·SPC·

FY22
Annual
Report

With FY23 Projections

Lora McAllister
Missisquoi Valley School District
100 Robin Hood Drive
Swanton, VT 05488

November 2022

Lora McAllister
Missisquoi Valley School District
100 Robin Hood Drive
Swanton, VT 05488

Dear Lora:

Specialized Purchasing Consultants is pleased to present your FY22 Annual Report, taking a look at where we are in recovering from the pandemic restrictions and changes, and looking ahead to continued cost savings and recommendations to maintain your equipment and ensure your vendors are giving the best service possible.

The past few years were unprecedented with the restrictions brought on by the pandemic, and this year was no exception. Because of the delays brought on by the pandemic we chose to submit our copier bid in February rather than wait until March/April. This proved to be a good move for many reasons.

The industry continues to experience major backorder issues on equipment, something we've not had to deal with in years past. Bidding early meant boards could approve results and orders could be placed early. We were also able to lock in new service and supply pricing for existing equipment while orders were delayed so as not to disrupt budgets already established for the new fiscal year based on upgrading equipment.

Even after our bids were received and awarded, though, one major vendor wanted to increase their pricing because of the increased inflation rate that took place after the bid process. We were able to negotiate with them and hold the pricing we received back in February. Again, starting the bid process early proved to be a positive move.

Finally, while the industry experienced an over 9% inflation rate, SPC was able to continue to hold down service and supply costs for all of our clients because of SPC's allowable CPC increase cap of 5%.

As always, we are grateful for your continued confidence in the services SPC provides and in our efforts to secure better pricing on equipment, service and supplies than can be obtained independently. We look forward to working with you another year and into the future.

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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MEET YOUR TEAM

Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, we 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. We have also been able to find ways to increase your equipment reliability, monitor and track usage variations throughout the year, and keep your costs under control.

Alex Webster
Operations, Marketing & IT Manager

Alex is involved in every aspect of SPC. He actively seeks to improve the cooperative bid process and is continually seeking to improve the buying power in New England. Alex organizes and prepares the bids for new and existing clients, tabulates the results, and presents them to our clients. He also maintains our office equipment and utilizes the latest technology to maintain STARDoc and FM Audit so our clients always have access to valuable information on their equipment.

Pam Weed
Client-Vendor Relations

Pam helps maintain a good relationship between clients and vendors, overseeing warranty complaints and replacements, equipment upgrades and changes, end-of-year meter collection and billing, and Annual Reports. Pam also assists with marketing SPC services.

Kelly Fortier
Finance Support

Kelly is a valuable asset to the SPC Finance Department. Her versatility in managing various aspects of accounting, lease documentation, and service and supply contracts benefits her team and the clients she works with.

Heidi Tilton
Office Support

Heidi assists with bookkeeping and billing for both clients and vendors, processing payments, contact information updates, and other office support.

Sue Penney
Administrative & Finance Manager

Sue coordinates and oversees all billing, leases, and contracts. Her decades of financial expertise benefit the Billing Team by her attention to detail and ability to prioritize to ensure accuracy and timeliness of all finance projects.

Robert Dutil
Information Technology

Bob keeps SPC running by maintaining and updating database processes as well as assisting in updates to SPC's STARDoc website and the creation of code to create the many reports SPC generates to give you the accurate information of your usage.

Jamin Tilton
Operations Support

Jamin plays a vital role in ensuring equipment surveys, installations, and trades go smoothly, coordinating with clients and vendors and maintaining a schedule that is beneficial for all. Jamin also assists Alex in many technical areas such as maintaining STARDoc and FM Audit as well as with computer maintenance.

SPC TIMELINE

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 & Supply contracts.

1999   Improved Annual Report

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail.
- Established Student Ratios.

2001   Meter Collection

- 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 ensure any and all funding sources provided legal documentation to meet State statutes and regulations.

2003   Bond Counsel Review of Contracts and Warranties

- 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.

2012   STARDoc and Simplified Billing Developed and Implemented

- Live Floor Plans: Allows IT administrators to move devices around on their own floor plans.
- STARDoc: Helps project out the end-of-year costs and potential overages.
- Simplified Billing: Designed to eliminate hundreds of invoices and condenses it down to 2 or 3 a year.

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.

SPC TIMELINE (Continued)

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

2019 STARDoc – Service Histories, Chromebook Bid

- Mandatory annual fleet service history: Provides data on the overall reliability of the fleet.
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.
- Five-Year Fleet Management (FYFM): Projecting out five-year costs for all equipment based on current and past usage.

2020 Mock Bids - Warranty and Relief Fund

- Mock Bids: allows us to show where a client's pricing would come in without having to go out to bid. This allows them to buy off an existing bid, thus saving time and money.
- Warranty and Relief Fund: Due to the pandemic, there are serious upheavals in the industry. In an effort to cushion our clients, this fund was established. For more information, see the last page of the Annual Report.

2021 Vendor Services and Warranty Relief Equipment

- Vendor Bid Portal allows vendors to electronically submit bids, ensuring accuracy and saving time when calculating bid results for presentation.
- Premier Vendors Classification notes which vendors are not only cooperative to SPC bids but who demonstrate willingness to support SPC's processes before, during, and after the bid.
- Warranty Relief Equipment Base: Premier Vendors will have access to SPC-traded high-quality, low-meter machines. For more information, see the last page of the Annual Report.

2022 Vendor Bid

- Put bid out in February instead of late spring.
- This early bidding saved clients thousands due to inflation and price increases that took place after bid pricing was locked in, preventing higher rates to our clients.
- This also allowed for early ordering to accommodate backorders.
- We were also able to lock in bid rates for existing equipment until new equipment could be installed after the start of the new fiscal year.

2023 SPC Roadmap

- STARDoc Upgrade: Process is in place to give STARDoc a more modern facelift.

EQUIPMENT HEALTH STATUS

Total Number of Machines	**100**
Total Black Photocopiers & MFPs:	20
Total Color Photocopiers & MFPs:	9
Total Black Network Printers:	63
Total Color Network Printers:	8
Total Removed From Service:	4
# of Units Not in Use for FY22	**3**
# of Units OFF Warranty**	0
# of Units Approaching End of Warranty	0
# of Units Overused	0
# of Units Underused	0
Contract Commencement Date	08/02/2021
All Warranties and Service Contracts Expire	06/30/2027
# of Annual Payments Left on Lease	4

**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 Lora,

Thanks to many loyal customers, SPC continues to expand their client base having added another eight new clients in 2022 while acquiring a record 1,432 new machines. Despite increased inflation and a continued backlog of orders – unprecedented in SPC history – SPC managed to maintain the buying power we established three decades ago and keep equipment and service & supply pricing lower than anything found in the industry.

Because equipment continues to be backordered, SPC will again put our equipment bid out to our vendors in February of 2023 rather than wait until April or May. This allows SPC to lock in low pricing before increases take effect, for vendors to get orders placed early, and for client budgets to be planned for the new fiscal year.

A specific concern is your Color usage. Currently, your district averages 308 copies per student while the industry average is 243 (See pages 14 & 15). This is 27% higher than the industry. In 2020 & 2021, SPC aggressively started to add PaperCut in an effort to successfully bring color usage under control. We are able to do this without adding to your overall budget (See page 46).

We can discuss this and any other concerns at our meeting.

Sincerely,
Skip

Missisquoi Valley School District
Lora McAllister
100 Robin Hood Drive
Swanton, VT 05488
Five-Year Basis beginning with the 2021/2022 Fiscal Year

Copies-per-Year: 5,819,874

Present vs. Proposed Recommendations as of 8/2/2021

PRESENT SITUATION

1) Guarantees on Photocopiers: **One Year**

2) Annual Price Ceilings Left: **One Year**

3) Copiers with 3 million plus: **22**

4) Units to be Traded: **107**

5) Photocopiers: **27**

6) Color Photocopiers: **8**

7) MFPs: **2**

8) Printers: **78, 9 of which are color**

9) Duplexers: **92**

10) Finishers: **27**

Total number of Units: **107**

PROPOSED SITUATION

1) Guarantees for both New, Recons & Used Machines: **Five + Years**

2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**

3) Copiers with 3 Million plus: **19**

4) Replaced: **97 New**

5) Photocopiers: **27 with Secure Print/Confidential Mailbox**

6) Color Photocopiers: **8**

7) MFPs: **0**

8) Printers: **70, 7 of which are color with 1 Wide Format Printer**

9) Duplexers: **97**

10) Finishers: **27**

Total number of Units: **97 (Closing out 10 to right size equipment)**

Overall Description of Equipment Fleet:
Presently, you have three manufacturers with 23 different models. The **new arrangement** will shift to one manufacturer with one vendor servicing everything. You also have one old Wide Format device that will be replaced with a new one with service directly from Symquest.

Print Management: STARDoc for all devices and SimplePrint for 53 Queues.

Capital:
Presently, you have **one** municipal lease that will be paid off on August 1, 2021. With the new arrangement, you will again have **one** municipal master lease at 3.29**%** interest**.** Your first of five annual lease payments will be due on August 1, 2022.

Board Approval Date: April 27, 2021

Service & Supplies:
Considering all of your consumable cost centers including service you are averaging **$0.005161 for black and $0.057865 for Color**. The new contract will come in at a CPC of **$0.003341 for Black and $0.034365 for Color.**

Vendor Packages:
SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District: **Symquest with Konica Minolta (Next closest bid was National at FY23 $60,377.73 for the lease)**

	Cost Center	Present	Symquest FY22	Symquest FY23
1.	Service & Supplies Color:	$35,903.29	$21,322.38	$21,322.38
2.	Service & Supplies Black:	$26,835.87	$17,359.31	$17,359.31
3.	Annual Muni Lease:	$62,506.23	$62,506.23	$57,924.19 (97 New)
4.	Forced Upgrades (24 Owned Devices):	$3,225.00	$00.00	$00.00
	Totals:	$128,470.38	$101,187.92	$96,605.88

This SimplePrint package includes 53 queues for 72 months.

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy CPC billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th, 2022.** A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors.

Security package: Hard Drive Wipes are included in these prices.

NON-CONTRACTED DEVICES

Make - Model	Serial Number	IP Address	Last Update
HP Color LaserJet Pro MFP M277dw	VNB8J54NQV	192.168.12.105	2022-11-25 00:17:44
HP Officejet Pro 7740	CN2348502N	192.168.51.69	2022-07-26 00:08:20

With your next upgrade, we highly recommend you incorporate these machines into your next contract. Depending on volume, this could result in significant cost savings. For example, in buying supplies on your own and having your in-house IT staff service them, a color laser device color cost can average as much as 25 cents per print, while our bids are coming in at less than 5 cents per print.

In addition, not including the usage on these machines can throw off your usage ratios shown on the next few pages, which can also affect your future budget planning.

