



Specialized Purchasing Consultants

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www.spccopypro.com

2015-2016 Annual Report

Year - End Photocopier Analysis

With projected costs for 2016-17

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



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

September 2016

Skip Tilton
President

Corporate Office:
PO Box 190
Gorham, NH 03581
(800) 750-1538
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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

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is **now 13 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

The following Annual Report provides an overview of last year's reprographic equipment usage and status. Recommendations are included based on usage and remaining life expectancy to address potential problem areas. This will help to avoid needless down time and improve equipment reliability.

Every year we strive to improve or enhance our services to save our clients time, money, and effort. For the past number of years, numerous new features have been implemented to benefit our clients such as Simplified Billing, FMAudit automated meter reading, STARDoc and IT Asset Management. We hope you have found these services to be beneficial and time-saving. We are very pleased to offer these services at no additional charge.

During our meeting with you to review this report, we would like to take some time to review our current services and discuss how these are being utilized in your district. We also welcome suggestions for improvement to enhance your experience with SPC.

Again, we appreciate the opportunity to continue to provide you with the best possible pricing, service, and equipment. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton
President

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The SPC Team...

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



Skip Tilton, President

Billie Jo Tilton, Vice President

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



Sue Penney

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Alex Webster

Director of Customer Relations

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



Robert B. Dutil

Director of Information Technology

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

Rachel Guay

Accounting Coordinator

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



The SPC Team Continued....



Pamela Weed

Client-Vendor Relations

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

clients and vendors to ensure smooth transitions or quick resolutions.

Joel Heffernan

Field Representative – Client Relations

As Field Representative for SPC, I reach out to the customer to offer help as needed in and during the installation of equipment change over and in assisting in each event. Also, I bring to this company over forty years in the Copier/Printer

industry. It is my goal to assure our clients a pleasant experience in using SPC's services.



Equipment Health Status

Total Number of Machines:	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:	4
Commencement Date:	5/1/2014
# of Annual Payments Left on Lease	2
All Warranties and Service Contracts Expire:	6/30/2019
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract Signed	Yes

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

Dear Ronald,

It has been two years since your last upgrade and you will benefit from an onsite visit and an upgrade since costs have come down over the years. In order to stay ahead of the end of contract, that upgrade could take place around spring of 2017 . At that time you could address the 4 machines approaching the end of their warranty as well as the 1 machine already off warranty. I am confident that there are other needs that an onsite visit we will be able to address. It is always good to stay ahead of the reliability curve.

It is important to not ignore machines that are being overused or underused. In your case, we have 0 machines being overused and 4 that are being underused. One of our responsibilities as a consultant firm is to make sure you maximize your capital investment as well as minimize the cost of operation on your service contracts.

