



***Specialized Purchasing Consultants***

1491 East Side River Road

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[www.spccopypro.com](http://www.spccopypro.com)

**2017-2018 Annual Report**

**Year - End Photocopier Analysis**

**With projected costs for 2018-19**

Michelle Baker  
Harwood Unified Union School  
District  
340 Mad River Park  
Waitsfield, VT 05673



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

October 2018

Skip Tilton  
President

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

Michelle Baker  
Harwood Unified Union School District  
340 Mad River Park  
Waitsfield, VT 05673

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

Dear Michelle:

We at Specialized Purchasing Consultants, wish to thank you for your continued confidence in us. Our relationship is **now 1 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

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

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

Sincerely,

Skip Tilton  
President

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## *The SPC Team...*

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



*Skip Tilton, President*

*Billie Jo Tilton, Vice President*

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices

possible while improving the quality of your service and equipment, as well as providing ways to increase your equipment reliability and the ability to monitor and track usage variations throughout the year to keep your costs under control.



*Jessica Paradis*

*Accounting Coordinator*

As the new accounting director for SPC, my focus is to ensure transactions are handled with importance, accuracy, and timeliness. My goal is for all communication, with client or vendor, to be satisfactory for all parties. I am

excited to be part of this team, and I am available to answer any billing or contract questions you may have.

*Alex Webster*

*Operations Manager*

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



*Pam Weed*

*Client-Vendor Relations*

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

*Joel Heffernan*

*Implementation Specialist*

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



*Robert Dutil*

*Director of Information Technology*

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

# Equipment Health Status

<b>Total Number of Machines:</b>	118
<b>Total Black Photocopiers</b>	17
<b>Total Color Photocopiers</b>	17
<b>Total Black Network Printers</b>	63
<b>Total Color Network Printers</b>	21
<b>Total Removed from Service:</b>	2
<b># of Units OFF Warranty:</b>	0
<b># of Units Approaching End of Warranty:</b>	3
<b># of Units Overused:</b>	0
<b># of Units Underused:</b>	7
<b>Commencement Date:</b>	7/1/2017
<b># of Annual Payments Left on Lease</b>	4
<b>All Warranties and Service Contracts Expire:</b>	6/30/2022
<b>SPC's FM Audit Print Management Software Loaded</b>	Yes
<b>Printer Contract</b>	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 Michelle,

On paper, everything looks pretty good. I would definitely continue to pay down your principal on your capital lease.

It is important to not ignore machines that are being overused or underused. We noticed that 7 printers did less than 500 prints last year. We will continue to monitor the usage to see if this changes. One of our jobs is help flag these kinds of devices so that you can maximize your capital investment as well as minimize the cost of operation on your service contracts.

One area that you may want to address at this time is to place your non-contract devices under a CPC agreement. Alex will give you a cost comparison to assist you with your decision. Perhaps you could use the underused printers and eliminate the non contract devices.

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
Harwood Union High School	Room 110	HP Color Laser Jet 500 M551	CNCCF6L1GL	OSV	10/2011
Harwood Union High School	Room 409	HP Color Laser Jet 500 M551	CNCCF7K0MF	OSV	10/2011
Harwood Union High School	Room 415 IT Office	HP Color Laser Jet 500 M551	CNCCF6L1GH	OSV	10/2011

# Non Contracted Devices

Harwood Unified Union School

Make - Model	Serial Number	IP Address	Last Update
Epson Stylus Pro 3880	LPJE018691	10.11.26.73	10/11/2018 11:15:24 AM
Epson Stylus Pro 3880	LPJE044971	10.11.26.199	10/3/2018 11:15:26 AM
HP Officejet Pro X476dn MFP	CN584KK0Q5	192.168.12.187	7/17/2018 8:07:02 AM
EPSON SC-P600 Series	UN4Y011019	10.11.26.210	10/11/2018 11:15:24 AM
EPSON SC-P600 Series	UN4Y018450	10.11.26.53	10/11/2018 11:15:24 AM
HP PRO 8100	CN26BBQ1S105MX	192.168.15.94	10/11/2018 11:15:24 AM
HP PRO 8600	CN1BA1T0R705KC	192.168.12.231	10/11/2018 11:15:24 AM
HP PRO 8100	CN26BBQ21H05MX	192.168.14.153	10/11/2018 11:15:24 AM
BROTHER QL-820NWB	E8Z480302	10.11.23.67	10/11/2018 11:15:24 AM

**Machine Count: 9... Our Goal with the next upgrade is to get all non contract devices under a CPC agreement.**

# Warranty Progress Report

## For Year 2017-2018

Harwood Unified Union School

### Equipment Details

#### Waitsfield Elementary School

##### Main Office Copy Room

		Black Meter & Volume	Color Meter & Volume
Toshiba e-Studio 8508A	<i>Begin Date:</i> 11/29/2017	<i>Begin Meter</i> 0	
CIFG20420	<i>End Date:</i> 6/30/2018	<i>End Meter</i> 131,090	
OSV - 05183		<i>Black Volume:</i> 131,090	
<i>Model Intro Date:</i> 7/1/2016			

<i>Date</i>	<i>Comments</i>
11/30/2017	Warranty replacement for CIG17117 under Toshiba Replacement program.



*Equipment Details***Waitsfield Elementary School**

Toshiba e-Studio 8508A	<i>Begin Date:</i>	7/1/2017	<i>Begin Meter</i>	0
CICG17117	<i>End Date:</i>	11/30/2017	<i>End Meter</i>	45,139
OSV - 05183			<i>Black Volume:</i>	45,139

*Model Intro Date:* 7/1/2016

<i>Date</i>	<i>Comments</i>
10/17/2017	Received e-mail from client stating they had their copier removed and temporarily replaced with a color loaner that was much smaller and not handling their needs. Called Kathi Orr at the school and determined the copier went down shortly after it was installed due to the fuser unit coming unglued; the technician repaired the copier. Then, it stopped working on Friday 10/6. They called in a service call; technician came in on Monday, but he was unable to repair the copier. He returned on Tuesday 10/10 to remove the copier and place CFGG39169, stating the copier needed a logic board. Client was unhappy with the replacement as it was smaller and couldn't handle the workload and also the fact that the vendor had not even looked at the copier 7 days later. According to Rich Lowrey on 10/20, they were having intermediate failure on the unit so they were monitoring the unit and got Toshiba technically involved in the repair of the copier.
10/25/2017	Michelle Baker forwarded an e-mail from Kathi Orr stating that she called to check on the copier (now two weeks out). She was told by "Harold" that OSV would bring another loaner tomorrow comparable to what was removed. She was also told that OSV was waiting on Toshiba to approve a replacement. Phil Hayes wrote to Alex to complain that each time a replacement has to come in, there is quite a process of getting the users connected to it, as there is only 1 technician for the four valley schools, which means he is onsite at Waitsfield only one day a week. This means the users may have to wait several days to be connected to the new copier; it also means other work is delayed while the technician prioritizes getting users connected to the new copier. The client expressed great dissatisfaction with the way things are going on this new contract as they were hoping they would not have to devote as much time to printer issues as they had in the past. This has not proven to be the case at Waitsfield.
10/27/2017	Called Rich Lowrey to find out status of copier and replacement/loaner. He said an 8508 loaner was placed at the school on 10/26 and that the copier could be a permanent replacement if they wanted it to be. Toshiba was flying in next week to review the copier and determine if it was repairable or not.
11/7/2017	Rich Lowrey sent an e-mail update on the Toshiba. He stated that Toshiba found a defect in the unit that is not repairable and has decided to replace the unit with a new Toshiba 8508a under the Toshiba TQC program. The new machine should arrive in the next week or so.
11/30/2017	Replacement copier received and installed 11/29/17. Replacement Serial Number is C1FG20420.

*Equipment Details*

**Waitsfield Elementary School**

Toshiba e-Studio 3005ac	<i>Begin Date:</i>	10/10/2017	<i>Begin Meter</i>	11,649	<i>Begin Meter</i>	1,971
CFGG39169	<i>End Date:</i>	10/26/2017	<i>End Meter</i>	11,649	<i>End Meter</i>	1,971
OSV - 05291			<i>Black Volume:</i>	0	<i>Color Volume:</i>	0

*Model Intro Date:* 7/1/2016

<i>Date</i>	<i>Comments</i>
10/17/2017	Received e-mail from client stating they had their copier removed and temporarily replaced with a color loaner that was much smaller and not handling their needs. Called Kathi Orr at the school and determined the copier went down shortly after it was installed; the technician repaired the copier. Then, it stopped working on Friday 10/6. They called in a service call; technician came in on Monday, but he was unable to repair the copier. He returned on Tuesday 10/10 to remove the copier and place CFGG39169
10/25/2017	Temporary loaner placed at Waitsfield while Toshiba e-Studio 8508A out for service (SN C1CG17117, ID 05183)

## Warranty Replaced Machines

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
Waitsfield Elementary School	Main Office Copy Room	Toshiba e-Studio 8508A	CICG17117	05183	11/30/2017



