiated with 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 | 42,014 | $2,124.23 |
| Capital Area Technical Center | 37,795 | $2,071.25 |
| Cony High School | 48,726 | $2,463.59 |
| Farrington School | 14,039 | $709.81 |
| Kennebec Learning Center | 5,834 | $294.97 |
| Lillian Parks Hussey School | 19,875 | $1,004.88 |
| Lincoln School | 28,971 | $1,464.77 |
| Sylvio J. Gilbert School | 21,471 | $1,085.57 |
| **Total** | **218,725** | **$11,219.07** |

# 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%.</mark>

| Vendor | Equipment Type | Annual Volume | 2018-2019 Cost/Copy | Total Cost | 2019-2020 Cost/Copy | Projected Cost |
|---|---|---|---|---|---|---|
| A-COPI | Black Photocopier | 4,568,736 | $0.00372 | $16,995.70 | $0.00379 | $17,315.51 |
| A-COPI | Color Photocopier | 697,216 | $0.00372 | $2,593.64 | $0.00379 | $2,642.45 |
| Konica-Minolta Business Solutions | High Production Color Photocopier | 10,040 | $0.00449 | $45.08 | $0.00458 | $45.98 |
| | **Total** | **5,275,992** | **$0.00372** | **$19,634.42** | **$0.00379** | **$20,003.94** |

# 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. <mark>Current year's increase is 2%.</mark>

| Vendor | Equipment Type | Annual Volume | 2018-2019 Cost/Copy | Total Cost | 2019-2020 Cost/Copy | Projected Cost |
|---|---|---|---|---|---|---|
| A-COPI | Color Photocopier | 199,546 | $0.04957 | $9,891.50 | $0.05056 | $10,089.05 |
| Konica-Minolta Business Solutions | High Production Color Photocopier | 19,179 | $0.05776 | $1,107.78 | $0.05892 | $1,130.03 |
| | **Total** | **218,725** | **$0.05029** | **$10,999.27** | **$0.05129** | **$11,219.07** |

# 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** | **02/15/2015** |
| **Lease End Date** | **08/01/2019** |
| **Term** | **5 Annual** |
| **Annual Payment usually due on 8/1** | **$49,916.19** |
| **Remaining Payments** | **0** |

*\*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 457 | CELD49086 |
| Augusta District Office | Toshiba E-Studio 6560C | CSKD15153 |
| Capital Area Technical Center | Toshiba e-Studio 657 | CALD18058 |
| Capital Area Technical Center | Toshiba e-Studio 457 | CELD48922 |
| Capital Area Technical Center | Toshiba e-Studio 457 | CELD49081 |
| Capital Area Technical Center | Toshiba e-Studio 457 | CELD49235 |
| Capital Area Technical Center | Toshiba e-Studio 457 | CELD49301 |
| Capital Area Technical Center | Toshiba E-Studio 6560C | CSKD15165 |
| Cony High School | Toshiba e-Studio 557 | CADD10037 |
| Cony High School | Toshiba e-Studio 857 | CAKD17183 |
| Cony High School | Toshiba e-Studio 857 | CAKD17184 |
| Cony High School | Toshiba e-Studio 857 | CAKD17185 |
| Cony High School | Toshiba e-Studio 857 | CAKD17207 |
| Cony High School | Toshiba e-Studio 457 | CELD48910 |
| Cony High School | Toshiba e-Studio 457 | CELD48927 |
| Cony High School | Toshiba e-Studio 457 | CELD49088 |
| Cony High School | Toshiba e-Studio 457 | CELD49230 |
| Cony High School | Toshiba e-Studio 457 | CELD49246 |
| Cony High School | Toshiba e-Studio 457 | CELD49297 |
| Cony High School | Toshiba e-Studio 457 | CELD49302 |
| Cony High School | Toshiba e-Studio 457 | CELD49309 |
| Cony High School | Toshiba e-Studio 5560c | CSKD15647 |
| Farrington School | Toshiba e-Studio 857 | CAKD17178 |
| Farrington School | Toshiba e-Studio 857 | CALD18174 |
| Farrington School | Toshiba e-Studio 4540c | SMI380664 |
| Kennebec Learning Center | Toshiba e-Studio 457 | CELD48925 |
| Kennebec Learning Center | Toshiba e-Studio 4540c | SMG380626 |
| 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 657 | CAHD14086 |
| Lincoln School | Toshiba e-Studio 457 | CELD49066 |
| Lincoln School | Toshiba e-Studio 4540c | SMG380557 |

| Building | Make/Model | Serial Number |
|---|---|---|
| Sylvio J. Gilbert School | Toshiba e-Studio 857 | CAKD17188 |
| Sylvio J. Gilbert School | Toshiba e-Studio 657 | CALD18064 |
| Sylvio J. Gilbert School | Toshiba e-Studio 4540c | SMI380675 |

Sylvio J. Gilbert School    Toshiba e-Studio 857

# Owned Equipment

| Building | Make/Model | Serial Number |
|---|---|---|
| Capital Area Technical Center | Konica MinoltaBHC5501 | A0U1011000795 |

# STARDoc User Names

| Name | User Name |
|------|-----------|
| Deborah Remley | dremley@augustaschools.org |
| Diane Cloutier | dcloutier@augustaschools.org |
| Fred Kahl | fkahl@augustaschools.org |
| Heather Gauthier | hgauthier@augustaschools.org |
| James Anastasio | janastasio@augustaschools.org |
| James Holland | jholland@augustaschools.org |
| Jodi Beaulieu | jbeaulieu@augustaschools.org |
| Judith Howard | jhoward@augustaschools.org |
| Kathy Casparius | kcasparius@augustaschools.org |
| Kim Silsby | kim.silsby@augustaschools.org |
| Lori Gagnon | lgagnon@augustaschools.org |
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| Michelle Beach | mbeach@augustaschools.org |
| Rachel Burns | rburns@augustaschools.org |
| Sue Dionne | sdionne@augustaschools.org |
| Troy Alexander | talexander@augustaschools.org |

## 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 3,900 devices doing more than <mark>239</mark> million copies and prints per year. We purchase approximately 1,100 units annually with 80 million prints out to bid.!

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

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

## 2. Exclusive <u>STARDoc</u> Software

- STARDoc: System for Tracking And Reporting Documents.

- 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.

- STARDoc 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.

- 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 million for all of our clients. That translates into Savings of more than $10 million over five years!*

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

- Opportunities brought to you - Over 1,100 units purchased annually 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..

SPC Values Our Vendors

## 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.
- STARDoc: System for Tracking And Reporting Documents... Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

## Why do some vendors hesitate to bid?

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

## SPC manages over 3,900 pieces of equipment;
## Our relationship with our vendors has never been stronger!