



Specialized Purchasing Consultants

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www.spccopypro.com

2014-2015 Annual Report

Year - End Photocopier Analysis

With projected costs for 2015-16

Ronald Ramsey
MSAD 37 - Harrington
1020 Sacarap Road
Harrington, ME 04643



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

October 2015

Skip Tilton
President

Corporate Office:
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Ronald Ramsey
MSAD 37 - Harrington
1020 Sacarap Road
Harrington, ME 04643

Dear Ronald:

VISIT US ON THE WEB:
www.spccopypro.com

Once again, on behalf of our staff here at Specialized Purchasing Consultants, we wish to thank you for your continued confidence in us to provide our services to you and your organization. Our relationship is now 12 years strong, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

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

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

Sincerely,

Skip Tilton
President

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The SPC Team...

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



Skip Tilton, President

Billie Jo Tilton, Vice President

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



Sue Penney

Administration & Finance Manager

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

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

Rachel Guay

Accounting Coordinator

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



Pam Weed

Client-Vendor Relations

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

clients and vendors to ensure smooth transitions or quick resolutions.

Joel Heffernan

Field Representative – Client Relations

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



The SPC Team Continued....



Charles Baca

Operational Support

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

Robert B. Dutil

Director of Information Technology

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



Alex Webster

Operations Manager

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

Equipment Health Status

Total Number of Machines:	55
Total Black Photocopiers	7
Total Color Photocopiers	5
Total Black Network Printers	21
Total Color Network Printers	22
Total Removed from Service:	0
# of Units OFF Warranty:	1
# of Units Approaching End of Warranty:	4
# of Units Overused:	0
# of Units Underused:	0
# of Units Connected to Network with Print and/or Scan	12
Commencement Date:	5/1/2014
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	6/30/2019
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract Signed	Yes

NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Dear Ronald,

There are 4 machines that are owned that are getting up in age plus one machine that is off warranty. I would not try to address them this year. I would definitely let your lease payment go down another payment. Each time you make a payment, you create additional funds for your next upgrade. The goal is to keep your capital cost at the same level or lower.

