



Specialized Purchasing Consultants

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www.spccopypro.com

2016-2017 Annual Report

Year - End Photocopier Analysis

With projected costs for 2017-18

**Mgxp'Dtqqm
Maine Veterans' Homes
460 Civic Center Drive
Augusta, ME 04330**



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

Ugr vgo dgt 2017

Skip Tilton
President

Corporate Office:
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Mgxlp'Dtqqmu
Maine Veterans' Homes
460 Civic Center Drive
Augusta, ME 04330

Dear Mgxlp:

VISIT US ON THE WEB:
www.spccopypro.com

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is **now 14 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

During our meeting with you to review this report, we would like to take some time to review our current services and discuss how these are being utilized in your district. We also welcome suggestions for improvement to enhance your experience with SPC.

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

The SPC Team...

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

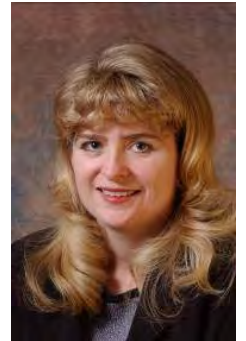


Skip Tilton, President

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

Total Number of Machines:	133
Total Black Photocopiers	37
Total Color Photocopiers	11
Total Black Network Printers	80
Total Color Network Printers	5
Total Removed from Service:	2
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	45
# of Units Overused:	0
# of Units Underused:	0
Commencement Date:	5/1/2013
# of Annual Payments Left on Lease	1
All Warranties and Service Contracts Expire:	6/30/2018
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract Signed	Yes

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

Dear Mark,

Its been 14 years since we first signed you up as a client and I would like to express my sincere appreciation for your past years of support. We respect the fact that you are handling your own RFP.

That being said, we would like to continue to offer our very valuable management tools including StarDoc on a flat rate annual cost basis that can be included into your lease payment. (See 'Value Add Proposal' of our management tools) These tools will not only save you money but will extend the life of all your equipment. Presently, you are getting 8 to 10 years of warrantied life! Most vendors achieve only 3 to 5 years. This results in substantial cost 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
MVH Augusta	Admissions Coordinator	Kyocera FS-1370DN	Q653X72785	A-COPI	07/2010
MVH Augusta	Business Office	HP Laser Jet P4515	CNDY464697	A-COPI	05/2008
MVH Augusta	Classroom	Kyocera FS-1370DN	LVK4X18982	A-COPI	07/2010
MVH Augusta	Human Resources	HP Laser Jet P4515	CNDY894994	A-COPI	05/2008
MVH Augusta	Medical Records	HP Laser Jet P4515	CNDY464732	A-COPI	05/2008
MVH Bangor	Activities Director	Kyocera FS-1370DN	Q653461173	A-COPI	07/2010
MVH Bangor	Admissions Coordinator	Kyocera FS-1370DN	Q653X72789	A-COPI	07/2010
MVH Bangor	Assistant Director of Nursing	Kyocera FS-1370DN	Q653461172	A-COPI	07/2010
MVH Bangor	B Unit Nurse Manager	Kyocera FS-1370DN	Q653461182	A-COPI	07/2010
MVH Bangor	C Unit	Toshiba e-Studio 855	CRD210793	A-COPI	06/2009
MVH Bangor	Dietary Manager	Kyocera FS-C5350DN	QVQ2Z09109	A-COPI	08/2009
MVH Bangor	Laundry	Kyocera FS-1370DN	Q653461187	A-COPI	07/2010
MVH Bangor	Occupational Therapy - Kitchen	Kyocera FS-1370DN	Q653461178	A-COPI	07/2010
MVH Bangor	Resident Care	Ricoh MP5000B	M5605400282	A-COPI	02/2008
MVH Bangor	Resident Care Activities Office	Kyocera FS-1370DN	Q653461183	A-COPI	07/2010
MVH Caribou	Administrator's Office	Kyocera FS-1370DN	Q653461174	LEVESQUE	07/2010
MVH Caribou	Admissions Coordinator	Kyocera FS-1370DN	Q653461192	LEVESQUE	07/2010
MVH Caribou	Clinical Coordinator	Kyocera FS-1370DN	Q653461190	LEVESQUE	07/2010
MVH Caribou	Director of Nursing	Kyocera FS-1370DN	Q653461184	LEVESQUE	07/2010
MVH Caribou	MDS Coordinator	HP Laser Jet P4015N	CNDY398280	LEVESQUE	05/2008
MVH Caribou	PT/OT Office	Savin 9250	V8005500006	LEVESQUE	01/2010

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
MVH Caribou	Reception	Kyocera FS-C5250	Q553407440	LEVESQUE	12/2010
MVH Caribou	Reception	Savin 9250	V8005401252	LEVESQUE	01/2010
MVH Caribou	Resident Care Unit	Ricoh MP6001	V6905600278	LEVESQUE	06/2009
MVH Central	Accounting	Kyocera FS-1370DN	Q653664342	A-COPI	07/2010
MVH Central	Billers	Kyocera FS-1370DN	Q653461186	A-COPI	07/2010
MVH Central	Compliance Director	Kyocera FS-1370DN	Q653X72788	A-COPI	07/2010
MVH Central	IT Copier	Toshiba e-Studio 555	CGEC16700	A-COPI	06/2009
MVH Central	MDS Coordinator	Kyocera FS-1370DN	Q653X72782	A-COPI	07/2010
MVH Central	Pharmacy	Lexmark C792	5062209475COM	A-COPI	10/2010
MVH Central	Purchasing	HP Color Laser Jet CM1312nfi	CNF8B1XJJM	A-COPI	06/2008
MVH Central	Reception	Kyocera FS-1370DN	LVK4X18982	A-COPI	07/2010
MVH Machias	Activities	HP Laser Jet P2035	CNB9X80321	A-COPI	11/2008
MVH Machias	Administration	Kyocera FS-1370DN	Q653461179	A-COPI	07/2010
MVH Machias	Dietary Department	Kyocera FS-1370DN	Q653664346	A-COPI	07/2010
MVH Machias	DNS	Kyocera FS-1370DN	Q653461171	A-COPI	07/2010
MVH Machias	Machias Copier	Ricoh MP6001	V6905600166	A-COPI	06/2009
MVH Scarborough	Activities Director	Kyocera FS-C5250	Q553808538	A-COPI	12/2010
MVH Scarborough	B Unit Nurse Manager	Kyocera FS-1370DN	Q653461181	A-COPI	07/2010
MVH Scarborough	Human Resources	HP Laser Jet M1522NF MFP	CNC983P1G8	A-COPI	04/2008
MVH Scarborough	Maintenance Supervisor	Kyocera FS-1370DN	Q653461176	A-COPI	07/2010
MVH Scarborough	Resident Care	Ricoh MP6001	V6905600312	A-COPI	06/2009
MVH Scarborough	Resident Care	Kyocera FS-1370DN	Q653461177	A-COPI	07/2010
MVH South Paris	B Unit	Toshiba e-Studio 555	CGEC16696	A-COPI	06/2009

Warranty Progress Report

For Year 2016-2017

Equipment Details

MVH Central

Accounting

			Black Meter & Volume	Color Meter & Volume
Kyocera FS-1370DN	<i>Begin Date:</i>	2/6/2017	<i>Begin Meter</i>	6,055
Q653664342	<i>End Date:</i>	6/30/2017	<i>End Meter</i>	10,922
A-COPI - 6846			<i>Black Volume:</i>	4,867

Model Intro Date: 7/1/2010

Date

Comments

2/6/2017 Unit is a warranty replacement supplied by SPC to replace VNBCCDM2ZV.

IT Printer

			Black Meter & Volume	Color Meter & Volume
HP Laser Jet P3010	<i>Begin Date:</i>	7/1/2016	<i>Begin Meter</i>	70,426
VNBCCDM2ZV	<i>End Date:</i>	2/6/2017	<i>End Meter</i>	79,599
A-COPI - 3317			<i>Black Volume:</i>	9,173

Model Intro Date: 9/1/2008

Date

Comments

10/17/2016 Client stated unit giving them issues, but when they received service history from A-Copi they found minimal service calls placed so formal complaint has been put on hold until a history can be built up and A-Copi is given the opportunity to get it in good running order.

1/26/2017 Unit scheduled to be replaced with a Kyocera FS-1370, Serial Number Q653664342.

Equipment Details

MVH Scarborough

Admin Hall

		<i>Black Meter & Volume</i>	<i>Color Meter & Volume</i>
Toshiba e-Studio 756	<i>Begin Date:</i> 7/1/2016	<i>Begin Meter</i> 370,440	
CKL212073	<i>End Date:</i> 6/30/2017	<i>End Meter</i> 488,278	
A-COPI - 3383		<i>Black Volume:</i> 117,838	

Model Intro Date: 2/1/2012

<i>Date</i>	<i>Comments</i>
11/25/2015	Mark Pavitt notified Skip that he was told this copier was having issues, but A-Copi states they have no/minimal service history. Pam sent out CEC to Joanne Hooper, and called to discuss the issues she was having with the copier. Also requested service history on the unit from A-Copi.

Staff Coordinator

		<i>Black Meter & Volume</i>	<i>Color Meter & Volume</i>
Toshiba e-Studio 477s	<i>Begin Date:</i> 9/8/2016	<i>Begin Meter</i> 0	
TQHE15696	<i>End Date:</i> 6/30/2017	<i>End Meter</i> 17,397	
A-COPI - 6440		<i>Black Volume:</i> 17,397	

Model Intro Date:

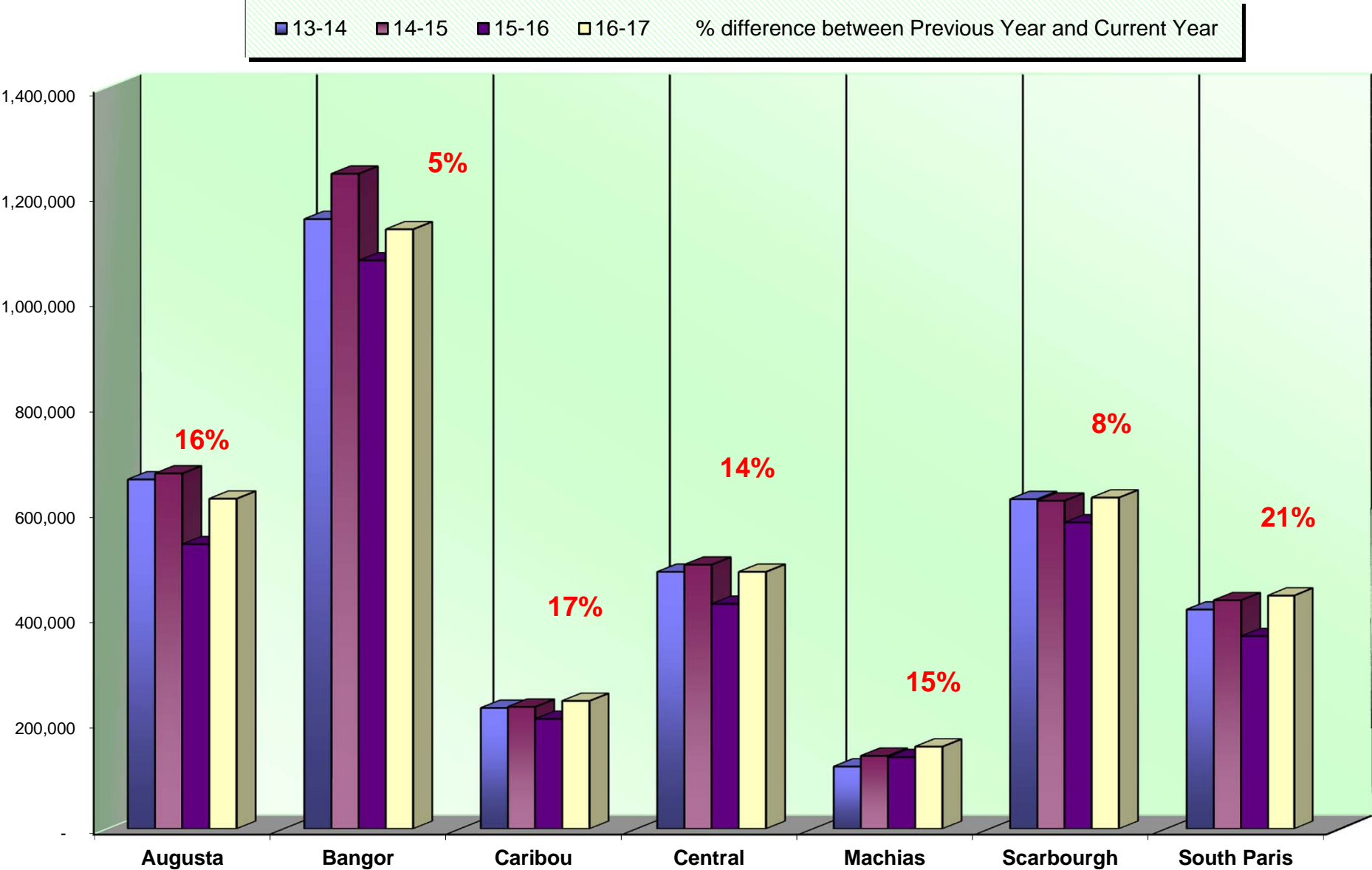
<i>Date</i>	<i>Comments</i>
10/13/2016	Comments from Joanne Hooper's 10/12/16 e-mail: I just wanted to make you aware that one of the new machines # 6440 located in the Staff Coordinator's office is not working. They cannot print as the machine due to continuous jamming. They have had multiple technicians from A-Copi here looking at it and they still can't print. The last technician left yesterday stating that he can't figure out why it's continuously jamming thinks there may be a broken spring. Would return with parts to do more troubleshooting. This is a brand new machine was installed 9/8/16.
10/17/2016	Matt Vincunas of A-Copi sent an e-mail to all parties stating that they resolved the problem as of Friday, October 14. It turned out to be a bad sensor within a certain section of the machine. They replaced the sensor and the unit no longer jams. Per Matt, "Since these machines have so many sensors within the machine, it is not uncommon for us to see one go bad occasionally and cause an issue like this." They will return copier on Tuesday 10/18.