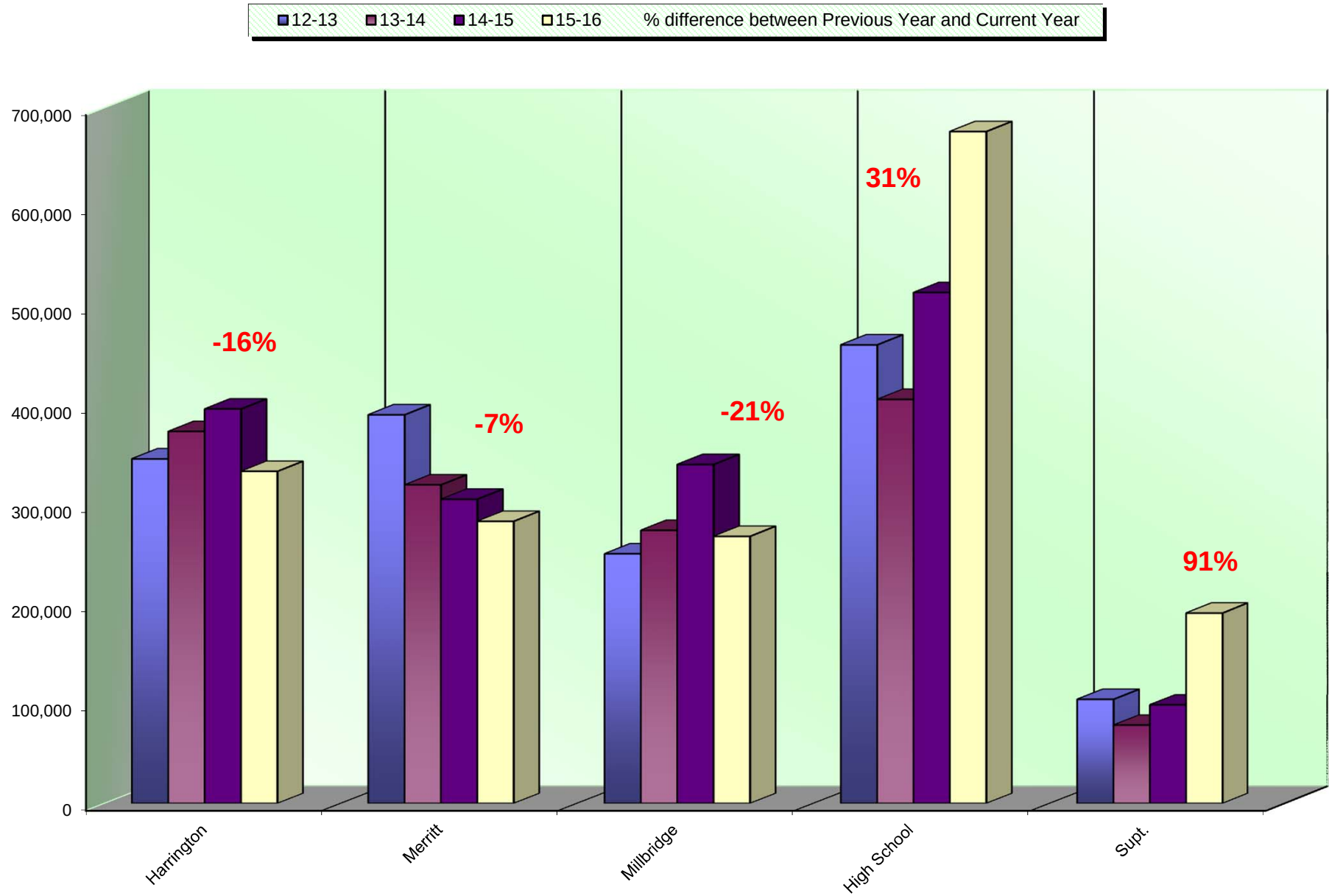
Sincerely, Skip

Aging Equipment Summary

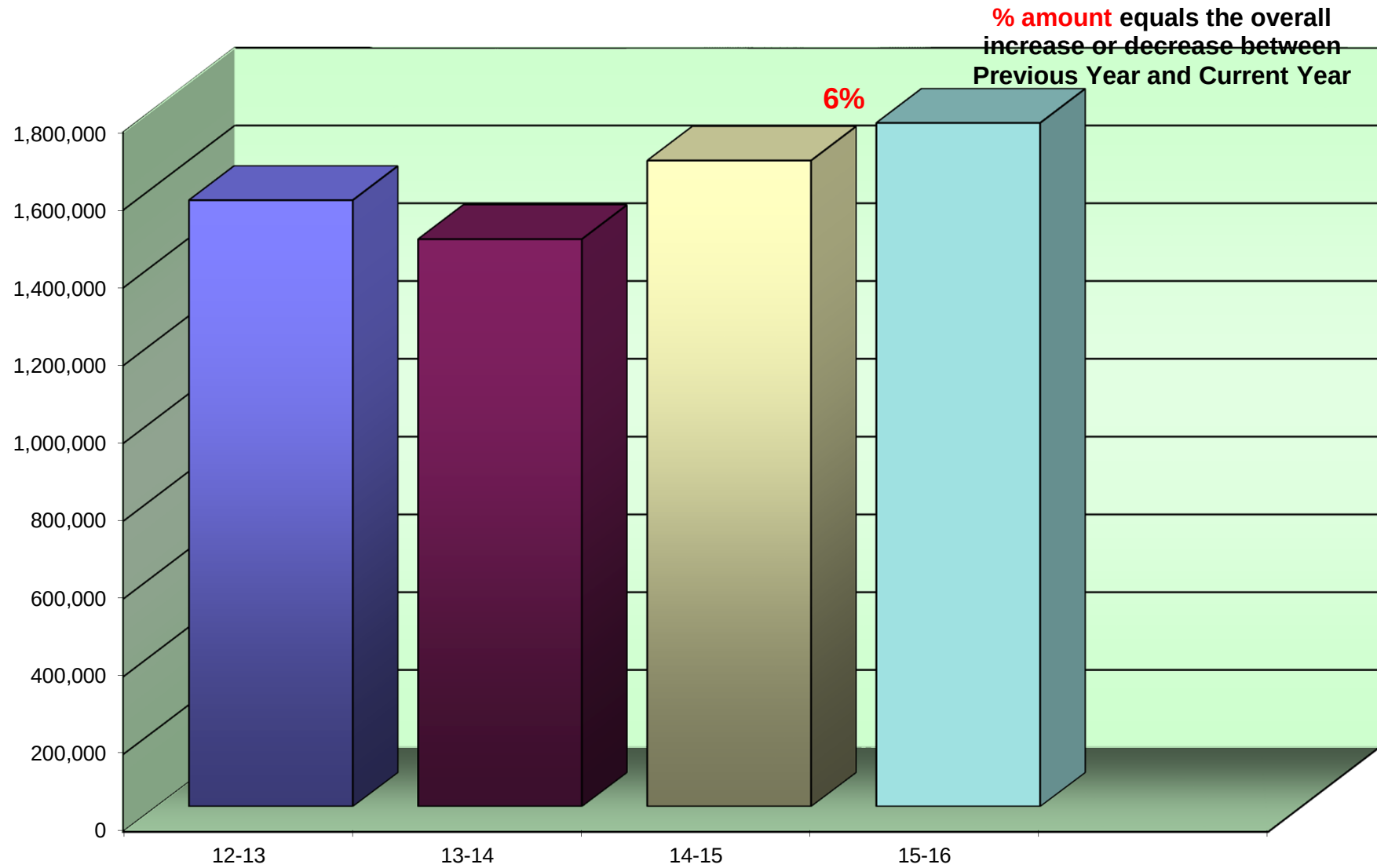
The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the Date of Introduction. Usage, age, and service history need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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
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	108	285,085	\$6,427.12	2,640	\$59.51
Harrington Elementary School	134	335,191	\$7,549.44	2,501	\$56.34
Milbridge Elementary School	113	270,025	\$6,108.55	2,390	\$54.06
Narraguagus High School	279	675,857	\$15,420.93	2,422	\$55.27
SAD 37 District Office	0	193,117	\$4,563.25	0	\$0.00
<i>Totals</i>	634	1,759,275	\$40,069.29	2,775	\$63.20

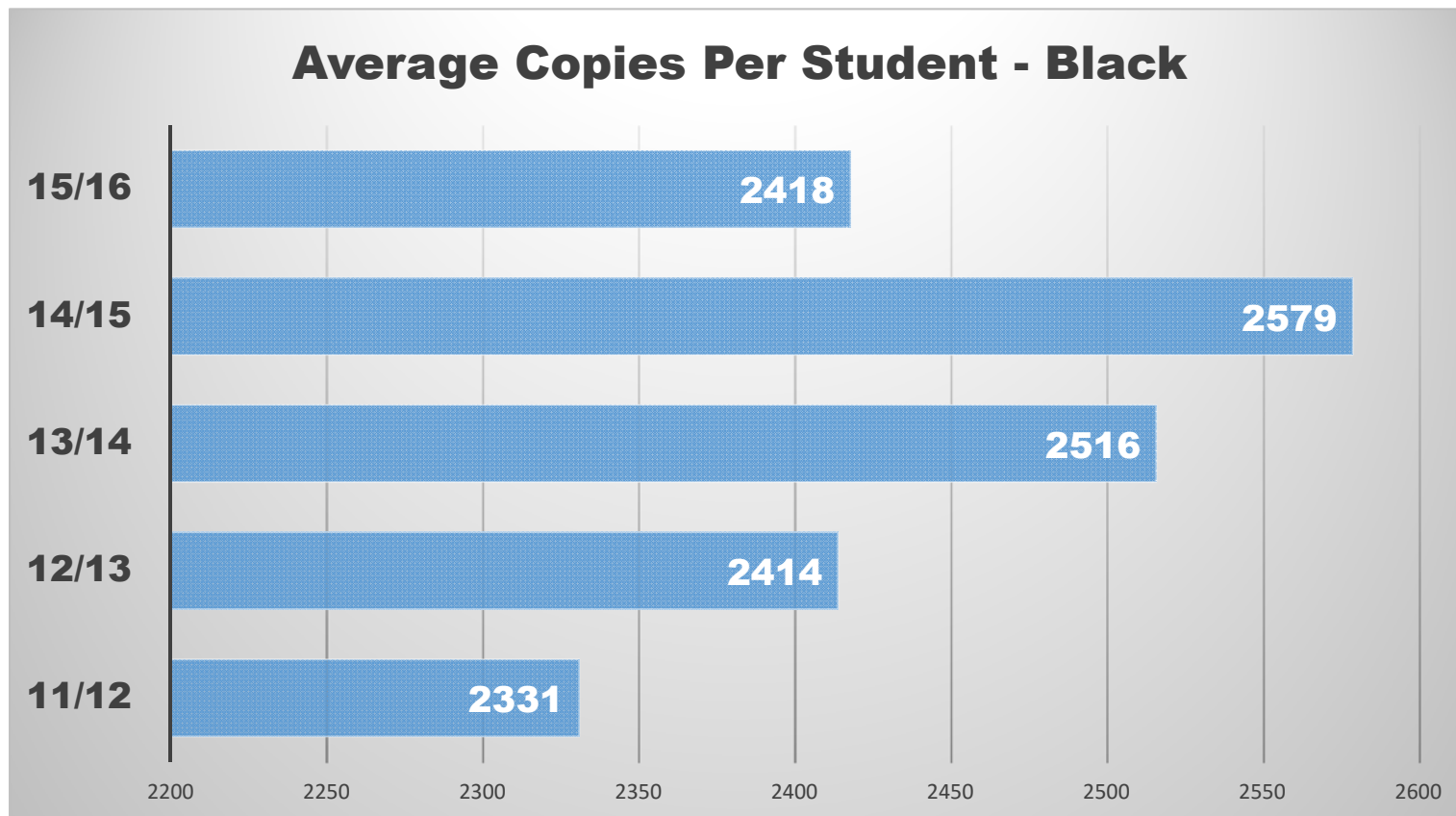
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black