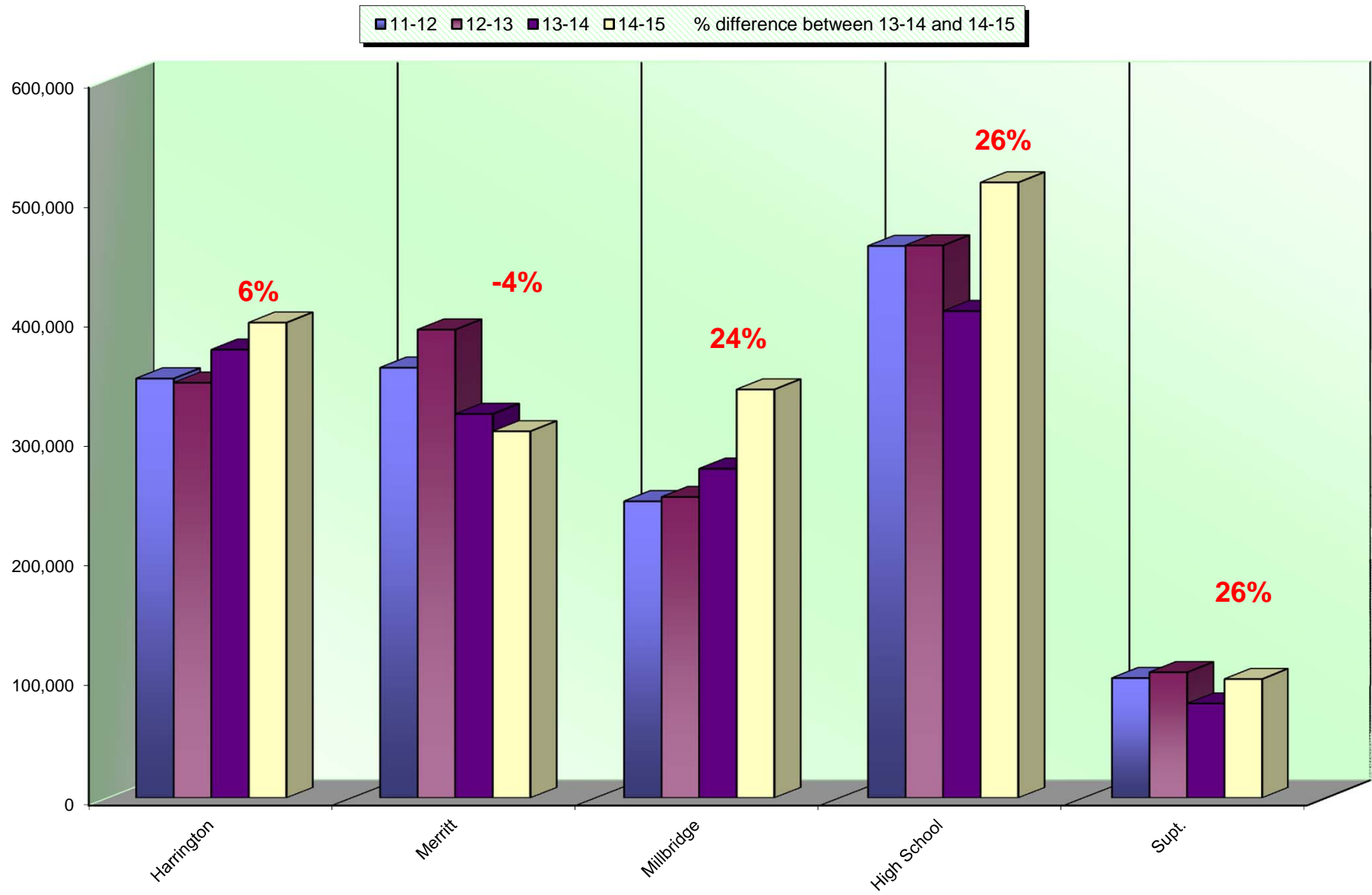
Sincerely, Skip

Aging Equipment Summary

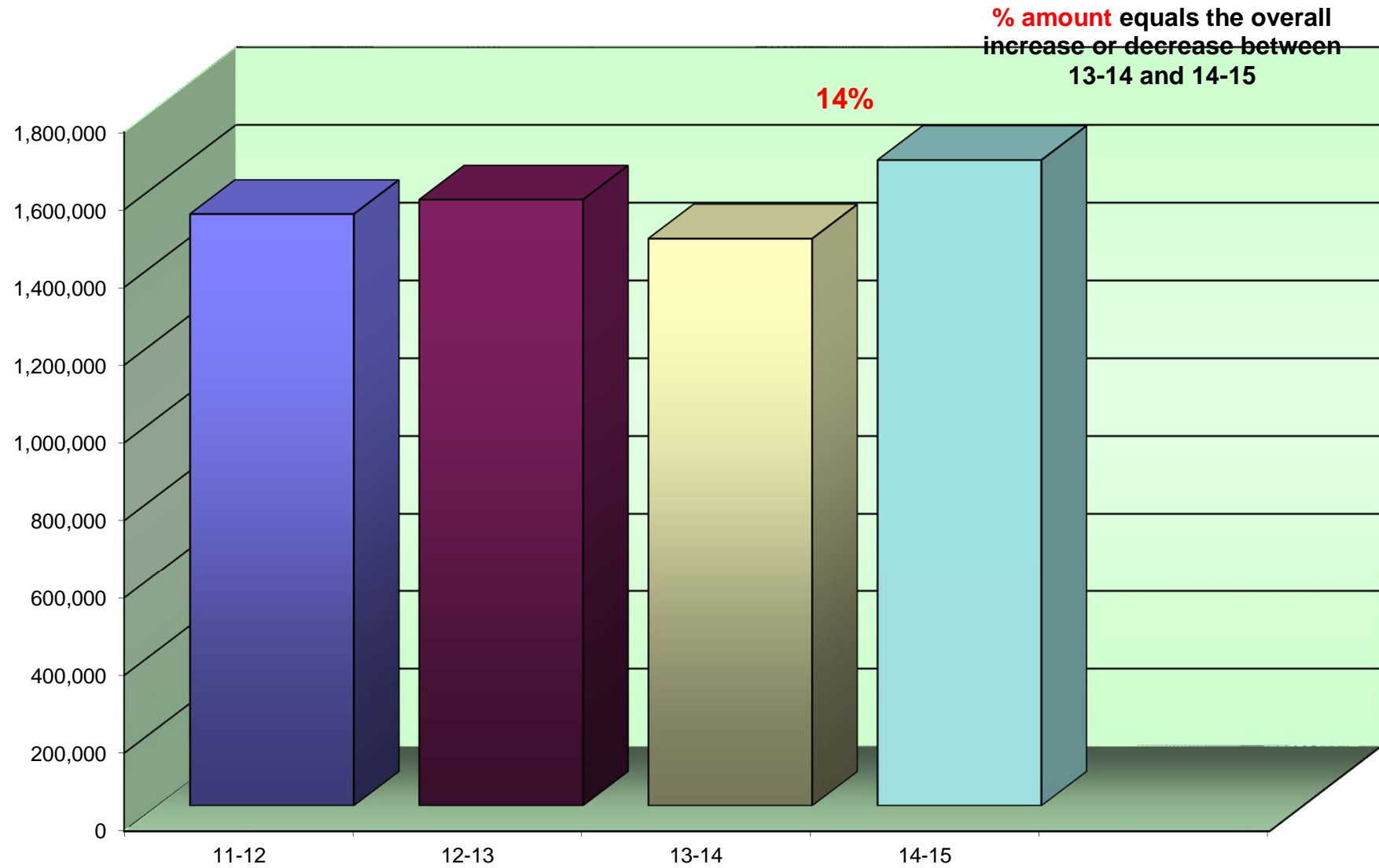
The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the Date of Introduction. Usage, age, and service history need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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Daniel W. Merritt School	Special Education	HP Color Laser Jet CP1025nw	CNBGC51151	AXIS	10/2004
Narraguagus High School	Room 5	HP Color Laser Jet CP3525	CNCCBCD1D2	AXIS	10/2008
SAD 37 District Office	Dawn Fickett	HP LaserJet P4014	CNDX205367	AXIS	05/2008
SAD 37 District Office	Lil Foss	HP Laser Jet P2035	CNB9K15711	AXIS	11/2008
SAD 37 District Office	Sara	HP LaserJet P4014	CNDX169018	AXIS	05/2008

ANNUAL BLACK VOLUME BY BUILDING



ANNUAL BLACK VOLUME BY DISTRICT



Average Student to Copy Usage – Black Only

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

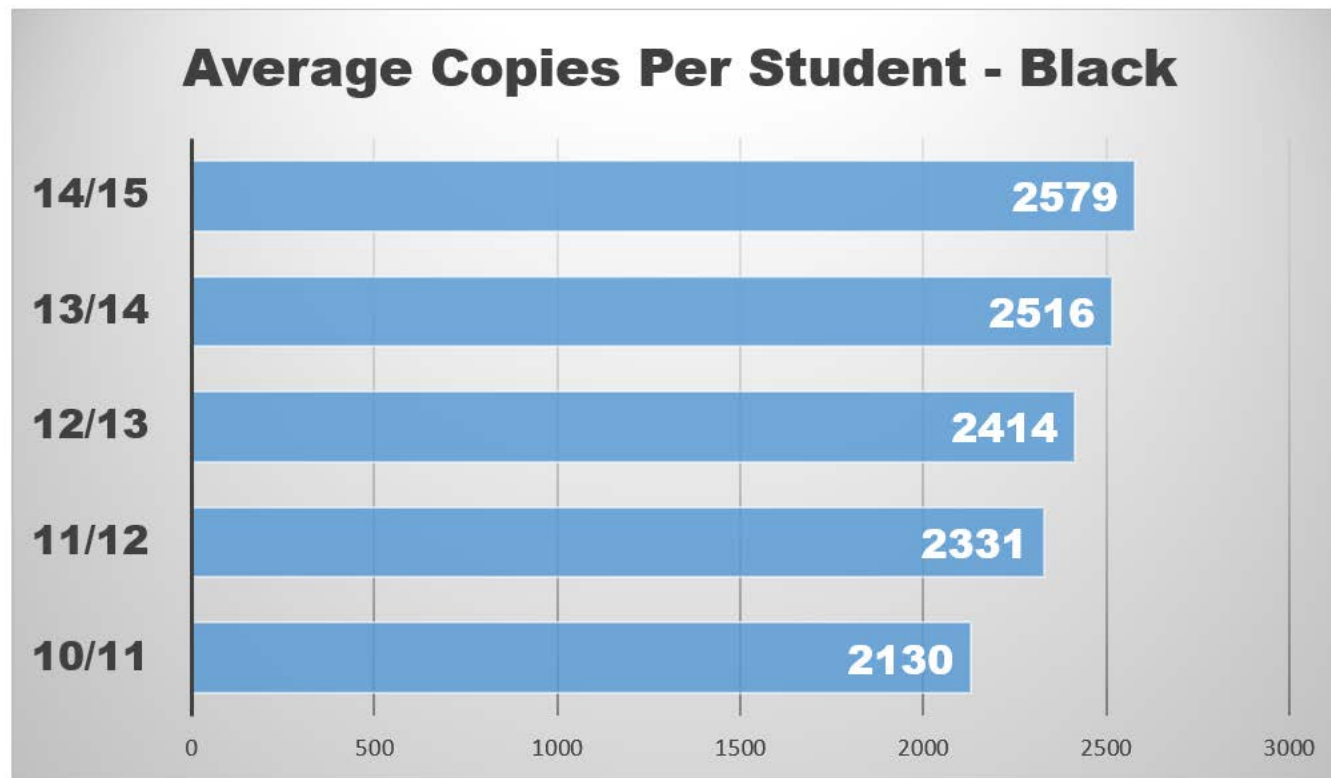
<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Daniel W. Merritt School	151	307,246	\$7,157.21	2,035	\$47.40
Harrington Elementary School	168	397,719	\$9,214.27	2,367	\$54.85
Milbridge Elementary School	125	342,065	\$8,008.62	2,737	\$64.07
Narraguagus High School	192	514,454	\$12,240.81	2,679	\$63.75
SAD 37 District Office	0	100,937	\$2,498.08	0	\$0.00
<i>Totals</i>	636	1,662,421	\$39,118.98	2,614	\$61.51

