



Specialized Purchasing Consultants

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www.spccopypro.com

2016-2017 Annual Report

Year - End Photocopier Analysis

With projected costs for 2017-18

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



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

Ugr vgo dgt 2017

Skip Tilton
President

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

Dear Norman:

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 3 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 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:	64
Total Black Photocopiers	9
Total Color Photocopiers	9
Total Black Network Printers	41
Total Color Network Printers	5
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	9
# of Units Overused:	0
# of Units Underused:	15
Commencement Date:	8/1/2014
# of Straight Line Depreciation ; Customer Paid Cash	2
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,

It has been three years since your last upgrade and you could benefit from an onsite visit and an upgrade since costs have come down over the years. You have 9 machines that are nearing the end of warranty however all will end on 6-30-2019. In order to stay ahead of your reliability curve, that upgrade could take place as early as the Summer-Fall of 2018. That being said, your contracts and warranties end June 30 of 2019. It would definitely be good to do an upgrade prior to that date. Either way, I am confident that there are other needs that an onsite visit will be able to address.

If we did an upgrade in 2018 however we would extend the life and warranty on a large portion of your equipment for another five years. 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.

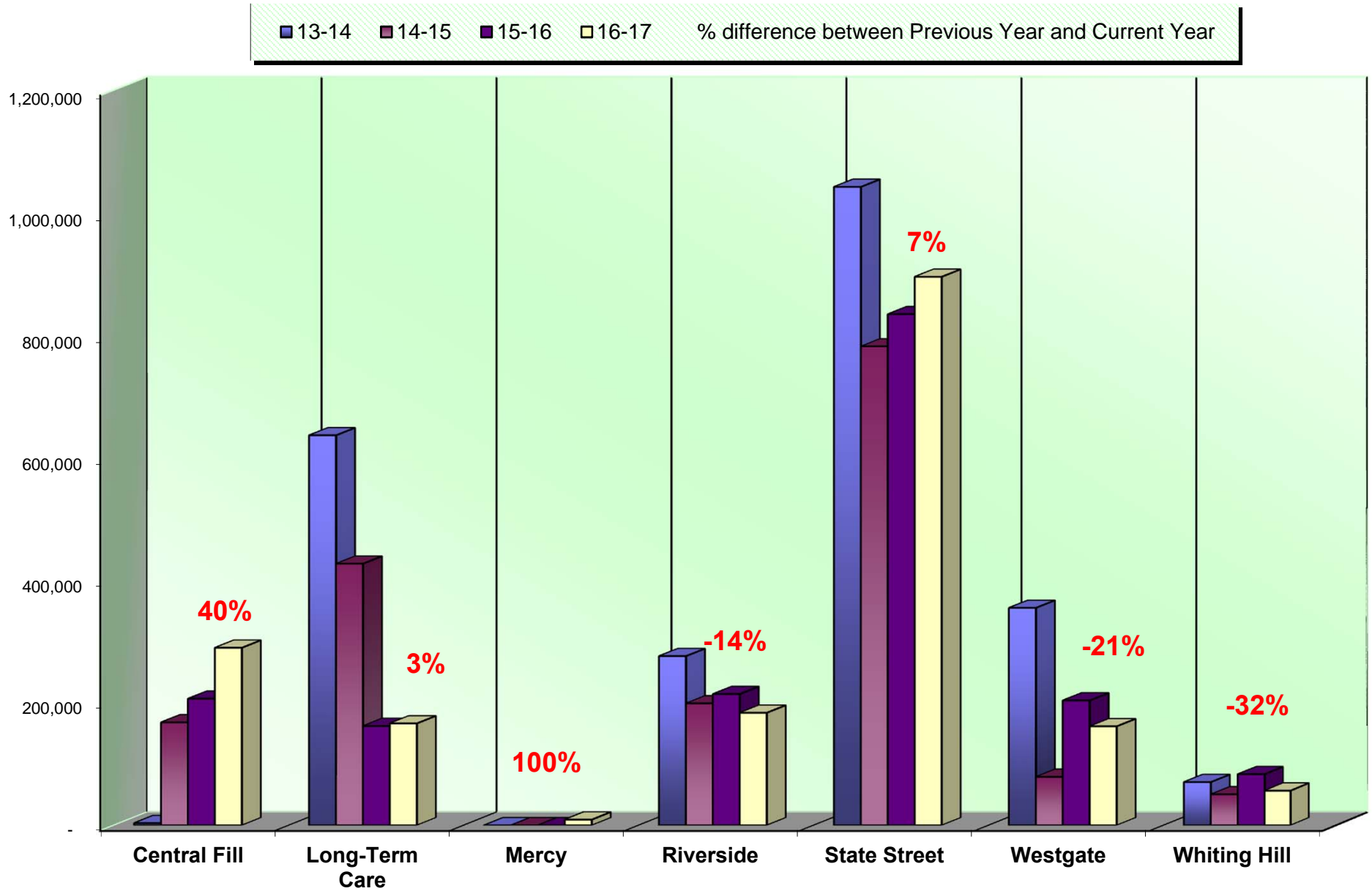
Sincerely,
Skip

Aging Equipment Summary

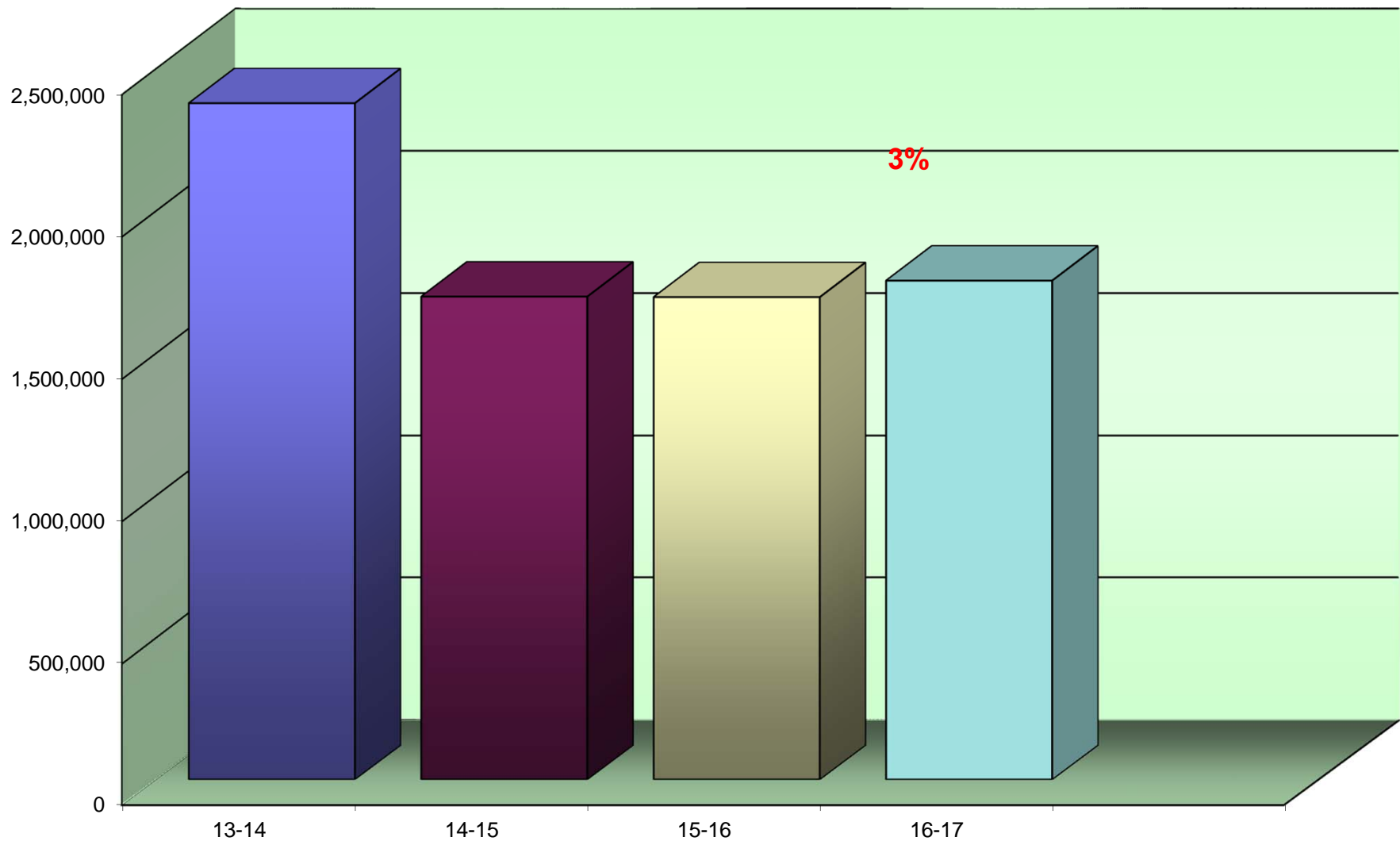
The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the Date of Introduction. Usage, age, and service history need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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Central Fill	McCesson HVS Space	Lexmark C792	5062339475TP9	BUDGET	10/2010
Central Fill	McCesson HVS Space	Lexmark C792	50624794G6530	BUDGET	10/2010
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

