·SPC·

Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

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www.spccopypro.com

2017-2018 Annual Report

Year - End Photocopier Analysis

With projected costs for 2018-19

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

October 2018

Skip Tilton
President

Corporate Office:
1491 East Side River Drive
Dummer, NH 03588
(800) 750-1538

VISIT US ON THE WEB:
www.spccopypro.com

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

Dear Norman:

We at Specialized Purchasing Consultants, wish to thank you for your continued confidence in us. Our relationship is now 4 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 as well as new services soon to be offered and how you can benefit from these services.

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 experince 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:	**62**
Total Black Photocopiers	**9**
Total Color Photocopiers	**9**
Total Black Network Printers	**39**
Total Color Network Printers	**5**
Total Removed from Service:	**0**
# of Units OFF Warranty:	**7**
# of Units Approaching End of Warranty:	**55**
# of Units Overused:	**0**
# 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	**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 Norman,

It has been four 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 2 machines that are nearing the end of warranty as well as 7 already off warranty. Many of these are printers that were carried forward to the new contract. Keep in mind that your Service Contract and Warranties on all machines end as of next year! Also, take note there are some powerful print management software that you may want to consider this time around. (See page #11) Although we don't normally bid out zebra label printers (your non-contract devices), we would be happy to look into this for you.

In order to stay ahead of your reliability curve, your next upgrade could take place as early as the Spring of 2019 after we do our first bid. I am confident that there are other needs that an onsite visit will be able to address.

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	2nd Floor Copy Room	Lexmark e260d	72BDZD4	BUDGET	10/2008
State Street	Hot Swap - Basement	Lexmark T652	79389BW	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

Non Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
ZEBRA ZTC GK420d	ZBR5134705	10.100.100.169	5/10/2018 12:27:03 AM
ZEBRA ZTC GX430t	MILDP50421	10.100.100.187	7/29/2017 10:51:38 AM
ZEBRA ZTC GK420d	MILP50421	10.100.100.112	7/14/2017 10:51:33 AM
ZEBRA ZTC GX430t	MILDP26623	10.100.100.175	6/28/2017 10:51:31 AM
ZEBRA ZTC GX430t	EMHSP50989	10.100.100.189	7/31/2017 10:51:39 AM
HP PRO 8600	CN2B9B3HNJ05KD	10.100.100.188	5/10/2018 12:27:03 AM
ZEBRA ZTC GK420d	ZBR4591224	10.100.100.48	5/10/2018 12:27:03 AM
ZEBRA ZTC GX430t	MILP51948	10.28.10.52	5/10/2018 12:27:03 AM

Machine Count: 8... Our Goal with the next upgrade is to get all non contract devices under a CPC agreement.

1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Reports

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

2001 Solid-Ink Printers and Meter Collection

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

2002 Bond Counsel Review

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

2003 Contracts and Warranties Updated

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

2005 Economic Municipal Relief Fund Established

2006 Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience

2007 Insurance Fund

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

2012 STARDoc - Print Management Software Developed and Implemented

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

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014	STARDoc - Monthly Audits

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

2015	STARDoc - Mapping Options and Asset Management

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

2018	STARDoc - Improved Pinpointing of Budget and Communications

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

- **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
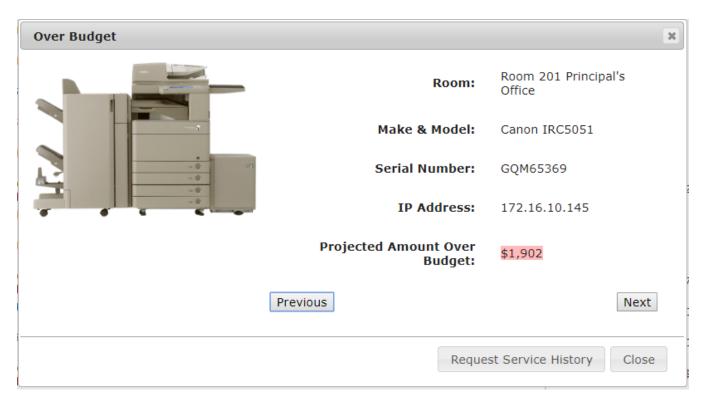
New Features

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

➢ Print to a single global queue, walk up, and collect at any device.

