Specialized Purchasing Consultants
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2015-2016 Annual Report

Year - End Photocopier Analysis

With projected costs for 2016-17

Norman Hill
Miller Drug LLC
210 State St
Bangor, ME 04401

Specialized Purchasing Consultants Corp.

Serving Maine & New Hampshire since 1988

Skip Tilton
President

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www.spccopypro.com

September 2016

Norman Hill
Miller Drug LLC
210 State St
Bangor, ME 04401

Dear Norman:

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is now 2 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

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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.

Alex Webster
Director of Customer Relations

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.

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.

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.

The SPC Team Continued….

Pamela 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.

Equipment Health Status

Total Number of Machines:	51
Total Black Photocopiers	9
Total Color Photocopiers	9
Total Black Network Printers	30
Total Color Network Printers	3
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	7
# of Units Overused:	3
# of Units Underused:	3
Commencement Date:	8/1/2014
# of Annual Payments Left on Lease	N/A
All Warranties and Service Contracts Expire:	6/30/2019
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 Norm,

There are 7 machines that are getting up in age. The warranties will be expiring in 2018. I would not try to address them this year. The goal is to keep your capital cost at the same level or lower with your next upgrade. Your Warranty and Service & Supply contracts end on 6/30/2019. I would start looking at an upgrade starting in the Spring of 2018 in order to stay ahead of the reliability curve.

It is important to not ignore machines that are being overused or underused. In your case, we have 3 machine being overused and 3 that are being underused. One of our responsibilities as a consultant firm is to make sure you maximize your capital investment as well as minimize the cost of operation on your service contracts.