Cost Comparison – Black Only

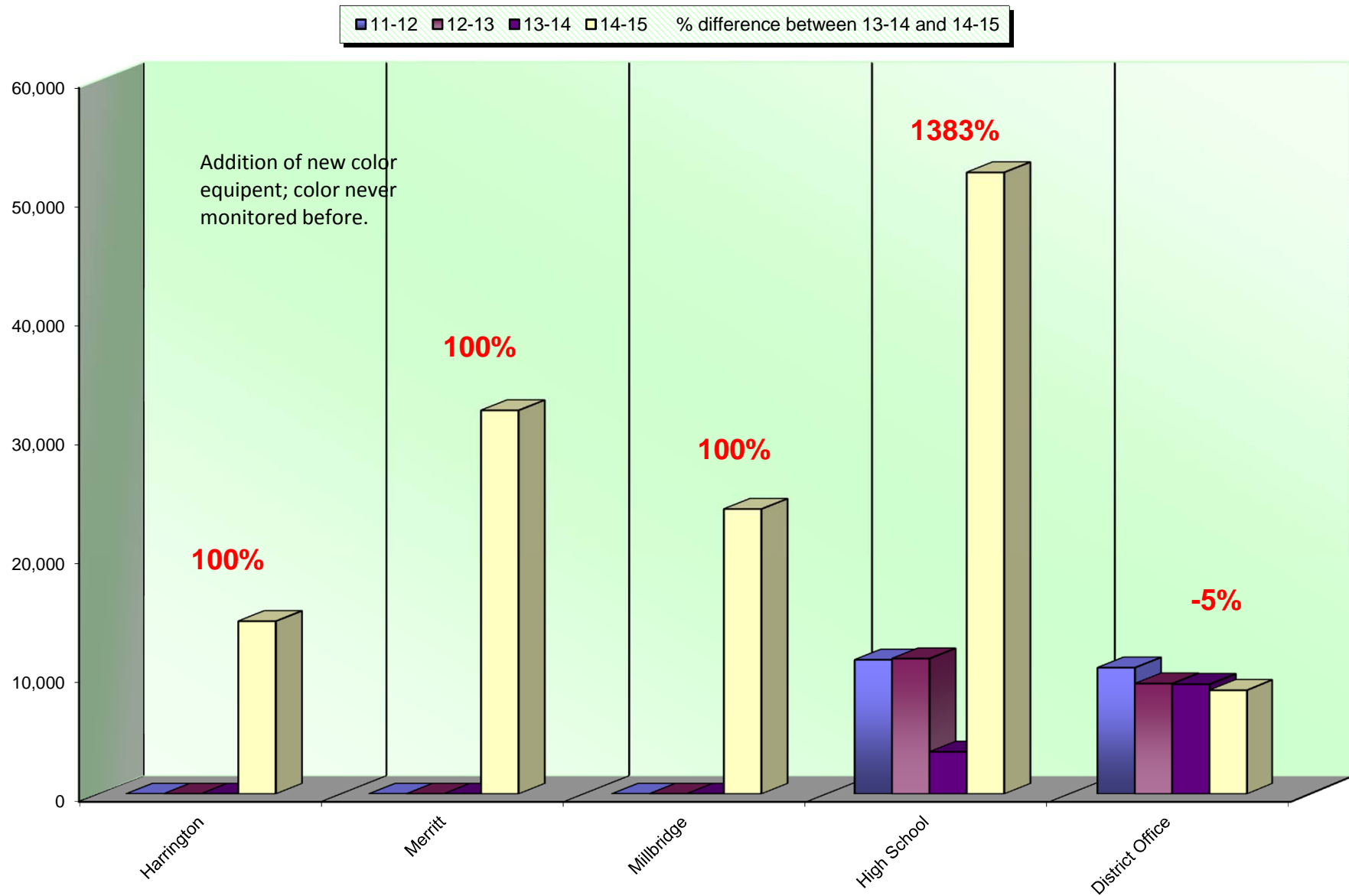
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

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

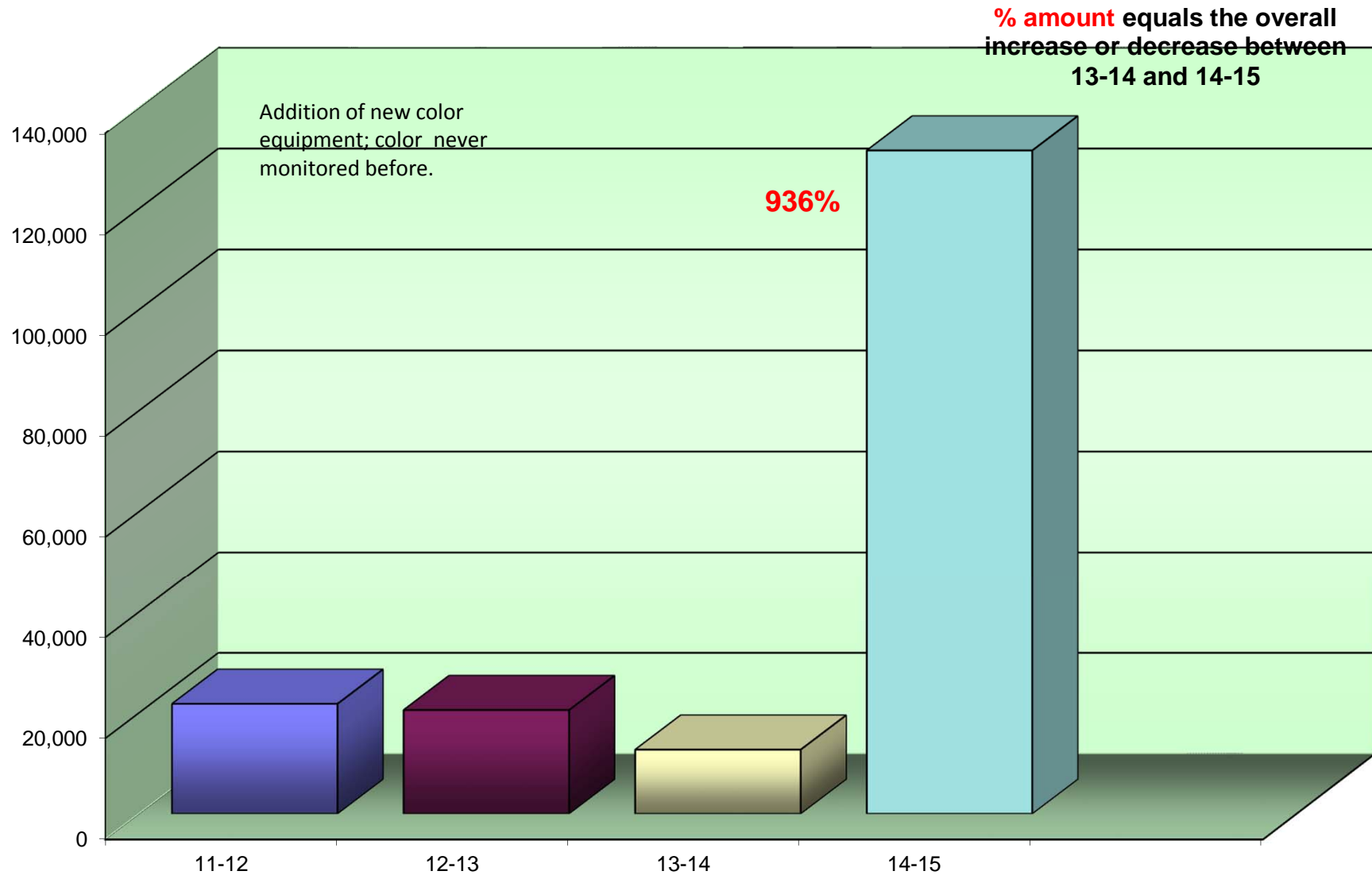
**Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*