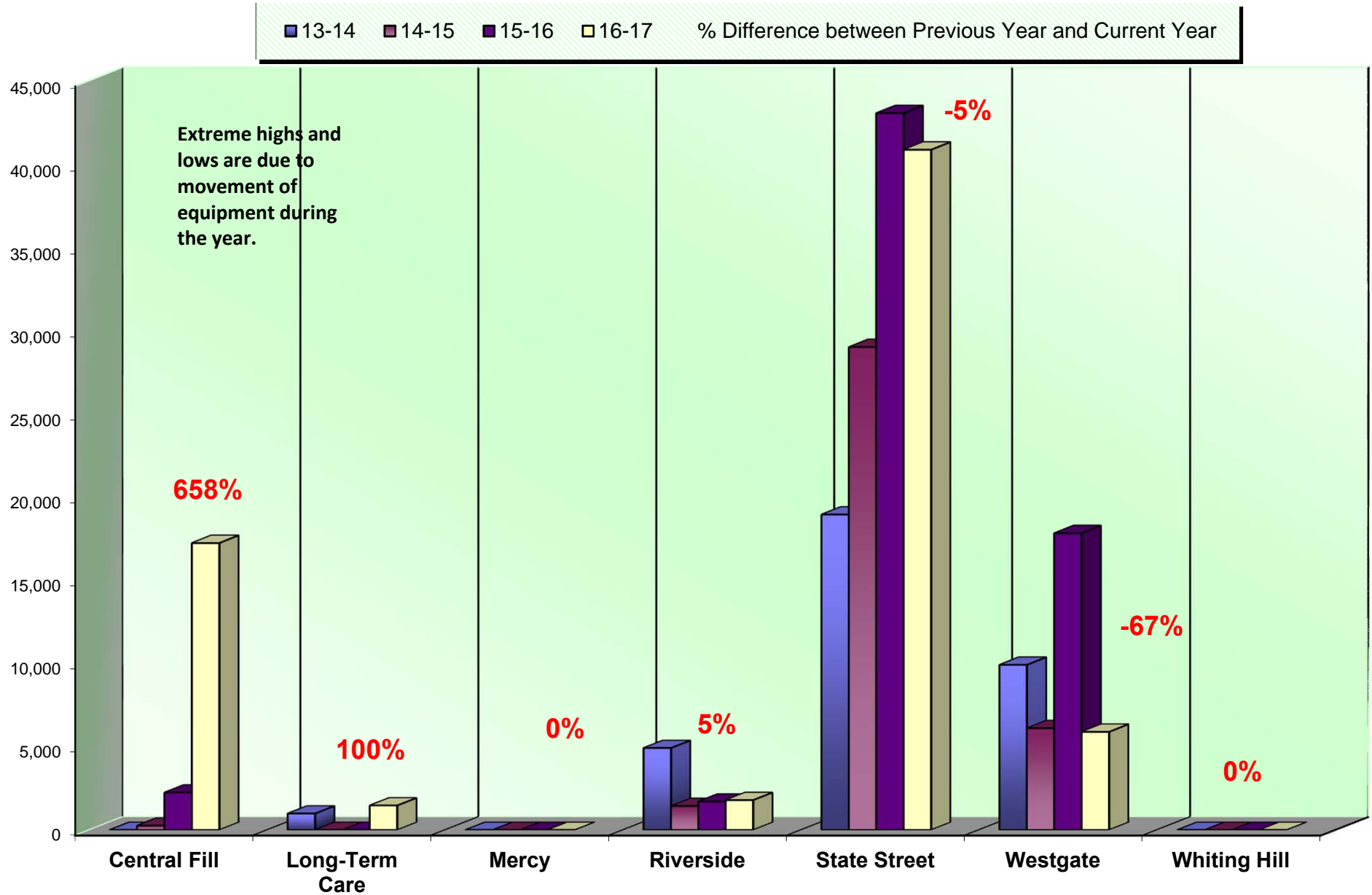


Annual Black Volume Overall

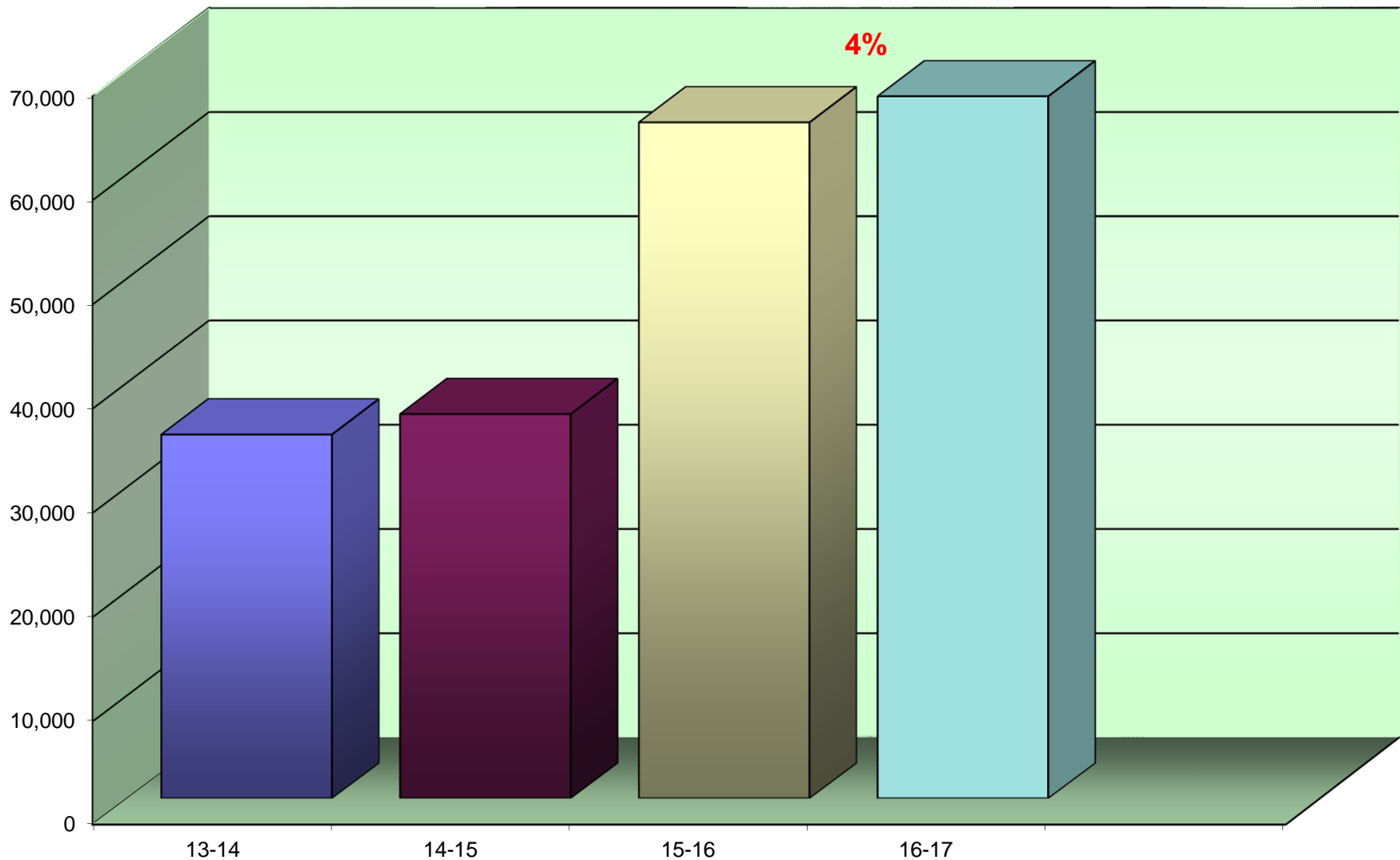


% amount equals the overall increase or decrease between Previous Year and Current Year