Warranty Replaced Machines

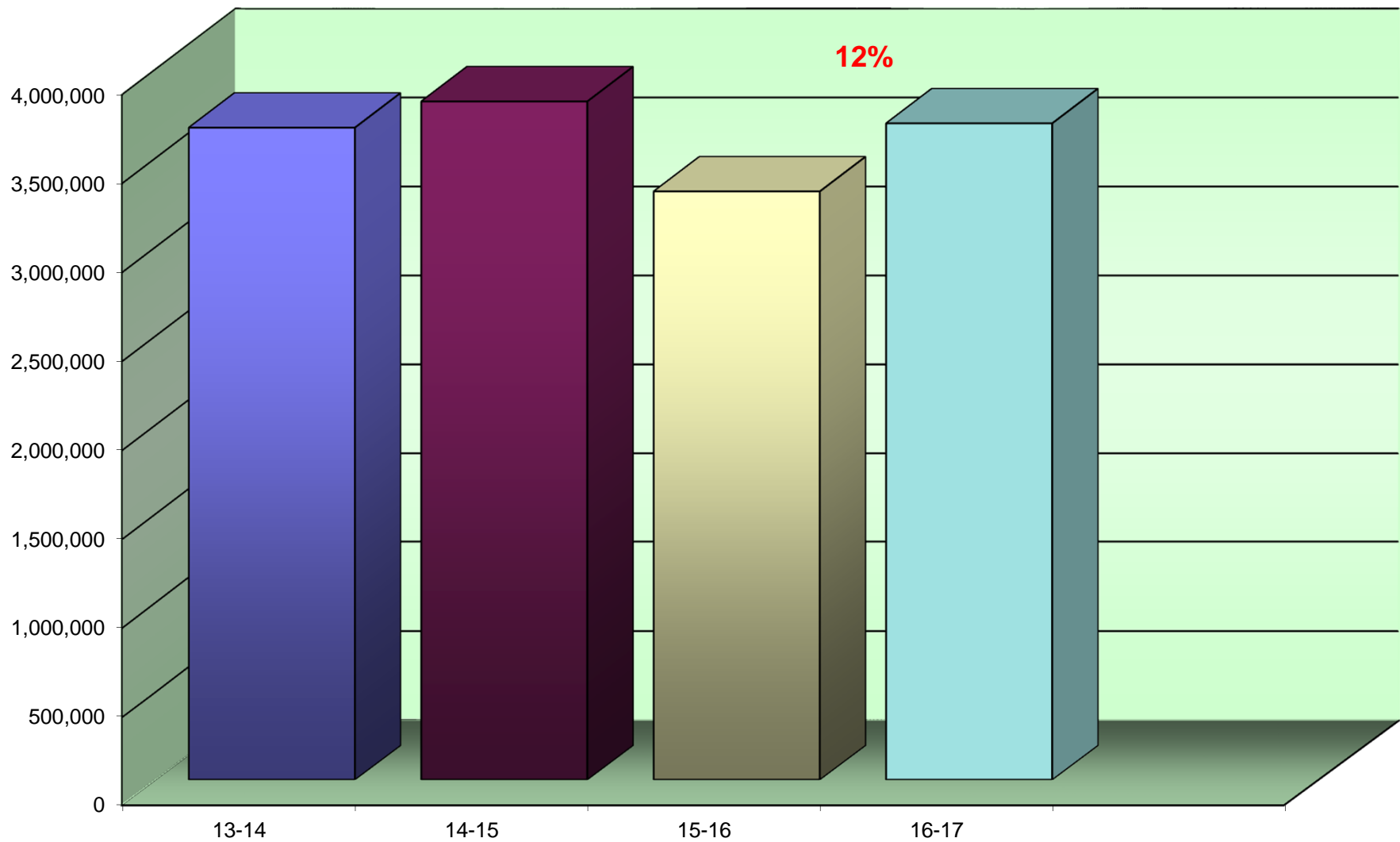
The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department / Room	Make Model	Serial #	Vendor Id #	Date of Trade
MVH Central	IT Printer	HP Laser Jet P3010	VNBCCDM2ZV	3317	2/6/2017

Annual Black Volume by Building

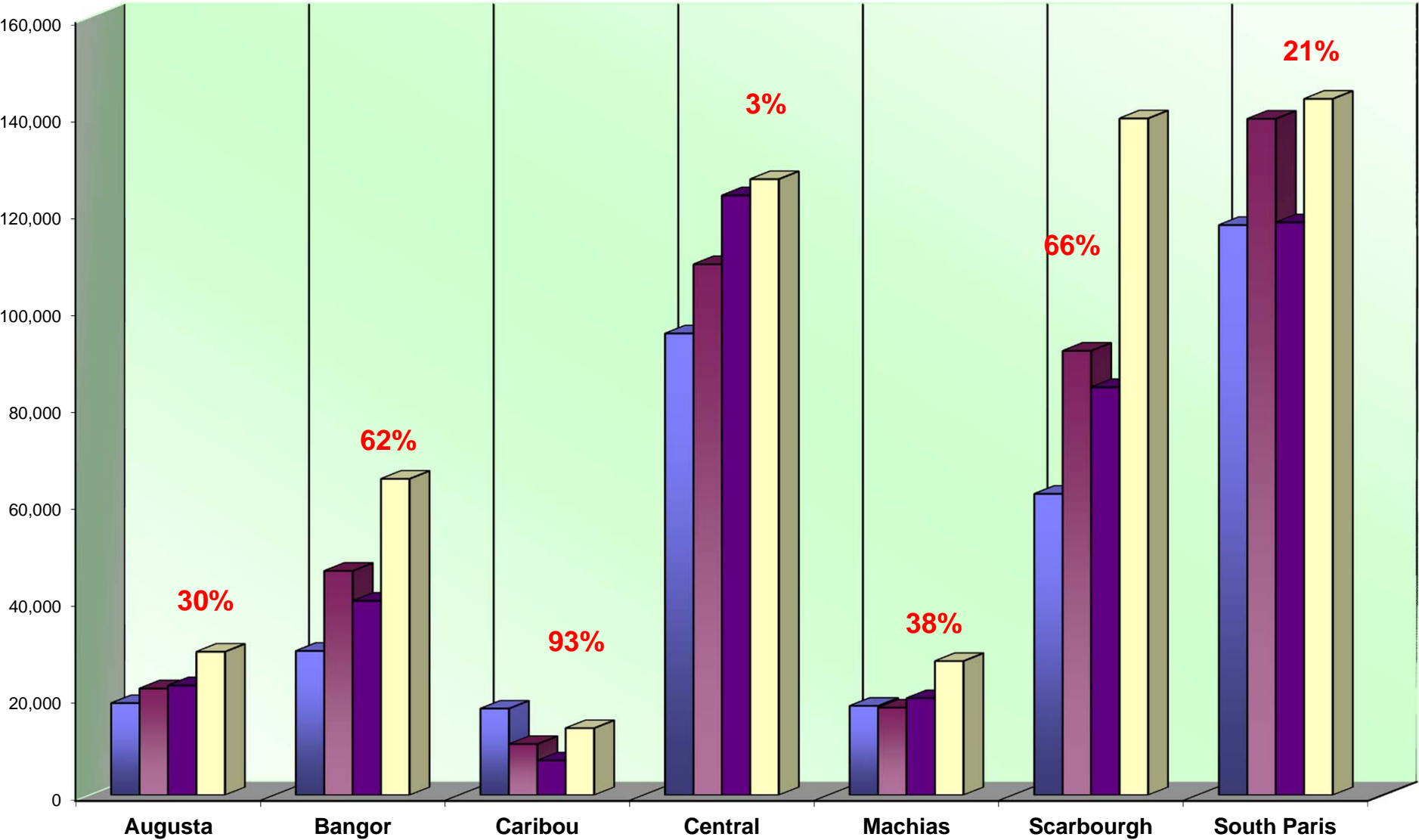


Annual Black Volume Overall

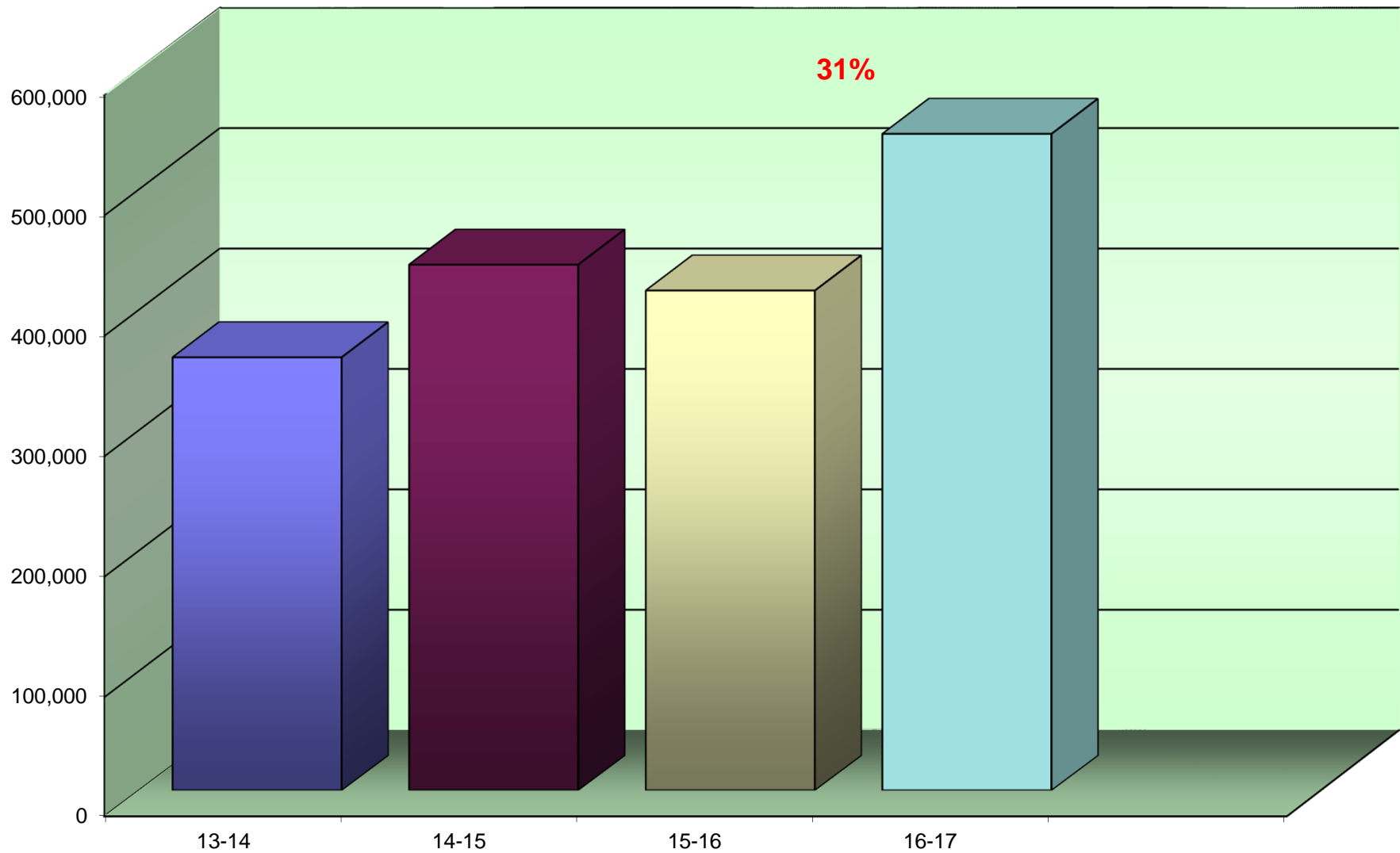


% amount equals the overall increase or decrease between Previous Year and Current Year