➢ The application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD). It allows users to print at any area within the building as long as the MFD has the features needed by the user.
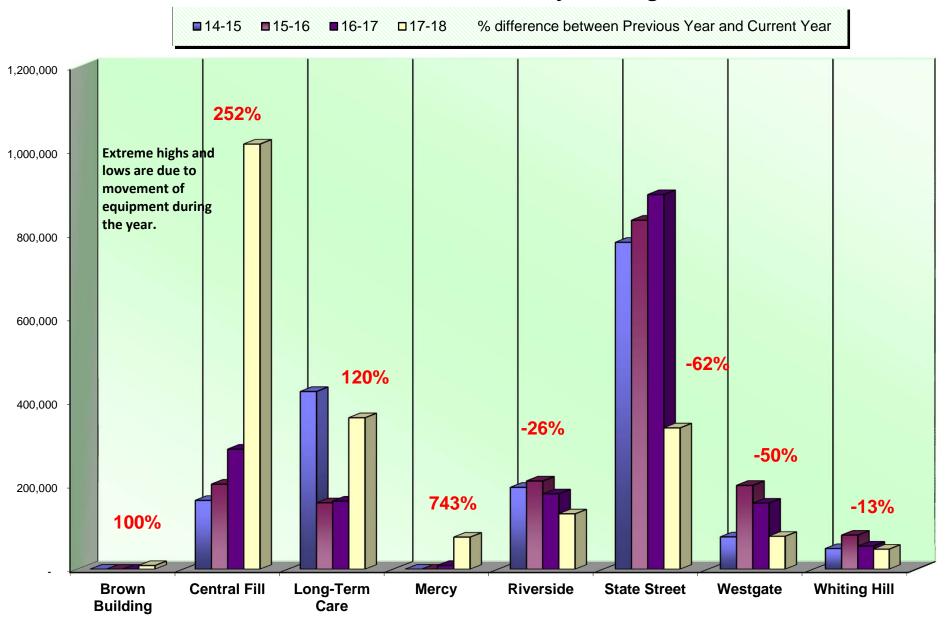
STARDoc
NEW! Over Budget Report feature

➢ Allows user to select the Over Budget feature to produce a report showing each machine currently running over projected volumes, listed with highest amount over first.

➢ Catch overused equipment early, before equipment begins to break down due to over use.

➢ Request service history on any machine right through STARDoc.

Annual Black Volume by Building

■ 14-15   ■ 15-16   ■ 16-17   □ 17-18   % difference between Previous Year and Current Year

Extreme highs and lows are due to movement of equipment during the year.

252%

120%

743%

100%

-26%

-62%

-50%

-13%

1,200,000	
1,000,000	
800,000	
600,000	
400,000	
200,000	
-	

Brown Building   Central Fill   Long-Term Care   Mercy   Riverside   State Street   Westgate   Whiting Hill

Annual Black Volume Overall

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

Annual Color Volume by Building

■ 14-15　■ 15-16　■ 16-17　□ 17-18　　% Difference between Previous Year and Current Year

Extreme highs and lows are due to movement of equipment during the year.

-16%

1409%

-100%

100%

0%

-38%

10%

0%

| | Brown Building | Central Fill | Long-Term Care | Mercy | Riverside | State Street | Westgate | Whiting Hill |

