



Specialized Purchasing Consultants

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2014-2015 Annual Report

Year - End Photocopier Analysis

With projected costs for 2015-16

Blaine Cox
Rochester, City of
31 Wakefield Street
Rochester, NH 03867



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

December 2015

Skip Tilton
President

Corporate Office:
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Gorham, NH 03581
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Blaine Cox
Rochester, City of
31 Wakefield Street
Rochester, NH 03867

Dear Blaine:

VISIT US ON THE WEB:
www.spccopypro.com

Once again, on behalf of our staff here at Specialized Purchasing Consultants, we wish to thank you for your continued confidence in us to provide our services to you and your organization. Our relationship is now 2 years strong, and we hope that your trust in us and this relationship will continue for many years to come.

Our Annual Report is designed to provide an overview of the recent past year's reprographic equipment usage and status. We provide recommendations based on the usage to address potential problem areas in order to avoid needless down time and improve equipment reliability for years to come.

Every year we look for new ways to improve our services to save our clients time, money, and effort. Over the past years we have implemented a number of new features, such as Simplified Billing, FM Audit automatic meter reading, SPC STARDoc and recently an IT Asset Management Program, where you can visualize all of your assets laid out on an interactive floor plan that will allow you to schedule out replacement units as needed.

During the upcoming year, we have even more services to offer by way of STARDoc. Some of those new features are listed on the "New Features" page of this report. During our in-person meeting with you to review this report, we will demonstrate those new features as well as discuss your suggestions to enhance STARDoc to be even more useful and beneficial to you and your IT staff. All of these new features are at no additional charge to you.

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

Sincerely,

Skip Tilton
President

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The SPC Team...

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



Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 87 clients (3,800+ machines with 1.6 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



Sue Penney

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I

will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.



Rachel Guay

Accounting Coordinator

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



Pam Weed

Client-Vendor Relations

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

clients and vendors to ensure smooth transitions or quick resolutions.

Joel Heffernan

Field Representative – Client Relations

As Field Representative for SPC, I reach out to the customer to offer help as needed in and during the installation of equipment change over and in assisting in each event. Also, I bring to this company over forty years in the Copier/Printer industry. It is my goal to assure our clients a pleasant experience in using SPC's services.



The SPC Team Continued....



Charles Baca

Operational Support

I've been happily working at SPC for about 2 years, and I'm happy to be working with such an amazing staff. We have grown so much as a team since I started. I enjoy going out and meeting all of you in the field and making sure everything runs smooth. Please feel free to contact me with any questions or concerns you may have.



Robert B. Dutil

Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.



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 features that normally cost thousands of dollars at no additional charge for our clients.

Equipment Health Status

Total Number of Machines:	105
Total Black Photocopiers	6
Total Color Photocopiers	8
Total Black Network Printers	50
Total Color Network Printers	37
Total Removed from Service:	4
# of Units OFF Warranty:	6
# of Units Approaching End of Warranty:	16
# of Units Overused:	0
# of Units Underused:	3
# of Units Connected to Network with Print and/or Scan	101
Commencement Date:	4/1/2013
# of Annual Payments Left on Lease	2
All Warranties and Service Contracts Expire:	6/30/2018
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract Signed	Yes

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

Dear Blaine,

Overall, things look good on paper, but it has been three years since your last upgrade and you will benefit from an onsite visit and perhaps an upgrade. We should begin the process in the spring of 2016. But the actual upgrade could take place after you make your forth payment on 8-1-2016. At that time you could address the 6 machines already off warranty plus the 16 approaching the end of their warranty. Perhaps there are other needs that an onsite visit may be able to address as well. It is always good to stay ahead of the reliability curve.

