



Specialized Purchasing Consultants

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www.spccopypro.com

2013-14 Annual Report
Year - End Photocopier Analysis

With projected costs for 2014-15

Denise VanCampen
MSAD 60 - North Berwick
P.O. Box 819
North Berwick, ME 03906



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

September 2014

Skip Tilton
President

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Denise VanCampen
MSAD 60 - North Berwick
P.O. Box 819
North Berwick, ME 03906

Dear Denise:

VISIT US ON THE WEB:
www.spccopypro.com

Our staff at SPC would like to extend their gratitude for allowing us to provide beneficial services to you and your organization for the past *11 years*. Over the last two years, SPC has made major improvements to your services without increasing our cost to you. We hope you have experienced and enjoyed the benefits.

Since our inception in 1988, we have always strived to maximize your savings while improving productivity and reliability. As a major part of our services, **SPC STAR Doc.** * which was designed to predict both your year-end cost as well as set up your next year's budget as soon as January 1st, is fully functional. New features include...

- Mapped devices show a before and after Upgrade floor plan
- Devices not reporting are now factored into your budget so that you have a more accurate forecast
- Non-contracted devices are now flagged with potential cost savings

*Feel free to ask for a more detailed explanation

New to this year's Annual Report is a section for warranty replacements and equipment complaints that have taken place during the previous year. This will flag problem locations that may or may not need to be eventually upgraded. As always, the overview of your equipment usage and status for the past fiscal year is included. Recommendations are provided to address potential problem areas to avoid needless down time and improve equipment reliability for years to come.

Thank you again for allowing SPC the opportunity to be of service. We look forward to our personal presentation of this year's annual report.

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.



Paul Garozzo

General Manager

As General Manager my goal is ensure our clients are pleased with our services and also provide solutions that are efficient, productive and reduce cost. With my 23 years in the copier industry, I will use my experiences to achieve this goal. In addition, I will be utilizing our new SPC STAR Doc system to further enhance SPC services. Clients will now have the benefit of visually seeing where all their devices are located and project future expenses. I could not be more excited to join the SPC team.

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.



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

It is a great pleasure for me to join the SPC team. One of my responsibilities involves creating detailed maps of your copiers and printers and will be assisting the team in monitoring all of your equipment. My background as a Network Technician and my experience in Customer Service will allow me to give our clients the level of service that they have come to expect from SPC. It is my personal goal to aid in fulfilling each and every promise made to our valued clients.



The SPC Team Continued....



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.



Pam Weed

Client-Vendor Relations

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

Joel Heffernan

Field Representative – Client Relations

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



Charles Baca

Operational Support

I feel privileged to join SPC and honored that I am able to work with such an amazing team. I'm here to help make sure that the SPC headquarters runs as smoothly as possible. That includes technical issues and networking matters. I also make sure that all of our clients' data are up to date and as accurate as possible. I love working at SPC because it's a challenging work environment committed to their clients.

Equipment Health Status

Total Number of Machines:	70
Total Black Photocopiers	20
Total Color Photocopiers (including MFP)	11
Total Black Network Printers	37
Total Color Network Printers	2
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	30
# of Units Overused:	0
# of Units Underused:	2
# of Units Connected to Network with Print and/or Scan	69
Commencement Date:	4/1/2012
# of Annual Payments Left on Lease	4
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 Denise,

Although the color volume has increased you are way below industry average.

I did not see any major concerns.