WARRANTY REPLACED MACHINES

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

Building	Department/Room	Make/Model	Serial #	Vendor ID #	Date of Trade
Franklin Central	Library Audio-Visual	Konica Minolta-BH808	A8KN012001485	214573	2021-09-07
Highgate Elementary	Brick Building - BST Office	Konica Minolta-BH4000i	ACET011002156	142931	2021-12-16
Highgate Elementary	Nurse	Konica Minolta-BH4000i	ACET011002149	142936	2021-12-16

ANNUAL BLACK VOLUME BY LOCATION
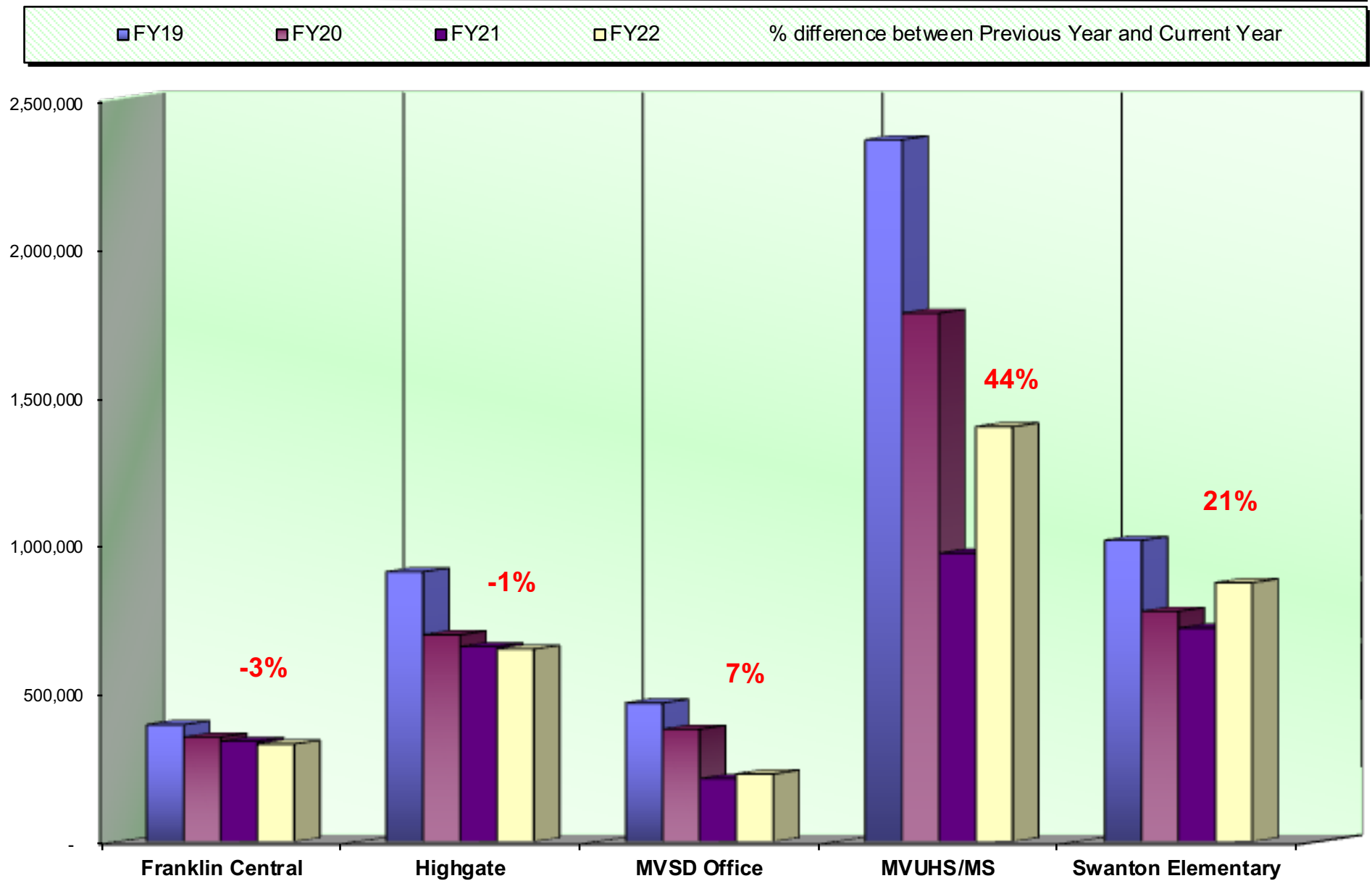
ANNUAL BLACK VOLUME OVERALL
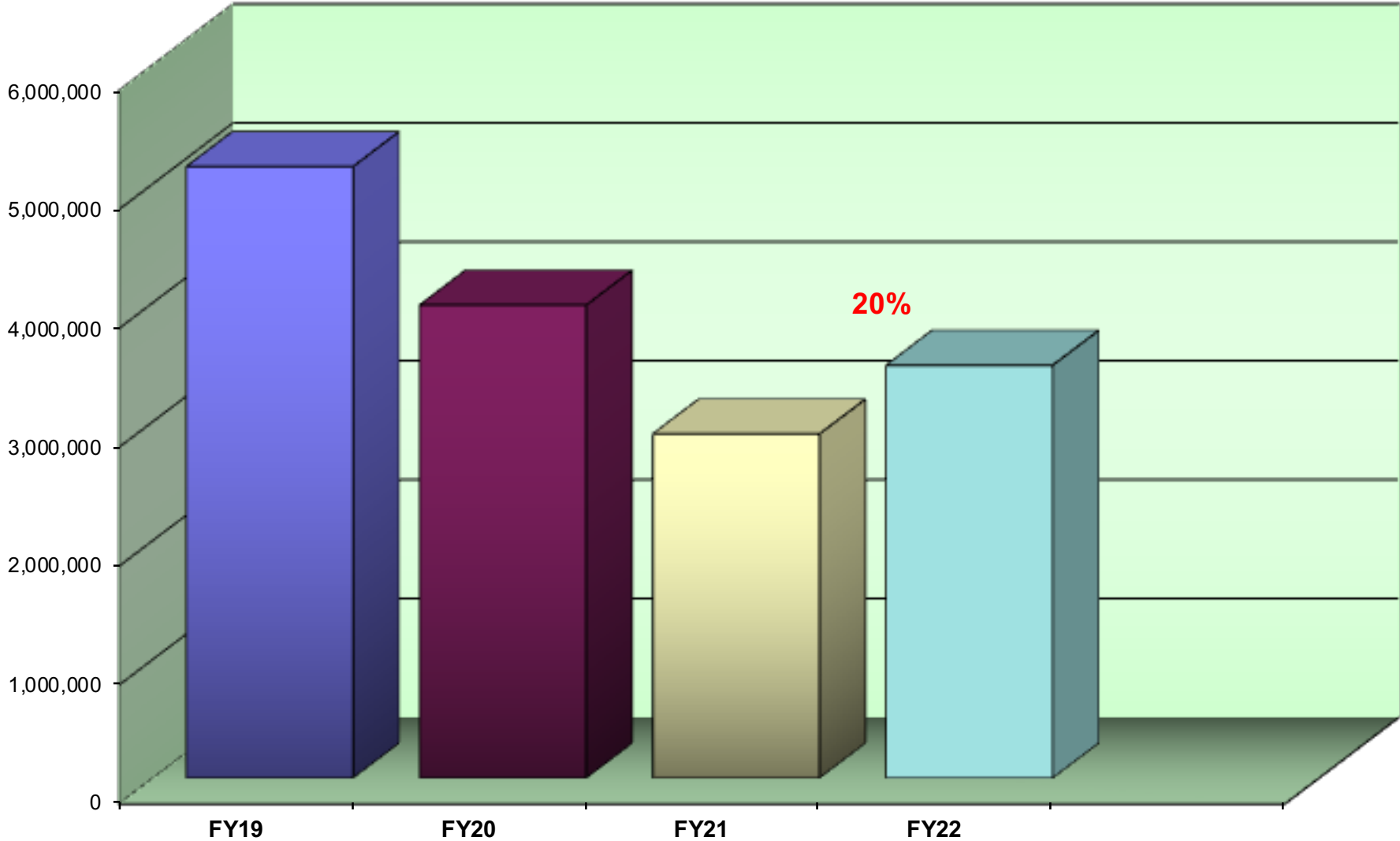
20%

FY19   FY20   FY21   FY22

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

AVERAGE STUDENT-TO-COPY USAGE - BLACK

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

Building	Student Population	Annual Black Volume	Total School Cost*	Average Annual Black Prints Per Student	Average Annual Black Cost Per Student
Franklin Central	145	328,714	$8,603.28	2,267	$59.33
Highgate Elementary	268	647,685	$17,083.32	2,417	$63.74
MVSD Offices	0	227,737	$6,181.42	0	$0.00
MVU Middle/High	766	1,395,734	$37,005.57	1,822	$48.31
Swanton Elementary	650	871,282	$23,147.69	1,340	$35.61
Totals	**1,829**	**3,471,152**	**$92,021.27**	**1,898**	**$50.31**

*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.

INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,741	149,723,855	$3,872,721.04	1,788	$46.25