Annual Color Volume by Building

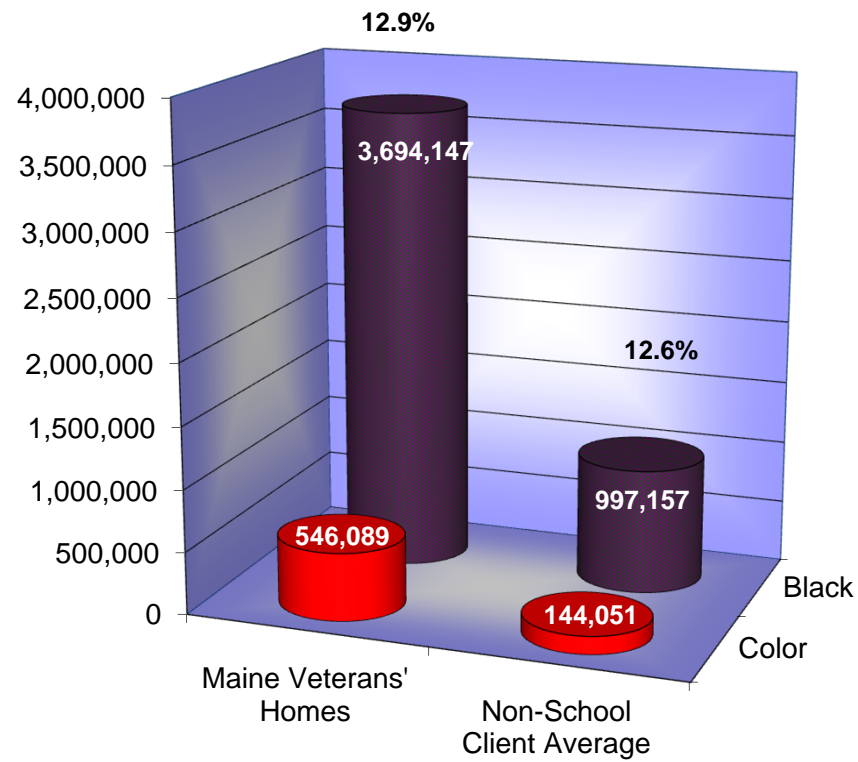


Annual Color Volume Overall



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

Color to Total Volume Percentage



Usage Profile for Service & Supplies

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC. Projected Volume comparison is based on projected volume figured on your most recent Five-Year Equipment Replacement Schedule.

Date of Last Upgrade: 5/1/2013					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH AUGUSTA					
A Unit Nurses' Station					
Savin 301SPF / 31 PPM W912PC02555 / 3558 750,000 / 06/2012 Black Laser MFP	88,568 0	125,259 0	36,691 0	\$0.006440 \$236.29 \$0.00000 \$0.00	None at this time.
A-COPI					
Admin Hall Supply Room					
Toshiba e-Studio 2551c / 25 PPM C7G215597 / 3887 500,000 / 05/2012 Color Photocopier	32,149 62,144	41,021 87,016	8,872 24,872	\$0.004020 \$35.67 \$0.05146 \$1,279.91	None at this time.
A-COPI					
Toshiba e-Studio 756 / 75 PPM CKL212200 / 3391 4,000,000 / 02/2012 Black Photocopier	391,142 0	529,916 0	138,774 0	\$0.003610 \$500.97 \$0.00000 \$0.00	None at this time.
A-COPI					

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

Date of Last Upgrade: 5/1/2013

7/1/2016
Meter

6/30/2017
Meter

2016-17
Annual
Volume

Cost/Copy
Annual Cost

Recommendations

MVH AUGUSTA

Admissions Coordinator

Kyocera FS-1370DN / 37 PPM
 Q653X72785 / 4844
 750,000 / 07/2010
 Black Network Printer

22,108

33,303

11,195

\$0.006440

7 years from Intro.

\$72.10

0

0

0

\$0.00000

\$0.00

A-COPI

B Unit Nurse Manager

Kyocera FS-4100DN / 45 PPM
 NUK3206307 / 3467A
 1,000,000 / 10/2012
 Black Network Printer

30,932

36,239

5,307

\$0.006440

None at this time.

\$34.18

0

0

0

\$0.00000

\$0.00

A-COPI

B Unit Nurses' Station

Savin 301SPF / 31 PPM
 W912PC02558 / 3506A
 750,000 / 06/2012
 Black Laser MFP

88,305

128,735

40,430

\$0.006440

None at this time.

\$260.37

0

0

0

\$0.00000

\$0.00

A-COPI

Date of Last Upgrade: 5/1/2013					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH AUGUSTA					
Business Office					
HP Laser Jet P4515 / 62 PPM	262,579	277,195	14,616	\$0.011590	9 years from Intro.
CNDY464697 / 3329				\$169.40	
3,000,000 / 05/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
C Unit Nurse Manager					
Kyocera FS-4100DN / 45 PPM	21,925	31,183	9,258	\$0.006440	None at this time.
NUK3206301 / 3471A				\$59.62	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
C Unit Nurses' Station					
Savin 301SPF / 31 PPM	122,963	190,474	67,511	\$0.006440	None at this time.
W912PC02556 / 3505A				\$434.77	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH AUGUSTA					
Classroom					
Kyocera FS-1370DN / 37 PPM	3,231	3,676	445	\$0.006440	7 years from Intro.
LVK4X18982 / 5448				\$2.87	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Dietary Supervisor					
Kyocera FS-4100DN / 45 PPM	12,474	17,069	4,595	\$0.006440	None at this time.
NUK2Z05617 / 3796				\$29.59	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
ECS Emergency					
HP Laser Jet Pro M401dn / 35 PPM	0	0	0	\$0.015000	None at this time.
VNB3B25191 /				\$0.00	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

Date of Last Upgrade: 5/1/2013					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH AUGUSTA					
Human Resources					
HP Laser Jet P4515 / 62 PPM	77,370	82,370	5,000	\$0.011590	9 years from Intro.
CNDY894994 / 3330				\$57.95	
3,000,000 / 05/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Medical Records					
HP Laser Jet P4515 / 62 PPM	283,017	313,247	30,230	\$0.011590	9 years from Intro.
CNDY464732 / 3331				\$350.37	
3,000,000 / 05/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Reception					
Toshiba e-Studio 756 / 75 PPM	643,832	841,699	197,867	\$0.003610	None at this time.
CKL212188 / 3384				\$714.30	
4,000,000 / 02/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH AUGUSTA					
Resident Care					
Kyocera FS-4100DN / 45 PPM	34,117	34,119	2	\$0.006440	None at this time.
NUK3206284 / 3461				\$0.01	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Resident Care Quiet Room					
Savin 301SPF / 31 PPM	35,688	59,525	23,837	\$0.006440	None at this time.
W912PC02550 / 3504A				\$153.51	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
A-COPI					
Resident Care Unit					
Toshiba e-Studio 2550c / 25 PPM	72,762	92,597	19,835	\$0.004020	None at this time.
C7E210533 / 3726				\$79.74	
500,000 / 06/2012	10,154	15,085	4,931	\$0.05146	
Color Photocopier				\$253.75	
A-COPI					

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

Date of Last Upgrade: 5/1/2013

7/1/2016
Meter

6/30/2017
Meter

2016-17
Annual
Volume

Cost/Copy
Annual Cost

Recommendations

MVH AUGUSTA

Therapy B Office

Kyocera FS-4100DN / 45 PPM	11,079	18,648	7,569	\$0.006440	None at this time.
NUK2X03612 / 4791				\$48.74	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

<i>Subtotals Black</i>	622,034	\$3,240.44
<i>Subtotals Color</i>	29,803	\$1,533.66

Date of Last Upgrade: 5/1/2013					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH BANGOR					
Activities Director					
Kyocera FS-1370DN / 37 PPM	11,319	14,560	3,241	\$0.006440	7 years from Intro.
Q653461173 / 3498				\$20.87	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Admin MDS					
Kyocera FS-4100DN / 45 PPM	20,873	27,826	6,953	\$0.006440	None at this time.
NUK3206385 / 3493A				\$44.78	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Admin Office					
Toshiba e-Studio 2551c / 25 PPM	49,291	69,581	20,290	\$0.004020	None at this time.
C7G215602 / 3906				\$81.57	
500,000 / 05/2012	68,337	102,128	33,791	\$0.05146	
Color Photocopier				\$1,738.88	
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH BANGOR					
Admissions Coordinator					
Kyocera FS-1370DN / 37 PPM	50,654	76,981	26,327	\$0.006440	7 years from Intro.
Q653X72789 / 4790				\$169.55	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Assistant Director of Nursing					
Kyocera FS-1370DN / 37 PPM	10,759	12,514	1,755	\$0.006440	7 years from Intro.
Q653461172 / 3499				\$11.30	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
B Unit					
Toshiba e-Studio 556 / 55 PPM	176,621	253,341	76,720	\$0.003610	None at this time.
CGEC16699 / 3425				\$276.96	
3,000,000 / 02/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					

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

Date of Last Upgrade: 5/1/2013

*7/1/2016
Meter*

*6/30/2017
Meter*

*2016-17
Annual
Volume*

*Cost/Copy
Annual Cost*

Recommendations

MVH BANGOR

B Unit Nurse Manager

Kyocera FS-1370DN / 37 PPM
 Q653461182 / 3500
 750,000 / 07/2010
 Black Network Printer

13,865

18,807

4,942

\$0.006440

7 years from Intro.

\$31.83

0

0

0

\$0.00000

\$0.00

A-COPI

Business Office Manager

Kyocera FS-4100DN / 45 PPM
 NUK3206312 / 3497
 1,000,000 / 10/2012
 Black Network Printer

94,313

121,516

27,203

\$0.006440

None at this time.

\$175.19

0

0

0

\$0.00000

\$0.00

A-COPI

C Unit

Toshiba e-Studio 855 / 85 PPM
 CRD210793 / 3385
 4,000,000 / 06/2009
 Black Photocopier

763,461

1,004,844

241,383

\$0.003610

8 years from Intro.