**1988 Specialized Purchasing Consultants opens its doors**

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

**1999 Improved Annual Reports**

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

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

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

**2002 Bond Counsel Review**

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

**2003 Contracts and Warranties Updated**

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

**2005 Economic Municipal Relief Fund Established**

**2006 Data Collection Agent**

- Data Collection Agent Software offered for meter collection convenience

**2007 Insurance Fund**

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

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

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

**2013 STARDoc - Daily Tracking**

- Meters gathered daily to track usage

**2014 STARDoc - Monthly Audits**

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

**2015 STARDoc - Mapping Options and Asset Management**

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

**2018 STARDoc - Improved Pinpointing of Budget and Communications**

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



- **Cost Projection by Department or Building** - Who Benefits? Accounts Payable, Business Manager and Superintendent
  - Allows you to formulate next year's budgets as early as December
  - Allows you to see the projected usage bill in advance
  - Tabulate total budgets and total costs district wide
  - Volume or cost pages allow you to pinpoint specific machines on the floor plans
  - Timeline - allowing you to go back to see how your budget compares to previous years
- **Map your devices on Floorplans** - Who Benefits? Business Manager, IT
  - Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
  - Device information tab will allow you to easily access the web interface of the printer/copier
  - Non-Reporting device listing for devices that haven't reported for more than 2 weeks
  - Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TV's)
- **Floor Plans Admin** - Who Benefits? Business Manager and IT
  - Allows IT and Business Manager to move devices around on Floor Plan
  - Paper trail of device locations after summer break
  - Will show Previous Devices, Present Equipment and Proposed Equipment

- **Contacts Page** - Who Benefits? Business Manager and IT
  - Control Access and Permissions to Star Doc
  - Toggle Email all (Toner, Service Monthly Audits)
- **Device Listing Page** - Who Benefits? Business Manager and IT
  - Centralized location for detailed information of District's assets
  - Exportable device listing to Excel or PDF
  - Tracks additional non-contract devices
  - IP Addresses and MAC addresses automatically imported
  - Strikethrough on machines that have been removed
- **Monthly Audits** - Who Benefits? Business Manager and Superintendent
  - Monthly Cost Snapshot
  - Shows amount of devices not reporting to help improve accuracy of projections
- **Timeline:** Who Benefits? Business Manager
  - Track historical volume and cost per building
- **"Last Sync Date"** Who Benefits? IT Manager
  - Shows the last time that FMAudit synced for that client

## New Features

### Industry Wide

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


- Print to a single global queue, walk up, and collect at any device.
- The application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD). It allows users to print at any area within the building as long as the MFD has the features needed by the user.

### STARDoc

**NEW! Over Budget Report feature**

- Allows user to select the Over Budget feature to produce a report showing each machine currently running over projected volumes, listed with highest amount over first.
- Catch overused equipment early, before equipment begins to break down due to over use.
- Request service history on any machine right through STARDoc.

Over Budget



<b>Room:</b>	Room 201 Principal's Office
<b>Make &amp; Model:</b>	Canon IRC5051
<b>Serial Number:</b>	GQM65369
<b>IP Address:</b>	172.16.10.145
<b>Projected Amount Over Budget:</b>	\$1,902

Previous

Next

Request Service History

Close



## Average Student to Copy Usage – Black Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Crossett Brook Middle School	275	391,422	\$10,551.89	1,423	\$38.37
Fayston Elementary School	110	194,961	\$4,864.84	1,772	\$44.23
Harwood Union High School	629	1,187,011	\$30,708.20	1,887	\$48.82
HUUSD Central Office	0	172,924	\$4,855.04	0	\$0.00
Moretown Elementary School	150	163,540	\$4,244.85	1,090	\$28.30
Thatcher Brook Primary School	479	724,791	\$18,888.28	1,513	\$39.43
Waitsfield Elementary School	136	195,593	\$5,008.07	1,438	\$36.82
Warren School	167	193,468	\$4,959.01	1,158	\$29.69
<b>Totals</b>	<b>1,946</b>	<b>3,223,710</b>	<b>\$84,080.17</b>	<b>1,657</b>	<b>\$43.21</b>

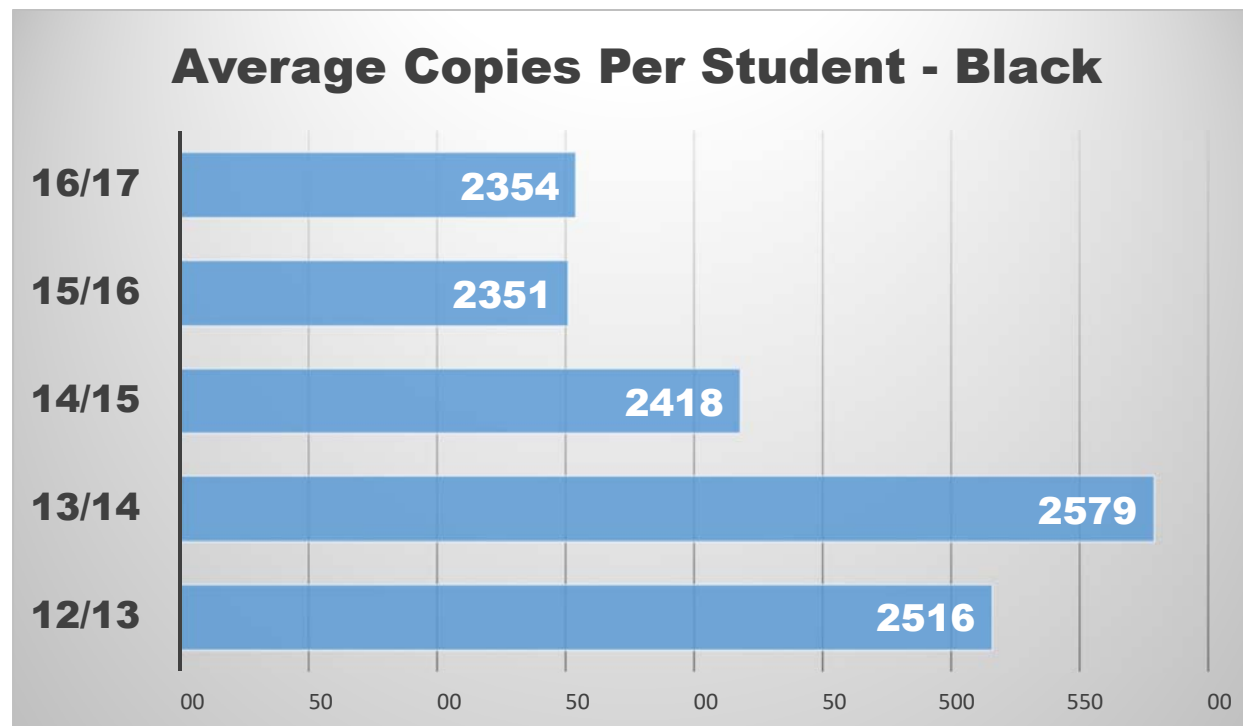
*\*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

### Cost Comparison – Black Only

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

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

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



## Average Student to Copy Usage – Color Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Crossett Brook Middle School	275	124,433	\$5,969.92	452	\$21.71
Fayston Elementary School	110	20,197	\$989.12	184	\$8.99
Harwood Union High School	629	72,644	\$5,892.89	115	\$9.37
HUUSD Central Office	0	32,098	\$1,743.37	0	\$0.00
Moretown Elementary School	150	64,716	\$2,927.54	431	\$19.52
Thatcher Brook Primary School	479	23,646	\$1,469.29	49	\$3.07
Waitsfield Elementary School	136	8,550	\$928.13	63	\$6.82
Warren School	167	55,463	\$2,468.10	332	\$14.78
<b>Totals</b>	<b>1,946</b>	<b>401,747</b>	<b>\$22,388.37</b>	<b>206</b>	<b>\$11.50</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. Note: New STARDoc tool will flag the High Color Usage. See Page #15 under new STARDoc features. Industry Ratios are 185 color prints per student per year. Please contact our SPC technical team to provide training to your staff.*

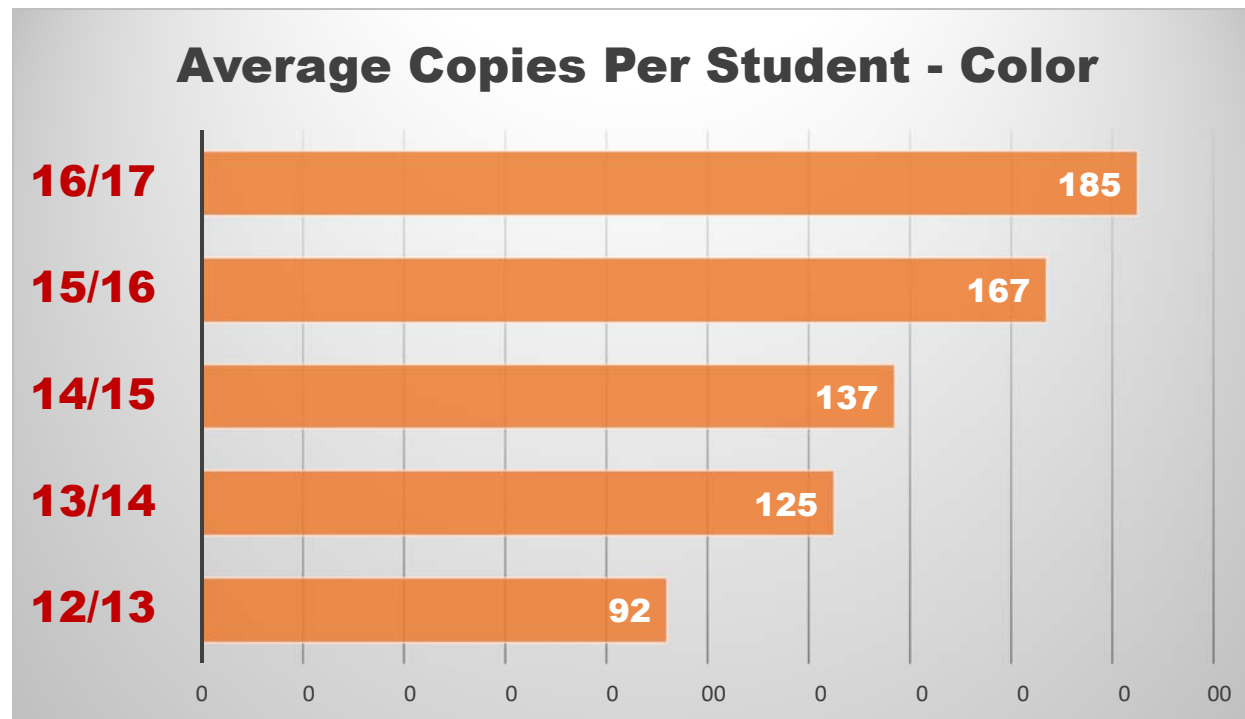
<i>District Wide Black Totals</i>	<i>3,223,710</i>	<i>\$14,729.75</i>
<i>District Wide Color Totals</i>	<i>401,747</i>	<i>\$21,779.35</i>

