



Specialized Purchasing Consultants

PO Box 190

Gorham, NH 03581

(800) 750-1538

www.spccopypro.com

2014-2015 Annual Report

Year - End Photocopier Analysis

With projected costs for 2015-16

Tim Babcock
Milford School Department
13 School Street
Milford , ME 04461



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

September 2015

Skip Tilton
President

Corporate Office:
PO Box 190
Gorham, NH 03581
(800) 750-1538
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Tim Babcock
Milford School Department
13 School Street
Milford, ME 04461

Dear Tim:

VISIT US ON THE WEB:
www.spccopypro.com

Once again, on behalf of our staff here at Specialized Purchasing Consultants, we wish to thank you for your continued confidence in us to provide our services to you and your organization. Our relationship is now 21 years strong, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

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

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

Sincerely,

Skip Tilton
President

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The SPC Team...

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



Skip Tilton, President

Billie Jo Tilton, Vice President

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



Sue Penney

Administration & Finance Manager

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

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

Rachel Guay

Accounting Coordinator

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



Pam Weed

Client-Vendor Relations

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

clients and vendors to ensure smooth transitions or quick resolutions.

Joel Heffernan

Field Representative – Client Relations

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



The SPC Team Continued....



Charles Baca

Operational Support

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

Robert B. Dutil

Director of Information Technology

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



Alex Webster

Operations Manager

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

Equipment Health Status

Total Number of Machines:	15
Total Black Photocopiers	3
Total Color Photocopiers	5
Total Black Network Printers	1
Total Color Network Printers	1
Total Removed from Service:	5
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	4
# of Units Overused:	0
# of Units Underused:	0
# of Units Connected to Network with Print and/or Scan	5
Commencement Date:	7/1/2014
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	6/30/2020
SPC's FM Audit Print Management Software Loaded	No
Printer Contract Signed	No

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 Tim,

It was a difficult year getting everything back on track but I do believe that we are on the right track. You do have some aging equipment that you will need to keep an eye on. They are owned by the district.

Also, your color volumes have increased and are definitely higher than the industry. We may want to discuss ways to control this usage. SPC STARDoc could definitely help.

