



Specialized Purchasing Consultants

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2018-2019 Annual Report

Year - End Photocopier Analysis

With projected costs for 2019-2020

**Michelle Baker
Harwood Unified
Union School District
340 Mad River Park
Suite 7
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Michelle Baker
Harwood Unified Union School District

"Protecting Your Copier Interests"

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Meet Your Team



Skip Tilton, President
Billie Jo Tilton, Vice President

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



Jessica Paradis
Accounting Coordinator

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

Alex Webster
Operations & Marketing Manager

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



Pam Weed
Client-Vendor Relations

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

Robert Dutil
Information Technology

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



Jamin Tilton
Operations Support

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

James Cartwright
Operations Support

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



Heidi Tilton
Office Support

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

Equipment Health Status

Total Number of Machines: **116**

Total Black Photocopiers:	16
Total Color Photocopiers:	16
Total Black Network Printers:	63
Total Color Network Printers:	21
Total Removed From Service:	0

of Units OFF Warranty: **0**

of Units Approaching End of Warranty: **11**

of Units Overused: **0**

of Units Underused: **0**

Commencement Date: 07/01/2017

of Annual Payments Left on Lease: **2**

All Warranties and Service Contracts Expire: 06/30/2022

SPC's FM Audit Print Management Software Loaded: Yes

Printer Contract Signed: Yes

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

Dear Michelle,

Your Color printing increased by 13% last year while the industry is experiencing a rapid increase in color...19% from last year. Note also that your color was already higher than the industry average of 216 copies per student. You are currently at 237 copies per student! The good news is that SPC has developed **Right Size Print Management Software (RS-PMS)** that can control of this cost with your next upgrade which could happen as soon as 2020. See pages 18-21
Note also that CPC's have come down and that it is estimated that we could drop your Cost for Color to **save you \$7,000 annually** with an upgrade. We also anticipate that with implementing RS-PMS we could drop your Copies per student ratios which would lead to greater savings.

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
Crossett Brook Middle School	Room 126 PE Office	HP Laser Jet Pro M401dn	VNB4F03604	OSV	06/01/2012
Harwood Union High School	Room 110	HP Color Laser Jet 500 M551	CNCCF6L1GL	OSV	10/01/2011
Harwood Union High School	Room 229	HP Color Laser Jet M451dw	CNBJ204046	OSV	02/01/2012
Harwood Union High School	Room 405	HP Color Laser Jet M451dw	CNBJ204043	OSV	02/01/2012
Harwood Union High School	Room 409	HP Color Laser Jet 500 M551	CNCCF7K0MF	OSV	10/01/2011
Harwood Union High School	Room 415 IT Office	HP Color Laser Jet 500 M551	CNCCF6L1GH	OSV	10/01/2011
Harwood Union High School	Room 504 Guidance Office	HP Color Laser Jet M451dw	CNDF510894	OSV	02/01/2012
Harwood Union High School	Room 623B Music Office	Toshiba e-Studio 756	CKJ211482	OSV	02/01/2012
Thatcher Brook Primary School	Art Printer - Room 311	HP Color Laser Jet M451dn	CNDFG01366	OSV	02/01/2012
Thatcher Brook Primary School	SWB Printer - Room 102	HP Laser Jet Pro M401dn	VNB4F03589	OSV	06/01/2012
Warren School	Upstairs Hallway	Toshiba e-Studio 556	CGHC18089	OSV	02/01/2012

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
BROTHER QL-820NWB	E8Z480302	10.11.23.67	2019-09-16 11:15:40
EPSON SC-P600 Series	UN4Y011019	10.11.26.210	2019-06-13 11:15:33
EPSON SC-P600 Series	UN4Y018450	10.11.26.53	2019-09-16 11:15:40
Epson Stylus Pro 3880	LPJE018691	10.11.24.16	2019-08-22 11:15:37
Epson Stylus Pro 3880	LPJE044971	10.11.24.26	2019-08-22 11:15:37
HP Officejet Pro X476dn MFP	CN584KK0Q5	192.168.12.187	2018-07-17 08:07:02
HP PRO 8100	CN26BBQ1S105MX	192.168.15.94	2019-09-16 11:15:40
HP PRO 8100	CN26BBQ21H05MX	192.168.14.153	2019-09-16 11:15:40
HP PRO 8600	CN1BA1T0R705KC	192.168.8.150	2019-09-16 11:15:40



SPC Timeline

1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Reports

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

2001 Solid-Ink Printers and Meter Collection

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

2002 Bond Counsel Review

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

2003 Contracts and Warranties Updated

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

2005 Economic Municipal Relief Fund Established

2006 Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience.

2007 Insurance Fund

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

2012 STARDoc - Print Management Software Developed and Implemented

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



SPC Timeline

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

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

2015 STARDoc - Mapping Options and Asset Management

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

2018 STARDoc - Improved Pinpointing of Budget and Communications

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

2019 STARDoc – Service Histories, Chromebook Bid & Papercut Installers

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

2020 SPC Roadmap

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



STARDoc Features

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

Floorplan Administration

Who Benefits? Business Manager and IT

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

Contacts Page

Who Benefits? Business Manager and IT

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



STARDoc Features

Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Tracks additional non-contract devices
- IP Addresses and MAC addresses automatically imported
- Strikethrough on machines that have been removed

Monthly Audits

Who Benefits? Business Manager and Superintendent

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

Timeline

Who Benefits? Business Manager

- Track historical volume and cost per building

Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client



STARDoc Features


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

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

Over-Budget Report

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

Over Budget



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

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

Previous Next

Check Black/Color Default Close



In The Pipeline...

Five Year Fleet Management (FYFM)

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

Purpose of FYFM:

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

Setting up Future Budgets:

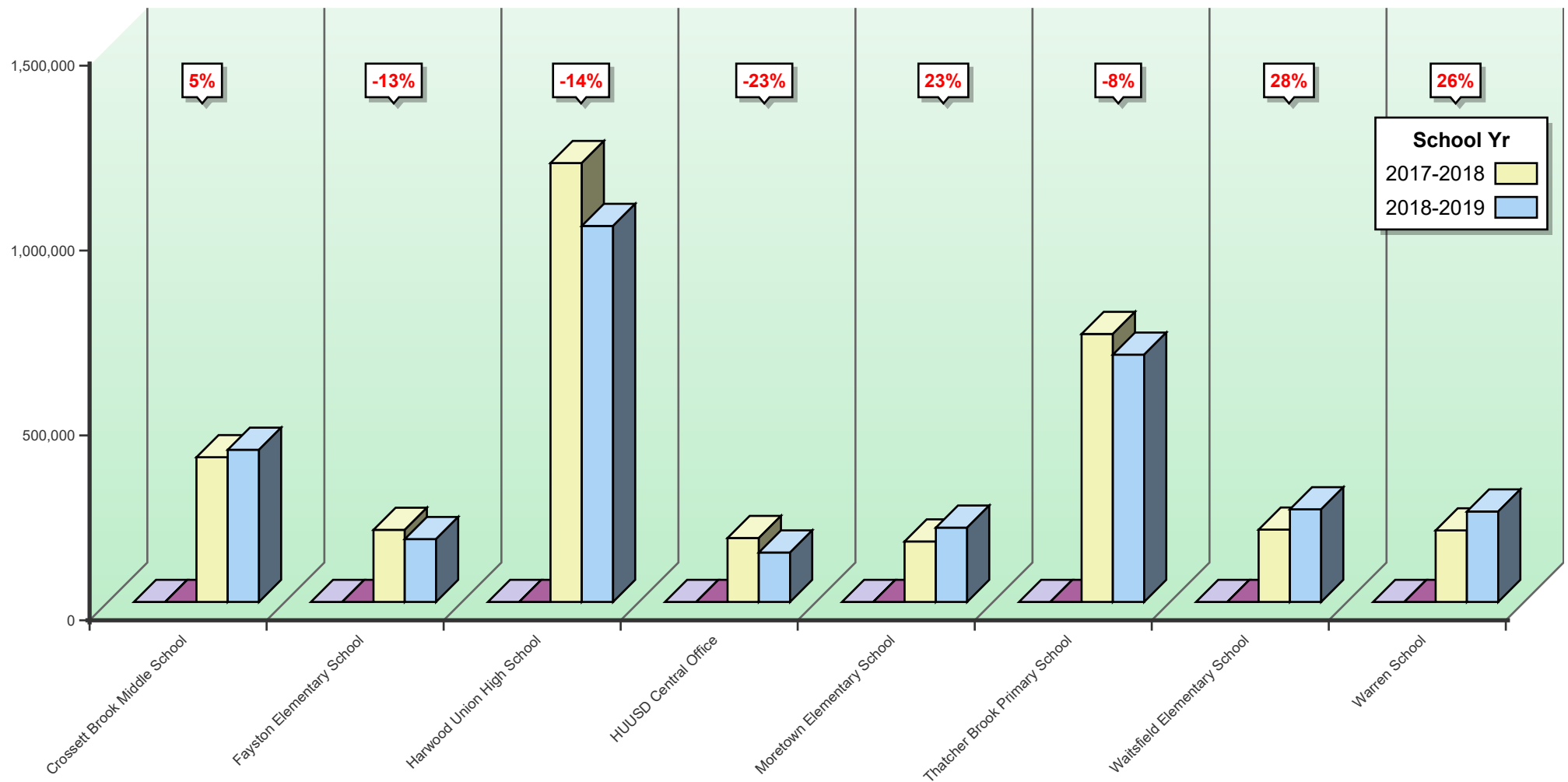
Projecting out your cost is crucial in setting up your budgets. With FYFM you will be able to take control of your future cost for the entire life of your fleet of copiers, MFP's and printers. STARDoc currently studies your printing habits and projects out for about eight months. FYFM will be able to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

Problematic Machines:

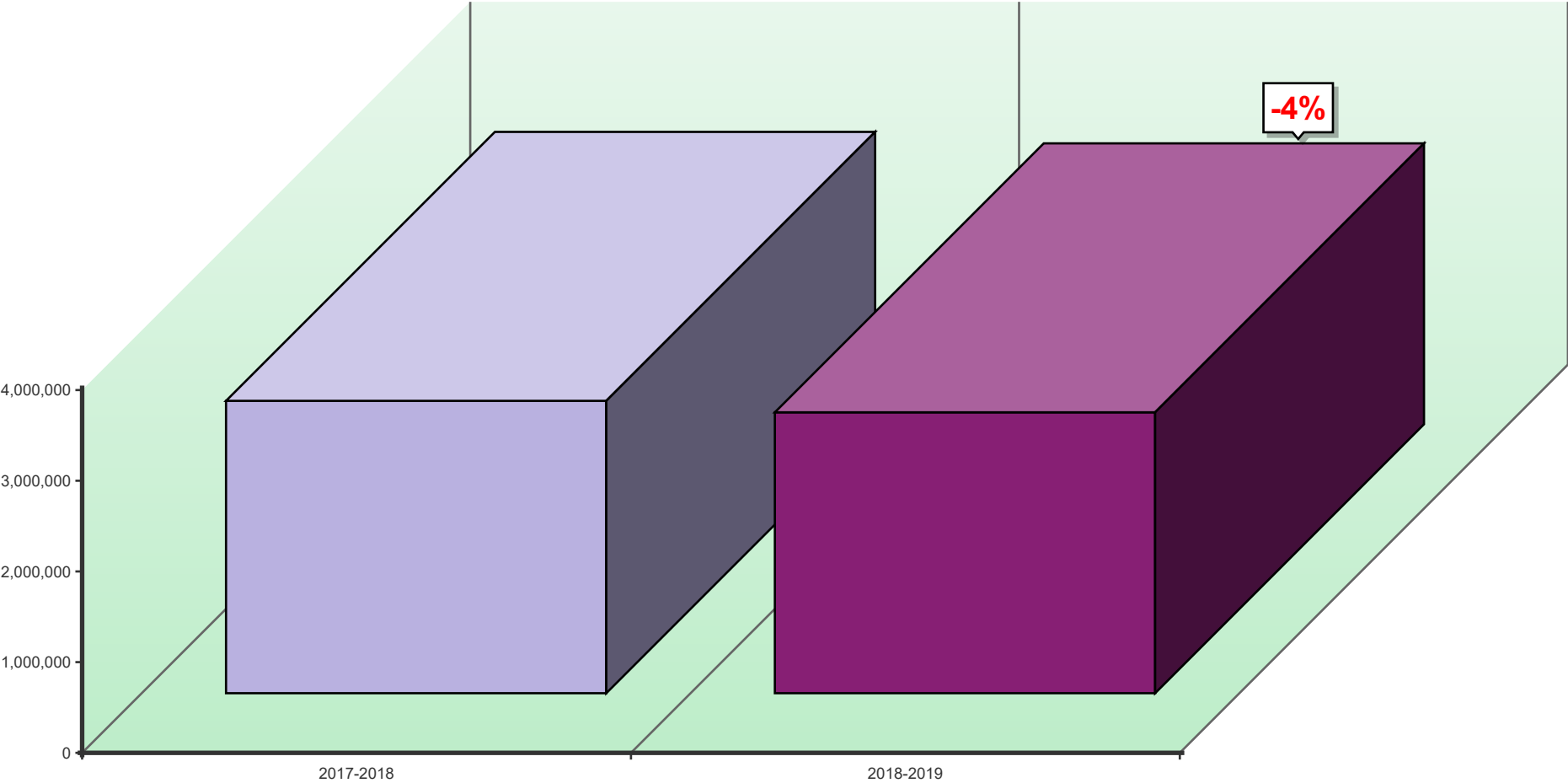
How would you know if your equipment is truly malfunctioning and needs to be replaced under warranty? FYFM will compare your service calls to all SPC's clients for like models and speeds. It will provide you with the number of service calls in a fiscal year and the average copies between calls so that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

Annual Black Volume by Location

Harwood Unified Union School District



Annual Black Volume Overall



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

Average Student-to-Copy Usage - Black

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Crossett Brook Middle School	285	411,541	\$11,514.70	1,444	\$40.40
Fayston Elementary School	97	169,990	\$4,453.75	1,752	\$45.91
Harwood Union High School	614	1,016,908	\$27,470.78	1,656	\$44.74
HUUSD Central Office	0	133,734	\$4,027.81	0	\$0.00
Moretown Elementary School	165	201,000	\$5,392.74	1,218	\$32.68
Thatcher Brook Primary School	444	668,771	\$18,375.05	1,506	\$41.39
Waitsfield Elementary School	148	250,535	\$6,763.18	1,693	\$45.70
Warren School	157	244,631	\$6,568.75	1,558	\$41.84
Totals	1,910	3,097,110	\$84,566.75	1,622	\$44.28

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

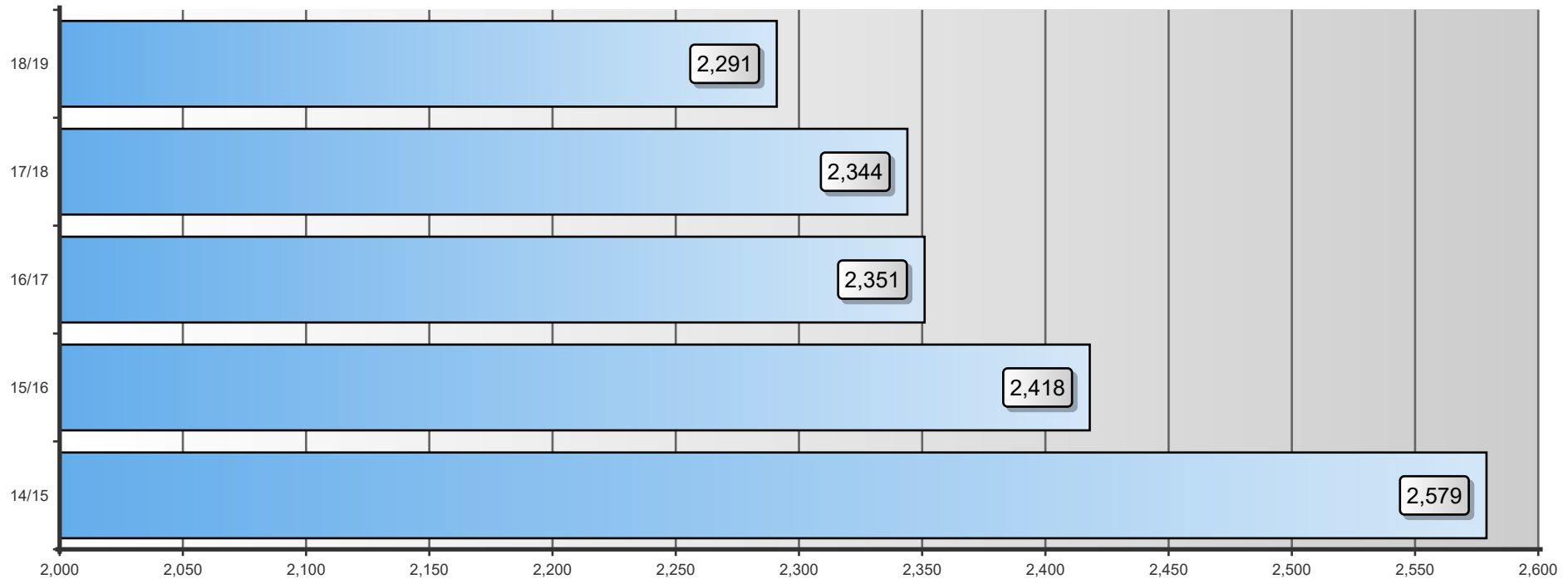
Industry Average Copies per Student - Black

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,897	192,210,359	\$4,000,539.34	2,291	\$47.68