Annual Color Volume by Building

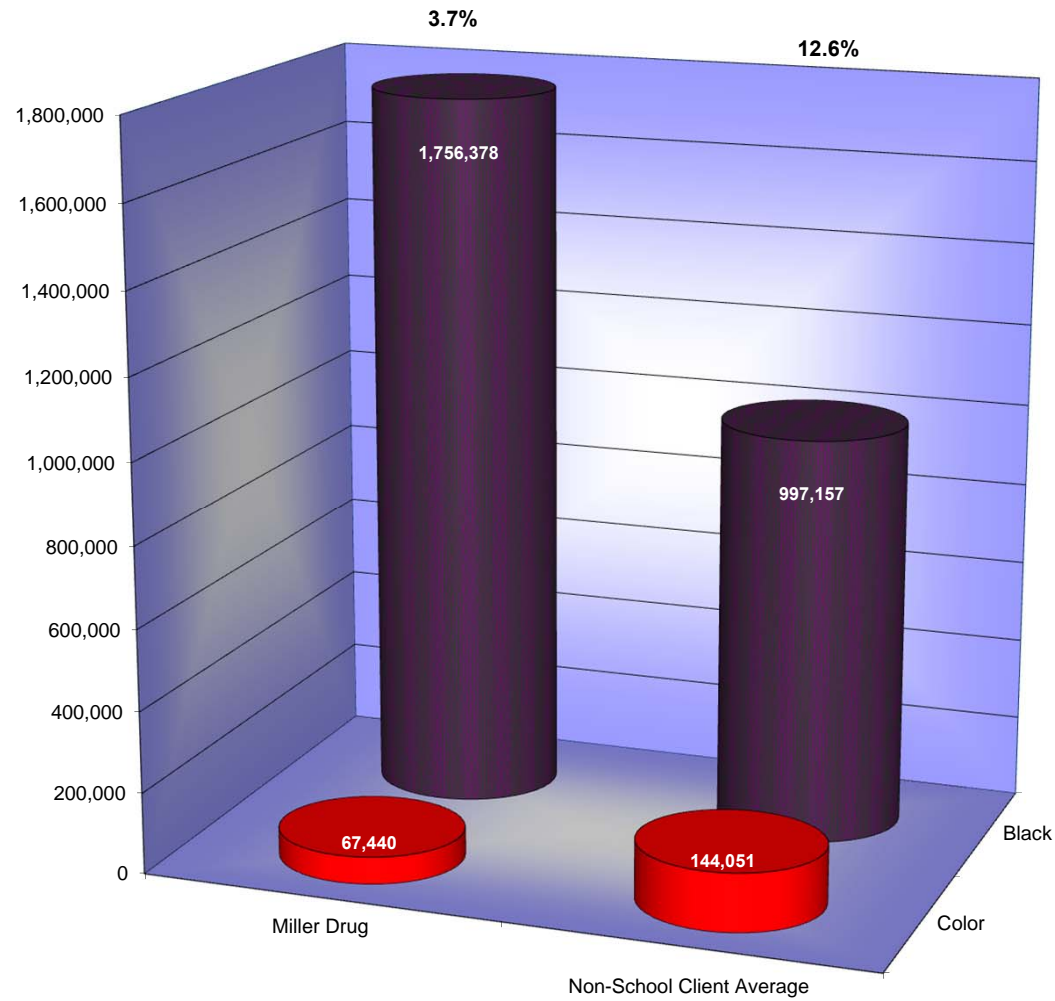


Annual Color Volume Overall



% 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.

<i>Make-Model / Speed</i>				<i>Date of Last Upgrade: 8/1/2014</i>	
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</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>
CENTRAL FILL					
Front Desk Primary Fax					
Lexmark XM3150 / 50 PPM	8,640	11,238	2,598	\$0.009600	None at this time.
701644HH044GF / 50289				\$24.94	
750,000 / 11/2012	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
BUDGET					