Sincerely,
Skip

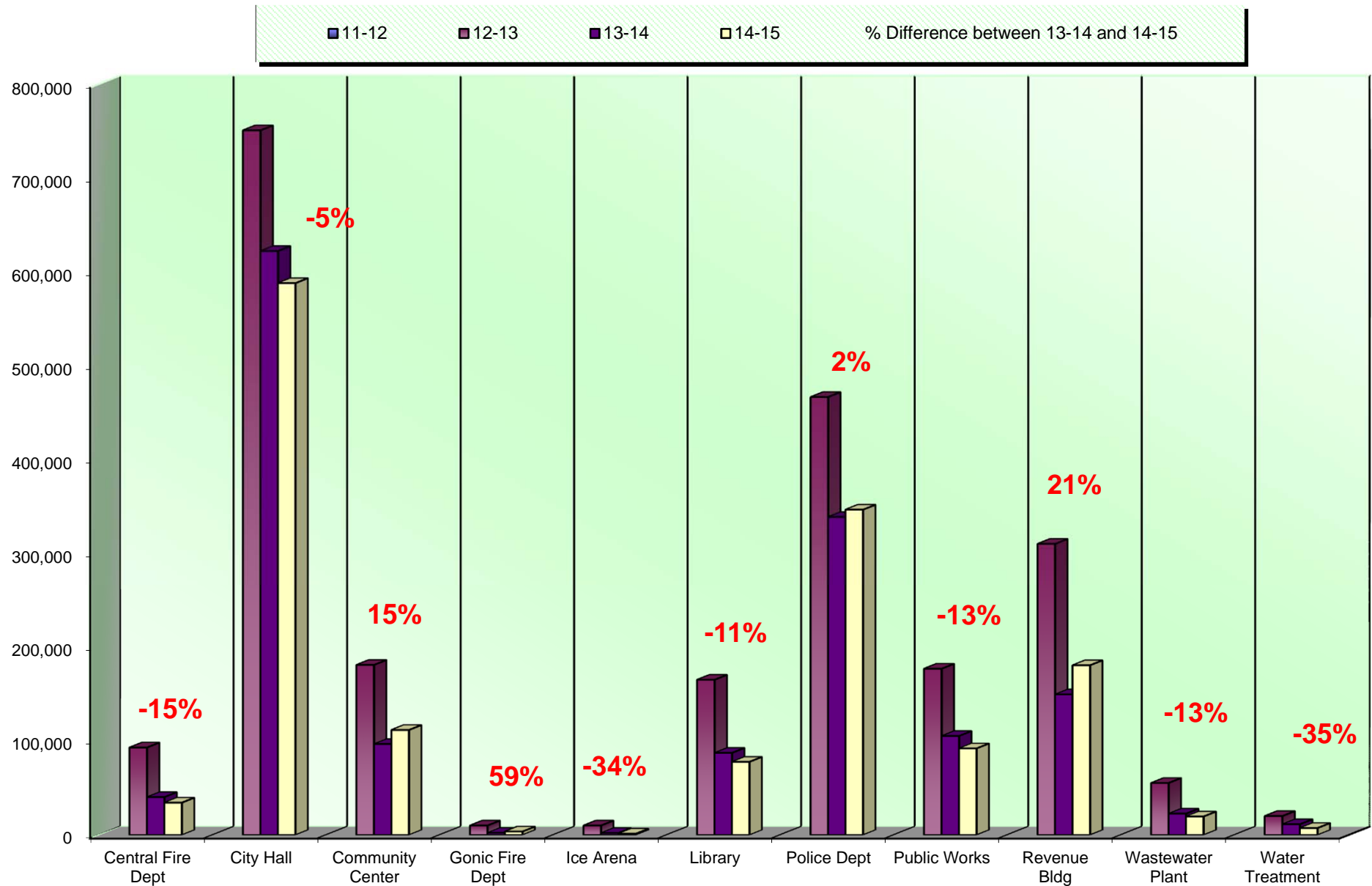
Aging Equipment Summary

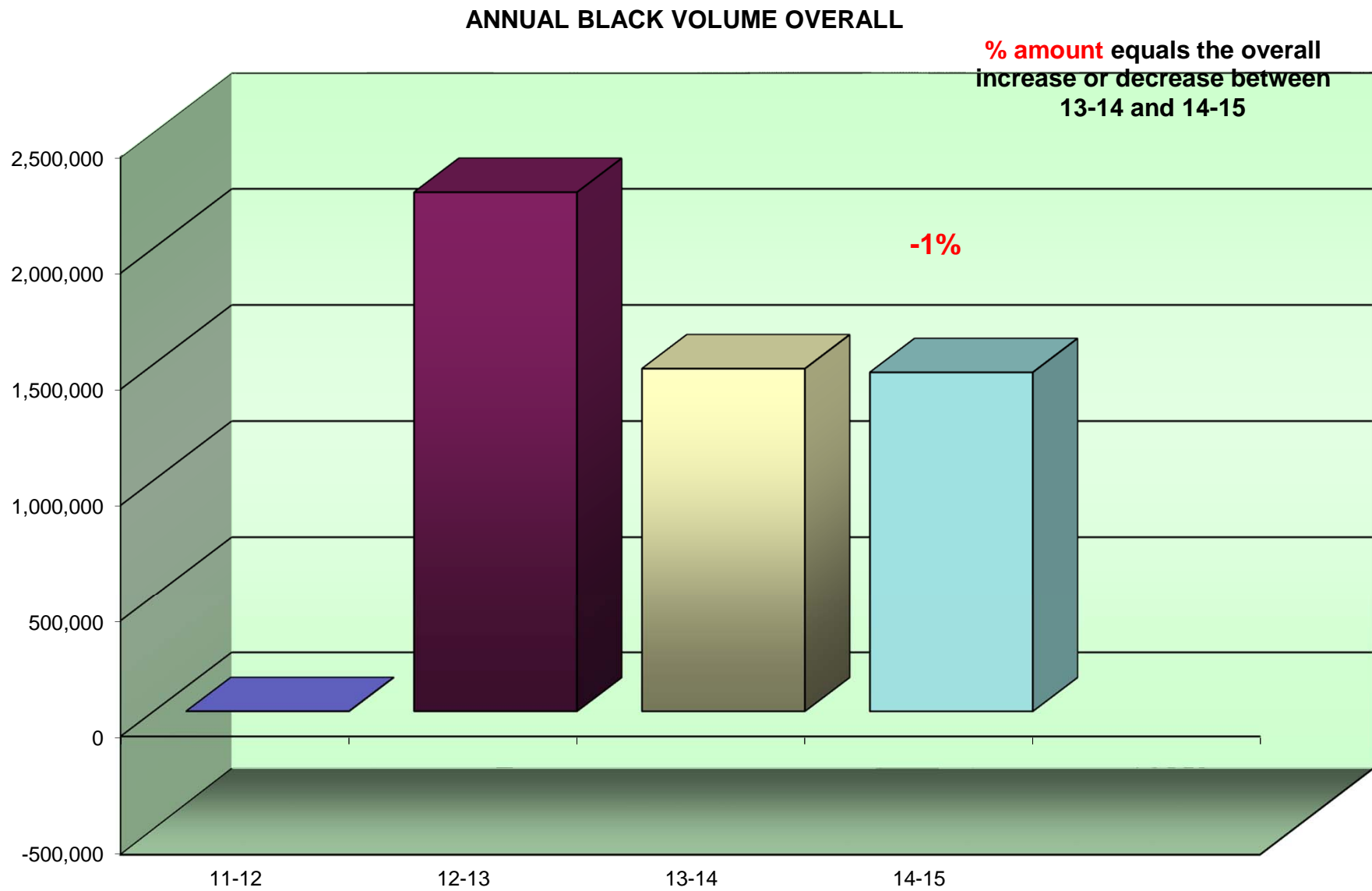
The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the Date of Introduction. Usage, age, and service history need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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Rochester City Hall	Business Department	HP Laser Jet P3015 MICR	VNB4G09625	AXIS	07/2008
Rochester City Hall	Business Department	HP Laser Jet P3015 MICR	VNB4G09780	AXIS	07/2008
Rochester City Hall	City Manager	HP Color Laser Jet CP2025	CNGSB41184	AXIS	09/2008
Rochester City Hall	Human Resources Office	HP Laser Jet P1005	VND4C02990	AXIS	11/2007
Rochester Police Department	Communications	HP Laser Jet P3015 MICR	VNB3R69105	AXIS	07/2008
Rochester Police Department	Communications Supervisor	HP Laser Jet P2035	CNB9K68495	AXIS	11/2008
Rochester Police Department	Outside Library	HP Laser Jet P2035n	CNB9R04215	AXIS	11/2008
Rochester Police Department	Records	Canon MF4370DN	NXV76105	AXIS	09/2008
Rochester Public Library	Children's Area	HP Color Laser Jet CP2025	CNGSB30050	AXIS	09/2008
Rochester Public Library	Public/Patron Children's Filtered	HP Laser Jet P1505N	CNBK620672	AXIS	11/2007
Rochester Public Library	Public/Patron Printer Main Desk	HP Laser Jet P3015 MICR	VNB3Y62280	AXIS	07/2008
Rochester Public Library	Tech Services Label Printer	HP Laser Jet 1200	CNDL016537	AXIS	04/2001
Rochester Public Works	Water Department Office	HP Laser Jet P1505N	VND3C10327	AXIS	11/2007
Rochester Revenue Building	Assessor's Office	HP Laser Jet M2727nf	CNCY78B07H	AXIS	04/2008
Rochester Revenue Building	Assessor's Office Hot Swap	HP Laser Jet M2727nf	CNCY78F0S9	AXIS	04/2008
Rochester Revenue Building	Tax Collector's Office	Lexmark T640	79293XW	AXIS	06/2005
Rochester Revenue Building	Tax Collector's Office	HP Laser Jet P3015 MICR	VNB3Y62270	AXIS	07/2008
Rochester Revenue Building	Tax Collector's Office	Lexmark T640	79293Z8	AXIS	06/2005
Rochester Revenue Building	Tax Collector's Office	Brother MFC 7220	U61327FN134303	AXIS	03/2005
Rochester Revenue Building	Tax Collector's Office	Lexmark T640	790Z998	AXIS	06/2005

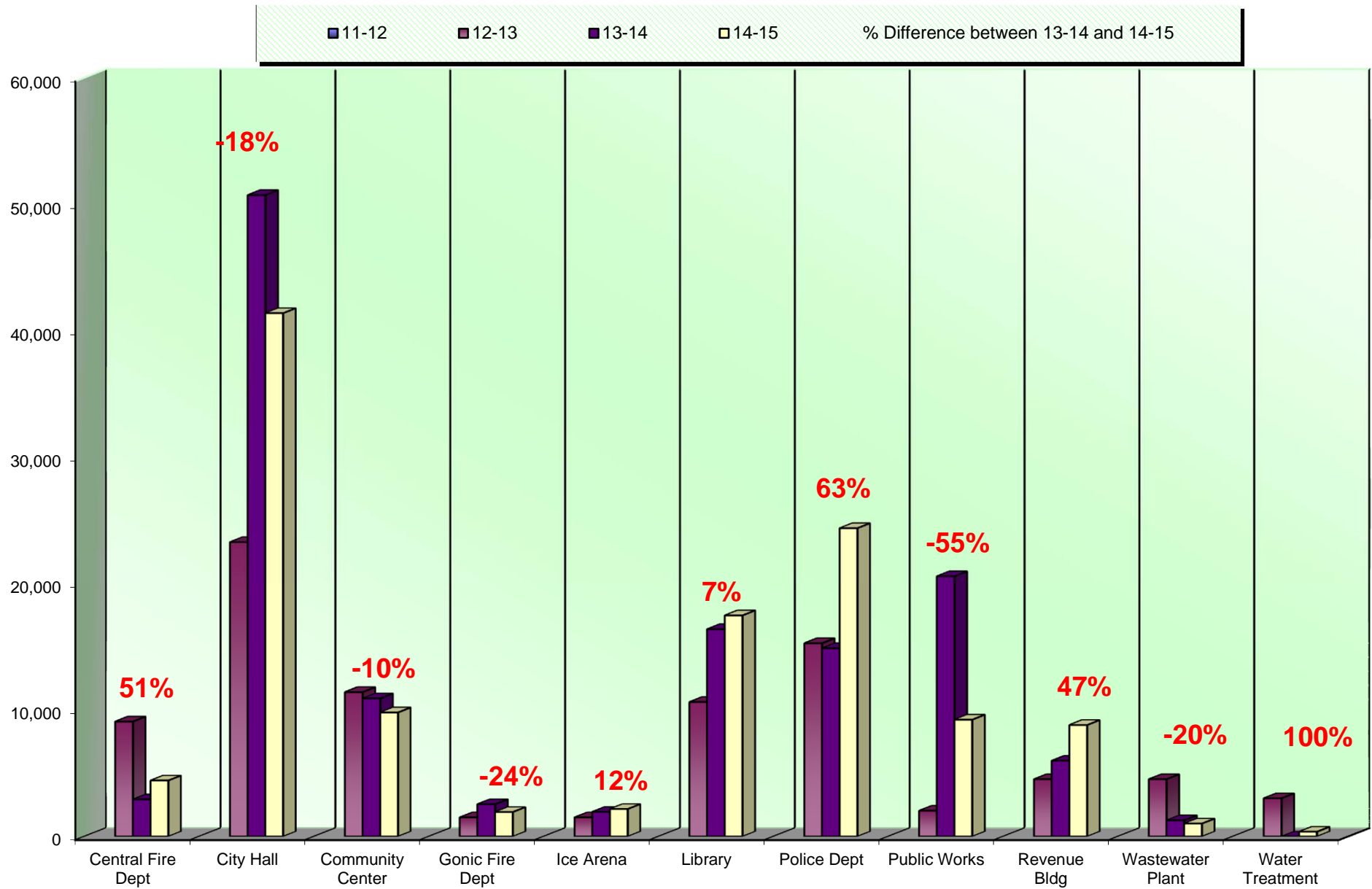
Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Rochester Revenue Building	Tax Collector's Office	Lexmark T640	792940V	AXIS	06/2005
Rochester Revenue Building	Verna's Office	HP Laser Jet P2035	VNB3G25941	AXIS	11/2008