ANNUAL COLOR VOLUME BY BUILDING



ANNUAL COLOR VOLUME BY DISTRICT



Average Student to Copy Usage – Color Only

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

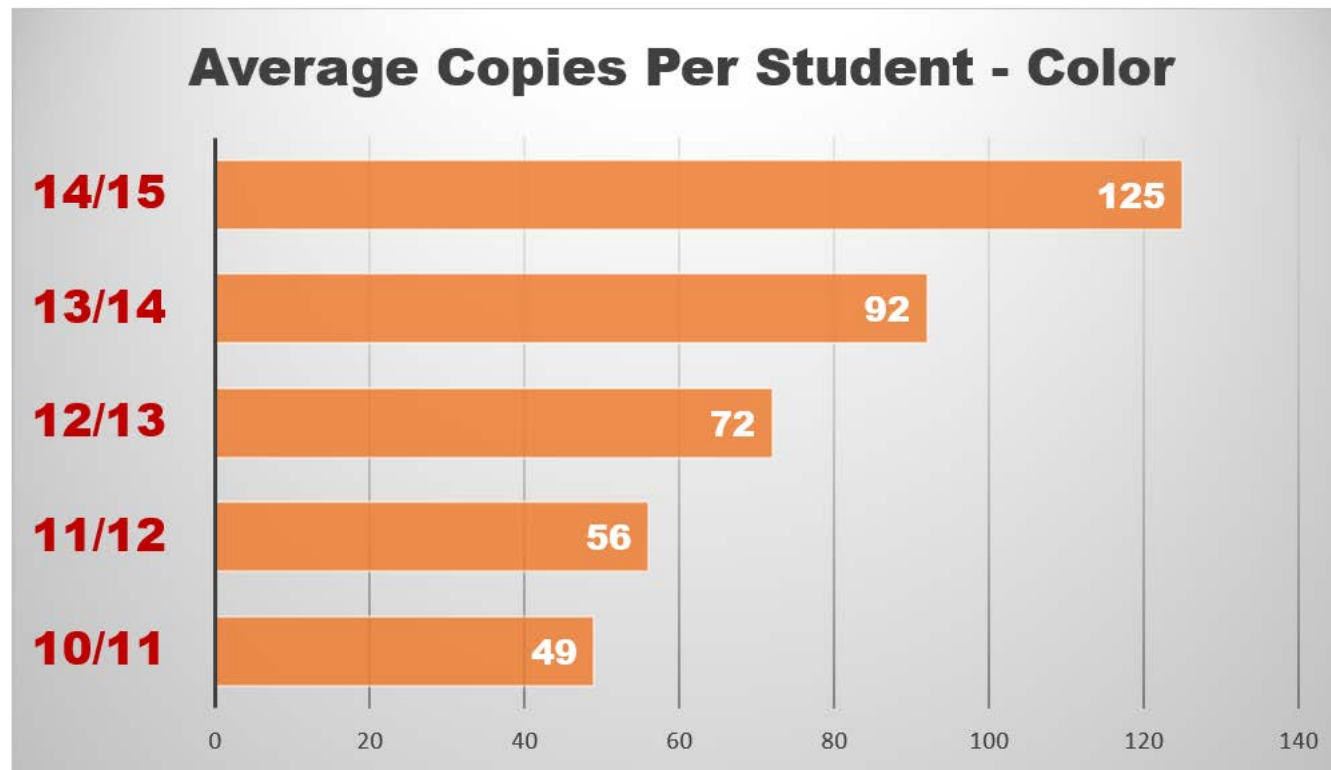
<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Daniel W. Merritt School	151	32,221	\$2,091.73	213	\$13.85
Harrington Elementary School	168	14,451	\$986.97	86	\$5.87
Milbridge Elementary School	125	23,927	\$1,569.55	191	\$12.56
Narraguagus High School	192	52,228	\$3,996.63	272	\$20.82
SAD 37 District Office	0	8,675	\$440.86	0	\$0.00
<i>Totals</i>	636	131,502	\$9,085.74	207	\$14.29

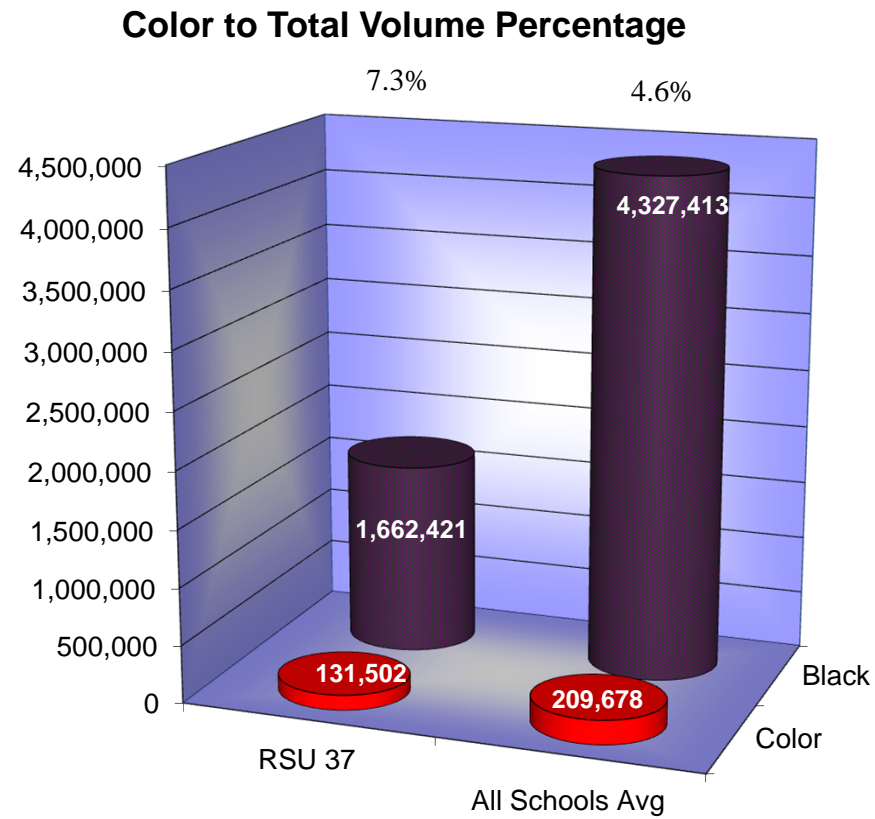
Cost Comparison – Color Only

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

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

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





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				Date of Last Upgrade: 5/1/2014		
Serial Number / Vendor ID						
Life / Intro Date			2014-15			
Connectivity / Printer Exp Date		7/1/2014	6/30/2015	Annual	Cost/Copy	Recommendations
Vendor		Meter	Meter	Volume	Annual Cost	
Daniel W. Merritt School						
Main Office						
Xerox WorkCentre 7855c / 55 PPM		0	120,450	120,450	\$0.003900	None at this time.
MX4349203 /					\$469.76	
3,000,000 / 02/2013		0	21,535	21,535	\$0.04751	
Color Photocopier					\$1,023.13	
Not Connected /						
XEROXCopie						
Middle School Hall						
HP Laser Jet Pro M401DN / 35 PPM		0	5,367	5,367	\$0.008750	None at this time.
PHGFD02602 /					\$46.96	
750,000 / 06/2012		0	0	0	\$0.00000	
Black Network Printer					\$0.00	
Not Connected /						
AXIS						