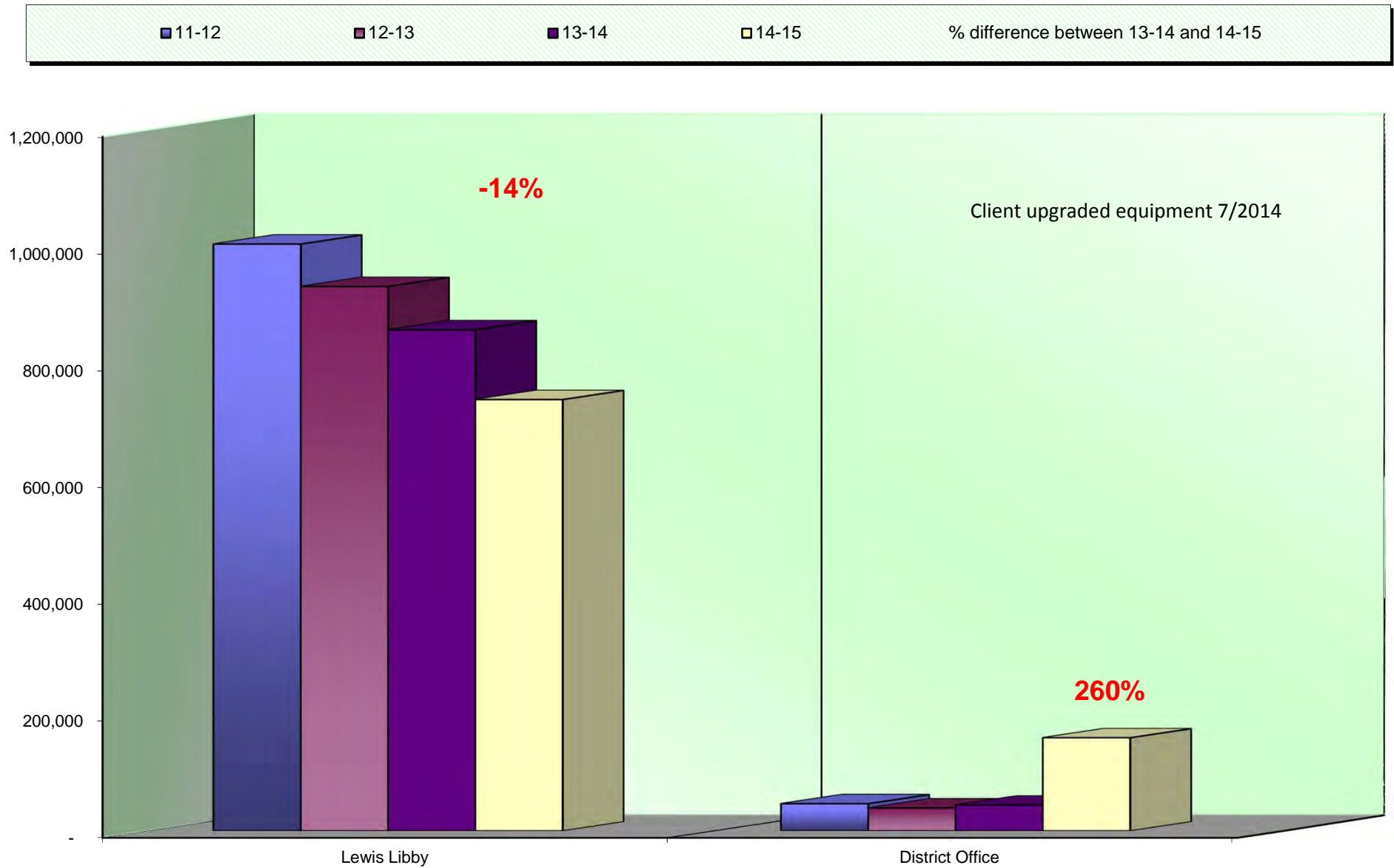
Sincerely,
Skip

Aging Equipment Summary

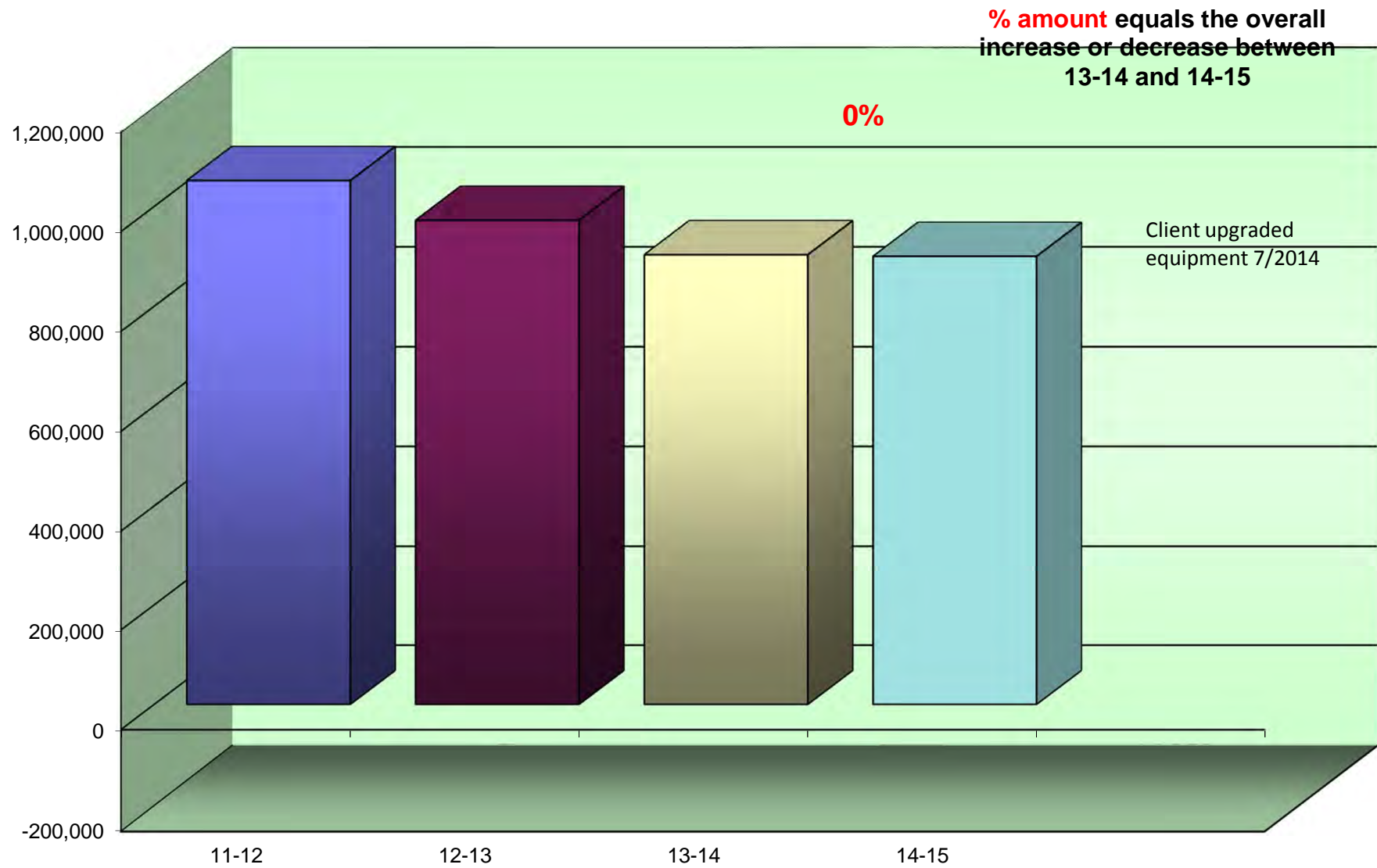
The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the Date of Introduction. Usage, age, and service history need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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Lewis Libby School	Library	Lexmark T650dn	S794MFP9	A-COPI	10/2008
Lewis Libby School	Main Office	Xerox 8860MFP	HBB403817	VARY	09/2007
Milford District Office	Computer Lab	Toshiba e-Studio 452	CID729582	A-COPI	01/2006
Milford District Office	STORAGE	Xerox 8560MFP	CXF331308	SPC	02/2007