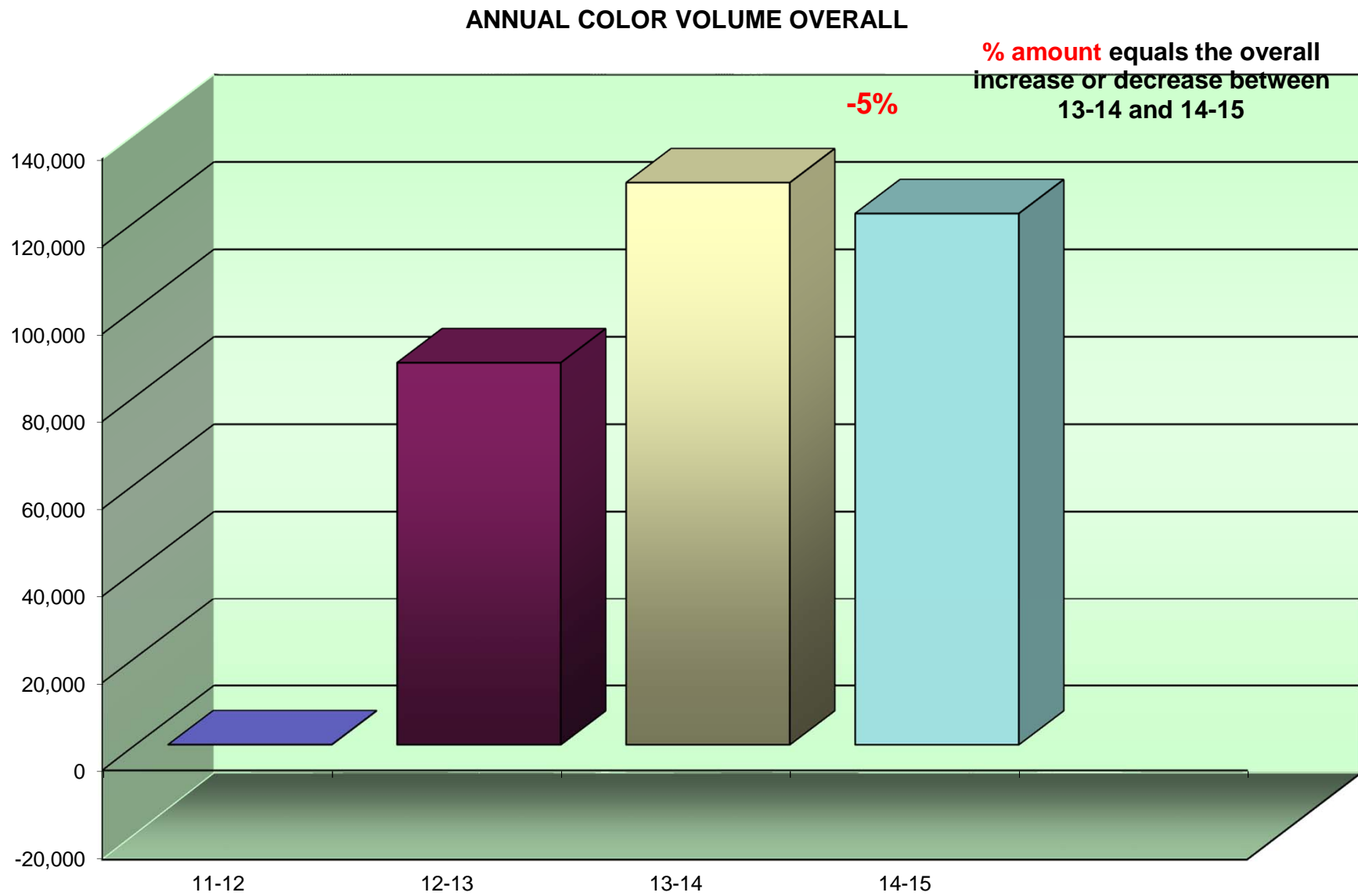
ANNUAL BLACK VOLUME BY BUILDING



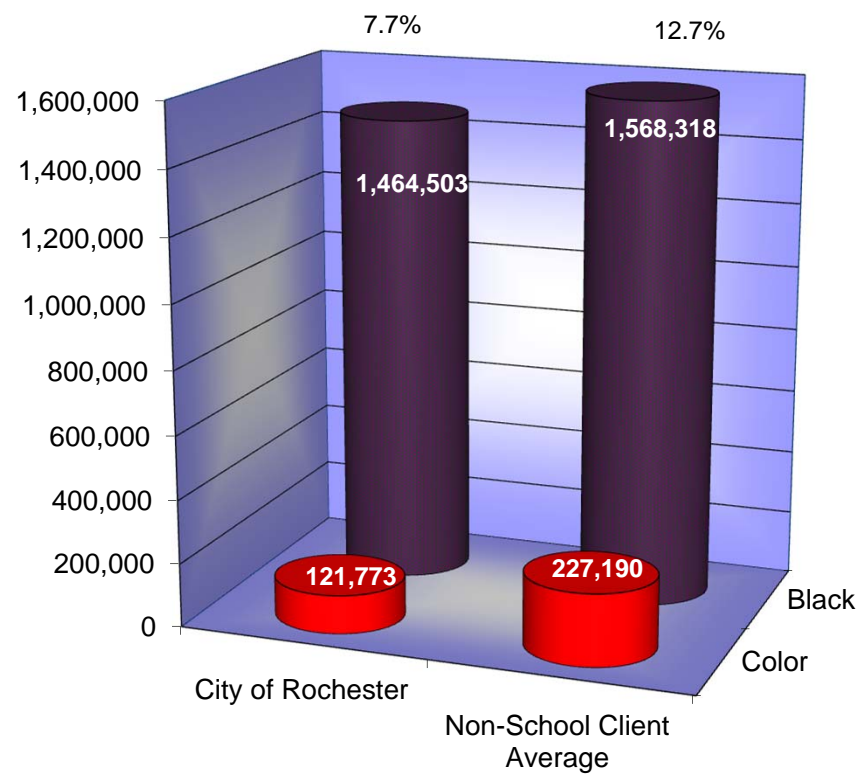


ANNUAL COLOR VOLUME BY BUILDING





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.

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 4/1/2013</i>
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Gonic Fire Department					
Office 1					
Xerox Workcentre 6605DN / 36 PPM	2,310	5,981	3,671	\$0.004080	None at this time.
XL3568116 /				\$14.98	
750,000 / 09/2012	2,595	4,561	1,966	\$0.05525	
Color Network Printer				\$108.62	
/					
XEROXCopier					
Subtotals BW			3,671	\$14.98	
Subtotals Color			1,966	\$108.62	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester Central Fire Dept.						
Administrative Clerk 2nd Floor						
Xerox Workcentre 5150 / 55 PPM	26,070	45,907	19,837	\$0.004080	None at this time.	
VXX098057N /				\$80.93		
3,000,000 / 10/2009	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
/						
XEROXCopier						
Assistant Chief's Office						
HP Color Laser Jet M451dn / 21 PPM	806	1,236	430	\$0.008930	None at this time.	
CNDF314964 / 1250				\$3.84		
500,000 / 02/2012	603	851	248	\$0.10200		
Color Network Printer				\$25.30		
/						
AXIS						
Captain's Office						
HP Laser Jet Pro M401DN / 35 PPM	6,910	14,832	7,922	\$0.008930	None at this time.	
VNB3B25215 / 1251				\$70.74		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 4/1/2013</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Central Fire Dept.					
Clerk					
HP Color Laser Jet M451dn / 21 PPM	2,846	5,494	2,648	\$0.008930	None at this time.
CNDF314973 / 1247				\$23.65	
500,000 / 02/2012	670	973	303	\$0.10200	
Color Network Printer				\$30.91	
/					
AXIS					
Fire Chief's Office					
HP Color Laser Jet M451dn / 21 PPM	2,427	4,509	2,082	\$0.008930	None at this time.
CNDF314968 / 1245				\$18.59	
500,000 / 02/2012	265	1,089	824	\$0.10200	
Color Network Printer				\$84.05	
/					
AXIS					
Office 1					
HP Color Laser Jet M451dn / 21 PPM	227	592	365	\$0.008930	None at this time.
CNDF314969 / 1246				\$3.26	
500,000 / 02/2012	799	2,925	2,126	\$0.10200	
Color Network Printer				\$216.85	
/					
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester Central Fire Dept.						
Office 2						
HP Color Laser Jet M451dn / 21 PPM	1,033	2,022	989	\$0.008930	None at this time.	
CNDF214467 / 1248				\$8.83		
500,000 / 02/2012	359	754	395	\$0.10200		
Color Network Printer				\$40.29		
/						
AXIS						
Office 3						
HP Color Laser Jet M451dn / 21 PPM	102	342	240	\$0.008930	None at this time.	
CNDF214463 / 1249				\$2.14		
500,000 / 02/2012	291	896	605	\$0.10200		
Color Network Printer				\$61.71		
/						
AXIS						
Subtotals BW			34,513	\$211.99		
Subtotals Color			4,501	\$459.10		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester City Hall						
Business Department						
HP Laser Jet 4050 / 17 PPM	97,831	98,193	362	\$0.020140	Traded; replaced w/P3015.	
USBG007841 / 1262				\$7.29		
200,000 / 05/1999	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Not Connected /						
AXIS						
HP Laser Jet P3015 MICR / 42 PPM	119	15,404	15,285	\$0.020140	7 years from Intro.	
VNB4G09625 / 2142				\$307.84		
200,000 / 07/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						
HP Laser Jet P3015 MICR / 42 PPM	54	11,869	11,815	\$0.008930	7 years from Intro.	
VNB4G09780 / 2143				\$105.51		
200,000 / 07/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						
HP LaserJet 8000 / 24 PPM	278,232	278,759	527	\$0.020140	Traded; replaced w/P3015.	
USAJ003476 / 1263				\$10.61		
500,000 / 05/1998	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Not Connected /						
AXIS						

