



*Specialized Purchasing Consultants*

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(800) 750-1538  
[www.spccopypro.com](http://www.spccopypro.com)

# 2010-11 Annual Report

## Year - End Photocopier Analysis

With projected costs for 2011-12

Denise Van Campen  
MSAD 60  
P.O. Box 819  
North Berwick, ME 03906



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

October 2011

Skip Tilton  
President

Corporate Office:  
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VISIT US ON THE WEB:  
[www.spccopypro.com](http://www.spccopypro.com)

Dear Denise:

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *8 years*. Though each year seems to pose unique challenges, we are thrilled with all that we have been able to accomplish on behalf of our clients for the past *23 years*.

In these difficult economic times, our staff continues to be fully committed to assisting your organization in achieving goals and objectives relative to new technologies and related costs. In relation to new services, we are excited to bring to your attention *new cost-savings initiatives* that will continue to meet our mutual goal of improving the quality of service and equipment while reducing your overall cost.

I hope you find the enclosed annual report useful. We are providing you an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem now or could become a problem in the near future.

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 117 clients (3200+ machines with 1.7 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



**Joyce Cutts**  
*Finance Director & Equipment Complaint Coordinator*

I am committed to making the partnership between SPC and its clients unparalleled. I have taken pleasure in getting to know many of you over the phone. Thank you for the opportunity to serve you, and I look forward to continuing our partnership!

**Glen Fortier**  
*Auditor, Electronic Specialist & Equipment Implementation*

With 24 years of experience in the electrical field, I look forward to continually meeting and helping all of you with your reprographic needs. It is my sincere commitment to ensure all machine changes are as smooth as possible.



**Sarah Allbee**  
*Administration & Marketing*

I find it greatly satisfying to work for a company dedicated to cutting costs for our education systems. I am truly happy to be a part of the SPC staff in their commitment and focus on you and your individual needs. I look forward to serving all of you in the coming year!

**Anne Arbore**  
*Administration*

Since many of our clients are educational systems, I find it satisfying to know that my co-workers and I have made a contribution toward their success by assisting them in saving on their budgets for reprographic equipment, providing better quality equipment to work with and freeing their resources for other needs.



**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.

## Equipment Health Status

Total Number of Machines:	62
Total Black Photocopiers	33
Total Low Cost of Operation Black Network Printers	0
Total High-Speed Duplicators	1
Total Color Photocopiers (including MFP) and/or Network Printers	8
Total Removed from Service:	3
# of Units OFF Warranty:	6
# of Units Approaching End of Warranty:	15
# of Units Overused:	0
# of Units Underused:	3
# of Problematic Units:	0
# of Units Connected to Network with Print and/or Scan	44
Commencement Date:	5/1/2007
# of Annual Payments Left on Lease	1
All Warranties and Service Contracts Expire:	6/30/2013
Print Management Software Loaded	No
LENP Contract Signed	No

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."

Denise,

Since the last upgrade volumes have dropped. As a result, you will not need as many units to service your district.

Your last lease payment is scheduled for 8/1/2012. Your service contracts expire on 6/30/2013. However, the Xerox solid Ink color units run a true five years and expire on June 30, 2012.

Recommendations: Put your district out to bid in the first or second quarter of 2012. See cost benefits on pages 39 & 41

Skip

## *Aging Equipment Summary*

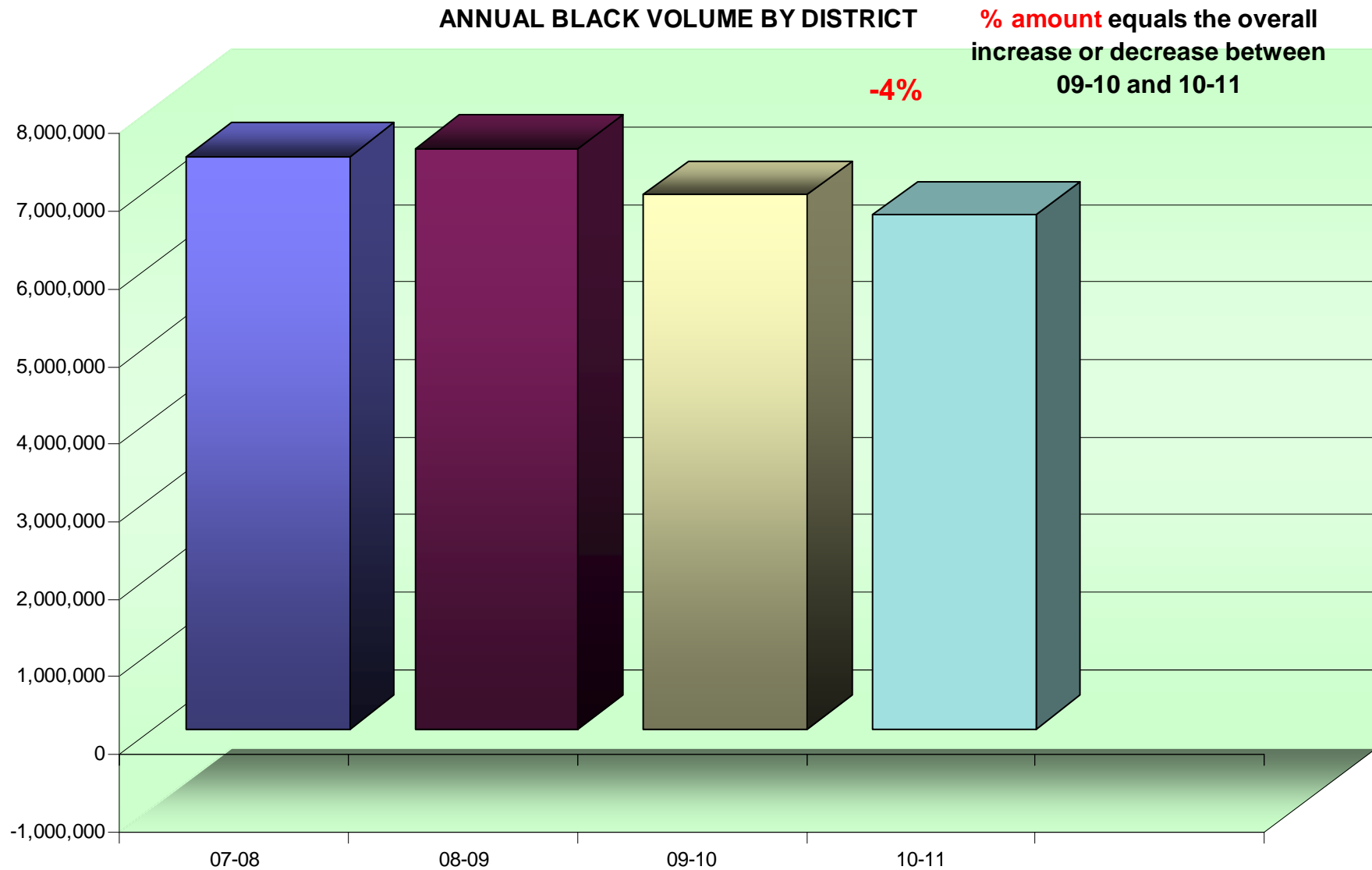
The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the date of Intro. Usage, age, and service history need to be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

Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
Eric L. Knowlton School	Computer Lab	Ricoh 3200	P3510400131	11446829	02/2002
Eric L. Knowlton School	Teachers' Room	Canon 5000	MPL71471	11449621	12/2001
Hanson/Lebanon Schools	Hanson 2nd Floor	Canon 5000	JCT15254	61997709	12/2001
Hanson/Lebanon Schools	Hanson Computer Lab	Ricoh 3200	P3510400133	11482456	02/2002
Hanson/Lebanon Schools	Lebanon Computer Lab	Ricoh 3200	P3510400103	4S855	02/2002
Mary Hurd School	Computer Lab	Ricoh 3200	P3510400120	4S854	02/2002
Noble High	Health Center	Ricoh 1515	K2069000070	11482492	07/2003
Noble High	House 1	Canon 5000	MPL73106	541KQ	12/2001
Noble High	House 3	Canon 5000	NRL02019	61949147	12/2001
Noble High	Room 169 Lab	Ricoh 3200	P3510400096	DR305	02/2002
Noble Middle	Computer Lab	Ricoh 4510	P7236200097	11482900	02/2002
Noble Middle	Library	Ricoh 3200	P3510900006	11482423	02/2002
Noble Middle	Office Window	Ricoh 3200	P3510400099	11482411	02/2002
Noble Middle	Room 103	Ricoh 3200	P3510400130	11482436	02/2002
Noble Middle	Room 106 Learning	Ricoh 4510	P7236200095	11482032	02/2002
Noble Middle	Teachers' Room	Ricoh 4510	P7236200094	11450165	02/2002
North Berwick Primary	Computer Lab	Ricoh 3200	P3510400118	4S853	02/2002