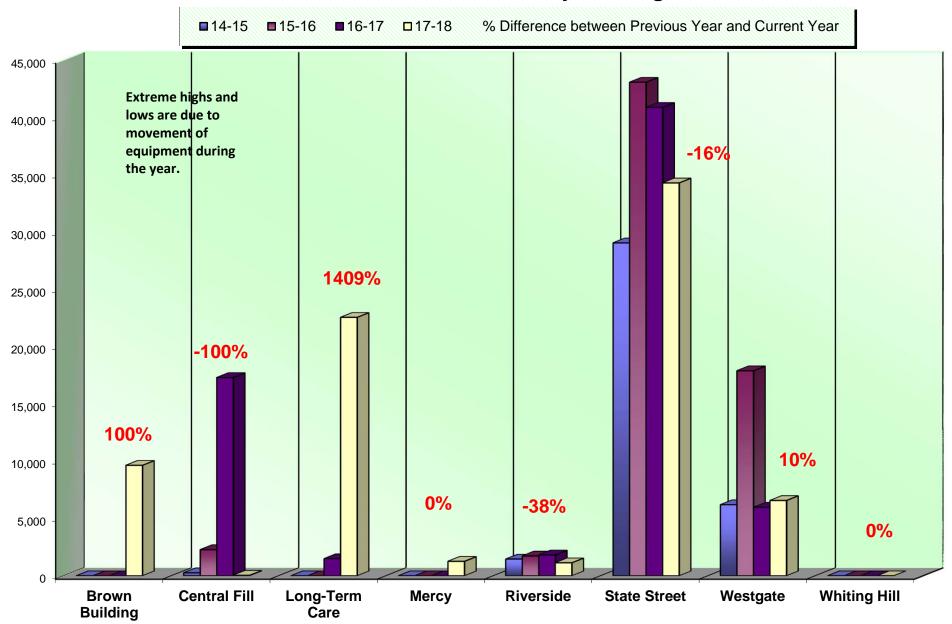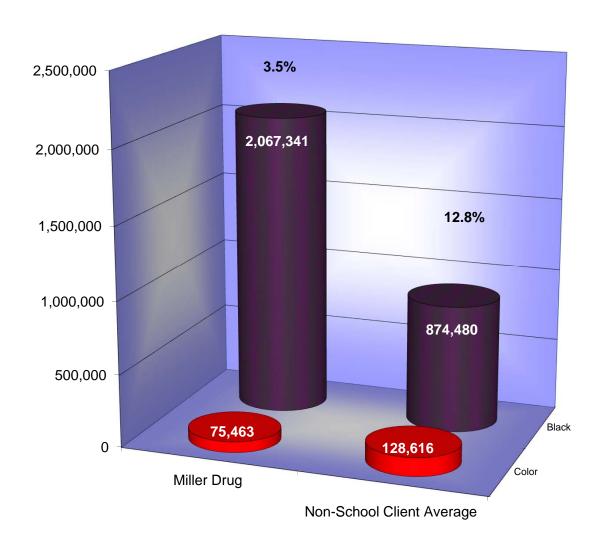# Annual Color Volume Overall

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

Color to Total Volume Percentage

- 3.5%
- 2,067,341
- 12.8%
- 874,480
- 75,463
- 128,616

2,500,000
2,000,000
1,500,000
1,000,000
500,000
0

Black

Color

Miller Drug

Non-School Client Average

Usage Profile for Service & Supplies

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

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
BROWN BUILDING					
Third Floor					
Konica Minolta BHC3110 / 32 PPM A6DT011002663 / 59551	1,122	8,510	7,388	$0.009830 $72.62	None at this time.
750,000 / 06/2014	1,127	7,740	6,613	$0.10342	
Color Laser MFP				$683.92	
BUDGET					
Vinny's Office - 3rd Floor					
Konica Minolta BHC3110 / 32 PPM A6DT011000068 / 11136	5,305	6,937	1,632	$0.009830 $16.04	None at this time.
750,000 / 06/2014	8,109	11,136	3,027	$0.10342	
Color Laser MFP				$313.05	
BUDGET					
	Subtotals Black	*9,020*	*$88.67*		
	Subtotals Color	*9,640*	*$996.97*		