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 8/1/2014</i>
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</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>
CENTRAL FILL					
McCesson HVS Space					
Lexmark C792 / 50 PPM	23	23	0	\$0.041250	7 years from Intro. Added early June.
5062339475TP9 / 59912				\$0.00	
2,000,000 / 10/2010	17	17	0	\$0.22500	
Color Network Printer				\$0.00	
BUDGET					
Lexmark C792 / 50 PPM	0	0	0	\$0.041250	7 years from Intro. Added early June.
50624794G6530 / 59911				\$0.00	
2,000,000 / 10/2010	0	0	0	\$0.22500	
Color Network Printer				\$0.00	
BUDGET					
Lexmark MS810n / 55 PPM	6	6	0	\$0.012630	Added early June.
40636C6604VMY / 59910				\$0.00	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
BUDGET					
Lexmark MS810n / 55 PPM	85	85	0	\$0.012630	Added early June.
40636C6604VRP / 59909				\$0.00	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
BUDGET					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2014</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</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>
CENTRAL FILL					
Lexmark MS811DN / 63 PPM	46,930	46,930	0	\$0.012630	Added early June.
40636C6606W02 / 59904				\$0.00	
3,000,000 / 01/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
BUDGET					
Lexmark MS811DN / 63 PPM	44,025	44,025	0	\$0.012630	Added early June.
40636C6606W9D / 59905				\$0.00	
3,000,000 / 01/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
BUDGET					
Lexmark MS811DN / 63 PPM	13,926	13,926	0	\$0.012630	Added early June.
40636C6606W9G / 59906				\$0.00	
3,000,000 / 01/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
BUDGET					
Lexmark MS811DN / 63 PPM	1,493	1,493	0	\$0.012630	Added early June.
40636C6606WB0 / 59907				\$0.00	
3,000,000 / 01/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
BUDGET					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</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>
CENTRAL FILL					
Lexmark MS811DN / 63 PPM	883	883	0	\$0.012630	Added early June.
40636C6606VT6 / 59908				\$0.00	
3,000,000 / 01/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
BUDGET					
Prescriptions					
Lexmark C748DE / 35 PPM	2,351	14,046	11,695	\$0.012630	None at this time.
5026029422W6N / 11157				\$147.71	
750,000 / 04/2012	1,417	18,710	17,293	\$0.10100	
Color Network Printer				\$1,746.59	
BUDGET					
Product Dispensing Station 2					
Lexmark M3150 / 50 PPM	4,324	4,324	0	\$0.009600	Not in use 16/17; will be deployed 17/18.
451445HH1VVLL / 50313				\$0.00	
750,000 / 11/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
BUDGET					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</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>	
CENTRAL FILL						
Room 252						
Konica Minolta BHC3110 / 32 PPM A6DT011002663 / 59551 750,000 / 06/2014 Color Laser MFP	1,122 1,127	1,122 1,127	0 0	\$0.009600 \$0.00 \$0.10100 \$0.00	Not in use 16/17; will be deployed 17/18.	
BUDGET						
RPH Office						
Lexmark M3150 / 50 PPM 451445HH1VVM8 / 50308 750,000 / 11/2012 Black Network Printer	9,191 0	12,881 0	3,690 0	\$0.009600 \$35.42 \$0.00000 \$0.00		None at this time.
BUDGET						
Unknown						
Lexmark M3150 / 50 PPM 451445HH1VVMK / 50310 750,000 / 11/2012 Black Network Printer	10,806 0	102,921 0	92,115 0	\$0.009600 \$884.30 \$0.00000 \$0.00	Need location.	
BUDGET						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/1/2014
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
CENTRAL FILL					
Unknown					
Lexmark M3150 / 50 PPM 451445HH1VW2F / 50307 750,000 / 11/2012 Black Network Printer	216,080 0	256,039 0	39,959 0	\$0.009600 \$383.61 \$0.000000 \$0.00	None at this time.
BUDGET					
Lexmark M3150 / 50 PPM 451445HH1VVMT / 50309 750,000 / 11/2012 Black Network Printer	1,215 0	6,663 0	5,448 0	\$0.009600 \$52.30 \$0.000000 \$0.00	None at this time.
BUDGET					
Lexmark M3150 / 50 PPM 451445HH1VVMV / 50312 750,000 / 11/2012 Black Network Printer	120,450 0	253,582 0	133,132 0	\$0.009600 \$1,278.07 \$0.000000 \$0.00	Need Location.
BUDGET					
Subtotals Black			288,637	\$2,806.35	
Subtotals Color			17,293	\$1,746.59	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i>	
	<i>7/1/2016</i> <i>Meter</i>	<i>6/30/2017</i> <i>Meter</i>	<i>2016-17</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
LONG-TERM CARE						
<i>Delivery Sheets</i>						
Lexmark MS310DN / 35 PPM	294,669	306,048	11,379	\$0.015150	None at this time.	
451432LM0X7NX / 11176				\$172.39		
500,000 / 10/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						
<i>Main Incoming Fax - Right</i>						
Lexmark XM3150 / 50 PPM	133,236	133,236	0	\$0.009600	Not used 16/17; will be put in service 17/18.	