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Daniel W. Merritt School					
Primary Hall					
HP Color Laser Jet M451dn / 21 PPM CNDF347951 / 500,000 / 02/2012 Color Network Printer Not Connected / AXIS	0 0	8,030 8,395	8,030 8,395	\$0.008750 \$70.26 \$0.10000 \$839.50	None at this time.
Xerox WorkCentre 5875apt / 75 PPM EX9016151 / 4,000,000 / 02/2013 Black Photocopier Not Connected / XEROXCopie	50 0	169,968 0	169,918 0	\$0.003900 \$662.68 \$0.00000 \$0.00	None at this time.
Principal's Office					
HP Color Laser Jet M451dn / 21 PPM CNDF347955 / 500,000 / 02/2012 Color Network Printer Not Connected / AXIS	0 0	1,751 1,926	1,751 1,926	\$0.008750 \$15.32 \$0.10000 \$192.60	None at this time.

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Daniel W. Merritt School					
Special Education					
HP Color Laser Jet CP1025nw / 22 PPM	1,284	2,014	730	\$0.008750	11 years from Intro. Warranty expired!
CNBGC51151 /				\$6.39	
500,000 / 10/2004	2,039	2,404	365	\$0.10000	
Color Network Printer				\$36.50	
Not Connected /					
AXIS					
HP Laser Jet Pro P1606dn / 26 PPM	7,990	8,990	1,000	\$0.008750	None at this time.
VNB3L0344 /				\$8.75	
500,000 / 04/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AXIS					
Subtotals BW			307,246	\$1,280.12	
Subtotals Color			32,221	\$2,091.73	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date				Date of Last Upgrade: 5/1/2014	
Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Harrington Elementary School					
Computer Lab					
HP Color Laser Jet M451dn / 21 PPM	0	1,002	1,002	\$0.008750	None at this time.
CNDF347947 /				\$8.77	
500,000 / 02/2012	0	1,038	1,038	\$0.10000	
Color Network Printer				\$103.80	
Not Connected /					
AXIS					
Conference Room Hall					
Xerox WorkCentre 5875apt / 75 PPM	50	172,531	172,481	\$0.003900	None at this time.
EX9016141 /				\$672.68	
4,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
XEROXCopie					
Hallway					
HP Laser Jet Pro M401DN / 35 PPM	40	5,285	5,245	\$0.008750	None at this time.
PHGFB06358 /				\$45.89	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Not Connected /					
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date				Date of Last Upgrade: 5/1/2014	
Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Harrington Elementary School					
Kindergarten					
HP Color Laser Jet M451dn / 21 PPM	0	1,051	1,051	\$0.008750	None at this time.
CNDF347953 /				\$9.20	
500,000 / 02/2012	0	1,229	1,229	\$0.10000	
Color Network Printer				\$122.90	
Not Connected /					
AXIS					
Main Office					
Xerox WorkCentre 7855c / 55 PPM	50	213,848	213,798	\$0.003900	None at this time.
MX4349093 /				\$833.81	
3,000,000 / 02/2013	13	8,741	8,728	\$0.04751	
Color Photocopier				\$414.67	
Not Connected /					
XEROXCopie					
Principal's Office					
HP Color Laser Jet M451dn / 21 PPM	0	1,097	1,097	\$0.008750	None at this time.
CNDF347948 /				\$9.60	
500,000 / 02/2012	0	2,123	2,123	\$0.10000	
Color Network Printer				\$212.30	
Not Connected /					
AXIS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 5/1/2014</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Harrington Elementary School					
Special Education 1					
HP Laser Jet Pro M401DN / 35 PPM	312	2,007	1,695	\$0.008750	None at this time.
JPGFH02540 /				\$14.83	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Not Connected /					
AXIS					
Special Education 2					
HP Color Laser Jet CP1525nw / 12 PPM	3,138	4,488	1,350	\$0.008750	None at this time.
CNBF233336 /				\$11.81	
150,000 / 11/2010	2,709	4,042	1,333	\$0.10000	
Color Network Printer				\$133.30	
Connected /					
AXIS					
Subtotals BW			397,719	\$1,606.59	
Subtotals Color			14,451	\$986.97	

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Milbridge Elementary School					
Hallway by Grades 5 & 6					
HP Laser Jet Pro M401DN / 35 PPM	464	12,874	12,410	\$0.008750	None at this time.
PHGFD01787 /				\$108.59	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Not Connected /					
AXIS					
Kindergarten					
HP Laser Jet Pro M401DN / 35 PPM	871	9,077	8,206	\$0.008750	None at this time.
PHGFD06074 /				\$71.80	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Not Connected /					
AXIS					
Outside Grades 2 & 3					
HP Color Laser Jet M451dn / 21 PPM	0	2,569	2,569	\$0.008750	None at this time.
CNDF347939 /				\$22.48	
500,000 / 02/2012	0	4,514	4,514	\$0.10000	
Color Network Printer				\$451.40	
Not Connected /					
AXIS					

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Milbridge Elementary School					
Principal's Office					
HP Laser Jet Pro P1606dn / 26 PPM	10,675	11,153	478	\$0.008750	None at this time.
VNB3B95970 /				\$4.18	
500,000 / 04/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AXIS					
Resource Room					
HP Color Laser Jet M451dn / 21 PPM	0	884	884	\$0.008750	None at this time.
CNDF347949 /				\$7.74	
500,000 / 02/2012	0	811	811	\$0.10000	
Color Network Printer				\$81.10	
Not Connected /					
AXIS					
Secretary's Office					
HP Color Laser Jet M451dn / 21 PPM	0	2,555	2,555	\$0.008750	None at this time.
CNDF347945 /				\$22.36	
500,000 / 02/2012	0	2,920	2,920	\$0.10000	
Color Network Printer				\$292.00	
Not Connected /					
AXIS					