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* **Recommendations**
CENTRAL FILL					
Front Desk Primary Fax					
Lexmark XM3150 / 50 PPM 701644HH044GF / 50289	11,238	18,144	6,906	$0.009830 $67.89	None at this time.
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	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/1/2014 Recommendations
CENTRAL FILL					
McCesson HVS Space					
Lexmark C792 / 50 PPM	23	2,026	2,003	$0.042240 $84.61	8 years from Intro.
5062339475TP9 / 59912					
2,000,000 / 10/2010	17	26	9	$0.23040	
Color Network Printer				$2.07	
BUDGET					
Lexmark C792 / 50 PPM	0	3,467	3,467	$0.042240 $146.45	8 years from Intro.
50624794G6530 / 59911					
2,000,000 / 10/2010	0	37	37	$0.23040	
Color Network Printer				$8.52	
BUDGET					
Lexmark MS810n / 55 PPM	6	172	166	$0.012930 $2.15	Underused!
40636C6604VMY / 59910					
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Lexmark MS810n / 55 PPM	85	517	432	$0.012930 $5.59	Underused!
40636C6604VRP / 59909					
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Lexmark MS811DN / 63 PPM	883	117,845	116,962	$0.012930 $1,512.32	None at this time.
40636C6606VT6 / 59908					
3,000,000 / 01/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/1/2014 Recommendations
CENTRAL FILL					
Lexmark MS811DN / 63 PPM 40636C6606WB0 / 59907	1,493	11,536	10,043	$0.012930 $129.86	None at this time.
3,000,000 / 01/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Lexmark MS811DN / 63 PPM 40636C6606W9G / 59906	13,926	252,071	238,145	$0.012930 $3,079.21	None at this time.
3,000,000 / 01/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Lexmark MS811DN / 63 PPM 40636C6606W02 / 59904	46,930	280,300	233,370	$0.012930 $3,017.47	None at this time.
3,000,000 / 01/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Lexmark MS811DN / 63 PPM 40636C6606W9D / 59905	44,025	350,472	306,447	$0.012930 $3,962.36	None at this time.
3,000,000 / 01/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Product Dispensing Station 2					
Lexmark M3150 / 50 PPM 451445HH1VVLL / 50313	4,324	28,709	24,385	$0.009830 $239.70	None at this time.
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*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
CENTRAL FILL					
Unknown					
Lexmark M3150 / 50 PPM	102,921	128,394	25,473	$0.009830	None at this time.
451445HH1VVMK / 50310				$250.40	
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Lexmark M3150 / 50 PPM	6,663	30,316	23,653	$0.009830	None at this time.
451445HH1VVMT / 50309				$232.51	
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Lexmark M3150 / 50 PPM	253,582	276,855	23,273	$0.009830	None at this time.
451445HH1VVMV / 50312				$228.77	
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