**MSAD 60**

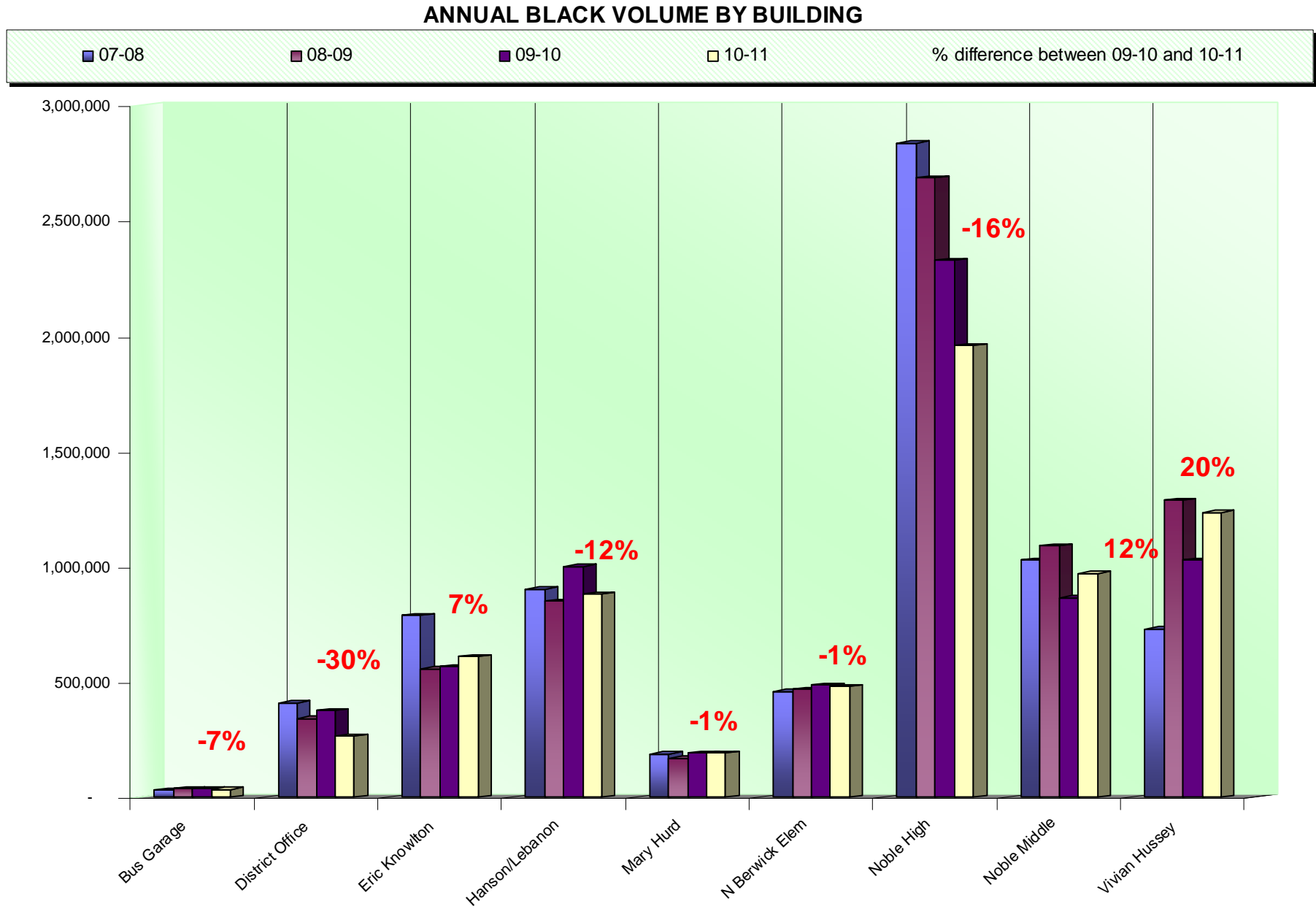
Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
SAD 60 Bus Garage	Office	Canon 400	MRZ01586	61936896	11/1999
Vivian Hussey Primary	200 Wing Upper Level W/R	Canon 5000	MPL69508	11449615	12/2001
Vivian Hussey Primary	Computer Lab	Ricoh 3200	P3510400073	11446917	02/2002
Vivian Hussey Primary	Library	Ricoh 3200	P3510400100	11446801	02/2002

This report uses current trends for black volume to project future costs and potential equipment needs on an overall basis.





This report uses current trends for black volume to project future costs and potential equipment needs by building.



## 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>
Eric L. Knowlton School	258	610,057	\$12,058.40	2,365	\$45.14
Hanson/Lebanon Schools	445	880,985	\$17,386.40	1,980	\$37.73
Mary Hurd School	118	191,445	\$3,707.29	1,622	\$30.32
Noble High	1128	1,959,320	\$38,282.33	1,737	\$32.76
Noble Middle	530	970,180	\$18,879.25	1,831	\$23.49
North Berwick Primary	193	481,424	\$9,329.09	2,494	\$46.65
SAD 60 Bus Garage	0	35,722	\$711.17	0	\$0.00
SAD 60 District Office	0	264,626	\$5,130.17	0	\$0.00
Vivian Hussey Primary	410	1,234,288	\$24,491.03	3,010	\$57.70
<b>Totals</b>	<b>3,082</b>	<b>6,628,047</b>	<b>\$129,975.13</b>	<b>2,151</b>	<b>\$38.84</b>