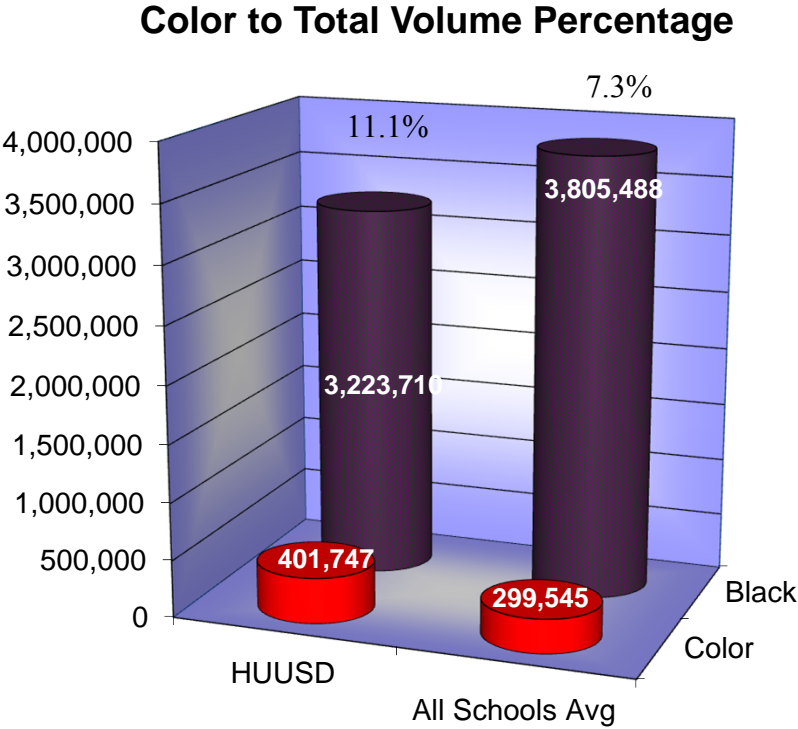
### Cost Comparison – Color Only

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

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

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





## *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: 7/1/2017</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2017-18</i>		
<i>Vendor</i>	<i>7/1/2017</i>	<i>6/30/2018</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	
<b>CROSSETT BROOK MIDDLE SCHOOL</b>					
<b><i>Hall of Room #108</i></b>					
HP Laser Jet Pro M402dn / 40 PPM	10,377	18,308	7,931	\$0.013750	None at this time.
PHBQD44661 / 05232				\$109.05	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
<b><i>Learning Center</i></b>					
HP Laser Jet Pro M402dn / 40 PPM	16,769	22,881	6,112	\$0.013750	None at this time.
BRBSJ1D1XR / 02990				\$84.04	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 7/1/2017</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>CROSSETT BROOK MIDDLE SCHOOL</b>					
<b>Library</b>					
HP Laser Jet Pro M402dn / 40 PPM	16,254	16,769	515	\$0.013750	Moved from Library to Learning Center.
BRBSJ1D1XR /				\$7.08	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>OSV</b>					
Toshiba e-Studio 5005ac / 50 PPM	0	35,351	35,351	\$0.003500	None at this time.
CFDG61931 / 05115				\$123.73	
3,000,000 / 01/2016	0	113,345	113,345	\$0.04329	
Color Photocopier				\$4,906.71	
<b>OSV</b>					
<b>Mail Room</b>					
Toshiba e-Studio 8508A / 85 PPM	0	265,542	265,542	\$0.003200	None at this time.
CIAG15905 / 05112				\$849.73	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>OSV</b>					
<b>Main Office</b>					
Kyocera 306CI / 30 PPM	0	13,809	13,809	\$0.010000	None at this time.
V9W6401241 / 04734				\$138.09	
750,000 / 07/2016	0	11,088	11,088	\$0.08125	
Color Laser MFP				\$900.90	
<b>OSV</b>					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 7/1/2017</i> <i>2017-18</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	7/1/2017 Meter	6/30/2018 Meter						
<b>CROSSETT BROOK MIDDLE SCHOOL</b>								
<b>North Wing #2 Common Area</b>								
HP Laser Jet Pro M402dn / 40 PPM	14,336	27,739	13,403			\$0.013750		None at this time.
PHBQF43034 / 02991						\$184.29		
1,000,000 / 10/2015	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								
<b>Room 119 - Cassels</b>								
Kyocera P2040dw / 40 PPM	0	2,852	2,852			\$0.010000		None at this time.
VD26Z03748 / 05362						\$28.52		
1,000,000 / 04/2017	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								
<b>Room 126 PE Office</b>								
HP Laser Jet Pro M401dn / 35 PPM	20,552	23,215	2,663			\$0.013750		None at this time.
VNB4F03604 / 05234						\$36.62		
750,000 / 06/2012	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								
<b>Room 142 - Zima</b>								
Kyocera P2040dw / 40 PPM	0	801	801			\$0.010000		None at this time.
VD26Z03730 / 05361						\$8.01		
1,000,000 / 04/2017	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								



<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 7/1/2017</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>CROSSETT BROOK MIDDLE SCHOOL</b>					
<b>Room 203 - Burke</b>					
Kyocera P2040dw / 40 PPM	0	718	718	\$0.010000	None at this time.
VD26Z03734 / 05363				\$7.18	
1,000,000 / 04/2017	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
OSV					
<b>Room 204 - Ritter</b>					
Kyocera P2040dw / 40 PPM	0	772	772	\$0.010000	None at this time.
VD26Z03736 / 05366				\$7.72	
1,000,000 / 04/2017	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
OSV					
<b>Room 225 - Spaulding</b>					
Kyocera P2040dw / 40 PPM	0	2,685	2,685	\$0.010000	None at this time.
VD26Z03727 / 05364				\$26.85	
1,000,000 / 04/2017	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
OSV					
<b>Room 236 - Kenney</b>					
Kyocera P2040dw / 40 PPM	0	4,058	4,058	\$0.010000	None at this time.
VD26Z03737 / 05365				\$40.58	
1,000,000 / 04/2017	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
OSV					

Date of Last Upgrade: 7/1/2017					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
CROSSETT BROOK MIDDLE SCHOOL					
West Wing #1 Common Area					
HP Laser Jet Pro M402dn / 40 PPM PHBQF43026 / 05233 1,000,000 / 10/2015 Black Network Printer OSV	15,777  0	30,484  0	14,707  0	\$0.013750 \$202.22 \$0.00000 \$0.00	None at this time.
West Wing #2 Hall					
HP Laser Jet Pro M402dn / 40 PPM PHBQF43027 / 02989 1,000,000 / 10/2015 Black Network Printer OSV	15,218  0	34,721  0	19,503  0	\$0.013750 \$268.17 \$0.00000 \$0.00	None at this time.
Subtotals Black		391,422	\$2,121.88		
Subtotals Color		124,433	\$5,807.61		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 7/1/2017	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
FAYSTON ELEMENTARY SCHOOL						
Main Office						
Toshiba e-Studio 5005ac / 50 PPM CFDG61930 / 05210 3,000,000 / 01/2016 Color Photocopier OSV	0  0	27,415  18,209	27,415  18,209	\$0.003500 \$95.95 \$0.04329 \$788.27	None at this time.	
Room 15						
Toshiba e-Studio 8508A / 85 PPM CICG17115 / 05181 5,000,000 / 07/2016 Black Photocopier OSV	0  0	160,979  0	160,979  0	\$0.003200 \$515.13 \$0.00000 \$0.00	None at this time.	
Room 20						
Kyocera P2040dw / 40 PPM VD27408565 / 05208 1,000,000 / 04/2017 Black Network Printer OSV	0  0	5,737  0	5,737  0	\$0.010000 \$57.37 \$0.00000 \$0.00	None at this time.	
Room 22 Library						
HP Color Laserjet Pro M477fdn / 28 PPM VNB8J4N0B7 / 05032 500,000 / 10/2015 Color Laser MFP OSV	1,577  5,988	2,407  7,976	830  1,988	\$0.010000 \$8.30 \$0.08750 \$173.95	None at this time.	