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Milbridge Elementary School					
Teachers' Room Left					
Xerox WorkCentre 5875 / 75 PPM	50	151,525	151,475	\$0.003900	None at this time.
EX9016159 /				\$590.75	
4,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
XEROXCopie					
Teachers' Room Right					
Xerox WorkCentre 7855c / 55 PPM	50	163,538	163,488	\$0.003900	None at this time.
MX4349098 /				\$637.60	
3,000,000 / 02/2013	50	15,732	15,682	\$0.04751	
Color Photocopier				\$745.05	
Not Connected /					
XEROXCopie					
Subtotals BW			342,065	\$1,465.50	
Subtotals Color			23,927	\$1,569.55	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 5/1/2014</i>	
	<i>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Narraguagus High School						
Food Services						
HP Color Laser Jet M251nw / 14 PPM	135	399	264	\$0.008750	None at this time.	
CND1H18353 /				\$2.31		
150,000 / 09/2012	2,083	4,164	2,081	\$0.10000		
Color Network Printer				\$208.10		
Connected /						
AXIS						
Guidance Office						
Brother MFC-9970CDW / 30 PPM	8,232	12,668	4,436	\$0.008750	None at this time.	
U62513G3J430278 /				\$38.82		
750,000 / 01/2011	4,202	5,324	1,122	\$0.10000		
Color Network Printer				\$112.20		
Connected /						
AXIS						
Xerox WorkCentre 5855apt / 55 PPM	50	62,465	62,415	\$0.003900	None at this time.	
EX7419349 /				\$243.42		
3,000,000 / 02/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
XEROXCopie						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 5/1/2014</i>	
	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
Narraguagus High School						
Library						
HP Color Laser Jet M451dn / 21 PPM	0	730	730	\$0.008750	None at this time.	
CNDF350286 /				\$6.39		
500,000 / 02/2012	0	3,285	3,285	\$0.10000		
Color Network Printer				\$328.50		
Not Connected /						
AXIS						
Xerox WorkCentre 5855apt / 55 PPM	50	85,825	85,775	\$0.003900	None at this time.	
EX7419278 /				\$334.52		
3,000,000 / 02/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
XEROXCopie						
Main Office						
Xerox WorkCentre 7855c / 55 PPM	50	78,160	78,110	\$0.003900	None at this time.	
MX4349201 /				\$304.63		
3,000,000 / 02/2013	44	23,404	23,360	\$0.04751		
Color Photocopier				\$1,109.83		
Not Connected /						
XEROXCopie						

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Narraguagus High School					
Outside Room 22					
HP Laser Jet Pro M401DN / 35 PPM	0	18,746	18,746	\$0.008750	None at this time.
VNG4J04318 /				\$164.03	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Not Connected /					
AXIS					
Outside Room 24					
HP Laser Jet Pro M401DN / 35 PPM	133	12,178	12,045	\$0.008750	None at this time.
PHGFC17703 /				\$105.39	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Not Connected /					
AXIS					
Outside Room 26					
HP Laser Jet Pro M401DN / 35 PPM	0	23,360	23,360	\$0.008750	None at this time.
PHGFB08012 /				\$204.40	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Not Connected /					
AXIS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 5/1/2014</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Narraguagus High School					
Outside Room 6					
HP Laser Jet Pro M401DN / 35 PPM	0	4,224	4,224	\$0.008750	None at this time.
PHGFC19066 /				\$36.96	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Not Connected /					
AXIS					
Principal's Office					
HP Laser Jet Pro M401DN / 35 PPM	0	627	627	\$0.008750	None at this time.
PHGFD03438 /				\$5.49	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Not Connected /					
AXIS					
Room 1					
HP Laser Jet Pro M401DN / 35 PPM	5,537	8,822	3,285	\$0.008750	None at this time.
VNB3S13913 /				\$28.74	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AXIS					

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Narraguagus High School					
Room 12					
HP Color Laser Jet CP1525nw / 12 PPM	2,116	3,941	1,825	\$0.008750	None at this time.
CNBF330491 /				\$15.97	
150,000 / 11/2010	7,036	9,591	2,555	\$0.10000	
Color Network Printer				\$255.50	
Connected /					
AXIS					
Room 13					
HP Color Laser Jet M451dn / 21 PPM	0	525	525	\$0.008750	None at this time.
CNDF350282 /				\$4.59	
500,000 / 02/2012	0	1,410	1,410	\$0.10000	
Color Network Printer				\$141.00	
Not Connected /					
AXIS					
Room 16					
HP Laser Jet Pro M401DN / 35 PPM	0	50	50	\$0.008750	None at this time.
VNG4823612 /				\$0.44	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Not Connected /					
AXIS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 5/1/2014</i>	
	<i>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Narraguagus High School						
Room 17						
HP Laser Jet Pro M401DN / 35 PPM	0	1,200	1,200	\$0.008750	None at this time.	
PHGFF09332 /				\$10.50		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Not Connected /						
AXIS						
Room 18						
HP Laser Jet Pro M401DN / 35 PPM	0	5,475	5,475	\$0.008750	None at this time.	
PHGFB06227 /				\$47.91		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Not Connected /						
AXIS						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 5/1/2014</i>	
	<i>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Narraguagus High School						
Room 5						
HP Color Laser Jet CP3525 / 30 PPM	3,243	4,162	919	\$0.008750	7 years from Intro.	
CNCCBCD1D2 /				\$8.04		
750,000 / 10/2008	16,540	23,509	6,969	\$0.10000		
Color Network Printer				\$696.90		
Not Connected /						
AXIS						
HP Color Laser Jet M451dn / 21 PPM	0	1,232	1,232	\$0.008750	None at this time.	
CNDF347923 /				\$10.78		
500,000 / 02/2012	0	3,354	3,354	\$0.10000		
Color Network Printer				\$335.40		
Not Connected /						
AXIS						
Room 9						
Brother HL-3170CDW series / 23 PPM	671	1,467	796	\$0.008750	None at this time.	
U63478J3J254938 /				\$6.97		
500,000 / 03/2013	809	3,426	2,617	\$0.10000		
Color Network Printer				\$261.70		
Connected /						
AXIS						

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Narraguagus High School					
Special Education					
HP Color Laser Jet CP1525nw / 12 PPM	1,995	3,455	1,460	\$0.008750	None at this time.
CNBF146498 /				\$12.78	
150,000 / 11/2010	4,881	8,896	4,015	\$0.10000	
Color Network Printer				\$401.50	
Connected /					
AXIS					
Teachers' Room					
Xerox WorkCentre 5875apt / 75 PPM	0	206,955	206,955	\$0.003900	None at this time.
EX9016136 /				\$807.12	
4,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
XEROXCopie					
Unknown					
HP Color Laser Jet M451dn / 21 PPM	2,485	2,485	0	\$0.008750	None at this time.
CN BG200911 /				\$0.00	
500,000 / 02/2012	2,168	3,628	1,460	\$0.10000	
Color Network Printer				\$146.00	
Not Connected /					
AXIS					
Subtotals BW			514,454	\$2,400.19	
Subtotals Color			52,228	\$3,996.63	

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAD 37 District Office					
Dawn Coffin					
HP Laser Jet Pro M401DN / 35 PPM	14	744	730	\$0.008750	None at this time.
JPGFH01847 /				\$6.39	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Not Connected /					
AXIS					
Dawn Fickett					
HP LaserJet P4014 / 45 PPM	121,101	135,981	14,880	\$0.008750	7 years from Intro.
CNDX205367 /				\$130.20	
1,000,000 / 05/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AXIS					
File Room					
Xerox WorkCentre 7855c / 55 PPM	50	35,963	35,913	\$0.003900	None at this time.
MX4349200 /				\$140.06	
3,000,000 / 02/2013	19	8,147	8,128	\$0.04751	
Color Photocopier				\$386.16	
Not Connected /					
XEROXCopie					