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

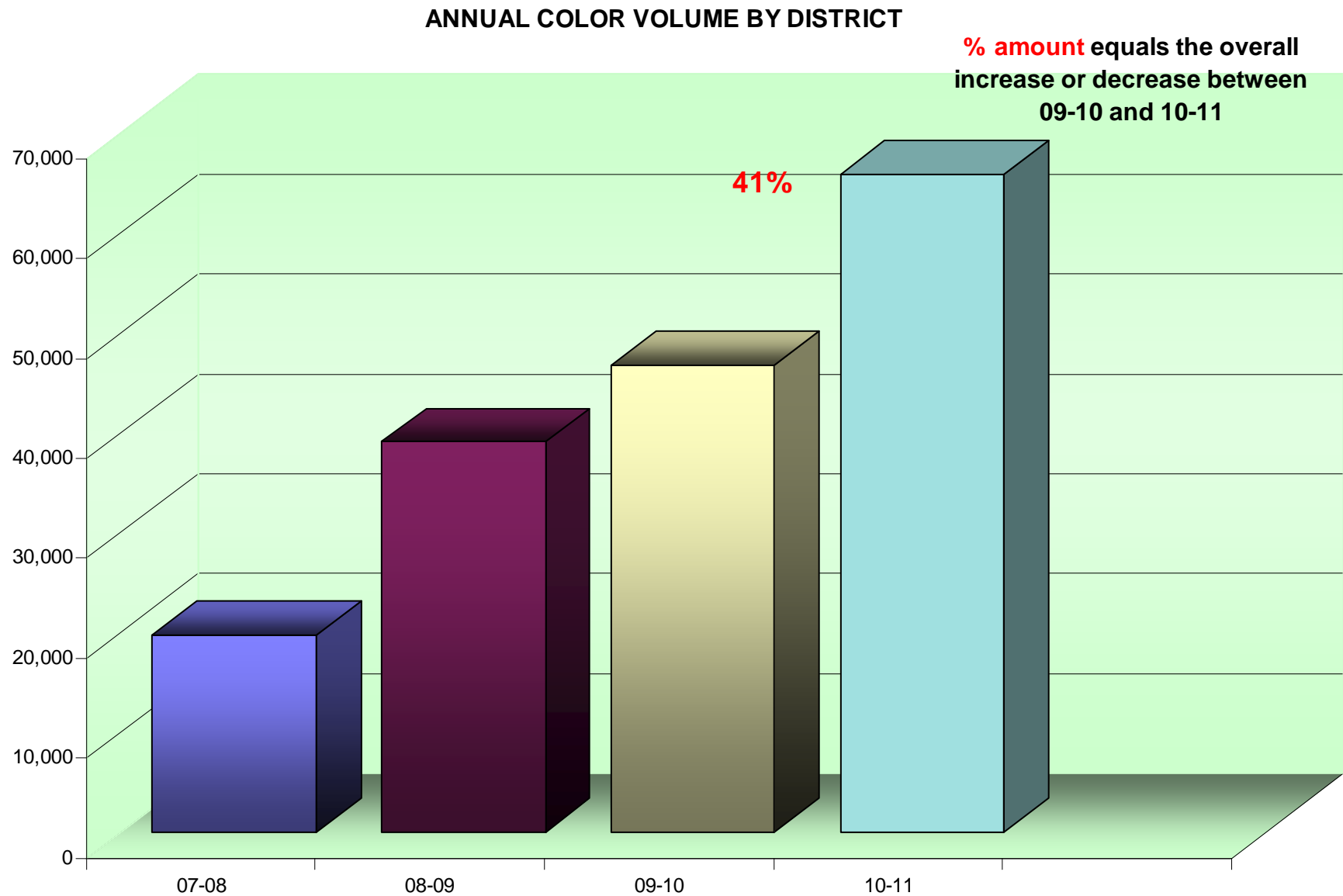
## Cost Comparison Black Only

This is an SPC Comparison contrasting your district with 84 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>
<b>All Schools w/student populations</b>	<b>138,224</b>	<b>294,370,220</b>	<b>\$5,678,888.71</b>	<b>2,130</b>	<b>\$41.08</b>

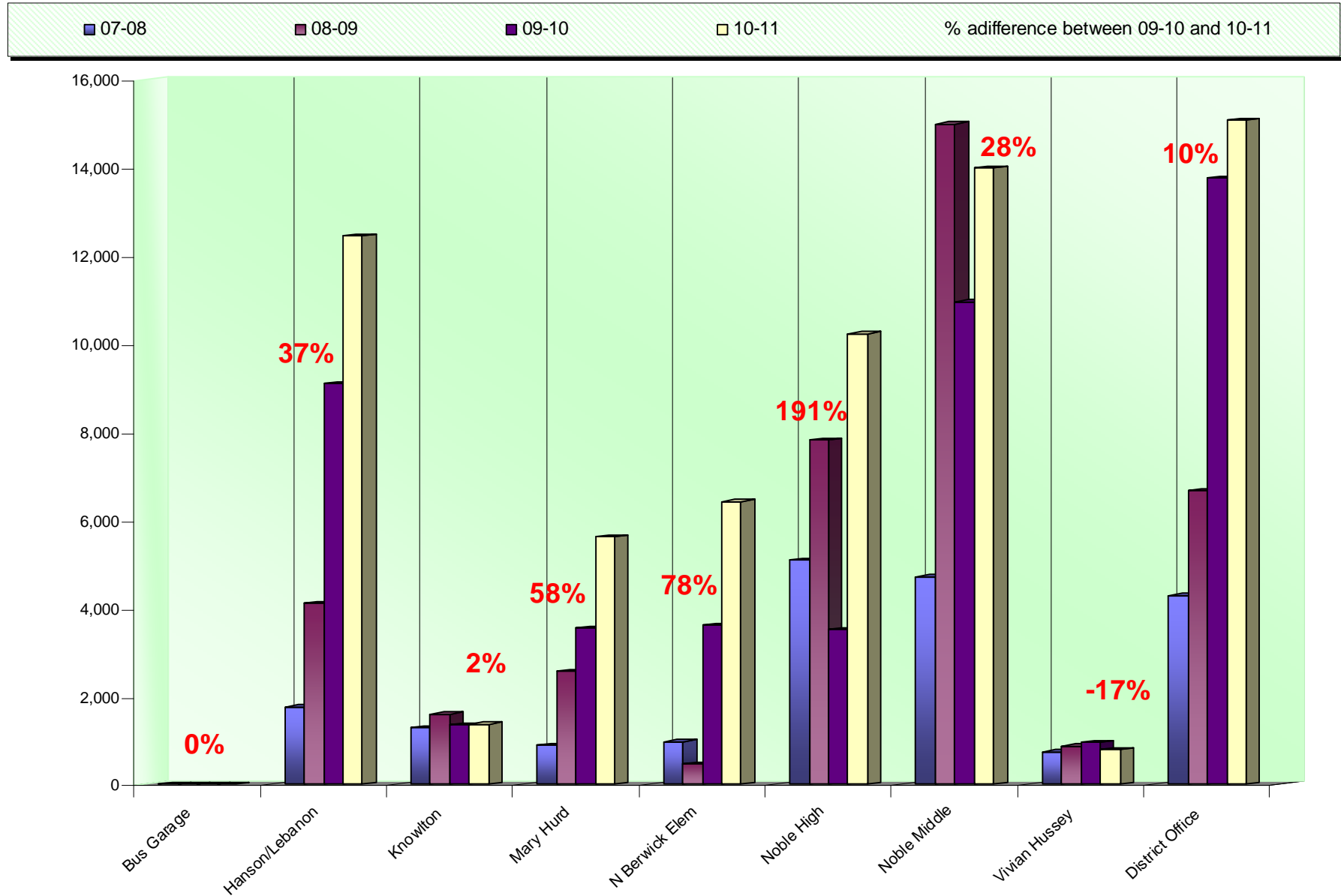
\*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.

This report uses current trends for color volume to project future costs and potential equipment needs on an overall basis.



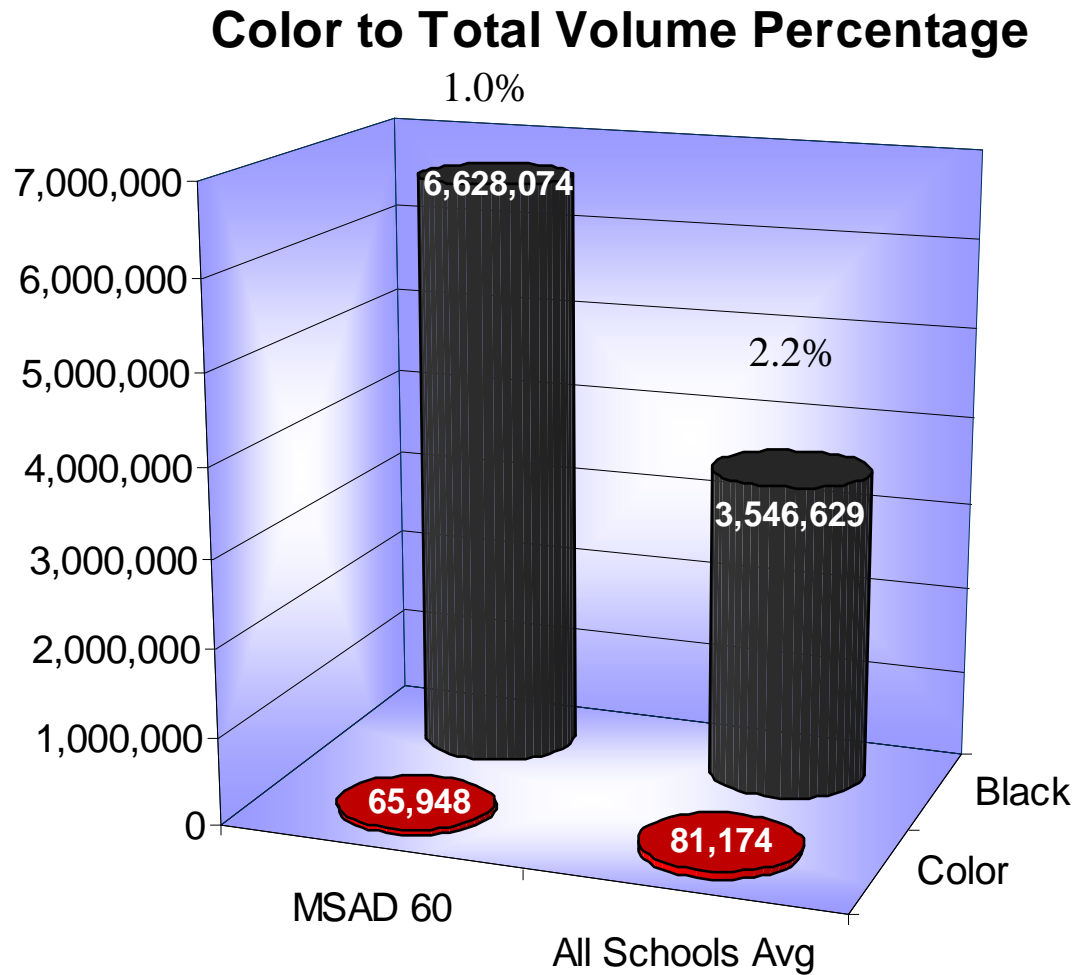
This report uses current trends for color volume to project future costs and potential equipment needs by building.