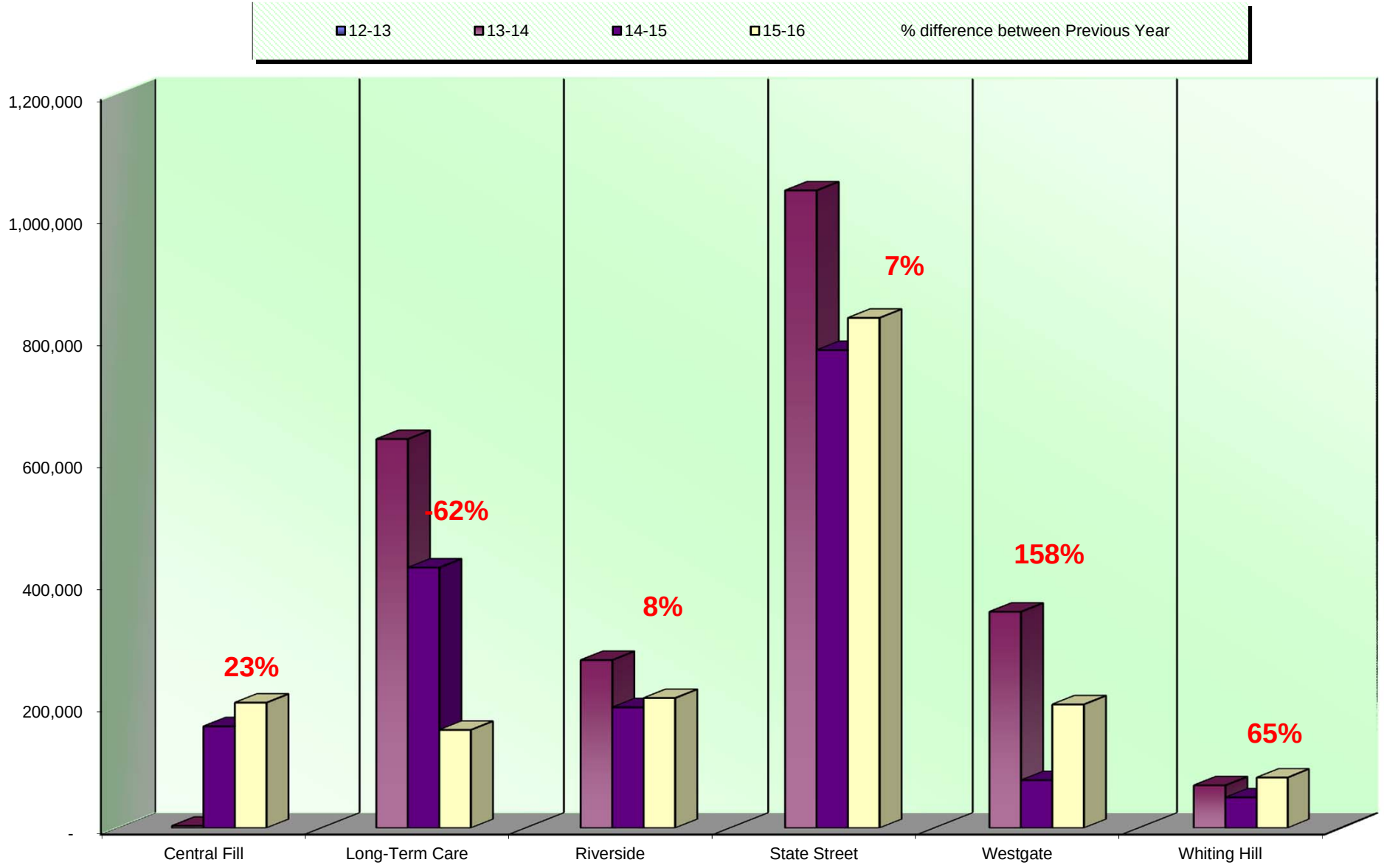
Sincerely, Skip

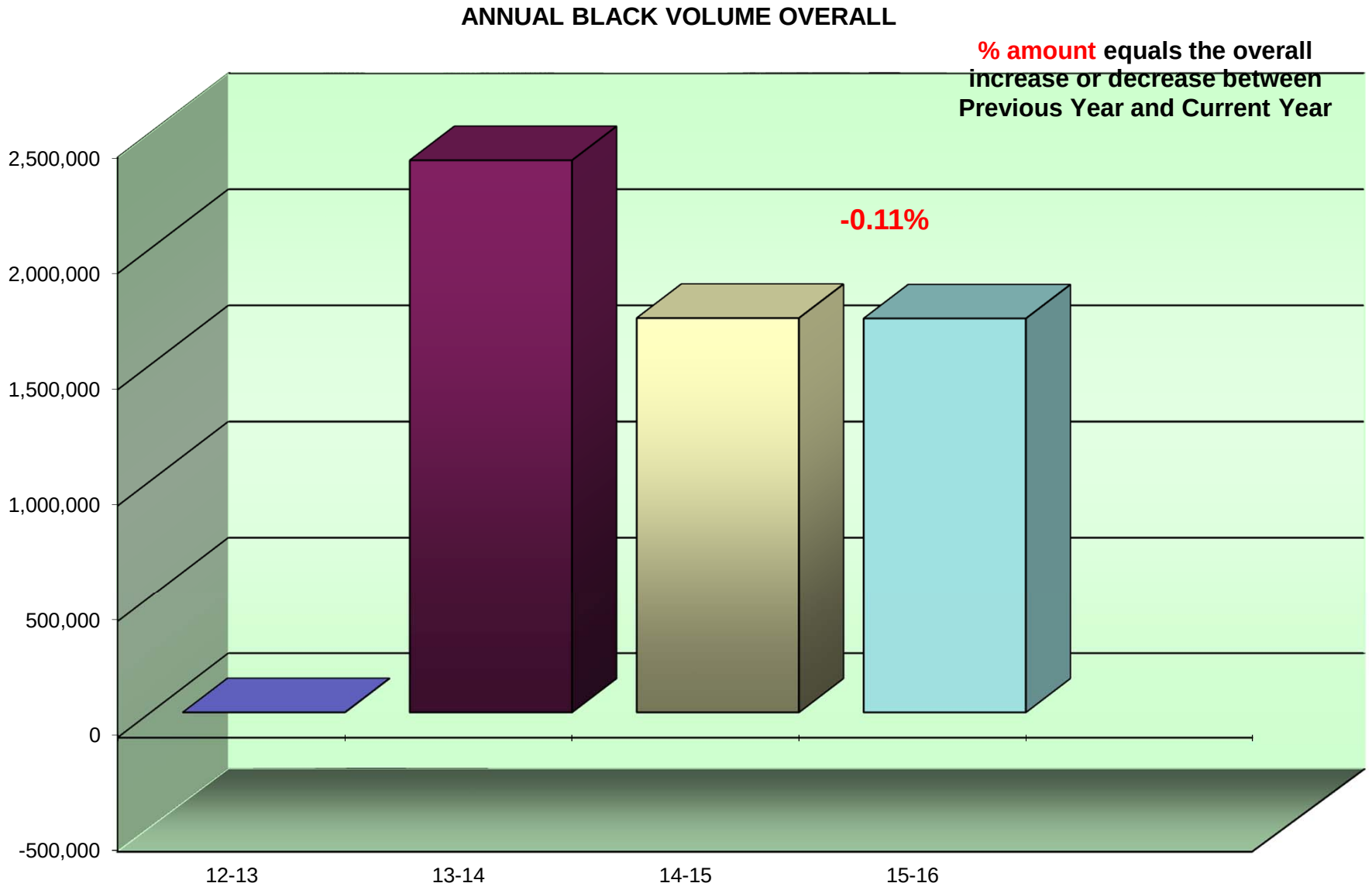
Aging Equipment Summary

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.