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2014-15		
Connectivity / Printer Exp Date	7/1/2014	6/30/2015	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
SAD 37 District Office					
Lil Foss					
HP Laser Jet P2035 / 30 PPM	7,676	8,840	1,164	\$0.008750	7 years from Intro.
CNB9K15711 /				\$10.19	
750,000 / 11/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AXIS					
Ron Ramsey					
HP Laser Jet Pro M401DN / 35 PPM	2,193	3,657	1,464	\$0.008750	None at this time.
PHGFF01460 /				\$12.81	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Not Connected /					
AXIS					
Sara					
HP LaserJet P4014 / 45 PPM	36,286	46,506	10,220	\$0.008750	7 years from Intro.
CNDX169018 /				\$89.43	
1,000,000 / 05/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AXIS					

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAD 37 District Office					
Special Education					
Xerox WorkCentre 5855apt / 55 PPM	31	29,246	29,215	\$0.003900	None at this time.
EX7419051 /				\$113.94	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
XEROXCopie					
Susan					
HP Color Laser Jet M451dn / 21 PPM	0	194	194	\$0.008750	None at this time.
CNDF347937 /				\$1.70	
500,000 / 02/2012	0	201	201	\$0.10000	
Color Network Printer				\$20.10	
Not Connected /					
AXIS					
Tammy					
HP Color Laser Jet M451dn / 21 PPM	0	7,157	7,157	\$0.008750	None at this time.
CNDF347950 /				\$62.62	
500,000 / 02/2012	0	346	346	\$0.10000	
Color Network Printer				\$34.60	
Not Connected /					
AXIS					
Subtotals BW			100,937	\$567.33	
Subtotals Color			8,675	\$440.86	

<i>District Wide Black Totals</i>	<i>1,662,421</i>	<i>\$7,319.72</i>
<i>District Wide Color Totals</i>	<i>131,502</i>	<i>\$9,085.74</i>

SPC Service & Supply Cost Savings

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 3/26/2003 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2014-15 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
1,662,421	\$0.01108	\$18,419.62

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
1,662,421	\$0.00440	\$7,314.65	\$11,104.97	\$55,524.86

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$11,104.97 x 12 years as a Client
= \$133,259.67 Cost Savings!*

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Daniel W. Merritt School	307,246	\$1,280.12	\$1,524.55	\$4,352.53	\$7,157.21
Harrington Elementary School	397,719	\$1,606.59	\$1,973.48	\$5,634.20	\$9,214.27
Milbridge Elementary School	342,065	\$1,465.50	\$1,697.33	\$4,845.79	\$8,008.62
Narraguagus High School	514,454	\$2,400.19	\$2,552.72	\$7,287.90	\$12,240.81
SAD 37 District Office	100,937	\$567.33	\$500.85	\$1,429.90	\$2,498.08
Total	1,662,421	\$7,319.72	\$8,248.93	\$23,550.33	\$39,118.98

SPC Equipment Bids:

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

Projected Equipment Costs by Building - Color

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Current paper case costs and current annual lease payment are NOT figured in to this table, as they are covered in the Black prints report.

Building	Projected Color Volume	Service & Supply Cost
Daniel W. Merritt School	32,221	\$2,091.73
Harrington Elementary School	14,451	\$986.97
Milbridge Elementary School	23,927	\$1,569.55
Narraguagus High School	52,228	\$3,996.63
SAD 37 District Office	8,675	\$440.86
<i>Total</i>	131,502	\$9,085.74

Service & Supply Usage Profile by Vendor - Black

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

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
Axis Business Solutions	Black Network Printer	131,871	\$0.00875	\$1,153.87	\$0.00875	\$1,153.87
Axis Business Solutions	Color Network Printer	40,557	\$0.00875	\$354.87	\$0.00875	\$354.87
Xerox Copier Division	Black Photocopier	878,234	\$0.00390	\$3,425.11	\$0.00390	\$3,425.11
Xerox Copier Division	Color Photocopier	611,759	\$0.00390	\$2,385.86	\$0.00390	\$2,385.86
Total		1,662,421	\$0.00440	\$7,319.72	\$0.00440	\$7,319.72

Service & Supply Usage Profile by Vendor - Color

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

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
Axis Business Solutions	Color Network Printer	54,069	\$0.10000	\$5,406.90	\$0.10000	\$5,406.90
Xerox Copier Division	Color Photocopier	77,433	\$0.04751	\$3,678.84	\$0.04751	\$3,678.84
Total		131,502	\$0.06909	\$9,085.74	\$0.06909	\$9,085.74

Reprographic Equipment Assessment

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

Total Number of Units	55
Total Number of Units on Lease	40
Total Number of Units Owned	15
Lease Company	Northway Bank
Lease Start Date	5/1/2014
Lease End Date	8/1/2018
Term	5 Annual
Annual Payment usually due on 8/1	\$23,550.33
Remaining Payments	3

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

Leased Equipment

Building	Make/Model	Serial Number
Daniel W. Merritt School	Xerox WorkCentre 7855c	MX4349203
Daniel W. Merritt School	Xerox WorkCentre 5875apt	EX9016151
Daniel W. Merritt School	HP Laser Jet Pro M401DN	PHGFD02602
Daniel W. Merritt School	HP Color Laser Jet M451dn	CNDF347955
Daniel W. Merritt School	HP Color Laser Jet M451dn	CNDF347951
Harrington Elementary School	Xerox WorkCentre 7855c	MX4349093
Harrington Elementary School	HP Color Laser Jet M451dn	CNDF347948
Harrington Elementary School	HP Color Laser Jet M451dn	CNDF347953
Harrington Elementary School	HP Laser Jet Pro M401DN	PHGFB06358
Harrington Elementary School	Xerox WorkCentre 5875apt	EX9016141
Harrington Elementary School	HP Color Laser Jet M451dn	CNDF347947
Harrington Elementary School	HP Laser Jet Pro M401DN	JPGFH02540
Milbridge Elementary School	Xerox WorkCentre 7855c	MX4349098
Milbridge Elementary School	HP Laser Jet Pro M401DN	PHGFD01787
Milbridge Elementary School	HP Laser Jet Pro M401DN	PHGFD06074
Milbridge Elementary School	HP Color Laser Jet M451dn	CNDF347939
Milbridge Elementary School	HP Color Laser Jet M451dn	CNDF347949
Milbridge Elementary School	HP Color Laser Jet M451dn	CNDF347945
Milbridge Elementary School	Xerox WorkCentre 5875	EX9016159
Narraguagus High School	HP Color Laser Jet M451dn	CNDF350286
Narraguagus High School	HP Laser Jet Pro M401DN	PHGFB06227
Narraguagus High School	HP Laser Jet Pro M401DN	PHGFF09332
Narraguagus High School	Xerox WorkCentre 5855apt	EX7419278
Narraguagus High School	HP Color Laser Jet M451dn	CNDF350282