### ANNUAL COLOR VOLUME BY BUILDING



## Black & Color Usage Comparisons

This chart compares your current usage ratios to the average of all SPC client school districts.



## 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>
Eric L. Knowlton School	258	1,367	\$135.73	5	\$0.53
Hanson/Lebanon Schools	445	12,456	\$1,236.78	28	\$2.78
Mary Hurd School	118	5,612	\$557.23	48	\$4.72
Noble High	1128	10,227	\$1,015.46	9	\$0.90
Noble Middle	530	13,983	\$1,388.40	26	\$2.62
North Berwick Primary	193	6,430	\$638.45	33	\$3.31
SAD 60 Bus Garage	0	0	\$0.00	0	\$0.00
SAD 60 District Office	0	15,081	\$1,497.42	0	\$0.00
Vivian Hussey Primary	410	792	\$78.64	2	\$0.19
<b>Totals</b>	<b>3,082</b>	<b>65,948</b>	<b>\$6,548.11</b>	<b>21</b>	<b>\$2.12</b>

\*Total School Cost refers to the cost of Service, Supplies, and Paper; Equipment Lease costs are not figured into color averages.

## Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 84 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>
<b>All Schools w/student populations</b>	<b>138,224</b>	<b>6,737,445</b>	<b>\$556,969.76</b>	<b>49</b>	<b>\$4.03</b>

\*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.

*Date of Last Upgrade: 5/1/2007*

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Eric L. Knowlton School</b>							
<b>Computer Lab</b>							
Ricoh 3200 32 CPM	310,413	310,413	0	0	0	\$0.005230	<b>Traded</b>
P3510400131 / 11446829						\$0.00	
750,000 / 02/2002	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
Ricoh SP5100 45 CPM	0	16,072	16,072	57,259	-41,187	\$0.005230	<b>SPC Purchased Unit</b>
S2109200045 / 11476576						\$84.06	
1,000,000 / 05/2007	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
<b>Copy Room Up</b>							
Ricoh MP5500 55 CPM	1,049,862	1,301,520	251,658	350,379	-98,721	\$0.005230	None at this time.
L7775000213 / 11450052						\$1,316.17	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>IKON</b>							

Date of Last Upgrade: 5/1/2007

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Eric L. Knowlton School</b>							
<b>Main Office</b>							
Toshiba E-452 45 CPM	281,659	436,904	155,245	28,879	126,366	\$0.004690	None at this time.
CIC727987 / 62021177						\$728.10	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
Xerox 8560MFP 30 CPM Black & Color	6,408	7,684	1,276	54,582	-53,306	\$0.005230	None at this time.
CXF033499 /						\$6.67	
750,000 / 02/2007	4,219	5,586	1,367	0	1,367	\$0.09140	
Color Photocopier						\$124.94	
Connected 7/22/2012							
<b>VARY</b>							
<b>Teachers' Room</b>							
Canon 5000 50 CPM	457,338	643,144	185,806	283,991	-98,185	\$0.005230	<b>10 years from Intro.</b>
MPL71471 / 11449621						\$971.77	
1,000,000 / <b>12/2001</b>	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>IKON</b>							
	<b>Subtotals B&amp;W</b>		<b>610,057</b>	<b>775,090</b>		<b>\$3,106.77</b>	
	<b>Subtotals Color</b>		<b>1,367</b>	<b>0</b>		<b>\$124.94</b>	



*Date of Last Upgrade: 5/1/2007*

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Hanson/Lebanon Schools</b>							
<b><i>Hanson 2nd Floor</i></b>							
Canon 5000 50 CPM	979,885	1,133,468	153,583	151,079	2,504	\$0.005230	<b>10 years from Intro.</b>
JCT15254 / 61997709						\$803.24	
1,000,000 / <b>12/2001</b>	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>KMBS</b>							
<b><i>Hanson Computer Lab</i></b>							
Ricoh 3200 32 CPM	170,708	194,386	23,678	14,128	9,550	\$0.005230	<b>9 years from Intro.</b>
P3510400133 / 11482456						\$123.84	
750,000 / <b>02/2002</b>	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							

Date of Last Upgrade: 5/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Hanson/Lebanon Schools</b>							
<b>Hanson Office</b>							
Toshiba E-452 45 CPM	358,803	472,812	114,009	47,698	66,311	\$0.004690	None at this time.
CIC727918 / 62021172						\$534.70	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
Xerox 8560MFP 30 CPM Black & Color	18,409	26,532	8,123	77,030	-68,907	\$0.005230	None at this time.
CXF032475 /						\$42.48	
750,000 / 02/2007	14,986	27,442	12,456	0	12,456	\$0.09140	
Color Photocopier						\$1,138.48	
Connected 6/28/2012							
<b>VARY</b>							
<b>Hanson Teachers' Room</b>							
Ricoh MP5500 55 CPM	923,173	1,159,566	236,393	381,673	-145,280	\$0.005230	None at this time.
L7775000230 / 11450050						\$1,236.34	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>IKON</b>							

Date of Last Upgrade: 5/1/2007

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Hanson/Lebanon Schools</b>							
<b>Lebanon Computer Lab</b>							
Ricoh 3200 32 CPM	133,203	152,061	18,858	11,351	7,507	\$0.005230	<b>9 years from Intro.</b>
P3510400103 / 4S855						\$98.63	
750,000 / <b>02/2002</b>	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
<b>Lebanon Office</b>							
Toshiba E-452 45 CPM	310,822	469,519	158,697	42,012	116,685	\$0.004690	None at this time.
CIC727957 / 62021144						\$744.29	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
<b>Lebanon Teachers' Room</b>							
Ricoh MP5500 55 CPM	544,780	712,424	167,644	194,396	-26,752	\$0.005230	None at this time.
L7775000333 / 11449628						\$876.78	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>IKON</b>							
<b>Subtotals B&amp;W</b>			<b>880,985</b>	<b>919,367</b>		<b>\$4,460.29</b>	
<b>Subtotals Color</b>			<b>12,456</b>	<b>0</b>		<b>\$1,138.48</b>	

Date of Last Upgrade: 5/1/2007

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Mary Hurd School</b>							
<b>Computer Lab</b>							
Ricoh 3200 32 CPM	53,828	57,127	3,299	8,661	-5,362	\$0.005230	<b>9 years from Intro.</b>
P3510400120 / 4S854						\$17.25	
750,000 / <b>02/2002</b>	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
<b>Main Office</b>							
Toshiba E-520T 52 CPM	534,804	720,700	185,896	192,628	-6,732	\$0.004690	None at this time.
CZI619545 / 62021155						\$871.85	
3,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
<b>Office</b>							
Xerox 8560MFP 30 CPM Black & Color	5,370	7,620	2,250	32,722	-30,472	\$0.005230	None at this time.
CXF032945 /						\$11.77	
750,000 / 02/2007	7,017	12,629	5,612	0	5,612	\$0.09140	
Color Photocopier						\$512.94	
Connected 7/22/2012							
<b>VARY</b>							
<b>Subtotals B&amp;W</b>			<b>191,445</b>	<b>234,011</b>		<b>\$900.87</b>	
<b>Subtotals Color</b>			<b>5,612</b>	<b>0</b>		<b>\$512.94</b>	

*Date of Last Upgrade: 5/1/2007*

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Noble High Copy Room</b>							
Toshiba E-720T 72 CPM	1,478,709	1,813,246	334,537	521,778	-187,241	\$0.004690	None at this time.
CRC715912 / 62021168						\$1,568.98	
4,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
<b>Guidance Office</b>							
Toshiba E-452 45 CPM	259,800	325,197	65,397	60,751	4,646	\$0.004690	None at this time.
CIC727980 / 62021148						\$306.71	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							