\$871.39

0

0

0

\$0.00000

\$0.00

A-COPI

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH BANGOR					
C Unit MDS					
Kyocera FS-4100DN / 45 PPM	15,539	25,878	10,339	\$0.006440	None at this time.
NUK3206287 / 3496A				\$66.58	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
C Unit Nurse Manager					
Kyocera FS-4100DN / 45 PPM	16,984	25,296	8,312	\$0.006440	None at this time.
NUK2801896 / 3633				\$53.53	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Dietary Manager					
Kyocera FS-C5350DN / 32 PPM	52,842	59,882	7,040	\$0.006440	8 years from Intro.
QVQ2Z09109 / 3800				\$45.34	
750,000 / 08/2009	22,553	31,621	9,068	\$0.05795	
Color Network Printer				\$525.49	
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH BANGOR					
Dietary Office					
Toshiba e-Studio 457 / 45 PPM	184,610	351,121	166,511	\$0.003610	None at this time.
CEKD43005 / 5695				\$601.10	
1,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
D-Unit					
Toshiba e-Studio 2551c / 25 PPM	103,781	163,116	59,335	\$0.004020	None at this time.
C7E210430 / 3904				\$238.53	
500,000 / 05/2012	24,489	46,900	22,411	\$0.05146	
Color Photocopier				\$1,153.27	
A-COPI					
D-Unit, Kristy Farnsworth					
Kyocera FS-4100DN / 45 PPM	20,620	28,316	7,696	\$0.006440	None at this time.
NUK3206297 / 3464A				\$49.56	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH BANGOR					
HR Manager					
Savin MP301SPF / 31 PPM	5,529	16,145	10,616	\$0.006440	None at this time.
W915P600522 / 5839				\$68.37	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
A-COPI					
Human Resource Assistant					
Kyocera FS-4100DN / 45 PPM	17,179	27,371	10,192	\$0.006440	None at this time.
NUK3206378 / 3494A				\$65.64	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Laundry					
Kyocera FS-1370DN / 37 PPM	21,759	26,077	4,318	\$0.006440	7 years from Intro.
Q653461187 / 3501A				\$27.81	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH BANGOR					
Medical Records					
Kyocera FS-4100DN / 45 PPM	27,608	43,534	15,926	\$0.006440	None at this time.
NUK3206389 / 3492A				\$102.56	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Nursing Supervisor					
Kyocera FS-4300DN / 62 PPM	42,356	65,856	23,500	\$0.006440	None at this time.
NUB2900299 / 3765				\$151.34	
3,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Occupational Therapy - Kitchen					
Kyocera FS-1370DN / 37 PPM	958	2,055	1,097	\$0.006440	7 years from Intro.
Q653461178 / 3502A				\$7.06	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH BANGOR					
Reception					
Toshiba e-Studio 856 / 85 PPM	845,884	1,117,557	271,673	\$0.003610	None at this time.
SRH290239 / 3386				\$980.74	
4,000,000 / 02/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Resident Care					
Ricoh MP5000B / 50 PPM	268,134	319,051	50,917	\$0.004640	9 years from Intro.
M5605400282 / 3370				\$236.25	
2,000,000 / 02/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Resident Care Activities Office					
Kyocera FS-1370DN / 37 PPM	18,568	27,347	8,779	\$0.006440	7 years from Intro.
Q653461183 / 3503A				\$56.54	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

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

Date of Last Upgrade: 5/1/2013

7/1/2016
Meter

6/30/2017
Meter

2016-17
Annual
Volume

Cost/Copy
Annual Cost

Recommendations

MVH BANGOR

Therapy

Toshiba e-Studio 556 / 55 PPM	289,877	355,801	65,924	\$0.004640	None at this time.
CGI213684 / 3637				\$305.89	
3,000,000 / 02/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	

A-COPI

<i>Subtotals Black</i>	1,130,989	\$4,740.27
<i>Subtotals Color</i>	65,270	\$3,417.65

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 5/1/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>	<i>7/1/2016</i>	<i>6/30/2017</i>	<i>2016-17</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
MVH CARIBOU					
Activities/SDC					
Kyocera FS-4100DN / 45 PPM	16,322	21,039	4,717	\$0.007320	None at this time.
NUK3106226 / 4618				\$34.53	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
LEVESQUE					
Administrator's Office					
Kyocera FS-1370DN / 37 PPM	7,699	11,889	4,190	\$0.013890	7 years from Intro.
Q653461174 / 4612				\$58.20	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
LEVESQUE					
Admissions Coordinator					
Kyocera FS-1370DN / 37 PPM	6,661	10,091	3,430	\$0.013890	7 years from Intro.
Q653461192 / 4617				\$47.64	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
LEVESQUE					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH CARIBOU					
Clinical Coordinator					
Kyocera FS-1370DN / 37 PPM	29,156	38,379	9,223	\$0.013890	7 years from Intro.
Q653461190 / 4615				\$128.11	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
LEVESQUE					
Director of Nursing					
Kyocera FS-1370DN / 37 PPM	6,982	9,239	2,257	\$0.013890	7 years from Intro.
Q653461184 / 4610				\$31.35	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
LEVESQUE					
Human Resources					
Kyocera FS-4100DN / 45 PPM	33,644	39,540	5,896	\$0.007320	None at this time.
NUK3106215 / 4611				\$43.16	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
LEVESQUE					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH CARIBOU					
MDS Coordinator					
HP Laser Jet P4015N / 52 PPM	89,256	95,872	6,616	\$0.019440	9 years from Intro.
CNDY398280 / 4620				\$128.62	
3,000,000 / 05/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
LEVESQUE					
Nurse Manager					
Kyocera FS-4100DN / 45 PPM	4,956	9,952	4,996	\$0.007320	None at this time.
NUK3106223 / 4613				\$36.57	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
LEVESQUE					
PT/OT Office					
Savin 9250 / 50 PPM	506,437	582,483	76,046	\$0.009590	7 years from Intro.
V8005500006 / 3696				\$729.28	
2,000,000 / 01/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
LEVESQUE					

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

Date of Last Upgrade: 5/1/2013

*7/1/2016
Meter*

*6/30/2017
Meter*

*2016-17
Annual
Volume*

*Cost/Copy
Annual Cost*

Recommendations

MVH CARIBOU

RAM Printer

Kyocera FS-4100DN / 45 PPM	21,075	33,761	12,686	\$0.007320	None at this time.
NUK3206293 / 4609				\$92.86	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

LEVESQUE

Reception

Kyocera FS-C5250 / 28 PPM	9,466	13,467	4,001	\$0.013890	7 years from Intro.
Q553407440 / 4608				\$55.57	
500,000 / 12/2010	26,020	40,020	14,000	\$0.07802	
Color Network Printer				\$1,092.28	

LEVESQUE

Savin 9250 / 50 PPM	540,053	598,011	57,958	\$0.009590	7 years from Intro.
V8005401252 / 3739				\$555.82	
2,000,000 / 01/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	

LEVESQUE

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 5/1/2013
	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH CARIBOU					
Resident Care Unit					
Kyocera FS-4100DN / 45 PPM	15,147	18,470	3,323	\$0.007320	None at this time.
NUK3106224 / 4616				\$24.32	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
LEVESQUE					
Ricoh MP6001 / 60 PPM	737,495	771,350	33,855	\$0.009590	8 years from Intro.
V6905600278 / 4619				\$324.67	
3,000,000 / 06/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
LEVESQUE					
Social Services					
Savin SP4310n / 37 PPM	17,410	28,283	10,873	\$0.012620	None at this time.
T1139611736 / 4607				\$137.22	
750,000 / 09/2011	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
LEVESQUE					
Subtotals Black			240,067	\$2,427.92	
Subtotals Color			14,000	\$1,092.28	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH CENTRAL					
Accounting					
Kyocera FS-1370DN / 37 PPM	6,055	10,922	4,867	\$0.015000	7 years from Intro.
Q653664342 / 6846				\$73.01	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Accounts Payable					
Kyocera FS-4100DN / 45 PPM	56,273	73,923	17,650	\$0.006440	None at this time.
NUK2801869 / 3631				\$113.67	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Billers					
Kyocera FS-1370DN / 37 PPM	2,825	3,225	400	\$0.006440	7 years from Intro.
Q653461186 / 3474A				\$2.58	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH CENTRAL					
Compliance Director					
Kyocera FS-1370DN / 37 PPM	14,166	19,341	5,175	\$0.006440	7 years from Intro.
Q653X72788 / 4856				\$33.33	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Controller					
Kyocera FS-4100DN / 45 PPM	40,276	49,039	8,763	\$0.006440	None at this time.
NUK3106219 / 3438				\$56.43	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
COO Office					
Kyocera FS-4100DN / 45 PPM	5,233	6,791	1,558	\$0.006440	None at this time.
NUK2Z05682 / 3804				\$10.03	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

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

Date of Last Upgrade: 5/1/2013

7/1/2016
Meter

6/30/2017
Meter

2016-17
Annual
Volume

Cost/Copy
Annual Cost

Recommendations

MVH CENTRAL

Executive Assistant

Kyocera P2135DN / 37 PPM	9,754	13,058	3,304	\$0.006440	None at this time.
LVK4X18968 / 5447				\$21.28	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

Finance

Toshiba e-Studio 6540C / 65 PPM	365,164	477,495	112,331	\$0.004020	None at this time.
CCE312943 / 3423				\$451.57	
3,000,000 / 05/2011	139,696	205,131	65,435	\$0.05146	
Color Photocopier				\$3,367.29	

A-COPI

Make-Model / Speed
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Life / Intro Date
Vendor

Date of Last Upgrade: 5/1/2013

*7/1/2016
Meter*

*6/30/2017
Meter*

*2016-17
Annual
Volume*

*Cost/Copy
Annual Cost*

Recommendations

MVH CENTRAL

Human Resources

Savin 301SPF / 31 PPM	40,488	59,377	18,889	\$0.006440	None at this time.
W912P700456 / 3692				\$121.65	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	

A-COPI

Savin MP301SPF / 31 PPM	13,044	65,367	52,323	\$0.006440	None at this time.
W914PB05067 / 5393				\$336.96	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	

A-COPI

IT Copier

Toshiba e-Studio 555 / 55 PPM	89,538	90,227	689	\$0.003610	8 years from Intro.
CGEC16700 / 3427				\$2.49	
3,000,000 / 06/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	

A-COPI

					Date of Last Upgrade: 5/1/2013
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH CENTRAL					
IT Office					
Kyocera FS-4100DN / 45 PPM	36,136	46,024	9,888	\$0.006440	None at this time.
NUK3106216 / 3442				\$63.68	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
IT Printer					
HP Laser Jet P3010 / 40 PPM	70,426	79,599	9,173	\$0.011590	Traded
VNBCCDM2ZV / 3317				\$106.32	
1,000,000 / 09/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Mail Room					
Toshiba e-Studio 5540c / 55 PPM	163,990	228,025	64,035	\$0.004020	None at this time.
CBA319739 / 3817				\$257.42	
3,000,000 / 05/2011	163,008	211,507	48,499	\$0.05146	
Color Photocopier				\$2,495.76	
A-COPI					

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

Date of Last Upgrade: 5/1/2013

7/1/2016
Meter

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Meter

2016-17
Annual
Volume

Cost/Copy
Annual Cost

Recommendations

MVH CENTRAL

MDS Coordinator

Kyocera FS-1370DN / 37 PPM	1,794	1,856	62	\$0.006440	7 years from Intro.
Q653X72782 / 4855				\$0.40	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

Payroll Manager

Kyocera FS-4100DN / 45 PPM	112,793	135,528	22,735	\$0.006440	None at this time.
NUK3106225 / 3432				\$146.41	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 5/1/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>	<i>7/1/2016</i>	<i>6/30/2017</i>	<i>2016-17</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<i>Volume</i>					
MVH CENTRAL					
Pharmacy					
Lexmark C792 / 50 PPM	170	742	572	\$0.006950	7 years from Intro.
5062209475C0M / 5890				\$3.98	
2,000,000 / 10/2010	3,935	10,767	6,832	\$0.07575	
Color Network Printer				\$517.52	
A-COPI					
Lexmark MS811DN / 63 PPM	48,398	54,556	6,158	\$0.025000	None at this time.
40635C66088WK / 7028				\$153.95	
3,000,000 / 01/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Lexmark MS811DN / 63 PPM	51,655	63,610	11,955	\$0.025000	None at this time.
40635C66088WG / 7029				\$298.88	
3,000,000 / 01/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

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

Date of Last Upgrade: 5/1/2013

*7/1/2016
Meter*

*6/30/2017
Meter*

*2016-17
Annual
Volume*

*Cost/Copy
Annual Cost*

Recommendations

MVH CENTRAL

Pharmacy Business Office

Toshiba e-Studio 556 / 55 PPM	296,077	398,318	102,241	\$0.003610	None at this time.
CGEC16719 / 3420				\$369.09	
3,000,000 / 02/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	

A-COPI

Pharmacy Quality Assurance

Savin 301SPF / 31 PPM	75,056	85,283	10,227	\$0.006440	None at this time.
W912P601321 / 3619				\$65.86	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	

A-COPI

Pharmacy Rx2 QA

Savin MP301SPF / 31 PPM	18,342	37,053	18,711	\$0.006440	None at this time.
W914PC01499 / 5446				\$120.50	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	