		Subtotals Black	1,014,725	$12,959.28	
		Subtotals Color	46	$10.60	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/1/2014 Recommendations
LONG-TERM CARE					
Brewer Call Center					
Konica Minolta BH554E / 55 PPM A61D011001910 / 19968	50,321	61,458	11,137	$0.003830 $42.65	None at this time.
3,000,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					
Lexmark C748DE / 35 PPM 5026029422W6N / 11157	14,046	31,959	17,913	$0.012930 $231.62	None at this time.
750,000 / 04/2012	18,710	36,376	17,666	$0.10342	
Color Network Printer				$1,827.02	
BUDGET					
Brewer Data Entry					
Lexmark M3150 / 50 PPM 451444HH1C2WK / 11146	62,290	93,668	31,378	$0.009830 $308.45	None at this time.
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Lexmark M3150 / 50 PPM 451445HH1VW2F / 50307	256,039	265,517	9,478	$0.009830 $93.17	None at this time.
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	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/1/2014 Recommendations
LONG-TERM CARE					
Brewer Office - Left Side					
Konica Minolta BHC454 / 45 PPM A5C0011012820 / 19964	84,903	115,470	30,567	$0.003830 $117.07	None at this time.
1,000,000 / 07/2012	1,494	6,369	4,875	$0.04592	
Color Photocopier				$223.86	
BUDGET					
Brewer Pharmacist's Desktop					
Lexmark MS310DN / 35 PPM 451432LM0X7NX / 11176	306,048	314,053	8,005	$0.015510 $124.16	None at this time.
500,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Brewer RPK Printer					
Lexmark M3150 / 50 PPM 451444HH1C2TX / 11140	93,999	169,209	75,210	$0.009830 $739.31	None at this time.
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Brewer Unknown					
Lexmark M3150 / 50 PPM 451445HH1VVM8 / 50308	12,881	82,990	70,109	$0.009830 $689.17	None at this time.
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*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
LONG-TERM CARE					
Brewer Up Front					
Konica Minolta BH554E / 55 PPM	373,775	400,363	26,588	$0.003830	None at this time.
A61D011001956 / 19965				$101.83	
3,000,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					
Left Side Storage (Old Bldg)					
Lexmark XM3150 / 50 PPM	133,236	133,236	0	$0.009830	None at this time.
701644HH03F64 / 11152				$0.00	
750,000 / 11/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
BUDGET					
Miranda's Office (Old Bldg)					
Lexmark MS810n / 55 PPM	133,267	216,390	83,123	$0.009830	None at this time.
406337990FV3G / 18105				$817.10	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
	Subtotals Black	**363,508**		**$3,264.53**	
	Subtotals Color	**22,541**		**$2,050.88**	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
MERCY HOSPITAL					
Miller Drug Fore River					
Konica Minolta BHC3110 / 32 PPM A6DT011000052 / 19976	23,833	40,547	16,714	$0.009830 $164.30	None at this time.
750,000 / 06/2014	25,246	26,510	1,264	$0.10342	
Color Laser MFP				$130.72	
BUDGET					
Lexmark M3150 / 50 PPM 45146PHH38VCK / 61003	754	12,229	11,475	$0.009830 $112.80	None at this time.
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Lexmark M3150 / 50 PPM 45146PHH38VD9 / 61002	8,479	58,127	49,648	$0.009830 $488.04	None at this time.
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
		Subtotals Black	**77,837**	**$765.14**	
		Subtotals Color	**1,264**	**$130.72**	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
RIVERSIDE					
EMMC - Bench Pharmacist					
Lexmark M3150 / 50 PPM	448,040	556,111	108,071	$0.009830	None at this time.
451444HH1C2R9 / 11133				$1,062.34	
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
EMMC - Main Fax					
Lexmark XM3150 / 50 PPM	17,117	23,020	5,903	$0.009830	None at this time.
701644HH03F2V / 11153				$58.03	
750,000 / 11/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
BUDGET					
EMMC - Main Label Printer					
Lexmark MS811DN / 63 PPM	347,076	366,222	19,146	$0.012930	None at this time.
4063369906KBN / 11172				$247.56	
3,000,000 / 01/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
PIC Office					
Lexmark C748DE / 35 PPM	3,151	4,337	1,186	$0.009830	None at this time.
50261294232FB / 11158				$11.66	
750,000 / 04/2012	5,011	6,146	1,135	$0.10342	
Color Network Printer				$117.38	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/1/2014 Recommendations
RIVERSIDE					
Subtotals Black			134,306	$1,379.58	
Subtotals Color			1,135	$117.38	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/1/2014 Recommendations
STATE STREET					
2nd Floor Closet - Storage					
Lexmark e260d / 35 PPM 72B8MVH / 11179	161,186	161,186	0	$0.012930 $0.00	10 years from Intro.
750,000 / 10/2008	0	0	0	$0.00000	
Black Network Printer **BUDGET**				$0.00	
2nd Floor Copy Room					
Lexmark e260d / 35 PPM 72BDZD4 / 11190	0	0	0	$0.012930 $0.00	10 years from Intro.
750,000 / 10/2008	0	0	0	$0.00000	
Black Network Printer **BUDGET**				$0.00	
Bench Fax					
Lexmark XM3150 / 50 PPM 701644HH03F5H / 11154	228,963	236,358	7,395	$0.009830 $72.69	None at this time.
750,000 / 11/2012	0	0	0	$0.00000	
Black Laser MFP **BUDGET**				$0.00	