Date of Last Upgrade: 5/1/2007

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Noble High Health Center</b>							
Konica Minolta BH161f 16 CPM	21,423	22,291	868	0	868	\$0.004690	<b>Traded</b>
50009186 /						\$4.07	
300,000 / 09/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>KMBS</b>							
Ricoh 1515 15 CPM	151,797	154,063	2,266	6,093	-3,827	\$0.005230	<b>SPC Provided Unit</b>
K2069000070 / 11482492						\$11.85	
150,000 / 07/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>IKON</b>							
Toshiba E-162D 16 CPM	20,573	24,663	4,090	0	4,090	\$0.004690	<b>Traded</b>
CJL618574 / 62026181						\$19.18	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Noble High</b>							
<b>House 1</b>							
Canon 5000 50 CPM	621,918	811,603	189,685	0	189,685	\$0.005230	<b>10 years from Intro.</b>
MPL73106 / 541KQ						\$992.05	
1,000,000 / <b>12/2001</b>	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>IKON</b>							
<b>House 2</b>							
Toshiba E-452 45 CPM	600,990	604,925	3,935	122,030	-118,095	\$0.004690	<b>Underused!</b>
CIC727984 / 62021174						\$18.46	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
<b>House 3</b>							
Canon 5000 50 CPM	888,848	1,056,081	167,233	147,706	19,527	\$0.005230	<b>10 years from Intro.</b>
NRL02019 / 61949147						\$874.63	
1,000,000 / <b>12/2001</b>	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Noble High</b>							
<b><i>Learning Center Room 271</i></b>							
Toshiba E-600T 60 CPM	412,094	574,122	162,028	287,094	-125,066	\$0.004690	Underused!
CQL619325 / 62021157						\$759.91	
3,000,000 / 10/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
<b><i>Library</i></b>							
Ricoh 8100DN 45 CPM	186,195	231,490	45,295	62,117	-16,822	\$0.005230	None at this time.
Q8476100172 / 085JK						\$236.89	
1,000,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
Ricoh MP5500 55 CPM	1,047,500	1,270,944	223,444	458,277	-234,833	\$0.005230	None at this time.
L7775000339 / 11450355						\$1,168.61	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>IKON</b>							



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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Noble High</b>							
<b>Main Office</b>							
Toshiba E-520T 52 CPM	498,932	686,817	187,885	317,513	-129,628	\$0.004690	None at this time.
CZI619570 / 62021153						\$881.18	
3,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>KMBS</b>							
<b>Maroon Team</b>							
Toshiba E-520T 52 CPM	747,208	1,039,147	291,939	207,864	84,075	\$0.004690	None at this time.
CZI619632 / 62021154						\$1,369.19	
3,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
<b>Office</b>							
Xerox 8560MFP 30 CPM Black & Color	12,603	16,346	3,743	101,977	-98,234	\$0.005230	None at this time.
CXF032950 / N/A						\$19.58	
750,000 / 02/2007	16,437	26,664	10,227	0	10,227	\$0.09140	
Color Photocopier						\$934.75	
Connected 7/22/2012							
<b>VARY</b>							

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Noble High</b>							
<b>Room 169 Lab</b>							
Ricoh 3200 32 CPM	114,857	115,979	1,122	8,661	-7,539	\$0.005230	<b>9 years from Intro.</b>
P3510400096 / DR305						\$5.87	
750,000 / <b>02/2002</b>	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
<b>SPDC</b>							
Toshiba E-162D 16 CPM	10,433	12,589	2,156	90,224	-88,068	\$0.004690	None at this time.
CJL618582 / 62026179						\$10.11	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
<b>Teachers' Lounge Up</b>							
Toshiba E-720T 72 CPM	1,052,596	1,251,066	198,470	634,544	-436,074	\$0.004690	None at this time.
CRC715906 / 62021166						\$930.82	
4,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>KMBS</b>							

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Noble High</b>							
<b>Team 1</b>							
Ricoh 8100DN 45 CPM	128,795	164,731	35,936	50,571	-14,635	\$0.005230	None at this time.
Q8476100173 / 055JK						\$187.95	
1,000,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
<b>Team 2</b>							
Ricoh 8100DN 45 CPM	148,235	187,526	39,291	37,419	1,872	\$0.005230	None at this time.
Q8476100174 / 11482472						\$205.49	
1,000,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
<b>Subtotals B&amp;W</b>			<b>1,959,320</b>	<b>3,114,619</b>		<b>\$9,571.54</b>	
<b>Subtotals Color</b>			<b>10,227</b>	<b>0</b>		<b>\$934.75</b>	

**Why the dramatic drop in volume?**

Date of Last Upgrade: 5/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Noble Middle</b>							
<b>Computer Lab</b>							
Ricoh 4510 45 CPM	200,982	211,263	10,281	27,905	-17,624	\$0.005230	9 years from Intro.
P7236200097 / 11482900						\$53.77	
1,000,000 / 02/2002	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
<b>Library</b>							
Ricoh 3200 32 CPM	153,915	170,781	16,866	16,918	-52	\$0.005230	9 years from Intro.
P3510900006 / 11482423						\$88.21	
750,000 / 02/2002	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
Toshiba E-452 45 CPM	82,571	93,186	10,615	48,494	-37,879	\$0.004690	None at this time.
CIC727983 / 62026178						\$49.78	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>KMBS</b>							

*Date of Last Upgrade: 5/1/2007*

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Noble Middle</b>							
<b>Main Office</b>							
Toshiba E-452 45 CPM	245,859	323,387	77,528	173,343	-95,815	\$0.004690	None at this time.
CIC727990 / 62021175						\$363.61	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
<b>Office</b>							
Xerox 8560MFP 30 CPM Black & Color	60,300	78,682	18,382	27,905	-9,523	\$0.005230	None at this time.
CXF032999 /						\$96.14	
750,000 / 02/2007	30,669	44,652	13,983	0	13,983	\$0.09140	
Color Photocopier						\$1,278.05	
Connected 7/22/2012							
VARY							
<b>Office Window</b>							
Ricoh 3200 32 CPM	242,958	277,807	34,849	32,904	1,945	\$0.005230	9 years from Intro.
P3510400099 / 11482411						\$182.26	
750,000 / 02/2002	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Noble Middle</b>							
<b>Room 103</b>							
Ricoh 3200 32 CPM	233,929	244,581	10,652	30,193	-19,541	\$0.005230	<b>9 years from Intro.</b>
P3510400130 / 11482436						\$55.71	
750,000 / <b>02/2002</b>	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
<b>Room 106 Learning</b>							
Ricoh 4510 45 CPM	304,236	324,488	20,252	27,905	-7,653	\$0.005230	<b>9 years from Intro.</b>
P7236200095 / 11482032						\$105.92	
1,000,000 / <b>02/2002</b>	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							

Date of Last Upgrade: 5/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Noble Middle Teachers' Room</b>							
Ricoh 4510 45 CPM P7236200094 / 11450165 1,000,000 / <b>02/2002</b> Black Network Printer Connected <b>IKON</b>	248,162	268,820	20,658	27,905	-7,247	\$0.005230 \$108.04 \$0.00000 \$0.00	<b>9 years from Intro.</b>
Risograph RZ220 120 CPM 81908622 / 500798 7,000,000 / 10/2004 High-Speed Duplicator Not Connected <b>UBIQ</b>	732,750	1,040,115	307,365	222,115	85,250	\$0.004800 \$1,475.35 \$0.00000 \$0.00	None at this time.
Toshiba E-720T 72 CPM CRC715898 / 62021167 4,000,000 / 06/2005 Black Photocopier Not Connected <b>KMBS</b>	1,496,427	1,939,159	442,732	533,680	-90,948	\$0.004690 \$2,076.41 \$0.00000 \$0.00	None at this time.
<b>Subtotals B&amp;W</b>			<b>970,180</b>	<b>1,169,267</b>		<b>\$4,655.20</b>	
<b>Subtotals Color</b>			<b>13,983</b>	<b>0</b>		<b>\$1,278.05</b>	