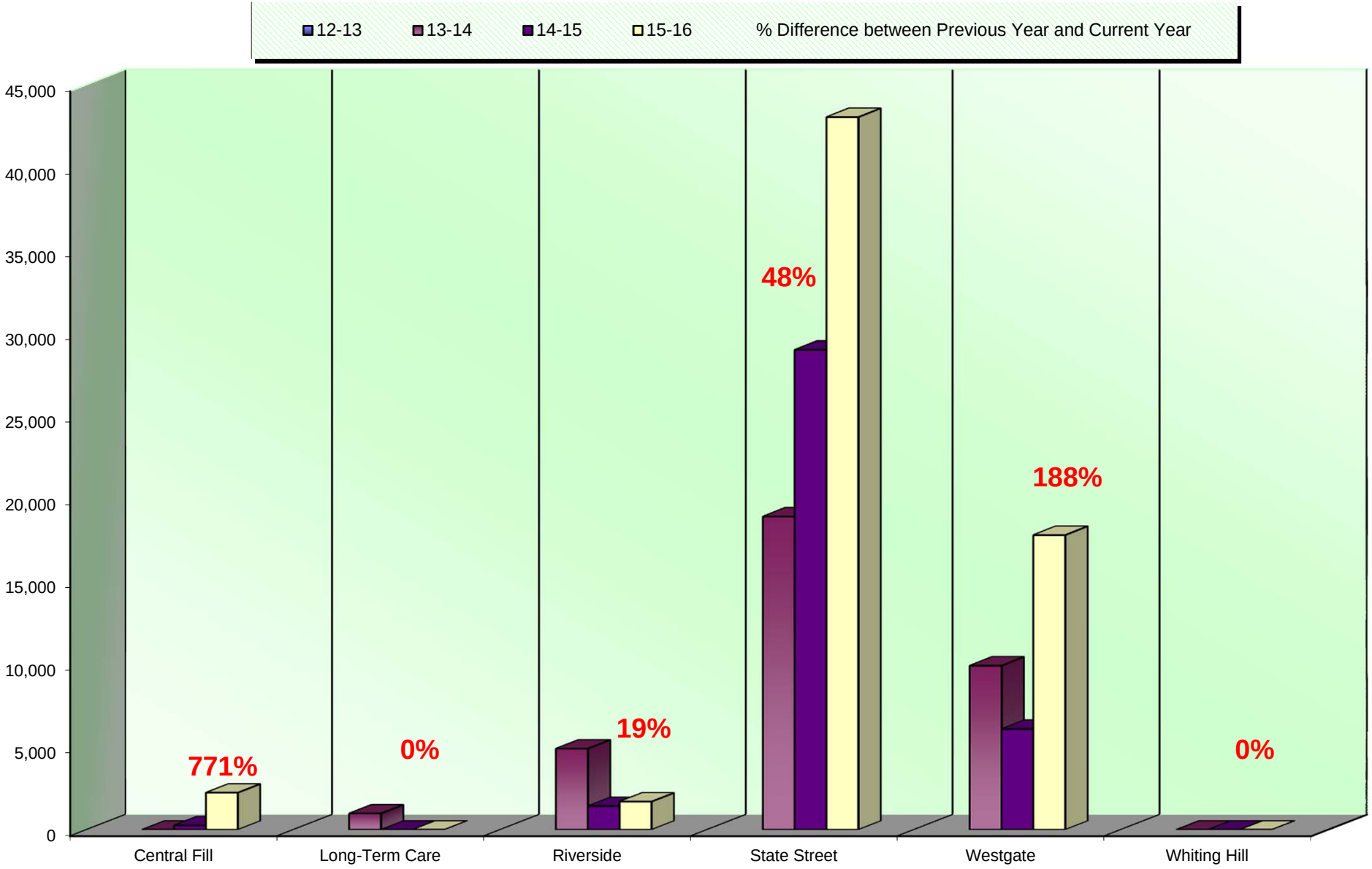
Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
State Street	2nd Floor Closet - Storage	Lexmark e260d	72B8MVH	BUDGET	10/2008
State Street	Hot Swap - Basement	Lexmark T652	79389BW	BUDGET	10/2008
State Street	Hot Swap - Closet	Lexmark e260d	72BDZD4	BUDGET	10/2008
State Street	Main Bench/Med Guidess	Lexmark e260d	72BDYX3	BUDGET	10/2008
State Street	Maine Bench Med Guides	Lexmark e260d	72BDYXK	BUDGET	10/2008
Westgate	Back Room - Storage	Lexmark e260d	72BCXY6	BUDGET	10/2008
Westgate	Union - Main Label Printer	Lexmark T652	7938CTB	BUDGET	10/2008

