

# Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

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## FY22 Annual Report

With FY23 Projections

Lisa Estler

Harwood Unified Union School  
District

340 Mad River Park

Waitsfield, VT 05673



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

October 2022

Lisa Estler  
Harwood Unified Union School District  
340 Mad River Park  
Waitsfield, VT 05673

Skip Tilton  
President

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

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

Dear Lisa:

Specialized Purchasing Consultants is pleased to present your FY22 Annual Report, taking a look at where we are in recovering from the pandemic restrictions and changes, and looking ahead to continued cost savings and recommendations to maintain your equipment and ensure your vendors are giving the best service possible.

The past few years were unprecedented with the restrictions brought on by the pandemic, and this year was no exception. Because of the delays brought on by the pandemic we chose to submit our copier bid in February rather than wait until March/April. This proved to be a good move for many reasons.

The industry continues to experience major backorder issues on equipment, something we've not had to deal with in years past. Bidding early meant boards could approve results and orders could be placed early. We were also able to lock in new service and supply pricing for existing equipment while orders were delayed so as not to disrupt budgets already established for the new fiscal year based on upgrading equipment.

Even after our bids were received and awarded, though, one major vendor wanted to increase their pricing because of the increased inflation rate that took place after the bid process. We were able to negotiate with them and hold the pricing we received back in February. Again, starting the bid process early proved to be a positive move.

Finally, while the industry experienced an over 9% inflation rate, SPC was able to continue to hold down service and supply costs for all of our clients because of SPC's allowable CPC increase cap of 5%.

As always, we are grateful for your continued confidence in the services SPC provides and in our efforts to secure better pricing on equipment, service and supplies than can be obtained independently. We look forward to working with you another year and into the future.

Sincerely,

Skip Tilton  
President

"Protecting Your Copier Interests"

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## MEET YOUR TEAM

**Skip Tilton, President**  
**Billie Jo Tilton, Vice President**



As co-founders of SPC, we 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.



**Alex Webster**  
**Operations, Marketing & IT Manager**

Alex is involved in every aspect of SPC. He actively seeks to improve the cooperative bid process and is continually seeking to improve the buying power in New England. Alex organizes and prepares the bids for new and existing clients, tabulates the results, and presents them to our clients. He also maintains our office equipment and utilizes the latest technology to maintain STARDoc and FM Audit so our clients always have access to valuable information on their equipment.

**Pam Weed**  
**Client-Vendor Relations**

Pam helps maintain a good relationship between clients and vendors, overseeing warranty complaints and replacements, equipment upgrades and changes, end-of-year meter collection and billing, and Annual Reports. Pam also assists with marketing SPC services.



**Kelly Fortier**  
**Finance Support**

Kelly is a valuable asset to the SPC Finance Department. Her versatility in managing various aspects of accounting, lease documentation, and service and supply contracts benefits her team and the clients she works with.

**Heidi Tilton**  
**Office Support**

Heidi assists with bookkeeping and billing for both clients and vendors, processing payments, contact information updates, and other office support.



**Sue Penney**  
**Administrative & Finance Manager**

Sue coordinates and oversees all billing, leases, and contracts. Her decades of financial expertise benefit the Billing Team by her attention to detail and ability to prioritize to ensure accuracy and timeliness of all finance projects.

**Robert Dutil**  
**Information Technology**

Bob keeps SPC running by maintaining and updating database processes as well as assisting in updates to SPC's STARDoc website and the creation of code to create the many reports SPC generates to give you the accurate information of your usage.



**Jamin Tilton**  
**Operations Support**

Jamin plays a vital role in ensuring equipment surveys, installations, and trades go smoothly, coordinating with clients and vendors and maintaining a schedule that is beneficial for all. Jamin also assists Alex in many technical areas such as maintaining STARDoc and FM Audit as well as with computer maintenance.

## 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 & Supply contracts.

### 1999 Improved Annual Report

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail.
- Established Student Ratios.

### 2001 Meter Collection

- 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 ensure any and all funding sources provided legal documentation to meet State statutes and regulations.

### 2003 Bond Counsel Review of Contracts and Warranties

- 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.

### 2012 STARDoc and Simplified Billing Developed and Implemented

- Live Floor Plans: Allows IT administrators to move devices around on their own floor plans.
- STARDoc: Helps project out the end-of-year costs and potential overages.
- Simplified Billing: Designed to eliminate hundreds of invoices and condenses it down to 2 or 3 a year.

### 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.

## SPC TIMELINE (Continued)

### 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

- Mandatory annual fleet service history: Provides data on the overall reliability of the fleet.
- 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.
- Five-Year Fleet Management (FYFM): Projecting out five-year costs for all equipment based on current and past usage.

### 2020 Mock Bids - Warranty and Relief Fund

- Mock Bids: allows us to show where a client's pricing would come in without having to go out to bid. This allows them to buy off an existing bid, thus saving time and money.
- Warranty and Relief Fund: Due to the pandemic, there are serious upheavals in the industry. In an effort to cushion our clients, this fund was established. For more information, see the last page of the Annual Report.

### 2021 Vendor Services and Warranty Relief Equipment

- Vendor Bid Portal allows vendors to electronically submit bids, ensuring accuracy and saving time when calculating bid results for presentation.
- Premier Vendors Classification notes which vendors are not only cooperative to SPC bids but who demonstrate willingness to support SPC's processes before, during, and after the bid.
- Warranty Relief Equipment Base: Premier Vendors will have access to SPC-traded high-quality, low-meter machines. For more information, see the last page of the Annual Report.

### 2022 Vendor Bid

- Put bid out in February instead of late spring.
- This early bidding saved clients thousands due to inflation and price increases that took place after bid pricing was locked in, preventing higher rates to our clients.
- This also allowed for early ordering to accommodate backorders.
- We were also able to lock in bid rates for existing equipment until new equipment could be installed after the start of the new fiscal year.

### 2023 SPC Roadmap

- STARDoc Upgrade: Process is in place to give STARDoc a more modern facelift.

## EQUIPMENT HEALTH STATUS

<b>Total Number of Machines</b>	<b>113</b>
Total Black Photocopiers & MFPs:	15
Total Color Photocopiers & MFPs:	18
Total Black Network Printers:	59
Total Color Network Printers:	21
Total Removed From Service:	1
<b># of Units Not in Use for FY21</b>	<b>11</b>
<b># of Units OFF Warranty**</b>	<b>1</b>
<b># of Units Approaching End of Warranty</b>	<b>13</b>
<b># of Units Overused</b>	<b>0</b>
<b># of Units Underused</b>	<b>0</b>
Contract Commencement Date	08/02/2020
All Warranties and Service Contracts Expire	06/30/2026
# of Annual Payments Left on Lease	3

\*\*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 Lisa,

Despite increased inflation and a continued backlog of orders – unprecedented in SPC history – SPC managed to maintain the buying power we established three decades ago and keep equipment and service & supply pricing lower than anything found in the industry.

Because equipment continues to be backordered, SPC will again put our equipment bid out to our vendors in February of 2023 rather than wait until April or May. This allows SPC to lock in low pricing before increases take effect, for vendors to get orders placed early, and for client budgets to be planned for the new fiscal year.

A slight concern is your Color usage. Currently, your district averages 249 copies per student compared to the industry average of 243 (See pages 15 & 16). While this is only 2% higher than the industry, usage and costs could quickly skyrocket out of control if not continually monitored. In 2020 & 2021, SPC aggressively started to add PaperCut in an effort to successfully bring color usage under control. We are able to do this without adding to your overall budget (See page 51).

Meter collection has been a struggle;le and SPC at their expense will upgrade your multiple Raspberry Pis to PC's in the near future.

We can discuss this and any other concerns at our meeting.

Sincerely,  
Skip

**Harwood Unified Union School District**  
**Michelle Baker**  
**340 Mad River Park, Suite 7 Waitsfield VT, 05673**  
**Five-Year Basis beginning with the 2020/2021 Fiscal Year**

**Copies-per-Year: 3,517,483**

**Present vs. Proposed Recommendations as of 8/2/2020**

**PRESENT SITUATION**

- 1) Guarantees on Photocopiers: **2 Years**
- 2) Annual Price Ceilings Left: **2 Years**
- 3) Console Copiers with 3 million plus: **11**
- 4) Units to be Traded: **55**
- 5) Photocopiers: **22**
- 6) Color Photocopiers: **9**
- 7) MFPs: **10**
- 8) Printers: **84**
- 9) Duplexers: **116**
- 10) Finishers: **22**
- Total number of Units: **116**

**PROPOSED SITUATION**

- 1) Guarantees for both New, Recons & Used Machines: **Five + Years**
- 2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
- 3) Console Copiers with 3 Million plus: **20**
- 4) Replaced: **52 New**
- 5) Photocopiers: **22 with Secure Print/Confidential Mailbox**
- 6) Color Photocopiers: **10**
- 7) MFPs: **10 with 5 Color**
- 8) Printers: **81 with 18 Color & 0 MICR**
- 9) Duplexers: **113**
- 10) Finishers: **22**
- Total number of Units: **113 (Closing out 3 to right size equipment)**

**Overall Description of Equipment Fleet:**

**Presently**, you have **three different manufacturers & nineteen different models** of low-end network printers that are under a Cost Per Copy (CPC) agreement. Some concerns have been raised over long-term viability. The **new arrangement** will shift to one Manufacturer who is a strong service provider with as few models as possible. This will greatly reduce cost and improve reliability.

**Capital:**

Presently, you have **one** municipal lease that will be paid off on August 2<sup>nd</sup>, 2020. With the new arrangement, you will again have **one** municipal master lease at 3.34% interest. Your first of five annual lease payments will be due on **August 1<sup>st</sup>, 2021**.

**Board Approval Date: June 10<sup>th</sup>, 2020**

**Service & Supplies:**

Considering all your consumable cost centers including service you are averaging **\$0.004990 for black and \$0.058157 for Color**. The new contract will come in at a CPC of **\$0.003289 for Black and \$0.038233 for Color**.

**Vendor Packages:**

SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District:

<u>Cost Center</u>	<u>Present</u>	<u>National FY21(Kyocera)</u>	<u>National FY22</u>
1. Service & Supplies Color Photo only:	\$26,305.73	\$17,293.68	\$17,293.68
2. Service & Supplies Black Photo only:	\$15,296.47	\$10,080.71	\$10,080.71
3. Annual Muni Lease:	\$52,939.21	\$52,939.21	\$55,959.40
4. Forced Upgrades (33 Owned Machines):	<b>\$5,025.00</b>	<b>\$00.00</b>	<b>\$00.00</b>
Totals:	\$99,566.41	\$80,313.60	\$83,333.79

**The successful bidders** will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy CPC billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30<sup>th</sup>, 2021**. A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors.

**Security package:** Hard Drive Wipes are included in these prices.

## AGING EQUIPMENT SUMMARY

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

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Harwood Union High School	Room 205	Kyocera P6130cdn	V5Q7504845	NATI927	06/01/2015
Harwood Union High School	Room 206 Library	Kyocera P6130cdn	V5Q7504846	NATI927	06/01/2015
Harwood Union High School	Room 302	Kyocera P6130cdn	V5Q7504876	NATI927	06/01/2015
Harwood Union High School	Room 307	Kyocera P6130cdn	V5Q7504859	NATI927	06/01/2015
Harwood Union High School	Room 331	Kyocera P6130cdn	V5Q7504860	NATI927	06/01/2015
Harwood Union High School	Room 405	Kyocera P6130cdn	V5Q7504883	NATI927	06/01/2015
Harwood Union High School	Room 514	Kyocera P6130cdn	V5Q7504874	NATI927	06/01/2015
Harwood Union High School	Room 811	Kyocera P6130cdn	V5Q7504871	NATI927	06/01/2015
HUUSD Central Office	Special Ed	Kyocera P6130cdn	V5Q7605067	NATI927	06/01/2015
HUUSD Central Office	Superintendent's Office	Kyocera P6130cdn	V5Q7605074	NATI927	06/01/2015
Moretown Elementary School	Library	Kyocera P6130cdn	V5Q7605068	NATI927	06/01/2015
Thatcher Brook Primary School	Support Color - Support Office	Kyocera P6130cdn	V5Q7605072	NATI927	06/01/2015
Waitsfield Elementary School	Library	Kyocera P6130cdn	V5Q7504877	NATI927	06/01/2015

## NON-CONTRACTED DEVICES

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Make - Model	Serial Number	IP Address	Last Update
BROTHER QL-820NWB	E8Z480302	10.11.26.122	2022-10-09 00:01:57
EPSON SC-P600 Series	UN4Y018450	10.11.28.54	2022-10-09 00:01:57
EPSON SC-P900 Series	X7WM003762	10.11.21.102	2022-09-21 00:37:36
HP 2700 series	CN22SDZ6DF	10.11.23.105	2022-10-09 00:01:57
HP Officejet Pro 8600 e-All-in-One	CN1BA1T0R705KC	192.168.8.150	2022-10-09 21:00:58

With your next upgrade, we highly recommend you incorporate these machines into your next contract. Depending on volume, this could result in significant cost savings. For example, in buying supplies on your own and having your in-house IT staff service them, a color laser device color cost can average as much as 25 cents per print, while our bids are coming in at less than 5 cents per print.