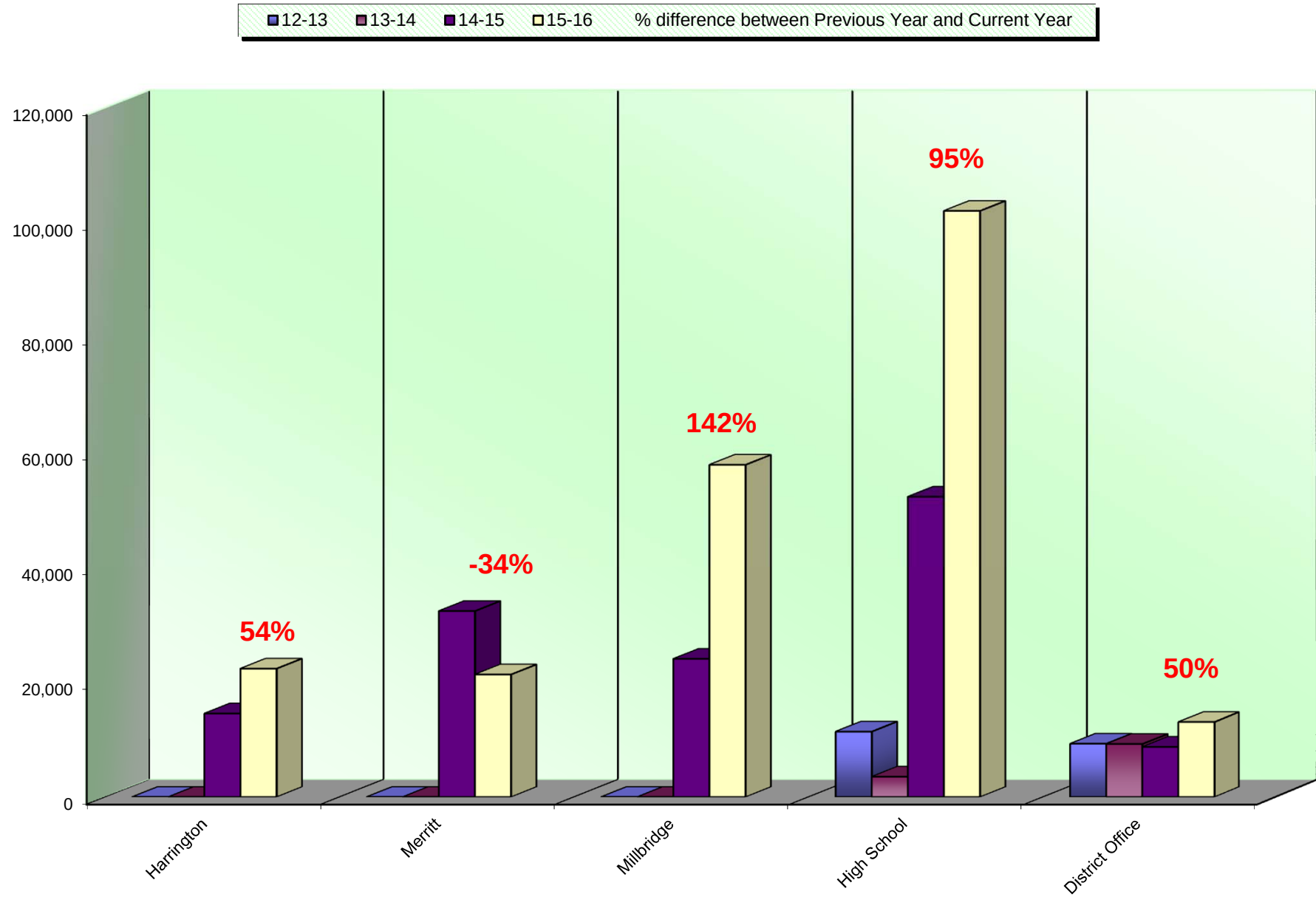
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	108,464	262,254,700	\$4,909,783	2,418	\$45.27

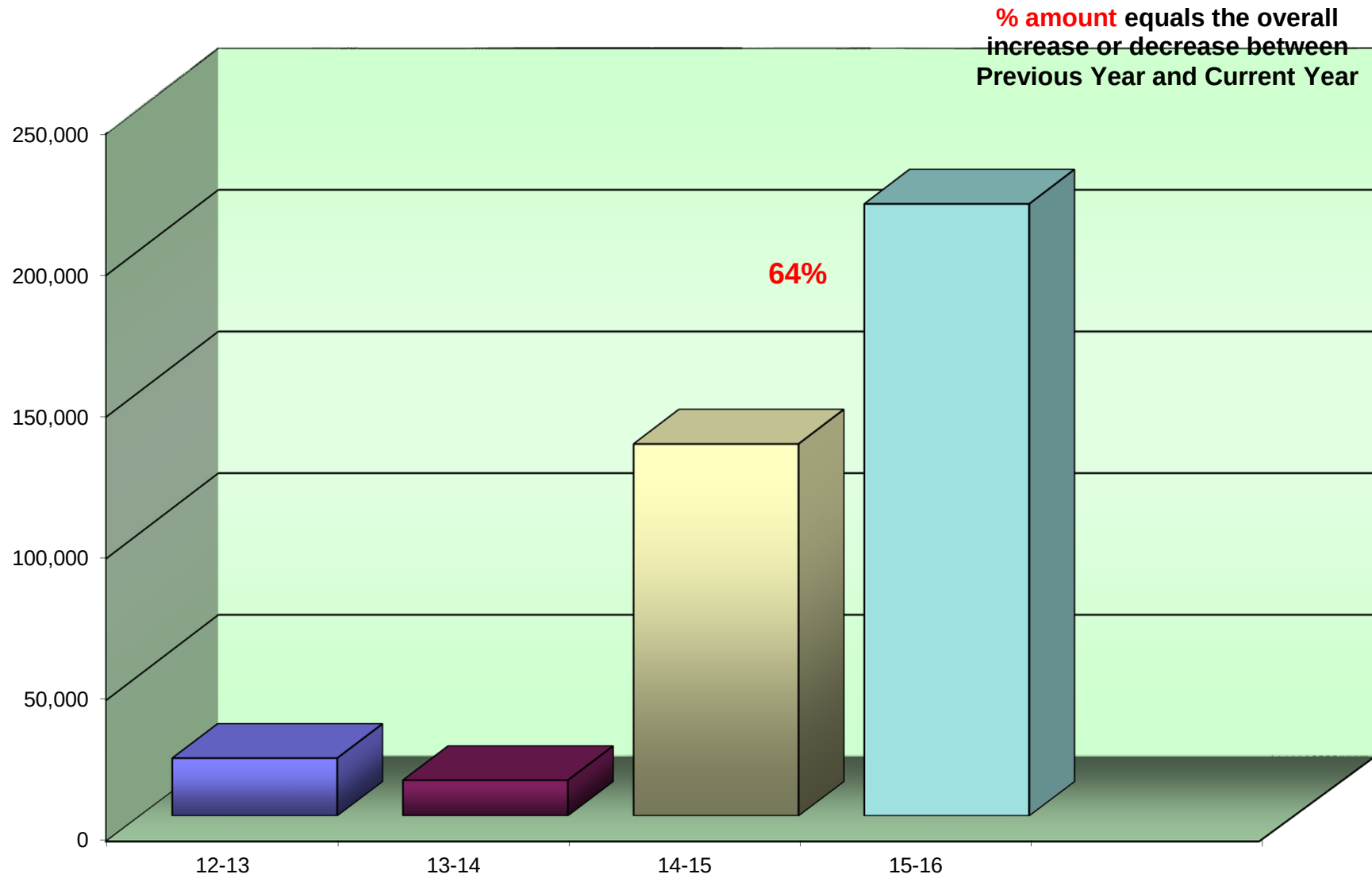
**Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*