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

FY22: 1,788
FY21: 1,284 — COVID-19 Full year
FY20: 1,778
FY19: 2,291
FY18: 2,344
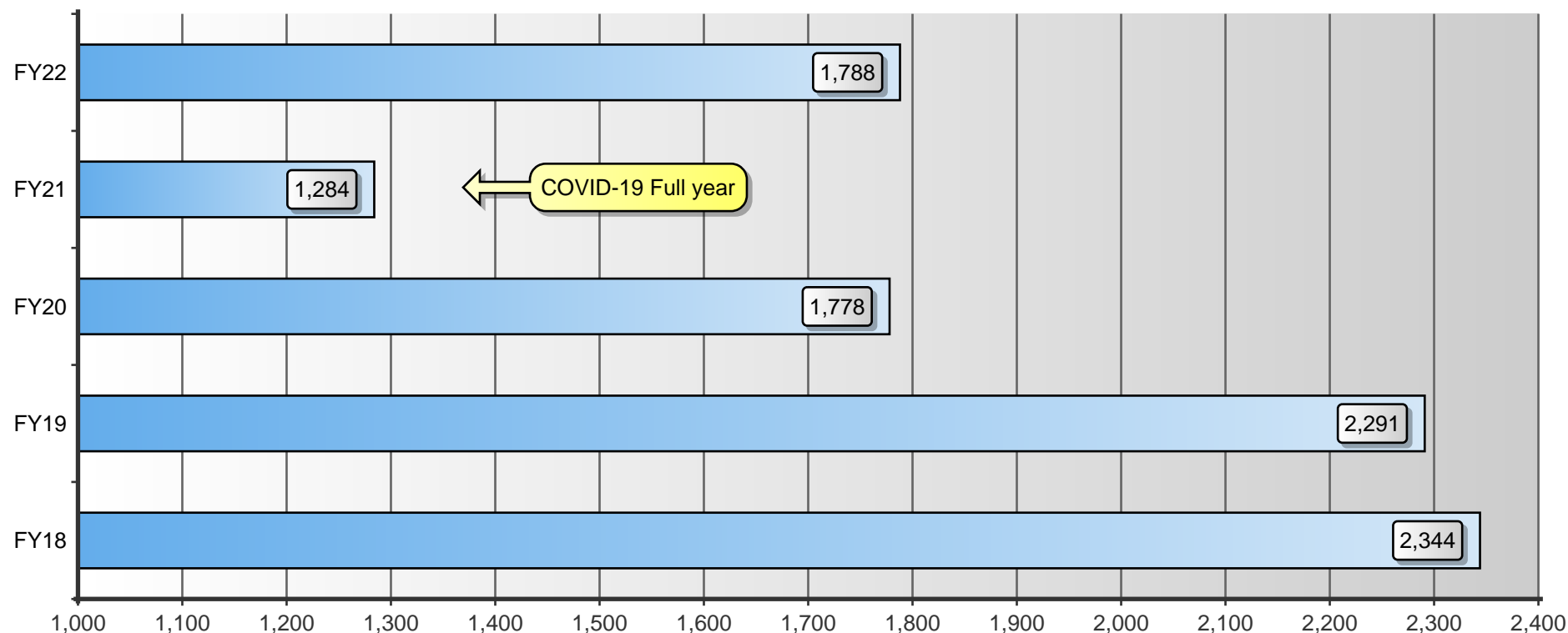
ANNUAL COLOR VOLUME BY LOCATION

Legend: FY19, FY20, FY21, FY22 — % difference between Previous Year and Current Year

Values shown: -8% (Franklin Central), 58% (Highgate), -19% (MVSD Office), -17% (MVUHS), 4% (Swanton Elementary)

Categories: Franklin Central, Highgate, MVSD Office, MVUHS, Swanton Elementary
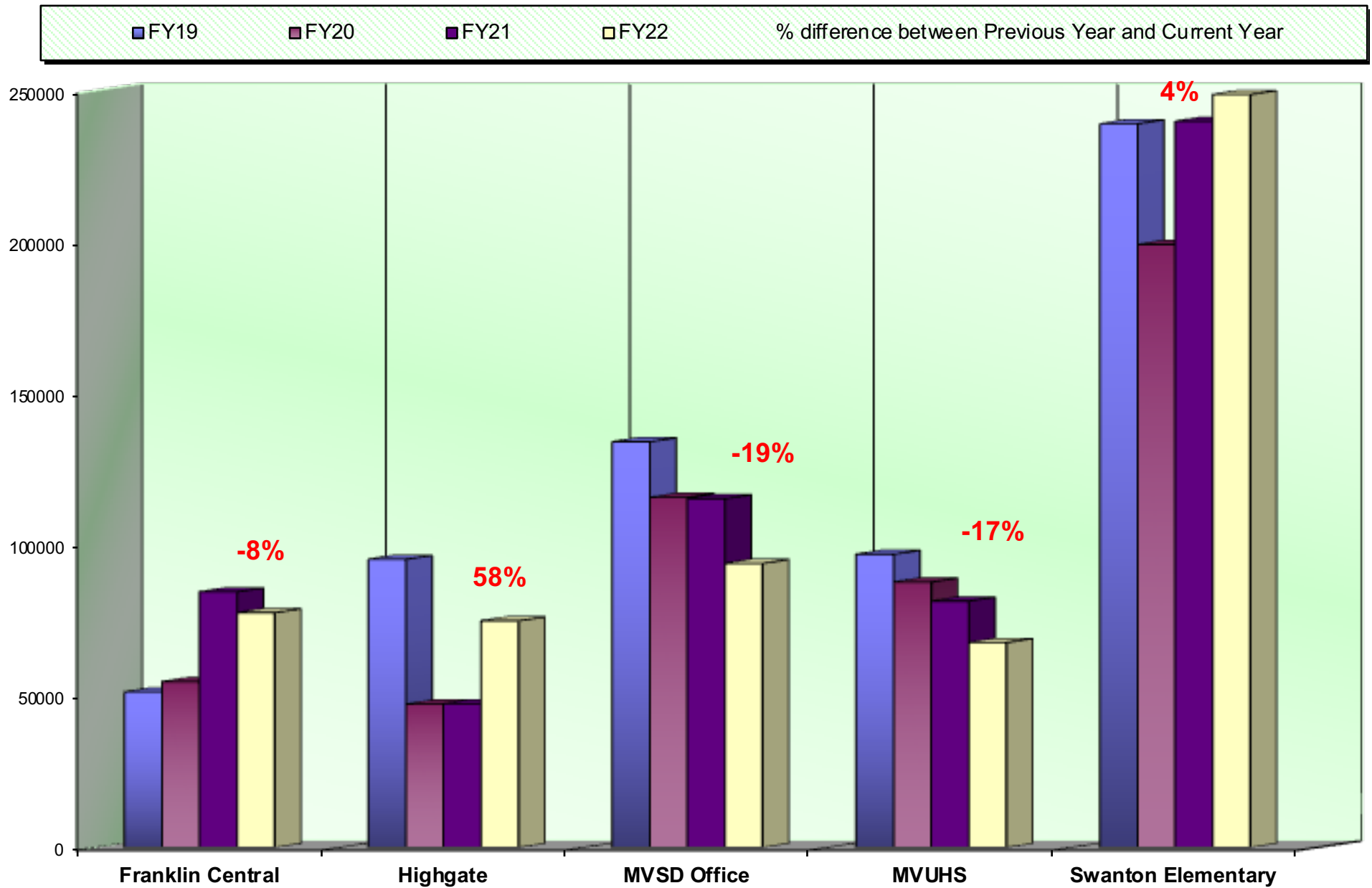
ANNUAL COLOR VOLUME OVERALL
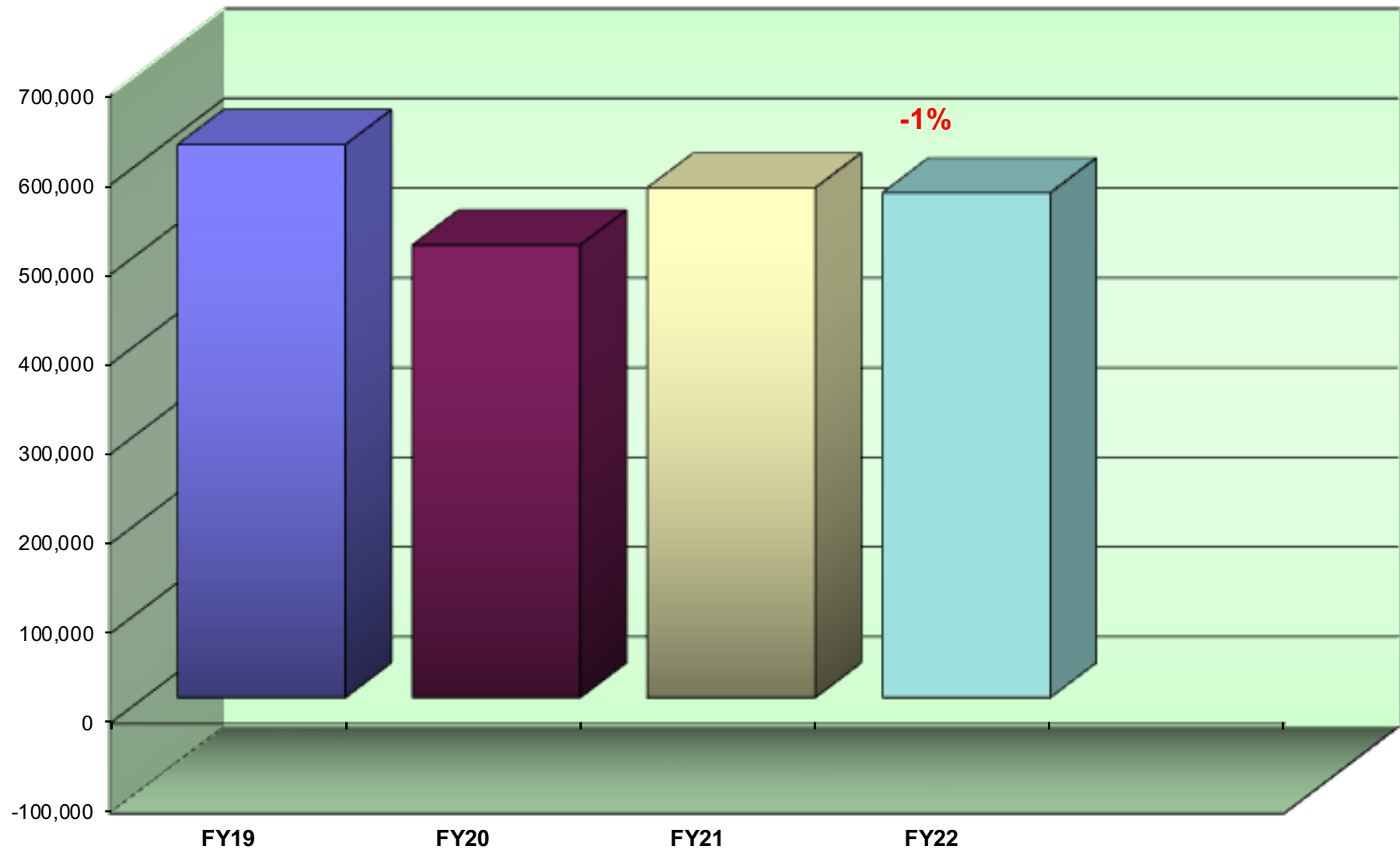
% amount equals the overall increase or decrease between Previous Year and Current Year

AVERAGE STUDENT-TO-COPY USAGE - COLOR

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

Building	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Franklin Central	145	77,553	$2,727.40	535	$18.81
Highgate Elementary	268	74,877	$2,682.36	279	$10.01
MVSD Offices	0	93,826	$3,281.10	0	$0.00
MVU Middle/High	766	67,697	$2,584.80	88	$3.37
Swanton Elementary	650	248,631	$8,823.12	383	$13.57
Totals	**1,829**	**562,584**	**$20,098.78**	**308**	**$10.99**

*Total School Cost refers only to Service & Supplies as Paper and Equipment are included in the previous table for black prints.