Skip

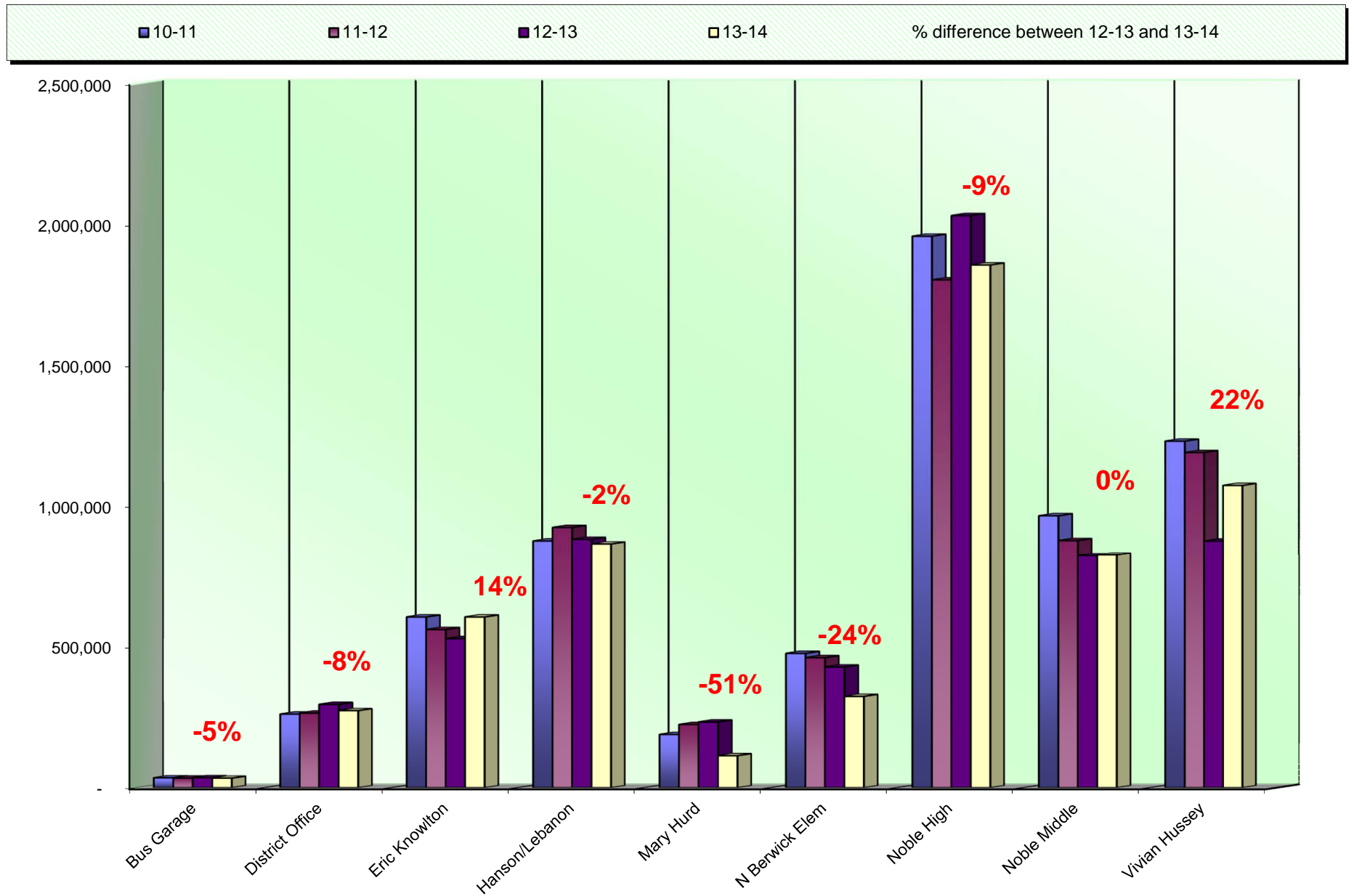
Aging Equipment Summary

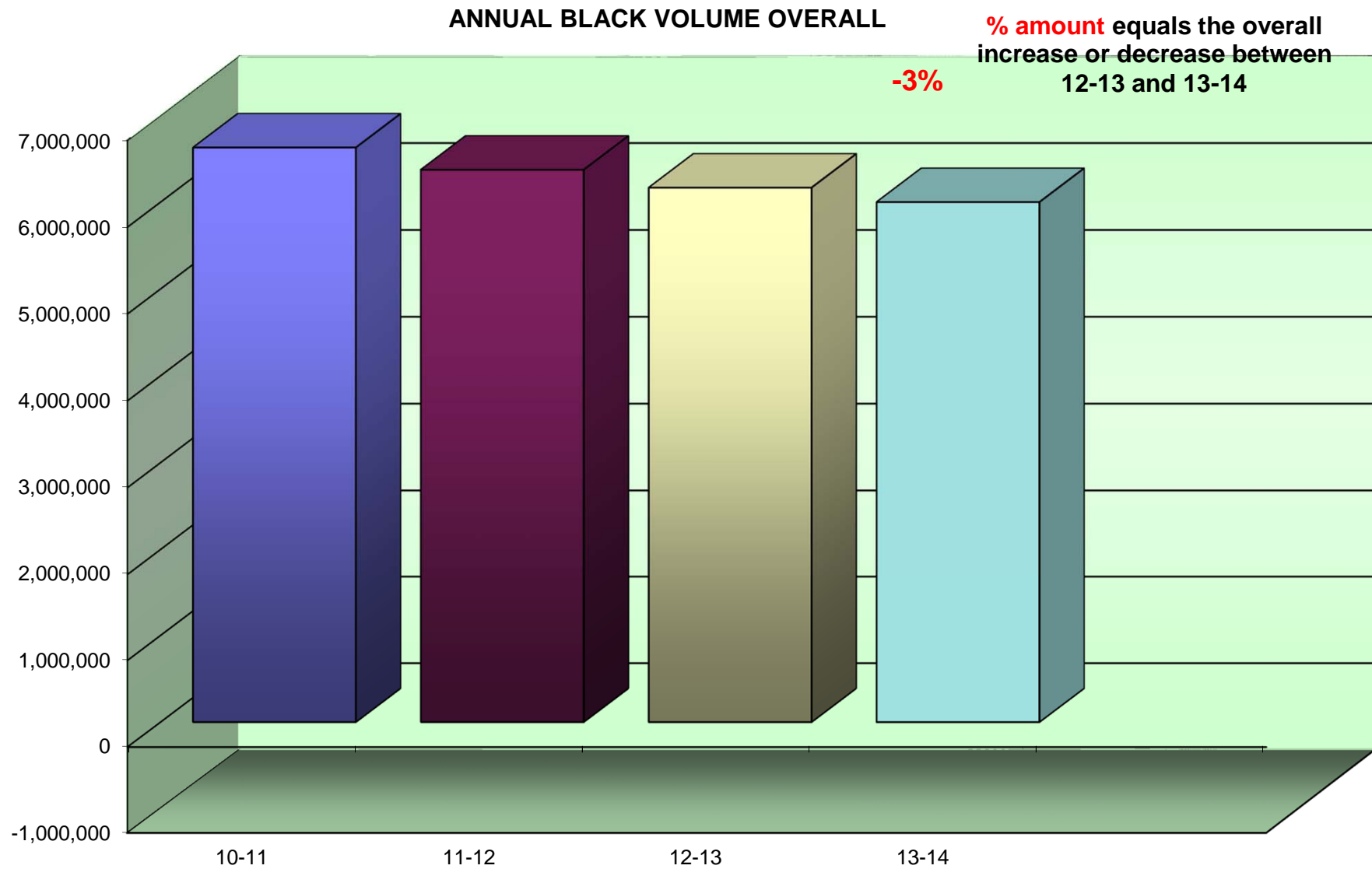
The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the Date of Introduction. Usage, age, and service history need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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Eric L. Knowlton School	Computer Lab	Konica Minolta PP5650	A0DX012007222	KMBS	12/2007
Lebanon Elementary School	Hanson Computer Lab Rm 18	Konica Minolta PP5650	A0DX012007263	KMBS	12/2007
Lebanon Elementary School	Lebanon Computer Lab Rm 20	Konica Minolta PP5650	A0DX012006619	KMBS	12/2007
Mary Hurd School	Lower Hall	Konica Minolta PP5650	A0DX012007217	KMBS	12/2007
Mary Hurd School	RTI Room	Konica Minolta PP5650	A0DX012006624	KMBS	12/2007
Noble High School	Alt Program Team 5 Room 151	Konica Minolta PP5650	A0DX012007370	KMBS	12/2007
Noble High School	Art Room Teachers' Office Room 3111	Konica Minolta PP5650	A0DX012007256	KMBS	12/2007
Noble High School	Exceptional Studies Room 159	Konica Minolta PP5650	A0DX012007252	KMBS	12/2007
Noble High School	Grade 8 Room 250	Konica Minolta PP5650	A0DX012007251	KMBS	12/2007
Noble High School	House 1 Room 146	Konica Minolta PP5650	A0DX012007221	KMBS	12/2007
Noble High School	House 2 Room 130	Konica Minolta PP5650	A0DX012007253	KMBS	12/2007
Noble High School	House 3	Konica Minolta PP5650	A0DX012007258	KMBS	12/2007
Noble High School	Room 166	Konica Minolta PP5650	A0DX012007373	KMBS	12/2007
Noble High School	Room 169 Lab	Konica Minolta PP5650	A0DX012006620	KMBS	12/2007
Noble High School	Team 1	Konica Minolta PP5650	A0DX012007250	KMBS	12/2007
Noble High School	Team 2	Konica Minolta PP5650	A0DX012007223	KMBS	12/2007
Noble High School	Team 3 Room 226	Konica Minolta PP5650	A0DX012007293	KMBS	12/2007
Noble High School	Team 4 Room 314	Konica Minolta PP5650	A0DX012007297	KMBS	12/2007