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	108	21,217	\$1,763.68	196	\$16.33
Harrington Elementary School	134	22,233	\$1,424.51	166	\$10.63
Milbridge Elementary School	113	57,789	\$3,231.30	511	\$28.60
Narraguagus High School	279	101,996	\$6,287.47	366	\$22.54
SAD 37 District Office	0	12,984	\$749.80	0	\$0.00
<i>Totals</i>	634	216,219	\$13,456.76	341	\$21.23

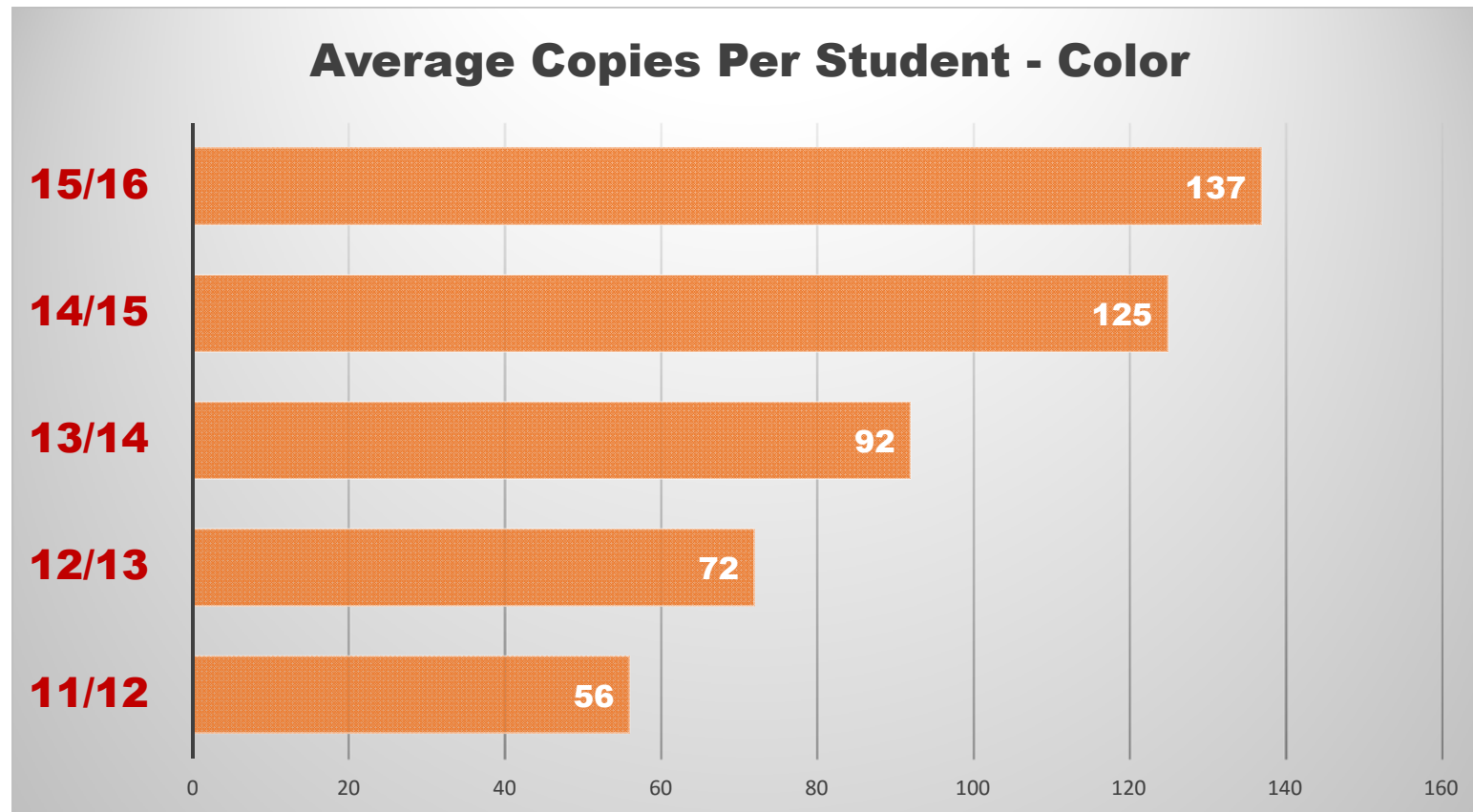
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Color