A-COPI

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013	
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MVH CENTRAL						
Purchasing						
HP Color Laser Jet CM1312nfi / 12 PPM	9,739	11,313	1,574	\$0.011590	9 years from Intro.	
CNF8B1XJJM / 3339				\$18.24		
150,000 / 06/2008	21,171	27,138	5,967	\$0.11590		
Color Network Printer				\$691.58		
A-COPI						
Reception						
Kyocera FS-1370DN / 37 PPM	2,622	3,231	609	\$0.006440	7 years from Intro.	
LVK4X18982 / 5448				\$3.92		
750,000 / 07/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
A-COPI						
Subtotals Black			483,889	\$2,831.63		
Subtotals Color			126,733	\$7,072.14		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH MACHIAS					
Activities					
HP Laser Jet P2035 / 30 PPM	2,369	4,437	2,068	\$0.011590	9 years from Intro.
CNB9X80321 / 3375				\$23.97	
750,000 / 11/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Administration					
Kyocera FS-1370DN / 37 PPM	4,816	8,043	3,227	\$0.006440	7 years from Intro.
Q653461179 / 3508A				\$20.78	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Toshiba e-Studio 2551c / 25 PPM	19,273	25,883	6,610	\$0.004020	None at this time.
C7G215612 / 3683				\$26.57	
500,000 / 05/2012	57,256	85,143	27,887	\$0.05146	
Color Photocopier				\$1,435.07	
A-COPI					

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

Date of Last Upgrade: 5/1/2013

7/1/2016
Meter

6/30/2017
Meter

2016-17
Annual
Volume

Cost/Copy
Annual Cost

Recommendations

MVH MACHIAS

Dietary Department

Kyocera FS-1370DN / 37 PPM	3,908	5,769	1,861	\$0.015000	7 years from Intro.
Q653664346 / 6620				\$27.92	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

DNS

Kyocera FS-1370DN / 37 PPM	15,005	19,406	4,401	\$0.006440	7 years from Intro.
Q653461171 / 3482A				\$28.34	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH MACHIAS					
ECS Emergency Printer					
Kyocera FS-4100DN / 45 PPM	12,128	12,128	0	\$0.007320	None at this time.
NUK3206296 / 4614				\$0.00	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
LEVESQUE					
Kyocera FS-4100DN / 45 PPM	13,130	17,293	4,163	\$0.006440	None at this time.
NUK3206305 / 3484A				\$26.81	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Human Resources					
Kyocera FS-4100DN / 45 PPM	44,071	54,802	10,731	\$0.006440	None at this time.
NUK3206554 / 3441				\$69.11	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

Date of Last Upgrade: 5/1/2013					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH MACHIAS					
Machias Copier					
Ricoh MP6001 / 60 PPM V6905600166 / 3401 3,000,000 / 06/2009 Black Photocopier	667,587 0	761,803 0	94,216 0	\$0.004640 \$437.16 \$0.00000 \$0.00	8 years from Intro.
A-COPI					
West Nurses' Station					
Savin 301SPF / 31 PPM W912PC02554 / 3946 750,000 / 06/2012 Black Laser MFP	49,208 0	75,860 0	26,652 0	\$0.006440 \$171.64 \$0.00000 \$0.00	None at this time.
A-COPI					
Subtotals Black		153,929	\$832.30		
Subtotals Color		27,887	\$1,435.07		

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

Date of Last Upgrade: 5/1/2013

*7/1/2016
Meter*

*6/30/2017
Meter*

*2016-17
Annual
Volume*

*Cost/Copy
Annual Cost*

Recommendations

MVH SCARBOROUGH

A Unit Nurse Manager

Kyocera FS-4100DN / 45 PPM	16,963	20,802	3,839	\$0.006440	None at this time.
NUK3106221 / 3468				\$24.72	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

A Unit Nurses' Station

Savin 301SPF / 31 PPM	114,085	155,895	41,810	\$0.006440	None at this time.
W913P107015 / 3905				\$269.26	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	

A-COPI

Activities Director

Kyocera FS-C5250 / 28 PPM	2,613	4,023	1,410	\$0.006440	7 years from Intro.
Q553808538 / 4757				\$9.08	
500,000 / 12/2010	17,137	25,058	7,921	\$0.05795	
Color Network Printer				\$459.02	

A-COPI

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH SCARBOROUGH					
Admin Hall					
Toshiba e-Studio 756 / 75 PPM	370,440	488,278	117,838	\$0.003610	None at this time.
CKL212073 / 3383				\$425.40	
4,000,000 / 02/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Administrative Office					
Kyocera FS-4100DN / 45 PPM	1,881	8,017	6,136	\$0.006440	None at this time.
NUK3206289 / 3463A				\$39.52	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Admissions					
Savin 301SPF / 31 PPM	111,494	165,872	54,378	\$0.006440	None at this time.
W912P700470 / 3842				\$350.19	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
A-COPI					

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

Date of Last Upgrade: 5/1/2013

*7/1/2016
Meter*

*6/30/2017
Meter*

*2016-17
Annual
Volume*

*Cost/Copy
Annual Cost*

Recommendations

MVH SCARBOROUGH

B Unit Nurse Manager

Kyocera FS-1370DN / 37 PPM

17,387

23,757

6,370

\$0.006440

7 years from Intro.

Q653461181 / 3485A

\$41.02

750,000 / 07/2010

0

0

0

\$0.00000

Black Network Printer

\$0.00

A-COPI

B Unit Nurses' Station

Savin 301SPF / 31 PPM

67,104

72,702

5,598

\$0.006440

None at this time.

W912PC02552 / 3561

\$36.05

750,000 / 06/2012

0

0

0

\$0.00000

Black Laser MFP

\$0.00

A-COPI

B Unit Nursing Station

Toshiba e-Studio 557 / 55 PPM

142,561

241,173

98,612

\$0.003610

None at this time.

CADD10068 / 5207

\$355.99

3,000,000 / 06/2014

0

0

0

\$0.00000

Black Photocopier

\$0.00

A-COPI

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH SCARBOROUGH					
C Unit Nurses' Station					
Savin 301SPF / 31 PPM	88,372	120,874	32,502	\$0.006440	None at this time.
W912PC02549 / 3560A				\$209.31	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
A-COPI					
Classroom					
Toshiba e-Studio 2551c / 25 PPM	24,945	32,371	7,426	\$0.004020	None at this time.
C7E210476 / 3907				\$29.85	
500,000 / 05/2012	26,993	33,367	6,374	\$0.05146	
Color Photocopier				\$328.01	
A-COPI					
Dietary Office					
Kyocera FS-4100DN / 45 PPM	34,173	44,548	10,375	\$0.006440	None at this time.
NUK3206384 / 3491A				\$66.82	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 5/1/2013</i>
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MVH SCARBOROUGH					
<i>Human Resources</i>					
HP Laser Jet M1522NF MFP / 24 PPM	27,087	34,923	7,836	\$0.011590	9 years from Intro.
CNC983P1G8 / 3327				\$90.82	
500,000 / 04/2008	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
A-COPI					
<i>Maintenance Supervisor</i>					
Kyocera FS-1370DN / 37 PPM	16,308	18,600	2,292	\$0.006440	7 years from Intro.
Q653461176 / 3483A				\$14.76	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
<i>Medical Records</i>					
Kyocera FS-4100DN / 45 PPM	97,335	128,872	31,537	\$0.006440	None at this time.
NUK3206382 / 3488				\$203.10	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

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

Date of Last Upgrade: 5/1/2013

7/1/2016
Meter

6/30/2017
Meter

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Annual
Volume

Cost/Copy
Annual Cost

Recommendations

MVH SCARBOROUGH

Medical Supplies

Kyocera FS-4100DN / 45 PPM	30,732	34,117	3,385	\$0.006440	Traded
NUK3206284a / 3461				\$21.80	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

Nursing Supervisor

Kyocera FS-4100DN / 45 PPM	50,178	60,929	10,751	\$0.006440	None at this time.
NUK3206386 / 3465				\$69.24	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 5/1/2013</i>
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MVH SCARBOROUGH					
Reception					
Toshiba e-Studio 2551c / 25 PPM	60,619	82,878	22,259	\$0.004020	None at this time.
C7G215618 / 3736				\$89.48	
500,000 / 05/2012	195,119	320,016	124,897	\$0.05146	
Color Photocopier				\$6,427.20	
A-COPI					
Toshiba e-Studio 756 / 75 PPM	369,571	437,024	67,453	\$0.003610	None at this time.
CKL212192 / 3392				\$243.51	
4,000,000 / 02/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Resident Account Manager					
Kyocera FS-4100DN / 45 PPM	77,681	98,949	21,268	\$0.006440	None at this time.
NUK3206387 / 3487				\$136.97	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH SCARBOROUGH					
Resident Care					
Kyocera FS-1370DN / 37 PPM	10,930	17,225	6,295	\$0.006440	7 years from Intro.
Q653461177 / 3462A				\$40.54	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Ricoh MP6001 / 60 PPM	624,928	667,638	42,710	\$0.004640	8 years from Intro.
V6905600312 / 3460A				\$198.17	
3,000,000 / 06/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Social Services					
Toshiba e-Studio 477s / PPM	0	4,693	4,693	\$0.011250	years from Intro.
TQHE15603 / 6250				\$52.80	
/	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
A-COPI					

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

Date of Last Upgrade: 5/1/2013

7/1/2016
Meter

6/30/2017
Meter

2016-17
Annual
Volume

Cost/Copy
Annual Cost

Recommendations

MVH SCARBOROUGH

Staff Coordinator

Toshiba e-Studio 477s / PPM	0	17,397	17,397	\$0.011250	years from Intro.
TQHE15696 / 6440				\$195.72	
/	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	

A-COPI

Storage

Kyocera FS-4100DN / 45 PPM	8,695	8,695	0	\$0.006440	None at this time.
NUK3206303 / 3481				\$0.00	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

Subtotals Black	624,170	\$3,214.10
Subtotals Color	139,192	\$7,214.23

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH SOUTH PARIS					
Administration					
Toshiba e-Studio 6540C / 65 PPM	497,170	663,470	166,300	\$0.004020	None at this time.
CCE312940 / 3430				\$668.53	
3,000,000 / 05/2011	316,176	426,809	110,633	\$0.05146	
Color Photocopier				\$5,693.17	
A-COPI					
Administrative Assistant					
Kyocera FS-4100DN / 45 PPM	15,902	26,545	10,643	\$0.006440	None at this time.
NUK2Z05712 / 3801				\$68.54	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Admissions					
Kyocera FS-4100DN / 45 PPM	15,239	21,086	5,847	\$0.006440	None at this time.
NUK3206388 / 3476				\$37.65	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2013
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVH SOUTH PARIS					
B Unit					
Toshiba e-Studio 555 / 55 PPM	100,437	144,700	44,263	\$0.003610	8 years from Intro.
CGEC16696 / 3428				\$159.79	
3,000,000 / 06/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Business Office Manager					
Kyocera FS-4100DN / 45 PPM	45,099	55,918	10,819	\$0.006440	None at this time.
NUK3206306 / 3480				\$69.67	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
C Unit					
Toshiba e-Studio 4540c / 45 PPM	219,378	292,025	72,647	\$0.004020	None at this time.
SML280293 / 3393				\$292.04	
1,000,000 / 05/2011	58,232	90,803	32,571	\$0.05146	
Color Photocopier				\$1,676.10	
A-COPI					

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

Date of Last Upgrade: 5/1/2013

*7/1/2016
Meter*

*6/30/2017
Meter*

*2016-17
Annual
Volume*

*Cost/Copy
Annual Cost*

Recommendations

MVH SOUTH PARIS

C Unit Nurses' Station

Kyocera FS-4100DN / 45 PPM	11,600	11,600	0	\$0.006440	None at this time.
NUK3206282 / 3479				\$0.00	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

Dietary Office

Kyocera FS-4100DN / 45 PPM	523,418	565,420	42,002	\$0.006440	None at this time.
NUK3206380 / 3495				\$270.49	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

Human Resources

Kyocera FS-4100DN / 45 PPM	40,949	53,356	12,407	\$0.006440	None at this time.
NUK3206298 / 3478				\$79.90	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

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

Date of Last Upgrade: 5/1/2013

*7/1/2016
Meter*

*6/30/2017
Meter*

*2016-17
Annual
Volume*

*Cost/Copy
Annual Cost*

Recommendations

MVH SOUTH PARIS

MDS Coordinator

Kyocera FS-4100DN / 45 PPM	26,113	36,591	10,478	\$0.006440	None at this time.
NUK2Z05692 / 3799				\$67.48	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

Medical Records

Kyocera FS-4100DN / 45 PPM	27,541	33,319	5,778	\$0.006440	None at this time.
NUK3206383 / 3475A				\$37.21	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

Nurse Manager

Kyocera FS-4100DN / 45 PPM	48,223	59,995	11,772	\$0.006440	None at this time.
NUK2800517 / 3629				\$75.81	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

Make-Model / Speed
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Life / Intro Date
Vendor

Date of Last Upgrade: 5/1/2013

*7/1/2016
Meter*

*6/30/2017
Meter*

*2016-17
Annual
Volume*

*Cost/Copy
Annual Cost*

Recommendations

MVH SOUTH PARIS

Receptionist

Kyocera FS-4100DN / 45 PPM	53,646	66,474	12,828	\$0.006440	None at this time.
NUK2Z05704 / 3797				\$82.61	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

Resident Care Director

Savin 301SPF / 31 PPM	85,669	116,749	31,080	\$0.006440	None at this time.
W912PC02479 / 3945				\$200.16	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	

A-COPI

Storage - Hot Swap

Kyocera FS-4100DN / 45 PPM	0	2,205	2,205	\$0.006440	None at this time.
NUK3206308 / 3477A				\$14.20	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	

A-COPI

Subtotals Black

439,069

\$2,124.09

Subtotals Color

143,204

\$7,369.28

District Wide Black Totals

3,694,147

\$19,410.74

District Wide Color Totals

546,089

\$29,134.30

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 8/15/2003 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2016-17 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
3,694,147	\$0.02351	\$86,849.40

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
3,694,147	\$0.00525	\$19,394.27	\$67,455.12	\$337,275.62

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$67,455.12 x 14 years as a Client

=\$944,371.74 Cost Savings!