***Date of Last Upgrade: 7/1/2017***

*Make-Model / Speed*

***Serial Number / Vendor ID***

*Life / Intro Date*

*Vendor*

**7/1/2017**  
***Meter***

**6/30/2018**  
***Meter***

**2017-18**

*Annual  
Volume*

*Cost/Copy*  
*Annual Cost*

## Recommendations

**FAYSTON ELEMENTARY SCHOOL**

**Subtotals Black**

**194,961**

**\$676.76**

### Subtotals Color

**20,197**

**\$962.22**

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 7/1/2017</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HARWOOD UNION HIGH SCHOOL</b>					
<b>Community Learning Center</b>					
Toshiba e-Studio 3005ac / 30 PPM	0	13,629	13,629	\$0.003500	None at this time.
CFDG57870 / 05109				\$47.70	
750,000 / 07/2016	0	3,653	3,653	\$0.04329	
Color Photocopier				\$158.14	
OSV					
<b>Kitchen Office</b>					
Kyocera P2040dw / 40 PPM	0	3,716	3,716	\$0.010000	None at this time.
VD27408527 / 05216				\$37.16	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
<b>Main Office (IT Staging)</b>					
Kyocera 306CI / 30 PPM	0	5,187	5,187	\$0.010000	None at this time.
V9W6401230 / 05180				\$51.87	
750,000 / 07/2016	0	2,367	2,367	\$0.08125	
Color Laser MFP				\$192.32	
OSV					
<b>Room 107</b>					
Kyocera P2040dw / 40 PPM	0	3,003	3,003	\$0.010000	None at this time.
VD27408509 / 05217				\$30.03	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2017</i>
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HARWOOD UNION HIGH SCHOOL</b>					
<b>Room 110</b>					
HP Color Laser Jet 500 M551 / 33 PPM CNCCF6L1GL / 05226 750,000 / 10/2011 Color Network Printer OSV	15,673	18,788	3,115	\$0.013750 \$42.83	7 years from Intro.
	23,534	26,716	3,182	\$0.12500 \$397.75	
<b>Room 118</b>					
HP Laser Jet 600 M604 / 52 PPM CNBCH700W3 / 05227 2,000,000 / 04/2015 Black Network Printer OSV	20,926	29,029	8,103	\$0.013750 \$111.42	None at this time.
	0	0	0	\$0.00000 \$0.00	
Toshiba e-Studio 8508A / 85 PPM CIAG15908 / 05105 5,000,000 / 07/2016 Black Photocopier OSV	0	221,511	221,511	\$0.003200 \$708.84	None at this time.
	0	0	0	\$0.00000 \$0.00	
<b>Room 124 Facilities</b>					
Kyocera 306CI / 30 PPM V9W6401416 / 05222 750,000 / 07/2016 Color Laser MFP OSV	0	787	787	\$0.010000 \$7.87	None at this time.
	0	1,287	1,287	\$0.08125 \$104.57	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 7/1/2017</i>	
	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>HARWOOD UNION HIGH SCHOOL</b>						
<b>Room 206 Library</b>						
HP Laser Jet 600 M604 / 52 PPM CNBCH700W2 / 05224 2,000,000 / 04/2015 Black Network Printer OSV	36,666  0	50,495  0	13,829  0	\$0.013750 \$190.15 \$0.00000 \$0.00	None at this time.	
Kyocera P6130cdn / 32 PPM V5Q7504846 / 04722 750,000 / 06/2015 Color Network Printer OSV	0  0	1,927  2,993	1,927  2,993	\$0.010000 \$19.27 \$0.08750 \$261.89	None at this time.	
<b>Room 207</b>						
Toshiba e-Studio 8508A / 85 PPM CICG17106 / 05107 5,000,000 / 07/2016 Black Photocopier OSV	0  0	131,070  0	131,070  0	\$0.003200 \$419.42 \$0.00000 \$0.00	None at this time.	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 7/1/2017	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
HARWOOD UNION HIGH SCHOOL						
Room 210						
HP Laser Jet 600 M604 / 52 PPM CNBCH700WF / 05225 2,000,000 / 04/2015 Black Network Printer OSV	65,816  0	93,621  0	27,805  0	\$0.013750 \$382.32 \$0.00000 \$0.00	None at this time.	
Kyocera P2040dw / 40 PPM VD27408524 / 05218 1,000,000 / 04/2017 Black Network Printer OSV	0  0	580  0	580  0	\$0.010000 \$5.80 \$0.00000 \$0.00		
Toshiba e-Studio 8508A / 85 PPM CIAG15910 / 05102 5,000,000 / 07/2016 Black Photocopier OSV	0  0	55,954  0	55,954  0	\$0.003200 \$179.05 \$0.00000 \$0.00		
Room 229						
HP Color Laser Jet M451dw / 21 PPM CNBJ204046 / 05223 500,000 / 02/2012 Color Network Printer OSV	3,727  6,839	3,969  8,074	242  1,235	\$0.013750 \$3.33 \$0.12500 \$154.38	None at this time.	



<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 7/1/2017</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HARWOOD UNION HIGH SCHOOL</b>					
<b>Room 302</b>					
Kyocera P6130cdn / 32 PPM	0	2,498	2,498	\$0.010000	None at this time.
V5Q7504876 / 04723				\$24.98	
750,000 / 06/2015	0	2,576	2,576	\$0.08750	
Color Network Printer				\$225.40	
OSV					
<b>Room 304</b>					
Kyocera P6130cdn / 32 PPM	0	2,320	2,320	\$0.010000	None at this time.
V5Q7504845 / 04724				\$23.20	
750,000 / 06/2015	0	1,456	1,456	\$0.08750	
Color Network Printer				\$127.40	
OSV					
<b>Room 307</b>					
Kyocera P2040dw / 40 PPM	0	817	817	\$0.010000	None at this time.
VD27408535 / 05219				\$8.17	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Kyocera P6130cdn / 32 PPM	0	10,815	10,815	\$0.010000	None at this time.
V5Q7504859 / 04725				\$108.15	
750,000 / 06/2015	0	2,911	2,911	\$0.08750	
Color Network Printer				\$254.71	
OSV					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 7/1/2017	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
HARWOOD UNION HIGH SCHOOL						
Room 308						
Kyocera P2040dw / 40 PPM VD27408532 / 05185 1,000,000 / 04/2017 Black Network Printer OSV	0  0	510  0	510  0	\$0.010000 \$5.10 \$0.00000 \$0.00	None at this time.	
Room 316 - 8th Grade						
Kyocera M2635dw / 35 PPM VCA6Y00827 / 04732 750,000 / 03/2017 Black Laser MFP OSV	0  0	48  0	48  0	\$0.010000 \$0.48 \$0.00000 \$0.00	Underused!	
Room 324						
Kyocera P6130cdn / 32 PPM V5Q7504883 / 04726 750,000 / 06/2015 Color Network Printer OSV	0  0	665  2,115	665  2,115	\$0.010000 \$6.65 \$0.08750 \$185.06	None at this time.	
Room 331						
Kyocera P6130cdn / 32 PPM V5Q7504860 / 04727 750,000 / 06/2015 Color Network Printer OSV	0  0	1,196  1,071	1,196  1,071	\$0.010000 \$11.96 \$0.08750 \$93.71	None at this time.	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2017</i>
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HARWOOD UNION HIGH SCHOOL</b>					
<b>Room 332</b>					
Kyocera P2040dw / 40 PPM VD27408529 / 05184 1,000,000 / 04/2017 Black Network Printer OSV	0	1,249	1,249	\$0.010000 \$12.49	None at this time.
	0	0	0	\$0.000000 \$0.00	
<b>Room 339 MS Office</b>					
Kyocera P2040dw / 40 PPM VD27408515 / 05221 1,000,000 / 04/2017 Black Network Printer OSV	0	19,204	19,204	\$0.010000 \$192.04	None at this time.
	0	0	0	\$0.000000 \$0.00	
Toshiba e-Studio 8508A / 85 PPM CICG17086 / 05104 5,000,000 / 07/2016 Black Photocopier OSV	0	195,355	195,355	\$0.003200 \$625.14	None at this time.
	0	0	0	\$0.000000 \$0.00	
<b>Room 405</b>					
HP Color Laser Jet M451dw / 21 PPM CNBJ204043 / 05230 500,000 / 02/2012 Color Network Printer OSV	11,722	12,684	962	\$0.013750 \$13.23	None at this time.
	11,721	13,086	1,365	\$0.125000 \$170.63	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 7/1/2017</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HARWOOD UNION HIGH SCHOOL</b>					
<b>Room 407 Main Office</b>					
Kyocera 306CI / 30 PPM	0	2,219	2,219	\$0.010000	None at this time.
V9W6401159 / 04735				\$22.19	
750,000 / 07/2016	0	12,434	12,434	\$0.08125	
Color Laser MFP				\$1,010.26	
OSV					
<b>Room 408 Left</b>					
Toshiba e-Studio 8508A / 85 PPM	0	64,119	64,119	\$0.003200	None at this time.
CIAG16050 / 05103				\$205.18	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
<b>Room 408 Right</b>					
Toshiba e-Studio 8508A / 85 PPM	0	228,117	228,117	\$0.003200	None at this time.
CICG17114 / 05101				\$729.97	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
<b>Room 409</b>					
HP Color Laser Jet 500 M551 / 33 PPM	5,433	5,541	108	\$0.013750	7 years from Intro. Underused!
CNCCF7K0MF / 05231				\$1.49	
750,000 / 10/2011	24,919	25,124	205	\$0.12500	
Color Network Printer				\$25.63	
OSV					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 7/1/2017</i>	
	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>HARWOOD UNION HIGH SCHOOL</b>						
<b>Room 414 Closet</b>						
Toshiba e-Studio 5005ac / 50 PPM CFDG61934 / 05113 3,000,000 / 01/2016 Color Photocopier OSV	0	23,896	23,896	\$0.003500 \$83.64	None at this time.	
	0	5,089	5,089	\$0.04329 \$220.30		
<b>Room 415 IT Office</b>						
HP Color Laser Jet 500 M551 / 33 PPM CNCCF6L1GH / 05228 750,000 / 10/2011 Color Network Printer OSV	1,052	1,299	247	\$0.013750 \$3.40	7 years from Intro.	
	2,637	3,443	806	\$0.12500 \$100.75		
<b>Room 500</b>						
Kyocera P2040dw / 40 PPM VD27408526 / 05220 1,000,000 / 04/2017 Black Network Printer OSV	0	1,032	1,032	\$0.010000 \$10.32	None at this time.	
	0	0	0	\$0.00000 \$0.00		
<b>Room 501</b>						
Kyocera P2040dw / 40 PPM VD27408523 / 05186 1,000,000 / 04/2017 Black Network Printer OSV	0	375	375	\$0.010000 \$3.75	Underused!	
	0	0	0	\$0.00000 \$0.00		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2017</i>
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HARWOOD UNION HIGH SCHOOL</b>					
<b>Room 502 Guidance Office</b>					
Toshiba e-Studio 5005ac / 50 PPM CFDG61915 / 05108 3,000,000 / 01/2016 Color Photocopier OSV	0	44,605	44,605	\$0.003500 \$156.12	None at this time.
	0	12,946	12,946	\$0.04329 \$560.43	
<b>Room 503</b>					
Kyocera P2040dw / 40 PPM VD27408521 / 05187 1,000,000 / 04/2017 Black Network Printer OSV	0	1,167	1,167	\$0.010000 \$11.67	None at this time.
	0	0	0	\$0.00000 \$0.00	
<b>Room 504 Guidance</b>					
Kyocera P2040dw / 40 PPM VD27408522 / 05188 1,000,000 / 04/2017 Black Network Printer OSV	0	7,753	7,753	\$0.010000 \$77.53	None at this time.
	0	0	0	\$0.00000 \$0.00	
Kyocera P6130cdn / 32 PPM V5Q7504877 / 04728 750,000 / 06/2015 Color Network Printer OSV	0	1,210	1,210	\$0.010000 \$12.10	Moved to Waitsfield Elementary.
	0	1,103	1,103	\$0.08750 \$96.51	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2017</i>
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HARWOOD UNION HIGH SCHOOL</b>					
<b>Room 504 Guidance Office</b>					
HP Color Laser Jet M451dw / 21 PPM CNDF510894 / 05038 500,000 / 02/2012 Color Network Printer OSV	2,712  17,530	3,612  18,340	900  810	\$0.013750 \$12.38 \$0.12500 \$101.25	None at this time.
<b>Room 509</b>					
Kyocera P2040dw / 40 PPM VD27408530 / 05189 1,000,000 / 04/2017 Black Network Printer OSV	0  0	341  0	341  0	\$0.010000 \$3.41 \$0.00000 \$0.00	Underused!
<b>Room 514</b>					
Kyocera P2040dw / 40 PPM VD27408531 / 05190 1,000,000 / 04/2017 Black Network Printer OSV	0  0	12  0	12  0	\$0.010000 \$0.12 \$0.00000 \$0.00	Underused!
Kyocera P6130cdn / 32 PPM V5Q7504874 / 04729 750,000 / 06/2015 Color Network Printer OSV	0  0	194  347	194  347	\$0.010000 \$1.94 \$0.08750 \$30.36	None at this time.