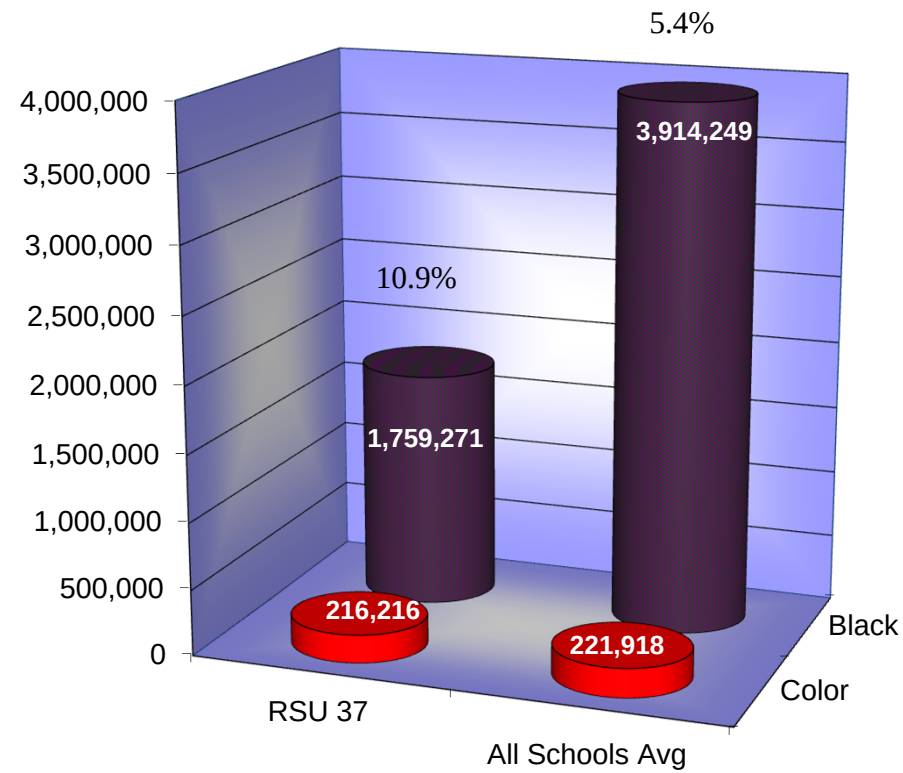
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	108,464	14,868,490	\$787,820	137	\$7.25

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



Color to Total Volume Percentage



Usage Profile for Service & Supplies

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

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 5/1/2014</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
DANIEL W. MERRITT SCHOOL					
Main Office					
Xerox WorkCentre 7855c / 55 PPM MX4349203 / 3,000,000 / 02/2013 Color Photocopier	120,450	281,648	161,198	\$0.003900 \$628.67	None at this time.
	21,535	28,689	7,154	\$0.04751 \$339.89	
XEROXCopie					
Middle School Wing Hallway					
HP Color Laser Jet M451dn / 21 PPM CNDF347951 / 500,000 / 02/2012 Color Network Printer	8,030	11,799	3,769	\$0.008750 \$32.98	None at this time.
	8,395	18,211	9,816	\$0.10000 \$981.60	
AXIS					

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
DANIEL W. MERRITT SCHOOL					
Primary Hallway					
HP Laser Jet Pro M401dn / 35 PPM PHGFD02602 / 750,000 / 06/2012 Black Network Printer	5,367 0	8,220 0	2,853 0	\$0.008750 \$24.96 \$0.00000 \$0.00	None at this time.
AXIS					
Xerox WorkCentre 5875apt / 75 PPM EX9016151 / 4,000,000 / 02/2013 Black Photocopier	169,968 0	278,880 0	108,912 0	\$0.003900 \$424.76 \$0.00000 \$0.00	None at this time.
XEROXCopie					
Principal's Office					
HP Color Laser Jet M451dn / 21 PPM CNDF347955 / 500,000 / 02/2012 Color Network Printer	1,751 1,926	3,386 4,833	1,635 2,907	\$0.008750 \$14.31 \$0.10000 \$290.70	None at this time.
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
DANIEL W. MERRITT SCHOOL						
Special Education						
HP Color Laser Jet CP1025nw / 22 PPM CNBGC51151 / 500,000 / 10/2004 Color Network Printer	2,014	2,802	788	\$0.008750 \$6.90	12 years from Intro.	
	2,404	3,744	1,340	\$0.10000 \$134.00		
AXIS						
HP Laser Jet Pro P1606dn / 26 PPM VNB3L03444 / 500,000 / 04/2010 Black Network Printer	8,990	14,920	5,930	\$0.008750 \$51.89	None at this time.	
	0	0	0	\$0.00000 \$0.00		
AXIS						
Subtotals Black			285,085	\$1,184.46		
Subtotals Color			21,217	\$1,746.19		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 5/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
HARRINGTON ELEMENTARY SCHOOL						
Computer Lab						
HP Color Laser Jet M451dn / 21 PPM CNDF347947 / 500,000 / 02/2012 Color Network Printer	1,002	1,253	251	\$0.008750 \$2.20	None at this time.	
	1,038	1,448	410	\$0.10000 \$41.00		
AXIS						
Conference Room Hall						
Xerox WorkCentre 5875apt / 75 PPM EX9016141 / 4,000,000 / 02/2013 Black Photocopier	172,531	308,443	135,912	\$0.003900 \$530.06	None at this time.	
	0	0	0	\$0.00000 \$0.00		
XEROXCopie						
Hallway						
HP Laser Jet Pro M401dn / 35 PPM PHGFB06358 / 750,000 / 06/2012 Black Network Printer	5,285	17,413	12,128	\$0.008750 \$106.12	None at this time.	
	0	0	0	\$0.00000 \$0.00		
AXIS						

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
HARRINGTON ELEMENTARY SCHOOL					
Kindergarten					
HP Color Laser Jet M451dn / 21 PPM	1,051	2,167	1,116	\$0.008750	None at this time.
CNDF347953 /				\$9.77	
500,000 / 02/2012	1,229	4,060	2,831	\$0.10000	
Color Network Printer				\$283.10	
AXIS					
Main Office					
Xerox WorkCentre 7855c / 55 PPM	213,848	397,008	183,160	\$0.003900	None at this time.
MX4349093 /				\$714.32	
3,000,000 / 02/2013	8,741	24,229	15,488	\$0.04751	
Color Photocopier				\$735.83	
XEROXCopie					
Principal's Office					
HP Color Laser Jet M451dn / 21 PPM	1,097	2,051	954	\$0.008750	None at this time.
CNDF347948 /				\$8.35	
500,000 / 02/2012	2,123	4,931	2,808	\$0.10000	
Color Network Printer				\$280.80	
AXIS					

Date of Last Upgrade: 5/1/2014				
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost Recommendations
HARRINGTON ELEMENTARY SCHOOL				
Special Education 1				
HP Laser Jet Pro M401dn / 35 PPM JPGFH02540 / 750,000 / 06/2012 Black Network Printer	2,007 0	2,504 0	497 0	\$0.008750 \$4.35 \$0.00000 \$0.00
AXIS				
Special Education 2				
HP Color Laser Jet CP1525nw / 12 PPM CNBF233336 / 150,000 / 11/2010 Color Network Printer	4,488 4,042	5,661 4,738	1,173 696	\$0.008750 \$10.26 \$0.10000 \$69.60
AXIS				
Subtotals Black		335,191	\$1,385.42	
Subtotals Color		22,233	\$1,410.33	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 5/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MILBRIDGE ELEMENTARY SCHOOL						
Hallway by Grades 5 & 6						
HP Laser Jet Pro M401dn / 35 PPM PHGFD01787 / 750,000 / 06/2012 Black Network Printer	12,874 0	19,744 0	6,870 0	\$0.008750 \$60.11 \$0.00000 \$0.00	None at this time.	
AXIS						
Kindergarten						
HP Laser Jet Pro M401dn / 35 PPM PHGFD06074 / 750,000 / 06/2012 Black Network Printer	9,077 0	14,061 0	4,984 0	\$0.008750 \$43.61 \$0.00000 \$0.00	None at this time.	
AXIS						
Outside Grades 2 & 3						
HP Color Laser Jet M451dn / 21 PPM CNDF347939 / 500,000 / 02/2012 Color Network Printer	2,569 4,514	5,340 9,905	2,771 5,391	\$0.008750 \$24.25 \$0.10000 \$539.10	None at this time.	
AXIS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2014
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILBRIDGE ELEMENTARY SCHOOL					
Principal's Office					
HP Laser Jet Pro P1606dn / 26 PPM	11,153	13,137	1,984	\$0.008750	None at this time.
VNB3B95970 /				\$17.36	
500,000 / 04/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Resource Room					
HP Color Laser Jet M451dn / 21 PPM	884	1,700	816	\$0.008750	None at this time.
CNDF347949 /				\$7.14	
500,000 / 02/2012	811	1,296	485	\$0.10000	
Color Network Printer				\$48.50	
AXIS					
Secretary's Office					
HP Color Laser Jet M451dn / 21 PPM	2,555	3,591	1,036	\$0.008750	None at this time.
CNDF347945 /				\$9.07	
500,000 / 02/2012	2,920	5,684	2,764	\$0.10000	
Color Network Printer				\$276.40	
AXIS					