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
MVH Augusta	622,034	\$3,318.59	\$3,086.53	\$10,203.92	\$16,609.04
MVH Bangor	1,130,989	\$4,855.89	\$5,611.97	\$18,552.87	\$29,020.73
MVH Caribou	240,067	\$2,486.21	\$1,191.21	\$3,938.09	\$7,615.51
MVH Central	483,889	\$2,899.80	\$2,401.06	\$7,937.77	\$13,238.62
MVH Machias	153,929	\$851.95	\$763.80	\$2,525.07	\$4,140.81
MVH Scarborough	624,170	\$3,291.17	\$3,097.13	\$10,238.96	\$16,627.26
MVH South Paris	439,069	\$2,175.35	\$2,178.66	\$7,202.54	\$11,556.54
Total	3,694,147	\$19,878.95	\$18,330.36	\$60,599.21	\$98,808.52

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: An 85 CPM Toshiba e-Studio 8508 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 85 Copies per Minute with a Retail Cost of \$41,564 is coming in at **\$6,575....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
MVH Augusta	29,803	\$1,570.62
MVH Bangor	65,270	\$3,499.94
MVH Caribou	14,000	\$1,118.46
MVH Central	126,733	\$7,242.44
MVH Machias	27,887	\$1,469.64
MVH Scarborough	139,192	\$7,388.01
MVH South Paris	143,204	\$7,546.85
<i>Total</i>	546,089	\$29,835.97

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 2.4%.**

Vendor	Equipment Type	Annual Volume	2016 - 2017 Cost / Copy	Total Cost	2017 - 2018 Cost / Copy	Projected Cost
A-COPI	Black Laser MFP	471,255	\$0.00644	\$3,034.88	\$0.00659	\$3,105.57
A-COPI	Black Laser MFP	22,090	\$0.01125	\$248.51	\$0.01152	\$254.48
A-COPI	Black Laser MFP	7,836	\$0.01159	\$90.82	\$0.01187	\$93.01
A-COPI	Black Network Printer	518,644	\$0.00644	\$3,340.07	\$0.00659	\$3,417.86
A-COPI	Black Network Printer	61,087	\$0.01159	\$708.00	\$0.01187	\$725.10
A-COPI	Black Network Printer	6,728	\$0.01500	\$100.92	\$0.01536	\$103.34
A-COPI	Black Network Printer	18,113	\$0.02500	\$452.83	\$0.02560	\$463.69
A-COPI	Black Photocopier	1,524,024	\$0.00361	\$5,501.73	\$0.00370	\$5,638.89
A-COPI	Black Photocopier	253,767	\$0.00464	\$1,177.48	\$0.00475	\$1,205.39
A-COPI	Color Network Printer	8,450	\$0.00644	\$54.42	\$0.00659	\$55.69
A-COPI	Color Network Printer	572	\$0.00695	\$3.98	\$0.00712	\$4.07
A-COPI	Color Network Printer	1,574	\$0.01159	\$18.24	\$0.01187	\$18.68
A-COPI	Color Photocopier	559,940	\$0.00402	\$2,250.96	\$0.00412	\$2,306.95
Levesque Office Supply	Black Network Printer	31,618	\$0.00732	\$231.44	\$0.00750	\$237.14
Levesque Office Supply	Black Network Printer	10,873	\$0.01262	\$137.22	\$0.01292	\$140.48
Levesque Office Supply	Black Network Printer	19,100	\$0.01389	\$265.30	\$0.01422	\$271.60
Levesque Office Supply	Black Network Printer	6,616	\$0.01944	\$128.62	\$0.01991	\$131.72
Levesque Office Supply	Black Photocopier	167,859	\$0.00959	\$1,609.77	\$0.00982	\$1,648.38

Vendor	Equipment Type	Annual Volume	2016 - 2017 Cost / Copy	Total Cost	2017 - 2018 Cost / Copy	Projected Cost
Levesque Office Supply	Color Network Printer	4,001	\$0.01389	\$55.57	\$0.01422	\$56.89
Total		3,694,147	\$0.00525	\$19,410.74	\$0.00538	\$19,878.95

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 2.4%.**

Vendor	Equipment Type	Annual Volume	2016 - 2017 Cost / Copy	Total Cost	2017 - 2018 Cost / Copy	Projected Cost
A-COPI	Color Network Printer	16,989	\$0.05795	\$984.51	\$0.05934	\$1,008.13
A-COPI	Color Network Printer	6,832	\$0.07575	\$517.52	\$0.07757	\$529.96
A-COPI	Color Network Printer	5,967	\$0.11590	\$691.58	\$0.11868	\$708.16
A-COPI	Color Photocopier	502,301	\$0.05146	\$25,848.41	\$0.05270	\$26,471.26
Levesque Office Supply	Color Network Printer	14,000	\$0.07802	\$1,092.28	\$0.07989	\$1,118.46
Total		546,089	\$0.05335	\$29,134.30	\$0.05464	\$29,835.97

Reprographic Equipment Assessment

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

Total Number of Units	131
Total Number of Units on Lease	86
Total Number of Units Owned	45
Lease Company	Northway Bank
Lease Start Date	5/1/2013
Lease End Date	8/1/2018
Term	5 Annual
Annual Payment usually due on 8/1	\$60,599.21
Remaining Payments	1

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

Leased Equipment

Building	Make/Model	Serial Number
MVH Augusta	Savin 301SPF	W912PC02550
MVH Augusta	Toshiba e-Studio 2550c	C7E210533
MVH Augusta	Savin 301SPF	W912PC02555
MVH Augusta	Toshiba e-Studio 2551c	C7G215597
MVH Augusta	Toshiba e-Studio 756	CKL212200
MVH Augusta	Kyocera FS-4100DN	NUK3206307
MVH Augusta	Savin 301SPF	W912PC02558
MVH Augusta	Kyocera FS-4100DN	NUK3206301
MVH Augusta	Savin 301SPF	W912PC02556
MVH Augusta	Toshiba e-Studio 756	CKL212188
MVH Augusta	Kyocera FS-4100DN	NUK3206284
MVH Bangor	Kyocera FS-1370DN	Q653X72789
MVH Bangor	Kyocera FS-4100DN	NUK3206312
MVH Bangor	Kyocera FS-4100DN	NUK3206287
MVH Bangor	Kyocera FS-4100DN	NUK3206378
MVH Bangor	Kyocera FS-1370DN	Q653461187
MVH Bangor	Kyocera FS-4100DN	NUK3206389
MVH Bangor	Kyocera FS-1370DN	Q653461183
MVH Bangor	Toshiba e-Studio 856	SRH290239
MVH Bangor	Kyocera FS-1370DN	Q653461182
MVH Bangor	Toshiba e-Studio 855	CRD210793
MVH Bangor	Kyocera FS-1370DN	Q653461178
MVH Bangor	Toshiba e-Studio 556	CGEC16699
MVH Bangor	Kyocera FS-1370DN	Q653461173
MVH Bangor	Kyocera FS-4100DN	NUK3206385
MVH Bangor	Toshiba e-Studio 2551c	C7G215602
MVH Bangor	Kyocera FS-4100DN	NUK3206297
MVH Bangor	Kyocera FS-1370DN	Q653461172
MVH Bangor	Toshiba e-Studio 2551c	C7E210430
MVH Caribou	Kyocera FS-4100DN	NUK3106215

Building	Make/Model	Serial Number
MVH Caribou	Kyocera FS-4100DN	NUK3106224
MVH Caribou	Kyocera FS-4100DN	NUK3106223
MVH Caribou	Kyocera FS-4100DN	NUK3206293
MVH Caribou	Kyocera FS-1370DN	Q653461184
MVH Caribou	Kyocera FS-1370DN	Q653461192
MVH Caribou	Kyocera FS-1370DN	Q653461174
MVH Caribou	Kyocera FS-1370DN	Q653461190
MVH Caribou	Kyocera FS-4100DN	NUK3106226
MVH Caribou	Kyocera FS-C5250	Q553407440
MVH Central	Kyocera FS-4100DN	NUK3106216
MVH Central	Toshiba e-Studio 5540c	CBA319739
MVH Central	Kyocera FS-1370DN	Q653X72788
MVH Central	Kyocera FS-4100DN	NUK3106219
MVH Central	Kyocera FS-1370DN	Q653X72782
MVH Central	Kyocera FS-4100DN	NUK3106225
MVH Central	Toshiba e-Studio 556	CGEC16719
MVH Central	Toshiba e-Studio 555	CGEC16700
MVH Central	Kyocera FS-1370DN	Q653461186
MVH Central	Toshiba e-Studio 6540C	CCE312943
MVH Machias	Toshiba e-Studio 2551c	C7G215612
MVH Machias	Kyocera FS-4100DN	NUK3206305
MVH Machias	Kyocera FS-1370DN	Q653461179
MVH Machias	Savin 301SPF	W912PC02554
MVH Machias	Kyocera FS-4100DN	NUK3206296
MVH Machias	Kyocera FS-4100DN	NUK3206554
MVH Machias	Kyocera FS-1370DN	Q653461171
MVH Scarborough	Kyocera FS-4100DN	NUK3106221
MVH Scarborough	Toshiba e-Studio 2551c	C7G215618
MVH Scarborough	Kyocera FS-4100DN	NUK3206387
MVH Scarborough	Savin 301SPF	W912PC02552
MVH Scarborough	Savin 301SPF	W913P107015

Building	Make/Model	Serial Number
MVH Scarborough	Kyocera FS-4100DN	NUK3206382
MVH Scarborough	Kyocera FS-C5250	Q553808538
MVH Scarborough	Toshiba e-Studio 756	CKL212073
MVH Scarborough	Savin 301SPF	W912P700470
MVH Scarborough	Kyocera FS-1370DN	Q653461181
MVH Scarborough	Savin 301SPF	W912PC02549
MVH Scarborough	Kyocera FS-1370DN	Q653461177
MVH Scarborough	Toshiba e-Studio 756	CKL212192
MVH Scarborough	Kyocera FS-4100DN	NUK3206386
MVH Scarborough	Kyocera FS-1370DN	Q653461176
MVH Scarborough	Kyocera FS-4100DN	NUK3206303
MVH Scarborough	Kyocera FS-4100DN	NUK3206384
MVH Scarborough	Toshiba e-Studio 2551c	C7E210476
MVH Scarborough	Kyocera FS-4100DN	NUK3206289
MVH South Paris	Toshiba e-Studio 555	CGEC16696
MVH South Paris	Kyocera FS-4100DN	NUK3206308
MVH South Paris	Savin 301SPF	W912PC02479
MVH South Paris	Kyocera FS-4100DN	NUK3206383
MVH South Paris	Kyocera FS-4100DN	NUK3206298
MVH South Paris	Kyocera FS-4100DN	NUK3206282
MVH South Paris	Kyocera FS-4100DN	NUK3206306
MVH South Paris	Toshiba e-Studio 6540C	CCE312940
MVH South Paris	Kyocera FS-4100DN	NUK3206388
MVH South Paris	Kyocera FS-4100DN	NUK3206380
MVH South Paris	Toshiba e-Studio 4540c	SML280293