ANNUAL BLACK VOLUME BY BUILDING



ANNUAL BLACK VOLUME OVERALL



Average Student to Copy Usage – Black Only

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

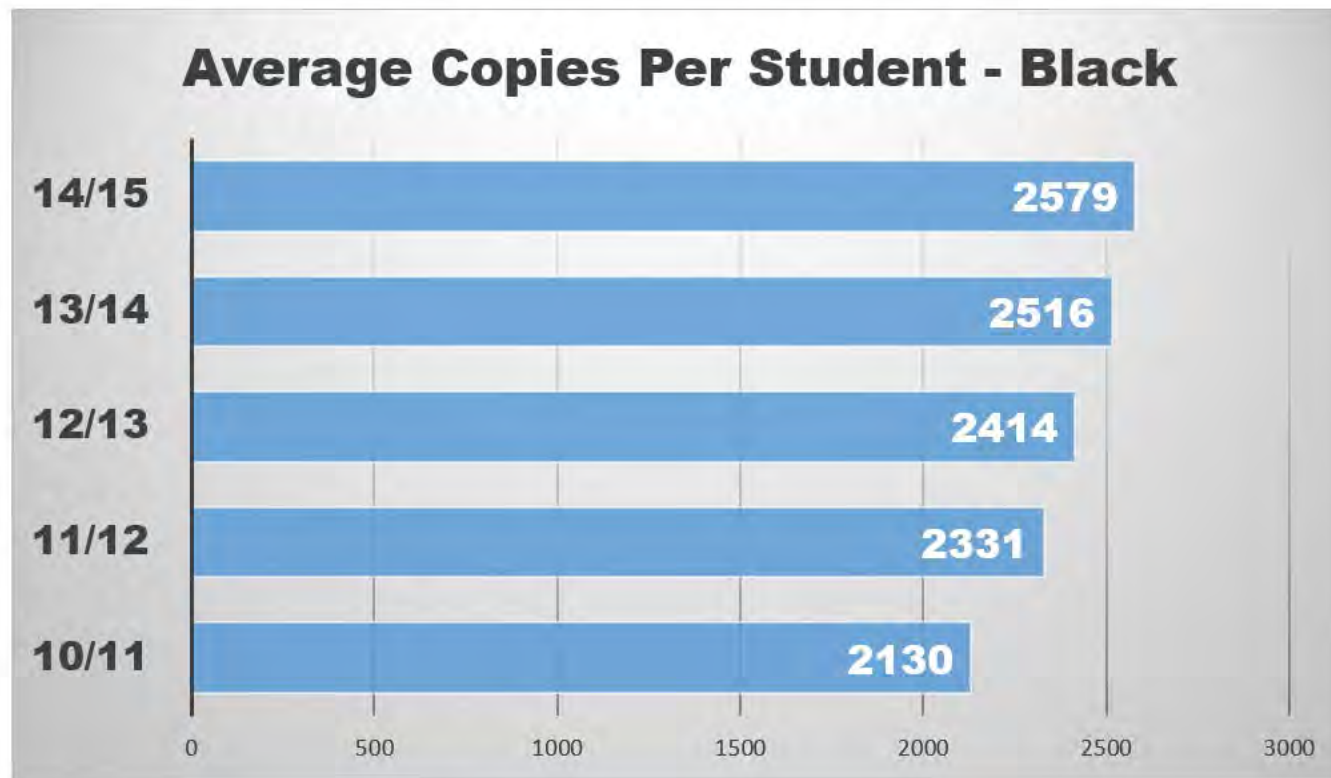
<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Lewis Libby School	307	749,567	\$16,700.59	2,442	\$54.40
Milford District Office	0	161,356	\$3,596.32	0	\$0.00
<i>Totals</i>	307	910,923	\$20,296.91	2,967	\$66.11