Note: STARDoc tool will flag any future high color usage. See page 60 of STARDoc Features. Current industry ratio averages 243 color prints per student per year. Your color volume this year averages 308 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

# INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,741	20,378,027	$929,875.30	243	$11.10

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

Projected FY23: 270
FY22: 243
FY21: 182 — COVID-19 Full Year
FY20: 184
FY19: 216
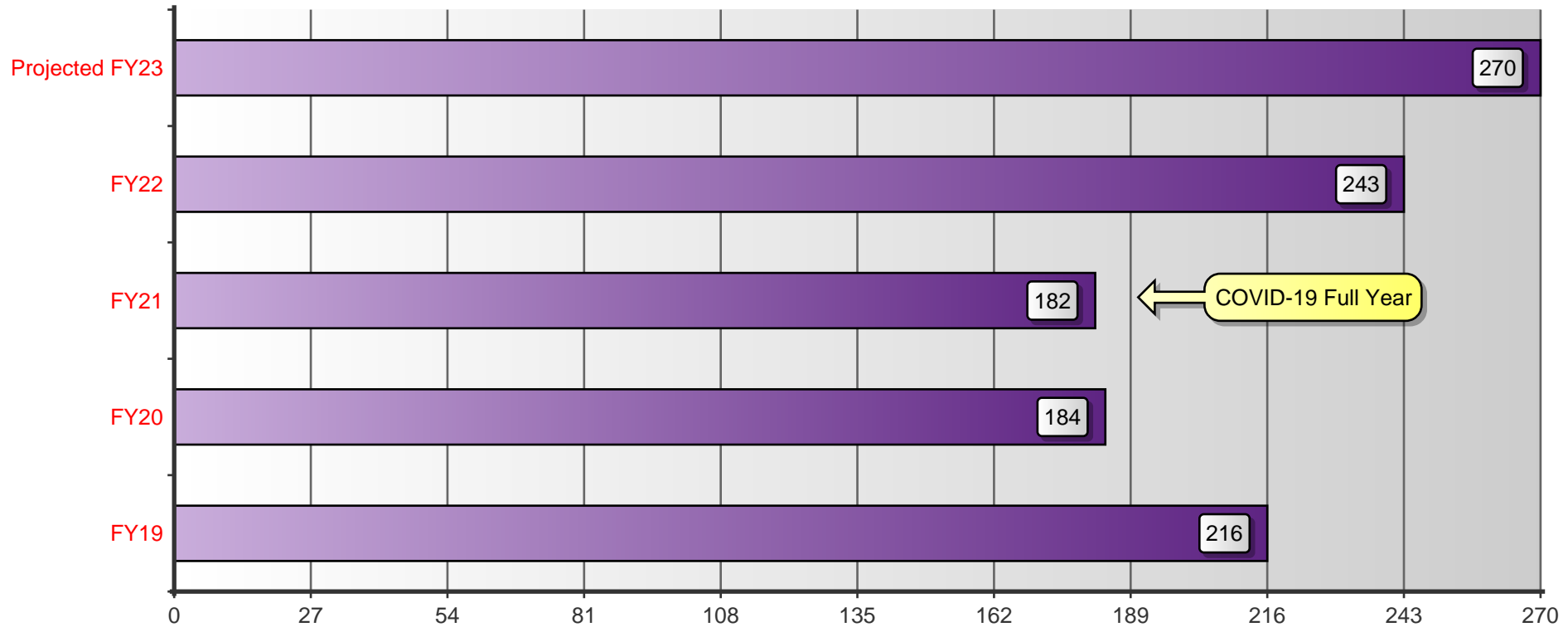
COLOR-TO-TOTAL VOLUME COMPARISON
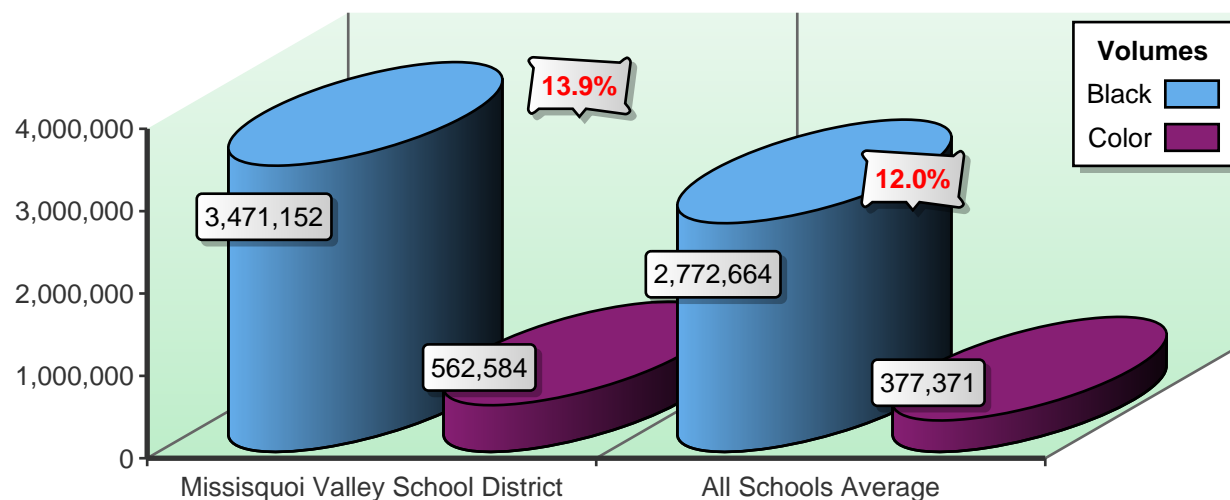
SPC Analysis

Despite the significant drop in color usage over the past two years, color usage has not only recovered, it has soared. FY22 increased average color usage by 33% over FY21. Obviously, some color printing is necessary, but if it is not properly monitored it could negatively impact your entire printing budget. The best time to financially achieve the color control goal is when you do your next upgrade. For that recommendation, please review the Equipment Health Status page.

SOLUTION: SPC has incorporated into our bids Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire organization to change all printing habits, SPC focuses only on problematic locations.

EQUIPMENT USAGE & RECOMMENDATIONS

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC.

Date of Last Upgrade: 09/01/2016

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/07/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Franklin Central					
Library Audio-Visual					
Konica Minolta BH808 / 80 PPM	112	181,492	181,380	$0.00300	None at this time.
A8KN015000678 / 139111				$544.14	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	
Library Audio-Visual					
Konica Minolta BH808 / 80 PPM	112	2,529	2,417	$0.00300	Traded.
A8KN012001485a / 214573				$7.25	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	
Main Office					
Konica Minolta BHC550i / 55 PPM	67	37,986	37,919	$0.00300	None at this time.
AA7P011007223 / 215381				$113.76	
3,000,000 / 02/2020	20	76,935	76,915	$0.03330	
Color Photocopier / SYMVT				$2,561.27	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Office Storage Room					
Konica Minolta BH808 / 80 PPM	113	105,990	105,877	$0.00300	None at this time.
A8KN012001460 / 214851				$317.63	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	
Teacher's Room					
Konica Minolta BHC3300i / 35 PPM	7	1,128	1,121	$0.00613	None at this time.
AAJT011200754 / 140939				$6.87	
750,000 / 04/2019	6	644	638	$0.05625	
Color Network Printer / SYMVT				$35.89	

		Subtotal Black	328,714	$989.65	
		Subtotal Color	77,553	$2,597.16	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations

Highgate Elementary

1st Grade (Room B30 - Serrantonio)

Konica Minolta BH4000i / 42 PPM	21	2,758	2,737	$0.00613	None at this time.
ACET011002219 / 142930				$16.78	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer/SYMVT				$0.00	

Brick Building - BST Office

Konica Minolta BH4000i / 42 PPM	21	2,801	2,780	$0.00613	Traded.
ACET011002156 / 142931				$17.04	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Brick Building - BST Office

Konica Minolta BH4000i / 42 PPM	28	3,226	3,198	$0.00613	None at this time.
ACET011003890 / 143804				$19.60	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Brick Building - Room A6 SPED

Konica Minolta BH4000i / 42 PPM	40	3,285	3,245	$0.00613	None at this time.
ACET011002135 / 142904				$19.89	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Coaches					
Konica Minolta BH4000i / 42 PPM	20	5,209	5,189	$0.00613	None at this time.
ACET011002512 / 142935				$31.81	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Copy Room					
Konica Minolta BH 650i / 65 PPM	62	129,840	129,778	$0.00300	None at this time.
AC74011001257 / 215379				$389.33	
4,000,000 / 09/2020	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	
Copy Room					
Konica Minolta BH 650i / 65 PPM	102	106,314	106,212	$0.00300	None at this time.
AC74011001248 / 214428				$318.64	
4,000,000 / 09/2020	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	
Copy Room					
Konica Minolta BH 650i / 65 PPM	100	166,788	166,688	$0.00300	None at this time.
AC74011001185 / 214426				$500.06	
4,000,000 / 09/2020	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Fiscal Clerk					
Konica Minolta BH4000i / 42 PPM	20	4,594	4,574	$0.00613	None at this time.
ACET011002193 / 142933				$28.04	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Front Office					
Konica Minolta BHC650i / 65 PPM	48	110,852	110,804	$0.00300	None at this time.
AA7N011002972 / 214859				$332.41	
4,000,000 / 02/2020	20	72,244	72,224	$0.03330	
Color Photocopier / SYMVT				$2,405.06	
Guidance Counselor					
Konica Minolta BH4000i / 42 PPM	21	1,747	1,726	$0.00613	None at this time.
ACET011002218 / 142932				$10.58	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Maintenance					
Konica Minolta BH4000i / 42 PPM	20	658	638	$0.00613	None at this time.
ACET011002515 / 142934				$3.91	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/16/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations

Nurse

Konica Minolta BH4000i / 42 PPM	22	659	637	$0.00613	None at this time.
ACET011003861 / 143805				$3.90	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Nurse - REPLACED

Konica Minolta BH4000i / 42 PPM	21	642	621	$0.00613	Traded.
ACET011002149 / 142936				$3.81	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Room 42 - LaBounty

Konica Minolta BH4000i / 42 PPM	24	3,673	3,649	$0.00613	None at this time.
ACET011002513 / 142937				$22.37	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Room A29 Barrett