In addition, not including the usage on these machines can throw off your usage ratios shown on the next few pages, which can also affect your future budget planning.

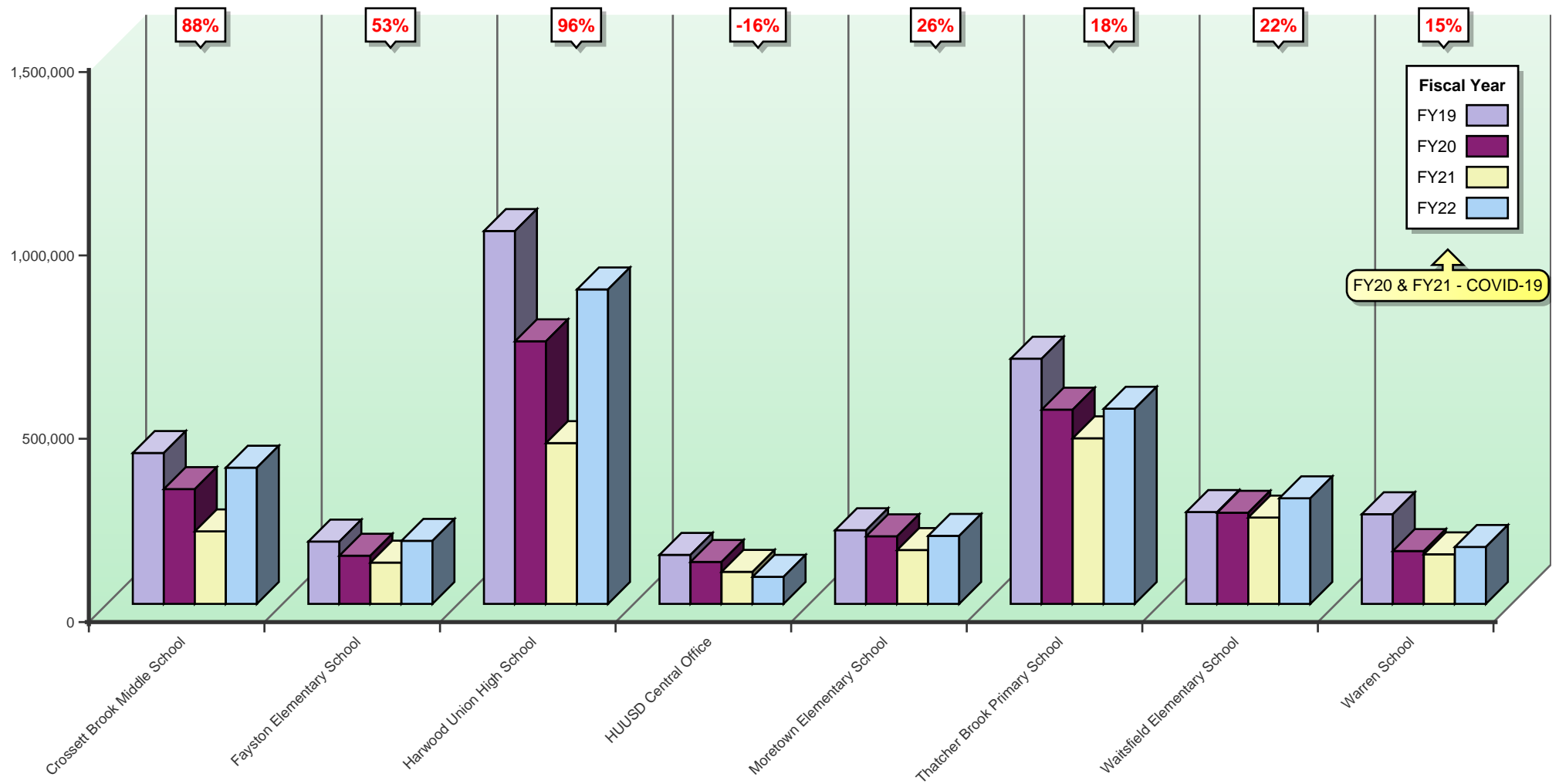
## WARRANTY REPLACED MACHINES

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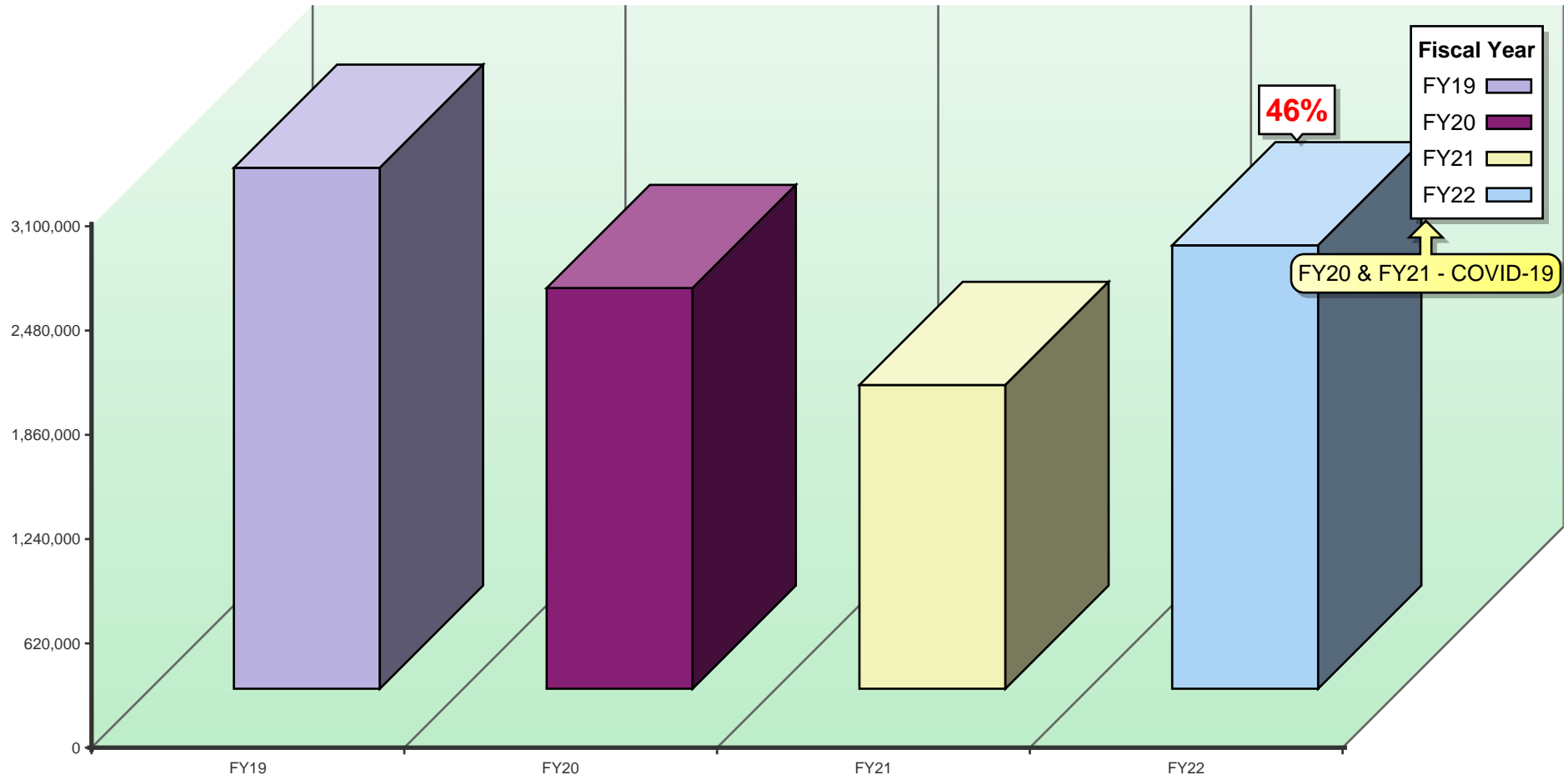
The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department/Room	Make/Model	Serial #	Vendor ID #	Date of Trade
Harwood Union High School	Room 813 - REPLACED	Kyocera-P6130cdn	V5Q7605064	V0880	2021-07-30

## ANNUAL BLACK VOLUME BY LOCATION



## 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	Student Population	Annual Black Volume	Total School Cost*	Average Annual Black Prints Per Student	Average Annual Black Cost Per Student
Crossett Brook Middle School	297	371,466	\$11,620.00	1,251	\$39.12
Fayston Elementary School	97	171,963	\$5,285.10	1,773	\$54.49
Harwood Union High School	580	857,659	\$26,496.42	1,479	\$45.68
HUUSD Central Office	0	73,815	\$2,413.02	0	\$0.00
Moretown Elementary School	148	185,541	\$5,745.94	1,254	\$38.82
Thatcher Brook Primary School	409	532,258	\$16,588.29	1,301	\$40.56
Waitsfield Elementary School	163	288,073	\$8,932.53	1,767	\$54.80
Warren School	129	155,287	\$4,786.30	1,204	\$37.10
<b>Totals</b>	<b>1,823</b>	<b>2,636,062</b>	<b>\$81,867.58</b>	<b>1,446</b>	<b>\$44.91</b>

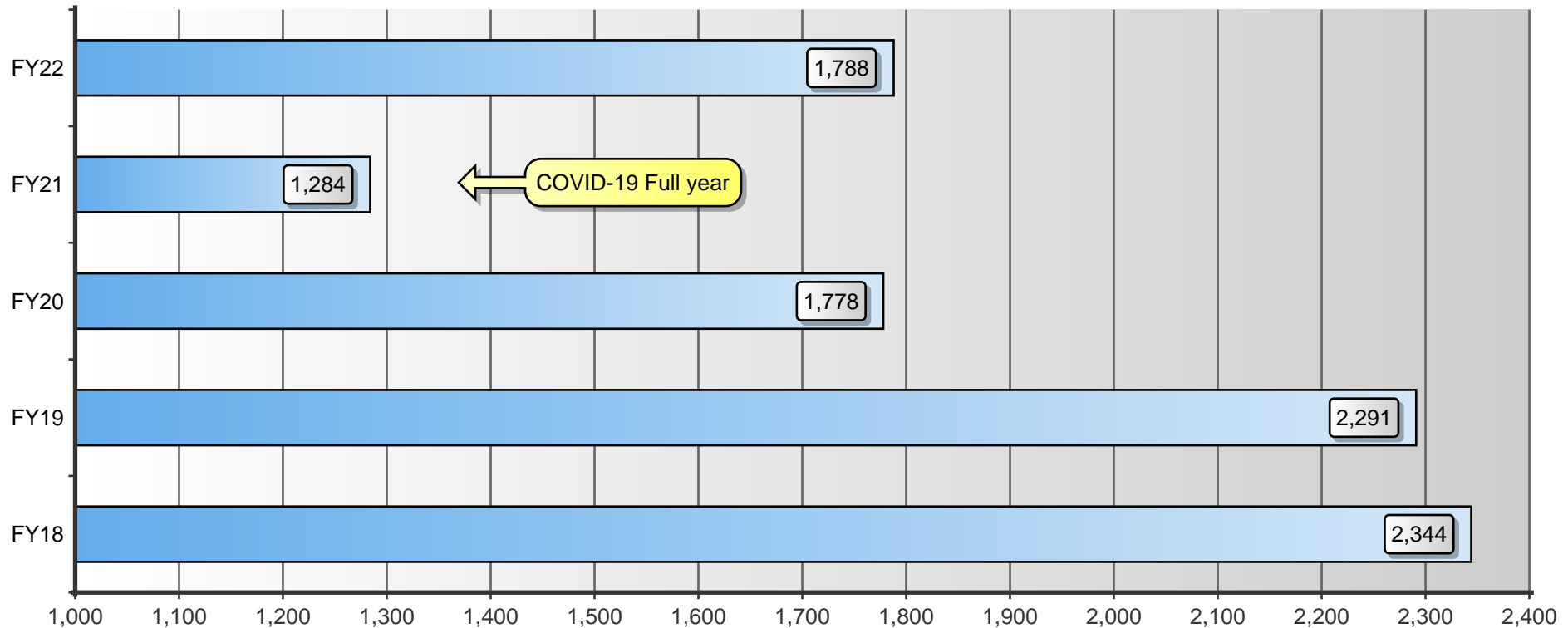
\*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.

## INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

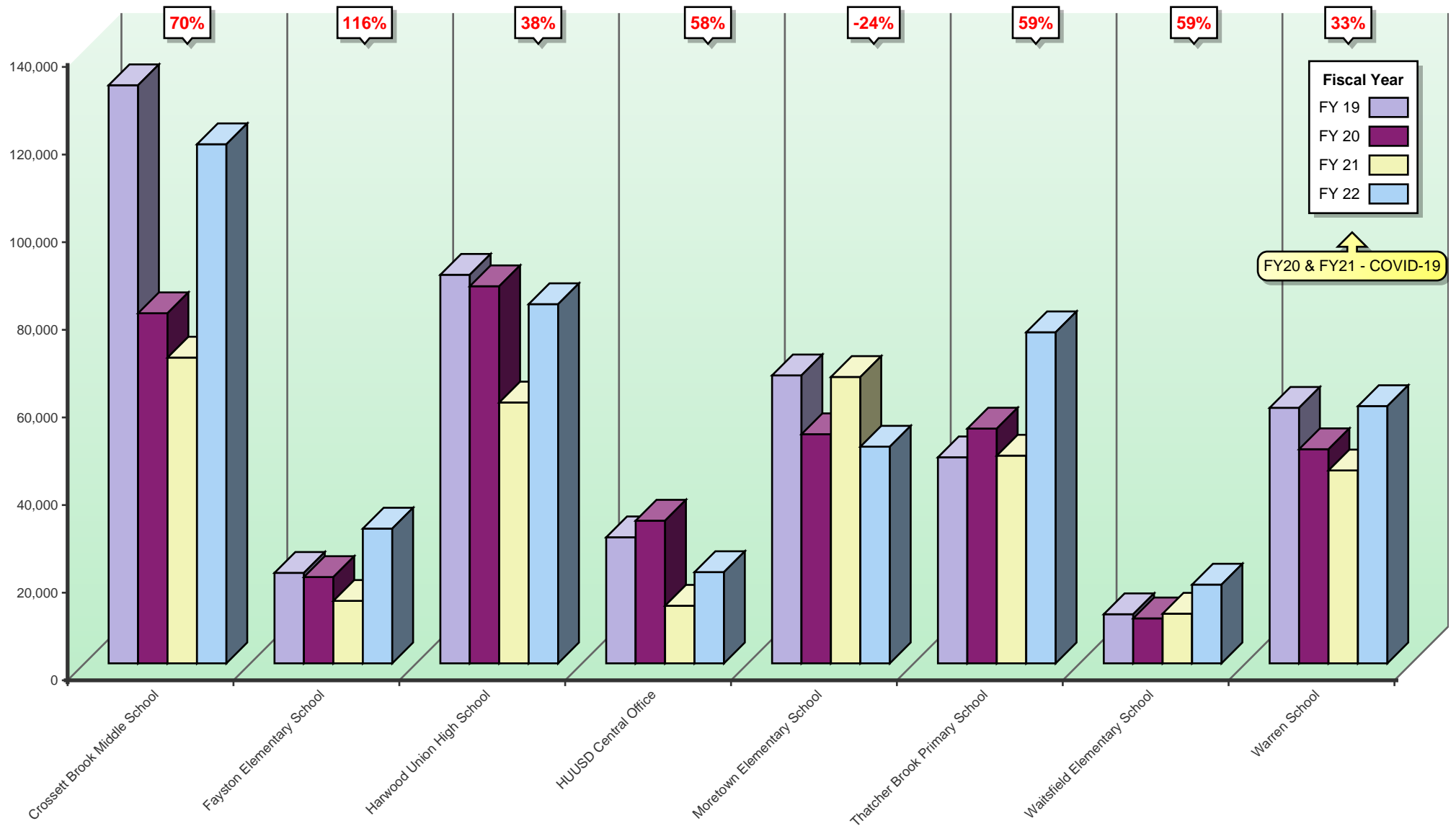
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	83,741	149,723,855	\$3,872,721.04	1,788	\$46.25

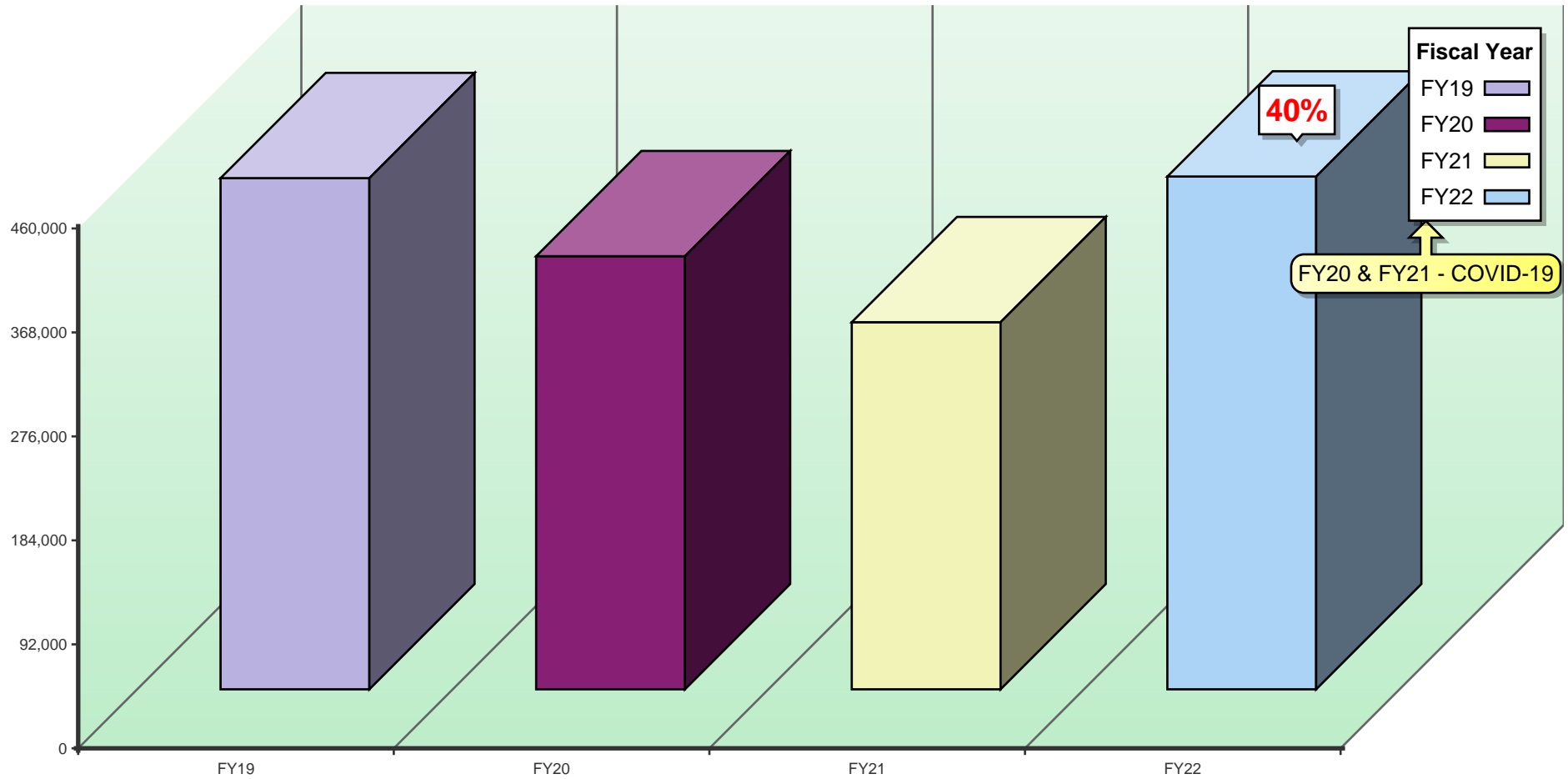
\*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



## ANNUAL COLOR VOLUME BY LOCATION



## ANNUAL COLOR VOLUME OVERALL



% 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	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Crossett Brook Middle School	297	118,479	\$4,487.18	399	\$15.11
Fayston Elementary School	97	30,757	\$1,332.76	317	\$13.74
Harwood Union High School	580	81,978	\$4,013.23	141	\$6.92
HUUSD Central Office	0	20,821	\$775.39	0	\$0.00
Moretown Elementary School	148	49,450	\$1,839.65	334	\$12.43
Thatcher Brook Primary School	409	75,561	\$3,001.15	185	\$7.34
Waitfield Elementary School	163	17,969	\$1,088.92	110	\$6.68
Warren School	129	58,712	\$2,147.98	455	\$16.65
<b>Totals</b>	<b>1,823</b>	<b>453,727</b>	<b>\$18,686.26</b>	<b>249</b>	<b>\$10.25</b>

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

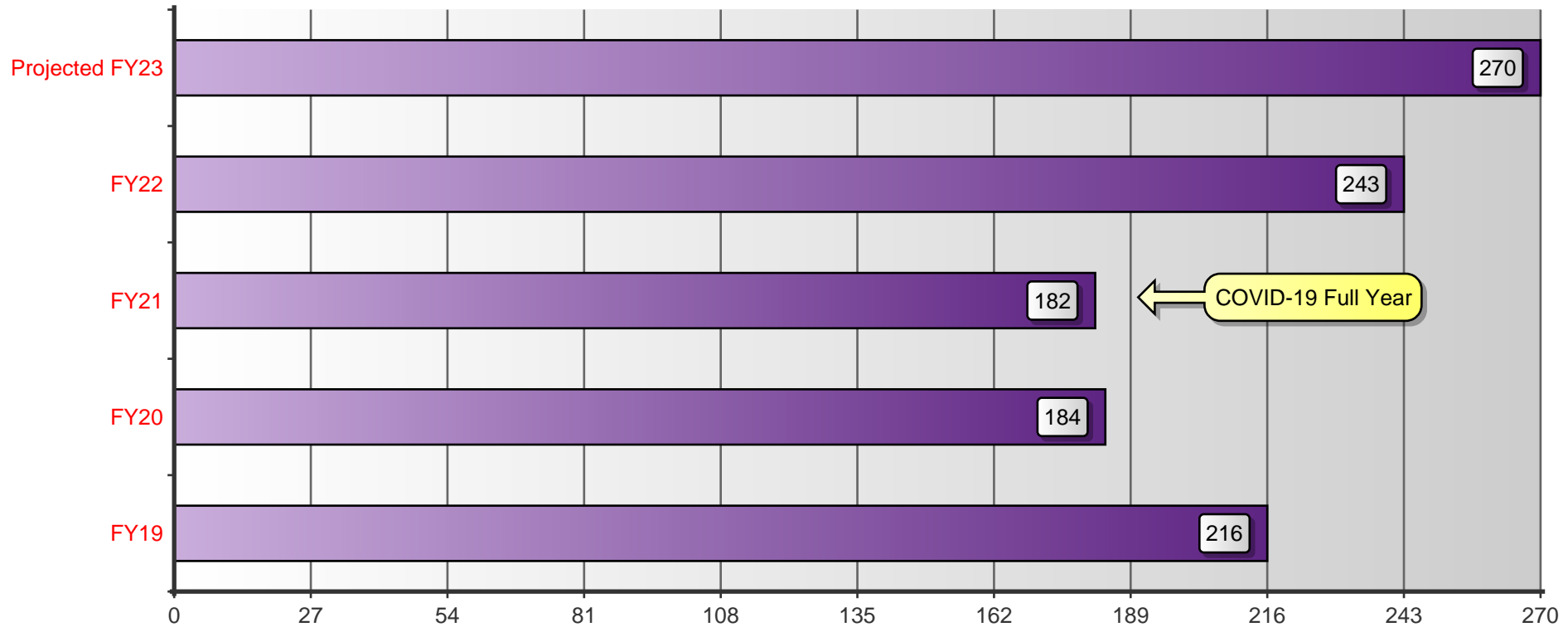
Note: STARDoc tool will flag any future high color usage. See page 65 of STARDoc Features. Current industry ratio averages 243 color prints per student per year. Your color volume this year averages 249 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

## INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

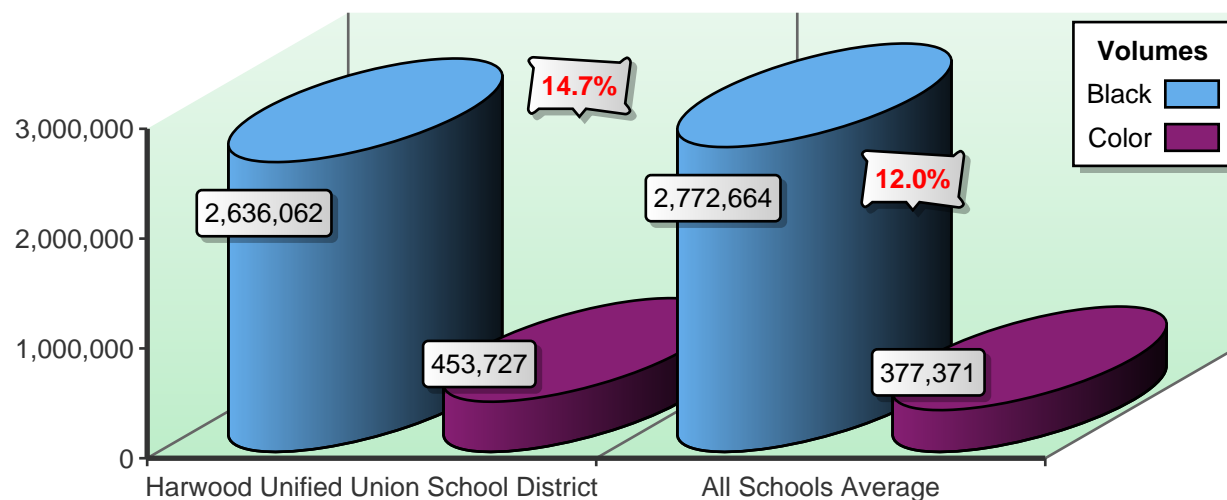
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	83,741	20,378,027	\$929,875.30	243	\$11.10

\*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



### SPC Analysis

Despite the significant drop in color usage over the past two years, color usage has not only recovered, it has soared. FY22 increased average color usage by 33% over FY21. Obviously, some color printing is necessary, but if it is not properly monitored it could negatively impact your entire printing budget. The best time to financially achieve the color control goal is when you do your next upgrade. For that recommendation, please review the Equipment Health Status page.

**SOLUTION:** SPC has incorporated into our bids 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 organization to change all printing habits, SPC focuses only on problematic locations.

## EQUIPMENT USAGE & RECOMMENDATIONS

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: 07/01/2017

Make-Model / Speed			FY22		
Serial Number / Vendor ID			Annual	Cost/Copy	
Life Expectancy / Model Intro Date	07/01/2021	06/30/2022	Volume	Annual Cost	Recommendations
Equipment Type / Vendor	Meter	Meter			

### Crossett Brook Middle School

#### Hall of Room #108

Kyocera P2040dw / 40 PPM	3,672	6,657	2,985	\$0.00629	None at this time.
VD20449420 / V0827				\$18.78	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	

#### Learning Center

Kyocera P2040dw / 40 PPM	1,599	1,769	170	\$0.00629	None at this time.
VD20449423 / V0825				\$1.07	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	