Cost Comparison – Black Only

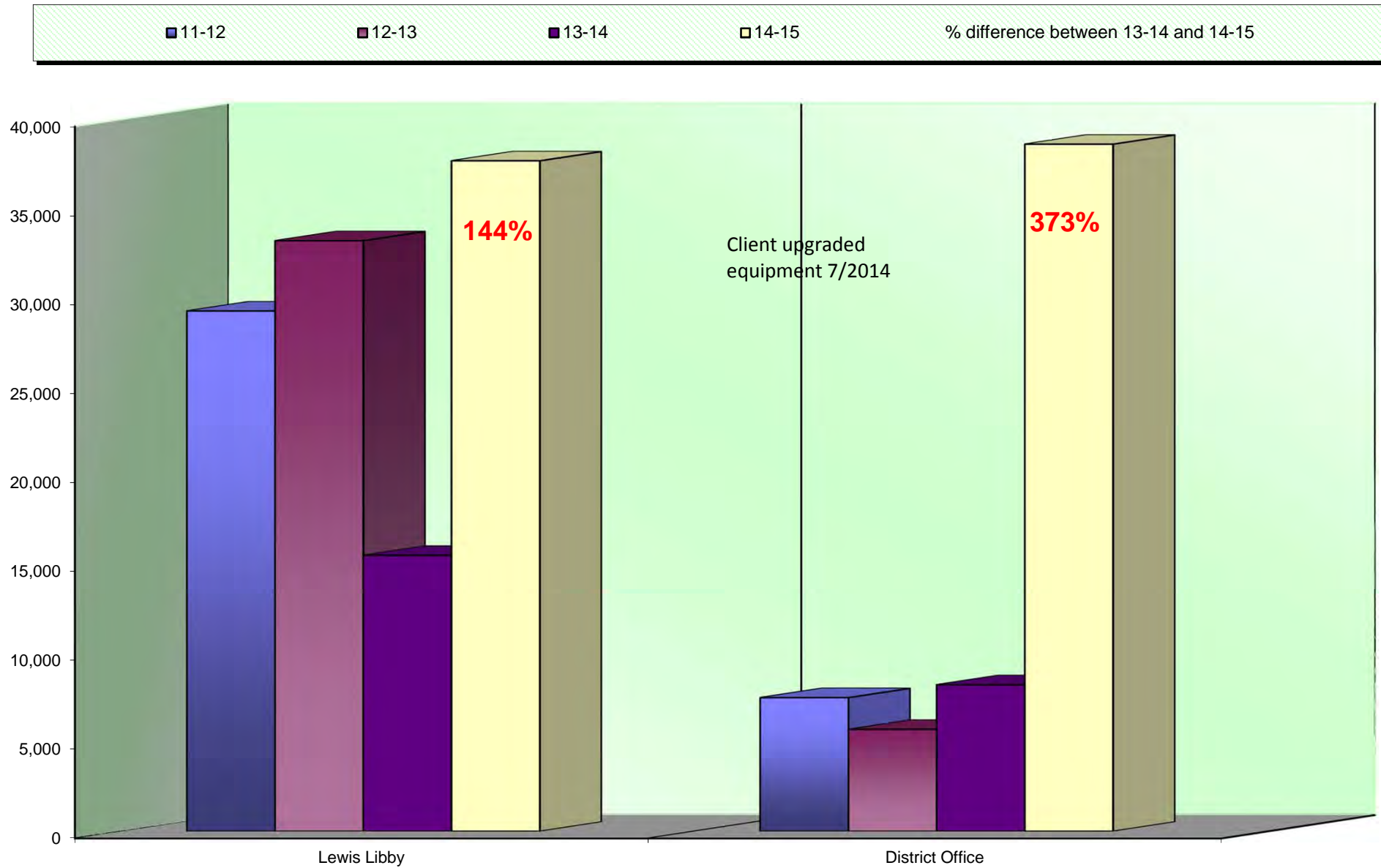
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

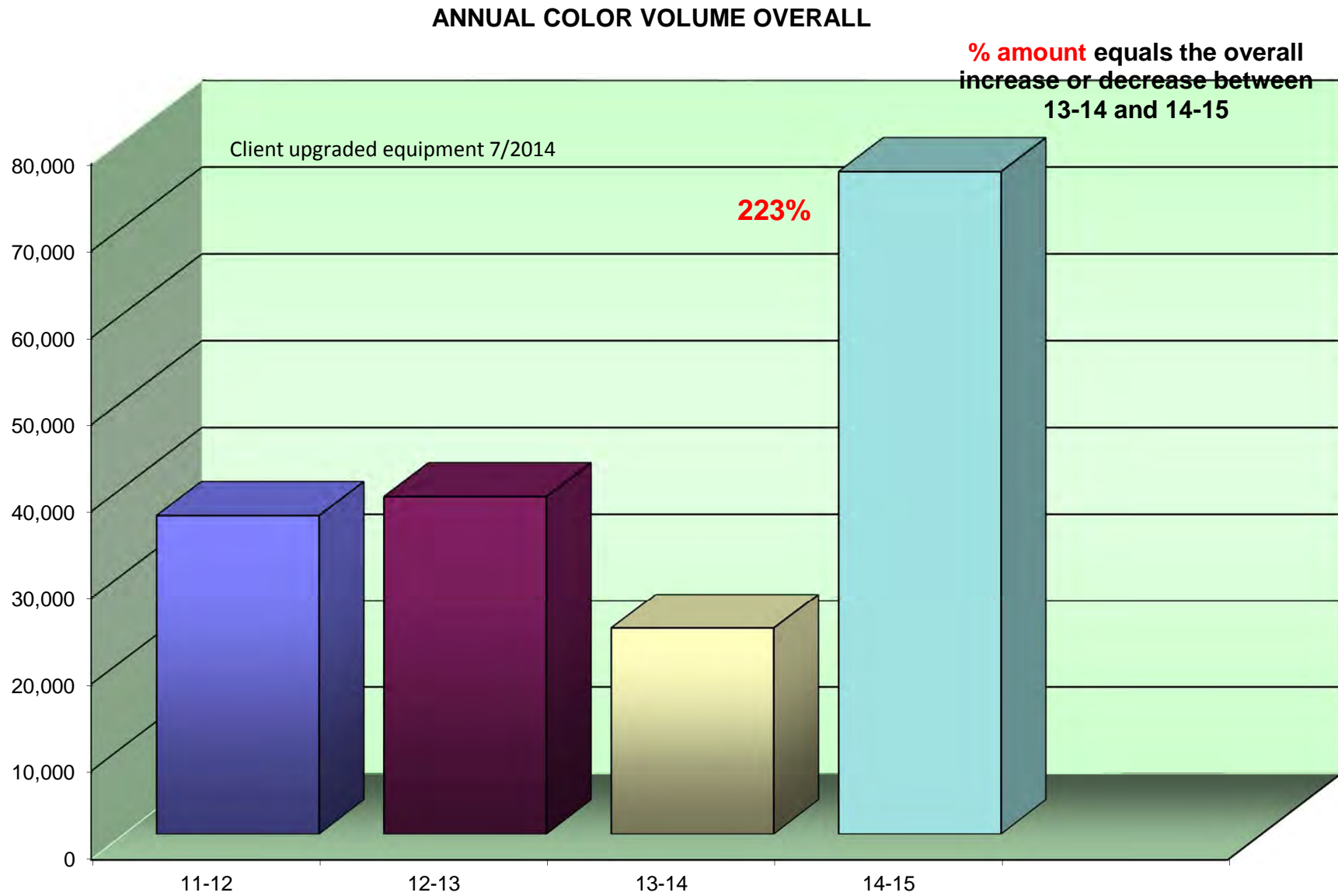
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	114,078	294,264,070	\$5,363,546.52	2,579	\$47.02