Konica Minolta BH4000i / 42 PPM	23	1,142	1,119	$0.00613	None at this time.
ACET011002121 / 142838				$6.86	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
SLP (Wright) Room B20					
Konica Minolta BHC3300i / 35 PPM	7	915	908	$0.00613	None at this time.
AAJT011200756 / 140940				$5.57	
750,000 / 04/2019	6	1,956	1,950	$0.05625	
Color Network Printer / SYMVT				$109.69	
Success Lab					
Konica Minolta BH4000i / 42 PPM	29	5,696	5,667	$0.00613	None at this time.
ACET011002186 / 142905				$34.74	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
White Building - 3rd Floor					
Konica Minolta BH 650i / 65 PPM	82	92,026	91,944	$0.00300	None at this time.
AC74011001424 / 215382				$275.83	
4,000,000 / 09/2020	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	
White Building - Room L03A					
Konica Minolta BHC3300i / 35 PPM	7	5,578	5,571	$0.00613	None at this time.
AAJT011200778 / 140941				$34.15	
750,000 / 04/2019	6	709	703	$0.05625	
Color Network Printer / SYMVT				$39.54	
Subtotal Black		647,685		$2,075.33	
Subtotal Color		74,877		$2,554.29	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVSD Offices					
Copy Room					
Konica Minolta BHC650i / 65 PPM	102	80,453	80,351	$0.00300	None at this time.
AA7N011002960 / 214866				$241.05	
4,000,000 / 02/2020	40	91,764	91,724	$0.03330	
Color Photocopier/SYMVT				$3,054.41	
Copy Room					
Konica Minolta BH 650i / 65 PPM	20	75,239	75,219	$0.00300	None at this time.
AC74011001304 / 214429				$225.66	
4,000,000 / 09/2020	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	
Room 11 Payroll Specialist (SDay)					
Konica Minolta BH 4700i / 47 PPM	13	3,403	3,390	$0.00613	None at this time.
ACTA011000936 / 140945				$20.78	
1,000,000 / 01/2021	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room 15 Benefits					
Konica Minolta BH4000i / 42 PPM	20	4,540	4,520	$0.00613	None at this time.
ACET011002138 / 142938				$27.71	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 20 Early Childhood Development					
Konica Minolta BHC450i / 45 PPM	242	4,469	4,227	$0.00300	None at this time.
AA7R011014848 / 215311				$12.68	
1,000,000 / 09/2020	0	2,102	2,102	$0.03330	
Color Photocopier / SYMVT				$70.00	
Room 21 After School Prgram					
Konica Minolta BH 4700i / 47 PPM	13	6,103	6,090	$0.00613	None at this time.
ACTA011000931 / 140946				$37.33	
1,000,000 / 01/2021	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room 28 Business Manager					
Konica Minolta BH 4700i / 47 PPM	13	12,380	12,367	$0.00613	None at this time.
ACTA011000926 / 140948				$75.81	
1,000,000 / 01/2021	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room 29 Accounting Specialist (LWay)					
Konica Minolta BH 4700i / 47 PPM	13	12,439	12,426	$0.00613	None at this time.
ACTA011000861 / 140947				$76.17	
1,000,000 / 01/2021	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 33 Business Specialist (MCarlton)					
Konica Minolta BH 4700i / 47 PPM	13	7,672	7,659	$0.00613	None at this time.
ACTA011000944 / 140982				$46.95	
1,000,000 / 01/2021	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room 36 Account Payable (AFellows)					
Konica Minolta BH 4700i / 47 PPM	13	14,206	14,193	$0.00613	None at this time.
ACTA011000860 / 140983				$87.00	
1,000,000 / 01/2021	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Special Services (CLongway)					
Konica Minolta BH 4700i / 47 PPM	13	7,308	7,295	$0.00613	None at this time.
ACTA011000989 / 140986				$44.72	
1,000,000 / 01/2021	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
		Subtotal Black	227,737	$895.86	
		Subtotal Color	93,826	$3,124.41	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
MVU Middle/High					
Agricultural Office					
Konica Minolta BH450i / 45 PPM	112	20,557	20,445	$0.00300	None at this time.
AC76011005161 / 214864				$61.34	
1,000,000 / 09/2020	0	0	0	$0.00000	
Black Photocopier/SYMVT				$0.00	
Connect Building - Room 5					
Konica Minolta BH4000i / 42 PPM	24	1,548	1,524	$0.00613	None at this time.
ACET011002217 / 142939				$9.34	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Connect Building - Room 9					
Konica Minolta BH450i / 45 PPM	62	16,468	16,406	$0.00300	None at this time.
AC76011005129 / 215380				$49.22	
1,000,000 / 09/2020	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	
Faculty Room					
Konica Minolta BH808 / 80 PPM	133	207,598	207,465	$0.00300	None at this time.
A8KN012001491 / 214854				$622.40	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	

Missisquoi Valley School District

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Guidance (Blackburn)					
Konica Minolta BH4000i / 42 PPM	29	4,121	4,092	$0.00613	None at this time.
ACET011002141 / 142906				$25.08	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Guidance (Lowe-Murray)					
Konica Minolta BH4000i / 42 PPM	20	2,654	2,634	$0.00613	None at this time.
ACET011002167 / 142940				$16.15	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Guidance Office					
Konica Minolta BHC550i / 55 PPM	100	78,526	78,426	$0.00300	None at this time.
AA7P011007237 / 214427				$235.28	
3,000,000 / 02/2020	24	40,887	40,863	$0.03330	
Color Photocopier / SYMVT				$1,360.74	
High School Office					
Konica Minolta BH4000i / 42 PPM	17	5,870	5,853	$0.00613	None at this time.
ACET011002516 / 142907				$35.88	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Middle School Hub					
Konica Minolta BH4000i / 42 PPM	22	7,286	7,264	$0.00613	None at this time.
ACET011002223 / 142910				$44.53	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Principal					
Konica Minolta BH808 / 80 PPM	112	221,555	221,443	$0.00300	None at this time.
A8KN012001483 / 214852				$664.33	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	
Room A-17 Library					
Konica Minolta BH4000i / 42 PPM	25	3,485	3,460	$0.00613	None at this time.
ACET011002136 / 142912				$21.21	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room A-17 Library					
Konica Minolta BH450i / 45 PPM	82	41,420	41,338	$0.00300	None at this time.
AC76011005163 / 215310				$124.01	
1,000,000 / 09/2020	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room A-18 IDEA Lab					
Konica Minolta BH4000i / 42 PPM	25	743	718	$0.00613	None at this time.
ACET011002139 / 142911				$4.40	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room A-32 Art					
Konica Minolta BHC450i / 45 PPM	96	8,895	8,799	$0.00300	None at this time.
AA7R011014861 / 215378				$26.40	
1,000,000 / 09/2020	20	17,828	17,808	$0.03330	
Color Photocopier / SYMVT				$593.01	
Room A-35					
Konica Minolta BH4000i / 42 PPM	20	1,712	1,692	$0.00613	None at this time.
ACET011002151 / 142944				$10.37	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room A-47					
Konica Minolta BH808 / 80 PPM	132	88,564	88,432	$0.00300	None at this time.
A8KN012001459 / 214853				$265.30	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room A-47					
Konica Minolta BH4000i / 42 PPM	22	9,429	9,407	$0.00613	None at this time.
ACET011002158 / 142913				$57.66	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room A-47 Wide Format (not metered)					
HP Design Jet T2600 / PPM	0	0	0	$0.00000	Not in use for FY22.
CN1258H020 /				$0.00	
0 / 05/2019	0	0	0	$0.00000	
Color Ink Jet Printer / SYMVT				$0.00	
Room B-14					
Konica Minolta BH4000i / 42 PPM	17	8,755	8,738	$0.00613	None at this time.
ACET011002152 / 142908				$53.56	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room B-16					
Konica Minolta BH4000i / 42 PPM	21	2,241	2,220	$0.00613	None at this time.
ACET011002215 / 142922				$13.61	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room B-20 (Messier)					
Konica Minolta BH4000i / 42 PPM	23	650	627	$0.00613	None at this time.
ACET011002502 / 142914				$3.84	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room B-23 Plant Operations					
Konica Minolta BH4000i / 42 PPM	20	938	918	$0.00613	None at this time.
ACET011002171 / 142943				$5.63	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room B-27 Registrar					
Konica Minolta BH4000i / 42 PPM	20	2,697	2,677	$0.00613	None at this time.
ACET011002213 / 142942				$16.41	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room B-30 (Cota)					
Konica Minolta BH4000i / 42 PPM	24	2,199	2,175	$0.00613	None at this time.
ACET011002221 / 142945				$13.33	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room B-36 (Kbourdeau)					
Konica Minolta BH4000i / 42 PPM	21	3,612	3,591	$0.00613	None at this time.
ACET011002170 / 142915				$22.01	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room B-38 (Hakey)					
Konica Minolta BH4000i / 42 PPM	21	2,291	2,270	$0.00613	None at this time.
ACET011002168 / 142916				$13.92	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room C-21					
Konica Minolta BHC3300i / 35 PPM	7	11,511	11,504	$0.00613	None at this time.
AAJT011200763 / 140942				$70.52	
750,000 / 04/2019	6	3,044	3,038	$0.05625	
Color Network Printer / SYMVT				$170.89	
Room C-23 Faculty					
Konica Minolta BH4000i / 42 PPM	21	4,642	4,621	$0.00613	None at this time.
ACET011002169 / 142918				$28.33	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room C-23 Faculty					
Konica Minolta BH808 / 80 PPM	112	193,249	193,137	$0.00300	None at this time.
A8KN012001428 / 214867				$579.41	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	
Room C-24 Guidance Counselor (M Smith)					
Konica Minolta BH4000i / 42 PPM	21	21	0	$0.00613	Not in use for FY22.
ACET011002148 / 142946				$0.00	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room D-15 SPED					
Konica Minolta BH4000i / 42 PPM	21	11,101	11,080	$0.00613	None at this time.
ACET011002514 / 142924				$67.92	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room D-2					
Konica Minolta BH4000i / 42 PPM	21	13,740	13,719	$0.00613	None at this time.
ACET011002166 / 142919				$84.10	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room D-21 Teachers' Room					
Konica Minolta BH4000i / 42 PPM	17	5,318	5,301	$0.00613	None at this time.
ACET011002133 / 142920				$32.50	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room D-21 Teachers' Room					
Konica Minolta BH808 / 80 PPM	112	174,793	174,681	$0.00300	None at this time.
A8KN012001451 / 214868				$524.04	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	
Room D-22					
Konica Minolta BH4000i / 42 PPM	21	9,258	9,237	$0.00613	None at this time.
ACET011002134 / 142921				$56.62	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room F-11 Music					
Konica Minolta BH4000i / 42 PPM	20	4,731	4,711	$0.00613	None at this time.
ACET011002518 / 142941				$28.88	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room F-7					
Konica Minolta BH4000i / 42 PPM	21	14,428	14,407	$0.00613	None at this time.
ACET011002319 / 142923				$88.31	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room J-14					
Konica Minolta BHC3300i / 35 PPM	7	958	951	$0.00613	None at this time.
AAJT011200758 / 140943				$5.83	
750,000 / 04/2019	6	223	217	$0.05625	
Color Network Printer / SYMVT				$12.21	
Room J-15					
Konica Minolta BH4000i / 42 PPM	21	2,745	2,724	$0.00613	None at this time.
ACET011002150 / 142909				$16.70	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room J-15					
Konica Minolta BH808 / 80 PPM	112	176,106	175,994	$0.00300	None at this time.
A8KN012001438 / 214574				$527.98	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room J-15 SPED					
Konica Minolta BHC3300i / 35 PPM	7	4,121	4,114	$0.00613	None at this time.
AAJT011200694 / 140944				$25.22	
750,000 / 04/2019	6	5,777	5,771	$0.05625	
Color Network Printer / SYMVT				$324.62	
Room J-22 A Roy					
Konica Minolta BH4000i / 42 PPM	17	65	48	$0.00613	None at this time.
ACET011002153 / 142917				$0.29	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room J-25					
Konica Minolta BH4000i / 42 PPM	21	1,398	1,377	$0.00613	None at this time.
ACET011003053 / 142947				$8.44	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Special Ed Conference Room					
Konica Minolta BH450i / 45 PPM	87	19,913	19,826	$0.00300	None at this time.
AC76011005075 / 215363				$59.48	
1,000,000 / 09/2020	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
SPED D-14					
Konica Minolta BH4000i / 42 PPM	21	5,102	5,081	$0.00613	None at this time.
ACET011003056 / 142948				$31.15	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
SRO					
Konica Minolta BH4000i / 42 PPM	21	628	607	$0.00613	None at this time.
ACET011002873 / 142949				$3.72	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
		Subtotal Black	1,395,734	$4,654.64	
		Subtotal Color	67,697	$2,461.46	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations

Swanton Elementary

Babcock Building - Copy Room

Konica Minolta BH808 / 80 PPM	163	228,305	228,142	$0.00300	None at this time.
A8KN012001473 / 214855				$684.43	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier/SYMVT				$0.00	

Babcock Building - Copy Room

Konica Minolta BHC650i / 65 PPM	103	81,608	81,505	$0.00300	None at this time.
AA7N011002964 / 214856				$244.52	
4,000,000 / 02/2020	30	96,159	96,129	$0.03330	
Color Photocopier / SYMVT				$3,201.10	

Babcock Building - Cozy Corner

Konica Minolta BH4000i / 42 PPM	21	24,996	24,975	$0.00613	None at this time.
ACET011002164 / 142925				$153.10	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Babcock Building - Library

Konica Minolta BH4000i / 42 PPM	21	4,889	4,868	$0.00613	None at this time.
ACET011002874 / 142950				$29.84	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Babcock Building - Library Back Room					
Konica Minolta BH4000i / 42 PPM	21	3,249	3,228	$0.00613	None at this time.
ACET011002872 / 142951				$19.79	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Babcock Building - Main Office					
Konica Minolta BH4000i / 42 PPM	21	3,460	3,439	$0.00613	None at this time.
ACET011002216 / 142926				$21.08	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Blue House Hall A-4					
Konica Minolta BH4000i / 42 PPM	21	17,753	17,732	$0.00613	None at this time.
ACET011002517 / 142927				$108.70	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Custodian					
Konica Minolta BH4000i / 42 PPM	21	717	696	$0.00613	None at this time.
ACET011002871 / 142952				$4.27	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Green Room Hall B-4					
Konica Minolta BH4000i / 42 PPM	21	20,335	20,314	$0.00613	None at this time.
ACET011002324 / 142928				$124.52	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Gym Office					
Konica Minolta BH4000i / 42 PPM	21	713	692	$0.00613	None at this time.
ACET011002868 / 142953				$4.24	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Music					
Konica Minolta BH4000i / 42 PPM	21	1,314	1,293	$0.00613	None at this time.
ACET011002870 / 142954				$7.93	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Office Manager					
Konica Minolta BHC3320i / 35 PPM	7	5,923	5,916	$0.00613	None at this time.
AAJP011202470 / 140957				$36.27	
750,000 / 05/2019	6	4,588	4,582	$0.05625	
Color Laser MFP / SYMVT				$257.74	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	10/19/2021 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Office Manager					
Konica Minolta BHC3300i / 35 PPM	7	2,037	2,030	$0.00613	Traded.
AAJT011200732 / 140963				$12.44	
750,000 / 04/2019	6	409	403	$0.05625	
Color Network Printer / SYMVT				$22.67	
Red House Hall					
Konica Minolta BH4000i / 42 PPM	21	17,221	17,200	$0.00613	None at this time.
ACET011002137 / 142929				$105.44	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Room B3					
Konica Minolta BH4000i / 42 PPM	21	4,155	4,134	$0.00613	None at this time.
ACET011002869 / 142956				$25.34	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	
Staff/Copy Room					
Konica Minolta BH808 / 80 PPM	133	310,389	310,256	$0.00300	None at this time.
A8KN012001453 / 214850				$930.77	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / SYMVT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/26/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Staff/Copy Room					
Konica Minolta BHC650i / 65 PPM	42	143,880	143,838	$0.00300	None at this time.
AA7N011002935 / 214857				$431.51	
4,000,000 / 02/2020	10	147,178	147,168	$0.03330	
Color Photocopier / SYMVT				$4,900.69	
Tech Office Room C1					
Konica Minolta BHC3300i / 35 PPM	7	1,031	1,024	$0.00613	None at this time.
AAJT011200723 / 140938				$6.28	
750,000 / 04/2019	6	355	349	$0.05625	
Color Network Printer / SYMVT				$19.63	
Unknown					
Konica Minolta BH4000i / 42 PPM	21	21	0	$0.00613	Not in use for FY22.
ACET011002867 / 142955				$0.00	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / SYMVT				$0.00	

Subtotal Black	871,282	$2,950.45
Subtotal Color	248,631	$8,401.83
Overall Black Totals	3,471,152	$11,565.93
Overall Color Totals	562,584	$19,139.14

Your Avg Color CPC is $0.0340

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 05/01/2007 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 22 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	Prior CPC	Average Annual Cost
3,471,152	$0.01340	$46,513.44

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
3,471,152	$0.00333	$11,558.94	$34,954.50	$174,772.50

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

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of
$34,954.50 x 15 years as a Client = $524,317.51 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 payments are figured in to provide budget information for the upcoming fiscal year.

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Franklin Central	328,714	$1,039.14	$2,078.79	$5,485.35	$8,603.28
Highgate Elementary	647,685	$2,179.24	$4,095.96	$10,808.12	$17,083.32
MVSD Offices	227,737	$940.89	$1,440.21	$3,800.32	$6,181.42
MVU Middle/High	1,395,734	$4,887.90	$8,826.62	$23,291.05	$37,005.57
Swanton Elementary	871,282	$3,098.35	$5,509.99	$14,539.35	$23,147.69
TOTALS	3,471,152	$12,145.52	$21,951.57	$57,924.19	$92,021.27

SPC Upgrades for 2022

Client	Contact	Total Annual Volume	Number of Machines	Former Vendor	Vendor Awarded	Annual Cost Savings	5 Year Cost Savings	Print Management Software Added*
SAU 36 - White Mountains Regional SD	Kris Franklin	2,884,577	46	Visual Edge-OSV	Symquest	$11,704.62	$58,523.10	STARDoc Only
SAU 61 - Farmington	Brian Cisneros	2,857,215	42	Same	KMBS	$7,383.00	$36,915.00	PaperCut & STARDoc
SAU 66 - Hopkinton	Michael Flynn	2,460,750	78	Global-Conway	KMBS	$29,956.00	$149,780.00	PaperCut & STARDoc
SAU 68 - Lincoln/Woodstock	Debbie O'Connor	815,437	13	Same	KMBS	$4,302.00	$21,510.00	PaperCut & STARDoc
SAU 80 - Shaker Regional SD	Debbie Thompson	2,896,042	23	Same	Budget	$5,550.00	$27,750.00	PaperCut & STARDoc
SAU 87 - Mascenic	Lizabeth Baker	2,834,149	59	Same	KMBS	$15,634.00	$78,170.00	STARDoc Only
Great Bay E-Learning Charter School	Peter Stackhouse	246,262	8	Same	KMBS	$1,744.00	$8,720.00	STARDoc Only
MSAD 37 - Harrington Maine	Ron Ramsay	1,776,270	56	Visual Edge-A-Copi	Ricoh	$6,953.00	$34,765.00	STARDoc Only
SAU 54 -Rochester NH	Linda Bartlett	11,900,000	215	Same	KMBS	-$1,920.00	-$9,600.00	PaperCut & STARDoc
East Millinocket Schools Maine	Luci Milewski	1,113,369	4	Visual Edge-A-Copi	Ricoh	$6,449.00	$32,245.00	STARDoc Only
Washington Central UUSD	Mark Kline	4,000,000	68	Canon & Conway	Symquest	$26,757.00	$133,785.00	STARDoc Only
RSU 64 - East Corinth	Rhonda Sperrey	2,698,445	28	Visual Edge-A-Copi	Symquest	$9,304.00	$46,520.00	PaperCut & STARDoc
RSU 06 - Bonny Eagle	Scott Nason	8,328,355	109	Visual Edge-A-Copi	Symquest	$21,350.00	$106,750.00	PaperCut & STARDoc
RSU 14 - Windham Raymond	Bob Hickey	7,539,568	211	Visual Edge-A-Copi	Symquest	$48,135.00	$240,675.00	STARDoc Only
Orleans Southwest Supervisory Union VT	David Martin	2,846,049	24	Visual Edge-OSV	National	$4,390.00	$21,950.00	PaperCut & STARDoc
Essex Westford School District VT	Peter Drescher	10,741,439	265	Visual Edge-OSV & National	Symquest	$100,004.00	$500,020.00	PaperCut & STARDoc
Sullivan County NH	Derek Ferland	911,018	40	Canon	Symquest	$14,033.00	$70,165.00	PaperCut & STARDoc
Winooski School District VT	Nicole Mace	1,848,750	87	Canon	Symquest	$42,364.00	$211,820.00	PaperCut & STARDoc
Windham Northeast Supervisory Union VT	Andrew Haas	3,000,000	46	Canon	Symquest	$39,323.00	$196,615.00	PaperCut & STARDoc
SAU 43 - Newport NH	Ed Emond	1,772,242	10	Visual Edge-OSV	Symquest	$18,656.00	$93,280.00	STARDoc Only
Totals		73,469,937	1,432			$412,071.62	$2,060,358.10	

* Print Management Software: All Clients have SPC STARDoc but some have chosen to acquire additional support that they did not have previously.

TOTALS	82,468,260	69,686,229	73,469,937		
Total New Clients	14,950,000	41,249,400	17,952,178	<< 8 Clients	
Total Existing Clients	67,518,260	28,436,829	55,517,759	<< 12 Clients	

2022 Award Evaluation	Manufacturer	Volume	Machines
Symquest	Konica Minolta	43,724,394	910
KMBS	Konica Minolta	21,113,813	415
Budget	Konica Minolta	2,896,042	23
Ricoh	Ricoh	2,889,639	60
National	Kyocera	2,846,049	24
TOTALS		73,469,937	1,432

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 averaged annual lease payments are NOT figured in to this table, as they are covered in the black prints report.