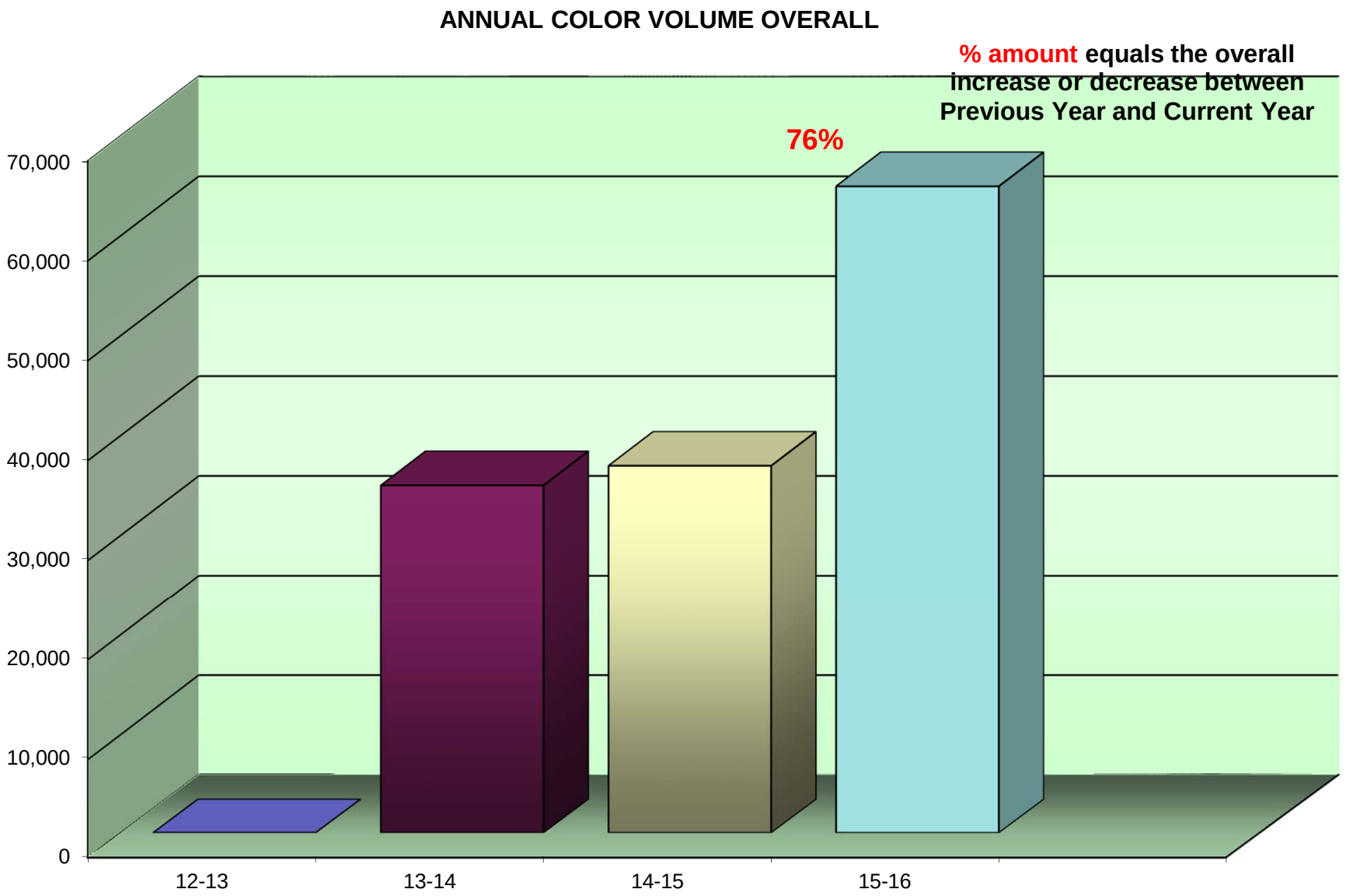
ANNUAL BLACK VOLUME BY BUILDING



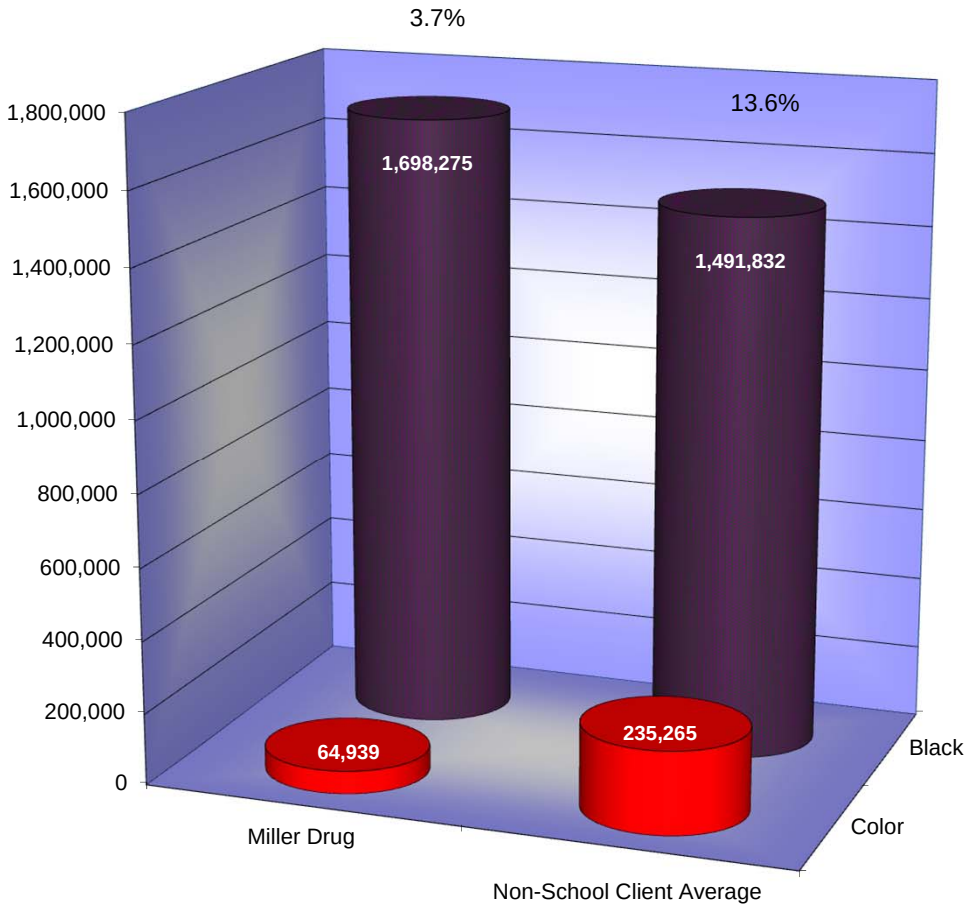

ANNUAL BLACK VOLUME OVERALL
% amount equals the overall increase or decrease between Previous Year and Current Year
-0.11%
2,500,000
2,000,000
1,500,000
1,000,000
500,000
0
-500,000
12-13
13-14
14-15
15-16

ANNUAL COLOR VOLUME BY BUILDING




ANNUAL COLOR VOLUME OVERALL
% amount equals the overall increase or decrease between Previous Year and Current Year
76%
70,000
60,000
50,000
40,000
30,000
20,000
10,000
0
12-13
13-14
14-15
15-16