701644HH03F64 / 11152				\$0.00		
750,000 / 11/2012	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
BUDGET						
<i>Miranda's Office</i>						
Lexmark MS810n / 55 PPM	53,132	133,267	80,135	\$0.009600	None at this time.	
406337990FV3G / 18105				\$769.30		
1,000,000 / 10/2012	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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
LONG-TERM CARE					
Office - Left Side					
Konica Minolta BHC454 / 45 PPM A5C0011012820 / 19964 1,000,000 / 07/2012 Color Photocopier	31,390 0	84,903 1,494	53,513 1,494	\$0.003740 \$200.14 \$0.04484 \$66.99	None at this time.
BUDGET					
Office - Right Side					
Konica Minolta BH554E / 55 PPM A61D011001910 / 19968 3,000,000 / 10/2013 Black Photocopier	30,307 0	50,321 0	20,014 0	\$0.003740 \$74.85 \$0.00000 \$0.00	None at this time.
BUDGET					
Subtotals Black		165,041	\$1,216.68		
Subtotals Color		1,494	\$66.99		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/1/2014	
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MERCY HOSPITAL						
Office						
Lexmark M3150 / 50 PPM 45146PHH38VCK / 61003 750,000 / 11/2012 Black Network Printer	0	754	754	\$0.009600 \$7.24	None at this time.	
	0	0	0	\$0.00000		
				\$0.00		
BUDGET						
Lexmark M3150 / 50 PPM 45146PHH38VD9 / 61002 750,000 / 11/2012 Black Network Printer	0	8,479	8,479	\$0.009600 \$81.40	None at this time.	
	0	0	0	\$0.00000		
				\$0.00		
BUDGET						
Subtotals Black			9,233	\$88.64		
Subtotals Color			0	\$0.00		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</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>	
RIVERSIDE						
EMMC - Main Fax						
Lexmark XM3150 / 50 PPM	12,418	17,117	4,699	\$0.009600	None at this time.	
701644HH03F2V / 11153				\$45.11		
750,000 / 11/2012	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
BUDGET						
EMMC - Main Label Printer						
Lexmark MS811DN / 63 PPM	316,647	347,076	30,429	\$0.012630	None at this time.	
4063369906KBN / 11172				\$384.32		
3,000,000 / 01/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						
EMMC Bench Pharmacist						
Lexmark M3150 / 50 PPM	301,129	448,040	146,911	\$0.009600	None at this time.	
451444HH1C2R9 / 11133				\$1,410.35		
750,000 / 11/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>				<i>Date of Last Upgrade: 8/1/2014</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>
RIVERSIDE					
PIC Office					
Lexmark C748DE / 35 PPM	2,756	3,151	395	\$0.009600	None at this time.
50261294232FB / 11158				\$3.79	
750,000 / 04/2012	3,191	5,011	1,820	\$0.10100	
Color Network Printer				\$183.82	
BUDGET					
Subtotals Black			182,434	\$1,843.57	
Subtotals Color			1,820	\$183.82	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/1/2014
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
STATE STREET					
2nd Floor Closet - Storage					
Lexmark e260d / 35 PPM	161,186	161,186	0	\$0.012630	9 years from Intro. Not in use.
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	19,717	23,833	4,116	\$0.009600	None at this time.
A6DT011000052 / 19976				\$39.51	
750,000 / 06/2014	22,331	25,246	2,915	\$0.10100	
Color Laser MFP				\$294.42	
BUDGET					
Brenda St. Amand - 2nd Floor					
Konica Minolta BHC3110 / 32 PPM	9,283	10,870	1,587	\$0.009600	None at this time.
A6DT011000484 / 11168				\$15.24	
750,000 / 06/2014	9,144	11,948	2,804	\$0.10100	
Color Laser MFP				\$283.20	
BUDGET					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i> <i>Recommendations</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>		
STATE STREET						
C2 Room						
Lexmark M3150 / 50 PPM	97,455	97,455	0	\$0.009600	Not in use 16/17; will be deployed 17/18.	
451444HH1C202 / 11175				\$0.00		
750,000 / 11/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						
Compounding - 1st Floor						
Lexmark M3150 / 50 PPM	3,636	5,291	1,655	\$0.009600	None at this time.	
451444HH1C2W4 / 11148				\$15.89		
750,000 / 11/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						
DME Fax						
Lexmark XM3150 / 50 PPM	159,880	228,963	69,083	\$0.009600	None at this time.	
701644HH03F5H / 11154				\$663.20		
750,000 / 11/2012	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
BUDGET						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</i> <i>Recommendations</i>	
	<i>7/1/2016</i> <i>Meter</i>	<i>6/30/2017</i> <i>Meter</i>	<i>2016-17</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>		
STATE STREET						
Hot Swap - 2nd Floor Closet						
Lexmark M3150 / 50 PPM	6,570	62,290	55,720	\$0.009600	None at this time.	
451444HH1C2WK / 11146				\$534.91		
750,000 / 11/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						
Hot Swap - Basement						