Building	Projected Color Volume	Service & Supply Cost
Franklin Central	77,553	$2,727.40
Highgate Elementary	74,877	$2,682.36
MVSD Offices	93,826	$3,281.10
MVU Middle/High	67,697	$2,584.80
Swanton Elementary	248,631	$8,823.12
TOTALS	562,584	$20,098.78

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - BLACK

This table represents ACTUAL and PROJECTED Service & Supply expenses for BLACK usage broken down by equipment type and vendor. Under SPC's 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. Although inflation has increased by 9.5% over last year, SPC has capped that increase for FY23 to only 5%. In the 30+ years of SPC's history, this is the first time this cap was necessary, but it clearly benefits the client as we continue to save you money.

Vendor	Equipment Type	FY22 Black Volume	FY22 Black Cost/Copy	FY22 Black S & S Costs	FY23 Black Cost/Copy	FY23 Projected Black S & S Costs
SymQuest Group, Inc.	Black Network Printer	335,064	$0.00613	$2,053.94	$0.00644	$2,157.81
SymQuest Group, Inc.	Black Photocopier	2,557,080	$0.00300	$7,671.24	$0.00315	$8,054.80
SymQuest Group, Inc.	Color Ink Jet Printer	0	$0.00000	$0.00	$0.00000	$0.00
SymQuest Group, Inc.	Color Laser MFP	5,916	$0.00613	$36.27	$0.00644	$38.10
SymQuest Group, Inc.	Color Network Printer	27,223	$0.00613	$166.88	$0.00644	$175.32
SymQuest Group, Inc.	Color Photocopier	545,869	$0.00300	$1,637.61	$0.00315	$1,719.49
TOTALS AND AVERAGES		**3,471,152**	**$0.00333**	**$11,565.93**	**$0.00350**	**$12,145.52**

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - COLOR

This table represents ACTUAL and PROJECTED Service & Supply expenses for COLOR usage broken down by equipment type and vendor. Under SPC's 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. Although inflation has increased by 9.5% over last year, SPC has capped that increase for FY23 to only 5%. In the 30+ years of SPC's history, this is the first time this cap was necessary, but it clearly benefits the client as we continue to save you money.

Vendor	Equipment Type	FY22 Color Volume	FY22 Color Cost/Copy	FY22 Color S & S Costs	FY23 Color Cost/Copy	FY23 Projected Color S & S Costs
SymQuest Group, Inc.	Color Ink Jet Printer	0	$0.00000	$0.00	$0.00000	$0.00
SymQuest Group, Inc.	Color Laser MFP	4,582	$0.05625	$257.74	$0.05906	$270.61
SymQuest Group, Inc.	Color Network Printer	13,069	$0.05625	$735.13	$0.05906	$771.86
SymQuest Group, Inc.	Color Photocopier	544,933	$0.03330	$18,146.27	$0.03497	$19,056.31
TOTALS AND AVERAGES		**562,584**	**$0.03402**	**$19,139.14**	**$0.03573**	**$20,098.78**

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	97
Number of Machines on Lease	96
Number of Machines Owned	1
Number of Rental/Loaner Machines	0

Lease Company	Norway Savings Bank
Term	5 Annual
Annual Payment usually due on 8/1	$57,924.19
Lease Start Date	08/02/2021
Lease End Date	08/01/2026
Remaining Payments	4

*The Lease End Date has no bearing on Service & Supply and Warranty Contracts.

LEASED EQUIPMENT

Building	Room	Make/Model	Serial Number
Franklin Central	Library Audio-Visual	Konica Minolta BH808	A8KN015000678
Franklin Central	Main Office	Konica Minolta BHC550i	AA7P011007223
Franklin Central	Office Storage Room	Konica Minolta BH808	A8KN012001460
Franklin Central	Teacher's Room	Konica Minolta BHC3300i	AAJT011200754
Highgate Elementary	1st Grade (Room B30 - Serrantonio)	Konica Minolta BH4000i	ACET011002219
Highgate Elementary	Brick Building - BST Office	Konica Minolta BH4000i	ACET011003890
Highgate Elementary	Brick Building - Room A6 SPED	Konica Minolta BH4000i	ACET011002135
Highgate Elementary	Coaches	Konica Minolta BH4000i	ACET011002512
Highgate Elementary	Copy Room	Konica Minolta BH 650i	AC740II001185
Highgate Elementary	Copy Room	Konica Minolta BH 650i	AC740II001248
Highgate Elementary	Copy Room	Konica Minolta BH 650i	AC740II001257
Highgate Elementary	Fiscal Clerk	Konica Minolta BH4000i	ACET011002193
Highgate Elementary	Front Office	Konica Minolta BHC650i	AA7N011002972
Highgate Elementary	Guidance Counselor	Konica Minolta BH4000i	ACET011002218
Highgate Elementary	Maintenance	Konica Minolta BH4000i	ACET011002515
Highgate Elementary	Nurse	Konica Minolta BH4000i	ACET011003861
Highgate Elementary	Room 42 - LaBounty	Konica Minolta BH4000i	ACET011002513
Highgate Elementary	Room A29 Barrett	Konica Minolta BH4000i	ACET011002121
Highgate Elementary	SLP (Wright) Room B20	Konica Minolta BHC3300i	AAJT011200756
Highgate Elementary	Success Lab	Konica Minolta BH4000i	ACET011002186
Highgate Elementary	White Building - 3rd Floor	Konica Minolta BH 650i	AC740II001424
Highgate Elementary	White Building - Room L03A	Konica Minolta BHC3300i	AAJT011200778
MVSD Offices	Copy Room	Konica Minolta BH 650i	AC740II001304
MVSD Offices	Copy Room	Konica Minolta BHC650i	AA7N011002960
MVSD Offices	Room 11 Payroll Specialist (SDay)	Konica Minolta BH 4700i	ACTA011000936
MVSD Offices	Room 15 Benefits	Konica Minolta BH4000i	ACET011002138
MVSD Offices	Room 20 Early Childhood Development	Konica Minolta BHC450i	AA7R011014848
MVSD Offices	Room 21 After School Prgram	Konica Minolta BH 4700i	ACTA011000931
MVSD Offices	Room 28 Business Manager	Konica Minolta BH 4700i	ACTA011000926
MVSD Offices	Room 29 Accounting Specialist (LWay)	Konica Minolta BH 4700i	ACTA011000861
MVSD Offices	Room 33 Business Specialist (MCarlton)	Konica Minolta BH 4700i	ACTA011000944
MVSD Offices	Room 36 Account Payable (AFellows)	Konica Minolta BH 4700i	ACTA011000860
MVSD Offices	Special Services (CLongway)	Konica Minolta BH 4700i	ACTA011000989
MVU Middle/High	Agricultural Office	Konica Minolta BH450i	AC760II005161

Building	Room	Make/Model	Serial Number
MVU Middle/High	Connect Building - Room 5	Konica Minolta BH4000i	ACET011002217
MVU Middle/High	Connect Building - Room 9	Konica Minolta BH450i	AC76011005129
MVU Middle/High	Faculty Room	Konica Minolta BH808	A8KN012001491
MVU Middle/High	Guidance (Blackburn)	Konica Minolta BH4000i	ACET011002141
MVU Middle/High	Guidance (Lowe-Murray)	Konica Minolta BH4000i	ACET011002167
MVU Middle/High	Guidance Office	Konica Minolta BHC550i	AA7P011007237
MVU Middle/High	High School Office	Konica Minolta BH4000i	ACET011002516
MVU Middle/High	Middle School Hub	Konica Minolta BH4000i	ACET011002223
MVU Middle/High	Principal	Konica Minolta BH808	A8KN012001483
MVU Middle/High	Room A-17 Library	Konica Minolta BH4000i	ACET011002136
MVU Middle/High	Room A-17 Library	Konica Minolta BH450i	AC76011005163
MVU Middle/High	Room A-18 IDEA Lab	Konica Minolta BH4000i	ACET011002139
MVU Middle/High	Room A-32 Art	Konica Minolta BHC450i	AA7R011014861
MVU Middle/High	Room A-35	Konica Minolta BH4000i	ACET011002151
MVU Middle/High	Room A-47	Konica Minolta BH4000i	ACET011002158
MVU Middle/High	Room A-47	Konica Minolta BH808	A8KN012001459
MVU Middle/High	Room B-14	Konica Minolta BH4000i	ACET011002152
MVU Middle/High	Room B-16	Konica Minolta BH4000i	ACET011002215
MVU Middle/High	Room B-20 (Messier)	Konica Minolta BH4000i	ACET011002502
MVU Middle/High	Room B-23 Plant Operations	Konica Minolta BH4000i	ACET011002171
MVU Middle/High	Room B-27 Registrar	Konica Minolta BH4000i	ACET011002213
MVU Middle/High	Room B-30 (Cota)	Konica Minolta BH4000i	ACET011002221
MVU Middle/High	Room B-36 (Kbourdeau)	Konica Minolta BH4000i	ACET011002170
MVU Middle/High	Room B-38 (Hakey)	Konica Minolta BH4000i	ACET011002168
MVU Middle/High	Room C-21	Konica Minolta BHC3300i	AAJT011200763
MVU Middle/High	Room C-23 Faculty	Konica Minolta BH4000i	ACET011002169
MVU Middle/High	Room C-23 Faculty	Konica Minolta BH808	A8KN012001428
MVU Middle/High	Room C-24 Guidance Counselor (M Smith)	Konica Minolta BH4000i	ACET011002148
MVU Middle/High	Room D-15 SPED	Konica Minolta BH4000i	ACET011002514
MVU Middle/High	Room D-2	Konica Minolta BH4000i	ACET011002166
MVU Middle/High	Room D-21 Teachers' Room	Konica Minolta BH4000i	ACET011002133
MVU Middle/High	Room D-21 Teachers' Room	Konica Minolta BH808	A8KN012001451
MVU Middle/High	Room D-22	Konica Minolta BH4000i	ACET011002134
MVU Middle/High	Room F-11 Music	Konica Minolta BH4000i	ACET011002518
MVU Middle/High	Room F-7	Konica Minolta BH4000i	ACET011002319