Date of Last Upgrade: 5/1/2014						
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MILBRIDGE ELEMENTARY SCHOOL						
Teachers' Room Left						
XEROX WorkCentre 5875 / 75 PPM EX9016159 / 4,000,000 / 02/2013 Black Photocopier	151,525 0	253,238 0	101,713 0	\$0.003900 \$396.68 \$0.00000 \$0.00	None at this time.	
XEROXCopie						
Teachers' Room Right						
Xerox WorkCentre 7855c / 55 PPM MX4349098 / 3,000,000 / 02/2013 Color Photocopier	163,538 15,732	313,389 64,881	149,851 49,149	\$0.003900 \$584.42 \$0.04751 \$2,335.07		None at this time.
XEROXCopie						
Subtotals Black						
270,025						
\$1,142.63						
Subtotals Color						
57,789						
\$3,199.07						

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
NARRAGUAGUS HIGH SCHOOL					
Food Services					
HP Color Laser Jet M251nw / 14 PPM	399	1,306	907	\$0.008750	None at this time.
CND1H18353 /				\$7.94	
150,000 / 09/2012	4,164	4,447	283	\$0.10000	
Color Network Printer				\$28.30	
AXIS					
Guidance Office					
Brother MFC-9970CDW / 30 PPM	12,668	18,576	5,908	\$0.008750	None at this time.
U62513G3J430278 /				\$51.70	
750,000 / 11/2011	5,324	8,406	3,082	\$0.10000	
Color Network Printer				\$308.20	
AXIS					
Xerox WorkCentre 5855apt / 55 PPM	62,465	164,327	101,862	\$0.003900	None at this time.
EX7419349 /				\$397.26	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
XEROXCopie					

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
NARRAGUAGUS HIGH SCHOOL					
Library					
HP Color Laser Jet M451dn / 21 PPM	730	2,978	2,248	\$0.008750	None at this time.
CNDF350286 /				\$19.67	
500,000 / 02/2012	3,285	5,922	2,637	\$0.10000	
Color Network Printer				\$263.70	
AXIS					
Xerox WorkCentre 5855apt / 55 PPM	85,825	174,830	89,005	\$0.003900	None at this time.
EX7419278 /				\$347.12	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
XEROXCopie					
Main Office					
Xerox WorkCentre 7855c / 55 PPM	78,160	166,642	88,482	\$0.003900	None at this time.
MX4349201 /				\$345.08	
3,000,000 / 02/2013	23,404	99,128	75,724	\$0.04751	
Color Photocopier				\$3,597.65	
XEROXCopie					

Date of Last Upgrade: 5/1/2014						
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
NARRAGUAGUS HIGH SCHOOL						
Outside Room 22						
HP Laser Jet Pro M401dn / 35 PPM VNG4J04318 / 750,000 / 06/2012 Black Network Printer	18,746 0	30,957 0	12,211 0	\$0.008750 \$106.85 \$0.00000 \$0.00	None at this time.	
AXIS						
Outside Room 24						
HP Laser Jet Pro M401dn / 35 PPM PHGFC17703 / 750,000 / 06/2012 Black Network Printer	12,178 0	18,373 0	6,195 0	\$0.008750 \$54.21 \$0.00000 \$0.00		None at this time.
AXIS						
Outside Room 26						
HP Laser Jet Pro M401dn / 35 PPM PHGFB08012 / 750,000 / 06/2012 Black Network Printer	23,360 0	42,014 0	18,654 0	\$0.008750 \$163.22 \$0.00000 \$0.00	None at this time.	
AXIS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 5/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
NARRAGUAGUS HIGH SCHOOL						
Outside Room 6						
HP Laser Jet Pro M401dn / 35 PPM PHGFC19066 / 750,000 / 06/2012 Black Network Printer	4,224 0	9,735 0	5,511 0	\$0.008750 \$48.22 \$0.00000 \$0.00	None at this time.	
AXIS						
Principal's Office						
HP Laser Jet Pro M401dn / 35 PPM PHGFD03438 / 750,000 / 06/2012 Black Network Printer	627 0	627 0	0 0	\$0.008750 \$0.00 \$0.00000 \$0.00	Not being used. Why?	
AXIS						
Room 1						
HP Laser Jet Pro M401dn / 35 PPM VNB3S13913 / 750,000 / 06/2012 Black Network Printer	8,822 0	11,811 0	2,989 0	\$0.008750 \$26.15 \$0.00000 \$0.00	None at this time.	
AXIS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 5/1/2014</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
NARRAGUAGUS HIGH SCHOOL						
Room 12						
HP Color Laser Jet CP1525nw / 12 PPM CNBF330491 / 150,000 / 11/2010 Color Network Printer	3,941 9,591	5,485 12,130	1,544 2,539	\$0.008750 \$13.51 \$0.10000 \$253.90	None at this time.	
AXIS						
Room 16						
HP Laser Jet Pro M401dn / 35 PPM VNG4823612 / 750,000 / 06/2012 Black Network Printer	50 0	5,973 0	5,923 0	\$0.008750 \$51.83 \$0.00000 \$0.00	None at this time.	
AXIS						