Lexmark T652 / 50 PPM	568,834	624,478	55,644	\$0.012630	9 years from Intro.	
79389BW / 11171				\$702.78		
500,000 / 10/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						
Hot Swap - Closet						
Lexmark e260d / 35 PPM	0	0	0	\$0.012630	9 years from Intro. Not in use.	
72BDZD4 / 11190				\$0.00		
750,000 / 10/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</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>	
STATE STREET						
IT - Kirk/Theresa						
Konica Minolta BHC3110 / 32 PPM	30,295	38,970	8,675	\$0.009600	None at this time.	
A6DT011000442 / 11169				\$83.28		
750,000 / 06/2014	18,250	20,035	1,785	\$0.10100		
Color Laser MFP				\$180.29		
BUDGET						
Main Bench/Med Guidess						
Lexmark e260d / 35 PPM	50,455	82,385	31,930	\$0.012630	9 years from Intro.	
72BDYX3 / 11174				\$403.28		
750,000 / 10/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						
Maine Bench Med Guides						
Lexmark e260d / 35 PPM	78,375	78,934	559	\$0.012630	9 years from Intro.	
72BDYXK / 11170				\$7.06		
750,000 / 10/2008	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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
STATE STREET					
Milton Stein - 2nd Floor					
Konica Minolta BHC3110 / 32 PPM A6DT011000045 / 19925 750,000 / 06/2014 Color Laser MFP	3,122	10,886	7,764	\$0.009600 \$74.53	None at this time.
	4,834	8,582	3,748	\$0.10100 \$378.55	
BUDGET					
Norm Hill - 2nd Floor					
Konica Minolta BHC3110 / 32 PPM A6DT011000405 / 19974 750,000 / 06/2014 Color Laser MFP	1,129	2,015	886	\$0.009600 \$8.51	None at this time.
	1,385	2,659	1,274	\$0.10100 \$128.67	
BUDGET					
Overflow Bench					
Lexmark M3150 / 50 PPM 451444HH1C2XD / 11145 750,000 / 11/2012 Black Network Printer	574,368	577,376	3,008	\$0.009600 \$28.88	None at this time.
	0	0	0	\$0.00000 \$0.00	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/1/2014	
	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
STATE STREET						
Pen CT1						
Lexmark M3150 / 50 PPM	41,245	41,657	412	\$0.009600	Underused!	
451444HH1C2V6 / 11141				\$3.96		
750,000 / 11/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						
Pen Drop-Off						
Lexmark M3150 / 50 PPM	113,155	130,560	17,405	\$0.009600	None at this time.	
451444HH1C2X7 / 11142				\$167.09		
750,000 / 11/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
BUDGET						
Pen Drop-Off/Main Outgoing Fax						
Lexmark XM3150 / 50 PPM	35,416	47,028	11,612	\$0.009600	None at this time.	
701644HH03F6B / 11155				\$111.48		
750,000 / 11/2012	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
BUDGET						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2014</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>	
STATE STREET						
Pharmacy Back-up						
Lexmark M3150 / 50 PPM 451444HH1RBDV / 50099 750,000 / 11/2012 Black Network Printer	31,079 0	36,000 0	4,921 0	\$0.009600 \$47.24 \$0.00000 \$0.00	None at this time.	
BUDGET						
Receiving - 1st Floor						
Konica Minolta BH554E / 55 PPM A61D011001956 / 19965 3,000,000 / 10/2013 Black Photocopier	229,585 0	373,775 0	144,190 0	\$0.003740 \$539.27 \$0.00000 \$0.00	None at this time.	
BUDGET						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/1/2014	
	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
STATE STREET						
Storage						
Lexmark M3150 / 50 PPM 451444HH1C2TX / 11140 750,000 / 11/2012 Black Network Printer	368 0	93,999 0	93,631 0	\$0.009600 \$898.86 \$0.00000 \$0.00	Need location.	
BUDGET						
Lexmark MS310DN / 35 PPM 451432LM0X7NH / 11173 500,000 / 10/2012 Black Network Printer	1,613 0	1,613 0	0 0	\$0.012630 \$0.00 \$0.00000 \$0.00	In storage.	
BUDGET						
Training Room - 2nd Floor						
Konica Minolta BHC454 / 45 PPM A5C0011012834 / 19778 1,000,000 / 07/2012 Color Photocopier	31,257 11,190	53,550 36,438	22,293 25,248	\$0.003740 \$83.38 \$0.04484 \$1,132.12	None at this time.	
BUDGET						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/1/2014	
	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
STATE STREET						
Unknown						
Lexmark M3150 / 50 PPM 451444HH1RBGZ / 50101 750,000 / 11/2012 Black Network Printer	45,478 0	328,861 0	283,383 0	\$0.009600 \$2,720.48 \$0.00000 \$0.00	Need location.	
BUDGET						
Lexmark MS610dtn / 50 PPM 451432HH0WK45 / 11177 750,000 / 10/2012 Black Network Printer	80,007 0	154,353 0	74,346 0	\$0.015150 \$1,126.34 \$0.00000 \$0.00	Need location.	
BUDGET						
Vinny Mainella						
Konica Minolta BHC3110 / 32 PPM A6DT011000068 / 11136 750,000 / 06/2014 Color Laser MFP	3,520 5,034	5,305 8,109	1,785 3,075	\$0.009600 \$17.14 \$0.10100 \$310.58	None at this time.	
BUDGET						
Subtotals Black			894,605	\$8,292.28		
Subtotals Color			40,849	\$2,707.82		