#### Library

Kyocera TASKalfa 5053ci / 50 PPM	49,089	138,368	89,279	\$0.00287	None at this time.
RF70105365 / V0580				\$256.23	
3,000,000 / 02/2019	31,444	89,457	58,013	\$0.03405	
Color Photocopier / NATI927				\$1,975.34	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Mail Room</b>					
Kyocera TASKalfa 8353ci / 83 PPM RS29Y00094 / V0583	105,247	313,031	207,784	\$0.00287 \$596.34	2022 years from Intro.
0 / Color Photocopier / NATI927	28,750	79,093	50,343	\$0.03405 \$1,714.18	
<b>Main Office</b>					
Kyocera 306CI / 30 PPM V9W6401241 / V0882	44,547	53,341	8,794	\$0.00629 \$55.31	None at this time.
750,000 / 07/2016 Color Laser MFP / NATI927	44,579	54,702	10,123	\$0.05771 \$584.20	
<b>North Wing #2 Hall</b>					
Kyocera P2040dw / 40 PPM VD20449410 / V0830	3,515	11,089	7,574	\$0.00629 \$47.64	None at this time.
1,000,000 / 04/2017 Black Network Printer / NATI927	0	0	0	\$0.00000 \$0.00	
<b>Room 119 - Cassels</b>					
Kyocera P2040dw / 40 PPM VD26Z03748 / V0887	14,645	17,329	2,684	\$0.00629 \$16.88	None at this time.
1,000,000 / 04/2017 Black Network Printer / NATI927	0	0	0	\$0.00000 \$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 126 PE Office</b>					
Kyocera P2040dw / 40 PPM	661	3,176	2,515	\$0.00629	None at this time.
VD20449427 / V0824				\$15.82	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 142 - Zima</b>					
Kyocera P2040dw / 40 PPM	3,909	4,387	478	\$0.00629	None at this time.
VD26Z03730 / V0888				\$3.01	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 203 - Burke</b>					
Kyocera P2040dw / 40 PPM	3,899	5,306	1,407	\$0.00629	None at this time.
VD26Z03734 / V0884				\$8.85	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 204</b>					
Kyocera P2040dw / 40 PPM	5,487	8,680	3,193	\$0.00629	None at this time.
VD26Z03736 / V0889				\$20.08	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 225 - Spaulding</b>					
Kyocera P2040dw / 40 PPM	11,243	17,959	6,716	\$0.00629	None at this time.
VD26Z03727 / V0890				\$42.24	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 236 - Kenney</b>					
Kyocera P2040dw / 40 PPM	21,344	25,584	4,240	\$0.00629	None at this time.
VD26Z03737 / V0883				\$26.67	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>West Wing #1 Common Area</b>					
Kyocera P2040dw / 40 PPM	7,187	25,737	18,550	\$0.00629	None at this time.
VD20449426 / V0828				\$116.68	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>West Wing #2 Common Area</b>					
Kyocera P2040dw / 40 PPM	5,671	20,768	15,097	\$0.00629	None at this time.
VD20449425 / V0829				\$94.96	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
		<b>Subtotal Black</b>	<b>371,466</b>	<b>\$1,320.57</b>	
		<b>Subtotal Color</b>	<b>118,479</b>	<b>\$4,273.72</b>	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Fayston Elementary School</b>					
<b>Main Office</b>					
Kyocera TASKalfa 5053ci / 50 PPM RF70405899 / V0577 3,000,000 / 02/2019 Color Photocopier/NATI927	15,820	47,218	31,398	\$0.00287 \$90.11 \$0.03405 \$727.75	None at this time.
<b>Room 15</b>					
Kyocera TASKalfa 8003i / 80 PPM RRG9Y00267 / V0370 5,000,000 / 10/2019 Black Photocopier / NATI927	91,885	224,235	132,350	\$0.00287 \$379.84 \$0.00000 \$0.00	None at this time.
<b>Room 22 Library</b>					
Kyocera M6630cidn / 32 PPM RBW9902025 / V0849 750,000 / 06/2018 Color Laser MFP / NATI927	1,172	5,496	4,324	\$0.00629 \$27.20 \$0.05771 \$541.55	None at this time.
<b>Room 23A</b>					
Kyocera P2040dw / 40 PPM VD27408565 / V0906 1,000,000 / 04/2017 Black Network Printer / NATI927	19,818	23,709	3,891	\$0.00629 \$24.47 \$0.00000 \$0.00	None at this time.
<b>Subtotal Black</b>			<b>171,963</b>	<b>\$521.63</b>	
<b>Subtotal Color</b>			<b>30,757</b>	<b>\$1,269.30</b>	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Harwood Union High School					
Community Learning Center					
Kyocera TASKalfa 3553ci / 35 PPM RFE9Z04148 / V0570 750,000 / 02/2019 Color Photocopier/NATI927	5,199  1,907	12,837  6,503	7,638  4,596	\$0.00287 \$21.92 \$0.03405 \$156.49	None at this time.
Kitchen Office - not in use					
Kyocera P2040dw / 40 PPM VD27408527 / V0865 1,000,000 / 04/2017 Black Network Printer / NATI927	7,906  0	7,906  0	0  0	\$0.00629 \$0.00 \$0.00000 \$0.00	Not in use for FY22.
LRC					
Kyocera P2040dw / 40 PPM VD27408524 / V0860 1,000,000 / 04/2017 Black Network Printer / NATI927	9,001  0	14,656  0	5,655  0	\$0.00629 \$35.57 \$0.00000 \$0.00	None at this time.
Room 110 Science					
Kyocera P6230cdn / 32 PPM RCB0403937 / V0846 750,000 / 06/2018 Color Network Printer / NATI927	4,361  2,924	12,522  7,464	8,161  4,540	\$0.00629 \$51.33 \$0.05771 \$262.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 118</b>					
Kyocera TASKalfa 8003i / 80 PPM	64,586	202,002	137,416	\$0.00287	None at this time.
RRG9Y00275 / V0573				\$394.38	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATI927				\$0.00	
<b>Room 122 - not in use</b>					
Kyocera P2040dw / 40 PPM	7,912	7,912	0	\$0.00629	Not in use for FY22.
VD27408579 / V0857				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 122 History</b>					
Kyocera P6230cdn / 32 PPM	375	3,777	3,402	\$0.00629	None at this time.
RCB0203649 / V0845				\$21.40	
750,000 / 06/2018	280	2,280	2,000	\$0.05771	
Color Network Printer / NATI927				\$115.42	
<b>Room 124 Facilities</b>					
Kyocera 306CI / 30 PPM	4,111	4,851	740	\$0.00629	None at this time.
V9W6401416 / V0866				\$4.65	
750,000 / 07/2016	7,268	9,016	1,748	\$0.05771	
Color Laser MFP / NATI927				\$100.88	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 205</b>					
Kyocera P6130cdn / 32 PPM	5,878	6,012	134	\$0.00629	7 years from Intro.
V5Q7504845 / V0863				\$0.84	
750,000 / 06/2015	4,806	5,359	553	\$0.05771	
Color Network Printer / NATI927				\$31.91	
<b>Room 206 Library</b>					
Kyocera P2040dw / 40 PPM	10,461	28,539	18,078	\$0.00629	None at this time.
VD20449413 / V0841				\$113.71	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 206 Library</b>					
Kyocera P6130cdn / 32 PPM	4,758	6,122	1,364	\$0.00629	7 years from Intro.
V5Q7504846 / V0867				\$8.58	
750,000 / 06/2015	13,363	19,597	6,234	\$0.05771	
Color Network Printer / NATI927				\$359.76	
<b>Room 207</b>					
Kyocera TASKalfa 5003i / 50 PPM	62,605	196,825	134,220	\$0.00287	None at this time.
RFU9Y03433 / V0575				\$385.21	
3,000,000 / 02/2019	0	0	0	\$0.00000	
Black Photocopier / NATI927				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 210</b>					
Kyocera TASKalfa 5003i / 50 PPM	25,159	72,811	47,652	\$0.00287	None at this time.
RFU9Y03438 / V0576				\$136.76	
3,000,000 / 02/2019	0	0	0	\$0.00000	
Black Photocopier / NATI927				\$0.00	
<b>Room 219</b>					
Kyocera 306CI / 30 PPM	15,105	17,029	1,924	\$0.00629	None at this time.
V9W6401230 / V0868				\$12.10	
750,000 / 07/2016	10,844	13,758	2,914	\$0.05771	
Color Laser MFP / NATI927				\$168.17	
<b>Room 226</b>					
Kyocera P6230cdn / 32 PPM	681	681	0	\$0.00629	Not in use for FY22.
RCB0203625 / V0844				\$0.00	
750,000 / 06/2018	678	678	0	\$0.05771	
Color Network Printer / NATI927				\$0.00	
<b>Room 302</b>					
Kyocera P6130cdn / 32 PPM	10,593	12,188	1,595	\$0.00629	7 years from Intro.
V5Q7504876 / V0869				\$10.03	
750,000 / 06/2015	16,144	19,428	3,284	\$0.05771	
Color Network Printer / NATI927				\$189.52	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 304 - not in use</b>					
Kyocera P2040dw / 40 PPM	4,168	4,168	0	\$0.00629	Not in use for FY22.
VD27408575 / V0853				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 307</b>					
Kyocera P6130cdn / 32 PPM	33,250	37,582	4,332	\$0.00629	7 years from Intro.
V5Q7504859 / V0870				\$27.25	
750,000 / 06/2015	12,969	18,814	5,845	\$0.05771	
Color Network Printer / NATI927				\$337.31	
<b>Room 308</b>					
Kyocera P2040dw / 40 PPM	1,795	2,269	474	\$0.00629	None at this time.
VD27408532 / V0859				\$2.98	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 316</b>					
Kyocera P2040dw / 40 PPM	7,336	10,335	2,999	\$0.00629	None at this time.
VD27408531 / V0898				\$18.86	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 331</b>					
Kyocera P6130cdn / 32 PPM	6,774	8,413	1,639	\$0.00629	7 years from Intro.
V5Q7504860 / V0871				\$10.31	
750,000 / 06/2015	8,246	11,428	3,182	\$0.05771	
Color Network Printer / NATI927				\$183.63	
<b>Room 339 MS Office</b>					
Kyocera TASKalfa 8003i / 80 PPM	82,629	223,879	141,250	\$0.00287	None at this time.
RRG9Y00274 / V0571				\$405.39	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATI927				\$0.00	
<b>Room 339 MS Office</b>					
Kyocera P2040dw / 40 PPM	57,152	60,181	3,029	\$0.00629	None at this time.
VD27408515 / V0858				\$19.05	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 405</b>					
Kyocera P6130cdn / 32 PPM	2,842	4,078	1,236	\$0.00629	7 years from Intro.
V5Q7504883 / V0873				\$7.77	
750,000 / 06/2015	5,727	6,519	792	\$0.05771	
Color Network Printer / NATI927				\$45.71	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 407 Main Office</b>					
Kyocera 306CI / 30 PPM	8,351	9,456	1,105	\$0.00629	None at this time.
V9W6401159 / V0874				\$6.95	
750,000 / 07/2016	39,831	43,184	3,353	\$0.05771	
Color Laser MFP / NATI927				\$193.50	
<b>Room 408 Left</b>					
Kyocera TASKalfa 8003i / 80 PPM	25,920	88,012	62,092	\$0.00287	None at this time.
RRG9Y00319 / V0572				\$178.20	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATI927				\$0.00	
<b>Room 408 Right</b>					
Kyocera TASKalfa 8003i / 80 PPM	74,357	238,000	163,643	\$0.00287	None at this time.
RRG9Y00268 / V0574				\$469.66	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATI927				\$0.00	
<b>Room 409</b>					
Kyocera P6230cdn / 32 PPM	678	678	0	\$0.00629	Not in use for FY22.
RCB0403973 / V0847				\$0.00	
750,000 / 06/2018	678	1,985	1,307	\$0.05771	
Color Network Printer / NATI927				\$75.43	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 414 Closet</b>					
Kyocera TASKalfa 3553ci / 35 PPM	6,983	15,944	8,961	\$0.00287	None at this time.
RFE0405143 / V0569				\$25.72	
750,000 / 02/2019	10,696	26,277	15,581	\$0.03405	
Color Photocopier / NATI927				\$530.53	
<b>Room 415 Taggart</b>					
Kyocera P6230cdn / 32 PPM	10	14	4	\$0.00629	None at this time.
RCB0403961 / V0843				\$0.03	
750,000 / 06/2018	157	157	0	\$0.05771	
Color Network Printer / NATI927				\$0.00	
<b>Room 425</b>					
Kyocera P2040dw / 40 PPM	13,000	15,131	2,131	\$0.00629	None at this time.
VD27408509 / V0875				\$13.40	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 501 Kitchen</b>					
Kyocera P2040dw / 40 PPM	1,680	3,487	1,807	\$0.00629	None at this time.
VD27408526 / V0897				\$11.37	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 502 Guidance Office</b>					
Kyocera TASKalfa 5053ci / 50 PPM	2,839	49,919	47,080	\$0.00287	None at this time.
RF70105307 / V0373				\$135.12	
3,000,000 / 02/2019	13,421	31,660	18,239	\$0.03405	
Color Photocopier / NATI927				\$621.04	
<b>Room 503</b>					
Kyocera P2040dw / 40 PPM	4,341	5,455	1,114	\$0.00629	None at this time.
VD27408521 / V0899				\$7.01	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 504 Guidance</b>					
Kyocera P2040dw / 40 PPM	11,913	12,025	112	\$0.00629	None at this time.
VD27408522 / V0861				\$0.70	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 514</b>					
Kyocera P6130cdn / 32 PPM	458	801	343	\$0.00629	7 years from Intro.
V5Q7504874 / V0877				\$2.16	
750,000 / 06/2015	1,099	1,870	771	\$0.05771	
Color Network Printer / NATI927				\$44.49	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 515</b>					
Kyocera M2635dw / 35 PPM	11,019	15,070	4,051	\$0.00629	None at this time.
VCA6Y00827 / V0876				\$25.48	
750,000 / 03/2017	0	0	0	\$0.00000	
Black Laser MFP / NATI927				\$0.00	
<b>Room 517 Nurse</b>					
Kyocera P2040dw / 40 PPM	14,034	14,148	114	\$0.00629	None at this time.
VD27408582 / V0851				\$0.72	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 604 Athletic Director</b>					
Kyocera M6630cidn / 32 PPM	2,035	5,253	3,218	\$0.00629	None at this time.
RBW9902027 / V0850				\$20.24	
750,000 / 06/2018	687	2,321	1,634	\$0.05771	
Color Laser MFP / NATI927				\$94.30	
<b>Room 606</b>					
Kyocera P2040dw / 40 PPM	1,730	2,056	326	\$0.00629	None at this time.
VD27408581 / V0856				\$2.05	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 615</b>					
Kyocera P2040dw / 40 PPM	6,957	7,371	414	\$0.00629	None at this time.
VD27408578 / V0862				\$2.60	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 623A</b>					
Kyocera P2040dw / 40 PPM	8,265	8,265	0	\$0.00629	Not in use for FY22.
VD27408535 / V0855				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 623B Music Office</b>					
Kyocera TASKalfa 5003i / 50 PPM	12,410	40,926	28,516	\$0.00287	None at this time.
RFU9Y03443 / V0568				\$81.84	
3,000,000 / 02/2019	0	0	0	\$0.00000	
Black Photocopier / NATI927				\$0.00	
<b>Room 708 Athletic Trainer</b>					
Kyocera M2635dw / 35 PPM	15,108	18,844	3,736	\$0.00629	None at this time.
VCA6Y00831 / V0878				\$23.50	
750,000 / 03/2017	0	0	0	\$0.00000	
Black Laser MFP / NATI927				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 711</b>					
Kyocera P2040dw / 40 PPM	5,188	5,978	790	\$0.00629	None at this time.
VD27408570 / V0854				\$4.97	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 809</b>					
Kyocera 306CI / 30 PPM	13,469	16,221	2,752	\$0.00629	None at this time.
V9W6401417 / V0881				\$17.31	
750,000 / 07/2016	3,920	4,845	925	\$0.05771	
Color Laser MFP / NATI927				\$53.38	
<b>Room 811</b>					
Kyocera P6130cdn / 32 PPM	3,368	4,463	1,095	\$0.00629	7 years from Intro.
V5Q7504871 / V0879				\$6.89	
750,000 / 06/2015	9,130	11,367	2,237	\$0.05771	
Color Network Printer / NATI927				\$129.10	
<b>Room 813</b>					
Kyocera M6535cidn / 35 PPM	38,188	39,505	1,317	\$0.00629	None at this time.
V6D7512105 /				\$8.28	
750,000 / 08/2016	2,437	4,680	2,243	\$0.05771	
Color Laser MFP / NATI927				\$129.44	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	07/30/2021 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 813 - REPLACED					
Kyocera P6130cdn / 32 PPM	4,386	4,386	0	\$0.00629	Traded.
V5Q7605064 / V0880				\$0.00	
750,000 / 06/2015	11,947	11,947	0	\$0.05771	
Color Network Printer / NATI927				\$0.00	
Unknown					
Kyocera P2040dw / 40 PPM	1,154	1,154	0	\$0.00629	Not in use for FY22.
VD27408523 / V0864				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
Subtotal Black			857,659	\$2,732.31	
Subtotal Color			81,978	\$3,822.03	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
HUUSD Central Office					
Accounting					
Kyocera P2040dw / 40 PPM VD20449430 / V0821 1,000,000 / 04/2017 Black Network Printer/NATI927	1,535  0	3,973  0	2,438  0	\$0.00629 \$15.34 \$0.00000 \$0.00	None at this time.
Accounts Payable					
Kyocera P2040dw / 40 PPM VD27408572 / V0900 1,000,000 / 04/2017 Black Network Printer / NATI927	80,619  0	96,770  0	16,151  0	\$0.00629 \$101.59 \$0.00000 \$0.00	None at this time.
Human Resources					
Kyocera P2040dw / 40 PPM VD27408564 / V0903 1,000,000 / 04/2017 Black Network Printer / NATI927	33,998  0	41,966  0	7,968  0	\$0.00629 \$50.12 \$0.00000 \$0.00	None at this time.
Main Office					
Kyocera TASKalfa 5053ci / 50 PPM RF39X02122 / V0582 3,000,000 / 02/2019 Color Photocopier / NATI927	42,199  11,624	72,267  31,196	30,068  19,572	\$0.00287 \$86.30 \$0.03405 \$666.43	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAU Office					
Kyocera P2040dw / 40 PPM	8,311	8,311	0	\$0.00629	Not in use for FY22.
VD27408530 / V0904				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
Special Ed					
Kyocera P6130cdn / 32 PPM	25,923	30,876	4,953	\$0.00629	7 years from Intro.
V5Q7605067 / V0905				\$31.15	
750,000 / 06/2015	12,334	13,499	1,165	\$0.05771	
Color Network Printer / NATI927				\$67.23	
Superintendent's Office					
Kyocera P6130cdn / 32 PPM	648	739	91	\$0.00629	7 years from Intro.
V5Q7605074 / V0901				\$0.57	
750,000 / 06/2015	1,030	1,114	84	\$0.05771	
Color Network Printer / NATI927				\$4.85	
Superintendent's Secretary					
Kyocera M2635dw / 35 PPM	69,669	81,815	12,146	\$0.00629	None at this time.
VCA6Y00826 / V0902				\$76.40	
750,000 / 03/2017	0	0	0	\$0.00000	
Black Laser MFP / NATI927				\$0.00	
Subtotal Black			73,815	\$361.46	
Subtotal Color			20,821	\$738.51	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Moretown Elementary School					
Hallway of Rooms 11 and 12					
Kyocera P2040dw / 40 PPM	31,976	39,210	7,234	\$0.00629	None at this time.
VD27408553 / V0912				\$45.50	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer/NAT1927				\$0.00	
Library					
Kyocera P6130cdn / 32 PPM	8,218	11,198	2,980	\$0.00629	7 years from Intro.
V5Q7605068 / V0907				\$18.74	
750,000 / 06/2015	9,326	12,216	2,890	\$0.05771	
Color Network Printer / NAT1927				\$166.78	
Main Office Copy Room					
Kyocera TASKalfa 6053ci / 60 PPM	129,121	293,671	164,550	\$0.00287	None at this time.
RF39701612 / V0375				\$472.26	
3,000,000 / 02/2019	61,663	108,223	46,560	\$0.03405	
Color Photocopier / NAT1927				\$1,585.37	
Principal's Office					
Kyocera P2040dw / 40 PPM	4,636	14,854	10,218	\$0.00629	None at this time.
VD20449431 / V0822				\$64.27	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NAT1927				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 04 Pre-School					
Kyocera P2040dw / 40 PPM	3,855	3,855	0	\$0.00629	Not in use for FY22.
VD27408562 / V0908				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
Room 05 Kindergarten					
Kyocera P2040dw / 40 PPM	9,279	9,279	0	\$0.00629	Not in use for FY22.
VD27408563 / V0909				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
Room 19					
Kyocera P2040dw / 40 PPM	2,635	2,638	3	\$0.00629	None at this time.
VD27408574 / V0910				\$0.02	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
Room 20					
Kyocera P2040dw / 40 PPM	4,604	5,160	556	\$0.00629	None at this time.
VD27408571 / V0911				\$3.50	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
		Subtotal Black	185,541	\$604.29	
		Subtotal Color	49,450	\$1,752.15	