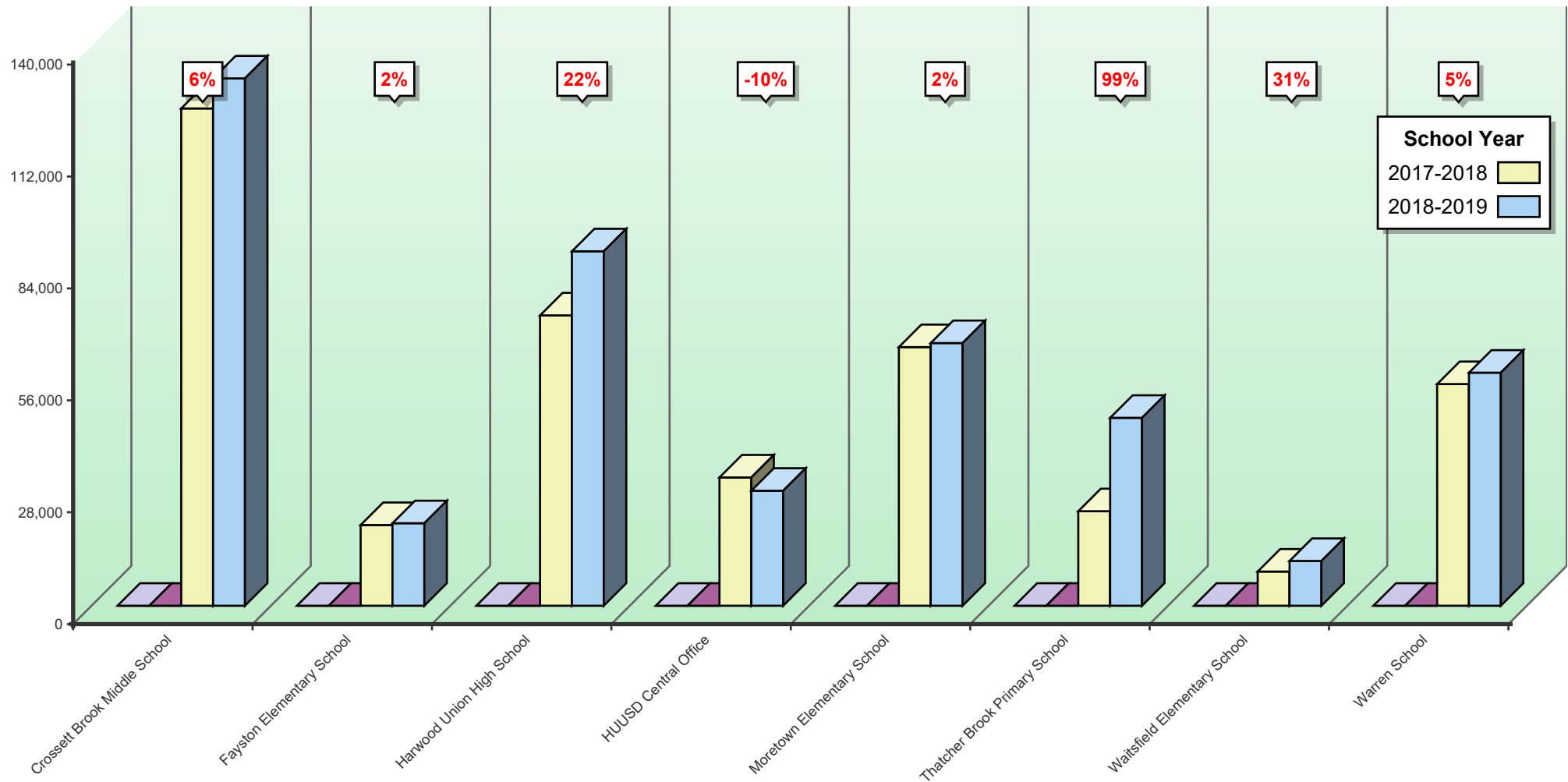
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.

Average Copies Per Student - Black

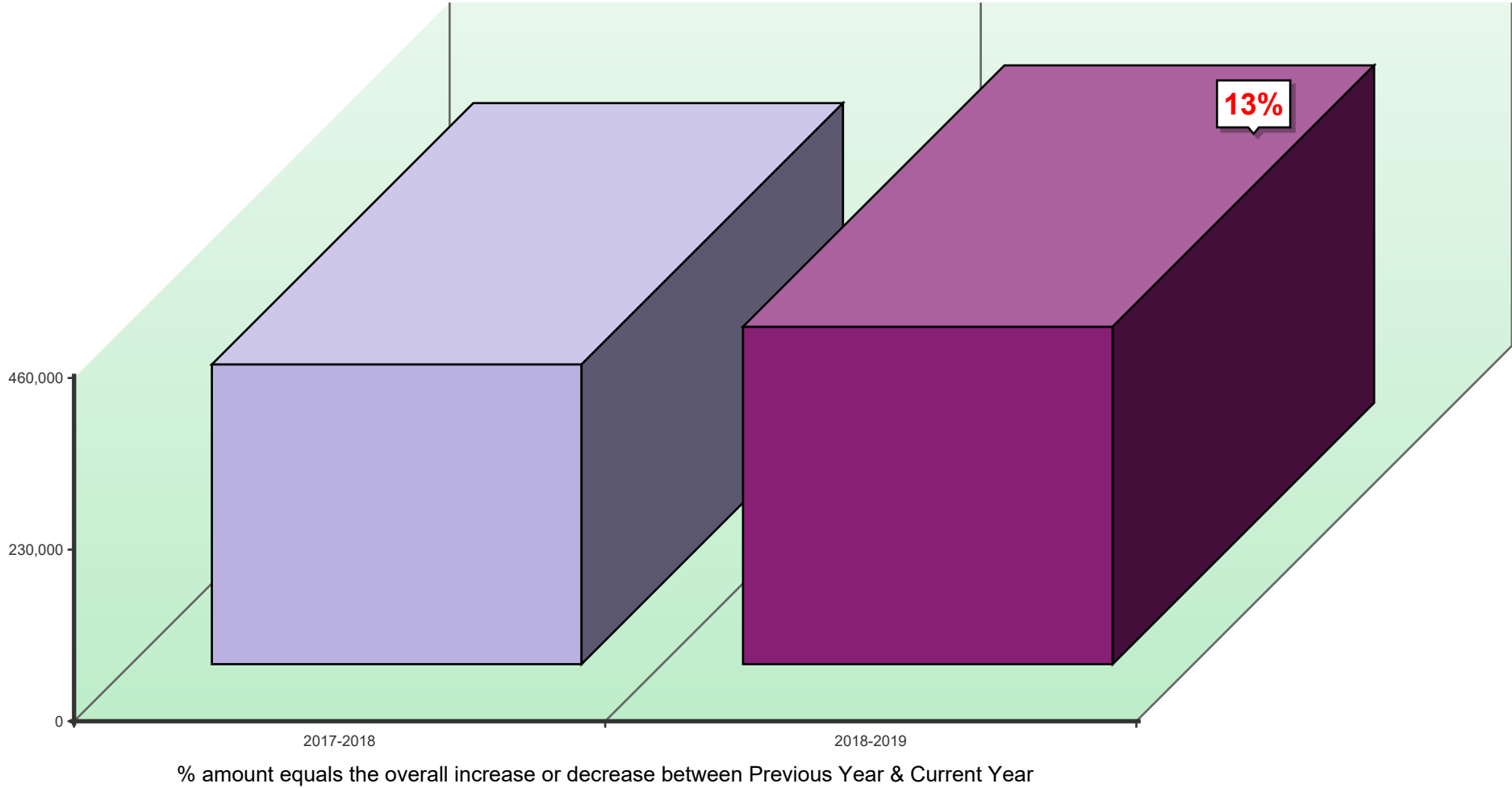


Annual Color Volume by Location

Harwood Unified Union School District



Annual Color Volume Overall



Average Student-to-Copy Usage - Color

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Crossett Brook Middle School	285	131,946	\$6,550.37	463	\$22.98
Fayston Elementary School	97	20,647	\$990.25	213	\$10.21
Harwood Union High School	614	88,686	\$7,021.92	144	\$11.44
HUUSD Central Office	0	28,768	\$1,463.08	0	\$0.00
Moretown Elementary School	165	65,724	\$3,097.30	398	\$18.77
Thatcher Brook Primary School	444	47,022	\$2,617.86	106	\$5.90
Waitsfield Elementary School	148	11,207	\$1,028.24	76	\$6.95
Warren School	157	58,320	\$2,647.14	371	\$16.86
Totals	1,910	452,320	\$25,416.17	237	\$13.31

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

Note: STARDoc tool will flag any future high color usage. See page 11 of STARDoc Features. Current industry ratio averages 216 color prints per student per year. Your color volume this year averages 237 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

District Wide Black Totals **3,097,110** **\$14,602.86**

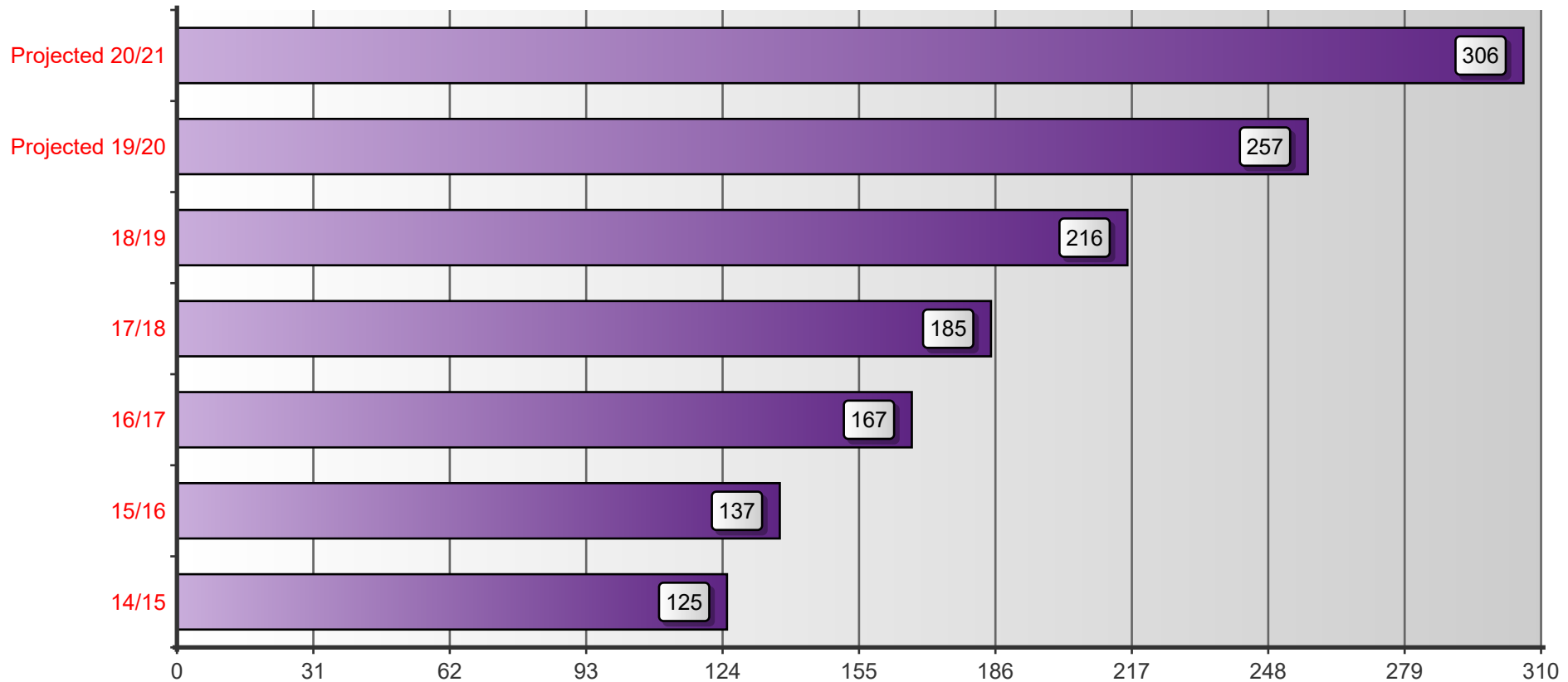
District Wide Color Totals **452,320** **\$24,917.77**