Building	Make/Model	Serial Number
Narraguagus High School	Xerox WorkCentre 5855apt	EX7419349
Narraguagus High School	HP Laser Jet Pro M401DN	VNG4823612
Narraguagus High School	Xerox WorkCentre 5875apt	EX9016136
Narraguagus High School	HP Laser Jet Pro M401DN	PHGFD03438
Narraguagus High School	HP Laser Jet Pro M401DN	PHGFC19066
Narraguagus High School	HP Laser Jet Pro M401DN	PHGFB08012
Narraguagus High School	HP Laser Jet Pro M401DN	PHGFC17703
Narraguagus High School	HP Laser Jet Pro M401DN	VNG4J04318
Narraguagus High School	Xerox WorkCentre 7855c	MX4349201
Narraguagus High School	HP Color Laser Jet M451dn	CNDF347923
SAD 37 District Office	HP Laser Jet Pro M401DN	JPGFH01847
SAD 37 District Office	Xerox WorkCentre 7855c	MX4349200
SAD 37 District Office	HP Laser Jet Pro M401DN	PHGFF01460
SAD 37 District Office	Xerox WorkCentre 5855apt	EX7419051
SAD 37 District Office	HP Color Laser Jet M451dn	CNDF347937
SAD 37 District Office	HP Color Laser Jet M451dn	CNDF347950

Owned Equipment

Building	Make/Model	Serial Number
Daniel W. Merritt School	HP Color Laser Jet CP1025nw	CNBGC51151
Daniel W. Merritt School	HP Laser Jet Pro P1606dn	VNB3L0344
Harrington Elementary School	HP Color Laser Jet CP1525nw	CNBF233336
Milbridge Elementary School	HP Laser Jet Pro P1606dn	VNB3B95970
Narraguagus High School	Brother MFC-9970CDW	U62513G3J430278
Narraguagus High School	HP Color Laser Jet M251nw	CND1H18353
Narraguagus High School	HP Color Laser Jet CP1525nw	CNBF146498
Narraguagus High School	Brother HL-3170CDW series	U63478J3J254938
Narraguagus High School	HP Color Laser Jet CP3525	CNCCBCD1D2
Narraguagus High School	HP Color Laser Jet M451dn	CNBG200911
Narraguagus High School	HP Color Laser Jet CP1525nw	CNBF330491
Narraguagus High School	HP Laser Jet Pro M401DN	VNB3S13913
SAD 37 District Office	HP LaserJet P4014	CNDX169018
SAD 37 District Office	HP Laser Jet P2035	CNB9K15711
SAD 37 District Office	HP LaserJet P4014	CNDX205367



SERVICE AND SUPPLY CONTRACT - CLIENT

Specialized Purchasing Consultants ("SPC") hereby contracts with _____ ("Client") to provide comprehensive services, supplies, and maintenance to equipment described on Schedule A ("Equipment") using the Contracted Vendor shown below at a cost per print shown on said Schedule A, commencing on _____ and terminating on June 30, _____. This Service and Supply Contract ("Contract") shall exclude only the cost of paper, transparencies, and staples. Refer to Schedule A for Additional Provisions, if any.

SPC assumes responsibility for all billing and vendor payment. SPC shall invoice Client one-half of the annual projected number of pages multiplied by the cost per print listed on Schedule A. This semi-annual billing will take place July 1 and January 1. Actual meter reads will be collected by SPC either electronically or from Client staff during the month of June. A final Reconciliation spreadsheet and invoice will then be completed and sent to client. Upon payment of each billing invoice during the year, SPC will reimburse Contracted Vendor appropriately. Client is responsible for making payment in full within 30 days of said invoicing to avoid suspension of supplies by Contracted Vendor.

On July 1 of each calendar year during the afore-mentioned term, SPC shall credit Client any unused prepaid pages to Client if fewer copies were made by Client during the Contract period ending on or before June 30 annually than were originally estimated under this Contract for such period. If more pages were consumed than billed in the combined semi-annual billing, an overage invoice will be generated. Following semi-annual billing will be based on previous year volume.

On July 1 of each calendar year during the term of this Contract, SPC, at its option, may increase such costs per print under this Service and Supply Contract by 5% or by a percentage equal to the increase during the immediately preceding 12-month period of "The Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average for All Items, 1982-84 = 100," whichever is less.

Client may terminate Contract at any time with a 30-day written notice. Client will be required to provide final meter reads on all Equipment listed on Schedule A, including those added during the Contract term. Any credits owed to Client after reconciling actual usage versus projected will be paid to Client. Client must return any unused consumables to Contracted Vendor.

AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date: _____

Signature: _____

Named Contracted Vendor: Vendor

WARRANTY

Vendor ("Contracted Vendor") hereby warrants to _____ ("Client") that, if any such Equipment described on Schedule B attached hereto malfunctions through no fault of Client during the term commencing on _____ and terminating on June 30, _____, and such Equipment cannot be repaired promptly, Contracted Vendor, *through Specialized Purchasing Consultants*, will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Client. Refer to Schedule B for Additional Provisions to this Warranty.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the Warranty Life of such item of Equipment in number of copies, as shown on Schedule B attached hereto, is exceeded;
2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule B attached hereto.

**AGREED AND ACCEPTED BY:
Vendor**

By: John Cox

Title: Market Vice President

Date:

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By:

Title:

Date:

Signature: _____

StarDoc User Names

Name	User Name
Betty Thumpson	ethompson@msad37.org
Dawn Fickett	dfickett@msad37.org
Dawn Stubb	dstubbs@msad37.org
Helen Ray	hray
Lil Foss	lfoss@msad37.org
Lorna Greene	lgreene@msad37.org
Lucille Willey	lwilley
Maria White	mwhite@msad37.org
Ron Smith	rsmith@msad37.org
Ronald Ramsey	rramsay@msad37.org
Roxanne Strout	rstrout@msad37.org
Susan Meserve	smeserve@msad37.org

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

**2012****STARDOC created**

- Live Floor Plans - Allows IT administrators to move devices around on their own floor plans.

2013**Daily Tracking**

- Meters gathered daily to track usage
- Daily adjusts projected annual volumes for fiscal year

2014**Monthly Audits**

- Allows user to see monthly snapshot of current usage and estimated projections

2015**New Mapping Options & Asset Management**

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



New Feature: IT Asset Management

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

IT Asset Management

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

Filters

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

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

Search

Page 1 of 1 Records 1 to 36 of 36 Groups per page 50

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



New Feature: IT Asset Management

Building: Bass Elementary
Floor/Wing: 1
There are 10 devices on this map
5 Device Type(s) Selected Show: Proposed

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

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

Management URL: 192.168.1.2:28604
Hostname: HALL4
Domain: Primary
Date Purchased: 2015-03-31
Warranty Expiration: 2016-03-30
Notes: Another custom note

Instructions
To view the device information click on a device icon.
To move a device to a new location click and drag an icon from its current location to a new location
When you drop the device at its new location a window will be displayed to enter the new room number or name. Click the OK button to confirm the room change. Click the cancel button to return the device to its original location.

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Legend:

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

☐ Enable Row Hover

Search:

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

Showing 1 to 10 of 10 entries

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

[Edit Other Devices](#)



Benefits of partnering with SPC

Top Benefits to **our CLIENTS**:

1. Cooperative Buying

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

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

2. Exclusive **STAR Doc Software**

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

3. Simplified Billing Program

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

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

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

Based on current actual volumes and CPCs, SPC has generated

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

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



SPC Values Our Vendors

Overall Benefits to our VENDORS

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

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