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Noble Middle School	Main Office Window	Konica Minolta PP5650	A0DX012006623	KMBS	12/2007
Noble Middle School	Middle Room	Konica Minolta PP5650	A0DX012006616	KMBS	12/2007
Noble Middle School	Room 103	Konica Minolta PP5650	A0DX012006621	KMBS	12/2007
North Berwick Primary	Computer Lab Room 20	Konica Minolta PP5650	A0DX012006618	KMBS	12/2007
North Berwick Primary	Lower Level	Konica Minolta PP5650	A0DX012006622	KMBS	12/2007
SAD 60 District Office	Payroll 1 Room 308	Konica Minolta PP5650	A0DX012007216	KMBS	12/2007
SAD 60 District Office	Payroll 2 Caity	Konica Minolta PP5650	A0DX012007288	KMBS	12/2007
SAD 60 District Office	Payroll 3 Debbie	Konica Minolta PP5650	A0DX012007254	KMBS	12/2007
SAD 60 District Office	Payroll 4 Ellen	Konica Minolta PP5650	A0DX012007218	KMBS	12/2007
SAD 60 District Office	Payroll 5 Room 305	Konica Minolta PP5650	A0DX012007220	KMBS	12/2007
Vivian Hussey Primary School	Library	Konica Minolta PP5650	A0DX012007233	KMBS	12/2007
Vivian Hussey Primary School	Room 201	Konica Minolta PP5650	A0DX012007219	KMBS	12/2007

ANNUAL BLACK VOLUME 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	213	610,034	\$12,001.81	2,864	\$56.35
Lebanon Elementary School	446	870,219	\$17,161.22	1,951	\$38.48
Mary Hurd School	19	115,315	\$2,258.13	6,069	\$118.85
Noble High School	1,085	1,857,500	\$35,908.94	1,712	\$33.10
Noble Middle School	483	829,841	\$15,948.87	1,718	\$33.02
North Berwick Primary	333	328,195	\$6,279.05	986	\$18.86
SAD 60 Bus Garage	0	34,451	\$683.08	0	\$0.00
SAD 60 District Office	0	276,970	\$5,466.82	0	\$0.00
Vivian Hussey Primary School	439	1,077,556	\$21,113.25	2,455	\$48.09
<i>Totals</i>	3,018	6,000,081	\$116,821.18	1,988	\$38.71