Date of Last Upgrade: 4/1/2013					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Rochester City Hall					
Xerox WorkCentre 5855apt / 55 PPM EX9282688 / 3,000,000 / 02/2013 Black Photocopier / XEROXCopier	174,673 0	342,973 0	168,300 0	\$0.004080 \$686.66 \$0.00000 \$0.00	None at this time.
City Clerk					
HP Color Laser Jet M551N / 33 PPM CNCCF4L0XY / 1257 750,000 / 10/2011 Color Network Printer / AXIS	12 0	1,472 2,190	1,460 2,190	\$0.008930 \$13.04 \$0.10200 \$223.38	None at this time.
Xerox WorkCentre 5855apt / 55 PPM EX9282565 / 3,000,000 / 02/2013 Black Photocopier / XEROXCopier	129,601 0	280,019 0	150,418 0	\$0.004080 \$613.71 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester City Hall						
City Manager						
HP Color Laser Jet CP2025 / 21 PPM	975	1,561	586	\$0.011420	7 years from Intro.	
CNGSB41184 / 1264				\$6.69		
500,000 / 09/2008	3,348	4,976	1,628	\$0.10200		
Color Network Printer				\$166.06		
/						
AXIS						
HP Laser Jet Pro M401DN / 35 PPM	4,366	6,246	1,880	\$0.008930	None at this time.	
VNB3B25201 / 1258				\$16.79		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						
Xerox WorkCentre 7855c / 55 PPM	25,113	34,602	9,489	\$0.004080	None at this time.	
MX4317779 /				\$38.72		
3,000,000 / 02/2013	11,551	23,113	11,562	\$0.05525		
Color Photocopier				\$638.80		
/						
XEROXCopier						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Rochester City Hall						
Code Enforcement						
Xerox Workcentre 5150 / 55 PPM	55,303	107,980	52,677	\$0.004080	None at this time.	
VXX098101N /				\$214.92		
3,000,000 / 10/2009	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
/						
XEROXCopier						
Xerox Workcentre 6605DN / 36 PPM	780	1,339	559	\$0.004080	None at this time.	
XL3568079 /				\$2.28		
750,000 / 09/2012	2,248	4,205	1,957	\$0.05525		
Color Network Printer				\$108.12		
/						
XEROXCopier						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester City Hall						
Finance Office						
HP Laser Jet Pro M401DN / 35 PPM	1,692	2,529	837	\$0.008930	None at this time.	
VNB4F17056 / 1259				\$7.47		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						
Xerox WorkCentre 5855apt / 55 PPM	64,913	144,154	79,241	\$0.004080	None at this time.	
EX7395525 /				\$323.30		
3,000,000 / 02/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
/						
XEROXCopier						
Hot Swap						
HP Laser Jet Pro M401DN / 35 PPM	0	1	1	\$0.008930	None at this time.	
VNB3H27489 / 1256				\$0.01		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester City Hall						
Human Resources Office						
HP Laser Jet P1005 / 15 PPM	36,718	36,818	100	\$0.011420	8 years from Intro.	
VND4C02990 / 1252				\$1.14		
200,000 / 11/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						
Xerox Workcentre 6605DN / 36 PPM	20,983	49,306	28,323	\$0.004080	None at this time.	
XL3568032 /				\$115.56		
750,000 / 09/2012	9,793	17,034	7,241	\$0.05525		
Color Network Printer				\$400.07		
/						
XEROXCopier						
MIS Office						
HP Color Laser Jet M451dn / 21 PPM	3,996	6,550	2,554	\$0.008930	None at this time.	
CNDF314965 / 1253				\$22.81		
500,000 / 02/2012	110	439	329	\$0.10200		
Color Network Printer				\$33.56		
/						
AXIS						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>			<i>2014-15</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>7/1/2014</i>	<i>6/30/2015</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<i>Meter</i>	<i>Meter</i>	<i>Volume</i>			
Rochester City Hall					
Planning Office					
HP Laser Jet Pro M401DN / 35 PPM	1,725	2,409	684	\$0.008930	None at this time.
VNB3B25209 / 1260				\$6.11	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
HP Laser Jet Pro M401DN / 35 PPM	2,727	4,278	1,551	\$0.008930	None at this time.
VNB3H27364 / 1261				\$13.85	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Xerox WorkCentre 7855c / 55 PPM	55,577	85,208	29,631	\$0.004080	Underused!
MX4317579 /				\$120.89	
3,000,000 / 02/2013	23,389	37,834	14,445	\$0.05525	
Color Photocopier				\$798.09	
/					
XEROXCopier					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Rochester City Hall					
Welfare Office					
HP Laser Jet Pro M401DN / 35 PPM	4,178	7,750	3,572	\$0.008930	None at this time.
VNB3B25197 / 1254				\$31.90	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Xerox WorkCentre 7830 / 30 PPM	35,363	61,874	26,511	\$0.004080	None at this time.
MX1184870 /				\$108.16	
750,000 / 02/2013	2,274	4,351	2,077	\$0.05525	
Color Photocopier				\$114.75	
/					
XEROXCopier					
Welfare Office - Gail					
HP Laser Jet Pro M401DN / 35 PPM	1,293	2,937	1,644	\$0.008930	None at this time.
VNB3B25202 / 1294				\$14.68	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Subtotals BW			588,007	\$2,789.95	
Subtotals Color			41,429	\$2,482.82	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 4/1/2013</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Community Center					
<i>Buildings & Grounds Supervisor</i>					
HP Color Laser Jet M451dn / 21 PPM	999	2,040	1,041	\$0.008930	None at this time.
CNDF314967 / 1297				\$9.30	
500,000 / 02/2012	1	1	0	\$0.10200	
Color Network Printer				\$0.00	
/					
AXIS					
<i>Economic Development Office</i>					
HP Color Laser Jet M551N / 33 PPM	535	723	188	\$0.008930	None at this time.
CNCCF4L0XN / 1295				\$1.68	
750,000 / 10/2011	477	580	103	\$0.10200	
Color Network Printer				\$10.51	
/					
AXIS					
<i>Recreation Department Copy Room</i>					
Xerox WorkCentre 7855c / 55 PPM	92,537	199,055	106,518	\$0.004080	None at this time.
MX4317853 /				\$434.59	
3,000,000 / 02/2013	10,548	20,374	9,826	\$0.05525	
Color Photocopier				\$542.89	
/					
XEROXCopier					

Date of Last Upgrade: 4/1/2013

<i>Make-Model / Speed</i>					
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>			<i>2014-15</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>7/1/2014</i>	<i>6/30/2015</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>		
Rochester Community Center					
Recreation Department Office					
HP Laser Jet Pro M401DN / 35 PPM	2,972	7,256	4,284	\$0.008930	None at this time.
VNB3B27933 / 1293				\$38.26	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Subtotals BW			112,031	\$483.82	
Subtotals Color			9,929	\$553.39	