Industry Average Copies per Student - Color

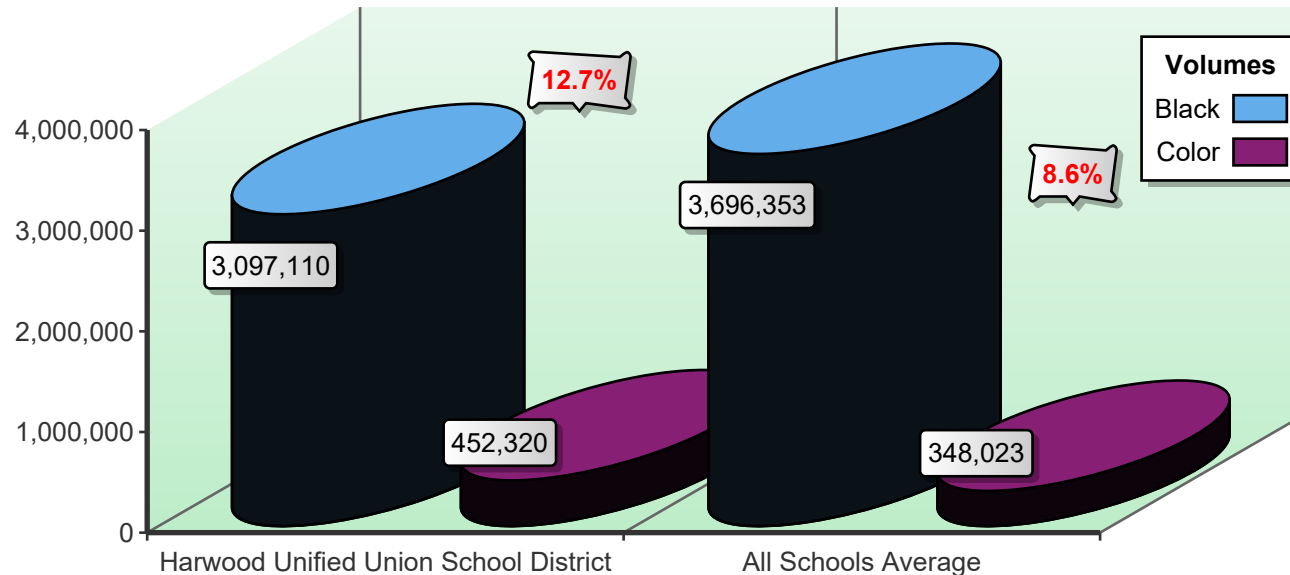
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/Student Populations	83,897	18,097,200	\$926,143.97	216	\$11.04

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



Color-to-Total Volume Comparison



SPC Analysis

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

Taking Control

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

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

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

Other beneficial features include Follow-Me Printing.

Usage Profile for Service & Supplies

Harwood Unified Union School District

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

Serial Number/Vendor Machine ID

Life/Intro Date

Vendor

07/01/2018

Meter

06/30/2019

Meter

2018-2019

Annual

Volume

Cost/Copy

Annual Cost

Recommendations

Crossett Brook Middle School

Hall of Room #108

HP Laser Jet Pro M402dn / 40 PPM
PHBQD44661 / 05232
1,000,000 / 10/2015
Black Network Printer
OSV

18,308

24,300

5,992

\$0.01414

None at this time.

\$84.73

0

0

0

\$0.00000

\$0.00

Learning Center

HP Laser Jet Pro M402dn / 40 PPM
BRBSJ1D1XR / 02990
1,000,000 / 10/2015
Black Network Printer
OSV

22,881

30,105

7,224

\$0.01414

None at this time.

\$102.15

0

0

0

\$0.00000

\$0.00

Library

Toshiba e-Studio 5005ac / 50 PPM
CFDG61931 / 05115
3,000,000 / 01/2016
Color Photocopier
OSV

35,351

86,038

50,687

\$0.00360

High Color volume. Install Print
Management Software.

\$182.47

113,345

231,187

117,842

\$0.04450

\$5,243.97

Harwood Unified Union School District					
Make-Model/Speed					
Serial Number/Vendor Machine ID			2018-2019		
Life/Intro Date	07/01/2018	06/30/2019	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	Recommendations
Mail Room					
Toshiba e-Studio 8508A / 85 PPM	265,542	535,960	270,418	\$0.00329	None at this time.
CIAG15905 / 05112				\$889.68	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Main Office					
Kyocera 306CI / 30 PPM	13,809	28,221	14,412	\$0.01028	High Color CPC. Convert to B/W MFP.
V9W6401241 / 04734				\$148.16	
750,000 / 07/2016	11,088	25,192	14,104	\$0.08352	
Color Laser MFP				\$1,177.97	
OSV					
North Wing #2 Common Area					
HP Laser Jet Pro M402dn / 40 PPM	27,739	40,560	12,821	\$0.01414	None at this time.
PHBQF43034 / 02991				\$181.29	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Harwood Unified Union School Dis					
Make-Model/Speed					
Serial Number/Vendor Machine ID			2018-2019		
Life/Intro Date	07/01/2018	06/30/2019	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	Recommendations
Room 119 - Cassels					
Kyocera P2040dw / 40 PPM	2,852	8,055	5,203	\$0.01028	None at this time.
VD26Z03748 / 05362				\$53.49	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 126 PE Office					
HP Laser Jet Pro M401dn / 35 PPM	23,215	26,356	3,141	\$0.01414	7 years from Intro.
VNB4F03604 / 05234				\$44.41	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 142 - Zima					
Kyocera P2040dw / 40 PPM	801	2,076	1,275	\$0.01028	None at this time.
VD26Z03730 / 05361				\$13.11	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 203 - Burke					
Kyocera P2040dw / 40 PPM	718	2,305	1,587	\$0.01028	None at this time.
VD26Z03734 / 05363				\$16.31	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 204 - Ritter					
Kyocera P2040dw / 40 PPM	772	3,023	2,251	\$0.01028	None at this time.
VD26Z03736 / 05366				\$23.14	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 225 - Spaulding					
Kyocera P2040dw / 40 PPM	2,685	6,420	3,735	\$0.01028	None at this time.
VD26Z03727 / 05364				\$38.40	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 236 - Kenney					
Kyocera P2040dw / 40 PPM	4,058	11,433	7,375	\$0.01028	None at this time.
VD26Z03737 / 05365				\$75.82	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
West Wing #1 Common Area					
HP Laser Jet Pro M402dn / 40 PPM	30,484	45,698	15,214	\$0.01414	None at this time.
PHBQF43026 / 05233				\$215.13	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
West Wing #2 Hall					
HP Laser Jet Pro M402dn / 40 PPM	34,721	44,927	10,206	\$0.01414	None at this time.
PHBQF43027 / 02989				\$144.31	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
<hr/>					
	Subtotal Black		411,541	\$2,212.58	
	Subtotal Color		131,946	\$6,421.94	

*Make-Model/Speed
Serial Number/VendorID
Life/Intro Date
Vendor*

*07/01/2018
Meter*

*06/30/2019
Meter*

*2018-2019
Annual
Volume*

*Cost/Copy
Annual Cost*

Recommendations

Fayston Elementary School

Main Office

Toshiba e-Studio 5005ac / 50 PPM	27,415	59,412	31,997	\$0.00360	None at this time.
CFDG61930 / 05210				\$115.19	
3,000,000 / 01/2016	18,209	37,711	19,502	\$0.04450	
Color Photocopier				\$867.84	
OSV					

Room 15

Toshiba e-Studio 8508A / 85 PPM	160,979	292,091	131,112	\$0.00329	None at this time.
CICG17115 / 05181				\$431.36	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					

Room 20

Kyocera P2040dw / 40 PPM	5,737	12,084	6,347	\$0.01028	None at this time.
VD27408565 / 05208				\$65.25	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed</i>					
<i>Serial Number/Vendor Machine ID</i>					
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>2018-2019</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
Room 22 Library					
HP Color Laserjet Pro M477fdn / 28 PPM	2,407	2,941	534	\$0.01028	None at this time.
VNB8J4N0B7 / 05032				\$5.49	
500,000 / 10/2015	7,976	9,121	1,145	\$0.08995	
Color Laser MFP				\$102.99	
OSV					
<hr/>					
		Subtotal Black	169,990	\$617.28	
		Subtotal Color	20,647	\$970.83	

*Make-Model/Speed
Serial Number/VendorID
Life/Intro Date
Vendor*

*07/01/2018
Meter*

*06/30/2019
Meter*

*2018-2019
Annual
Volume*

*Cost/Copy
Annual Cost*

Recommendations

Harwood Union High School

Community Learning Center

Toshiba e-Studio 3005ac / 30 PPM	13,629	21,533	7,904	\$0.00360	None at this time.
CFDG57870 / 05109				\$28.45	
750,000 / 07/2016	3,653	9,090	5,437	\$0.04450	
Color Photocopier				\$241.95	
OSV					

IT Room

Kyocera P2040dw / 40 PPM	1,249	1,358	109	\$0.01028	None at this time.
VD27408529 / 05184				\$1.12	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Kitchen Office