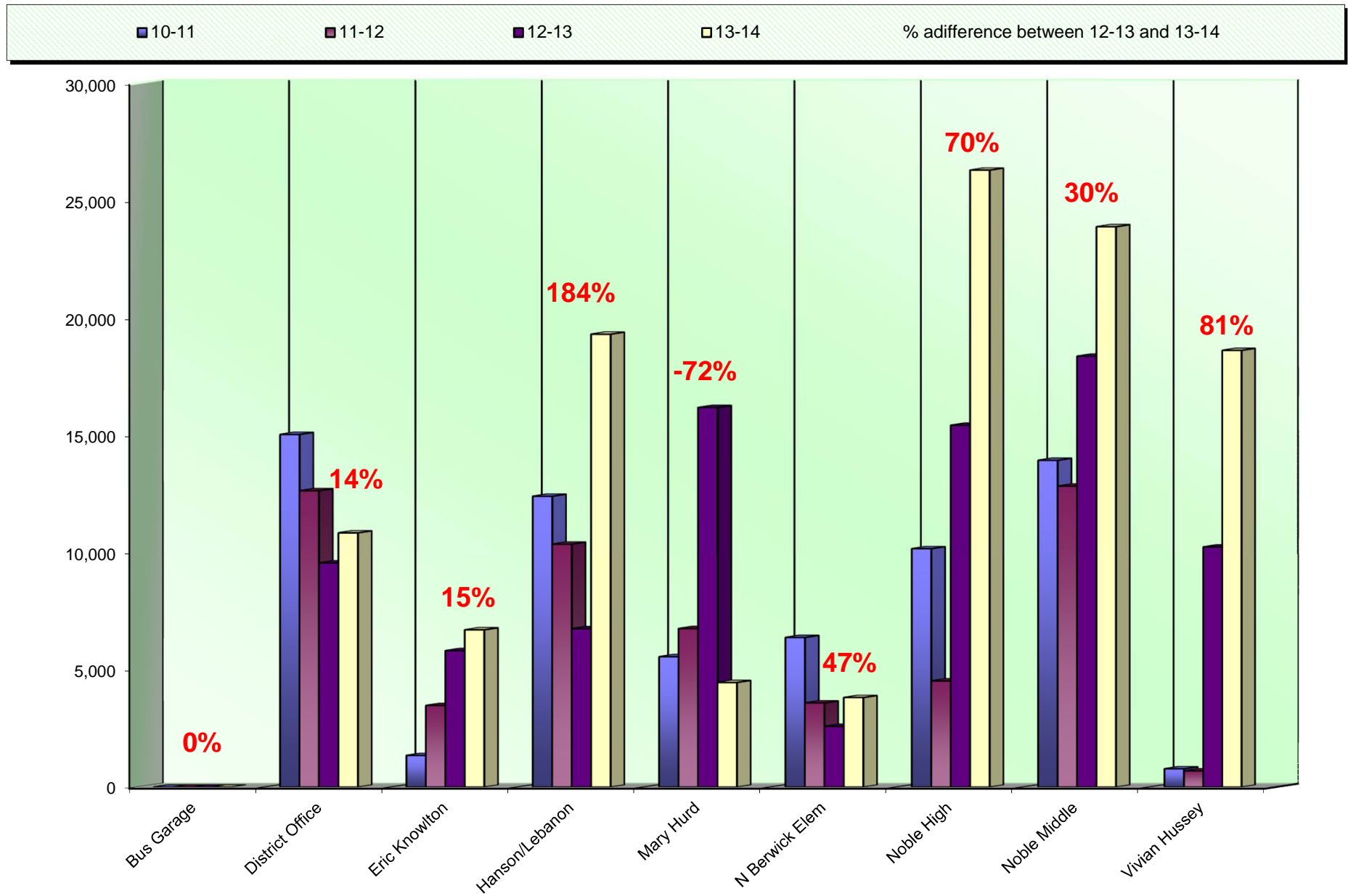
Cost Comparison Black Only

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

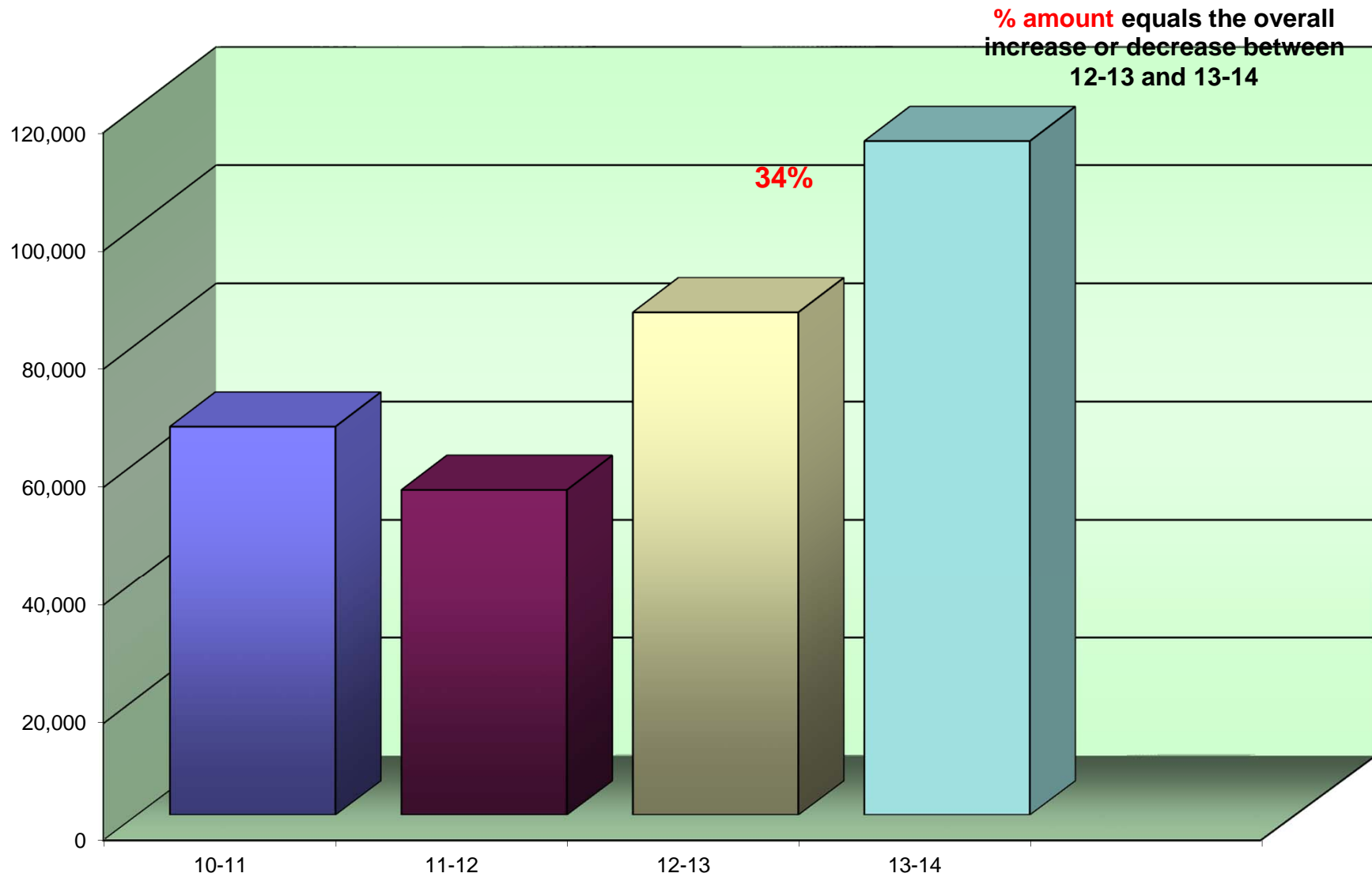
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	114,558	228,223,654	\$5,292,743.97	2,516	\$46.20

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

ANNUAL COLOR VOLUME BY BUILDING



ANNUAL COLOR VOLUME OVERALL



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	213	6,752	\$347.46	32	\$1.63
Lebanon Elementary School	446	19,341	\$995.29	43	\$2.23
Mary Hurd School	19	4,513	\$232.24	238	\$12.22
Noble High School	1,085	26,310	\$1,353.91	24	\$1.25
Noble Middle School	483	23,905	\$1,230.15	49	\$2.55
North Berwick Primary	333	3,864	\$198.84	12	\$0.60
SAD 60 Bus Garage	0	0	\$0.00	0	\$0.00
SAD 60 District Office	0	10,900	\$560.91	0	\$0.00
Vivian Hussey Primary School	439	18,653	\$959.88	42	\$2.19
Totals	3,018	114,238	\$5,878.69	38	\$1.95