Make-Model / Speed			FY22		
Serial Number / Vendor ID			Annual	Cost/Copy	
Life Expectancy / Model Intro Date	07/01/2021	06/30/2022	Volume	Annual Cost	Recommendations
Equipment Type / Vendor	Meter	Meter			

## Thatcher Brook Primary School

### Art Printer - Room 311

Kyocera P6230cdn / 32 PPM	161	545	384	\$0.00629	None at this time.
RCB0203646 / V0842				\$2.42	
750,000 / 06/2018	702	2,409	1,707	\$0.05771	
Color Network Printer/NATI927				\$98.51	

### Café Printer

Kyocera P2040dw / 40 PPM	1,422	3,145	1,723	\$0.00629	None at this time.
VD20449421 / V0832				\$10.84	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	

### Library Copier - Room 312/315

Kyocera TASKalfa 8003i / 80 PPM	146,900	344,240	197,340	\$0.00287	None at this time.
RRG9Y00322 / V0374				\$566.37	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATI927				\$0.00	

### Library Printer - Parts Room

Kyocera P2040dw / 40 PPM	4,602	8,845	4,243	\$0.00629	None at this time.
VD20449417 / V0831				\$26.69	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Lighthouse Printer - Room 121</b>					
Kyocera P2040dw / 40 PPM	3,810	8,709	4,899	\$0.00629	None at this time.
VD20449416 / V0838				\$30.81	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Nurse</b>					
Kyocera P2040dw / 40 PPM	3,004	7,040	4,036	\$0.00629	None at this time.
VD20449415 / V0835				\$25.39	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>NW 1 Printer - Room 201</b>					
Kyocera P2040dw / 40 PPM	7,072	15,105	8,033	\$0.00629	None at this time.
VD20449418 / V0834				\$50.53	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>NW2 Printer - Room 301</b>					
Kyocera P2040dw / 40 PPM	10,877	19,537	8,660	\$0.00629	None at this time.
VD20449412 / V0839				\$54.47	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>NWB Printer - Room 102</b>					
Kyocera P2040dw / 40 PPM	2,818	14,561	11,743	\$0.00629	None at this time.
VD20449422 / V0833				\$73.86	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Office Copier - Copier Room</b>					
Kyocera TASKalfa 8003i / 80 PPM	205,908	416,342	210,434	\$0.00287	None at this time.
RRG9Y00265 / V0372				\$603.95	
5,000,000 / 10/2019	0	0	0	\$0.00000	
Black Photocopier / NATI927				\$0.00	
<b>Office Multi - Main Office</b>					
Kyocera TASKalfa 5053ci / 50 PPM	36,807	71,820	35,013	\$0.00287	None at this time.
RF70105392 / V0579				\$100.49	
3,000,000 / 02/2019	40,410	103,905	63,495	\$0.03405	
Color Photocopier / NATI927				\$2,162.00	
<b>Support Color - Support Office</b>					
Kyocera P6130cdn / 32 PPM	15,613	19,680	4,067	\$0.00629	7 years from Intro.
V5Q7605072 / V0885				\$25.58	
750,000 / 06/2015	30,313	40,672	10,359	\$0.05771	
Color Network Printer / NATI927				\$597.82	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Support Printer - Support Office					
Kyocera P2040dw / 40 PPM VD20449387 / V0836 1,000,000 / 04/2017 Black Network Printer / NATI927	7,482 0	21,811 0	14,329 0	\$0.00629 \$90.13 \$0.00000 \$0.00	None at this time.
SW1 Printer - Room 235/238					
Kyocera P2040dw / 40 PPM VD20449414 / V0840 1,000,000 / 04/2017 Black Network Printer / NATI927	4,667 0	13,156 0	8,489 0	\$0.00629 \$53.40 \$0.00000 \$0.00	None at this time.
SW2 Printer - Room 330					
Kyocera P2040dw / 40 PPM VD20449419 / V0837 1,000,000 / 04/2017 Black Network Printer / NATI927	11,502 0	30,367 0	18,865 0	\$0.00629 \$118.66 \$0.00000 \$0.00	None at this time.
Subtotal Black			532,258	\$1,833.57	
Subtotal Color			75,561	\$2,858.33	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
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## Waitsfield Elementary School

### Health Office

Kyocera P2040dw / 40 PPM VD27408529 / V0872 1,000,000 / 04/2017 Black Network Printer/NAT1927	2,034  0	3,928  0	1,894  0	\$0.00629 \$11.91 \$0.00000 \$0.00	None at this time.
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### Library

Kyocera P6130cdn / 32 PPM V5Q7504877 / V0886 750,000 / 06/2015 Color Network Printer / NAT1927	16,183  38,563	22,588  56,532	6,405  17,969	\$0.00629 \$40.29 \$0.05771 \$1,036.99	7 years from Intro.
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### Main Office

Kyocera P2040dw / 40 PPM VD20449429 / V0826 1,000,000 / 04/2017 Black Network Printer / NAT1927	7,591  0	19,338  0	11,747  0	\$0.00629 \$73.89 \$0.00000 \$0.00	None at this time.
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### Main Office Copy Room

Kyocera TASKalfa 8003i / 80 PPM RRG9Y00273 / V0371 5,000,000 / 10/2019 Black Photocopier / NAT1927	214,071  0	466,400  0	252,329  0	\$0.00287 \$724.18 \$0.00000 \$0.00	None at this time.
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Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Resource Room</b>					
Kyocera P2040dw / 40 PPM	31,602	47,300	15,698	\$0.00629	None at this time.
VD27408568 / V0892				\$98.74	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
		<b>Subtotal Black</b>	<b>288,073</b>	<b>\$949.01</b>	
		<b>Subtotal Color</b>	<b>17,969</b>	<b>\$1,036.99</b>	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Warren School					
Administration					
Kyocera P2040dw / 40 PPM VD27408577 / V0891 1,000,000 / 04/2017 Black Network Printer/NAT1927	10,326  0	11,010  0	684  0	\$0.00629 \$4.30 \$0.00000 \$0.00	None at this time.
Copy Room					
Kyocera TASKalfa 5053ci / 50 PPM RF70405884 / V0578 3,000,000 / 02/2019 Color Photocopier / NAT1927	85,360  42,720	175,826  99,459	90,466  56,739	\$0.00287 \$259.64 \$0.03405 \$1,931.96	None at this time.
Heidi - Writing					
Kyocera P2040dw / 40 PPM VD27408573 / V0896 1,000,000 / 04/2017 Black Network Printer / NAT1927	17,495  0	19,836  0	2,341  0	\$0.00629 \$14.72 \$0.00000 \$0.00	None at this time.
Library					
Kyocera P6230cdn / 32 PPM RCB0904388 / V1122 750,000 / 06/2018 Color Network Printer / NAT1927	799  1,305	1,624  3,278	825  1,973	\$0.00629 \$5.19 \$0.05771 \$113.86	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Room 17 Special Ed</b>					
Kyocera P2040dw / 40 PPM	18,388	23,391	5,003	\$0.00629	None at this time.
VD27408569 / V0895				\$31.47	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Room 25 Special Ed</b>					
Kyocera P2040dw / 40 PPM	8,818	8,818	0	\$0.00629	Not in use for FY22.
VD27408576 / V0893				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Special Ed Downstairs</b>					
Kyocera P2040dw / 40 PPM	8,381	10,768	2,387	\$0.00629	None at this time.
VD27408560 / V0894				\$15.01	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer / NATI927				\$0.00	
<b>Upstairs Hall</b>					
Kyocera TASKalfa 5003i / 50 PPM	40,525	94,106	53,581	\$0.00287	None at this time.
RFU0103925 / V0581				\$153.78	
3,000,000 / 02/2019	0	0	0	\$0.00000	
Black Photocopier / NATI927				\$0.00	
		<b>Subtotal Black</b>	<b>155,287</b>	<b>\$484.11</b>	
		<b>Subtotal Color</b>	<b>58,712</b>	<b>\$2,045.82</b>	

	FY22 Annual Volume	Cost/Copy Annual Cost	
Overall Black Totals	2,636,062	\$8,806.96	
Overall Color Totals	453,727	\$17,796.85	Your Avg Color CPC is \$0.0392

## 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 07/01/2017 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 22 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	Prior CPC	Average Annual Cost
2,636,062	\$0.01713	\$45,155.74

### CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,636,062	\$0.00334	\$8,804.45	\$36,351.29	\$181,756.47

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

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of  
 $\$36,351.29 \times 5 \text{ years as a Client} = \$181,756.47$  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 payments are figured in to provide budget information for the upcoming fiscal year.

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Crossett Brook Middle School	371,466	\$1,385.22	\$2,349.15	\$7,885.63	\$11,620.00
Fayston Elementary School	171,963	\$547.10	\$1,087.49	\$3,650.50	\$5,285.10
Harwood Union High School	857,659	\$2,865.85	\$5,423.84	\$18,206.74	\$26,496.42
HUUSD Central Office	73,815	\$379.23	\$466.81	\$1,566.97	\$2,413.02
Moretown Elementary School	185,541	\$633.84	\$1,173.36	\$3,938.74	\$5,745.94
Thatcher Brook Primary School	532,258	\$1,923.30	\$3,366.00	\$11,298.99	\$16,588.29
Waitsfield Elementary School	288,073	\$995.42	\$1,821.77	\$6,115.33	\$8,932.53
Warren School	155,287	\$507.77	\$982.03	\$3,296.50	\$4,786.30
<b>TOTALS</b>	<b>2,636,062</b>	<b>\$9,237.72</b>	<b>\$16,670.46</b>	<b>\$55,959.40</b>	<b>\$81,867.58</b>

**SPC Upgrades for 2022**

Client	Contact	Total Annual Volume	Number of Machines	Former Vendor	Vendor Awarded	Annual Cost Savings	5 Year Cost Savings	Print Management Software Added*
SAU 36 - White Mountains Regional SD	Kris Franklin	2,884,577	46	Visual Edge-OSV	Symquest	\$11,704.62	\$58,523.10	STARDoc Only
SAU 61 - Farmington	Brian Cisneros	2,857,215	42	Same	KMBS	\$7,383.00	\$36,915.00	PaperCut & STARDoc
SAU 66 - Hopkinton	Michael Flynn	2,460,750	78	Global-Conway	KMBS	\$29,956.00	\$149,780.00	PaperCut & STARDoc
SAU 68 - Lincoln/Woodstock	Debbie O'Connor	815,437	13	Same	KMBS	\$4,302.00	\$21,510.00	PaperCut & STARDoc
SAU 80 - Shaker Regional SD	Debbie Thompson	2,896,042	23	Same	Budget	\$5,550.00	\$27,750.00	PaperCut & STARDoc
SAU 87 - Mascenic	Lizabeth Baker	2,834,149	59	Same	KMBS	\$15,634.00	\$78,170.00	STARDoc Only
Great Bay E-Learning Charter School	Peter Stackhouse	246,262	8	Same	KMBS	\$1,744.00	\$8,720.00	STARDoc Only
MSAD 37 - Harrington Maine	Ron Ramsay	1,776,270	56	Visual Edge-A-Copi	Ricoh	\$6,953.00	\$34,765.00	STARDoc Only
SAU 54 - Rochester NH	Linda Bartlett	11,900,000	215	Same	KMBS	-\$1,920.00	-\$9,600.00	PaperCut & STARDoc
East Millinocket Schools Maine	Luci Milewski	1,113,369	4	Visual Edge-A-Copi	Ricoh	\$6,449.00	\$32,245.00	STARDoc Only
Washington Central UUSD	Mark Kline	4,000,000	68	Canon & Conway	Symquest	\$26,757.00	\$133,785.00	STARDoc Only
RSU 64 - East Corinth	Rhonda Sperrey	2,698,445	28	Visual Edge-A-Copi	Symquest	\$9,304.00	\$46,520.00	PaperCut & STARDoc
RSU 06 - Bonny Eagle	Scott Nason	8,328,355	109	Visual Edge-A-Copi	Symquest	\$21,350.00	\$106,750.00	PaperCut & STARDoc
RSU 14 - Windham Raymond	Bob Hickey	7,539,568	211	Visual Edge-A-Copi	Symquest	\$48,135.00	\$240,675.00	STARDoc Only
Orleans Southwest Supervisory Union VT	David Martin	2,846,049	24	Visual Edge-OSV	National	\$4,390.00	\$21,950.00	PaperCut & STARDoc
Essex Westford School District VT	Peter Drescher	10,741,439	265	Visual Edge-OSV & National	Symquest	\$100,004.00	\$500,020.00	PaperCut & STARDoc
Sullivan County NH	Derek Ferland	911,018	40	Canon	Symquest	\$14,033.00	\$70,165.00	PaperCut & STARDoc
Winooski School District VT	Nicole Mace	1,848,750	87	Canon	Symquest	\$42,364.00	\$211,820.00	PaperCut & STARDoc
Windham Northeast Supervisory Union VT	Andrew Haas	3,000,000	46	Canon	Symquest	\$39,323.00	\$196,615.00	PaperCut & STARDoc
SAU 43 - Newport NH	Ed Emond	1,772,242	10	Visual Edge-OSV	Symquest	\$18,656.00	\$93,280.00	STARDoc Only
<b>Totals</b>		<b>73,469,937</b>	<b>1,432</b>			<b>\$412,071.62</b>	<b>\$2,060,358.10</b>	

\* Print Management Software: All Clients have SPC STARDoc but some have chosen to acquire additional support that they did not have previously.