Building	Room	Make/Model	Serial Number
MVU Middle/High	Room J-14	Konica Minolta BHC3300i	AAJT011200758
MVU Middle/High	Room J-15	Konica Minolta BH4000i	ACET011002150
MVU Middle/High	Room J-15	Konica Minolta BH808	A8KN012001438
MVU Middle/High	Room J-15 SPED	Konica Minolta BHC3300i	AAJT011200694
MVU Middle/High	Room J-22 A Roy	Konica Minolta BH4000i	ACET011002153
MVU Middle/High	Room J-25	Konica Minolta BH4000i	ACET011003053
MVU Middle/High	Special Ed Conference Room	Konica Minolta BH450i	AC760I1005075
MVU Middle/High	SPED D-14	Konica Minolta BH4000i	ACET011003056
MVU Middle/High	SRO	Konica Minolta BH4000i	ACET011002873
Swanton Elementary	Babcock Building - Copy Room	Konica Minolta BH808	A8KN012001473
Swanton Elementary	Babcock Building - Copy Room	Konica Minolta BHC650i	AA7N011002964
Swanton Elementary	Babcock Building - Cozy Corner	Konica Minolta BH4000i	ACET011002164
Swanton Elementary	Babcock Building - Library	Konica Minolta BH4000i	ACET011002874
Swanton Elementary	Babcock Building - Library Back Room	Konica Minolta BH4000i	ACET011002872
Swanton Elementary	Babcock Building - Main Office	Konica Minolta BH4000i	ACET011002216
Swanton Elementary	Blue House Hall A-4	Konica Minolta BH4000i	ACET011002517
Swanton Elementary	Custodian	Konica Minolta BH4000i	ACET011002871
Swanton Elementary	Green Room Hall B-4	Konica Minolta BH4000i	ACET011002324
Swanton Elementary	Gym Office	Konica Minolta BH4000i	ACET011002868
Swanton Elementary	Music	Konica Minolta BH4000i	ACET011002870
Swanton Elementary	Office Manager	Konica Minolta BHC3320i	AAJP011202470
Swanton Elementary	Red House Hall	Konica Minolta BH4000i	ACET011002137
Swanton Elementary	Room B3	Konica Minolta BH4000i	ACET011002869
Swanton Elementary	Staff/Copy Room	Konica Minolta BH808	A8KN012001453
Swanton Elementary	Staff/Copy Room	Konica Minolta BHC650i	AA7N011002935
Swanton Elementary	Tech Office Room C1	Konica Minolta BHC3300i	AAJT011200723
Swanton Elementary	Unknown	Konica Minolta BH4000i	ACET011002867

OWNED EQUIPMENT

Building	Room	Make/Model	Serial Number
MVU Middle/High	Room A-47 Wide Format (not metered)	HP Design Jet T2600	CN1258H020

STARDoc USER NAMES

Name	User Name
Becky Hart	becky.hart@mvsdschools.org
Caleb Kittell	caleb.kittell@mvsdschools.org
Cody Fernald	cody.fernald@mvsdschools.org
Craig Davis	craig.davis@mvsdschools.org
Dan Palmer	daniel.palmer@mvsdschools.org
Derrick Garceau	dgarceau
Jay Hartman	jay.hartman@mvsdschools.org
Jenn Desorgher	jennifer.desorgher@mvsdschools.org
Josh Bourdeau	joshua.bourdeau@mvsdschools.org
Kathy Ovitt	kathy.ovitt@mvsdschools.org
Lora McAllister	lora.mcallister@mvsdschools.org
Sylvia Gagne	sylvia.gagne@mvsdschools.org
Yeshua Pastina	yeshua.pastina@mvsdschools.org

STARDoc user names are managed by the Account Administrator, usually the IT Director. If there are any changes that need to be made, please notify your Account Administrator or SPC.

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 69 clients with almost 4500 devices doing 176 million copies and prints annually. For FY22 we purchased 1,432 machines with over 73 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_ by managing your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

- STARDoc: System for Tracking And Reporting Documents.

- 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.

- STARDoc 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 monthly and/or quarterly.

- THREE detailed, easy-to-read 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 overusage.
- You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem.

6. Vendor Neutral

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

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

Based on current actual volumes and CPCs, SPC has generated Annual Savings of almost $1.5 million for all of our clients. That translates into Savings of more than $7 million over five years!

SPC Values Our Vendors

Overall Benefits to Our Vendors

- Opportunities brought to vendor - Over 1,400 units purchased in FY22 running over 73 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)
- Vendor Bid Portal: Greatly reduces bid input time; reduces time from bid submission to bid presentation to the clients in our cooperative
- Control of Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment)
- Selling of vendors' 'Value Add' directly to our clients after the bids are in; Client has the right to pay more than low bid, if desired

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 costs
- Manage and audit installation
- Capture final meter reads and close books on old devices & contracts

Vendor Ongoing Support

- Yearly meter reads

- Simplified Billing: SPC manages billing and payment directly with Client and Vendor

- STARDoc: System for Tracking And Reporting Documents… 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 managed over 4,500 Photocopiers and Printers last year.
Our relationship with our vendors has never been stronger!

STARDoc Features

Cost Projection by Department or Building

- Allows you to formulate next year's budget 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 floorplans
- Timeline - allows you to track historical volume and costs to compare current budget with past years

Map your devices on Floorplans

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device Information tab allows easy access to the printer/copier web interface
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TVs)

Floorplan Administration

- Allows IT and Business Manager to move devices around on floorplan
- Paper trail of device locations after summer break
- Shows Previous Devices, Present Equipment, and Proposed Equipment

Contacts Page

- Control Access and Permissions to STARDoc
- Toggle Email All (Toner Alerts, Service Alerts, Monthly Audits)

Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Non-Reporting Device listing for devices that haven't reported for more than two weeks
- Tracks additional non-contracted devices
- IP Addresses and MAC addresses imported automatically
- Strikethrough on machines that have been removed

Monthly Audits

- Monthly Cost Snapshot
- Shows number of devices not reporting to help improve projections accuracy

Last Sync Date

- Shows the last time FM Audit synced for equipment

Over-Budget Report

- Request service history on any machine right through STARDoc.
- Catch overused equipment early, before equipment begins to break down due to overuse.

Five-Year Fleet Management (FYFM)

- Interactive tool that examines printing habits
- Flags potential problem areas
- Helps identify equipment with high color usage
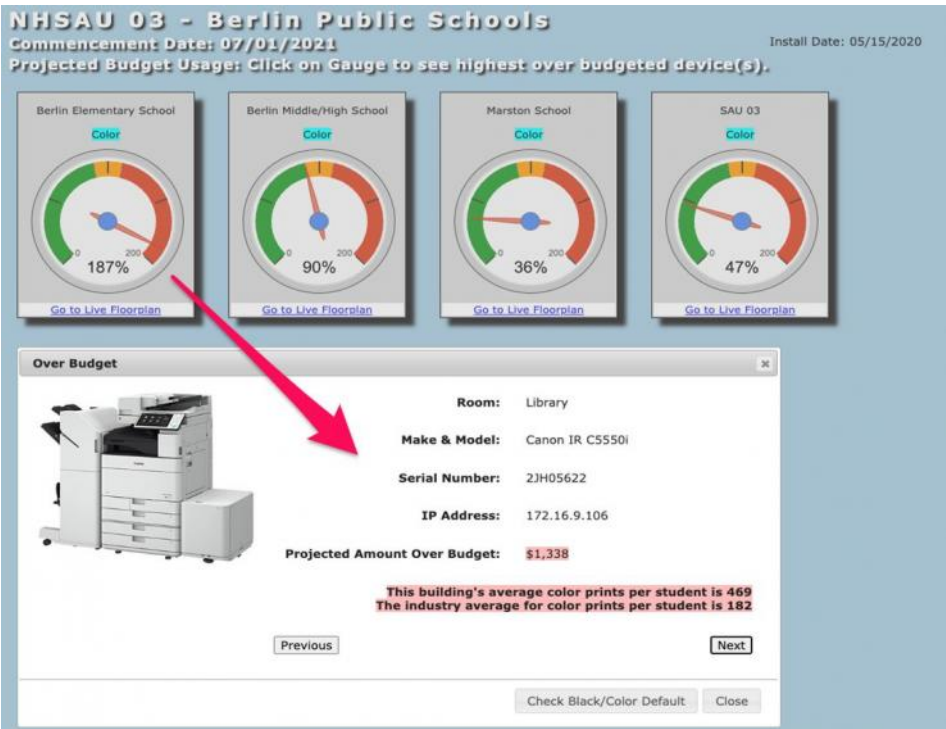
NEW VENDOR CATEGORIES

In the past we had two vendor categories: Cooperative and Uncooperative. In 2021 we added a third category:

Premier: defined as consistently providing ...

- Quality bids to SPC
- Quality service with a four-hour or less average response time
- Reliable equipment and competitive pricing
- Support to SPC and our mutual clients to resolve concerns
- **Current Premier Vendors**

  - Budget Document Technologies
  - Konica Minolta Business Solutions
  - National 1927
  - Ricoh USA
  - SymQuest Group

Cooperative: defined as ...

- Providing bids as required but lacking in one or more areas listed above, or they have yet to provide a history of strong support

Uncooperative: defined as ...

- Rarely submitting bids to SPC
- Encourages SPC clients to breach existing contracts and undermines SPC's bid process

WARRANTY RELIEF FUND

Why is it Needed?

With the recent pandemic, schools and businesses shut down. In FY20 credits owed were around $389,000. However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news, what if the vendor is unable or unwilling to repay those funds? Many companies outside of the copier industry are already filing for bankruptcy. SPC's legitimate concern is, what if this hits the copier industry and we can no longer access the funds owed to the client?

Other Concerns:

- Vendor refuses to honor a Warranty
- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Service-and-Supply Contract at the agreed-upon pricing.
- Vendor gets sold to a venture capitalist entity or to a risky new owner with limited cash reserves

Purpose:

Since 1989, SPC's goal is to shelter our clients from Industry upheavals. This fund is to set aside monies that can be used by any client, if a need arises.
Funding Source: Initially, $200,000 no-interest personal loan. To be paid back from two sources...

- Wholesale Trades... For over 10 years these funds have been set aside for warranty replacement units since the industry would provide the same cash price with or without the trade.
- Equipment Purchases... 2% of the gross will be set aside with each upgrade.

Who Benefits?

All SPC clients...like any insurance fund, by pooling funds from SPC's entire client base, any losses are eliminated.

WARRANTY RELIEF EQUIPMENT BASE

Why is it Needed?

As with credits owed to clients for unused copies, sometimes equipment needs to be replaced or added but there are no funds in the budget. Rather than relying solely on the Warranty Relief Fund, SPC will have an inventory of high-quality, low-meter copiers and printers to use as replacements or additional equipment as needed at a lower cost to the client than a new machine.

Other Concerns:

- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Warranty
- Equipment is damaged by user and not covered under the Warranty

Purpose:

- To replace or add a machine when needed

Who Benefits?

- All SPC clients...by pooling high-quality equipment from past client upgrades, equipment can be replaced with minimal impact on the client

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