Kyocera P2040dw / 40 PPM	3,716	7,407	3,691	\$0.01028	None at this time.
VD27408527 / 05216				\$37.94	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Main Office (IT Staging)					
Kyocera 306CI / 30 PPM	5,187	8,251	3,064	\$0.01028	None at this time.
V9W6401230 / 05180				\$31.50	
750,000 / 07/2016	2,367	5,762	3,395	\$0.08352	
Color Laser MFP				\$283.55	
OSV					
Room 107					
Kyocera P2040dw / 40 PPM	3,003	6,511	3,508	\$0.01028	None at this time.
VD27408509 / 05217				\$36.06	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 110					
HP Color Laser Jet 500 M551 / 33 PPM	18,788	22,243	3,455	\$0.01414	8 years from Intro.
CNCCF6L1GL / 05226				\$48.85	
750,000 / 10/2011	26,716	31,426	4,710	\$0.12850	
Color Network Printer				\$605.24	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 118					
HP Laser Jet 600 M604 / 52 PPM	29,029	39,834	10,805	\$0.01414	None at this time.
CNBCH700W3 / 05227				\$152.78	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 118					
Toshiba e-Studio 8508A / 85 PPM	221,511	401,494	179,983	\$0.00329	None at this time.
CIAG15908 / 05105				\$592.14	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Room 124 Facilities					
Kyocera 306CI / 30 PPM	787	1,852	1,065	\$0.01028	None at this time.
V9W6401416 / 05222				\$10.95	
750,000 / 07/2016	1,287	2,780	1,493	\$0.08352	
Color Laser MFP				\$124.70	
OSV					

<i>Make-Model/Speed</i>					
<i>Serial Number/Vendor Machine ID</i>					
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>2018-2019</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
Room 206 Library					
Kyocera P6130cdn / 32 PPM	1,927	3,837	1,910	\$0.01028	None at this time.
V5Q7504846 / 04722				\$19.63	
750,000 / 06/2015	2,993	8,829	5,836	\$0.08995	
Color Network Printer				\$524.95	
OSV					
Room 206 Library					
HP Laser Jet 600 M604 / 52 PPM	50,495	66,394	15,899	\$0.01414	None at this time.
CNBCH700W2 / 05224				\$224.81	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 207					
Toshiba e-Studio 8508A / 85 PPM	131,070	208,301	77,231	\$0.00329	None at this time.
CICG17106 / 05107				\$254.09	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					

Harwood Unified Union School Dis					
Make-Model/Speed					
Serial Number/Vendor Machine ID			2018-2019		
Life/Intro Date	07/01/2018	06/30/2019	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	Recommendations
Room 210					
Kyocera P2040dw / 40 PPM	580	1,183	603	\$0.01028	None at this time.
VD27408524 / 05218				\$6.20	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 210					
HP Laser Jet 600 M604 / 52 PPM	93,621	105,115	11,494	\$0.01414	None at this time.
CNBCH700WF / 05225				\$162.53	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 210					
Toshiba e-Studio 8508A / 85 PPM	55,954	122,918	66,964	\$0.00329	None at this time.
CIAG15910 / 05102				\$220.31	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					

Make-Model/Speed**Serial Number/Vendor Machine ID****Life/Intro Date****Vendor****07/01/2018
Meter****06/30/2019
Meter****2018-2019
Annual
Volume****Cost/Copy
Annual Cost****Recommendations****Room 229**

HP Color Laser Jet M451dw / 21 PPM
 CNBJ204046 / 05223
 500,000 / 02/2012
 Color Network Printer
 OSV

3,969

4,187

218

\$0.01414

7 years from Intro.

\$3.08

8,074

9,164

1,090

\$0.12850

\$140.07

Room 302

Kyocera P6130cdn / 32 PPM
 V5Q7504876 / 04723
 750,000 / 06/2015
 Color Network Printer
 OSV

2,498

4,240

1,742

\$0.01028

None at this time.

\$17.91

2,576

6,002

3,426

\$0.08995

\$308.17

Room 304

Kyocera P6130cdn / 32 PPM
 V5Q7504845 / 04724
 750,000 / 06/2015
 Color Network Printer
 OSV

2,320

4,920

2,600

\$0.01028

None at this time.

\$26.73

1,456

3,513

2,057

\$0.08995

\$185.03

*Make-Model/Speed**Serial Number/Vendor Machine ID**Life/Intro Date**Vendor**07/01/2018
Meter**06/30/2019
Meter**2018-2019
Annual
Volume**Cost/Copy
Annual Cost**Recommendations***Room 307**

Kyocera P6130cdn / 32 PPM
V5Q7504859 / 04725
750,000 / 06/2015
Color Network Printer
OSV

10,815

21,363

10,548

\$0.01028

None at this time.

\$108.43

2,911

6,909

3,998

\$0.08995

\$359.62

Room 307 - IT STORAGE

Kyocera P2040dw / 40 PPM
VD27408535 / 05219
1,000,000 / 04/2017
Black Network Printer
OSV

817

3,858

3,041

\$0.01028

None at this time.

\$31.26

0

0

0

\$0.00000

\$0.00

Room 308

Kyocera P2040dw / 40 PPM
VD27408532 / 05185
1,000,000 / 04/2017
Black Network Printer
OSV

510

809

299

\$0.01028

None at this time.

\$3.07

0

0

0

\$0.00000

\$0.00

*Make-Model/Speed**Serial Number/Vendor Machine ID**Life/Intro Date**Vendor**07/01/2018
Meter**06/30/2019
Meter**2018-2019
Annual
Volume**Cost/Copy
Annual Cost**Recommendations***Room 316 - 8th Grade**

Kyocera M2635dw / 35 PPM	48	2,386	2,338	\$0.01028	None at this time.
VCA6Y00827 / 04732				\$24.03	
750,000 / 03/2017	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
OSV					

Room 324

Kyocera P6130cdn / 32 PPM	665	707	42	\$0.01028	None at this time.
V5Q7504883 / 04726				\$0.43	
750,000 / 06/2015	2,115	2,495	380	\$0.08995	
Color Network Printer				\$34.18	
OSV					

Room 331

Kyocera P6130cdn / 32 PPM	1,196	3,147	1,951	\$0.01028	None at this time.
V5Q7504860 / 04727				\$20.06	
750,000 / 06/2015	1,071	4,152	3,081	\$0.08995	
Color Network Printer				\$277.14	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 339 MS Office					
Kyocera P2040dw / 40 PPM	19,204	39,270	20,066	\$0.01028	None at this time.
VD27408515 / 05221				\$206.28	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 339 MS Office					
Toshiba e-Studio 8508A / 85 PPM	195,355	376,110	180,755	\$0.00329	None at this time.
CICG17086 / 05104				\$594.68	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Room 405					
HP Color Laser Jet M451dw / 21 PPM	12,684	13,399	715	\$0.01414	7 years from Intro.
CNBJ204043 / 05230				\$10.11	
500,000 / 02/2012	13,086	15,290	2,204	\$0.12850	
Color Network Printer				\$283.21	
OSV					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 407 Main Office					
Kyocera 306CI / 30 PPM	2,219	4,140	1,921	\$0.01028	None at this time.
V9W6401159 / 04735				\$19.75	
750,000 / 07/2016	12,434	24,164	11,730	\$0.08352	
Color Laser MFP				\$979.69	
OSV					
Room 408 Left					
Toshiba e-Studio 8508A / 85 PPM	64,119	144,486	80,367	\$0.00329	None at this time.
CIAG16050 / 05103				\$264.41	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Room 408 Right					
Toshiba e-Studio 8508A / 85 PPM	228,117	416,462	188,345	\$0.00329	None at this time.
CICG17114 / 05101				\$619.66	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					

<i>Make-Model/Speed</i>					
<i>Serial Number/Vendor Machine ID</i>			<i>2018-2019</i>	<i>Cost/Copy</i>	
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>		
Room 409					
HP Color Laser Jet 500 M551 / 33 PPM	5,541	5,804	263	\$0.01414	8 years from Intro.
CNCCF7K0MF / 05231				\$3.72	
750,000 / 10/2011	25,124	25,560	436	\$0.12850	
Color Network Printer				\$56.03	
OSV					
Room 414 Closet					
Toshiba e-Studio 5005ac / 50 PPM	23,896	42,481	18,585	\$0.00360	None at this time.
CFDG61934 / 05113				\$66.91	
3,000,000 / 01/2016	5,089	8,348	3,259	\$0.04450	
Color Photocopier				\$145.03	
OSV					
Room 415 IT Office					
HP Color Laser Jet 500 M551 / 33 PPM	1,299	1,422	123	\$0.01414	8 years from Intro.
CNCCF6L1GH / 05228				\$1.74	
750,000 / 10/2011	3,443	4,124	681	\$0.12850	
Color Network Printer				\$87.51	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 500					
Kyocera P2040dw / 40 PPM	1,032	1,045	13	\$0.01028	None at this time.
VD27408526 / 05220				\$0.13	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 501					
Kyocera P2040dw / 40 PPM	375	375	0	\$0.01028	None at this time.
VD27408523 / 05186				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 502 Guidance Office					
Toshiba e-Studio 5005ac / 50 PPM	44,605	80,968	36,363	\$0.00360	None at this time.
CFDG61915 / 05108				\$130.91	
3,000,000 / 01/2016	12,946	36,323	23,377	\$0.04450	
Color Photocopier				\$1,040.28	
OSV					

Make-Model/Speed**Serial Number/Vendor Machine ID****Life/Intro Date****Vendor****07/01/2018
Meter****06/30/2019
Meter****2018-2019
Annual
Volume****Cost/Copy
Annual Cost****Recommendations****Room 503**

Kyocera P2040dw / 40 PPM
 VD27408521 / 05187
 1,000,000 / 04/2017
 Black Network Printer
 OSV

1,167

3,012

1,845

\$0.01028

None at this time.

\$18.97

0

0

0

\$0.00000

\$0.00

Room 504 Guidance

Kyocera P2040dw / 40 PPM
 VD27408522 / 05188
 1,000,000 / 04/2017
 Black Network Printer
 OSV

7,753

10,514

2,761

\$0.01028

None at this time.