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 7/1/2017</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HARWOOD UNION HIGH SCHOOL</b>					
<b>Room 515</b>					
Kyocera P2040dw / 40 PPM	0	195	195	\$0.010000	Underused!
VD27408579 / 05191				\$1.95	
1,000,000 / 04/2017	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
OSV					
<b>Room 517 Nurse</b>					
Kyocera P2040dw / 40 PPM	0	6,749	6,749	\$0.010000	None at this time.
VD27408582 / 05192				\$67.49	
1,000,000 / 04/2017	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
OSV					
<b>Room 604 Athletic Director</b>					
HP Color Laserjet Pro M476dn / 21 PPM	0	10,206	10,206	\$0.013750	None at this time.
CNB8G496J7 /				\$140.33	
500,000 / 04/2014	0	4,326	4,326	\$0.125000	
Color Laser MFP				\$540.75	
OSV					
<b>Room 606</b>					
Kyocera P2040dw / 40 PPM	0	796	796	\$0.010000	None at this time.
VD27408581 / 05193				\$7.96	
1,000,000 / 04/2017	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
OSV					



<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2017</i>
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HARWOOD UNION HIGH SCHOOL</b>					
<b>Room 615</b>					
Kyocera P2040dw / 40 PPM	0	2,605	2,605	\$0.010000	None at this time.
VD27408578 / 05194				\$26.05	
1,000,000 / 04/2017	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
OSV					
<b>Room 623</b>					
Kyocera P2040dw / 40 PPM	0	1,237	1,237	\$0.010000	None at this time.
VD27408575 / 05195				\$12.37	
1,000,000 / 04/2017	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
OSV					
<b>Room 623B Music Office</b>					
Toshiba e-Studio 756 / 75 PPM	290,500	339,491	48,991	\$0.003700	None at this time.
CKJ211482 / 06140				\$181.27	
4,000,000 / 02/2012	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
OSV					
<b>Room 708 Athletic Trainer</b>					
Kyocera M2635dw / 35 PPM	0	4,574	4,574	\$0.010000	None at this time.
VCA6Y00831 / 04731				\$45.74	
750,000 / 03/2017	0	0	0	\$0.000000	
Black Laser MFP				\$0.00	
OSV					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 7/1/2017</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HARWOOD UNION HIGH SCHOOL</b>					
<b>Room 711</b>					
Kyocera P2040dw / 40 PPM	0	1,766	1,766	\$0.010000	None at this time.
VD27408570 / 05196				\$17.66	
1,000,000 / 04/2017	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
OSV					
<b>Room 809</b>					
Kyocera 306CI / 30 PPM	0	4,999	4,999	\$0.010000	None at this time.
V9W6401417 / 05120				\$49.99	
750,000 / 07/2016	0	1,888	1,888	\$0.08125	
Color Laser MFP				\$153.40	
OSV					
<b>Room 811</b>					
Kyocera P6130cdn / 32 PPM	0	1,009	1,009	\$0.010000	None at this time.
V5Q7504871 / 04730				\$10.09	
750,000 / 06/2015	0	2,676	2,676	\$0.08750	
Color Network Printer				\$234.15	
OSV					
<b>Room 813</b>					
Kyocera P6130cdn / 32 PPM	0	1,492	1,492	\$0.010000	None at this time.
V5Q7605064 / 05211				\$14.92	
750,000 / 06/2015	0	3,803	3,803	\$0.08750	
Color Network Printer				\$332.76	
OSV					

***Date of Last Upgrade: 7/1/2017***

*Make-Model / Speed*

***Serial Number / Vendor ID***

*Life / Intro Date*

**7/1/2017**  
***Meter***

**6/30/2018**  
***Meter***

**2017-18  
Annual  
Volume**

*Cost/Copy*  
*Annual Cost*

## Recommendations

# HARWOOD UNION HIGH SCHOOL

<b>Subtotals Black</b>	<b>1,187,011</b>	<b>\$5,179.65</b>
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<b>Subtotals Color</b>	<b>72,644</b>	<b>\$5,732.51</b>
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<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 7/1/2017</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>		
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
			<i>Volume</i>	<i>Annual Cost</i>	
<b>HUUSD CENTRAL OFFICE</b>					
<b>Accounting</b>					
HP Laser Jet Pro M402dn / 40 PPM	19,824	29,897	10,073	\$0.013750	None at this time.
PHBQC04295 / 05033				\$138.50	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>OSV</b>					
<b>Accounts Payable</b>					
Kyocera P2040dw / 40 PPM	0	25,891	25,891	\$0.010000	None at this time.
VD27408572 / 05209				\$258.91	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>OSV</b>					
<b>Human Resources</b>					
Kyocera P2040dw / 40 PPM	0	10,419	10,419	\$0.010000	None at this time.
VD27408564 / 05182				\$104.19	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>OSV</b>					
<b>Main Office</b>					
Toshiba e-Studio 5005ac / 50 PPM	0	98,694	98,694	\$0.003500	None at this time.
CFDG61913 / 05119				\$345.43	
3,000,000 / 01/2016	0	25,167	25,167	\$0.04329	
Color Photocopier				\$1,089.48	
<b>OSV</b>					

Date of Last Upgrade: 7/1/2017					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
HUUSD CENTRAL OFFICE					
Special Ed					
Kyocera P6130cdn / 32 PPM V5Q7605067 / 05212 750,000 / 06/2015 Color Network Printer OSV	0	9,234	9,234	\$0.010000 \$92.34	None at this time.
	0	6,668	6,668	\$0.08750 \$583.45	
Superintendent's Office					
Kyocera P6130cdn / 32 PPM V5Q7605074 / 05215 750,000 / 06/2015 Color Network Printer OSV	0	312	312	\$0.010000 \$3.12	None at this time.
	0	263	263	\$0.08750 \$23.01	
Superintendent's Secretary					
Kyocera M2635dw / 35 PPM VCA6Y00826 / 04733 750,000 / 03/2017 Black Laser MFP OSV	0	18,301	18,301	\$0.010000 \$183.01	None at this time.
	0	0	0	\$0.00000 \$0.00	
Subtotals Black		172,924	\$1,125.50		
Subtotals Color		32,098	\$1,695.94		