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: 8/1/2014

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
CENTRAL FILL					
Front Desk Primary Fax					
Lexmark XM3150 / 50 PPM	7,665	8,640	975	$0.009500	None at this time.
701644HH044GF / 50289				$9.26	
750,000 / 11/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
BUDGET					
Product Dispensing Station 2					
Lexmark M3150 / 50 PPM	0	4,324	4,324	$0.009500	None at this time.
451445HH1VVLL / 50313				$41.08	
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
CENTRAL FILL					
Room 252					
Konica Minolta BHC3110 / 32 PPM A6DT011002663 / 59551 750,000 / 06/2014 Color Laser MFP **BUDGET**	398 262	1,122 1,127	724 865	$0.009500 $6.88 $0.10000 $86.50	None at this time.
RPH Office					
Lexmark M3150 / 50 PPM 451445HH1VVM8 / 50308 750,000 / 11/2012 Black Network Printer **BUDGET**	6,636 0	9,191 0	2,555 0	$0.009500 $24.27 $0.00000 $0.00	None at this time.
Rx					
Lexmark C748DE / 35 PPM 5026029422W6N / 11157 750,000 / 04/2012 Color Network Printer **BUDGET**	1,095 0	2,351 1,417	1,256 1,417	$0.012500 $15.70 $0.10000 $141.70	None at this time.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
CENTRAL FILL					
TBD					
Lexmark M3150 / 50 PPM 451445HH1VVMK / 50310 750,000 / 11/2012 Black Network Printer **BUDGET**	8,395 0	10,806 0	2,411 0	$0.009500 $22.90 $0.00000 $0.00	None at this time.
Lexmark M3150 / 50 PPM 451445HH1VVMT / 50309 750,000 / 11/2012 Black Network Printer **BUDGET**	1,095 0	1,215 0	120 0	$0.009500 $1.14 $0.00000 $0.00	None at this time.
Lexmark M3150 / 50 PPM 451445HH1VVMV / 50312 750,000 / 11/2012 Black Network Printer **BUDGET**	40,880 0	120,450 0	79,570 0	$0.009500 $755.92 $0.00000 $0.00	None at this time.
Lexmark M3150 / 50 PPM 451445HH1VW2F / 50307 750,000 / 11/2012 Black Network Printer **BUDGET**	102,565 0	216,080 0	113,515 0	$0.009500 $1,078.39 $0.00000 $0.00	None at this time.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
CENTRAL FILL					*Date of Last Upgrade: 8/1/2014*
		Subtotals Black	*205,450*	*$1,955.54*	
		Subtotals Color	*2,282*	*$228.20*	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
LONG-TERM CARE					
Delivery Sheets					
Lexmark MS310DN / 35 PPM 451432LM0X7NX / 11176 500,000 / 10/2012 Black Network Printer **BUDGET**	283,719 0	294,669 0	10,950 0	$0.015000 $164.25 $0.00000 $0.00	None at this time.
Main Incoming Fax - Right					
Lexmark XM3150 / 50 PPM 701644HH03F64 / 11152 750,000 / 11/2012 Black Laser MFP **BUDGET**	59,871 0	133,236 0	73,365 0	$0.009500 $696.97 $0.00000 $0.00	High usage due to cost, could we shift some of the volume over to Office Copiers?
Miranda's Office					
Lexmark MS810n / 55 PPM 406337990FV3G / 18105 1,000,000 / 10/2012 Black Network Printer **BUDGET**	1,302 0	53,132 0	51,830 0	$0.009500 $492.39 $0.00000 $0.00	High usage due to cost, could we shift some of the volume over to Office Copiers?

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
LONG-TERM CARE					
Office - Left Side					
Konica Minolta BHC454 / 45 PPM	14,600	31,390	16,790	$0.003700	Underused!
A5C0011012820 / 19964				$62.12	
1,000,000 / 07/2012	0	0	0	$0.04440	
Color Photocopier				$0.00	
BUDGET					
Office - Right Side					
Konica Minolta BH554E / 55 PPM	22,277	30,307	8,030	$0.003700	Underused!
A61D011001910 / 19968				$29.71	
3,000,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					
	Subtotals Black		***160,965***	***$1,445.44***	
	Subtotals Color		***0***	***$0.00***	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
RIVERSIDE					
EMMC - Main Fax					
Lexmark XM3150 / 50 PPM 701644HH03F2V / 11153 750,000 / 11/2012 Black Laser MFP **BUDGET**	7,673 0	12,418 0	4,745 0	$0.009500 $45.08 $0.00000 $0.00	None at this time.
EMMC - Main Label Printer					
Lexmark MS811DN / 63 PPM 4063369906KBN / 11172 3,000,000 / 01/2012 Black Network Printer **BUDGET**	278,322 0	316,647 0	38,325 0	$0.012500 $479.06 $0.00000 $0.00	None at this time.
EMMC Bench Pharmacist					
Lexmark M3150 / 50 PPM 451444HH1C2R9 / 11133 750,000 / 11/2012 Black Network Printer **BUDGET**	131,769 0	301,129 0	169,360 0	$0.009500 $1,608.92 $0.00000 $0.00	None at this time.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
RIVERSIDE					
PIC Office					
Lexmark C748DE / 35 PPM	2,190	2,756	566	$0.009500	None at this time.
50261294232FB / 11158				$5.38	
750,000 / 04/2012	1,460	3,191	1,731	$0.10000	
Color Network Printer				$173.10	
BUDGET					
	Subtotals Black		***212,996***	***$2,138.44***	
	Subtotals Color		***1,731***	***$173.10***	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
STATE STREET					
2nd Floor Closet - Storage					
Lexmark e260d / 35 PPM	161,186	161,186	0	$0.012500	8 years from Intro.
72B8MVH / 11179				$0.00	
750,000 / 10/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Blue Room - 1st Floor					
Konica Minolta BHC3110 / 32 PPM	14,242	19,717	5,475	$0.009500	None at this time.
A6DT011000052 / 19976				$52.01	
750,000 / 06/2014	8,033	22,331	14,298	$0.10000	
Color Laser MFP				$1,429.80	
BUDGET					
Brenda St. Amand - 2nd Floor					
Konica Minolta BHC3110 / 32 PPM	5,110	9,283	4,173	$0.009500	None at this time.
A6DT011000484 / 11168				$39.64	
750,000 / 06/2014	5,110	9,144	4,034	$0.10000	
Color Laser MFP				$403.40	
BUDGET					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
STATE STREET					
C2 Room					
Lexmark M3150 / 50 PPM 451444HH1C202 / 11175 750,000 / 11/2012 Black Network Printer **BUDGET**	43,435 0	97,455 0	54,020 0	$0.009500 $513.19 $0.00000 $0.00	None at this time.
Compounding - 1st Floor					
Lexmark M3150 / 50 PPM 451444HH1C2W4 / 11148 750,000 / 11/2012 Black Network Printer **BUDGET**	1,828 0	3,636 0	1,808 0	$0.009500 $17.18 $0.00000 $0.00	None at this time.
Conference Room 2nd Floor; not in use					
Lexmark MS610dtn / 50 PPM 451432HH0WK45 / 11177 750,000 / 10/2012 Black Network Printer **BUDGET**	67,492 0	80,007 0	12,515 0	$0.015000 $187.73 $0.00000 $0.00	None at this time.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
STATE STREET					
DME Fax					
Lexmark XM3150 / 50 PPM	33,955	159,880	125,925	$0.009500	None at this time.
701644HH03F5H / 11154				$1,196.29	
750,000 / 11/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
BUDGET					
Hot Swap - 2nd Floor Closet					
Lexmark M3150 / 50 PPM	6,570	6,570	0	$0.009500	None at this time.
451444HH1C2WK / 11146				$0.00	
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Date of Last Upgrade: 8/1/2014