\$28.38

0

0

0

\$0.00000

\$0.00

Room 504 Guidance Office

HP Color Laser Jet M451dw / 21 PPM
 CNDF510894 / 05038
 500,000 / 02/2012
 Color Network Printer
 OSV

3,612

5,741

2,129

\$0.01414

7 years from Intro.

\$30.10

18,340

20,301

1,961

\$0.12850

\$251.99

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 509					
Kyocera P2040dw / 40 PPM	341	321	-20	\$0.01028	None at this time.
VD27408530 / 05189				\$-0.21	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 514					
Kyocera P2040dw / 40 PPM	12	1,686	1,674	\$0.01028	None at this time.
VD27408531 / 05190				\$17.21	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 514					
Kyocera P6130cdn / 32 PPM	194	384	190	\$0.01028	None at this time.
V5Q7504874 / 04729				\$1.95	
750,000 / 06/2015	347	773	426	\$0.08995	
Color Network Printer				\$38.32	
OSV					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 515					
Kyocera P2040dw / 40 PPM	195	942	747	\$0.01028	None at this time.
VD27408579 / 05191				\$7.68	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 517 Nurse					
Kyocera P2040dw / 40 PPM	6,749	12,256	5,507	\$0.01028	None at this time.
VD27408582 / 05192				\$56.61	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 604 Athletic Director					
HP Color Laserjet Pro M476dn / 21 PPM	10,206	12,244	2,038	\$0.01414	None at this time.
CNB8G496J7 /				\$28.82	
500,000 / 04/2014	4,326	5,643	1,317	\$0.12850	
Color Laser MFP				\$169.23	
OSV					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 606					
Kyocera P2040dw / 40 PPM	796	1,293	497	\$0.01028	None at this time.
VD27408581 / 05193				\$5.11	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 615					
Kyocera P2040dw / 40 PPM	2,605	4,613	2,008	\$0.01028	None at this time.
VD27408578 / 05194				\$20.64	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 623					
Kyocera P2040dw / 40 PPM	1,237	1,237	0	\$0.01028	None at this time.
VD27408575 / 05195				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 623B Music Office					
Toshiba e-Studio 756 / 75 PPM	339,491	386,468	46,977	\$0.00380	7 years from Intro.
CKJ211482 / 06140				\$178.51	
4,000,000 / 02/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Room 708 Athletic Trainer					
Kyocera M2635dw / 35 PPM	4,574	8,677	4,103	\$0.01028	None at this time.
VCA6Y00831 / 04731				\$42.18	
750,000 / 03/2017	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
OSV					
Room 711					
Kyocera P2040dw / 40 PPM	1,766	3,091	1,325	\$0.01028	None at this time.
VD27408570 / 05196				\$13.62	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 809					
Kyocera 306CI / 30 PPM	4,999	10,042	5,043	\$0.01028	None at this time.
V9W6401417 / 05120				\$51.84	
750,000 / 07/2016	1,888	2,899	1,011	\$0.08352	
Color Laser MFP				\$84.44	
OSV					
Room 811					
Kyocera P6130cdn / 32 PPM	1,009	1,822	813	\$0.01028	None at this time.
V5Q7504871 / 04730				\$8.36	
750,000 / 06/2015	2,676	6,120	3,444	\$0.08995	
Color Network Printer				\$309.79	
OSV					
Room 813					
Kyocera P6130cdn / 32 PPM	1,492	2,783	1,291	\$0.01028	None at this time.
V5Q7605064 / 05211				\$13.27	
750,000 / 06/2015	3,803	7,740	3,937	\$0.08995	
Color Network Printer				\$354.13	
OSV					
Subtotal Black			1,016,908	\$4,503.73	
Subtotal Color			88,686	\$6,884.21	

Make-Model/Speed
Serial Number/VendorID
Life/Intro Date
Vendor

07/01/2018
Meter

06/30/2019
Meter

2018-2019
Annual
Volume

Cost/Copy
Annual Cost

Recommendations

HUUSD Central Office

Accounting

HP Laser Jet Pro M402dn / 40 PPM	29,897	39,634	9,737	\$0.01414	None at this time.
PHBQC04295 / 05033				\$137.68	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Accounts Payable

Kyocera P2040dw / 40 PPM	25,891	51,247	25,356	\$0.01028	None at this time.
VD27408572 / 05209				\$260.66	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Human Resources

Kyocera P2040dw / 40 PPM	10,419	21,364	10,945	\$0.01028	None at this time.
VD27408564 / 05182				\$112.51	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Main Office					
Toshiba e-Studio 5005ac / 50 PPM	98,694	160,486	61,792	\$0.00360	None at this time.
CFDG61913 / 05119				\$222.45	
3,000,000 / 01/2016	25,167	50,542	25,375	\$0.04450	
Color Photocopier				\$1,129.19	
OSV					
Special Ed					
Kyocera P6130cdn / 32 PPM	9,234	15,414	6,180	\$0.01028	None at this time.
V5Q7605067 / 05212				\$63.53	
750,000 / 06/2015	6,668	9,605	2,937	\$0.08995	
Color Network Printer				\$264.18	
OSV					
Superintendent's Office					
Kyocera P6130cdn / 32 PPM	312	531	219	\$0.01028	None at this time.
V5Q7605074 / 05215				\$2.25	
750,000 / 06/2015	263	719	456	\$0.08995	
Color Network Printer				\$41.02	
OSV					

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

Kyocera M2635dw / 35 PPM

18,301

37,806

19,505

\$0.01028

None at this time.

VCA6Y00826 / 04733

\$200.51

750,000 / 03/2017

0

0

0

\$0.00000

Black Laser MFP

\$0.00

OSV

Subtotal Black**133,734****\$999.60****Subtotal Color****28,768****\$1,434.39**

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Moretown Elementary School					
Hallway of Rooms 11 and 12					
Kyocera P2040dw / 40 PPM	6,859	16,641	9,782	\$0.01028	None at this time.
VD27408553 / 05197				\$100.56	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Main Office Copy Room					
Toshiba e-Studio 6506AC / 65 PPM	139,739	321,700	181,961	\$0.00360	High Color volume. Install Print Management Software.
CHEG18488 / 05099				\$655.06	
4,000,000 / 07/2016	63,667	126,930	63,263	\$0.04450	
Color Photocopier				\$2,815.20	
OSV					
Principal's Office					
HP Laser Jet Pro M401dne / 35 PPM	22,604	23,650	1,046	\$0.01414	None at this time.
VNG4805354 / 05031				\$14.79	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed</i>					
<i>Serial Number/Vendor Machine ID</i>					
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>2018-2019</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
Principal's Office					
Kyocera P6130cdn / 32 PPM	679	2,933	2,254	\$0.01028	None at this time.
V5Q7605068 / 05213				\$23.17	
750,000 / 06/2015	1,049	3,510	2,461	\$0.08995	
Color Network Printer				\$221.37	
OSV					
Room 04 Pre-School					
Kyocera P2040dw / 40 PPM	1,050	2,559	1,509	\$0.01028	None at this time.
VD27408562 / 05201				\$15.51	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 05 Kindergarten					
Kyocera P2040dw / 40 PPM	4,359	7,159	2,800	\$0.01028	None at this time.
VD27408563 / 05202				\$28.78	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

*Make-Model/Speed**Serial Number/Vendor Machine ID**Life/Intro Date**Vendor**07/01/2018
Meter**12/02/2018
Meter**2018-2019
Annual
Volume**Cost/Copy
Annual Cost**Recommendations***Room 19**

Kyocera P2040dw / 40 PPM
 VD27408574 / 05200
 1,000,000 / 04/2017
 Black Network Printer
 OSV

632

1,174

542

\$0.01028

None at this time.

\$5.57

0

0

0

\$0.00000

\$0.00

Room 20

Kyocera P2040dw / 40 PPM
 VD27408571 / 05199
 1,000,000 / 04/2017
 Black Network Printer
 OSV

1,428

2,534

1,106

\$0.01028

None at this time.

\$11.37

0

0

0

\$0.00000

\$0.00

Subtotal Black**201,000****\$854.82****Subtotal Color****65,724****\$3,036.57**

Make-Model/Speed
Serial Number/VendorID
Life/Intro Date
Vendor

07/01/2018
Meter

06/30/2019
Meter

2018-2019
Annual
Volume

Cost/Copy
Annual Cost

Recommendations

Thatcher Brook Primary School

Art Printer - Room 311

HP Color Laser Jet M451dn / 21 PPM	641	756	115	\$0.01414	7 years from Intro.
CNDFG01366 / 05235				\$1.63	
500,000 / 02/2012	3,705	4,193	488	\$0.12850	
Color Network Printer				\$62.71	
OSV					

Café Printer

HP Laser Jet Pro M402dn / 40 PPM	2,492	4,589	2,097	\$0.01414	None at this time.
PHBVD15484 / 05239				\$29.65	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Computer Lab Printer