Date of Last Upgrade: 8/1/2014						
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	
WESTGATE						
Back Room - Storage						
Lexmark e260d / 35 PPM 72BCXY6 / 11180 750,000 / 10/2008 Black Network Printer	208,112 0	208,112 0	0 0	\$0.012630 \$0.00 \$0.00000 \$0.00	9 years from Intro. In storage.	
BUDGET						
Main Rx						
Lexmark M3150 / 50 PPM 451444HH1C2TT / 11144 750,000 / 11/2012 Black Network Printer	313,172 0	461,340 0	148,168 0	\$0.009600 \$1,422.41 \$0.00000 \$0.00		None at this time.
BUDGET						
Union - Main Fax						
Lexmark XM3150 / 50 PPM 701644HH03G9L / 11150 750,000 / 11/2012 Black Laser MFP	14,239 0	18,675 0	4,436 0	\$0.009600 \$42.59 \$0.00000 \$0.00	None at this time.	
BUDGET						

Date of Last Upgrade: 8/1/2014					
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
WESTGATE					
Union - Main Label Printer					
Lexmark T652 / 50 PPM 7938CTB / 11178 500,000 / 10/2008 Black Network Printer	313,147 0	318,121 0	4,974 0	\$0.012630 \$62.82 \$0.00000 \$0.00	9 years from Intro.
BUDGET					
Union - PIC Office					
Lexmark C748DE / 35 PPM 5026029422W6V / 19967 750,000 / 04/2012 Color Network Printer	13,507 24,092	16,230 30,076	2,723 5,984	\$0.012630 \$34.39 \$0.10100 \$604.38	None at this time.
BUDGET					
Subtotals Black		160,301	\$1,562.21		
Subtotals Color		5,984	\$604.38		

Date of Last Upgrade: 8/1/2014						
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	
WHITING HILL						
Brewer - Main Fax						
Lexmark XM3150 / 50 PPM 701644HH03GDV / 11151 750,000 / 11/2012 Black Laser MFP	5,015 0	6,693 0	1,678 0	\$0.009600 \$16.11 \$0.00000 \$0.00	None at this time.	
BUDGET						
Main Printer						
Lexmark M3150 / 50 PPM 451444HH1RBH0 / 50100 750,000 / 11/2012 Black Network Printer	107,455 0	161,904 0	54,449 0	\$0.009600 \$522.71 \$0.00000 \$0.00		None at this time.
BUDGET						
Subtotals Black			56,127	\$538.82		
Subtotals Color			0	\$0.00		

<i>Organization Wide Black Totals</i>	1,756,378	\$16,348.54
<i>Organization Wide Color Totals</i>	67,440	\$5,309.61

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 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
1,756,378	\$0.03174	\$55,747.44

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
1,756,378	\$0.00931	\$16,437.84	\$39,309.60	\$196,548.00

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$39,309.60 x 3 years as a Client

=\$117,928.80 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	288,637	\$2,873.56	\$1,432.22	\$2,393.16	\$6,698.93
Long-Term Care	165,041	\$1,245.82	\$818.93	\$1,368.39	\$3,433.15
Mercy Hospital	9,233	\$90.76	\$45.81	\$76.55	\$213.13
Riverside	182,434	\$1,887.66	\$905.24	\$1,512.60	\$4,305.50
State Street	894,605	\$8,490.57	\$4,439.03	\$7,417.37	\$20,346.97
Westgate	160,301	\$1,599.62	\$795.41	\$1,329.09	\$3,724.13
Whiting Hill	56,127	\$551.73	\$278.50	\$465.36	\$1,295.59
Total	1,756,378	\$16,739.71	\$8,715.15	\$14,562.53	\$40,017.39