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



ANNUAL COLOR VOLUME BY BUILDING





Average Student to Copy Usage – Color Only

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

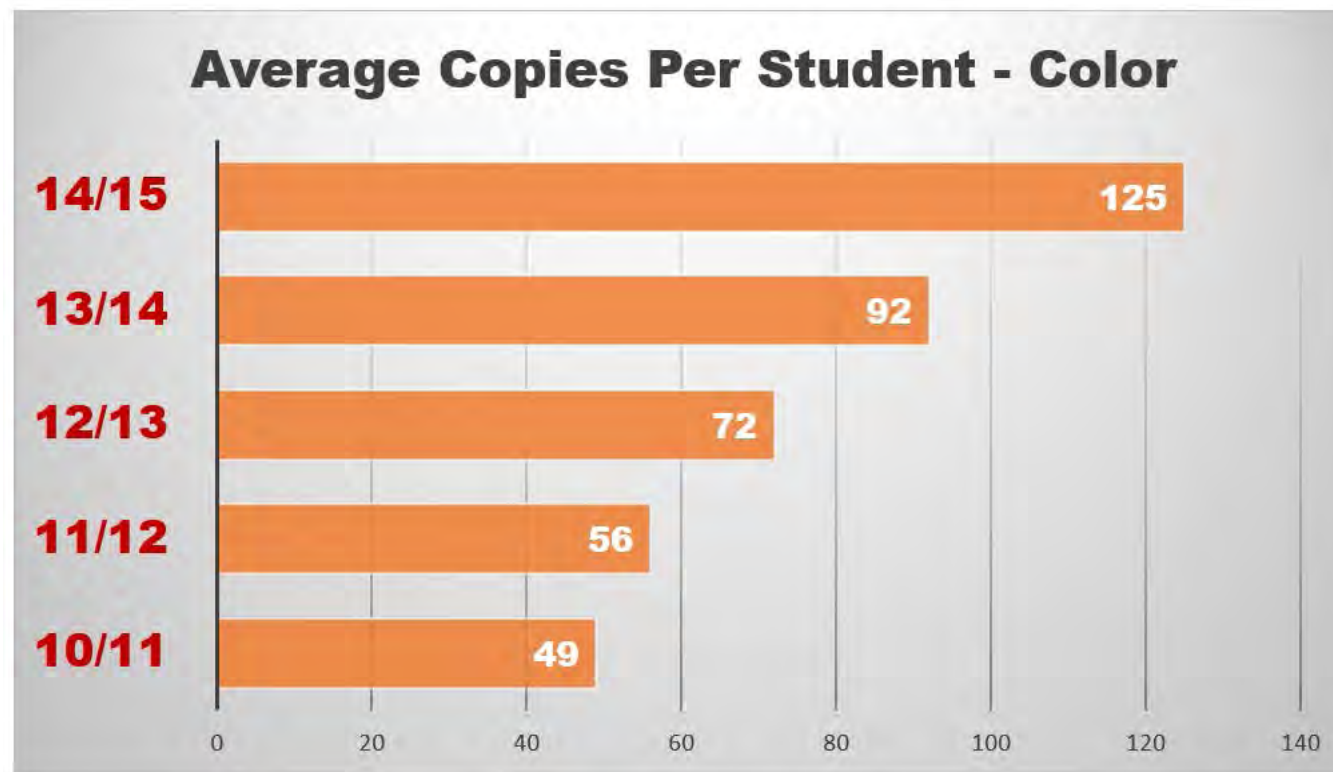
<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Lewis Libby School	307	38,341	\$1,974.31	125	\$6.43
Milford District Office	0	39,054	\$2,010.60	0	\$0.00
<i>Totals</i>	307	77,395	\$3,984.91	252	\$12.98