HP Laser Jet Pro M402dn / 40 PPM	2,816	2,816	0	\$0.01414	None at this time.
PHBQC28372 / 05237				\$0.00	
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 Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Library Copier - Room 312/315					
Toshiba e-Studio 8508A / 85 PPM	170,713	339,575	168,862	\$0.00329	None at this time.
CIAG15904 / 05111				\$555.56	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Library Printer - Parts Room					
HP Laser Jet Pro M402dn / 40 PPM	9,782	14,785	5,003	\$0.01414	None at this time.
PHBQC28362 / 05236				\$70.74	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Lighthouse Printer - Room 121					
HP Laser Jet Pro M402dn / 40 PPM	9,716	17,026	7,310	\$0.01414	None at this time.
PHBQC28360 / 05245				\$103.36	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Harwood Unified Union School Dis					
Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Nurse Printer					
HP Laser Jet Pro M402dn / 40 PPM	3,589	6,439	2,850	\$0.01414	None at this time.
PHB5G01330 / 05242				\$40.30	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
NW 1 Printer - Room 201					
HP Laser Jet Pro M402dn / 40 PPM	11,090	16,711	5,621	\$0.01414	None at this time.
PHBQC28363 / 05243				\$79.48	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
NW2 Printer - Room 301					
HP Laser Jet Pro M402dn / 40 PPM	39,612	58,946	19,334	\$0.01414	None at this time.
PHBQC28365 / 05241				\$273.38	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
NWB Printer - Room 102					
HP Laser Jet Pro M402dn / 40 PPM	12,834	18,531	5,697	\$0.01414	None at this time.
PHBQC28361 / 05238				\$80.56	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Office Copier - Copier Room					
Toshiba e-Studio 8508A / 85 PPM	422,181	788,048	365,867	\$0.00329	None at this time.
CIAG16067 / 05106				\$1,203.70	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Office Multi - Main Office					
Toshiba e-Studio 5005ac / 50 PPM	39,914	74,935	35,021	\$0.00360	None at this time.
CFDG61928 / 05118				\$126.08	
3,000,000 / 01/2016	15,471	52,477	37,006	\$0.04450	
Color Photocopier				\$1,646.77	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Support Color - Support Office					
Kyocera P6130cdn / 32 PPM	1,420	6,709	5,289	\$0.01028	None at this time.
V5Q7605072 / 05214				\$54.37	
750,000 / 06/2015	6,995	16,523	9,528	\$0.08995	
Color Network Printer				\$857.04	
OSV					
Support Printer - Support Office					
HP Laser Jet Pro M402dn / 40 PPM	38,085	55,459	17,374	\$0.01414	None at this time.
PHBQC28364 / 05244				\$245.67	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
SW1 Printer - Room 235/238					
HP Laser Jet Pro M402dn / 40 PPM	18,246	25,629	7,383	\$0.01414	None at this time.
PHBQC28370 / 05240				\$104.40	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Harwood Unified Union School Dis					
Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
SW2 Printer - Room 330					
HP Laser Jet Pro M402dn / 40 PPM	33,807	54,632	20,825	\$0.01414	None at this time.
PHBQC28366 / 02993				\$294.47	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
SWB Printer - Room 102					
HP Laser Jet Pro M401dn / 35 PPM	32,370	32,493	123	\$0.01414	7 years from Intro.
VNB4F03589 / 05114				\$1.74	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Subtotal Black			668,771	\$3,265.08	
Subtotal Color			47,022	\$2,566.52	

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

Waitsfield Elementary School

Library

Kyocera P6130cdn / 32 PPM	2,025	7,528	5,503	\$0.01028	None at this time.
V5Q7504877 / 04728				\$56.57	
750,000 / 06/2015	5,527	16,734	11,207	\$0.08995	
Color Network Printer				\$1,008.07	
OSV					

Main Office

HP Laser Jet 600 M605 / 52 PPM	24,842	40,819	15,977	\$0.01414	None at this time.
CNBCHDK04S / 05036				\$225.91	
2,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Main Office Copy Room

Toshiba e-Studio 8508A / 85 PPM	131,090	350,309	219,219	\$0.00329	None at this time.
CIFG20420 / 05183				\$721.23	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Resource Room					
Kyocera P2040dw / 40 PPM	6,453	16,289	9,836	\$0.01028	None at this time.
VD27408568 / 05203				\$101.11	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
<hr/>					
		Subtotal Black	250,535	\$1,104.83	
		Subtotal Color	11,207	\$1,008.07	

Make-Model/Speed
Serial Number/VendorID
Life/Intro Date
Vendor

07/01/2018
Meter

06/30/2019
Meter

2018-2019
Annual
Volume

Cost/Copy
Annual Cost

Recommendations

Warren School

Administration

Kyocera P2040dw / 40 PPM	8,794	9,229	435	\$0.01028	None at this time.
VD27408577 / 05198				\$4.47	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Copy Room

Toshiba e-Studio 5005ac / 50 PPM	112,936	211,146	98,210	\$0.00360	High Color volume. Install Print Management Software.
CFCG51331 /				\$353.56	
3,000,000 / 01/2016	55,463	113,783	58,320	\$0.04450	
Color Photocopier				\$2,595.24	
OSV					

Heidi - Writing

Kyocera P2040dw / 40 PPM	3,851	11,472	7,621	\$0.01028	None at this time.
VD27408573 / 05204				\$78.34	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

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

Kyocera P2040dw / 40 PPM	1,296	5,028	3,732	\$0.01028	None at this time.
VD27408560 / 05205				\$38.36	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Room 17 Special Ed

Kyocera P2040dw / 40 PPM	4,313	10,778	6,465	\$0.01028	None at this time.
VD27408569 / 05207				\$66.46	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Room 25 Special Ed

Kyocera P2040dw / 40 PPM	4,648	7,227	2,579	\$0.01028	None at this time.
VD27408576 / 05206				\$26.51	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Upstairs Hallway					
Toshiba e-Studio 556 / 55 PPM	725,157	850,746	125,589	\$0.00380	7 years from Intro.
CGHC18089 / 02015				\$477.24	
3,000,000 / 02/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
<hr/>					
	Subtotal Black		244,631	\$1,044.95	
	Subtotal Color		58,320	\$2,595.24	
<hr/>					
	District Wide Black Totals		3,097,110	\$14,602.86	
	District Wide Color Totals		452,320	\$24,917.77	Your Color CPC is \$0.0550

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 2018-2019 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
3,097,110	\$0.01713	\$53,053.49

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
3,097,110	\$0.00471	\$14,587.39	\$38,466.11	\$192,330.53

**Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$38,466.11 x 2 years as a Client
= \$76,932.21 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	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Crossett Brook Middle School	411,541	\$2,257.87	\$2,222.32	\$7,034.51	\$11,514.70
Fayston Elementary School	169,990	\$630.15	\$917.95	\$2,905.66	\$4,453.75
Harwood Union High School	1,016,908	\$4,597.36	\$5,491.30	\$17,382.11	\$27,470.78
HUUSD Central Office	133,734	\$1,019.71	\$722.16	\$2,285.93	\$4,027.81
Moretown Elementary School	201,000	\$871.63	\$1,085.40	\$3,435.71	\$5,392.74
Thatcher Brook Primary School	668,771	\$3,332.31	\$3,611.36	\$11,431.37	\$18,375.05
Waitsfield Elementary School	250,535	\$1,127.87	\$1,352.89	\$4,282.42	\$6,763.18
Warren School	244,631	\$1,066.24	\$1,321.01	\$4,181.50	\$6,568.75
Total	3,097,110	\$14,903.15	\$16,724.39	\$52,939.21	\$84,566.75

SPC Equipment Bids:

Presently our bids are coming in between **15% to 23%** of Retail, while the current Salesman's Cost is 50% of Retail.

For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a **Retail Cost of \$45,640** is coming in at **\$7,342...16% of Retail!** Our prices are negotiated with and supported directly by the manufacturer.

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Crossett Brook Middle School	131,946	\$6,550.37
Fayston Elementary School	20,647	\$990.25
Harwood Union High School	88,686	\$7,021.92
HUUSD Central Office	28,768	\$1,463.08
Moretown Elementary School	65,724	\$3,097.30
Thatcher Brook Primary School	47,022	\$2,617.86
Waitsfield Elementary School	11,207	\$1,028.24
Warren School	58,320	\$2,647.14
Total	452,320	\$25,416.17

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%.**

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Office Systems of Vermont	Black Laser MFP	25,946	\$0.01028	\$266.72	\$0.01049	\$272.17
Office Systems of Vermont	Black Network Printer	158,155	\$0.01028	\$1,625.83	\$0.01049	\$1,659.05
Office Systems of Vermont	Black Network Printer	213,173	\$0.01414	\$3,014.27	\$0.01442	\$3,073.95
Office Systems of Vermont	Black Photocopier	1,929,123	\$0.00329	\$6,346.81	\$0.00336	\$6,481.85
Office Systems of Vermont	Black Photocopier	172,566	\$0.00380	\$655.75	\$0.00388	\$669.56
Office Systems of Vermont	Color Laser MFP	26,039	\$0.01028	\$267.68	\$0.01049	\$273.15
Office Systems of Vermont	Color Laser MFP	2,038	\$0.01414	\$28.82	\$0.01442	\$29.39
Office Systems of Vermont	Color Network Printer	40,532	\$0.01028	\$416.67	\$0.01049	\$425.18
Office Systems of Vermont	Color Network Printer	7,018	\$0.01414	\$99.23	\$0.01442	\$101.20
Office Systems of Vermont	Color Photocopier	522,520	\$0.00360	\$1,881.07	\$0.00367	\$1,917.65
Total		3,097,110	\$0.00471	\$14,602.86	\$0.00481	\$14,903.15

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%.**

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Office Systems of Vermont	Color Laser MFP	31,733	\$0.08352	\$2,650.34	\$0.08519	\$2,703.33
Office Systems of Vermont	Color Laser MFP	1,145	\$0.08995	\$102.99	\$0.09175	\$105.05
Office Systems of Vermont	Color Laser MFP	1,317	\$0.12850	\$169.23	\$0.13107	\$172.62
Office Systems of Vermont	Color Network Printer	53,174	\$0.08995	\$4,783.00	\$0.09175	\$4,878.71
Office Systems of Vermont	Color Network Printer	11,570	\$0.12850	\$1,486.75	\$0.13107	\$1,516.48
Office Systems of Vermont	Color Photocopier	353,381	\$0.04450	\$15,725.45	\$0.04539	\$16,039.96
Total		452,320	\$0.05509	\$24,917.77	\$0.05619	\$25,416.17