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 7/1/2017</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MORETOWN ELEMENTARY SCHOOL</b>					
<b><i>Hallway of Rooms 11 and 12</i></b>					
Kyocera P2040dw / 40 PPM	0	6,859	6,859	\$0.010000	None at this time.
VD27408553 / 05197				\$68.59	
1,000,000 / 04/2017	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
OSV					
<b><i>Library</i></b>					
Kyocera P2040dw / 40 PPM	0	8,794	8,794	\$0.010000	None at this time.
VD27408577 / 05198				\$87.94	
1,000,000 / 04/2017	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
OSV					
<b><i>Main Office Copy Room</i></b>					
Toshiba e-Studio 6506AC / 65 PPM	0	139,739	139,739	\$0.003500	None at this time.
CHEG18488 / 05099				\$489.09	
4,000,000 / 07/2016	0	63,667	63,667	\$0.04329	
Color Photocopier				\$2,756.14	
OSV					
<b><i>Principal's Office</i></b>					
Kyocera P6130cdn / 32 PPM	0	679	679	\$0.010000	None at this time.
V5Q7605068 / 05213				\$6.79	
750,000 / 06/2015	0	1,049	1,049	\$0.08750	
Color Network Printer				\$91.79	
OSV					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 7/1/2017</i> <i>2017-18</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
		<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>					
<b>MORETOWN ELEMENTARY SCHOOL</b>								
<b>Room 04 Pre-School</b>								
Kyocera P2040dw / 40 PPM		0	1,050	1,050		\$0.010000		None at this time.
VD27408562 / 05201						\$10.50		
1,000,000 / 04/2017		0	0	0		\$0.000000		
Black Network Printer						\$0.00		
OSV								
<b>Room 05 Kindergarten</b>								
Kyocera P2040dw / 40 PPM		0	4,359	4,359		\$0.010000		None at this time.
VD27408563 / 05202						\$43.59		
1,000,000 / 04/2017		0	0	0		\$0.000000		
Black Network Printer						\$0.00		
OSV								
<b>Room 19</b>								
Kyocera P2040dw / 40 PPM		0	632	632		\$0.010000		None at this time.
VD27408574 / 05200						\$6.32		
1,000,000 / 04/2017		0	0	0		\$0.000000		
Black Network Printer						\$0.00		
OSV								
<b>Room 20</b>								
Kyocera P2040dw / 40 PPM		0	1,428	1,428		\$0.010000		None at this time.
VD27408571 / 05199						\$14.28		
1,000,000 / 04/2017		0	0	0		\$0.000000		
Black Network Printer						\$0.00		
OSV								

***Date of Last Upgrade: 7/1/2017***

*Make-Model / Speed*

***Serial Number / Vendor ID***

*Life / Intro Date*

*Vendor*

**7/1/2017**  
***Meter***

**6/30/2018**  
***Meter***

**2017-18**

*Annual  
Volume*

*Cost/Copy*  
*Annual Cost*

## Recommendations

# MORETOWN ELEMENTARY SCHOOL

**Subtotals Black**

**163,540**

**\$727.10**

### Subtotals Color

**64,716**

**\$2,847.93**



<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 7/1/2017</i> <i>2017-18</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	7/1/2017 Meter	6/30/2018 Meter						
<b>THATCHER BROOK PRIMARY SCHOO</b>								
<b>Art Printer - Room 311</b>								
HP Color Laser Jet M451dn / 21 PPM	501	641	140			\$0.013750		None at this time.
CNDFG01366 / 05235						\$1.93		
500,000 / 02/2012	2,525	3,705	1,180			\$0.12500		
Color Network Printer						\$147.50		
OSV								
<b>Café Printer</b>								
HP Laser Jet Pro M402dn / 40 PPM	612	2,492	1,880			\$0.013750		None at this time.
PHBVD15484 / 05239						\$25.85		
1,000,000 / 10/2015	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								
<b>Computer Lab Printer</b>								
HP Laser Jet Pro M402dn / 40 PPM	1,818	2,816	998			\$0.013750		None at this time.
PHBQC28372 / 05237						\$13.72		
1,000,000 / 10/2015	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								
<b>Library Copier - Room 312/315</b>								
Toshiba e-Studio 8508A / 85 PPM	0	170,713	170,713			\$0.003200		None at this time.
CIAG15904 / 05111						\$546.28		
5,000,000 / 07/2016	0	0	0			\$0.00000		
Black Photocopier						\$0.00		
OSV								

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 7/1/2017</i> <i>2017-18</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	7/1/2017 Meter	6/30/2018 Meter						
<b>THATCHER BROOK PRIMARY SCHOO</b>								
<b><i>Library Printer - Parts Room</i></b>								
HP Laser Jet Pro M402dn / 40 PPM	4,413	9,782	5,369			\$0.013750		None at this time.
PHBQC28362 / 05236						\$73.82		
1,000,000 / 10/2015	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								
<b><i>Lighthouse Printer - Room 121</i></b>								
HP Laser Jet Pro M402dn / 40 PPM	4,540	9,716	5,176			\$0.013750		None at this time.
PHBQC28360 / 05245						\$71.17		
1,000,000 / 10/2015	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								
<b><i>Nurse Printer</i></b>								
HP Laser Jet Pro M402dn / 40 PPM	1,615	3,589	1,974			\$0.013750		None at this time.
PHB5G01330 / 05242						\$27.14		
1,000,000 / 10/2015	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								
<b><i>NW 1 Printer - Room 201</i></b>								
HP Laser Jet Pro M402dn / 40 PPM	4,909	11,090	6,181			\$0.013750		None at this time.
PHBQC28363 / 05243						\$84.99		
1,000,000 / 10/2015	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 7/1/2017</i> <i>2017-18</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	7/1/2017 Meter	6/30/2018 Meter						
<b>THATCHER BROOK PRIMARY SCHOO</b>								
<b>NW2 Printer - Room 301</b>								
HP Laser Jet Pro M402dn / 40 PPM	17,189	39,612	22,423			\$0.013750		None at this time.
PHBQC28365 / 05241						\$308.32		
1,000,000 / 10/2015	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								
<b>NWB Printer - Room 102</b>								
HP Laser Jet Pro M402dn / 40 PPM	6,664	12,834	6,170			\$0.013750		None at this time.
PHBQC28361 / 05238						\$84.84		
1,000,000 / 10/2015	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								
<b>Office Copier - Copier Room</b>								
Toshiba e-Studio 8508A / 85 PPM	0	422,181	422,181			\$0.003200		None at this time.
CIAG16067 / 05106						\$1,350.98		
5,000,000 / 07/2016	0	0	0			\$0.00000		
Black Photocopier						\$0.00		
OSV								
<b>Office Multi - Main Office</b>								
Toshiba e-Studio 5005ac / 50 PPM	0	39,914	39,914			\$0.003500		None at this time.
CFDG61928 / 05118						\$139.70		
3,000,000 / 01/2016	0	15,471	15,471			\$0.04329		
Color Photocopier						\$669.74		
OSV								

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 7/1/2017</i> <i>2017-18</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	7/1/2017 Meter	6/30/2018 Meter						
<b>THATCHER BROOK PRIMARY SCHOO</b>								
<b>Support Color - Support Office</b>								
Kyocera P6130cdn / 32 PPM	0	1,420	1,420			\$0.010000		None at this time.
V5Q7605072 / 05214						\$14.20		
750,000 / 06/2015	0	6,995	6,995			\$0.08750		
Color Network Printer						\$612.06		
OSV								
<b>Support Printer - Support Office</b>								
HP Laser Jet Pro M402dn / 40 PPM	21,339	38,085	16,746			\$0.013750		None at this time.
PHBQC28364 / 05244						\$230.26		
1,000,000 / 10/2015	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								
<b>SW1 Printer - Room 235/238</b>								
HP Laser Jet Pro M402dn / 40 PPM	10,568	18,246	7,678			\$0.013750		None at this time.
PHBQC28370 / 05240						\$105.57		
1,000,000 / 10/2015	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								
<b>SW2 Printer - Room 330</b>								
HP Laser Jet Pro M402dn / 40 PPM	18,239	33,807	15,568			\$0.013750		None at this time.
PHBQC28366 / 02993						\$214.06		
1,000,000 / 10/2015	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								

					Date of Last Upgrade: 7/1/2017	
Make-Model / Speed						
Serial Number / Vendor ID			2017-18			
Life / Intro Date	7/1/2017	6/30/2018	Annual	Cost/Copy		
Vendor	Meter	Meter	Volume	Annual Cost	Recommendations	
THATCHER BROOK PRIMARY SCHOO						
SWB Printer - Room 102						
HP Laser Jet Pro M401dn / 35 PPM	32,110	32,370	260	\$0.013750	Underused!	
VNB4F03589 / 05114				\$3.58		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
OSV						
Subtotals Black			724,791	\$3,296.40		
Subtotals Color			23,646	\$1,429.30		

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 7/1/2017</i>  <i>Recommendations</i>	
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>		
<b>WAITSFIELD ELEMENTARY SCHOOL</b>						
<b>Library</b>						
HP Color Laser Jet M451dw / 21 PPM CNDF510894 / 05038 500,000 / 02/2012 Color Network Printer OSV	1,622 13,404	2,712 17,530	1,090 4,126	\$0.013750 \$14.99 \$0.12500 \$515.75	Moved to HUHS Rm 504	
Kyocera P6130cdn / 32 PPM V5Q7504877 / 04728 750,000 / 06/2015 Color Network Printer OSV	1,210 1,103	2,025 5,527	815 4,424	\$0.010000 \$8.15 \$0.08750 \$387.10	None at this time.	
<b>Main Office</b>						
HP Laser Jet 600 M605 / 52 PPM CNBCHDK04S / 05036 2,000,000 / 04/2017 Black Network Printer OSV	13,836 0	24,842 0	11,006 0	\$0.013750 \$151.33 \$0.00000 \$0.00	None at this time.	