Cost Comparison – Color Only

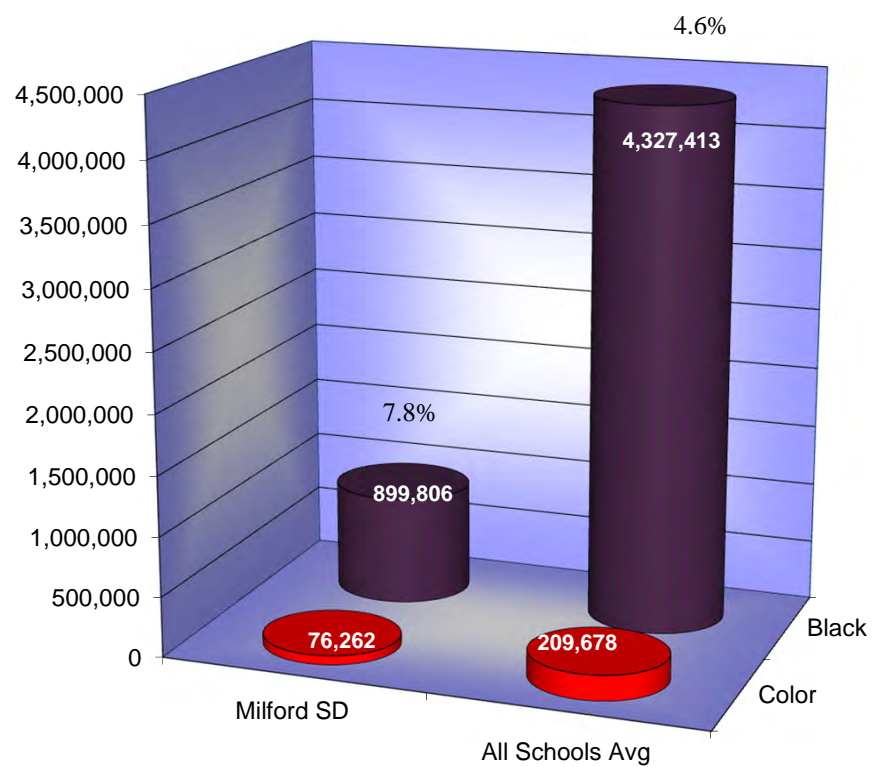
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	114,078	14,258,074	\$796,263.47	125	\$6.98

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



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.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 7/1/2014	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Lewis Libby School						
3rd-5th Grade Wing						
Toshiba e-Studio 656 / 65 PPM	0	199,558	199,558	\$0.003990	None at this time.	
CZCD18070 / 5038				\$796.24		
3,000,000 / 02/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / A-COPI						
5th Grade Hall						
Toshiba e-Studio 655 / 65 PPM	856,943	860,859	3,916	\$0.004110	Traded	
CCL015503 / 2138				\$16.09		
3,000,000 / 06/2009	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / A-COPI						

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor				Date of Last Upgrade: 7/1/2014	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Lewis Libby School					
Main Office					
Xerox 8860MFP / 30 PPM	30,951	31,403	452	\$0.005160	Traded
HBB403817 /				\$2.33	
750,000 / 09/2007	29,085	29,322	237	\$0.05379	
Color Photocopier				\$12.75	
Connected / 5/20/2016					
VARY					
Upstairs Hall					
Toshiba e-Studio 5540c / 55 PPM	0	259,967	259,967	\$0.003990	None at this time.
CBAD24834 / 4749				\$1,037.27	
3,000,000 / 05/2011	0	37,663	37,663	\$0.05100	
Color Photocopier				\$1,920.81	
Not Connected /					
A-COPI					
Principal's Office					
Toshiba E-523T / 52 PPM	842,319	844,030	1,711	\$0.004110	Traded
CZB828357 / 0144				\$7.03	
3,000,000 / 01/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor				Date of Last Upgrade: 7/1/2014	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Lewis Libby School					
STORAGE					
Xerox 8560DN / 30 PPM	45,938	45,938	0	\$0.005160	Traded
FBT163021 / SPC				\$0.00	
750,000 / 02/2007	78,298	78,298	0	\$0.09241	
Color Network Printer				\$0.00	
Not Connected / 4/20/2013					
SPC					
K-2 Wing					
Toshiba e-Studio 655 / 65 PPM	622,125	894,645	272,520	\$0.003990	None at this time.
CCL115586 / 2140				\$1,087.35	
3,000,000 / 06/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
A-COPI					
Subtotals BW			749,567	\$3,003.37	
Subtotals Color			38,341	\$1,974.31	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 7/1/2014	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Milford District Office						
Central Office						
HP Color Laser Jet Pro MFP M475DN / 21 P	7,817	8,860	1,043	\$0.010200	Traded	
CND8FB009V /				\$10.64		
500,000 / 02/2012	4,166	4,621	455	\$0.09241		
Color Laser MFP				\$42.05		
Connected /						
BUDGET						
Computer Lab						
Toshiba e-Studio 452 / 45 PPM	272,920	280,666	7,746	\$0.003990	9 years from Intro.	
CID729582 / 1737				\$30.91		
1,000,000 / 01/2006	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected /						
A-COPI						
Lewis Libby School - Main Office						
Toshiba e-Studio 5540c / 55 PPM	0	124,692	124,692	\$0.003990	None at this time.	
CBKC24062 / 4744				\$497.52		
3,000,000 / 05/2011	0	14,009	14,009	\$0.05100		
Color Photocopier				\$714.46		
Not Connected /						
A-COPI						