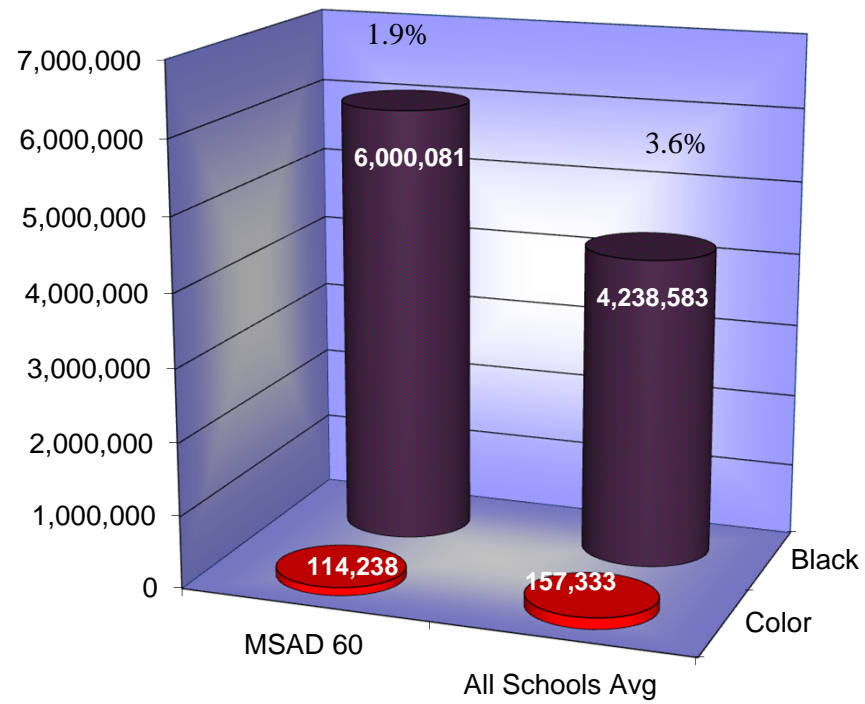
Cost Comparison – Color Only

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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	114,558	10,541,331	\$617,517.66	92	\$5.39

**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 Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Eric L. Knowlton School					
Cafeteria					
Konica Minolta BH20P / 32 PPM	2,876	5,237	2,361	\$0.012630	None at this time.
A32P011004626 / 8802 5937				\$29.82	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Computer Lab					
Konica Minolta PP5650 / 46 PPM	3,310	4,632	1,322	\$0.004950	7 years from Intro.
A0DX012007222 / 8802 5993				\$6.54	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					