Brenda St. Amand - 2nd Floor					
Konica Minolta BHC3110 / 32 PPM A6DT011000484 / 11168	10,870	12,218	1,348	$0.009830 $13.25	None at this time.
750,000 / 06/2014	11,948	14,282	2,334	$0.10342	
Color Laser MFP **BUDGET**				$241.38	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* *Recommendations*
STATE STREET					
C2 Room					
Lexmark M3150 / 50 PPM	97,455	160,964	63,509	$0.009830	None at this time.
451444HH1C202 / 11175				$624.29	
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Compounding - 1st Floor					
Lexmark M3150 / 50 PPM	5,291	6,694	1,403	$0.009830	None at this time.
451444HH1C2W4 / 11148				$13.79	
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Hot Swap - Basement					
Lexmark T652 / 50 PPM	624,478	639,657	15,179	$0.012930	10 years from Intro.
79389BW / 17002				$196.26	
500,000 / 10/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
IT - Kirk/Theresa					
Konica Minolta BHC3110 / 32 PPM	38,970	44,456	5,486	$0.009830	None at this time.
A6DT011000442 / 11169				$53.93	
750,000 / 06/2014	20,035	22,408	2,373	$0.10342	
Color Laser MFP				$245.42	
BUDGET					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/1/2014* **Recommendations**
STATE STREET					
Main Bench/Med Guidess					
Lexmark e260d / 35 PPM	82,385	83,282	897	$0.012930 $11.60	10 years from Intro.
72BDYX3 / 11174					
750,000 / 10/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Maine Bench Med Guides					
Lexmark e260d / 35 PPM	78,934	80,590	1,656	$0.012930 $21.41	10 years from Intro.
72BDYXK / 11170					
750,000 / 10/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Milton Stein - 2nd Floor					
Konica Minolta BHC3110 / 32 PPM	10,886	20,895	10,009	$0.009830 $98.39	None at this time.
A6DT011000045 / 19925					
750,000 / 06/2014	8,582	20,278	11,696	$0.10342	
Color Laser MFP				$1,209.60	
BUDGET					
Norm Hill - 2nd Floor					
Konica Minolta BHC3110 / 32 PPM	2,015	2,296	281	$0.009830 $2.76	None at this time.
A6DT011000405 / 19974					
750,000 / 06/2014	2,659	3,607	948	$0.10342	
Color Laser MFP				$98.04	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/1/2014 Recommendations
STATE STREET					
Pen CT1					
Lexmark M3150 / 50 PPM	41,657	42,473	816	$0.009830	None at this time.
451444HH1C2V6 / 11141				$8.02	
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Pen Drop-Off					
Lexmark M3150 / 50 PPM	130,560	144,901	14,341	$0.009830	None at this time.
451444HH1C2X7 / 11142				$140.97	
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	47,028	73,002	25,974	$0.009830	None at this time.
701644HH03F6B / 11155				$255.32	
750,000 / 11/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
BUDGET					
Switch Room - Basement					
Lexmark M3150 / 50 PPM	577,376	617,146	39,770	$0.009830	None at this time.
451444HH1C2XD / 11145				$390.94	
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	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/1/2014 Recommendations
STATE STREET					
Training Room - 2nd Floor					
Konica Minolta BHC454 / 45 PPM A5C0011012834 / 19778	53,550	63,291	9,741	$0.003830 $37.31	None at this time.
1,000,000 / 07/2012	36,438	53,351	16,913	$0.04592	
Color Photocopier				$776.64	
BUDGET					
Unknown					
Lexmark M3150 / 50 PPM 451444HH1RBGZ / 50101	328,861	442,266	113,405	$0.009830 $1,114.77	None at this time.
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Lexmark MS610dtn / 50 PPM 451432HH0WK45 / 11177	154,353	182,500	28,147	$0.015510 $436.56	None at this time.
750,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Subtotals Black		339,357		$3,492.28	
Subtotals Color		34,264		$2,571.09	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 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	$0.012930 $0.00	10 years from Intro.
72BCXY6 / 11180					
750,000 / 10/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Lexmark M3150 / 50 PPM	36,000	39,139	3,139	$0.009830 $30.86	None at this time.
451444HH1RBDV / 50099					
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Main Rx					
Lexmark M3150 / 50 PPM	461,340	521,995	60,655	$0.009830 $596.24	None at this time.
451444HH1C2TT / 11144					
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
PIC Room					
Lexmark MS310DN / 35 PPM	1,613	1,860	247	$0.012930 $3.19	Underused!
451432LM0X7NH / 11173					
500,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/1/2014 Recommendations
WESTGATE					
Union - Main Fax					
Lexmark XM3150 / 50 PPM	18,675	23,486	4,811	$0.009830	None at this time.
701644HH03G9L / 11150				$47.29	
750,000 / 11/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
BUDGET					
Union - Main Label Printer					
Lexmark T652 / 50 PPM	318,121	324,842	6,721	$0.012930	10 years from Intro.
7938CTB / 11178				$86.90	
500,000 / 10/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Union - PIC Office					
Lexmark C748DE / 35 PPM	16,230	20,583	4,353	$0.012930	None at this time.
5026029422W6V / 19967				$56.28	
750,000 / 04/2012	30,076	36,649	6,573	$0.10342	
Color Network Printer				$679.78	
BUDGET					