Date of Last Upgrade: 7/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Milford District Office					
Renee's Office					
Toshiba e-Studio 2050C / 20 PPM	0	27,875	27,875	\$0.003900	None at this time.
C7IC56967 / 5039				\$108.71	
500,000 / 06/2012	0	24,590	24,590	\$0.05100	
Color Photocopier				\$1,254.09	
Not Connected / A-COPI					
STORAGE					
Xerox 8560MFP / 30 PPM	53,877	53,877	0	\$0.005160	REMOVED from service.
CXF331308 / SPC				\$0.00	
750,000 / 02/2007	66,284	66,284	0	\$0.09241	
Color Photocopier				\$0.00	
Not Connected / 4/20/2013 SPC					
Subtotals BW			161,356	\$647.78	
Subtotals Color			39,054	\$2,010.60	

<i>District Wide Black Totals</i>	910,923	\$3,651.15
<i>District Wide Color Totals</i>	77,395	\$3,984.91

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 3/22/1994 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2014-15 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
910,923	\$0.01300	\$11,842.00

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
910,923	\$0.00401	\$3,652.80	\$8,189.20	\$40,946.00

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$8,189.20 x 21 years as a Client
= \$171,973.20 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
Lewis Libby School	749,567	\$3,003.37	\$3,719.35	\$9,977.87	\$16,700.59
Milford District Office	161,356	\$647.78	\$800.65	\$2,147.89	\$3,596.32
Total	910,923	\$3,651.15	\$4,520.00	\$12,125.76	\$20,296.91

SPC Equipment Bids:

Presently our Bids are coming in at **14.5%** to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Xerox 5890PT RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print-Fax 90 Copies per Minute are coming in at **\$6,333** with a Retail Cost of \$43,495....**14.5%** of Retail!

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
Lewis Libby School	38,341	\$1,974.31
Milford District Office	39,054	\$2,010.60
<i>Total</i>	77,395	\$3,984.91

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **No CPC increase for current year.**

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
A-COPI	Black Network Printer	7,448	\$0.00501	\$37.31	\$0.00501	\$37.31
A-COPI	Black Photocopier	479,824	\$0.00399	\$1,914.50	\$0.00399	\$1,914.50
A-COPI	Black Photocopier	9,077	\$0.00411	\$37.31	\$0.00411	\$37.31
A-COPI	Color Photocopier	27,875	\$0.00390	\$108.71	\$0.00390	\$108.71
A-COPI	Color Photocopier	384,659	\$0.00399	\$1,534.79	\$0.00399	\$1,534.79
Budget Business Machines	Color Laser MFP	1,043	\$0.01020	\$10.64	\$0.01020	\$10.64
Budget Business Machines	Color Network Printer	545	\$0.01020	\$5.56	\$0.01020	\$5.56
SPC Supported	Color Network Printer	0	\$0.00516	\$0.00	\$0.00516	\$0.00
SPC Supported	Color Photocopier	0	\$0.00516	\$0.00	\$0.00516	\$0.00
Vary Technologies	Color Photocopier	452	\$0.00516	\$2.33	\$0.00516	\$2.33
Total		910,923	\$0.00401	\$3,651.15	\$0.00401	\$3,651.15

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **No CPC increase for current year.**

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
A-COPI	Color Photocopier	76,262	\$0.05100	\$3,889.36	\$0.05100	\$3,889.36
Budget Business Machines	Color Laser MFP	455	\$0.09241	\$42.05	\$0.09241	\$42.05
Budget Business Machines	Color Network Printer	441	\$0.09241	\$40.75	\$0.09241	\$40.75
SPC Supported	Color Network Printer	0	\$0.09241	\$0.00	\$0.09241	\$0.00
SPC Supported	Color Photocopier	0	\$0.09241	\$0.00	\$0.09241	\$0.00
Vary Technologies	Color Photocopier	237	\$0.05379	\$12.75	\$0.05379	\$12.75
Total		77,395	\$0.05149	\$3,984.91	\$0.05149	\$3,984.91

Reprographic Equipment Assessment

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

Total Number of Units	11
Total Number of Units on Lease	5
Total Number of Units Owned	6
Lease Company	A-Copi
Lease Start Date	7/1/2014
Lease End Date	8/1/2019
Term	5 Annual
Annual Payment usually due on 8/1	\$12,125.76
Remaining Payments	3

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

Leased Equipment

Building	Make/Model	Serial Number
Lewis Libby School	Toshiba e-Studio 5540c	CBAD24834
Lewis Libby School	Toshiba e-Studio 656	CZCD18070
Milford District Office	Toshiba e-Studio 5540c	CBKC24062
Milford District Office	Toshiba e-Studio 2050C	C7IC56967