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 4/1/2013</i>	
<i>Serial Number / Vendor ID</i>						
<i>Life / Intro Date</i>			<i>2014-15</i>			
<i>Connectivity / Printer Exp Date</i>			<i>7/1/2014</i>	<i>6/30/2015</i>	<i>Annual</i>	<i>Cost/Copy</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>	
Rochester Ice Arena						
Upstairs Office						
Xerox Workcentre 6605DN / 36 PPM	2,152	3,565	1,413	\$0.004080	None at this time.	
XL3568155 /				\$5.77		
750,000 / 09/2012	1,980	4,188	2,208	\$0.05525		
Color Network Printer				\$121.99		
/						
XEROXCopier						
Subtotals BW			1,413	\$5.77		
Subtotals Color			2,208	\$121.99		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester Police Department						
ACO						
HP Laser Jet Pro M401DN / 35 PPM	2,206	8,841	6,635	\$0.008930	None at this time.	
VNB3B25200 / 1226				\$59.25		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						
Communications						
HP Laser Jet P3015 MICR / 42 PPM	10,344	28,620	18,276	\$0.008930	7 years from Intro.	
VNB3R69105 / 1242				\$163.20		
200,000 / 07/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						
HP Laser Jet Pro M401DN / 35 PPM	20,180	45,577	25,397	\$0.008930	None at this time.	
VNB3S06654 / 1241				\$226.80		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Police Department					
Communications Supervisor					
HP Laser Jet P2035 / 30 PPM	4,294	11,496	7,202	\$0.011420	7 years from Intro.
CNB9K68495 / 1243				\$82.25	
750,000 / 11/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Crime Analyst					
HP Color Laser Jet M451dn / 21 PPM	159	889	730	\$0.008930	None at this time.
CNDF314976 / 1225				\$6.52	
500,000 / 02/2012	982	1,712	730	\$0.10200	
Color Network Printer				\$74.46	
/					
AXIS					
Deputy Chief					
HP Color Laser Jet M451dn / 21 PPM	1,282	2,146	864	\$0.008930	None at this time.
CNDF103708 / 1228				\$7.72	
500,000 / 02/2012	26	631	605	\$0.10200	
Color Network Printer				\$61.71	
/					
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester Police Department						
Detective's Office						
HP Laser Jet Pro M401DN / 35 PPM	26,049	50,493	24,444	\$0.008930	None at this time.	
VNB3B25198 / 1233				\$218.28		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						
Detective's Sargeant						
HP Color Laser Jet M451dn / 21 PPM	3,831	5,110	1,279	\$0.008930	None at this time.	
CNDF314972 / 1232				\$11.42		
500,000 / 02/2012	1,513	4,767	3,254	\$0.10200		
Color Network Printer				\$331.91		
/						
AXIS						
Executive Captain						
Xerox Workcentre 6605DN / 36 PPM	15,063	29,713	14,650	\$0.004080	None at this time.	
XL3568162 /				\$59.77		
750,000 / 09/2012	4,625	12,281	7,656	\$0.05525		
Color Network Printer				\$422.99		
/						
XEROXCopier						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 4/1/2013</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Police Department					
Juvenile Department					
HP Color Laser Jet M451dn / 21 PPM	798	1,518	720	\$0.008930	None at this time.
CNDF214464 / 1229				\$6.43	
500,000 / 02/2012	1,924	3,787	1,863	\$0.10200	
Color Network Printer				\$190.03	
/					
AXIS					
Juvenile Office					
HP Laser Jet Pro M401DN / 35 PPM	7,241	15,990	8,749	\$0.008930	None at this time.
VNB3B25203 / 1230				\$78.13	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Lieutenant's Office					
HP Laser Jet Pro M401DN / 35 PPM	11,052	23,267	12,215	\$0.008930	None at this time.
VNB3B25205 / 1239				\$109.08	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester Police Department						
Outside Library						
HP Laser Jet P2035n / 30 PPM	38,517	69,067	30,550	\$0.011420	7 years from Intro.	
CNB9R04215 / 1236				\$348.88		
750,000 / 11/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						
Patrol Sargeant						
HP Color Laser Jet M451dn / 21 PPM	2,452	3,926	1,474	\$0.008930	None at this time.	
CNDF103703 / 1240				\$13.16		
500,000 / 02/2012	5,593	10,175	4,582	\$0.10200		
Color Network Printer				\$467.36		
/						
AXIS						
Police Chief						
Xerox Workcentre 6605DN / 36 PPM	2,327	3,963	1,636	\$0.004080	None at this time.	
XL3568156 /				\$6.67		
750,000 / 09/2012	179	358	179	\$0.05525		
Color Network Printer				\$9.89		
/						
XEROXCopier						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 4/1/2013</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Police Department					
Records					
Canon MF4370DN / 23 PPM	5,048	5,148	100	\$0.011420	7 years from Intro.
NXV76105 / 1235				\$1.14	
500,000 / 09/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Reports					
HP Color Laser Jet M451dn / 21 PPM	543	845	302	\$0.008930	None at this time.
CNDF214461 / 1238				\$2.70	
500,000 / 02/2012	1,028	6,528	5,500	\$0.10200	
Color Network Printer				\$561.00	
/					
AXIS					
Secretary 1st Floor					
Xerox WorkCentre 5855apt / 55 PPM	174,209	359,856	185,647	\$0.004080	None at this time.
EX9282598 /				\$757.44	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
XEROXCopier					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
Rochester Police Department						
STORAGE - Hot Swap						
HP Color Laser Jet M451dn / 21 PPM	1	1	0	\$0.008930	None at this time	
CNDF214462 / 1244				\$0.00		
500,000 / 02/2012	1	1	0	\$0.10200		
Color Network Printer				\$0.00		
/						
AXIS						
Support Captain						
HP Color Laser Jet M451dn / 21 PPM	3,495	5,716	2,221	\$0.008930	None at this time.	
CNDF314974 / 1227				\$19.83		
500,000 / 02/2012	81	182	101	\$0.10200		
Color Network Printer				\$10.30		
/						
AXIS						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Rochester Police Department					
Support Services					
HP Laser Jet Pro M401DN / 35 PPM	1,711	2,920	1,209	\$0.008930	None at this time.
VNB3B25207 / 1234				\$10.80	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
HP Laser Jet Pro M401DN / 35 PPM	2,563	4,905	2,342	\$0.008930	None at this time.
VNB4F17055 / 1231				\$20.91	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Surveillance Computer					
HP Laser Jet Pro M401DN / 35 PPM	0	70	70	\$0.008930	None at this time.
VNB4F17061 / 1237				\$0.63	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Subtotals BW			346,712	\$2,211.01	
Subtotals Color			24,470	\$2,129.65	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Rochester Public Library					
Admin Director					
HP Laser Jet Pro M401DN / 35 PPM	2,267	3,907	1,640	\$0.008930	None at this time.
VNB3B25195 / 1267				\$14.65	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Admin Secretary					
Xerox WorkCentre 7830 / 30 PPM	9,011	18,163	9,152	\$0.004080	None at this time.
MX1185236 /				\$37.34	
750,000 / 02/2013	639	1,064	425	\$0.05525	
Color Photocopier				\$23.48	
/					
XEROXCopier					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Rochester Public Library						
Children's Area						
HP Color Laser Jet CP2025 / 21 PPM CNGS332185 / 1271 500,000 / 09/2008 Color Network Printer / AXIS	18,512 19,271	20,469 21,765	1,957 2,494	\$0.011420 \$22.35 \$0.10200 \$254.39	Traded	
HP Color Laser Jet CP2025 / 21 PPM CNGSB30050 / 500,000 / 09/2008 Color Network Printer / AXIS	398 10,554	3,498 12,946	3,100 2,392	\$0.011420 \$35.40 \$0.10200 \$243.98	7 years from Intro.	
HP Color Laser Jet M451dn / 21 PPM CNBH204652 / 500,000 / 02/2012 Color Network Printer / AXIS	0 0	529 1,629	529 1,629	\$0.011420 \$6.04 \$0.10200 \$166.16	None at this time.	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester Public Library						
Children's BW						
Xerox Workcentre 3315dn / 33 PPM	11,662	21,817	10,155	\$0.004080	None at this time.	
B91483172 /				\$41.43		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
XEROXCopier						
Children's Peyser Room						
HP Laser Jet Pro M401DN / 35 PPM	198	307	109	\$0.008930	None at this time.	
VNB3B25191 / 1274				\$0.97		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						
Circulation Office						
Xerox Workcentre 6605DN / 36 PPM	4,892	14,145	9,253	\$0.004080	None at this time.	
XL3602416 /				\$37.75		
750,000 / 09/2012	4,700	13,397	8,697	\$0.05525		
Color Network Printer				\$480.51		
/						
XEROXCopier						

Date of Last Upgrade: 4/1/2013					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2014-15		
Connectivity / Printer Exp Date	7/1/2014	6/30/2015	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
Rochester Public Library					
Jones Room					
HP Laser Jet Pro M401DN / 35 PPM	939	1,587	648	\$0.008930	None at this time.
VNB3B25204 / 1272				\$5.79	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Public/Patron Children's Filtered					
HP Laser Jet P1505N / 24 PPM	24,505	24,505	0	\$0.011420	8 years from Intro. Not being used!
CNBK620672 / 1266				\$0.00	
500,000 / 11/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Public/Patron Printer Main Desk					
HP Laser Jet P3015 MICR / 42 PPM	25,495	50,785	25,290	\$0.008930	7 years from Intro.
VNB3Y62280 / 1265				\$225.84	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester Public Library						
Public/Patron Reference Desk						
HP Color Laser Jet M551N / 33 PPM	11,964	19,011	7,047	\$0.008930	Traded.	
CNCCF4L0Y0 / 1273				\$62.93		
750,000 / 10/2011	1,047	2,445	1,398	\$0.10200		
Color Network Printer				\$142.60		
Not Connected /						
AXIS						
Public/Patron Reference Wireless						
HP Laser Jet P1102w / 19 PPM	1,978	3,438	1,460	\$0.011420	None at this time.	
VNB4905666 / 1275				\$16.67		
200,000 / 04/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						
Tech Services						
HP Color LJ 100 MFP M175nw / 17 PPM	997	1,531	534	\$0.011420	None at this time.	
CNC9D5B51C / 1270				\$6.10		
200,000 / 07/2011	919	1,429	510	\$0.10200		
Color Laser MFP				\$52.02		
/						
AXIS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester Public Library						
Tech Services Label Printer						
HP Laser Jet 1200 / 15 PPM	44,259	45,337	1,078	\$0.011420	14 years from Intro. Warranty expired!	
CNDL016537 /				\$12.31		
200,000 / 04/2001	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						
Tech Services Paper						
HP Laser Jet Pro M401DN / 35 PPM	4,524	10,626	6,102	\$0.008930	None at this time.	
VNB3B25208 / 1269				\$54.49		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						
Subtotals BW			78,054	\$580.06		
Subtotals Color			17,545	\$1,363.14		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 4/1/2013</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Public Works					
Office 1					
HP Color Laser Jet M451dn / 21 PPM	3,182	15,831	12,649	\$0.008930	None at this time.
CNDF250773 / 2139				\$112.96	
500,000 / 02/2012	1,265	1,971	706	\$0.10200	
Color Network Printer				\$72.01	
/					
AXIS					
Office 2					
HP Laser Jet Pro M401DN / 35 PPM	1,684	3,742	2,058	\$0.008930	None at this time.
VNB3H27485 / 1277				\$18.38	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Office Work Room					
Xerox WorkCentre 7855c / 55 PPM	88,904	165,406	76,502	\$0.004080	None at this time.
MX4317552 /				\$312.13	
3,000,000 / 02/2013	17,365	26,023	8,658	\$0.05525	
Color Photocopier				\$478.35	
/					
XEROXCopier					