<i>Make-Model / Speed</i>		<i>Date of Last Upgrade: 7/1/2017</i>			
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>WAITSFIELD ELEMENTARY SCHOOL</b>					
<b>Main Office Copy Room</b>					
Toshiba e-Studio 3005ac / 30 PPM	11,649	11,649	0	\$0.003200	Loaner; returned 10/2017.
CFGG39169 / 05291				\$0.00	
750,000 / 07/2016	1,971	1,971	0	\$0.00000	
Color Photocopier				\$0.00	
<b>OSV</b>					
Toshiba e-Studio 8508A / 85 PPM	0	45,139	45,139	\$0.003200	Replaced under warranty with CIFG20420.
CICG17117 / 05183				\$144.44	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>OSV</b>					
Toshiba e-Studio 8508A / 85 PPM	0	131,090	131,090	\$0.003200	None at this time.
CIFG20420 / 05183				\$419.49	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>OSV</b>					
<b>Resource Room</b>					
Kyocera P2040dw / 40 PPM	0	6,453	6,453	\$0.010000	None at this time.
VD27408568 / 05203				\$64.53	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>OSV</b>					
<b>Subtotals Black</b>			<b>195,593</b>	<b>\$802.93</b>	
<b>Subtotals Color</b>			<b>8,550</b>	<b>\$902.85</b>	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 7/1/2017</i> <i>2017-18</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	7/1/2017 Meter	6/30/2018 Meter						
<b>WARREN SCHOOL</b>								
<b>Copy Room</b>								
Toshiba e-Studio 5005ac / 50 PPM	0	112,936	112,936			\$0.003500		None at this time.
CFCG51331 /						\$395.28		
3,000,000 / 01/2016	0	55,463	55,463			\$0.04329		
Color Photocopier						\$2,400.99		
OSV								
<b>Heidi - Writing</b>								
Kyocera P2040dw / 40 PPM	0	3,851	3,851			\$0.010000		None at this time.
VD27408573 / 05204						\$38.51		
1,000,000 / 04/2017	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								
<b>Library</b>								
Kyocera P2040dw / 40 PPM	0	1,296	1,296			\$0.010000		None at this time.
VD27408560 / 05205						\$12.96		
1,000,000 / 04/2017	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								
<b>Principal's Office</b>								
HP Laser Jet Pro M401dne / 35 PPM	20,872	22,604	1,732			\$0.013750		None at this time.
VNG4805354 / 05031						\$23.82		
750,000 / 01/2013	0	0	0			\$0.00000		
Black Network Printer						\$0.00		
OSV								



<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 7/1/2017</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>		
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>WARREN SCHOOL</b>					
<b>Room 17 Special Ed</b>					
Kyocera P2040dw / 40 PPM	0	4,313	4,313	\$0.010000	None at this time.
VD27408569 / 05207				\$43.13	
1,000,000 / 04/2017	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
OSV					
<b>Room 25 Special Ed</b>					
Kyocera P2040dw / 40 PPM	0	4,648	4,648	\$0.010000	None at this time.
VD27408576 / 05206				\$46.48	
1,000,000 / 04/2017	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
OSV					
<b>Upstairs Hallway</b>					
Toshiba e-Studio 556 / 55 PPM	660,465	725,157	64,692	\$0.003700	None at this time.
CGHC18089 / 02015				\$239.36	
3,000,000 / 02/2012	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
OSV					
<b>Subtotals Black</b>			<b>193,468</b>	<b>\$799.53</b>	
<b>Subtotals Color</b>			<b>55,463</b>	<b>\$2,400.99</b>	

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<i>District Wide Black Totals</i>	3,223,710	\$14,729.75
<i>District Wide Color Totals</i>	401,747	\$21,779.35

## 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 7/1/2017** with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2017-18 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

### BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
3,223,710	\$0.017129	\$55,218.93

### CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
3,223,710	\$0.00457	\$14,732.35	\$40,486.58	\$202,432.90

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$40,486.58 in 1 year as a client.*

***\$40,486.58 = Cost Savings!***

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

## *Projected Equipment Costs by Building - Black*

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Crossett Brook Middle School	391,422	\$2,181.79	\$1,942.24	\$6,427.86	\$10,551.89
Fayston Elementary School	194,961	\$695.82	\$967.40	\$3,201.62	\$4,864.84
Harwood Union High School	1,187,011	\$5,325.36	\$5,889.95	\$19,492.89	\$30,708.20
HUUSD Central Office	172,924	\$1,157.26	\$858.05	\$2,839.73	\$4,855.04
Moretown Elementary School	163,540	\$747.73	\$811.49	\$2,685.63	\$4,244.85
Thatcher Brook Primary School	724,791	\$3,389.47	\$3,596.41	\$11,902.39	\$18,888.28
Waitsfield Elementary School	195,593	\$825.55	\$970.53	\$3,211.99	\$5,008.07
Warren School	193,468	\$821.92	\$959.99	\$3,177.10	\$4,959.01
<b>Total</b>	<b>3,223,710</b>	<b>\$15,144.91</b>	<b>\$15,996.05</b>	<b>\$52,939.21</b>	<b>\$84,080.17</b>

### *SPC Equipment Bids:*

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

## *Projected Equipment Costs by Building - Color*

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

Building	Projected Color Volume	Service & Supply Cost
Crossett Brook Middle School	124,433	\$5,969.92
Fayston Elementary School	20,197	\$989.12
Harwood Union High School	72,644	\$5,892.89
HUUSD Central Office	32,098	\$1,743.37
Moretown Elementary School	64,716	\$2,927.54
Thatcher Brook Primary School	23,646	\$1,469.29
Waitsfield Elementary School	8,550	\$928.13
Warren School	55,463	\$2,468.10
<b>Total</b>	<b>401,747</b>	<b>\$22,388.37</b>

## *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. **Current year's increase is 2.8%.**

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Office Systems of Vermont	Black Laser MFP	22,923	\$0.01000	\$229.23	\$0.01028	\$235.65
Office Systems of Vermont	Black Network Printer	150,723	\$0.01000	\$1,507.23	\$0.01028	\$1,549.43
Office Systems of Vermont	Black Network Printer	227,805	\$0.01375	\$3,132.32	\$0.01414	\$3,221.16
Office Systems of Vermont	Black Photocopier	2,091,770	\$0.00320	\$6,693.66	\$0.00329	\$6,881.92
Office Systems of Vermont	Black Photocopier	113,683	\$0.00370	\$420.63	\$0.00380	\$432.00
Office Systems of Vermont	Color Laser MFP	27,831	\$0.01000	\$278.31	\$0.01028	\$286.10
Office Systems of Vermont	Color Laser MFP	10,206	\$0.01375	\$140.33	\$0.01414	\$144.31
Office Systems of Vermont	Color Network Printer	35,786	\$0.01000	\$357.86	\$0.01028	\$367.88
Office Systems of Vermont	Color Network Printer	6,804	\$0.01375	\$93.56	\$0.01414	\$96.21
Office Systems of Vermont	Color Photocopier	0	\$0.00320	\$0.00	\$0.00329	\$0.00
Office Systems of Vermont	Color Photocopier	536,179	\$0.00350	\$1,876.63	\$0.00360	\$1,930.24
<b>Total</b>		<b>3,223,710</b>	<b>\$0.00457</b>	<b>\$14,729.75</b>	<b>\$0.00470</b>	<b>\$15,144.91</b>

## *Service & Supply Usage Profile by Vendor - Color*

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

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Office Systems of Vermont	Color Laser MFP	29,064	\$0.08125	\$2,361.45	\$0.08352	\$2,427.43
Office Systems of Vermont	Color Laser MFP	1,988	\$0.08750	\$173.95	\$0.08995	\$178.82
Office Systems of Vermont	Color Laser MFP	4,326	\$0.12500	\$540.75	\$0.12850	\$555.89
Office Systems of Vermont	Color Network Printer	40,450	\$0.08750	\$3,539.38	\$0.08995	\$3,638.48
Office Systems of Vermont	Color Network Printer	12,909	\$0.12500	\$1,613.63	\$0.12850	\$1,658.81
Office Systems of Vermont	Color Photocopier	0	\$0.00000	\$0.00	\$0.00000	\$0.00
Office Systems of Vermont	Color Photocopier	313,010	\$0.04329	\$13,550.20	\$0.04450	\$13,928.95
<b>Total</b>		<b>401,747</b>	<b>\$0.05421</b>	<b>\$21,779.35</b>	<b>\$0.05573</b>	<b>\$22,388.37</b>

## *Reprographic Equipment Assessment*

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

<b>Total Number of Units</b>	<b>116</b>
<b>Total Number of Units on Lease</b>	<b>76</b>
<b>Total Number of Units Owned</b>	<b>40</b>
<b>Lease Company</b>	<b>Norway Savings Bank</b>
<b>Lease Start Date</b>	<b>7/1/2017</b>
<b>Lease End Date</b>	<b>8/1/2021</b>
<b>Term</b>	<b>5 Annual</b>
<b>Annual Payment usually due on 8/1</b>	<b>\$52,939.21</b>
<b>Remaining Payments</b>	<b>3</b>

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



*Leased Equipment*

Building	Make/Model	Serial Number
Crossett Brook Middle School	Toshiba e-Studio 8508A	CIAG15905
Crossett Brook Middle School	Kyocera 306CI	V9W6401241
Crossett Brook Middle School	Toshiba e-Studio 5005ac	CFDG61931
Fayston Elementary School	Toshiba e-Studio 5005ac	CFDG61930
Fayston Elementary School	Kyocera P2040dw	VD27408565
Fayston Elementary School	Toshiba e-Studio 8508A	CICG17115
Harwood Union High School	Kyocera P6130cdn	V5Q7504883
Harwood Union High School	Kyocera P6130cdn	V5Q7504876
Harwood Union High School	Kyocera 306CI	V9W6401230
Harwood Union High School	Kyocera P2040dw	VD27408527
Harwood Union High School	Toshiba e-Studio 8508A	CIAG16050
Harwood Union High School	Kyocera P2040dw	VD27408570
Harwood Union High School	Kyocera P2040dw	VD27408581
Harwood Union High School	Kyocera P2040dw	VD27408531
Harwood Union High School	Kyocera 306CI	V9W6401416
Harwood Union High School	Toshiba e-Studio 8508A	CICG17106
Harwood Union High School	Kyocera P2040dw	VD27408582
Harwood Union High School	Toshiba e-Studio 8508A	CIAG15910
Harwood Union High School	Toshiba e-Studio 8508A	CICG17114
Harwood Union High School	Kyocera P6130cdn	V5Q7504846
Harwood Union High School	Toshiba e-Studio 8508A	CIAG15908
Harwood Union High School	Kyocera P2040dw	VD27408529
Harwood Union High School	Kyocera P2040dw	VD27408535
Harwood Union High School	Toshiba e-Studio 8508A	CICG17086
Harwood Union High School	Kyocera P6130cdn	V5Q7504845
Harwood Union High School	Kyocera 306CI	V9W6401159