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
NARRAGUAGUS HIGH SCHOOL					
Room 17					
HP Color Laser Jet M451dn / 21 PPM CNDF350282 / 500,000 / 02/2012 Color Network Printer	525 1,410	525 1,410	0 0	\$0.008750 \$0.00 \$0.10000 \$0.00	Not being used. Why?
AXIS					
HP Laser Jet Pro M401dn / 35 PPM PHGFF09332 / 750,000 / 06/2012 Black Network Printer	1,200 0	1,309 0	109 0	\$0.008750 \$0.95 \$0.00000 \$0.00	None at this time.
AXIS					
Room 18					
HP Laser Jet Pro M401dn / 35 PPM PHGFB06227 / 750,000 / 06/2012 Black Network Printer	5,475 0	10,851 0	5,376 0	\$0.008750 \$47.04 \$0.00000 \$0.00	None at this time.
AXIS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 5/1/2014</i> <i>Recommendations</i>	
	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>		
NARRAGUAGUS HIGH SCHOOL						
Room 5						
HP Color Laser Jet CP3525 / 30 PPM CNCCBCD1D2 / 750,000 / 10/2008 Color Network Printer	4,162 23,509	5,863 33,639	1,701 10,130	\$0.008750 \$14.88 \$0.10000 \$1,013.00	8 years from Intro.	
AXIS						
HP Color Laser Jet M451dn / 21 PPM CNDF347923 / 500,000 / 02/2012 Color Network Printer	1,232 3,354	1,710 4,136	478 782	\$0.008750 \$4.18 \$0.10000 \$78.20	None at this time.	
AXIS						
Room 9						
Brother HL-3170CDW series / 23 PPM U63478J3J254938 / 500,000 / 03/2012 Color Network Printer	1,467 3,426	2,174 6,238	707 2,812	\$0.008750 \$6.19 \$0.10000 \$281.20	None at this time.	
AXIS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 5/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
NARRAGUAGUS HIGH SCHOOL						
Special Education						
HP Color Laser Jet CP1525nw / 12 PPM CNBF146498 / 150,000 / 11/2010 Color Network Printer	3,455	6,049	2,594	\$0.008750 \$22.70	None at this time.	
	8,896	12,903	4,007	\$0.10000 \$400.70		
AXIS						
Teachers' Room						
Xerox WorkCentre 5875apt / 75 PPM EX9016136 / 4,000,000 / 02/2013 Black Photocopier	206,955	530,405	323,450	\$0.003900 \$1,261.46	None at this time.	
	0	0	0	\$0.00000 \$0.00		
XEROXCopie						
Unknown						
HP Color Laser Jet M451dn / 21 PPM CNBG200911 / 500,000 / 02/2012 Color Network Printer	2,485	2,488	3	\$0.008750 \$0.03	Underused.	
	3,628	3,628	0	\$0.10000 \$0.00		
AXIS						
Subtotals Black			675,857	\$2,990.17		
Subtotals Color			101,996	\$6,224.85		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2014
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAD 37 DISTRICT OFFICE					
Dawn Coffin					
HP Laser Jet Pro M401dn / 35 PPM	744	744	0	\$0.008750	Not being used. Why?
JPGFH01847 /				\$0.00	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Dawn Fickett					
HP LaserJet P4014 / 45 PPM	135,981	157,464	21,483	\$0.008750	8 years from Intro.
CNDX205367 /				\$187.98	
1,000,000 / 05/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
File Room					
Xerox WorkCentre 7855c / 55 PPM	35,963	144,624	108,661	\$0.003900	None at this time.
MX4349200 /				\$423.78	
3,000,000 / 02/2013	8,147	18,741	10,594	\$0.04751	
Color Photocopier				\$503.32	
XEROXCopie					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 5/1/2014
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAD 37 DISTRICT OFFICE					
Lil Foss					
HP Laser Jet P2035 / 30 PPM	8,840	11,064	2,224	\$0.008750	8 years from Intro.
CNB9K15711 /				\$19.46	
750,000 / 11/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Ron Ramsey					
HP Laser Jet Pro M401dn / 35 PPM	3,657	5,576	1,919	\$0.008750	None at this time.
PHGFF01460 /				\$16.79	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Sara					
HP LaserJet P4014 / 45 PPM	46,506	61,728	15,222	\$0.008750	8 years from Intro.
CNDX169018 /				\$133.19	
1,000,000 / 05/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 5/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SAD 37 DISTRICT OFFICE						
Special Education						
Xerox WorkCentre 5855apt / 55 PPM EX7419051 / 3,000,000 / 02/2013 Black Photocopier	29,246 0	60,801 0	31,555 0	\$0.003900 \$123.06 \$0.00000 \$0.00	None at this time.	
XEROXCopie						
Susan						
HP Color Laser Jet M451dn / 21 PPM CNDF347937 / 500,000 / 02/2012 Color Network Printer	194 201	1,531 636	1,337 435	\$0.008750 \$11.70 \$0.10000 \$43.50	None at this time.	
AXIS						
Tammy						
HP Color Laser Jet M451dn / 21 PPM CNDF347950 / 500,000 / 02/2012 Color Network Printer	7,157 346	17,873 2,301	10,716 1,955	\$0.008750 \$93.77 \$0.10000 \$195.50	None at this time.	
AXIS						
Subtotals Black			193,117	\$1,009.73		
Subtotals Color			12,984	\$742.32		

<i>District Wide Black Totals</i>	1,759,275	\$7,712.42
<i>District Wide Color Totals</i>	216,219	\$13,322.76

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 2015-16 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
1,759,275	\$0.01108	\$19,492.77

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
1,759,275	\$0.00438	\$7,705.62	\$11,787.14	\$58,935.71

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$11,787.14 x 13 years as a Client

=\$153,232.85 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	285,085	\$1,196.61	\$1,414.59	\$3,815.91	\$6,427.12
Harrington Elementary School	335,191	\$1,399.64	\$1,663.22	\$4,486.59	\$7,549.44
Milbridge Elementary School	270,025	\$1,154.36	\$1,339.86	\$3,614.33	\$6,108.55
Narraguagus High School	675,857	\$3,020.86	\$3,353.60	\$9,046.47	\$15,420.93
SAD 37 District Office	193,117	\$1,020.10	\$958.25	\$2,584.91	\$4,563.25
Total	1,759,275	\$7,791.56	\$8,729.52	\$23,548.21	\$40,069.29

SPC Equipment Bids:

Presently our Bids are coming in at **14.5%** to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Ricoh MP 9003 SP RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 90 Copies per Minute are coming in at **\$7,435** with a Retail Cost of \$51,053....**15% of Retail!**

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Daniel W. Merritt School	21,217	\$1,763.68
Harrington Elementary School	22,233	\$1,424.51
Milbridge Elementary School	57,789	\$3,231.30
Narraguagus High School	101,996	\$6,287.47
SAD 37 District Office	12,984	\$749.80
<i>Total</i>	216,219	\$13,456.76

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.1%.**

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Axis Business Solutions	Black Network Printer	133,062	\$0.00875	\$1,164.29	\$0.00884	\$1,176.27
Axis Business Solutions	Color Network Printer	42,452	\$0.00875	\$371.46	\$0.00884	\$375.28
Xerox Copier Division	Black Photocopier	892,409	\$0.00390	\$3,480.40	\$0.00394	\$3,516.09
Xerox Copier Division	Color Photocopier	691,352	\$0.00390	\$2,696.27	\$0.00394	\$2,723.93
Total		1,759,275	\$0.00438	\$7,712.42	\$0.00443	\$7,791.56