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
STATE STREET					
Hot Swap - Basement					
Lexmark M3150 / 50 PPM 451444HH1RBGZ / 50101 750,000 / 11/2012 Black Network Printer **BUDGET**	0 0	0 0	0 0	$0.009500 $0.00 $0.00000 $0.00	None at this time.
Lexmark T652 / 50 PPM 79389BW / 11171 500,000 / 10/2008 Black Network Printer **BUDGET**	568,834 0	568,834 0	0 0	$0.012500 $0.00 $0.00000 $0.00	8 years from Intro.
Hot Swap - Closet					
Lexmark e260d / 35 PPM 72BDZD4 / 11190 750,000 / 10/2008 Black Network Printer **BUDGET**	0 0	0 0	0 0	$0.012500 $0.00 $0.00000 $0.00	8 years from Intro.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
STATE STREET					
IT - Kirk/Theresa					
Konica Minolta BHC3110 / 32 PPM A6DT011000442 / 11169 750,000 / 06/2014 Color Laser MFP **BUDGET**	16,060 8,395	30,295 18,250	14,235 9,855	$0.009500 $135.23 $0.10000 $985.50	None at this time.
Main Bench/Med Guidess					
Lexmark e260d / 35 PPM 72BDYX3 / 11174 750,000 / 10/2008 Black Network Printer **BUDGET**	41,695 0	50,455 0	8,760 0	$0.012500 $109.50 $0.00000 $0.00	8 years from Intro.
Maine Bench Med Guides					
Lexmark e260d / 35 PPM 72BDYXK / 11170 750,000 / 10/2008 Black Network Printer **BUDGET**	76,578 0	78,375 0	1,797 0	$0.012500 $22.46 $0.00000 $0.00	8 years from Intro.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
STATE STREET					
Milton Stein - 2nd Floor					
Konica Minolta BHC3110 / 32 PPM	1,825	3,122	1,297	$0.009500	None at this time.
A6DT011000045 / 19925				$12.32	
750,000 / 06/2014	2,190	4,834	2,644	$0.10000	
Color Laser MFP				$264.40	
BUDGET					
Norm Hill - 2nd Floor					
Konica Minolta BHC3110 / 32 PPM	648	1,129	481	$0.009500	None at this time.
A6DT011000405 / 19974				$4.57	
750,000 / 06/2014	638	1,385	747	$0.10000	
Color Laser MFP				$74.70	
BUDGET					
Overflow Bench					
Lexmark M3150 / 50 PPM	266,830	613,215	346,385	$0.009500	Overused! Could some of this volume be pushed onto the copier in Receiving that is running at lower cost?
451444HH1C2XD / 11145				$3,290.66	
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
STATE STREET					
PCT2/Med Guide (12/1/15 not in use)					
Lexmark MS310DN / 35 PPM	1,613	1,613	0	$0.012500	None at this time.
451432LM0X7NH / 11173				$0.00	
500,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Pen CT1					
Lexmark M3150 / 50 PPM	29,930	41,245	11,315	$0.009500	None at this time.
451444HH1C2V6 / 11141				$107.49	
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Pen Drop-Off					
Lexmark M3150 / 50 PPM	63,150	113,155	50,005	$0.009500	None at this time.
451444HH1C2X7 / 11142				$475.05	
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
STATE STREET					
Pen Drop-Off/Main Outgoing Fax					
Lexmark XM3150 / 50 PPM	18,991	35,416	16,425	$0.009500	None at this time.
701644HH03F6B / 11155				$156.04	
750,000 / 11/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
BUDGET					
Pharmacy Back-up					
Lexmark M3150 / 50 PPM	19,399	31,079	11,680	$0.009500	None at this time.
451444HH1RBDV / 50099				$110.96	
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Receiving - 1st Floor					
Konica Minolta BH554E / 55 PPM	74,095	229,585	155,490	$0.003700	None at this time.
A61D011001956 / 19965				$575.31	
3,000,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/1/2014 Recommendations
STATE STREET					
Tina Small - Basement (12/1/15 not in use)					
Lexmark M3150 / 50 PPM 451444HH1C2TX / 11140 750,000 / 11/2012 Black Network Printer **BUDGET**	368 0	368 0	0 0	$0.009500 $0.00 $0.00000 $0.00	None at this time.
Training Room - 2nd Floor					
Konica Minolta BHC454 / 45 PPM A5C0011012834 / 19778 1,000,000 / 07/2012 Color Photocopier **BUDGET**	20,820 2,192	31,257 11,190	10,437 8,998	$0.003700 $38.62 $0.04440 $399.51	Underused!
Vinny Mainella					
Konica Minolta BHC3110 / 32 PPM A6DT011000068 / 11136 750,000 / 06/2014 Color Laser MFP **BUDGET**	2,211 2,569	3,520 5,034	1,309 2,465	$0.009500 $12.44 $0.10000 $246.50	None at this time.
	Subtotals Black		***833,532***	***$7,056.68***	
	Subtotals Color		***43,041***	***$3,803.81***	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
WESTGATE					
Back Room - Storage					
Lexmark e260d / 35 PPM	208,112	208,112	0	$0.012500	8 years from Intro.
72BCXY6 / 11180				$0.00	
750,000 / 10/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Main Rx					
Lexmark M3150 / 50 PPM	132,132	313,172	181,040	$0.009500	None at this time.
451444HH1C2TT / 11144				$1,719.88	
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Union - Main Fax					
Lexmark XM3150 / 50 PPM	9,494	14,239	4,745	$0.009500	None at this time.
701644HH03G9L / 11150				$45.08	
750,000 / 11/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
BUDGET					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
WESTGATE					
Union - Main Label Printer					
Lexmark T652 / 50 PPM	305,482	313,147	7,665	$0.012500	8 years from Intro.
7938CTB / 11178				$95.81	
500,000 / 10/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Union - PIC Office					
Lexmark C748DE / 35 PPM	4,382	13,507	9,125	$0.012500	None at this time.
5026029422W6V / 19967				$114.06	
750,000 / 04/2012	6,207	24,092	17,885	$0.10000	
Color Network Printer				$1,788.50	
BUDGET					
	Subtotals Black		***202,575***	***$1,974.83***	
	Subtotals Color		***17,885***	***$1,788.50***	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
WHITING HILL					
Brewer - Main Fax					
Lexmark XM3150 / 50 PPM 701644HH03GDV / 11151 750,000 / 11/2012 Black Laser MFP **BUDGET**	3,288 0	5,015 0	1,727 0	$0.009500 $16.41 $0.00000 $0.00	None at this time.
Main Printer					
Lexmark M3150 / 50 PPM 451444HH1RBH0 / 50100 750,000 / 11/2012 Black Network Printer **BUDGET**	26,425 0	107,455 0	81,030 0	$0.009500 $769.79 $0.00000 $0.00	None at this time.
	Subtotals Black		***82,757***	***$786.19***	
	Subtotals Color		***0***	***$0.00***	