Owned Equipment

Building	Make/Model	Serial Number
Lewis Libby School	Toshiba e-Studio 655	CCL115586
Lewis Libby School	Lexmark T650dn	S794MFP9
Milford District Office	Toshiba e-Studio 452	CID729582
Milford District Office	Xerox 8560MFP	CXF331308

SERVICE AND SUPPLY CONTRACT

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the “Equipment”) to a Master Lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the “Lessor”) and Milford School Department, as lessee (the “Lessee”), commencing on July 1, 2014, (the “Lease-Purchase”) hereby contracts with Lessee for the term of the Lease-Purchase (terminating on June 30, 2019) to provide comprehensive services, supplies, and maintenance to such Equipment, excluding only the cost of paper, transparencies, and staples, at a cost per copy per item of Equipment as shown on Schedule A attached hereto. In addition, for high-speed duplicators, Vendor may charge the cost shown on Schedule A attached hereto for masters used when the number of copies made by use of such masters is, on an annual average, fewer than 100. Vendor shall provide a four-hour response time to all service calls.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor, at its option, may increase such costs per copy under this Service and Supply Contract (the “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.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor shall credit to Lessee any cost of this Contract prepaid by Lessee and unused by Lessee because fewer copies were made by Lessee during the Contract period ending on such July 1 than were originally estimated under this Contract to be made by Lessee during such period. If the Lease-Purchase is terminated prior to the end of its term, Vendor shall prorate and return to Lessee, within 30 days of such termination, any cost of this Contract prepaid by Lessee and unused by Lessee because of such early termination of the Lease-Purchase.

Client Acknowledgement of Vendor Commitment

Vendor:	_____	Lessee:	Milford School Department
Street Address:	_____	Street Address:	13 School Street
City/State/Zip:	_____	City/State/Zip:	Milford, ME 04461
By (signature):	_____	By (signature):	_____
Name:	_____	Name:	_____
Title:	_____	Title:	_____

SPC's Dual-Layered Warranty – Purpose & Explanation

Reprographic equipment is expensive and does not hold its value. Therefore, it is crucial for you and the banking industry holding the collateral to secure this asset.

Our unique Dual-Layered Warranty guarantees a like-for-like no-charge replacement unit in the event of equipment not performing satisfactorily.

1. **Servicing Vendor**; implemented in 1988
2. **ESP Electrical**; implemented in 2007, all photocopiers with such units will be warranted from electrical damage by ESP.

ESPs (Electronic Surge Protectors) with our most recent upgrades are being installed by SPC on 40 CPM units and faster in order to cut down on approximately 30% of all service calls. These units will not only protect from electrical surges but will also filter out electronic noise that creates havoc with boards and the operation of your equipment.

WARRANTY
(LEASED EQUIPMENT)

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the "Equipment") to a Master lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the "Lessor") and Milford School Department, as lessee (the "Lessee"), commencing on July 1, 2014, (the "Lease-Purchase") hereby warrants to Lessee that, if any such Equipment malfunctions through no fault of Lessee during the term of the Lease-Purchase (terminating on June 30, 2019) and such Equipment cannot be repaired promptly, Vendor promptly 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 Lessee.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the life expectancy of such item of Equipment in number of copies, as shown on Schedule A(P) 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 A(P) attached hereto.

Vendor: _____
Street Address: _____
City/State/Zip: _____
By (signature): _____
Name: _____
Title: _____

StarDoc User Names

Name	User Name
Dean Bird	dbird@milfordsd.org
Ksrs Thompson	kthompson@milfordsd.org
Tim Babcock	tbabcock@milfordsd.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.



New Feature: IT Asset Management

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

IT Asset Management

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

Filters

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

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

Search

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



New Feature: IT Asset Management

Building: Bass Elementary
Floor/Wing: 1

There are 10 devices on this map
5 Device Type(s) Selected Show: Proposed

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

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

Management URL: 192.168.1.2:28684
Hostname: HALL4
Domain: Primary
Date Purchased: 2015-03-31
Warranty Expiration: 2016-03-30

Notes: Another custom note

Instructions

To view the device information click on a device icon.

To move a device to a new location click and drag an icon from its current location to a new location

When you drop the device at its new location a window will be displayed to enter the new room number or name. Click the OK button to confirm the room change. Click the cancel button to return the device to its original location.

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

STAR Doc

Legend:

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

Table 1: Device Details

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

Showing 1 to 10 of 10 entries

Table 2: Asset Inventory

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

[Edit Other Devices](#)



Benefits of partnering with SPC

Top Benefits to **our CLIENTS**:

1. Cooperative Buying

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

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will ***save you money*** benefiting from the combined purchasing power of more than 90 clients with over 3,443 devices doing more than 314 million copies and prints per year. In 2013 we purchased approximately 1,000 printing devices.
- We will ***save you time*** by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.
- We will ***save you frustration***. We manage your contracts for up to five years from the date of installation.

2. Exclusive **STAR Doc Software**

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

3. Simplified Billing Program

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

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

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

Based on current actual volumes and CPCs, SPC has generated

Annual Savings of almost \$3.5 million for all of our clients.

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



SPC Values Our Vendors

Overall Benefits to our VENDORS

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

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