Owned Equipment

Building	Make/Model	Serial Number
MVH Augusta	Kyocera FS-1370DN	Q653X72785
MVH Augusta	HP Laser Jet Pro M401dn	VNB3B25191
MVH Augusta	HP Laser Jet P4515	CNDY464697
MVH Augusta	Kyocera FS-4100DN	NUK2Z05617
MVH Augusta	HP Laser Jet P4515	CNDY894994
MVH Augusta	HP Laser Jet P4515	CNDY464732
MVH Augusta	Kyocera FS-1370DN	LVK4X18982
MVH Augusta	Kyocera FS-4100DN	NUK2X03612
MVH Bangor	Toshiba e-Studio 556	CGI213684
MVH Bangor	Kyocera FS-C5350DN	QVQ2Z09109
MVH Bangor	Kyocera FS-4100DN	NUK2801896
MVH Bangor	Ricoh MP5000B	M5605400282
MVH Bangor	Kyocera FS-4300DN	NUB2900299
MVH Bangor	Savin MP301SPF	W915P600522
MVH Bangor	Toshiba e-Studio 457	CEKD43005
MVH Caribou	HP Laser Jet P4015N	CNDY398280
MVH Caribou	Savin 9250	V8005401252
MVH Caribou	Savin 9250	V8005500006
MVH Caribou	Savin SP4310n	T1139611736
MVH Caribou	Ricoh MP6001	V6905600278
MVH Central	Kyocera FS-1370DN	Q653664342
MVH Central	Lexmark MS811DN	40635C66088WK
MVH Central	Lexmark C792	5062209475C0M
MVH Central	Savin MP301SPF	W914PC01499
MVH Central	HP Color Laser Jet CM1312nfi	CNF8B1XJJM
MVH Central	Kyocera FS-4100DN	NUK2801869
MVH Central	Kyocera FS-4100DN	NUK2Z05682
MVH Central	Kyocera FS-1370DN	LVK4X18982
MVH Central	Savin MP301SPF	W914PB05067
MVH Central	Lexmark MS811DN	40635C66088WG

Building	Make/Model	Serial Number
MVH Central	Savin 301SPF	W912P601321
MVH Central	Kyocera P2135DN	LVK4X18968
MVH Central	Savin 301SPF	W912P700456
MVH Machias	HP Laser Jet P2035	CNB9X80321
MVH Machias	Ricoh MP6001	V6905600166
MVH Machias	Kyocera FS-1370DN	Q653664346
MVH Scarborough	Toshiba e-Studio 477s	TQHE15696
MVH Scarborough	Toshiba e-Studio 477s	TQHE15603
MVH Scarborough	HP Laser Jet M1522NF MFP	CNC983P1G8
MVH Scarborough	Ricoh MP6001	V6905600312
MVH Scarborough	Toshiba e-Studio 557	CADD10068
MVH South Paris	Kyocera FS-4100DN	NUK2Z05692
MVH South Paris	Kyocera FS-4100DN	NUK2800517
MVH South Paris	Kyocera FS-4100DN	NUK2Z05704
MVH South Paris	Kyocera FS-4100DN	NUK2Z05712



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
Andre Morin	amorin@mainevets.org
Blanche Browne	bbrowne@mainevets.org
Brian Foote	bsfoote@mainevets.org
David Schmader	dschmader
Joanne Hooper	jhooper@mainevets.org
Judy Young	jyoung@maineveteranshomes.org
Kelly Stevens	kstevens@mainevets.org
Linda Gosselin	lgosselin
Mark Pavitt	mpavitt
Phil Jean	pjean@maineveteranshomes.org
Romeo Parent	rparent@maineveteranshomes.org
Stacy Butler	sbutler@mainevets.org
Susan Boulrier	sboulrier@mainevets.org
Tammy Pulk	tpulk@mainevets.org
Veronica Casterline	vcasterline@mainevets.org
Victoria Evans	vevens@mainevets.org
Wendy Gallant	wgallant@mainevets.org

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



2012

STARDOC created

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

2013

Daily Tracking

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

2014

Monthly Audits

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

2015

New Mapping Options & Asset Management

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



- **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

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 70 clients with over 4,100 devices doing more than 255 million copies and prints per year. In 2016 we purchased approximately 1,070 printing devices, with over 83 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

- Maps all devices and sets up "Interactive Live Floor Plans" of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.
- STAR Doc studies your printing habits and is able to predict your year-end cost months in advance, before you receive your year-end reconciliation invoice.
- Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

- Removes the confusion out of billing.
- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.
- With SPC's Simplified Billing Program, TWO invoices are sent each year from ONE billing source.
- Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

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

Based on current actual volumes and CPCs, SPC has generated

Annual Savings of more than \$2.3 million for all of our clients.

That translates into Savings of more than \$11.6 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: *In 2016 there were over a thousand.*
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

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

**Maine Veterans Homes
5 Community Drive
Augusta, ME 04330**

Five-Year Basis beginning with the 2003/2004 Budget Year

Copies-per-Year: 2,464,058

Present vs. Proposed Recommendations as of 9/1/03

PRESENT SITUATION

- 1) Guarantees on Photocopiers...**1.5 Years**
- 2) Annual Price Ceilings...**1.5 Years**
- 3) Console Units... **Five**
- 4) Overtaxed Units...**Three**
- 5) Digital Units...**Twelve**
- 6) Computer Interface Units...**Eight**
- 7) Total number of Units...**Twelve**
- 8) Duplex's...**Twelve**
- 9) Sorters...**Twelve**
- 10) Finishers...**Twelve**
- 11) High Speed Duplicators... **None**
- 12) Stand Alone Sorters... **None**
- 13) Low Operational Cost Network Printers **None**

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Photo's...**Five Years**
- 2) 5% or CPI Annual Ceilings, whichever is less...**Five Years**
- 3) Console Units with 3 Million copies or greater...**Eight**
- 4) Replaced by New Units...**Six & Recon Units...One**
- 5) Digital Units...**Seventeen**
- 6) Computer Interfaced Copiers...**Thirteen** & Net. Printers.. **None**
- 7) Total number of Units...**Seventeen**
- 8) Duplex's...**Seventeen**
- 9) Sorters...**Seventeen**
- 10) Finishers >> Staple Sort...**Seventeen**
- 11) High Speed Duplicators...**None**
- 12) Stand Alone Sorters...**None**
- 13) Low Operational Cost Network Printers...**None**

Note:

With the above stated upgrades you have greatly improved your current situation in every location. SPC is currently getting a guaranteed ten-year or better life cycle on every new photocopier being placed and five-year guaranteed life on reconditioned units.

With the new arrangement, you will decentralize your volume from Twelve to seventeen photocopiers. By doing this, your cost of operation will go down and reliability will go up! Your new 2003/2004 Budget set up for **2,464,058**.

Presently, you have three leases with Ikon and Boise that will be paid off. With the new arrangement, you will have one Government master lease **at 3.75% interest**. You will have a total of five annual payments. Your first annual fee is in the form of a down payment. Your first of four annual lease payment will be due on August 1st 2004 and then followed by three more due on the same August 1st anniversary date. A bond counsel will both prepare and review the lease documents. This assures that all documents are prepared correctly and signed by the appropriate MVH and bank officials, and that the lease purchase is a tax-exempt obligation with no premium payable by MVH for prepayment.

We would like to highlight the low bidder which is the **Levesque and Ikon (Page 2 of the TBA)** combination. Since your geographic spread is so wide, no one vendor can take care of it all. The quality of service with **Levesque and Ikon** is a proven commodity to SPC and the quality of equipment is solid. **However, we will support any decision you make!**

By splitting the bid, it will allow you the greatest flexibility, the best equipment and one of the most competitive cost-saving situations. Please note the bid results. The choice is yours to make. **Levesque and Ikon** will have a blanket servicing contract that includes all of the equipment that is under their jurisdiction with one easy Cost per Copy billing done once a year. They must also provide you with an all-inclusive cost per copy contract for the next five years that will be fixed through June 30th 2004. From then on, to the end of the contract, they cannot increase your contract any more than five percent or CPI whichever is less. **Maine Veteran Homes** however, only commits funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade with the same vendor, lowering the service costs if it is to your advantage at any time.

Maine Veterans Homes
5 Community Drive
Augusta, Maine 04330
Five-Year Basis beginning with the 2007/2008 Fiscal Year

Copies-per-Year: 2,906,877

Present vs. Proposed Recommendations as of 5/1/07

PRESENT SITUATION

- 1) Guarantees on Photocopiers...**One Year**
- 2) Annual Price Ceilings Left...**One Year**
- 3) High Volume Console Units... **Eight**
- 4) Units to be Traded...**Eleven**
- 5) Digital Units...**Eighteen**
- 6) Computer Interface Photocopiers...**Fifteen**
- 7) Total number of Units...**Eighteen**
- 8) Duplex's...**Eighteen**
- 9) Sorter's...**Eighteen**
- 10) Finisher's...**Eighteen**
- 11) High Speed Duplicators... **None**
- 12) Low Cost Black-Color Photocopiers ... **One**
- 13) Low Operational Cost Network Printers.. **None**

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Photo's...**Five+ Years**
- 2) 5% or CPI Annual Ceilings, whichever is less...**Five+ Years**
- 3) High Volume Console Units with 3 Million plus...**Twelve**
- 4) Replaced by **Fourteen** New Units & **Two** Recon Unit
- 5) Digital Units...**Twenty-Two**
- 6) Computer Interfaced Photocopiers...**Twenty-Two** with Print & **Fourteen** Scan
- 7) Total number of Units...**Twenty-Two**
- 8) Duplex's...**Twenty-Two**
- 9) Sorter's...**Twenty-Two**
- 10) Finisher's >> Staple Sort...**Eighteen**
- 11) High Speed Duplicators...**None**
- 12) Low Cost Black-Color Photocopiers...**Five w/ Color Print, Scan & Fax**
- 13) Low Operational Cost Network Printers...**None**

Overall Description of Equipment Fleet:

Presently, you have **Eleven** machines that will be traded out that were originally part of the old fleet. These units factor into a cost category called forced upgrades due to their age. It is our belief that if these units were upgraded the overall reliability would greatly improve. In addition, we would be placing the new units into your highest volume locations, while at the same time moving out your last upgrade machines into lower volume locations. In this way, the entire operation is improved without having to replace 100% of your equipment fleet.

Capital:

Presently, you have **One** municipal lease that will be paid off. This will prevent an overlapping effect which causes major fluctuations from year to year. With the new arrangement, you will again have **one** 'municipal' master lease at 4.5% interest. Your first of five annual lease payment will be due on August 1st 2007. A legal opinion from SPC's bond counsel (John Larouche in Augusta ME) will be done on this lease transaction. This will assure that all documents are prepared correctly and signed by the appropriate school and bank officials, and that the lease purchase is a tax-exempt obligation with no premium payable by the school district for prepayment. At your own expense, you can have your own bond counsel also review the documents which would simply duplicate this service.

Service & Supplies:

Presently, you have a simple all inclusive 'Service & Supply' contract, averaging **\$0.006766**. SPC's bidding process came in at **\$0.00478** per print.

Vendor Packages:

SPC has brought to you **Four** different vendor combinations, matching up the best technology available to meet your needs. We be highlighting the most qualified bid combinations. **Ikon (Ricoh), Levesque (Ricoh & Savin) & Xerox.**

<u>Cost Center</u>	<u>Present Cost</u>	<u>Proposed Cost</u>
1. Service % Supplies Photocopiers only	\$19,465.80	\$13,885.96
2. Forced Upgrades	\$18,200.00	\$00.00
3. Annual Muni Lease	\$28,508.85	\$ 37,735.35
Totals	\$66,174.65	\$51,621.31
Annual Cost Savings		\$14,553.34

If you were to eliminate your additional network package with the exception of connecting black photocopiers so as to compare what you have today, the lease cost would drop by \$3,905.35 per year! This would drop your lease to \$33,830.00 per year.