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>North Berwick Primary</b>							
<b>Computer Lab</b>							
Ricoh 3200 32 CPM	126,490	146,512	20,022	16,187	3,835	\$0.005230	<b>9 years from Intro.</b>
P3510400118 / 4S853						\$104.72	
750,000 / <b>02/2002</b>	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
<b>Main Office Back Room</b>							
Toshiba E-600T 60 CPM	1,342,831	1,798,816	455,985	453,679	2,306	\$0.004690	None at this time.
CQL619348 / 62021156						\$2,138.57	
3,000,000 / 10/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
<b>Office</b>							
Xerox 8560MFP 30 CPM Black & Color	16,322	21,739	5,417	18,172	-12,755	\$0.005230	None at this time.
CXF033009 /						\$28.33	
750,000 / 02/2007	5,054	11,484	6,430	0	6,430	\$0.09140	
Color Photocopier						\$587.70	
Connected 7/22/2012							
<b>VARY</b>							
<b>Subtotals B&amp;W</b>			<b>481,424</b>	<b>488,038</b>		<b>\$2,271.62</b>	
<b>Subtotals Color</b>			<b>6,430</b>	<b>0</b>		<b>\$587.70</b>	



		2010/11	2011/12			
7/1/2010	6/30/2011	Annual	Projected	Volume	Cost/Copy	
Meter	Meter	Volume	Volume	Difference	Annual Cost	Recommendations

## Office

303,917	339,639	35,722	27,258	8,464	\$0.005230	12 years from Intro.
					\$186.83	
0	0	0	0	0	\$0.00000	
					\$0.00	
<b>Subtotals B&amp;W</b>		<b>35,722</b>	<b>27,258</b>		<b>\$186.83</b>	
<b>Subtotals Color</b>		<b>0</b>	<b>0</b>		<b>\$0.00</b>	

*Date of Last Upgrade: 5/1/2007*

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>SAD 60 District Office</b>							
<b>3rd Floor</b>							
Toshiba E-600T 60 CPM	593,973	715,124	121,151	258,488	-137,337	\$0.004690	Underused!
CQL619342 / 62021158						\$568.20	
3,000,000 / 10/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
<b>Bookkeepers Office</b>							
Toshiba E-162D 16 CPM	43,926	53,732	9,806	1,858	7,948	\$0.004690	None at this time.
CJL618587 / 62026180						\$45.99	
300,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
<b>Office</b>							
Xerox 8560MFP 30 CPM Black & Color	33,682	51,632	17,950	90,224	-72,274	\$0.005230	None at this time.
CXF033008 /						\$93.88	
750,000 / 02/2007	24,712	39,793	15,081	0	15,081	\$0.09140	
Color Photocopier						\$1,378.40	
Connected 7/22/2012							
VARY							

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>SAD 60 District Office</b>							
<b>Special Education</b>							
Toshiba E-452 45 CPM	459,737	575,456	115,719	154,004	-38,285	\$0.004690	None at this time.
CIC727994 / 62021176						\$542.72	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
<b>Subtotals B&amp;W</b>			<b>264,626</b>	<b>504,574</b>		<b>\$1,250.79</b>	
<b>Subtotals Color</b>			<b>15,081</b>	<b>0</b>		<b>\$1,378.40</b>	

Date of Last Upgrade: 5/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Vivian Hussey Primary</b>							
<b>200 Wing Upper Level W/R</b>							
Canon 5000 50 CPM	385,677	463,866	78,189	229,692	-151,503	\$0.005230	<b>10 years from Intro.</b>
MPL69508 / 11449615						\$408.93	
1,000,000 / <b>12/2001</b>	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>IKON</b>							
<b>200 Wing Work Room</b>							
Ricoh MP5500 55 CPM	1,371,976	1,786,925	414,949	389,403	25,546	\$0.005230	None at this time.
L7775000328 / 11450450						\$2,170.18	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>IKON</b>							
<b>300 Wing Work Room</b>							
Ricoh MP5500 55 CPM	936,223	1,392,926	456,703	251,621	205,082	\$0.005230	None at this time.
L7775000461 / 11449617						\$2,388.56	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>IKON</b>							

Date of Last Upgrade: 5/1/2007

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Vivian Hussey Primary</b>							
<b>Computer Lab</b>							
Ricoh 3200 32 CPM	282,352	327,560	45,208	18,858	26,350	\$0.005230	9 years from Intro.
P3510400073 / 11446917						\$236.44	
750,000 / 02/2002	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
<b>Library</b>							
Ricoh 3200 32 CPM	59,252	149,990	90,738	0	90,738	\$0.005230	9 years from Intro.
P3510400100 / 11446801						\$474.56	
750,000 / 02/2002	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
<b>Main Office</b>							
Xerox 8560MFP 30 CPM Black & Color	10,779	13,169	2,390	75,140	-72,750	\$0.005230	None at this time.
CXF032783 /						\$12.50	
750,000 / 02/2007	2,580	3,372	792	0	792	\$0.09140	
Color Photocopier						\$72.39	
Connected 7/22/2012							
VARY							

*Date of Last Upgrade: 5/1/2007*

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Vivian Hussey Primary</b>							
<b>Main Office 1st Floor</b>							
Toshiba E-452 45 CPM	226,830	372,941	146,111	32,478	113,633	\$0.004690	None at this time.
CIC728064 / 62026177						\$685.26	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
<b>Subtotals B&amp;W</b>			<b>1,234,288</b>	<b>997,192</b>		<b>\$6,376.43</b>	
<b>Subtotals Color</b>			<b>792</b>	<b>0</b>		<b>\$72.39</b>	
 <b>District Wide Black Totals</b>			<b>6,628,047</b>	<b>8,229,416</b>		<b>\$32,780.33</b>	
<b>District Wide Color Totals</b>			<b>65,948</b>	<b>0</b>		<b>\$6,027.65</b>	

## Masters Usage Expenses

This table is provided as a courtesy to show at a glance your average Masters usage and expense for all high-speed duplicators.

<i>Make-Model Serial Number/Vendor ID #</i>	<i># Masters Used</i>	<i># Masters Allowed</i>	<i>Avg Masters/100 copies</i>	<i># Billed</i>	<i>Cost/Master</i>	<i>Annual Cost</i>
<b>Noble Middle</b>						
<b>Teachers' Room</b>						
Risograph RZ220	2,920	3,074	105	0	\$0.35	\$0.00
81908622 500798						
	<b>Totals</b>			<b>0</b>		<b>\$0.00</b>

## *SPC Service & Supply Cost Savings*

This table compares your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client with your projected cost per copy through SPC presently. Annual Volume represents actual projected volume when you first became an SPC client on 2/28/2003. If all things remained the same, this table demonstrates your average annual and five-year savings.

<i>Annual Volume</i>	<i>Before SPC CPC</i>	<i>After SPC CPC</i>	<i>SPC's CPC Savings</i>	<i>SPC's Annual Cost Savings</i>	<i>SPC's 5-year Cost Savings</i>
<b>7,758,345</b>	<b>\$0.01694</b>	<b>\$0.00510</b>	<b>\$0.01183</b>	<b>\$91,781.22</b>	<b>\$458,906.10</b>



## *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 Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Equipment Cost	Total Cost
Eric L. Knowlton School	610,057	\$3,207.37	\$3,027.10	\$5,823.92	\$12,058.40
Hanson/Lebanon Schools	880,985	\$4,604.60	\$4,371.45	\$8,410.35	\$17,386.39
Mary Hurd School	191,445	\$929.70	\$949.95	\$1,827.63	\$3,707.28
Noble High	1,959,320	\$9,855.49	\$9,722.15	\$18,704.70	\$38,282.33
Noble Middle	970,180	\$4,803.37	\$4,814.03	\$9,261.85	\$18,879.25
North Berwick Primary	481,424	\$2,344.34	\$2,388.83	\$4,595.93	\$9,329.09
SAD 60 Bus Garage	35,722	\$192.90	\$177.25	\$341.02	\$711.17
SAD 60 District Office	264,626	\$1,290.84	\$1,313.07	\$2,526.26	\$5,130.17
Vivian Hussey Primary	1,234,288	\$6,583.33	\$6,124.54	\$11,783.16	\$24,491.03
<b>Totals</b>	<b>6,628,047</b>	<b>\$33,811.94</b>	<b>\$32,888.37</b>	<b>\$63,274.82</b>	<b>\$129,975.13</b>