Organization Wide Black Totals	*1,698,275*	*$15,357.12*
Organization Wide Color Totals	*64,939*	*$5,993.61*

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 8/1/2014 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2015-16 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
1,698,275	$0.03174	$53,903.25

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
1,698,275	$0.00904	$15,352.41	$38,550.84	$192,754.21

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $38,550.84 x 2 years as a Client

=$77,101.69 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
Central Fill	205,450	$1,974.07	$1,019.44	$1,761.71	$4,755.23
Long-Term Care	160,965	$1,459.34	$798.71	$1,380.26	$3,638.31
Riverside	212,996	$2,158.76	$1,056.89	$1,826.42	$5,042.06
State Street	821,017	$6,934.87	$4,073.89	$7,040.13	$18,048.89
State Street	12,515	$189.60	$62.10	$107.31	$359.02
Westgate	202,575	$1,993.57	$1,005.18	$1,737.06	$4,735.80
Whiting Hill	82,757	$793.64	$410.64	$709.63	$1,913.91
Total	**1,698,275**	**$15,503.84**	**$8,426.84**	**$14,562.53**	**$38,493.22**

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 Ricoh MP 9003 SP RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 90 Copies per Minute are coming in at $7,435 with a Retail Cost of $51,053….15% 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
Central Fill	2,282	$230.48
Long-Term Care	0	$0.00
Riverside	1,731	$174.83
State Street	43,041	$3,841.81
State Street	0	$0.00
Westgate	17,885	$1,806.39
Whiting Hill	0	$0.00
Total	**64,939**	**$6,053.51**

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 1.1%.