Date of Last Upgrade: 4/1/2013

Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Connectivity / Printer Exp Date					
Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Rochester Public Works					
Water Department Office					
HP Laser Jet P1505N / 24 PPM	21,703	22,871	1,168	\$0.011420	8 years from Intro.
VND3C10327 / 1276				\$13.34	
500,000 / 11/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Subtotals BW			92,377	\$456.80	
Subtotals Color			9,364	\$550.37	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 4/1/2013</i> <i>2014-15</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	<i>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>					
Rochester Revenue Building							
Assessing Front Desk							
Xerox Workcentre 6605DN / 36 PPM	16,817	45,010	28,193		\$0.004080		None at this time.
XL3568163 /					\$115.03		
750,000 / 09/2012	4,696	9,313	4,617		\$0.05525		
Color Network Printer					\$255.09		
/							
XEROXCopier							
Assessing Lower Level							
Xerox Workcentre 6605DN / 36 PPM	7,238	15,933	8,695		\$0.004080		None at this time.
XL3568126 /					\$35.48		
750,000 / 09/2012	386	513	127		\$0.05525		
Color Network Printer					\$7.02		
/							
XEROXCopier							
Assessor's Office							
HP Laser Jet M2727nf / 27 PPM	100,222	115,148	14,926		\$0.011420		7 years from Intro.
CNCY78B07H / 1722					\$170.45		
500,000 / 04/2008	0	0	0		\$0.00000		
Black Network Printer					\$0.00		
/							
AXIS							

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester Revenue Building						
Assessor's Office Hot Swap						
HP Laser Jet M2727nf / 27 PPM	30,817	30,817	0	\$0.011420	7 years from Intro.	
CNCY78F0S9 / 1723				\$0.00		
500,000 / 04/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
/						
AXIS						
Legal Department						
Konica Minolta BHC454 / 45 PPM	0	4,306	4,306	\$0.003200	Underused!	
A5C0011021203 /				\$13.78		
1,000,000 / 07/2012	0	288	288	\$0.04995		
Color Photocopier				\$14.39		
/						
KMBS						
Legal Director						
HP Color Laser Jet M451dn / 21 PPM	1	509	508	\$0.008930	None at this time.	
CNDF314978 / 1255				\$4.54		
500,000 / 02/2012	1	1,190	1,189	\$0.10200		
Color Network Printer				\$121.28		
/						
AXIS						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>
	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Revenue Building					
Tax Collector's Office					
Brother MFC 7220 / 20 PPM	8,123	10,678	2,555	\$0.011420	10 years from Intro. Warranty expired!
U61327FN134303 /				\$29.18	
500,000 / 03/2005	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
HP Laser Jet P3015 MICR / 42 PPM	3,908	6,662	2,754	\$0.008930	7 years from Intro.
VNB3Y62270 / 1280				\$24.59	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
HP Laser Jet Pro M401DN / 35 PPM	793	1,850	1,057	\$0.020140	None at this time.
VNB3B25214 / 1285				\$21.29	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Lexmark T640 / 35 PPM	29,182	33,197	4,015	\$0.011420	10 years from Intro. Warranty expired!
792940V / 1286				\$45.85	
750,000 / 06/2005	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Revenue Building					
Lexmark T640 / 35 PPM	37,301	41,586	4,285	\$0.011420	10 years from Intro. Warranty expired!
79293Z8 / 1282				\$48.93	
750,000 / 06/2005	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Lexmark T640 / 35 PPM	24,140	36,915	12,775	\$0.011420	10 years from Intro. Warranty expired!
79293XW / 1281				\$145.89	
750,000 / 06/2005	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Lexmark T640 / 35 PPM	64,177	66,498	2,321	\$0.011420	10 years from Intro. Warranty expired!
790Z998 / 1283				\$26.51	
750,000 / 06/2005	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Xerox WorkCentre 7855c / 55 PPM	73,266	148,090	74,824	\$0.004080	None at this time.
MX4317849 /				\$305.28	
3,000,000 / 02/2013	1,011	3,732	2,721	\$0.05525	
Color Photocopier				\$150.34	
/					
XEROXCopier					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 4/1/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Revenue Building					
Verna's Office					
HP Laser Jet P2035 / 30 PPM	9,841	12,761	2,920	\$0.011420	7 years from Intro.
VNB3G25941 / 1279				\$33.35	
750,000 / 11/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Water Billing Office					
HP Laser Jet Pro M401DN / 35 PPM	15,292	31,746	16,454	\$0.008930	None at this time.
VNB4F17060 / 1287				\$146.93	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Subtotals BW			180,588	\$1,167.08	
Subtotals Color			8,942	\$548.10	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Wastewater Treatment Plant					
Basement Office					
HP Color Laser Jet M451dn / 21 PPM	450	1,051	601	\$0.008930	None at this time.
CNDF214465 / 1291				\$5.37	
500,000 / 02/2012	3	7	4	\$0.10200	
Color Network Printer				\$0.41	
/					
AXIS					
Laboratory					
Xerox Workcentre 3315dn / 33 PPM	4,369	9,176	4,807	\$0.004080	None at this time.
B91483176 /				\$19.61	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
XEROXCopier					
Lunch Room					
Xerox Workcentre 3315dn / 33 PPM	4,775	9,683	4,908	\$0.004080	None at this time.
B91483181 /				\$20.02	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
XEROXCopier					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 4/1/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Wastewater Treatment Plant					
Office 1					
HP Laser Jet Pro M401DN / 35 PPM	4,660	8,866	4,206	\$0.008930	None at this time.
VNB3B25210 / 1290				\$37.56	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Office 2					
HP Color Laser Jet M451dn / 21 PPM	3,468	7,198	3,730	\$0.008930	None at this time.
CNDF314970 / 1288				\$33.31	
500,000 / 02/2012	1,299	2,265	966	\$0.10200	
Color Network Printer				\$98.53	
/					
AXIS					
HP Color Laser Jet M451dn / 21 PPM	1,378	2,838	1,460	\$0.008930	None at this time.
CNDF214469 / 1289				\$13.04	
500,000 / 02/2012	0	68	68	\$0.10200	
Color Network Printer				\$6.94	
/					
AXIS					
Subtotals BW			19,712	\$128.91	
Subtotals Color			1,038	\$105.88	

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 4/1/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Water Treatment Facility					
Lab					
HP Color Laser Jet M451dn / 21 PPM	0	191	191	\$0.008930	None at this time.
CNDF314966 / 1292				\$1.71	
500,000 / 02/2012	0	381	381	\$0.10200	
Color Network Printer				\$38.86	
/					
AXIS					
Main Office					
Xerox Workcentre 3315dn / 33 PPM	6,418	13,652	7,234	\$0.004080	None at this time.
B91483179 /				\$29.51	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
XEROXCopier					
Subtotals BW			7,425	\$31.22	
Subtotals Color			381	\$38.86	

<i>City Wide Black Totals</i>	<i>1,464,503</i>	<i>\$8,081.60</i>
<i>City Wide Color Totals</i>	<i>121,773</i>	<i>\$8,461.93</i>

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 4/1/2013 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2014-15 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
1,464,503	\$0.03125	\$45,765.72

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
1,464,503	\$0.00552	\$8,084.06	\$37,681.66	\$188,408.31

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$37,681.66 x 2 years as a Client
= \$75,363.32 Cost Savings!*

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Gonic Fire Department	3,671	\$14.98	\$18.22	\$84.39	\$117.59
Rochester Ice Arena	1,413	\$5.77	\$7.01	\$32.48	\$45.26
Rochester Police Department	346,712	\$2,211.01	\$1,720.38	\$7,970.73	\$11,902.13
Rochester Central Fire Dept.	34,513	\$211.99	\$171.25	\$793.44	\$1,176.68
Rochester City Hall	588,007	\$2,789.95	\$2,917.69	\$13,517.97	\$19,225.61
Rochester Community Center	112,031	\$483.82	\$555.90	\$2,575.53	\$3,615.26
Rochester Public Library	78,054	\$580.06	\$387.30	\$1,794.42	\$2,761.79
Rochester Public Works	92,377	\$456.80	\$458.37	\$2,123.70	\$3,038.87
Rochester Revenue Building	180,588	\$1,167.08	\$896.08	\$4,151.62	\$6,214.78
Wastewater Treatment Plant	19,712	\$128.91	\$97.81	\$453.17	\$679.89
Water Treatment Facility	7,425	\$31.22	\$36.84	\$170.70	\$238.76
Total	1,464,503	\$8,081.60	\$7,266.86	\$33,668.16	\$49,016.62

SPC Equipment Bids:

Presently our Bids are coming in at **14.5%** to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Xerox 5890PT RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print-Fax 90 Copies per Minute are coming in at **\$6,333** with a Retail Cost