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy 'Cost per Copy' billing plan done once a year in June-July. Your service contract will be fixed through **June 30th 2008**. A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors.

Maine Veterans' Homes
Robert St. Pierre
5 Community Drive, Suite 3
Five-Year Basis beginning with the 2010/2011 Fiscal Year

Copies-per-Year: 3,047,547

Present vs. Proposed Recommendations as of 8/2/10

PRESENT SITUATION

- 1) Guarantees on Photocopiers...**One Year**
- 2) Annual Price Ceilings Left...**One Year**
- 3) High Volume Console Units...**Thirteen**
- 4) Units to be Traded...**Eleven**
- 5) Photocopiers...**Twenty-Three**

Computer Interfaced...**Twenty-Three**

- 6) Network Printers...**Four**
- 7) Color Photocopiers Networked ...**Six**
- 8) High Speed Duplicator(s)...**None**

Total number of Units...**Twenty-Seven**

- 9) Duplex's...**Twenty-Seven**
- 10) Sorter's...**Twenty-Seven**
- 11) Finisher's... **Nineteen**

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Photo's...**Five+ Years**
- 2) 5% or CPI Annual Ceilings, whichever is less...**Five+ Years**
- 3) High Volume Console Units with 3 Million plus...**Eight**
- 4) Replaced by **Twelve New** Units
- 5) Photocopiers...**Twenty-Eight**

Computer Interfaced ...**Twenty-Eight**

- 6) Low Operational Cost Network Printers...**None**
- 7) Low Cost Color Photocopiers Networked...**Eight**
- 8) High Speed Duplicator (s)...**None**

Total number of Units...**Twenty-Eight**

- 9) Duplex's...**Twenty-Eight**
- 10) Sorter's...**Twenty-Eight**
- 11) Finisher's...**Twenty-One**

Overall Description of Equipment Fleet:

Presently, you have Eleven machines that would be traded out or Returned ... for Twelve New units... all with Five Year warranties. In addition, most if not all of your entire fleet with have confidential print.

Capital:

Presently, you have Two municipal leases that will be paid off. This will prevent an overlapping effect which causes major fluctuations from year to year. With the new arrangement, you will again have one 'municipal' master lease at **3.93%** interest. Your first of five annual lease payments will be due on August 1st 2011. A legal opinion from SPC's bond counsel (John Larouche in Augusta ME) will be done on this lease transaction. This will assure that all documents are prepared correctly and signed by the appropriate school and bank officials, and that the lease purchase is a tax-exempt obligation with no premium payable by the school district for prepayment. At your own expense, you can have your own bond counsel also review the documents which would simply duplicate this service.

Service & Supplies:

Considering all of your consumable cost centers including service you are averaging \$0.005289 for black and \$0.1293 for Color. The new contract will come in at a CPC of \$0.00432 for Black and \$0.060978 for Color.

Vendor Packages:

SPC has brought to you Eight Different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bid combination, which is **Ikon, Levesque & Xerox (Solid Ink & One Color Cube Option #4.**

<u>Cost Center</u>	<u>Present</u>	<u>Proposed</u>
1. Service & Supplies Color Photo only	\$14,312.37	\$6,748.42>> Invoiced Quarterly in Arrears
2. Service & Supplies Black Photo only	\$16,126.53	\$13,171.99>> Invoiced Annually 80% of projected-Reconciled End of Year
3. Forced Upgrades	\$14,050.00	\$00.00
4. Annual Muni Lease	<u>\$40,459.12</u>	<u>\$ 35,881.50</u>
Totals	\$84,948.02	\$55,801.91
Annual Cost Savings		\$29,146.11
Five Year Cost Savings		\$145,730.55

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy 'Cost per Copy' billing plan done once a year in June-July. Your service contract will be fixed through **June 30th 2011**. A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors.

Optional Security package: Wiping out old data on trade out units and adding overwrite software can be added to your lease by increasing the Annual Lease payment by **\$2,706.54...Highly Recommended!**

Maine Veterans Nursing Homes
Bob St Pierre
5 Community Drive
Augusta, Maine 04330
Five-Year Basis beginning with the 2013/2014 Fiscal Year

Copies-per-Year: 4,977,700

Present vs. Proposed Recommendations as of 5/1/13

PRESENT SITUATION

- 1) Guarantees on Photocopiers...**1 Year**
- 2) Annual Price Ceilings Left... **1 Year**
- 3) High Volume Console Units...**14**
- 4) Units to be Traded...**78**
- 5) Photocopiers...**31**
 Computer Interfaced...**31**
- 6) Network Printers....**91 w/ 7 Color**
- 7) Color Photocopiers Networked ...**8**
 Total number of Units...**122**
- 8) Duplex's...**31**
- 9) Sorter's...**122**
- 10) Finisher's... **22**

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Photo's...**Five+ Years**
- 2) 5% or CPI Annual Ceilings, whichever is less...**Five+ Years**
- 3) High Volume Console Units with 3 Million plus...**10**
- 4) Replaced **79 New**
- 5) Photocopiers...**29**
 Computer Interfaced... **29 with Print &-Or Color Scan-Secure Print**
- 6) Network Printers...**83 w/ 5 Color**
- 7) Low Cost Color Photocopiers Networked...**9**
 Total number of Units...**112...Closing out 10 units due to Combining**
- 8) Duplex's...**86**
- 9) Sorter's... **104**
- 10) Finisher's... **22**

Overall Description of Equipment Fleet:

Presently, you have **Four different Vendors & Dozens of different Models of Low end Network Printers. The new arrangement will shift to one Vendor...A-Copi ...servicing everything.** This will greatly reduce cost and improve reliability.

Capital:

Presently, you have **one** municipal lease that will be paid off. With the new arrangement, you will again have **one** 'municipal' master lease at **2.68%** interest. You will make your scheduled payment of \$38,558.05 on 8/1/2013 plus a small interest payment of \$637.51. Thereafter your first of Five annual lease payments will be due on **August 1'st 2014**. A legal opinion from SPC's bond counsel (John Larouche in Augusta ME) will be done on this lease transaction. This will assure that all documents are prepared correctly and signed by the appropriate school and bank officials, and that the lease purchase is a tax-exempt obligation with no premium payable by the school district for prepayment. At your own expense, you can have your own bond counsel also review the documents which would simply duplicate this service.

Service & Supplies:

Considering all of your consumable cost centers including service you are averaging **\$0.008575 for black and \$0.074668 for Color.** The new contract will come in at a CPC of **\$0.004943 for Black and \$0.05309 for Color.**

Vendor Packages:

SPC has brought to you **Five** different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bid combination, which is **A-Copi (Toshiba & Kyocera) plus existing HP's.**

<u>Cost Center</u>	<u>Present</u>	<u>Proposed</u>
1. Service & Supplies Color Photo only	\$23,006.25	\$16,250.02
2. Service & Supplies Black Photo only	\$40,177.80	\$22,253.88
3. Annual Muni Lease	\$38,558.05	\$60,599.21 (1'st payment due 8/1/2014)
4. Forced Upgrade	<u>\$48,050.00</u>	<u>\$00.00</u>
Totals	\$149,822.10	\$99,103.11
Annual Cost Savings		\$50,718.99
Five Year Cost Savings		\$253,594.95

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy 'Cost per Copy' billing plan done once a year in June-July. Your service contract will be fixed through **June 30th 2014**. A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors.

Security package: Wiping out old data on trade out units is included.

SPC References

Superintendent Perspective:

From: John Backus [<mailto:jbackus@rsu87.org>]

Sent: Tuesday, April 11, 2017 1:37 PM

To: Skip Tilton <stilton@spccopypro.com>

Subject: Re: Potential new client that is contemplating joining our Bid group

I have known Skip since he started SPC in 1989; that's 28 years and 3 superintendencies. I have bought hundreds of copiers and printers through Skip. Through a bidding process I believe SPC has saved school units thousands if not millions of dollars. Skip is highly knowledgeable, innovative, caring, and very professional. I highly recommend Skip and SPC.

Business Manager Perspective:

From: Laurie Verville <lverville@sau61.org>

Sent: Tuesday, April 4, 2017 11:21:10 AM

To: Skip Tilton

Subject: Re: Potential new client that is contemplating joining our Bid group

Good Morning Skip and Team,

SPC's expertise has assisted the Farmington School District with refining our photocopying and printing services on campus for over 8 years. Their insight into the current needs of the District and short term expectations have helped us save on supplies, usage, and thereby created efficiencies that have reduced our budgeted.

Glad our School Board voted unanimously to go with SPC Consultants.

Sincerely,

Laurie L. Verville, Business Administrator

SAU 61 - Farmington School District

60 Charles Street, Farmington, NH 03835

603-755-8214

lverville@sau61.org

From: Deborah Payne [mailto:Deborah.Payne@sau57.org]

Sent: Thursday, April 13, 2017 12:35 PM

To: Skip Tilton <stilton@spccopypro.com>

Subject: reference

Salem School District has worked with Specialized Purchasing Consultants since 2012. We have been very satisfied with their service and support through the years. Billing has been streamlined and reporting tools are available to track copier usage. In addition, the SPC staff is very responsive. They have worked on our behalf with vendors anytime we've encountered equipment breakdown resolution issues. Knowing that we have them as a resource to interface directly with the manufacturer has taken a burden off of our staff.

Please don't hesitate to contact me.

Deborah Payne
Salem School District
Assistant Superintendent for Business Operations
38 Geremonty Drive
Salem, NH 03079
(603) 893-7040 x3031

IT Director Perspective:

From: David Yasenchock

To: Skip Tilton; Alex Webster; Pam Weed

Subject: Why we Choice to Continue to Use SPC - Rochester, NH

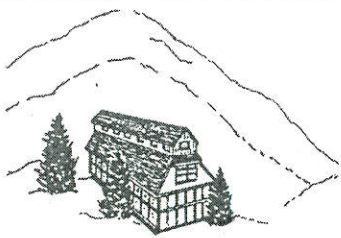
Date: Tuesday, April 11, 2017 1:22:55 PM

Key Issues:

1. Equipment – We love the multi-functional equipment (Fax/Printer/Scanner/Copier) all in one device.
2. Tech Support and Maint – In many cases, same day for us. We are lucky to have tech's locally.
3. Pricing – One of the most competitive in the business (Both Color and B/W).

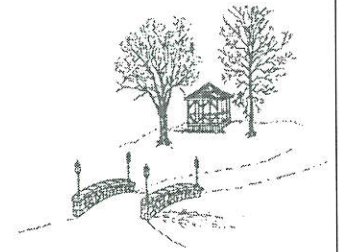
4. Data – Monthly reports help us identify quickly and high cost areas.
 5. Star Doc – Helps us troubleshoot and identify where printers are located.
 6. Toner Low – Send out alerts when toner is starting to get low.
- Overall, we are very satisfied with the service contact. It's why we continue to use SPC.

Dr. David A. Yasenchock
CTO
City of Rochester/SAU#54
150 Wakefield Street, Suite 8
Rochester, NH 03867
Yasenchock.d@rochesterschools.com
(603) 332-0757 x 2170



SAU #68

LINCOLN-WOODSTOCK COOPERATIVE SCHOOL DISTRICT



Debra O'Connor, MBA
Financial Manager

Judith McGann, CAGS
Superintendent

Kelley Mask, M. Ed.
Special Education Director

May 12, 2017

Specialized Purchasing Consultants
P.O. Box 190
Gorham, NH 03581

To Whom It May Concern:

SPC and the Lincoln-Woodstock Cooperative School District have worked together since 2005 in addressing the copying and printing needs for our schools. This association has given our very small school district very big buying power due to the way the bids are submitted on a consolidated basis. We have been able to save a lot of money for our district in both servicing and cost of the equipment that we purchase. This is something we would not have been able to do if we went out on our own due to our size. The service we have received from both SPC and the copier vendors has been great. Service from the copier vendors was a concern for us due to our location. SPC has been very responsive to our needs and problems, reducing the amount of time spent on copier issues. I would highly recommend SPC and the services they offer.

Sincerely,

Debbie. O'Connor
Financial Manager

"A Community of Learners"

PO Box 846, 78 Main St., Unit 3, Linwood Plaza
Lincoln, NH 03251

Telephone (603) 745-2051
Fax (603) 745-2352