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Budget Document Technologies	Black Laser MFP	227,907	$0.00950	$2,165.12	$0.00959	$2,185.63
Budget Document Technologies	Black Network Printer	1,160,968	$0.00950	$11,029.20	$0.00959	$11,133.68
Budget Document Technologies	Black Network Printer	56,547	$0.01250	$706.84	$0.01262	$713.62
Budget Document Technologies	Black Network Printer	23,465	$0.01500	$351.98	$0.01515	$355.49
Budget Document Technologies	Black Photocopier	163,520	$0.00370	$605.02	$0.00374	$611.56
Budget Document Technologies	Color Laser MFP	27,694	$0.00950	$263.09	$0.00959	$265.59
Budget Document Technologies	Color Network Printer	566	$0.00950	$5.38	$0.00959	$5.43
Budget Document Technologies	Color Network Printer	10,381	$0.01250	$129.76	$0.01262	$131.01
Budget Document Technologies	Color Photocopier	27,227	$0.00370	$100.74	$0.00374	$101.83
Total		**1,698,275**	**$0.00904**	**$15,357.12**	**$0.00913**	**$15,503.84**

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 1.1%.

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Budget Document Technologies	Color Laser MFP	34,908	$0.10000	$3,490.80	$0.10100	$3,525.71
Budget Document Technologies	Color Network Printer	21,033	$0.10000	$2,103.30	$0.10100	$2,124.33
Budget Document Technologies	Color Photocopier	8,998	$0.04440	$399.51	$0.04484	$403.47
Total		**64,939**	**$0.09230**	**$5,993.61**	**$0.09322**	**$6,053.51**

Reprographic Equipment Assessment

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

Total Number of Units	**51**
Total Number of Units on Lease	**28**
Total Number of Units Owned	**23**
Lease Company	**Cash Sale**
Lease Start Date	**8/1/2014**
Lease End Date	**N/A**
Term	**Five-Year Straight-Line Depreciation**
Annual Depreciation	**$14,562.53**
Remaining Payments	**N/A**

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

Leased Equipment

Building	Make/Model	Serial Number
Central Fill	Lexmark C748DE	5026029422W6N
Long-Term Care	Konica Minolta BHC454	A5C0011012820
Long-Term Care	Lexmark XM3150	701644HH03F64
Long-Term Care	Konica Minolta BH554E	A61D011001910
Riverside	Lexmark C748DE	50261294232FB
Riverside	Lexmark M3150	451444HH1C2R9
Riverside	Lexmark XM3150	701644HH03F2V
State Street	Konica Minolta BHC3110	A6DT011000484
State Street	Konica Minolta BHC3110	A6DT011000068
State Street	Konica Minolta BHC3110	A6DT011000405
State Street	Konica Minolta BHC3110	A6DT011000045
State Street	Konica Minolta BHC3110	A6DT011000442
State Street	Lexmark M3150	451444HH1C2X7
State Street	Lexmark M3150	451444HH1C2WK
State Street	Lexmark XM3150	701644HH03F6B
State Street	Lexmark XM3150	701644HH03F5H
State Street	Konica Minolta BH554E	A61D011001956
State Street	Konica Minolta BHC3110	A6DT011000052
State Street	Lexmark M3150	451444HH1C2TX
State Street	Konica Minolta BHC454	A5C0011012834
State Street	Lexmark M3150	451444HH1C2V6
State Street	Lexmark M3150	451444HH1C2XD
State Street	Lexmark M3150	451444HH1C202
State Street	Lexmark M3150	451444HH1C2W4
Westgate	Lexmark M3150	451444HH1C2TT
Westgate	Lexmark C748DE	5026029422W6V
Westgate	Lexmark XM3150	701644HH03G9L
Whiting Hill	Lexmark XM3150	701644HH03GDV

Owned Equipment

Building	Make/Model	Serial Number
Central Fill	Lexmark M3150	451445HH1VVMV
Central Fill	Konica Minolta BHC3110	A6DT011002663
Central Fill	Lexmark M3150	451445HH1VVMK
Central Fill	Lexmark XM3150	701644HH044GF
Central Fill	Lexmark M3150	451445HH1VW2F
Central Fill	Lexmark M3150	451445HH1VVMT
Central Fill	Lexmark M3150	451445HH1VVLL
Central Fill	Lexmark M3150	451445HH1VVM8
Long-Term Care	Lexmark MS810n	406337990FV3G
Long-Term Care	Lexmark MS310DN	451432LM0X7NX
Riverside	Lexmark MS811DN	4063369906KBN
State Street	Lexmark MS310DN	451432LM0X7NH
State Street	Lexmark M3150	451444HH1RBDV
State Street	Lexmark e260d	72B8MVH
State Street	Lexmark e260d	72BDYXK
State Street	Lexmark e260d	72BDYX3
State Street	Lexmark e260d	72BDZD4
State Street	Lexmark MS610dtn	451432HH0WK45
State Street	Lexmark M3150	451444HH1RBGZ
State Street	Lexmark T652	79389BW
Westgate	Lexmark e260d	72BCXY6
Westgate	Lexmark T652	7938CTB
Whiting Hill	Lexmark M3150	451444HH1RBH0

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***

12/23/13

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: John Cox

Title: Market Vice President

Date:

Signature:

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date:

Signature:

12/23/13

StarDoc User Names

Name	User Name
Adam Jordan	ajordan@emhs.org
David Ingalls	dingalls@emhs.org
Mike Prymowicz	mprymowicz@emh.org
Milton Stein	mjstein@emhs.org
Norman Hill	nmhill@emh.org
Pam Adams	pjadams@emh.org
Riley Stewart	rstewart@emhs.org
Tina Cattan	tcattan@emh.org
Travis Wilson	twilson@emhs.org

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

SPC specialized purchasing consultants

STAR Doc system for tracking and reporting documents

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

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 84 clients with over 5,000 devices doing more than 306 million copies and prints per year. In 2015 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 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 $17.4 million over five years!*

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: In 2015 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 5,000 pieces of equipment;

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