<b>TOTALS</b>	<b>82,468,260</b>	<b>69,686,229</b>	<b>73,469,937</b>	
<b>Total New Clients</b>	<b>14,950,000</b>	<b>41,249,400</b>	<b>17,952,178</b>	<< 8 Clients
<b>Total Existing Clients</b>	<b>67,518,260</b>	<b>28,436,829</b>	<b>55,517,759</b>	<< 12 Clients

2022 Award Evaluation	Manufacturer	Volume	Machines
Symquest	Konica Minolta	43,724,394	910
KMBS	Konica Minolta	21,113,813	415
Budget	Konica Minolta	2,896,042	23
Ricoh	Ricoh	2,889,639	60
National	Kyocera	2,846,049	24
<b>TOTALS</b>		<b>73,469,937</b>	<b>1,432</b>

## PROJECTED EQUIPMENT COSTS BY BUILDING - COLOR

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

Building	Projected Color Volume	Service & Supply Cost
Crossett Brook Middle School	118,479	\$4,487.18
Fayston Elementary School	30,757	\$1,332.76
Harwood Union High School	81,978	\$4,013.23
HUUSD Central Office	20,821	\$775.39
Moretown Elementary School	49,450	\$1,839.65
Thatcher Brook Primary School	75,561	\$3,001.15
Waitsfield Elementary School	17,969	\$1,088.92
Warren School	58,712	\$2,147.98
<b>TOTALS</b>	<b>453,727</b>	<b>\$18,686.26</b>

## SERVICE & SUPPLY USAGE PROFILE BY VENDOR - BLACK

This table represents ACTUAL and PROJECTED Service & Supply expenses for BLACK usage broken down by equipment type and vendor. Under SPC's 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. Although inflation has increased by 9.5% over last year, SPC has capped that increase for **FY23 to only 5%**. In the 30+ years of SPC's history, this is the first time this cap was necessary, but it clearly benefits the client as we continue to save you money.

Vendor	Equipment Type	FY22 Black Volume	FY22 Black Cost/Copy	FY22 Black S & S Costs	FY23 Black Cost/Copy	FY23 Projected Black S & S Costs
National 1927	Black Laser MFP	19,933	\$0.00629	\$125.38	\$0.00660	\$131.56
National 1927	Black Network Printer	275,885	\$0.00629	\$1,735.32	\$0.00660	\$1,820.84
National 1927	Black Photocopier	1,560,823	\$0.00287	\$4,479.56	\$0.00301	\$4,698.08
National 1927	Color Laser MFP	24,174	\$0.00629	\$152.05	\$0.00660	\$159.55
National 1927	Color Network Printer	43,010	\$0.00629	\$270.53	\$0.00660	\$283.87
National 1927	Color Photocopier	712,237	\$0.00287	\$2,044.12	\$0.00301	\$2,143.83
<b>TOTALS AND AVERAGES</b>		<b>2,636,062</b>	<b>\$0.00334</b>	<b>\$8,806.96</b>	<b>\$0.00350</b>	<b>\$9,237.72</b>

## SERVICE & SUPPLY USAGE PROFILE BY VENDOR - COLOR

This table represents ACTUAL and PROJECTED Service & Supply expenses for COLOR usage broken down by equipment type and vendor. Under SPC's 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. Although inflation has increased by 9.5% over last year, SPC has capped that increase for **FY23 to only 5%**. In the 30+ years of SPC's history, this is the first time this cap was necessary, but it clearly benefits the client as we continue to save you money.

Vendor	Equipment Type	FY22 Color Volume	FY22 Color Cost/Copy	FY22 Color S & S Costs	FY23 Color Cost/Copy	FY23 Projected Color S & S Costs
National 1927	Color Laser MFP	32,324	\$0.05771	\$1,865.42	\$0.06060	\$1,958.83
National 1927	Color Network Printer	66,892	\$0.05771	\$3,860.34	\$0.06060	\$4,053.66
National 1927	Color Photocopier	354,511	\$0.03405	\$12,071.10	\$0.03575	\$12,673.77
<b>TOTALS AND AVERAGES</b>		<b>453,727</b>	<b>\$0.03922</b>	<b>\$17,796.85</b>	<b>\$0.04118</b>	<b>\$18,686.26</b>

## LEASED/OWNED EQUIPMENT DETAILS

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Total Number of Machines Under Contract	112
Number of Machines on Lease	50
Number of Machines Owned	62
Number of Rental/Loaner Machines	0

Lease Company	Norway Savings Bank
Term	5 Annual
Annual Payment usually due on 8/1	\$55,959.40
Lease Start Date	08/02/2020
Lease End Date	08/01/2025
Remaining Payments	3

\*The Lease End Date has no bearing on Service & Supply and Warranty Contracts.

## LEASED EQUIPMENT

Building	Room	Make/Model	Serial Number
Crossett Brook Middle School	Hall of Room #108	Kyocera P2040dw	VD20449420
Crossett Brook Middle School	Learning Center	Kyocera P2040dw	VD20449423
Crossett Brook Middle School	Library	Kyocera TASKalfa 5053ci	RF70105365
Crossett Brook Middle School	Mail Room	Kyocera TASKalfa 8353ci	RS29Y00094
Crossett Brook Middle School	North Wing #2 Hall	Kyocera P2040dw	VD20449410
Crossett Brook Middle School	Room 126 PE Office	Kyocera P2040dw	VD20449427
Crossett Brook Middle School	West Wing #1 Common Area	Kyocera P2040dw	VD20449426
Crossett Brook Middle School	West Wing #2 Common Area	Kyocera P2040dw	VD20449425
Fayston Elementary School	Main Office	Kyocera TASKalfa 5053ci	RF70405899
Fayston Elementary School	Room 15	Kyocera TASKalfa 8003i	RRG9Y00267
Fayston Elementary School	Room 22 Library	Kyocera M6630cidn	RBW9902025
Harwood Union High School	Community Learning Center	Kyocera TASKalfa 3553ci	RFE9Z04148
Harwood Union High School	Room 110 Science	Kyocera P6230cdn	RCB0403937
Harwood Union High School	Room 118	Kyocera TASKalfa 8003i	RRG9Y00275
Harwood Union High School	Room 122 History	Kyocera P6230cdn	RCB0203649
Harwood Union High School	Room 206 Library	Kyocera P2040dw	VD20449413
Harwood Union High School	Room 207	Kyocera TASKalfa 5003i	RFU9Y03433
Harwood Union High School	Room 210	Kyocera TASKalfa 5003i	RFU9Y03438
Harwood Union High School	Room 226	Kyocera P6230cdn	RCB0203625
Harwood Union High School	Room 339 MS Office	Kyocera TASKalfa 8003i	RRG9Y00274
Harwood Union High School	Room 408 Left	Kyocera TASKalfa 8003i	RRG9Y00319
Harwood Union High School	Room 408 Right	Kyocera TASKalfa 8003i	RRG9Y00268
Harwood Union High School	Room 409	Kyocera P6230cdn	RCB0403973
Harwood Union High School	Room 414 Closet	Kyocera TASKalfa 3553ci	RFE0405143
Harwood Union High School	Room 415 Taggart	Kyocera P6230cdn	RCB0403961
Harwood Union High School	Room 502 Guidance Office	Kyocera TASKalfa 5053ci	RF70105307
Harwood Union High School	Room 604 Athletic Director	Kyocera M6630cidn	RBW9902027
Harwood Union High School	Room 623B Music Office	Kyocera TASKalfa 5003i	RFU9Y03443
HUUSD Central Office	Accounting	Kyocera P2040dw	VD20449430
HUUSD Central Office	Main Office	Kyocera TASKalfa 5053ci	RF39X02122
Moretown Elementary School	Main Office Copy Room	Kyocera TASKalfa 6053ci	RF39701612
Moretown Elementary School	Principal's Office	Kyocera P2040dw	VD20449431
Thatcher Brook Primary School	Art Printer - Room 311	Kyocera P6230cdn	RCB0203646
Thatcher Brook Primary School	Café Printer	Kyocera P2040dw	VD20449421
Thatcher Brook Primary School	Library Copier - Room 312/315	Kyocera TASKalfa 8003i	RRG9Y00322
Thatcher Brook Primary School	Library Printer - Parts Room	Kyocera P2040dw	VD20449417

Building	Room	Make/Model	Serial Number
Thatcher Brook Primary School	Lighthouse Printer - Room 121	Kyocera P2040dw	VD20449416
Thatcher Brook Primary School	Nurse	Kyocera P2040dw	VD20449415
Thatcher Brook Primary School	NW 1 Printer - Room 201	Kyocera P2040dw	VD20449418
Thatcher Brook Primary School	NW2 Printer - Room 301	Kyocera P2040dw	VD20449412
Thatcher Brook Primary School	NWB Printer - Room 102	Kyocera P2040dw	VD20449422
Thatcher Brook Primary School	Office Copier - Copier Room	Kyocera TASKalfa 8003i	RRG9Y00265
Thatcher Brook Primary School	Office Multi - Main Office	Kyocera TASKalfa 5053ci	RF70105392
Thatcher Brook Primary School	Support Printer - Support Office	Kyocera P2040dw	VD20449387
Thatcher Brook Primary School	SW1 Printer - Room 235/238	Kyocera P2040dw	VD20449414
Thatcher Brook Primary School	SW2 Printer - Room 330	Kyocera P2040dw	VD20449419
Waitsfield Elementary School	Main Office	Kyocera P2040dw	VD20449429
Waitsfield Elementary School	Main Office Copy Room	Kyocera TASKalfa 8003i	RRG9Y00273
Warren School	Copy Room	Kyocera TASKalfa 5053ci	RF70405884
Warren School	Upstairs Hall	Kyocera TASKalfa 5003i	RFU0103925