## *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. Vendor typically invoices 80% of projected costs annually in advance. Cost per copy typically increases by 5% or CPI annually, whichever is less. This year's increase was **3.2%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2010/11 Annual Volume</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Total Cost</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Projected Cost</i>
Ikon Office	Black Photocopier	2,204,471	\$0.00523	\$11,529.38	\$0.00540	\$11,904.14
Ikon Office	Black Photocopier	2,266	\$0.00523	\$11.85	\$0.00535	\$12.12
Ikon Office	Black Network Printer	453,077	\$0.00523	\$2,369.59	\$0.00540	\$2,446.62
Ikon Office	Black Network Printer	0	\$0.00523	\$0.00	\$0.00000	\$0.00
Konica-Minolta	Black Photocopier	356,538	\$0.00523	\$1,864.69	\$0.00540	\$1,925.31
Konica-Minolta	Black Photocopier	3,239,841	\$0.00469	\$15,194.85	\$0.00484	\$15,680.83
Konica-Minolta	Black Photocopier	4,958	\$0.00469	\$23.25	\$0.00000	\$0.00
SymQuest Group	High-Speed Duplicator	307,365	\$0.00480	\$1,475.35	\$0.00495	\$1,521.46
Vary Technologies	Color Photocopier	59,531	\$0.00523	\$311.35	\$0.00540	\$321.47
<b><i>Totals and Averages</i></b>		<b><i>6,628,047</i></b>	<b><i>\$0.00495</i></b>	<b><i>\$32,780.33</i></b>	<b><i>\$0.00510</i></b>	<b><i>\$33,811.95</i></b>

SPC's Black Cost per print on our most recent bids are coming in at \$0.003 to \$0.0035. Based on this bid your service cost would drop to \$21,872.55 per year.

Equipment pricing are coming in at 17.7%+ of Retail. For example, an 80-89 CPM unit from one vendor that is retailing for \$42,869 would come in at \$7,600.

### *Projected Equipment Costs by Building - Color*

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Approximate current paper costs are figured in to provide budget information for the upcoming fiscal year. Equipment cost is not calculated with color usage.

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Total Cost
Eric L. Knowlton School	1,367	\$128.95	\$6.78	\$135.73
Hanson/Lebanon Schools	12,456	\$1,174.97	\$61.81	\$1,236.78
Mary Hurd School	5,612	\$529.38	\$27.85	\$557.23
Noble High	10,227	\$964.71	\$50.75	\$1,015.46
Noble Middle	13,983	\$1,319.02	\$69.38	\$1,388.40
North Berwick Primary	6,430	\$606.54	\$31.91	\$638.45
SAD 60 Bus Garage	0	\$0.00	\$0.00	\$0.00
SAD 60 District Office	15,081	\$1,422.59	\$74.83	\$1,497.42
Vivian Hussey Primary	792	\$74.71	\$3.93	\$78.64
<b>Totals</b>	<b>65,948</b>	<b>\$6,220.87</b>	<b>\$327.23</b>	<b>\$6,548.11</b>

## *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. Color copies are typically billed in arrears quarterly or semi-annually. Cost per copy typically increases by 5% or CPI annually, whichever is less. This year's increase was **3.2%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2010/11 Annual Volume</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Actual Cost</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Projected Cost</i>
Vary Technologies	Color Photocopier	65,948	\$0.09140	\$6,027.65	\$0.09433	\$6,220.87
<b><i>Totals and Averages</i></b>		<b>65,948</b>	<b>\$0.09140</b>	<b>\$6,027.65</b>	<b>\$0.09433</b>	<b>\$6,220.87</b>

SPC's Color Cost per print on our most recent bids are coming in at \$0.04995. Based on this bid your service cost would drop to \$3,294 per year.

## Reprographic Equipment Assessment

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

Total # of Units	62
# of Units on Lease	41
# of Units Owned	18
Lease Company	Northway Bank
Lease Start Date	5/1/2007
Lease End Date	8/1/2012
Term	5 Annual
Annual Payment usually due on 8/1	\$63,274.82
Remaining Payments	1

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

## *Leased Equipment*

Equipment currently held as collateral under SPC-monitored or private lease.

<b>Building</b>	<b>Make</b>	<b>Model</b>	<b>Serial #</b>
Eric L. Knowlton School	Ricoh	MP5500	L7775000213
Eric L. Knowlton School	Toshiba	E-452	CIC727987
Eric L. Knowlton School	Xerox	8560MFP	CXF033499
Hanson/Lebanon Schools	Canon	5000	JCT15254
Hanson/Lebanon Schools	Ricoh	MP5500	L7775000333
Hanson/Lebanon Schools	Ricoh	MP5500	L7775000230
Hanson/Lebanon Schools	Toshiba	E-452	CIC727918
Hanson/Lebanon Schools	Toshiba	E-452	CIC727957
Hanson/Lebanon Schools	Xerox	8560MFP	CXF032475
Mary Hurd School	Toshiba	E-520T	CZI619545
Mary Hurd School	Xerox	8560MFP	CXF032945
Noble High	Ricoh	8100DN	Q8476100172
Noble High	Ricoh	1515	K2069000070
Noble High	Ricoh	8100DN	Q8476100173
Noble High	Ricoh	8100DN	Q8476100174
Noble High	Ricoh	MP5500	L7775000339
Noble High	Toshiba	E-162D	CJL618582
Noble High	Toshiba	E-452	CIC727984
Noble High	Toshiba	E-720T	CRC715906
Noble High	Toshiba	E-452	CIC727980
Noble High	Toshiba	E-520T	CZI619632
Noble High	Toshiba	E-600T	CQL619325
Noble High	Toshiba	E-720T	CRC715912
Noble High	Toshiba	E-520T	CZI619570
Noble High	Xerox	8560MFP	CXF032950
Noble Middle	Risograph	RZ220	81908622

<b>Building</b>	<b>Make</b>	<b>Model</b>	<b>Serial #</b>
Noble Middle	Toshiba	E-452	CIC727990
Noble Middle	Toshiba	E-720T	CRC715898
Noble Middle	Toshiba	E-452	CIC727983
Noble Middle	Xerox	8560MFP	CXF032999
North Berwick Primary	Toshiba	E-600T	CQL619348
North Berwick Primary	Xerox	8560MFP	CXF033009
SAD 60 Bus Garage	Canon	400	MRZ01586
SAD 60 District Office	Toshiba	E-452	CIC727994
SAD 60 District Office	Toshiba	E-600T	CQL619342
SAD 60 District Office	Toshiba	E-162D	CJL618587
SAD 60 District Office	Xerox	8560MFP	CXF033008
Vivian Hussey Primary	Ricoh	MP5500	L7775000328
Vivian Hussey Primary	Ricoh	MP5500	L7775000461
Vivian Hussey Primary	Toshiba	E-452	CIC728064
Vivian Hussey Primary	Xerox	8560MFP	CXF032783

## Owned Equipment

Equipment currently owned by client.

Building	Make	Model	Serial #
Eric L. Knowlton School	Canon	5000	MPL71471
Eric L. Knowlton School	Ricoh	SP5100	S2109200045
Hanson/Lebanon Schools	Ricoh	3200	P3510400133
Hanson/Lebanon Schools	Ricoh	3200	P3510400103
Mary Hurd School	Ricoh	3200	P3510400120
Noble High	Canon	5000	MPL73106
Noble High	Canon	5000	NRL02019
Noble High	Ricoh	3200	P3510400096
Noble Middle	Ricoh	3200	P3510900006
Noble Middle	Ricoh	3200	P3510400130
Noble Middle	Ricoh	3200	P3510400099
Noble Middle	Ricoh	4510	P7236200097
Noble Middle	Ricoh	4510	P7236200094
Noble Middle	Ricoh	4510	P7236200095
North Berwick Primary	Ricoh	3200	P3510400118
Vivian Hussey Primary	Canon	5000	MPL69508
Vivian Hussey Primary	Ricoh	3200	P3510400073
Vivian Hussey Primary	Ricoh	3200	P3510400100

**NOTE:** With your next upgrade, your current Leased Equipment would be listed as Owned, and any new equipment would be listed as Leased. Your current Owned Equipment would be traded out.