	Subtotals Black	**79,926**	**$820.77**
	Subtotals Color	**6,573**	**$679.78**

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/1/2014 Recommendations
WHITING HILL					
Brewer - Main Fax					
Lexmark XM3150 / 50 PPM	6,693	9,411	2,718	$0.009830 $26.72	None at this time.
701644HH03GDV / 11151					
750,000 / 11/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
BUDGET					
Main Printer					
Lexmark M3150 / 50 PPM	161,904	207,848	45,944	$0.009830 $451.63	None at this time.
451444HH1RBH0 / 50100					
750,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

	Subtotals Black	**48,662**	**$478.35**	
	Subtotals Color	**0**	**$0.00**	

Company Wide Black Totals	2,067,341	$23,248.59
Company Wide Color Totals	75,463	$6,557.41

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 2017-18 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
2,067,341	$0.03174	$65,617.40

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,067,341	$0.01125	$23,257.59	$42,359.82	$211,799.09

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $42,359.82 x 4 years as a Client

=$169,439.27 Cost Savings!

This CPC is an average of your copiers and printers together. Your copier cpc is substantially lower than this average.

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx. Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Brown Building	9,020	$91.19	$44.76	$63.54	$199.49
Central Fill	1,014,725	$13,320.77	$5,035.07	$7,147.81	$25,503.65
Long-Term Care	363,508	$3,357.34	$1,803.73	$2,560.58	$7,721.65
Mercy Hospital	77,837	$786.93	$386.23	$548.29	$1,721.45
Riverside	134,306	$1,418.72	$666.43	$946.06	$3,031.21
State Street	339,357	$3,591.28	$1,683.89	$2,390.46	$7,665.63
Westgate	79,926	$844.05	$396.59	$563.01	$1,803.65
Whiting Hill	48,662	$491.97	$241.46	$342.78	$1,076.21
Total	**2,067,341**	**$23,902.26**	**$10,258.15**	**$14,562.53**	**$48,722.93**

SPC Equipment Bids:
Presently our bids are coming in between 14.77% to 20.87% *of Retail while the current Salesman's Cost is 50% of Retail. For Example: An Konica Minolta BH 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 95 Copies per Minute with a Retail Cost of $45,640 is coming in at* $7,342....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
Brown Building	9,640	$1,024.92
Central Fill	46	$10.90
Long-Term Care	22,541	$2,108.40
Mercy Hospital	1,264	$134.39
Riverside	1,135	$120.67
State Street	34,264	$2,643.22
Westgate	6,573	$698.84
Whiting Hill	0	$0.00
Total	**75,463**	**$6,741.34**

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. <mark>Current year's increase is 2.8%.</mark>

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Budget Document Technologies	Black Laser MFP	53,707	$0.00983	$527.94	$0.01011	$542.98
Budget Document Technologies	Black Network Printer	878,258	$0.00983	$8,633.28	$0.01011	$8,879.19
Budget Document Technologies	Black Network Printer	949,411	$0.01293	$12,275.88	$0.01329	$12,617.67
Budget Document Technologies	Black Network Printer	36,152	$0.01551	$560.72	$0.01594	$576.26
Budget Document Technologies	Black Photocopier	37,725	$0.00383	$144.49	$0.00394	$148.64
Budget Document Technologies	Color Laser MFP	42,858	$0.00983	$421.29	$0.01011	$433.29
Budget Document Technologies	Color Network Printer	1,186	$0.00983	$11.66	$0.01011	$11.99
Budget Document Technologies	Color Network Printer	22,266	$0.01293	$287.90	$0.01329	$295.92
Budget Document Technologies	Color Network Printer	5,470	$0.04224	$231.05	$0.04342	$237.51
Budget Document Technologies	Color Photocopier	40,308	$0.00383	$154.38	$0.00394	$158.81
Total		**2,067,341**	**$0.01125**	**$23,248.59**	**$0.01156**	**$23,902.26**

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. <mark>Current year's increase is 2.8%.</mark>

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Budget Document Technologies	Color Laser MFP	28,255	$0.10342	$2,922.13	$0.10632	$3,004.07
Budget Document Technologies	Color Network Printer	25,374	$0.10342	$2,624.18	$0.10632	$2,697.76
Budget Document Technologies	Color Network Printer	46	$0.23040	$10.60	$0.23685	$10.90
Budget Document Technologies	Color Photocopier	21,788	$0.04592	$1,000.50	$0.04721	$1,028.61
Total		**75,463**	**$0.08690**	**$6,557.41**	**$0.08933**	**$6,741.34**

Reprographic Equipment Assessment

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

Total Number of Units	**62**
Total Number of Units on Lease	**0**
Total Number of Units Owned	**62**
Lease Company	**Cash Sale**
Lease Start Date	V ˚
Lease End Date	N/A
Term	**5 Yr 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.