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Harwood Union High School	Kyocera P2040dw	VD27408522
Harwood Union High School	Kyocera P6130cdn	V5Q7504874
Harwood Union High School	Kyocera P2040dw	VD27408521
Harwood Union High School	Kyocera P2040dw	VD27408530
Harwood Union High School	Kyocera P2040dw	VD27408575
Harwood Union High School	Kyocera P2040dw	VD27408578
Harwood Union High School	Kyocera P2040dw	VD27408579
Harwood Union High School	Kyocera P2040dw	VD27408532
Harwood Union High School	Kyocera P6130cdn	V5Q7504859
Harwood Union High School	Toshiba e-Studio 3005ac	CFDG57870
Harwood Union High School	Kyocera P6130cdn	V5Q7504871
Harwood Union High School	Kyocera P6130cdn	V5Q7605064
Harwood Union High School	Kyocera M2635dw	VCA6Y00827
Harwood Union High School	Kyocera P2040dw	VD27408526
Harwood Union High School	Kyocera P2040dw	VD27408523
Harwood Union High School	Toshiba e-Studio 5005ac	CFDG61915
Harwood Union High School	Toshiba e-Studio 5005ac	CFDG61934
Harwood Union High School	Kyocera 306CI	V9W6401417
Harwood Union High School	Kyocera P6130cdn	V5Q7504860
Harwood Union High School	Kyocera P2040dw	VD27408515
Harwood Union High School	Kyocera M2635dw	VCA6Y00831
Harwood Union High School	Toshiba e-Studio 756	CKJ211482
Harwood Union High School	Kyocera P2040dw	VD27408509
Harwood Union High School	Kyocera P2040dw	VD27408524
HUUSD Central Office	Kyocera P6130cdn	V5Q7605074
HUUSD Central Office	Kyocera P6130cdn	V5Q7605067
HUUSD Central Office	Kyocera M2635dw	VCA6Y00826
HUUSD Central Office	Toshiba e-Studio 5005ac	CFDG61913

Building	Make/Model	Serial Number
HUUSD Central Office	Kyocera P2040dw	VD27408564
HUUSD Central Office	Kyocera P2040dw	VD27408572
Moretown Elementary School	Kyocera P2040dw	VD27408574
Moretown Elementary School	Kyocera P2040dw	VD27408563
Moretown Elementary School	Kyocera P2040dw	VD27408577
Moretown Elementary School	Kyocera P2040dw	VD27408553
Moretown Elementary School	Kyocera P2040dw	VD27408562
Moretown Elementary School	Kyocera P6130cdn	V5Q7605068
Moretown Elementary School	Kyocera P2040dw	VD27408571
Moretown Elementary School	Toshiba e-Studio 6506AC	CHEG18488
Thatcher Brook Primary School	Toshiba e-Studio 8508A	CIAG15904
Thatcher Brook Primary School	Toshiba e-Studio 8508A	CIAG16067
Thatcher Brook Primary School	Kyocera P6130cdn	V5Q7605072
Thatcher Brook Primary School	Toshiba e-Studio 5005ac	CFDG61928
Waitsfield Elementary School	Toshiba e-Studio 8508A	CIFG20420
Waitsfield Elementary School	Kyocera P2040dw	VD27408568
Waitsfield Elementary School	Kyocera P6130cdn	V5Q7504877
Warren School	Kyocera P2040dw	VD27408569
Warren School	Kyocera P2040dw	VD27408576
Warren School	Kyocera P2040dw	VD27408573
Warren School	Kyocera P2040dw	VD27408560
Warren School	Toshiba e-Studio 5005ac	CFCG51331

*Owned Equipment*

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Crossett Brook Middle School	Kyocera P2040dw	VD26Z03748
Crossett Brook Middle School	Kyocera P2040dw	VD26Z03737
Crossett Brook Middle School	Kyocera P2040dw	VD26Z03727
Crossett Brook Middle School	Kyocera P2040dw	VD26Z03736
Crossett Brook Middle School	Kyocera P2040dw	VD26Z03734
Crossett Brook Middle School	HP Laser Jet Pro M402dn	PHBQF43034
Crossett Brook Middle School	HP Laser Jet Pro M401dn	VNB4F03604
Crossett Brook Middle School	HP Laser Jet Pro M402dn	BRBSJ1D1XR
Crossett Brook Middle School	HP Laser Jet Pro M402dn	PHBQF43026
Crossett Brook Middle School	Kyocera P2040dw	VD26Z03730
Crossett Brook Middle School	HP Laser Jet Pro M402dn	PHBQD44661
Crossett Brook Middle School	HP Laser Jet Pro M402dn	PHBQF43027
Fayston Elementary School	HP Color Laserjet Pro M477fdn	VNB8J4N0B7
Harwood Union High School	HP Color Laser Jet M451dw	CNDF510894
Harwood Union High School	HP Laser Jet 600 M604	CNBCH700WF
Harwood Union High School	HP Color Laser Jet M451dw	CNBJ204046
Harwood Union High School	HP Laser Jet 600 M604	CNBCH700W3
Harwood Union High School	HP Color Laser Jet 500 M551	CNCCF7K0MF
Harwood Union High School	HP Laser Jet 600 M604	CNBCH700W2
Harwood Union High School	HP Color Laser Jet 500 M551	CNCCF6L1GL
Harwood Union High School	HP Color Laserjet Pro M476dn	CNB8G496J7
Harwood Union High School	HP Color Laser Jet 500 M551	CNCCF6L1GH
Harwood Union High School	HP Color Laser Jet M451dw	CNBJ204043
HUUSD Central Office	HP Laser Jet Pro M402dn	PHBQC04295
Thatcher Brook Primary School	HP Laser Jet Pro M402dn	PHBQC28362
Thatcher Brook Primary School	HP Color Laser Jet M451dn	CNDFG01366
Thatcher Brook Primary School	HP Laser Jet Pro M401dn	VNB4F03589

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Thatcher Brook Primary School	HP Laser Jet Pro M402dn	PHBQC28365
Thatcher Brook Primary School	HP Laser Jet Pro M402dn	PHBQC28360
Thatcher Brook Primary School	HP Laser Jet Pro M402dn	PHB5G01330
Thatcher Brook Primary School	HP Laser Jet Pro M402dn	PHBQC28364
Thatcher Brook Primary School	HP Laser Jet Pro M402dn	PHBVD15484
Thatcher Brook Primary School	HP Laser Jet Pro M402dn	PHBQC28366
Thatcher Brook Primary School	HP Laser Jet Pro M402dn	PHBQC28361
Thatcher Brook Primary School	HP Laser Jet Pro M402dn	PHBQC28372
Thatcher Brook Primary School	HP Laser Jet Pro M402dn	PHBQC28370
Thatcher Brook Primary School	HP Laser Jet Pro M402dn	PHBQC28363
Waitsfield Elementary School	HP Laser Jet 600 M605	CNBCHDK04S
Warren School	HP Laser Jet Pro M401dne	VNG4805354
Warren School	Toshiba e-Studio 556	CGHC18089



## 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:

Title:

Date:

Signature: \_\_\_\_\_

**AGREED AND ACCEPTED BY:**  
**Client**

By:

Title:

Date:

Signature: \_\_\_\_\_

*StarDoc User Names*

Name	User Name
Justin Griffith	jgriffith@wwsu.org
Michelle Baker	mbaker@wwsu.org
Phil Hayes	phayes@wwsu.org
Taggert Haslam	thaslam@wwsu.org

\*If you need to verify your password or if you need to add users, please contact Alex Webster at [awebster@spccopypro.com](mailto:awebster@spccopypro.com)





## Benefits of partnering with SPC

### Top Benefits to **our CLIENTS**:

#### 1. Cooperative Buying

y 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 clients with over 1,000 devices doing more than 100 million copies and prints per year. Annually, we purchase approximately 1,000 units running over 100 million prints
- We will ***save you time*** by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.
- We will ***save you frustration***. We manage your contracts for up to five years from the date of installation.

#### 2. Exclusive STARDoc Software

- Maps all devices and sets up Interactive Live Floor Plans of all printing devices, showing you a before and After upgrade look provides a visual for all decision makers over the next five years.
- S.A. 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, 100 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 10-15 years of guaranteed performance - lags copying trends within your organization such as over usage
- You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem

#### 6. Vendor Neutral

- SPC does not recommend just one brand - we suggest what's best for you with serviceability in mind.
- We present you with the bid results and offer recommendations, yet the decision is yours to make.

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

***Based on current actual volumes and CPCs, SPC has generated***

***Annual Savings of more than \$2.5 million for all of our clients.***

***That translates into Savings of more than \$12 million over five years!***



## SPC Values Our Vendors

### Overall Benefits to our VENDORS

- Opportunities brought to you Annually, we purchase approximately 1,000 units running over 10 million prints
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- Additional 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 Analysisatching up the machine to installation site.
- Schedule and coordinate Vendor meeting with Client.
- Cover the cost of SP 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

- Early 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.
- S A oc System for Tracking And Reporting Documents manages the budget.
- Annual reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

### Why do some vendors hesitate to bid?

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

**SPC manages over 4,100 pieces of equipment;**  
**Our relationship with our vendors has never been stronger!**