Reprographic Equipment Assessment

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

Total Number of Units	116
Total Number of Units on Lease	76
Total Number of Units Owned	40
Lease Company	Norway Savings Bank
Lease Start Date	07/01/2017
Lease End Date	08/01/2021
Term	5 Annual
Annual Payment usually due on 8/1	\$52,939.21
Remaining Payments	2

**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 5005ac	CFDG61931
Crossett Brook Middle School	Toshiba e-Studio 8508A	CIAG15905
Crossett Brook Middle School	Kyocera 306CI	V9W6401241
Fayston Elementary School	Toshiba e-Studio 5005ac	CFDG61930
Fayston Elementary School	Toshiba e-Studio 8508A	CICG17115
Fayston Elementary School	Kyocera P2040dw	VD27408565
Harwood Union High School	Toshiba e-Studio 3005ac	CFDG57870
Harwood Union High School	Toshiba e-Studio 5005ac	CFDG61915
Harwood Union High School	Toshiba e-Studio 5005ac	CFDG61934
Harwood Union High School	Toshiba e-Studio 8508A	CIAG15908
Harwood Union High School	Toshiba e-Studio 8508A	CIAG15910
Harwood Union High School	Toshiba e-Studio 8508A	CIAG16050
Harwood Union High School	Toshiba e-Studio 8508A	CICG17086
Harwood Union High School	Toshiba e-Studio 8508A	CICG17106
Harwood Union High School	Toshiba e-Studio 8508A	CICG17114
Harwood Union High School	Toshiba e-Studio 756	CKJ211482
Harwood Union High School	Kyocera P6130cdn	V5Q7504845
Harwood Union High School	Kyocera P6130cdn	V5Q7504846
Harwood Union High School	Kyocera P6130cdn	V5Q7504859
Harwood Union High School	Kyocera P6130cdn	V5Q7504860
Harwood Union High School	Kyocera P6130cdn	V5Q7504871
Harwood Union High School	Kyocera P6130cdn	V5Q7504874
Harwood Union High School	Kyocera P6130cdn	V5Q7504876
Harwood Union High School	Kyocera P6130cdn	V5Q7504883
Harwood Union High School	Kyocera P6130cdn	V5Q7605064
Harwood Union High School	Kyocera 306CI	V9W6401159
Harwood Union High School	Kyocera 306CI	V9W6401230
Harwood Union High School	Kyocera 306CI	V9W6401416
Harwood Union High School	Kyocera 306CI	V9W6401417
Harwood Union High School	Kyocera M2635dw	VCA6Y00827
Harwood Union High School	Kyocera M2635dw	VCA6Y00831
Harwood Union High School	Kyocera P2040dw	VD27408509
Harwood Union High School	Kyocera P2040dw	VD27408515

Building	Make/Model	Serial Number
Harwood Union High School	Kyocera P2040dw	VD27408521
Harwood Union High School	Kyocera P2040dw	VD27408522
Harwood Union High School	Kyocera P2040dw	VD27408523
Harwood Union High School	Kyocera P2040dw	VD27408524
Harwood Union High School	Kyocera P2040dw	VD27408526
Harwood Union High School	Kyocera P2040dw	VD27408527
Harwood Union High School	Kyocera P2040dw	VD27408529
Harwood Union High School	Kyocera P2040dw	VD27408530
Harwood Union High School	Kyocera P2040dw	VD27408531
Harwood Union High School	Kyocera P2040dw	VD27408532
Harwood Union High School	Kyocera P2040dw	VD27408535
Harwood Union High School	Kyocera P2040dw	VD27408570
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	VD27408581
Harwood Union High School	Kyocera P2040dw	VD27408582
HUUSD Central Office	Toshiba e-Studio 5005ac	CFDG61913
HUUSD Central Office	Kyocera P6130cdn	V5Q7605067
HUUSD Central Office	Kyocera P6130cdn	V5Q7605074
HUUSD Central Office	Kyocera M2635dw	VCA6Y00826
HUUSD Central Office	Kyocera P2040dw	VD27408564
HUUSD Central Office	Kyocera P2040dw	VD27408572
Moretown Elementary School	Toshiba e-Studio 6506AC	CHEG18488
Moretown Elementary School	Kyocera P6130cdn	V5Q7605068
Moretown Elementary School	Kyocera P2040dw	VD27408553
Moretown Elementary School	Kyocera P2040dw	VD27408562
Moretown Elementary School	Kyocera P2040dw	VD27408563
Moretown Elementary School	Kyocera P2040dw	VD27408571
Moretown Elementary School	Kyocera P2040dw	VD27408574
Thatcher Brook Primary School	Toshiba e-Studio 5005ac	CFDG61928
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

Building	Make/Model	Serial Number
Waitsfield Elementary School	Toshiba e-Studio 8508A	CIFG20420
Waitsfield Elementary School	Kyocera P6130cdn	V5Q7504877
Waitsfield Elementary School	Kyocera P2040dw	VD27408568
Warren School	Toshiba e-Studio 5005ac	CFCG51331
Warren School	Kyocera P2040dw	VD27408560
Warren School	Kyocera P2040dw	VD27408569
Warren School	Kyocera P2040dw	VD27408573
Warren School	Kyocera P2040dw	VD27408576
Warren School	Kyocera P2040dw	VD27408577

Owned Equipment

Building	Make/Model	Serial Number
Crossett Brook Middle School	HPLaser Jet Pro M402dn	BRBSJ1D1XR
Crossett Brook Middle School	HPLaser Jet Pro M402dn	PHBQD44661
Crossett Brook Middle School	HPLaser Jet Pro M402dn	PHBQF43026
Crossett Brook Middle School	HPLaser Jet Pro M402dn	PHBQF43027
Crossett Brook Middle School	HPLaser Jet Pro M402dn	PHBQF43034
Crossett Brook Middle School	KyoceraP2040dw	VD26Z03727
Crossett Brook Middle School	KyoceraP2040dw	VD26Z03730
Crossett Brook Middle School	KyoceraP2040dw	VD26Z03734
Crossett Brook Middle School	KyoceraP2040dw	VD26Z03736
Crossett Brook Middle School	KyoceraP2040dw	VD26Z03737
Crossett Brook Middle School	KyoceraP2040dw	VD26Z03748
Crossett Brook Middle School	HPLaser Jet Pro M401dn	VNB4F03604
Fayston Elementary School	HPColor Laserjet Pro M477fdn	VNB8J4N0B7
Harwood Union High School	HPColor Laserjet Pro M476dn	CNB8G496J7
Harwood Union High School	HPLaser Jet 600 M604	CNBCH700W2
Harwood Union High School	HPLaser Jet 600 M604	CNBCH700W3
Harwood Union High School	HPLaser Jet 600 M604	CNBCH700WF
Harwood Union High School	HPColor Laser Jet M451dw	CNBJS204043
Harwood Union High School	HPColor Laser Jet M451dw	CNBJS204046
Harwood Union High School	HPColor Laser Jet 500 M551	CNCCF6L1GH
Harwood Union High School	HPColor Laser Jet 500 M551	CNCCF6L1GL
Harwood Union High School	HPColor Laser Jet 500 M551	CNCCF7K0MF
Harwood Union High School	HPColor Laser Jet M451dw	CNDF510894
HUUSD Central Office	HPLaser Jet Pro M402dn	PHBQC04295
Moretown Elementary School	HPLaser Jet Pro M401dne	VNG4805354
Thatcher Brook Primary School	HPColor Laser Jet M451dn	CNDFG01366
Thatcher Brook Primary School	HPLaser Jet Pro M402dn	PHB5G01330
Thatcher Brook Primary School	HPLaser Jet Pro M402dn	PHBQC28360
Thatcher Brook Primary School	HPLaser Jet Pro M402dn	PHBQC28361
Thatcher Brook Primary School	HPLaser Jet Pro M402dn	PHBQC28362
Thatcher Brook Primary School	HPLaser Jet Pro M402dn	PHBQC28363
Thatcher Brook Primary School	HPLaser Jet Pro M402dn	PHBQC28364
Thatcher Brook Primary School	HPLaser Jet Pro M402dn	PHBQC28365

Building	Make/Model	Serial Number
Thatcher Brook Primary School	HPLaser Jet Pro M402dn	PHBQC28366
Thatcher Brook Primary School	HPLaser Jet Pro M402dn	PHBQC28370
Thatcher Brook Primary School	HPLaser Jet Pro M402dn	PHBQC28372
Thatcher Brook Primary School	HPLaser Jet Pro M402dn	PHBVD15484
Thatcher Brook Primary School	HPLaser Jet Pro M401dn	VNB4F03589
Waitsfield Elementary School	HPLaser Jet 600 M605	CNBCHDK04S
Warren School	Toshibae-Studio 556	CGHC18089

STARDoc User Names

Harwood Unified Union School District

Name

User Name

Brigid Scheffert Nease

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Benefits of partnering with SPC

Top Benefits to **our CLIENTS:**

1. Cooperative Buying

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

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will save you money benefiting from the combined purchasing power of more than 69 clients with over 3,900 devices doing more than **239** million copies and prints per year. We purchase approximately 1,100 units annually with 80 million prints out to bid.!
- We will save you time by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis, and managing the implementation.
- We will save you frustration. We manage your contracts for up to five years from the date of installation.

2. Exclusive 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 annually and/or quarterly.
- TWO invoices are sent each year from ONE billing source.
- Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.



Benefits of partnering with SPC

4. Five-Year Equipment Replacement Schedule

- SPC's staff surveys key locations that determine life of existing equipment.
- Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.
- Manages the entire bid process down to the install.

5. Annual Report

- A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as over usage.
- You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem.

6. Vendor Neutral

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

SPC has been serving their clients since 1988, saving millions of dollars along the way. Based on current actual volumes and CPCs, SPC has generated Annual Savings of more than \$2 million for all of our clients. That translates into Savings of more than \$10 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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



SPC Values Our Vendors

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STARDoc: System for Tracking And Reporting Documents... Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

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

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