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
Gonic Fire Department	1,966	\$108.62
Rochester Ice Arena	2,208	\$121.99
Rochester Police Department	24,470	\$2,129.65
Rochester Central Fire Dept.	4,501	\$459.10
Rochester City Hall	41,429	\$2,482.82
Rochester Community Center	9,929	\$553.39
Rochester Public Library	17,545	\$1,363.14
Rochester Public Works	9,364	\$550.37
Rochester Revenue Building	8,942	\$548.10
Wastewater Treatment Plant	1,038	\$105.88
Water Treatment Facility	381	\$38.86
Total	121,773	\$8,461.93

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. **No CPC increase for current year.**

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
Axis Business Solutions	Black Network Printer	192,788	\$0.00893	\$1,721.60	\$0.00893	\$1,721.60
Axis Business Solutions	Black Network Printer	85,455	\$0.01142	\$975.90	\$0.01142	\$975.90
Axis Business Solutions	Black Network Printer	17,231	\$0.02014	\$347.03	\$0.02014	\$347.03
Axis Business Solutions	Color Laser MFP	534	\$0.01142	\$6.10	\$0.01142	\$6.10
Axis Business Solutions	Color Network Printer	45,773	\$0.00893	\$408.75	\$0.00893	\$408.75
Axis Business Solutions	Color Network Printer	6,172	\$0.01142	\$70.48	\$0.01142	\$70.48
Konica-Minolta Business Solutions	Color Photocopier	4,306	\$0.00320	\$13.78	\$0.00320	\$13.78
Xerox Copier Division	Black Network Printer	27,104	\$0.00408	\$110.58	\$0.00408	\$110.58
Xerox Copier Division	Black Photocopier	656,120	\$0.00408	\$2,676.97	\$0.00408	\$2,676.97
Xerox Copier Division	Color Network Printer	96,393	\$0.00408	\$393.28	\$0.00408	\$393.28
Xerox Copier Division	Color Photocopier	332,627	\$0.00408	\$1,357.12	\$0.00408	\$1,357.12
Total		1,464,503	\$0.00552	\$8,081.60	\$0.00552	\$8,081.60

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. **No CPC increase for current year.**

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
Axis Business Solutions	Color Laser MFP	510	\$0.10200	\$52.02	\$0.10200	\$52.02
Axis Business Solutions	Color Network Printer	36,613	\$0.10200	\$3,734.53	\$0.10200	\$3,734.53
Konica-Minolta Business Solutions	Color Photocopier	288	\$0.04995	\$14.39	\$0.04995	\$14.39
Xerox Copier Division	Color Network Printer	34,648	\$0.05525	\$1,914.30	\$0.05525	\$1,914.30
Xerox Copier Division	Color Photocopier	49,714	\$0.05525	\$2,746.70	\$0.05525	\$2,746.70
Total		121,773	\$0.06949	\$8,461.93	\$0.06949	\$8,461.93

Reprographic Equipment Assessment

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

Total Number of Units	101
Total Number of Units on Lease	77
Total Number of Units Owned	24
Lease Company	Northway Bank
Lease Start Date	4/1/2013
Lease End Date	8/1/2017
Term	5 Annual
Annual Payment usually due on 8/1	\$33,668.16
Remaining Payments	2

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

Leased Equipment

Building	Make/Model	Serial Number
Gonic Fire Department	Xerox Workcentre 6605DN	XL3568116
Rochester Central Fire Dept.	HP Color Laser Jet M451dn	CNDF214467
Rochester Central Fire Dept.	HP Color Laser Jet M451dn	CNDF214463
Rochester Central Fire Dept.	HP Color Laser Jet M451dn	CNDF314973
Rochester Central Fire Dept.	HP Color Laser Jet M451dn	CNDF314968
Rochester Central Fire Dept.	HP Color Laser Jet M451dn	CNDF314964
Rochester Central Fire Dept.	HP Laser Jet Pro M401DN	VNB3B25215
Rochester Central Fire Dept.	Xerox Workcentre 5150	VXX098057N
Rochester Central Fire Dept.	HP Color Laser Jet M451dn	CNDF314969
Rochester City Hall	HP Laser Jet Pro M401DN	VNB3H27364
Rochester City Hall	HP Laser Jet Pro M401DN	VNB3H27489
Rochester City Hall	Xerox WorkCentre 5855apt	EX7395525
Rochester City Hall	Xerox WorkCentre 5855apt	EX9282688
Rochester City Hall	Xerox WorkCentre 7830	MX1184870
Rochester City Hall	HP Laser Jet Pro M401DN	VNB4F17056
Rochester City Hall	Xerox WorkCentre 5855apt	EX9282565
Rochester City Hall	HP Color Laser Jet M551N	CNCCF4L0XY
Rochester City Hall	HP Laser Jet Pro M401DN	VNB3B25201
Rochester City Hall	Xerox WorkCentre 7855c	MX4317779
Rochester City Hall	Xerox Workcentre 5150	VXX098101N
Rochester City Hall	HP Laser Jet Pro M401DN	VNB3B25202
Rochester City Hall	Xerox Workcentre 6605DN	XL3568079
Rochester City Hall	HP Laser Jet Pro M401DN	VNB3B25197
Rochester City Hall	Xerox Workcentre 6605DN	XL3568032
Rochester City Hall	HP Color Laser Jet M451dn	CNDF314965
Rochester City Hall	Xerox WorkCentre 7855c	MX4317579
Rochester City Hall	HP Laser Jet Pro M401DN	VNB3B25209
Rochester Community Center	HP Color Laser Jet M551N	CNCCF4L0XN

Building	Make/Model	Serial Number
Rochester Community Center	HP Color Laser Jet M451dn	CNDF314967
Rochester Community Center	Xerox WorkCentre 7855c	MX4317853
Rochester Community Center	HP Laser Jet Pro M401DN	VNB3B27933
Rochester Ice Arena	Xerox Workcentre 6605DN	XL3568155
Rochester Police Department	HP Laser Jet Pro M401DN	VNB3B25198
Rochester Police Department	HP Color Laser Jet M451dn	CNDF214462
Rochester Police Department	HP Laser Jet Pro M401DN	VNB3B25207
Rochester Police Department	HP Color Laser Jet M451dn	CNDF214461
Rochester Police Department	HP Color Laser Jet M451dn	CNDF214464
Rochester Police Department	HP Laser Jet Pro M401DN	VNB3B25205
Rochester Police Department	HP Laser Jet Pro M401DN	VNB3B25203
Rochester Police Department	HP Laser Jet Pro M401DN	VNB4F17055
Rochester Police Department	Xerox Workcentre 6605DN	XL3568162
Rochester Police Department	HP Color Laser Jet M451dn	CNDF314974
Rochester Police Department	HP Laser Jet P3015 MICR	VNB3R69105
Rochester Police Department	HP Color Laser Jet M451dn	CNDF103708
Rochester Police Department	HP Laser Jet Pro M401DN	VNB3B25200
Rochester Police Department	HP Color Laser Jet M451dn	CNDF314976
Rochester Police Department	Xerox WorkCentre 5855apt	EX9282598
Rochester Police Department	HP Color Laser Jet M451dn	CNDF314972
Rochester Police Department	Xerox Workcentre 6605DN	XL3568156
Rochester Police Department	HP Laser Jet Pro M401DN	VNB4F17061
Rochester Police Department	HP Color Laser Jet M451dn	CNDF103703
Rochester Public Library	HP Laser Jet Pro M401DN	VNB3B25208
Rochester Public Library	Xerox WorkCentre 7830	MX1185236
Rochester Public Library	Xerox Workcentre 6605DN	XL3602416
Rochester Public Library	Xerox Workcentre 3315dn	B91483172
Rochester Public Library	HP Laser Jet Pro M401DN	VNB3B25204
Rochester Public Library	HP Laser Jet P3015 MICR	VNB3Y62280
Rochester Public Library	HP Laser Jet Pro M401DN	VNB3B25195

Building	Make/Model	Serial Number
Rochester Public Library	HP Laser Jet Pro M401DN	VNB3B25191
Rochester Public Works	Xerox WorkCentre 7855c	MX4317552
Rochester Public Works	HP Color Laser Jet M451dn	CNDF250773
Rochester Public Works	HP Laser Jet Pro M401DN	VNB3H27485
Rochester Revenue Building	Xerox Workcentre 6605DN	XL3568126
Rochester Revenue Building	Xerox Workcentre 6605DN	XL3568163
Rochester Revenue Building	HP Laser Jet P3015 MICR	VNB3Y62270
Rochester Revenue Building	Xerox WorkCentre 7855c	MX4317849
Rochester Revenue Building	HP Laser Jet Pro M401DN	VNB4F17060
Rochester Revenue Building	HP Color Laser Jet M451dn	CNDF314978
Rochester Revenue Building	HP Laser Jet Pro M401DN	VNB3B25214
Wastewater Treatment Plant	HP Laser Jet Pro M401DN	VNB3B25210
Wastewater Treatment Plant	HP Color Laser Jet M451dn	CNDF214469
Wastewater Treatment Plant	HP Color Laser Jet M451dn	CNDF314970
Wastewater Treatment Plant	HP Color Laser Jet M451dn	CNDF214465
Wastewater Treatment Plant	Xerox Workcentre 3315dn	B91483176
Wastewater Treatment Plant	Xerox Workcentre 3315dn	B91483181
Water Treatment Facility	Xerox Workcentre 3315dn	B91483179
Water Treatment Facility	HP Color Laser Jet M451dn	CNDF314966