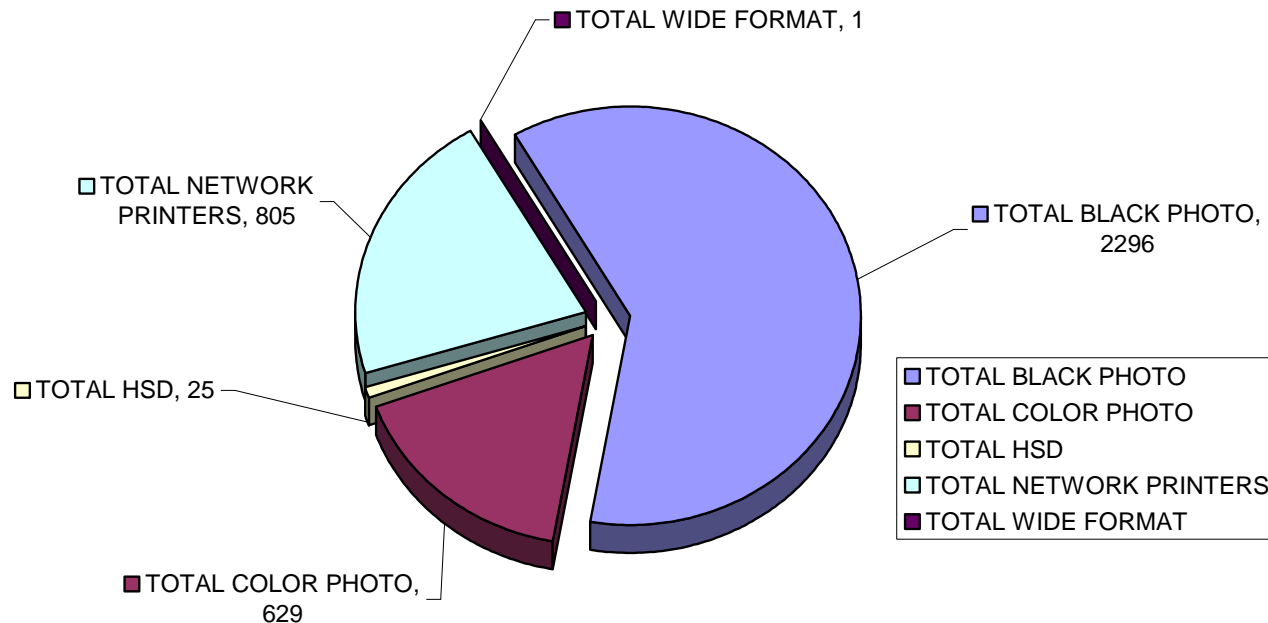


## Active Reprographic Equipment & Manufacturers

SPC currently maintains 3,756 high-end production reprographic units across the tri-state region. They are currently running over 301 million annual prints (black and color), culminating into over 1.5 billion prints over five years!

### SPC Total Active Equipment

- Current Manufacturers Represented (12):**
- Canon
  - Gestetner
  - Hewlett-Packard
  - Konica-Minolta
  - Kyocera
  - Lexmark
  - Océ
  - Ricoh
  - Risograph
  - Samsung
  - Savin
  - Sharp
  - Toshiba
  - Xerox



**Total Number of Active Equipment is 3,756**

### Current Vendors Represented (18):

- **A-COPI**
- Catamount/Lockrows
- Conway
- **Ikon - Ricoh**
- **KMBS**
- **Levesque**
- Lyndonville
- **Océ**
- Offtech New England
- Spillers
- SymQuest
- Toshiba
- UBM
- **Vary Tech**
- Xerox

Those marked in bold have won bids in the last 12 months.

## *Improved SPC Services*

### **Print Management Software with its Benefits**

In 2007 we initiated what is called **Print Management Software**. It was designed to capture meter reads and order supplies electronically on most, if not all, of your networked printing devices automatically. This software offers the following benefits:

#### *Collect meter reads daily. Benefits...*

- IT staff can isolate problem volume locations
- Monitor over use or under use locations and make the adjustments sooner
- Know when to shift from expensive laser and inkjet printers to low-cost-of-operation reprographic units
- Project cost on both black and color prints before the invoice arrives

#### *Automatic ordering of consumable items. Benefits...*

- Eliminate the need of valuable time spent ordering supplies manually

#### *Automatic service alert sent to service provider. Benefit...*

- E-mail sent out to both IT staff and service provider. Provider will then call to verify service need with IT staff to qualify the issue and send out a technician.

#### *Cost per print plan for networking printing devices such as HP and Lexmark network printers. Benefits...*

- Instead of individual expensive purchase of supply items, a cost-per-print quarterly in arrears at about half what you are currently paying will be offered.

In 2009 we have contracted with Vary Technologies who will offer to personally install this Print Management Software for free (MAC or PC environment). In addition, they are able to service, on a cost-per-print basis, all of your legacy printers including HP, Lexmark and Brother. Vary Technologies was first contacted by Xerox on behalf of SPC clients to service all of the solid ink color units as a local service provider in an effort to improve the overall response time and reliability. As a side benefit, Vary will be able to fill a void for servicing all of our low-volume legacy printers on a cost-per-print basis that includes...

- Service
- Supplies
- Equipment

Vary Technologies will be able to provide this service at a lower cost than what most clients are paying just for supplies. This should improve the quality of service and equipment at thousands of dollars less each year!

## SPC's Service & Supply Contract – Purpose & Sample

In an effort to serve our clients better, at our own expense, SPC hired Bond Counsel to set up your Service & Supply Contract to ensure accuracy and protection to our Clients. Integrated into and tailored to mirror the Lease-Purchase Agreement, this contract protects equipment held as collateral under the Lease-Purchase Agreement or for equipment already owned and purchased outright. Please note that it provides you with the option to upgrade your service contract with a 30-day termination notice. This provides you tremendous flexibility.

### CONTRACT SAMPLE:

## SERVICE AND SUPPLY CONTRACT (LEASED EQUIPMENT)

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the "Equipment") to a Master Lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the "Lessor") and Client, as lessee (the "Lessee"), dated beginning date, (the "Lease-Purchase") hereby contracts with Lessee for the term of the Lease-Purchase (terminating on ending date) to provide comprehensive services, supplies, and maintenance to such Equipment, excluding only the cost of paper, transparencies, and staples, at a cost per copy per item of Equipment as shown on Schedule A attached hereto. In addition, for high-speed duplicators, Vendor may charge the cost shown on Schedule A attached hereto for masters used when the number of copies made by use of such masters is, on an annual average, fewer than 100. Vendor shall provide a four-hour response time to all service calls.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor, at its option, may increase such costs per copy under this Service and Supply Contract (the "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.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor shall credit to Lessee any cost of this Contract prepaid by Lessee and unused by Lessee because fewer copies were made by Lessee during the Contract period ending on such July 1 than were originally estimated under this Contract to be made by Lessee during such period. *If the Lease-Purchase is terminated prior to the end of its term, Vendor shall prorate and return to Lessee, within 30 days of such termination, any cost of this Contract prepaid by Lessee and unused by Lessee because of such early termination of the Lease-Purchase.*

Vendor: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_  
 By (signature): \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Title: \_\_\_\_\_

Lessee: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_  
 By (signature): \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Title: \_\_\_\_\_

## *SPC's Dual-Layered Warranty – Purpose & Explanation*

Reprographic equipment is expensive and does not hold its value. Therefore, it is crucial for you and the banking industry holding the collateral to secure this asset.

Our unique Dual-Layered Warranty guarantees a like-for-like no-charge replacement unit in the event of equipment not performing satisfactorily.

1. **Servicing Vendor;** implemented in 1988
2. **ESP Electrical;** implemented in 2007, all photocopiers with such units will be warranted from electrical damage by ESP.

**ESPs** (Electronic Surge Protectors) with our most recent upgrades are being installed by SPC on 40 CPM units and faster in order to cut down on approximately 30% of all service calls. These units will not only protect from electrical surges but will also filter out electronic noise that creates havoc with boards and the operation of your equipment.

## WARRANTY SAMPLE:

## ***WARRANTY (LEASED EQUIPMENT)***

The Vendor identified below of the equipment described on Schedule A(P) attached hereto (the "Equipment") sold by Vendor to \_\_\_\_\_ (the "Owner") hereby warrants to Owner that, if any such Equipment malfunctions through no fault of Owner during a term commencing on \_\_\_\_\_ and terminating on \_\_\_\_\_ and such Equipment cannot be repaired promptly, Vendor promptly 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 Owner.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the life expectancy of such item of Equipment in number of copies, as shown on Schedule A(P) 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 A(P) attached hereto.

<b>Vendor:</b>	_____
<b>Street Address:</b>	_____
<b>City/State/Zip:</b>	_____
<b>By (signature):</b>	_____
<b>Name:</b>	_____
<b>Title:</b>	_____