## OWNED EQUIPMENT

Building	Room	Make/Model	Serial Number
Crossett Brook Middle School	Main Office	Kyocera 306CI	V9W6401241
Crossett Brook Middle School	Room 119 - Cassels	Kyocera P2040dw	VD26Z03748
Crossett Brook Middle School	Room 142 - Zima	Kyocera P2040dw	VD26Z03730
Crossett Brook Middle School	Room 203 - Burke	Kyocera P2040dw	VD26Z03734
Crossett Brook Middle School	Room 204	Kyocera P2040dw	VD26Z03736
Crossett Brook Middle School	Room 225 - Spaulding	Kyocera P2040dw	VD26Z03727
Crossett Brook Middle School	Room 236 - Kenney	Kyocera P2040dw	VD26Z03737
Fayston Elementary School	Room 23A	Kyocera P2040dw	VD27408565
Harwood Union High School	Kitchen Office - not in use	Kyocera P2040dw	VD27408527
Harwood Union High School	LRC	Kyocera P2040dw	VD27408524
Harwood Union High School	Room 122 - not in use	Kyocera P2040dw	VD27408579
Harwood Union High School	Room 124 Facilities	Kyocera 306CI	V9W6401416
Harwood Union High School	Room 205	Kyocera P6130cdn	V5Q7504845
Harwood Union High School	Room 206 Library	Kyocera P6130cdn	V5Q7504846
Harwood Union High School	Room 219	Kyocera 306CI	V9W6401230
Harwood Union High School	Room 302	Kyocera P6130cdn	V5Q7504876
Harwood Union High School	Room 304 - not in use	Kyocera P2040dw	VD27408575
Harwood Union High School	Room 307	Kyocera P6130cdn	V5Q7504859
Harwood Union High School	Room 308	Kyocera P2040dw	VD27408532
Harwood Union High School	Room 316	Kyocera P2040dw	VD27408531
Harwood Union High School	Room 331	Kyocera P6130cdn	V5Q7504860
Harwood Union High School	Room 339 MS Office	Kyocera P2040dw	VD27408515
Harwood Union High School	Room 405	Kyocera P6130cdn	V5Q7504883
Harwood Union High School	Room 407 Main Office	Kyocera 306CI	V9W6401159
Harwood Union High School	Room 425	Kyocera P2040dw	VD27408509
Harwood Union High School	Room 501 Kitchen	Kyocera P2040dw	VD27408526
Harwood Union High School	Room 503	Kyocera P2040dw	VD27408521
Harwood Union High School	Room 504 Guidance	Kyocera P2040dw	VD27408522
Harwood Union High School	Room 514	Kyocera P6130cdn	V5Q7504874
Harwood Union High School	Room 515	Kyocera M2635dw	VCA6Y00827
Harwood Union High School	Room 517 Nurse	Kyocera P2040dw	VD27408582
Harwood Union High School	Room 606	Kyocera P2040dw	VD27408581
Harwood Union High School	Room 615	Kyocera P2040dw	VD27408578
Harwood Union High School	Room 623A	Kyocera P2040dw	VD27408535
Harwood Union High School	Room 708 Athletic Trainer	Kyocera M2635dw	VCA6Y00831
Harwood Union High School	Room 711	Kyocera P2040dw	VD27408570

## Harwood Unified Union School District

Building	Room	Make/Model	Serial Number
Harwood Union High School	Room 809	Kyocera 306CI	V9W6401417
Harwood Union High School	Room 811	Kyocera P6130cdn	V5Q7504871
Harwood Union High School	Room 813	Kyocera M6535cidn	V6D7512105
Harwood Union High School	Unknown	Kyocera P2040dw	VD27408523
HUUSD Central Office	Accounts Payable	Kyocera P2040dw	VD27408572
HUUSD Central Office	Human Resources	Kyocera P2040dw	VD27408564
HUUSD Central Office	SAU Office	Kyocera P2040dw	VD27408530
HUUSD Central Office	Special Ed	Kyocera P6130cdn	V5Q7605067
HUUSD Central Office	Superintendent's Office	Kyocera P6130cdn	V5Q7605074
HUUSD Central Office	Superintendent's Secretary	Kyocera M2635dw	VCA6Y00826
Moretown Elementary School	Hallway of Rooms 11 and 12	Kyocera P2040dw	VD27408553
Moretown Elementary School	Library	Kyocera P6130cdn	V5Q7605068
Moretown Elementary School	Room 04 Pre-School	Kyocera P2040dw	VD27408562
Moretown Elementary School	Room 05 Kindergarten	Kyocera P2040dw	VD27408563
Moretown Elementary School	Room 19	Kyocera P2040dw	VD27408574
Moretown Elementary School	Room 20	Kyocera P2040dw	VD27408571
Thatcher Brook Primary School	Support Color - Support Office	Kyocera P6130cdn	V5Q7605072
Waitsfield Elementary School	Health Office	Kyocera P2040dw	VD27408529
Waitsfield Elementary School	Library	Kyocera P6130cdn	V5Q7504877
Waitsfield Elementary School	Resource Room	Kyocera P2040dw	VD27408568
Warren School	Administration	Kyocera P2040dw	VD27408577
Warren School	Heidi - Writing	Kyocera P2040dw	VD27408573
Warren School	Library	Kyocera P6230cdn	RCB0904388
Warren School	Room 17 Special Ed	Kyocera P2040dw	VD27408569
Warren School	Room 25 Special Ed	Kyocera P2040dw	VD27408576
Warren School	Special Ed Downstairs	Kyocera P2040dw	VD27408560

## STARDoc USER NAMES

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Name	User Name
Brigid Scheffert Nease	bnease@huusd.org
Heidi Clark	hclark@huusd.org
Jason Hyerstay	jhyerstay@huusd.org
Justin Griffith	jgriffith@huusd.org
Lisa Estler	lestler
Phil Hayes	phayes@huusd.org
Taggert Haslam	thaslam@huusd.org

STARDoc user names are managed by the Account Administrator, usually the IT Director. If there are any changes that need to be made, please notify your Account Administrator or SPC.



## 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 69 clients with almost 4500 devices doing 176 million copies and prints annually. For FY22 we purchased 1,432 machines with over 73 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* by managing your contracts for up to five years from the date of installation.

#### 2. Exclusive STARDoc 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 monthly and/or quarterly.
- THREE detailed, easy-to-read 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 overusage.
- 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 \$1.5 million for all of our clients.  
That translates into Savings of more than \$7 million over five years!



## SPC Values Our Vendors

### Overall Benefits to Our Vendors

- Opportunities brought to vendor - Over 1,400 units purchased in FY22 running over 73 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)
- Vendor Bid Portal: Greatly reduces bid input time; reduces time from bid submission to bid presentation to the clients in our cooperative
- Control of Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment)
- Selling of vendors' 'Value Add' directly to our clients after the bids are in; Client has the right to pay more than low bid, if desired

### 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 costs
- Manage and audit installation
- Capture final meter reads and close books on old devices & contracts

## Vendor Ongoing Support

- Yearly meter reads
- Simplified Billing: SPC manages billing and payment directly with 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 managed over 4,500 Photocopiers and Printers last year.**

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



## STARDoc Features

### Cost Projection by Department or Building

- Allows you to formulate next year's budget as early as December
- Allows you to see the projected usage bill in advance
- Tabulate total budgets and total costs district-wide
- Volume or cost pages allow you to pinpoint specific machines on the floorplans
- Timeline - allows you to track historical volume and costs to compare current budget with past years

### Map your devices on Floorplans

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device Information tab allows easy access to the printer/copier web interface
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TVs)

### Floorplan Administration

- Allows IT and Business Manager to move devices around on floorplan
- Paper trail of device locations after summer break
- Shows Previous Devices, Present Equipment, and Proposed Equipment

### Contacts Page

- Control Access and Permissions to STARDoc
- Toggle Email All (Toner Alerts, Service Alerts, Monthly Audits)

### Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Non-Reporting Device listing for devices that haven't reported for more than two weeks
- Tracks additional non-contracted devices
- IP Addresses and MAC addresses imported automatically
- Strikethrough on machines that have been removed

### Monthly Audits

- Monthly Cost Snapshot
- Shows number of devices not reporting to help improve projections accuracy

### Last Sync Date

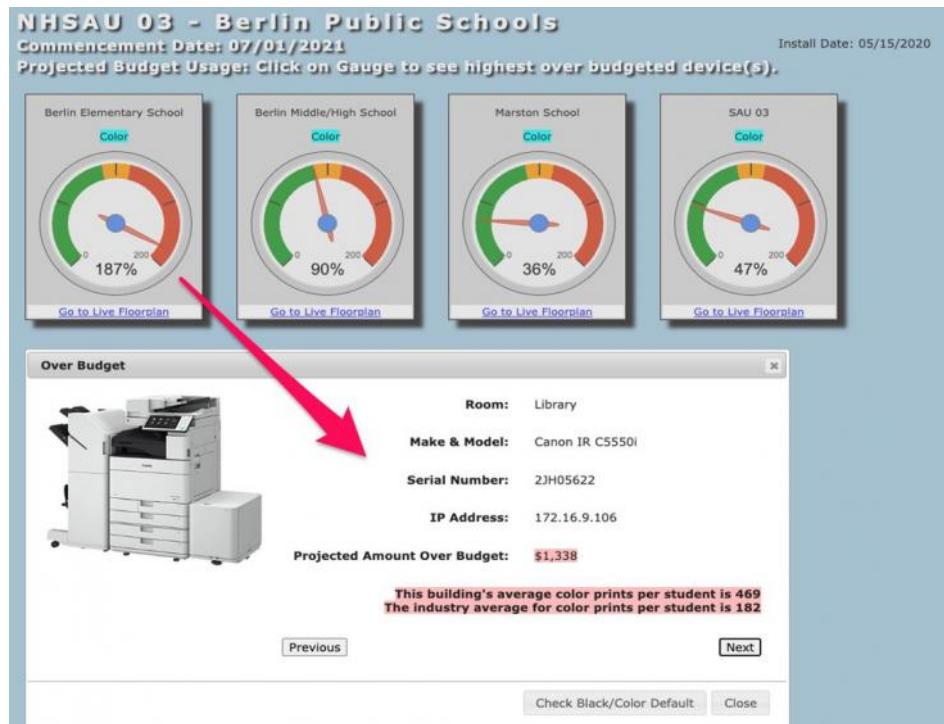
- Shows the last time FM Audit synced for equipment

## Over-Budget Report

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

## Five-Year Fleet Management (FYFM)

- Interactive tool that examines printing habits
- Flags potential problem areas
- Helps identify equipment with high color usage



## NEW VENDOR CATEGORIES

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In the past we had two vendor categories: Cooperative and Uncooperative. In 2021 we added a third category:

### **Premier: defined as consistently providing ...**

- Quality bids to SPC
- Quality service with a four-hour or less average response time
- Reliable equipment and competitive pricing
- Support to SPC and our mutual clients to resolve concerns
- **Current Premier Vendors**
  - Budget Document Technologies
  - Konica Minolta Business Solutions
  - National 1927
  - Ricoh USA
  - SymQuest Group

### **Cooperative: defined as ...**

- Providing bids as required but lacking in one or more areas listed above, or they have yet to provide a history of strong support

### **Uncooperative: defined as ...**

- Rarely submitting bids to SPC
- Encourages SPC clients to breach existing contracts and undermines SPC's bid process

## WARRANTY RELIEF FUND

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### Why is it Needed?

With the recent pandemic, schools and businesses shut down. In FY20 credits owed were around \$389,000. However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news, what if the vendor is unable or unwilling to repay those funds? Many companies outside of the copier industry are already filing for bankruptcy. SPC's legitimate concern is, what if this hits the copier industry and we can no longer access the funds owed to the client?

### Other Concerns:

- Vendor refuses to honor a Warranty
- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Service-and-Supply Contract at the agreed-upon pricing.
- Vendor gets sold to a venture capitalist entity or to a risky new owner with limited cash reserves

### Purpose:

Since 1989, SPC's goal is to shelter our clients from Industry upheavals. This fund is to set aside monies that can be used by any client, if a need arises.

Funding Source: Initially, \$200,000 no-interest personal loan. To be paid back from two sources...

- Wholesale Trades... For over 10 years these funds have been set aside for warranty replacement units since the industry would provide the same cash price with or without the trade.
- Equipment Purchases... 2% of the gross will be set aside with each upgrade.

### Who Benefits?

All SPC clients...like any insurance fund, by pooling funds from SPC's entire client base, any losses are eliminated.

## WARRANTY RELIEF EQUIPMENT BASE

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### Why is it Needed?

As with credits owed to clients for unused copies, sometimes equipment needs to be replaced or added but there are no funds in the budget. Rather than relying solely on the Warranty Relief Fund, SPC will have an inventory of high-quality, low-meter copiers and printers to use as replacements or additional equipment as needed at a lower cost to the client than a new machine.

### Other Concerns:

- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Warranty
- Equipment is damaged by user and not covered under the Warranty

### Purpose:

- To replace or add a machine when needed

### Who Benefits?

- All SPC clients...by pooling high-quality equipment from past client upgrades, equipment can be replaced with minimal impact on the client