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.1%.**

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Axis Business Solutions	Color Network Printer	58,110	\$0.10000	\$5,811.00	\$0.10100	\$5,869.11
Xerox Copier Division	Color Photocopier	158,109	\$0.04751	\$7,511.76	\$0.04799	\$7,587.65
Total		216,219	\$0.06162	\$13,322.76	\$0.06224	\$13,456.76

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	Norway Savings Bank
Lease Start Date	5/1/2014
Lease End Date	8/1/2018
Term	5 Annual
Annual Payment usually due on 8/1	\$23,548.21
Remaining Payments	2

**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	HP Color Laser Jet M451dn	CNDF347951
Daniel W. Merritt School	Xerox WorkCentre 7855c	MX4349203
Daniel W. Merritt School	HP Color Laser Jet M451dn	CNDF347955
Daniel W. Merritt School	HP Laser Jet Pro M401dn	PHGFD02602
Daniel W. Merritt School	Xerox WorkCentre 5875apt	EX9016151
Harrington Elementary School	HP Laser Jet Pro M401dn	JPGFH02540
Harrington Elementary School	HP Color Laser Jet M451dn	CNDF347948
Harrington Elementary School	Xerox WorkCentre 7855c	MX4349093
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
Milbridge Elementary School	XEROX WorkCentre 5875	EX9016159
Milbridge Elementary School	HP Color Laser Jet M451dn	CNDF347945
Milbridge Elementary School	Xerox WorkCentre 7855c	MX4349098
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 Laser Jet Pro M401dn	PHGFD01787
Narraguagus High School	HP Color Laser Jet M451dn	CNDF347923
Narraguagus High School	HP Laser Jet Pro M401dn	VNG4J04318
Narraguagus High School	HP Laser Jet Pro M401dn	PHGFC17703
Narraguagus High School	HP Laser Jet Pro M401dn	PHGFB08012
Narraguagus High School	HP Laser Jet Pro M401dn	PHGFC19066
Narraguagus High School	HP Laser Jet Pro M401dn	PHGFD03438
Narraguagus High School	Xerox WorkCentre 5875apt	EX9016136
Narraguagus High School	HP Laser Jet Pro M401dn	VNG4823612
Narraguagus High School	HP Laser Jet Pro M401dn	PHGFF09332
Narraguagus High School	HP Color Laser Jet M451dn	CNDF350282
Narraguagus High School	HP Color Laser Jet M451dn	CNDF350286

Building	Make/Model	Serial Number
Narraguagus High School	Xerox WorkCentre 5855apt	EX7419278
Narraguagus High School	Xerox WorkCentre 5855apt	EX7419349
Narraguagus High School	Xerox WorkCentre 7855c	MX4349201
Narraguagus High School	HP Laser Jet Pro M401dn	PHGFB06227
SAD 37 District Office	HP Color Laser Jet M451dn	CNDF347937
SAD 37 District Office	HP Laser Jet Pro M401dn	JPGFH01847
SAD 37 District Office	Xerox WorkCentre 7855c	MX4349200
SAD 37 District Office	Xerox WorkCentre 5855apt	EX7419051
SAD 37 District Office	HP Color Laser Jet M451dn	CNDF347950
SAD 37 District Office	HP Laser Jet Pro M401dn	PHGFF01460

Owned Equipment

Building	Make/Model	Serial Number
Daniel W. Merritt School	HP Laser Jet Pro P1606dn	VNB3L03444
Daniel W. Merritt School	HP Color Laser Jet CP1025nw	CNBGC51151
Harrington Elementary School	HP Color Laser Jet CP1525nw	CNBF233336
Milbridge Elementary School	HP Laser Jet Pro P1606dn	VNB3B95970
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
Narraguagus High School	Brother MFC-9970CDW	U62513G3J430278
Narraguagus High School	HP Color Laser Jet M251nw	CND1H18353
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

12/23/13

Warranty

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

The only exclusions to this Warranty are as follows:

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

**AGREED AND ACCEPTED BY:
Vendor**

By: John Cox

Title: Market Vice President

Date:

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By:

Title:

Date:

Signature: _____

12/23/13

StarDoc User Names

Name	User Name
Betty Thumpson	ethompson@msad37.org
Dawn Fickett	dfickett@msad37.org
Dawn Stubb	dstubbs@msad37.org
Lil Foss	lfoss@msad37.org
Lorna Greene	lgreene@msad37.org
Lucille Willey	lwilley
Maria White	mwhite@msad37.org
Nancy Bailey	nbailey@msad37.org
Ron Smith	rsmith@msad37.org
Ronald Ramsay	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.



- **Cost Projection by Department or Building** - Who Benefits? Accounts Payable, Business Manager and Superintendent
 - Allows you to formulate next year's budgets as early as December
 - Allows you to see the projected usage bill in advance
 - Tabulate total budgets and total costs district wide
 - Volume or cost pages allow you to pinpoint specific machines on the floor plans
 - Timeline - allowing you to go back to see how your budget compares to previous years
- **Map your devices on Floorplans** - Who Benefits? Business Manager, IT
 - Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
 - Device information tab will allow you to easily access the web interface of the printer/copier
 - Non-Reporting device listing for devices that haven't reported for more than 2 weeks
 - Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TV's)
- **Floor Plans Admin** - Who Benefits? Business Manager and IT
 - Allows IT and Business Manager to move devices around on Floor Plan
 - Paper trail of device locations after summer break
 - Will show Previous Devices, Present Equipment and Proposed Equipment

- **Contacts Page** - Who Benefits? Business Manager and IT
 - Control Access and Permissions to Star Doc
 - Toggle Email all (Toner, Service Monthly Audits)
- **Device Listing Page** - Who Benefits? Business Manager and IT
 - Centralized location for detailed information of District's assets
 - Exportable device listing to Excel or PDF
 - Tracks additional non-contract devices
 - IP Addresses and MAC addresses automatically imported
 - Strikethrough on machines that have been removed
- **Monthly Audits** - Who Benefits? Business Manager and Superintendent
 - Monthly Cost Snapshot
 - Shows amount of devices not reporting to help improve accuracy of projections
- **Timeline:** Who Benefits? Business Manager
 - Track historical volume and cost per building
- **"Last Sync Date"** Who Benefits? IT Manager
 - Shows the last time that FMAudit synced for that client



Benefits of partnering with SPC

Top Benefits to **our CLIENTS:**

1. Cooperative Buying

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

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will ***save you money*** benefiting from the combined purchasing power of more than 84 clients with over 5,000 devices doing more than 306 million copies and prints per year. In 2015 we purchased approximately 1,070 printing devices, with over 83 million prints out to bid.
- We will ***save you time*** by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.
- We will ***save you frustration***. We manage your contracts for up to five years from the date of installation.

2. Exclusive STAR Doc Software

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

3. Simplified Billing Program

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

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

SPC has been serving their clients since 1988, saving millions of dollars along the way. Based on current actual volumes and CPCs, SPC has generated **Annual Savings of almost \$3.5 million for all of our clients. That translates into **Savings of more than \$17.4 million over five years!****



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: In 2015 there were over a thousand.
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

SPC manages over 5,000 pieces of equipment;
Our relationship with our vendors has never been stronger!