Owned Equipment

Building	Make/Model	Serial Number
Rochester City Hall	HP Color Laser Jet CP2025	CNGSB41184
Rochester City Hall	HP Laser Jet P1005	VND4C02990
Rochester City Hall	HP Laser Jet P3015 MICR	VNB4G09780
Rochester City Hall	HP Laser Jet P3015 MICR	VNB4G09625
Rochester Police Department	HP Laser Jet Pro M401DN	VNB3S06654
Rochester Police Department	HP Laser Jet P2035	CNB9K68495
Rochester Police Department	Canon MF4370DN	NXV76105
Rochester Police Department	HP Laser Jet P2035n	CNB9R04215
Rochester Public Library	HP Laser Jet 1200	CNDL016537
Rochester Public Library	HP Color Laser Jet CP2025	CNGSB30050
Rochester Public Library	HP Laser Jet P1505N	CNBK620672
Rochester Public Library	HP Color LJ 100 MFP M175nw	CNC9D5B51C
Rochester Public Library	HP Color Laser Jet M451dn	CNBH204652
Rochester Public Library	HP Laser Jet P1102w	VNB4905666
Rochester Public Works	HP Laser Jet P1505N	VND3C10327
Rochester Revenue Building	Brother MFC 7220	U61327FN134303
Rochester Revenue Building	HP Laser Jet P2035	VNB3G25941
Rochester Revenue Building	HP Laser Jet M2727nf	CNCY78F0S9
Rochester Revenue Building	Konica Minolta BHC454	A5C0011021203
Rochester Revenue Building	Lexmark T640	790Z998
Rochester Revenue Building	Lexmark T640	79293XW
Rochester Revenue Building	Lexmark T640	79293Z8
Rochester Revenue Building	Lexmark T640	792940V
Rochester Revenue Building	HP Laser Jet M2727nf	CNCY78B07H

SERVICE AND SUPPLY CONTRACT - CLIENT

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

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

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

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

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

AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date: _____

Signature: _____

Named Contracted Vendor: Vendor

WARRANTY

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

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the Warranty Life of such item of Equipment in number of copies, as shown on Schedule B attached hereto, is exceeded;
2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule B attached hereto.

**AGREED AND ACCEPTED BY:
Vendor**

By: John Cox

Title: Market Vice President

Date:

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By:

Title:

Date:

Signature: _____

StarDoc User Names

Name	User Name
Angie Gray	agray
Blaine Cox	bcox
Brian Sylvester	bsylvester
Chris Bowlen	cbowlen
Cindi Potts	cpotts
Cristina Petropoulos	cristinap
Dennis Schafer	dschafer
Doreen Jones	djones
George Murray	gmurray
Jennifer Murphy-Aubin	jenniferma
Jim Campbell	jcampbell
Jim Grant	jim.grant@rochesternh.net
Karen Pollard	kpollard
Kay Snyder	ksnyder
Kelly Walters	kwalters
Kern Mann	kmann
Lew Ricker	lricker
Lisa Clark	lclark
Mark Sullivan	msullivan
Michael Allen	mallen
Norman Sanborn	nsanborn
Rhonda Young	ryoung
Roland Connors	roland.connors@rochesternh.net
Samantha Juneau	sjuneau
Samantha Rodgers	samantha.rodgers
Sarah Ward	sarah.ward@rochesternh.net
Todd Marsh	tmarsh
Tom Mullin	tmullin

Name

User Name

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

**2012****STARDOC created**

- Live Floor Plans - Allows IT administrators to move devices around on their own floor plans.

2013**Daily Tracking**

- Meters gathered daily to track usage
- Daily adjusts projected annual volumes for fiscal year

2014**Monthly Audits**

- Allows user to see monthly snapshot of current usage and estimated projections

2015**New Mapping Options & Asset Management**

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



New Feature: IT Asset Management

- **Keep Track of your IT Purchases**
- **Budget for Future Needs**
- **Map Out Your IT Devices on Floor Plans**

IT Asset Management

Legend: < 1 year 1-3 years > 3 years

Filters

Type: (All) Black Laser MFP Black Network Printer Black Photocopier

Warranty End: (All) 2002-10-01 2013-04-01 2014-10-01

Search

Page 1 of 1 Records 1 to 36 of 36 Groups per page 50

Type	Make	Model	Introduced	Purchased	Warranty End	Est. Replacement Cost	Est. Replacement Date
Black Laser MFP	Oce	VL3200x	2010-08-01		2020-08-01	LEASE	
Black Network Printer	HP	Laser Jet 4m	1992-10-01		2002-10-01	LEASE	
Black Network Printer	HP	Laser Jet 1300	2003-04-01		2013-04-01	LEASE	
Black Network Printer	HP	Laser Jet 1320TN	2004-10-01		2014-10-01	LEASE	
Black Network Printer	HP	Laser Jet 1022N	2005-05-01		2015-05-01	LEASE	
Black Network Printer	HP	Laser Jet 1022N	2005-05-01		2015-05-01	LEASE	
Black Photocopier	Savin	8055	2006-07-01		2016-07-01	LEASE	
Black Photocopier	Konica Minolta	BH421	2008-06-01		2018-06-01	LEASE	
Black Photocopier	Konica Minolta	BH421	2008-06-01		2018-06-01	LEASE	
Black Photocopier	Konica Minolta	BH421	2008-06-01		2018-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Color Network Printer	Xerox	6180DN	2007-02-01		2017-02-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Photocopier	Canon	IRC5045	2009-10-01		2019-10-01	LEASE	
Color Photocopier	Toshiba	e-Studio 3040c	2011-05-01		2021-05-01	LEASE	
Color Photocopier	Toshiba	e-Studio 3040c	2011-05-01		2021-05-01	LEASE	
Digital Projector	Dell	1220		2015-02-02	2019-02-02	\$600	2019/09/01
Digital Projector	Dell	1220		2015-02-02	2019-02-02	\$600	2019/02/01
IP Camera	Foscam	FI8910W		2015-08-01	2016-08-01	\$300	2016/09/01
IP Camera	Foscam	FI8910W		2015-08-01	2016-08-01	\$300	2016/08/01
Server	Dell	Optiplex 332		2015-08-02	2018-08-02	\$2850	2018/09/02
Server	HP	ProLiant DL360 Gen9		2015-09-01	2018-09-01	\$2850	2018/10/01
Switch	Cisco	Catalyst 6800ia		2015-08-02	2018-09-02	\$4856	2018/09/02



New Feature: IT Asset Management

Building: Bass Elementary
Floor/Wing: 1
There are 10 devices on this map
5 Device Type(s) Selected Show: Proposed

Building: Bass Elementary
Room: Hallway 4
Model: TP-LINK 2000 NAT+

Type: Wireless Access Point
Serial Number: 234
IP Address: 192.168.1.2
MAC Address: ABC123

Management URL: 192.168.1.2:28604
Hostname: HALL4
Domain: Primary
Date Purchased: 2015-03-31
Warranty Expiration: 2016-03-30
Notes: Another custom note

Instructions
To view the device information click on a device icon.
To move a device to a new location click and drag an icon from its current location to a new location
When you drop the device at its new location a window will be displayed to enter the new room number or name. Click the OK button to confirm the room change. Click the cancel button to return the device to its original location.

Specialized Purchasing Consultants Skip Tilton stilton@spccopypro.com 800.750.1538
Do not distribute without the expressed written permission of SPC

Legend:

- Voip Phone
- Wireless Access Point
- IP Camera
- Server
- Switch

☐ Enable Row Hover

Search:

ID	Room	Make	Model	Connectivity
3	Library	Canon	IRC5045	Networked
3	Library2	Canon	IRC5045	Networked
8	Special Education Room 302	Konica Minolta	BH421	Networked
9	Room 300 Hall	Konica Minolta	BH421	Networked
10	testing room change emails...	Konica Minolta	BH421	Networked
299	Room 300	Canon	LPB5460	Networked
304	Children	Oce	VL3200x	Networked
305	Health Occupation	Canon	LPB5460	Networked
307	Child Care	Canon	LPB5460	Networked
312	313	Canon	LPB5460	Networked

Showing 1 to 10 of 10 entries

Room	Make	Model
Hallway 4	TP-LINK	2000
Teachers	Polycom	VVX 410
Room 28	Dell	1220
Main Hall	Foscam	FI8910W
Room 29	Dell	1220
Library	Dell	1220
Library	Polycom	VVX 410
Main Office	Polycom	VVX 410
Hall A	Foscam	FI8910W
Hall B	Foscam	FI8910W

[Edit Other Devices](#)



Benefits of partnering with SPC

Top Benefits to **our CLIENTS**:

1. Cooperative Buying

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

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will ***save you money*** benefiting from the combined purchasing power of more than 90 clients with over 3,443 devices doing more than 314 million copies and prints per year. In 2013 we purchased approximately 1,000 printing devices.
- 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 **STAR Doc 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 almost \$3.5 million for all of our clients.

That translates into Savings of more than \$17.2 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: In 2013 there were over a thousand.
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

SPC manages over 3,700 pieces of equipment;
Our relationship with our vendors has never been stronger!