Owned Equipment

Building	Make/Model	Serial Number
Brown Building	Konica Minolta BHC3110	A6DT011000068
Brown Building	Konica Minolta BHC3110	A6DT011002663
Central Fill	Lexmark C792	5062339475TP9
Central Fill	Lexmark C792	50624794G6530
Central Fill	Lexmark MS810n	40636C6604VMY
Central Fill	Lexmark MS810n	40636C6604VRP
Central Fill	Lexmark MS811DN	40636C6606VT6
Central Fill	Lexmark MS811DN	40636C6606WB0
Central Fill	Lexmark MS811DN	40636C6606W9G
Central Fill	Lexmark MS811DN	40636C6606W02
Central Fill	Lexmark XM3150	701644HH044GF
Central Fill	Lexmark M3150	451445HH1VVMK
Central Fill	Lexmark M3150	451445HH1VVLL
Central Fill	Lexmark M3150	451445HH1VVMT
Central Fill	Lexmark M3150	451445HH1VVMV
Central Fill	Lexmark MS811DN	40636C6606W9D
Long-Term Care	Lexmark XM3150	701644HH03F64
Long-Term Care	Lexmark MS810n	406337990FV3G
Long-Term Care	Konica Minolta BHC454	A5C0011012820
Long-Term Care	Lexmark M3150	451445HH1VW2F
Long-Term Care	Lexmark M3150	451445HH1VVM8
Long-Term Care	Konica Minolta BH554E	A61D011001956
Long-Term Care	Lexmark M3150	451444HH1C2WK
Long-Term Care	Lexmark MS310DN	451432LM0X7NX
Long-Term Care	Konica Minolta BH554E	A61D011001910
Long-Term Care	Lexmark M3150	451444HH1C2TX
Long-Term Care	Lexmark C748DE	5026029422W6N

Building	Make/Model	Serial Number
Mercy Hospital	Lexmark M3150	45146PHH38VCK
Mercy Hospital	Konica Minolta BHC3110	A6DT011000052
Mercy Hospital	Lexmark M3150	45146PHH38VD9
Riverside	Lexmark M3150	451444HH1C2R9
Riverside	Lexmark MS811DN	4063369906KBN
Riverside	Lexmark XM3150	701644HH03F2V
Riverside	Lexmark C748DE	50261294232FB
State Street	Lexmark MS610dtn	451432HH0WK45
State Street	Konica Minolta BHC3110	A6DT011000045
State Street	Lexmark e260d	72BDZD4
State Street	Lexmark e260d	72BDYX3
State Street	Lexmark e260d	72BDYXK
State Street	Lexmark T652	79389BW
State Street	Lexmark M3150	451444HH1RBGZ
State Street	Konica Minolta BHC3110	A6DT011000484
State Street	Lexmark M3150	451444HH1C2X7
State Street	Lexmark XM3150	701644HH03F6B
State Street	Lexmark XM3150	701644HH03F5H
State Street	Lexmark M3150	451444HH1C2W4
State Street	Lexmark e260d	72B8MVH
State Street	Konica Minolta BHC3110	A6DT011000442
State Street	Konica Minolta BHC454	A5C0011012834
State Street	Konica Minolta BHC3110	A6DT011000405
State Street	Lexmark M3150	451444HH1C2V6
State Street	Lexmark M3150	451444HH1C202
State Street	Lexmark M3150	451444HH1C2XD
Westgate	Lexmark e260d	72BCXY6
Westgate	Lexmark T652	7938CTB
Westgate	Lexmark M3150	451444HH1C2TT

Building	Make/Model	Serial Number
Westgate	Lexmark MS310DN	451432LM0X7NH
Westgate	Lexmark XM3150	701644HH03G9L
Westgate	Lexmark C748DE	5026029422W6V
Westgate	Lexmark M3150	451444HH1RBDV
Whiting Hill	Lexmark M3150	451444HH1RBH0
Whiting Hill	Lexmark XM3150	701644HH03GDV

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: <u>Skip Tilton</u>

Title: <u>President/Owner</u>

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:

Title:

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	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

Benefits of partnering with SPC

Top Benefits to ==our CLIENTS==:

1. Cooperative Buying

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

➢ SPC's pricing is so strong **we pay for our own fee** by acquiring prices lower than what you can do on your own.

➢ We will _save you money_ benefiting from the combined purchasing power of more than 69 clients with over 4,100 devices doing more than 239 million copies and prints per year. Annually, we purchase approximately 1,100 units running over 80 million prints!

➢ 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 $2.5 million for all of our clients.
That translates into Savings of more than $12 million over five years!

SPC Values Our Vendors

Overall Benefits to our VENDORS

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

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*!