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
Central Fill	17,293	\$1,788.44
Long-Term Care	1,494	\$68.60
Mercy Hospital	0	\$0.00
Riverside	1,820	\$188.22
State Street	40,849	\$2,772.84
Westgate	5,984	\$618.87
Whiting Hill	0	\$0.00
<i>Total</i>	67,440	\$5,436.98

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
Budget Document Technologies	Black Laser MFP	94,106	\$0.00960	\$903.42	\$0.00983	\$925.06
Budget Document Technologies	Black Network Printer	1,173,375	\$0.00960	\$11,264.40	\$0.00983	\$11,534.28
Budget Document Technologies	Black Network Printer	123,536	\$0.01263	\$1,560.26	\$0.01293	\$1,597.32
Budget Document Technologies	Black Network Printer	85,725	\$0.01515	\$1,298.73	\$0.01551	\$1,329.59
Budget Document Technologies	Black Photocopier	164,204	\$0.00374	\$614.12	\$0.00383	\$628.90
Budget Document Technologies	Color Laser MFP	24,813	\$0.00960	\$238.20	\$0.00983	\$243.91
Budget Document Technologies	Color Network Printer	395	\$0.00960	\$3.79	\$0.00983	\$3.88
Budget Document Technologies	Color Network Printer	14,418	\$0.01263	\$182.10	\$0.01293	\$186.42
Budget Document Technologies	Color Network Printer	0	\$0.04125	\$0.00	\$0.04224	\$0.00
Budget Document Technologies	Color Photocopier	75,806	\$0.00374	\$283.51	\$0.00383	\$290.34
Total		1,756,378	\$0.00931	\$16,348.54	\$0.00953	\$16,739.71

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
Budget Document Technologies	Color Laser MFP	15,601	\$0.10100	\$1,575.70	\$0.10342	\$1,613.46
Budget Document Technologies	Color Network Printer	25,097	\$0.10100	\$2,534.80	\$0.10342	\$2,595.53
Budget Document Technologies	Color Network Printer	0	\$0.22500	\$0.00	\$0.23040	\$0.00
Budget Document Technologies	Color Photocopier	26,742	\$0.04484	\$1,199.11	\$0.04592	\$1,227.99
Total		67,440	\$0.07873	\$5,309.61	\$0.08062	\$5,436.98

Reprographic Equipment Assessment

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

Total Number of Units	64
Term	Five-Year Straight-Line Depreciation
Annual Budget Amount>	\$14,562.53

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

Owned 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 M3150	451444HH1C2R9
Riverside	Lexmark C748DE	50261294232FB
Riverside	Lexmark XM3150	701644HH03F2V
State Street	Lexmark M3150	451444HH1C2W4
State Street	Lexmark M3150	451444HH1C202
State Street	Lexmark M3150	451444HH1C2XD
State Street	Lexmark M3150	451444HH1C2V6
State Street	Konica Minolta BHC454	A5C0011012834
State Street	Lexmark M3150	451444HH1C2TX
State Street	Konica Minolta BH554E	A61D011001956
State Street	Konica Minolta BHC3110	A6DT011000052
State Street	Lexmark XM3150	701644HH03F5H
State Street	Lexmark XM3150	701644HH03F6B
State Street	Lexmark M3150	451444HH1C2WK
State Street	Lexmark M3150	451444HH1C2X7
State Street	Konica Minolta BHC3110	A6DT011000442
State Street	Konica Minolta BHC3110	A6DT011000045
State Street	Konica Minolta BHC3110	A6DT011000405
State Street	Konica Minolta BHC3110	A6DT011000068
State Street	Konica Minolta BHC3110	A6DT011000484
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 XM3150	701644HH044GF
Central Fill	Lexmark M3150	451445HH1VVMV
Central Fill	Lexmark M3150	451445HH1VVM8
Central Fill	Lexmark M3150	451445HH1VVMT
Central Fill	Lexmark M3150	451445HH1VVLL
Central Fill	Lexmark M3150	451445HH1VVMK
Central Fill	Lexmark C792	5062339475TP9
Central Fill	Konica Minolta BHC3110	A6DT011002663
Central Fill	Lexmark MS810n	40636C6604VRP
Central Fill	Lexmark M3150	451445HH1VW2F
Central Fill	Lexmark MS810n	40636C6604VMY
Central Fill	Lexmark MS811DN	40636C6606W02
Central Fill	Lexmark MS811DN	40636C6606VT6
Central Fill	Lexmark MS811DN	40636C6606WB0
Central Fill	Lexmark MS811DN	40636C6606W9G
Central Fill	Lexmark MS811DN	40636C6606W9D
Central Fill	Lexmark C792	50624794G6530
Long-Term Care	Lexmark MS310DN	451432LM0X7NX
Long-Term Care	Lexmark MS810n	406337990FV3G
Mercy Hospital	Lexmark M3150	45146PHH38VCK
Mercy Hospital	Lexmark M3150	45146PHH38VCK
Mercy Hospital	Lexmark M3150	45146PHH38VD9
Mercy Hospital	Lexmark M3150	45146PHH38VD9
Riverside	Lexmark MS811DN	4063369906KBN
State Street	Lexmark M3150	451444HH1RBGZ
State Street	Lexmark T652	79389BW
State Street	Lexmark M3150	451444HH1RBDV
State Street	Lexmark e260d	72BDZD4
State Street	Lexmark e260d	72B8MVH
State Street	Lexmark MS310DN	451432LM0X7NH

Building	Make/Model	Serial Number
State Street	Lexmark e260d	72BDYXK
State Street	Lexmark e260d	72BDYX3
State Street	Lexmark MS610dtn	451432HH0WK45
Westgate	Lexmark T652	7938CTB
Westgate	Lexmark e260d	72BCXY6
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*

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
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	ccattan@emhs.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



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 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!