Date of Last Upgrade: 4/1/2012					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
Eric L. Knowlton School					
Copy Room Up					
Konica Minolta BH601 / 60 PPM	263,246	546,354	283,108	\$0.003940	None at this time.
A0PP011016277 / 9333 2519				\$1,115.45	
3,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2017					
KMBS					
Main Office					
Konica Minolta BHc552 / 55 PPM	74,801	174,721	99,920	\$0.003940	None at this time.
A0P1011011849 / 9333 2849				\$393.68	
3,000,000 / 02/2009	5,358	12,110	6,752	\$0.05045	
Color Photocopier				\$340.64	
Connected / 6/1/2017					
KMBS					
Teachers' Room					
Konica Minolta BH601 / 60 PPM	558,062	781,385	223,323	\$0.004240	None at this time.
A0PP011005234 / 8811 2550				\$946.89	
3,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2017					
KMBS					
Subtotals BW			610,034	\$2,492.38	
Subtotals Color			6,752	\$340.64	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Lebanon Elementary School					
Cafeteria					
Konica Minolta BH20P / 32 PPM	3,008	6,993	3,985	\$0.012630	None at this time.
A32P011004661 / 8802 5414				\$50.33	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Hanson 2nd Floor					
Konica Minolta BH751 / 75 PPM	504,939	666,645	161,706	\$0.006440	None at this time.
A0PN011002316 / 9333 2534				\$6: 7.85	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2017					
KMBS					
Hanson Computer Lab Rm 18					
Konica Minolta PP5650 / 46 PPM	13,603	25,025	11,422	\$0.004950	7 years from Intro.
A0DX012007263 / 8802 5966				\$56.54	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Lebanon Elementary School					
Hanson Office					
Konica Minolta BHc552 / 55 PPM	142,118	330,536	188,418	\$0.003940	None at this time.
A0P1011011830 / 9333 2848				\$742.37	
3,000,000 / 02/2009	5,119	24,460	19,341	\$0.05045	
Color Photocopier				\$975.75	
Connected / 6/1/2017					
KMBS					
Hanson Teachers' Room					
Konica Minolta BH601 / 60 PPM	191,383	381,466	190,083	\$0.005; 60	None at this time.
A0PP011016311 / 9333 2524				\$96: .; 5	
3,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2017					
KMBS					
Lebanon Computer Lab Rm 20					
Konica Minolta PP5650 / 46 PPM	19,734	43,166	23,432	\$0.004950	7 years from Intro.
A0DX012006619 / 8802 5970				\$115.99	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Lebanon Elementary School						
Lebanon Office						
Konica Minolta BH20P / 32 PPM	5,000	7,500	2,500	\$0.012630	None at this time.	
A32P011004662 / 8802 5969				\$31.58		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / 6/1/2017						
KMBS						
Lebanon Office Paper Closet						
Konica Minolta BH423 / 42 PPM	178,271	380,244	201,973	\$0.003940	None at this time.	
A1UD011012629 / 9333 2855				\$795.77		
1,000,000 / 06/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2017						
KMBS						
Lebanon Teachers' Room						
Konica Minolta BH601 / 60 PPM	672,301	759,001	86,700	\$0.004240	None at this time.	
A0PP011005258 / 8811 2574				\$367.61		
3,000,000 / 12/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2017						
KMBS						
Subtotals BW			870,219	\$3,) - (.+(
Subtotals Color			19,341	\$975.75		

Date of Last Upgrade: 4/1/2012					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
Mary Hurd School					
Lower Hall					
Konica Minolta PP5650 / 46 PPM	8,212	13,500	5,288	\$0.004950	7 years from Intro.
A0DX012007217 / 8802 5939				\$26.18	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Main Office					
Konica Minolta BHc552 / 55 PPM	218,443	327,640	109,197	\$0.003940	None at this time.
A0P1011011826 / 9333 2845				\$430.24	
3,000,000 / 02/2009	9,077	13,590	4,513	\$0.05045	
Color Photocopier				\$227.68	
Connected / 6/1/2017					
KMBS					
RTI Room					
Konica Minolta PP5650 / 46 PPM	1,660	2,490	830	\$0.004950	7 years from Intro.
A0DX012006624 / 8802 5965				\$4.11	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Subtotals BW			115,315	\$460.52	
Subtotals Color			4,513	\$227.68	

Date of Last Upgrade: 4/1/2012					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2013-14		
Connectivity / Printer Exp Date	7/1/2013	6/30/2014	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
Noble High School					
Adult Education Room 112					
Konica Minolta BHc35 / 31 PPM	10,050	20,464	10,414	\$0.003940	None at this time.
A121011017117 / 9333 2518				\$41.03	
750,000 / 07/2010	74	921	847	\$0.05045	
Color Photocopier				\$42.73	
Connected / 6/1/2017					
KMBS					
Alt Program Team 5 Room 151					
Konica Minolta PP5650 / 46 PPM	18,061	28,382	10,321	\$0.004950	7 years from Intro.
A0DX012007370 / 8802 5978				\$51.09	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Art Room Teachers' Office Room 3111					
Konica Minolta PP5650 / 46 PPM	9,205	18,178	8,973	\$0.004950	7 years from Intro.
A0DX012007256 / 8802 5957				\$44.42	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Noble High School						
CAD Room 157						
Konica Minolta MC7450II Grafx / 24 PPM	71	735	664	\$0.004950	None at this time.	
322701427 / 8802 5954				\$3.29		
500,000 / 01/2009	77	1,394	1,317	\$0.05045		
Color Network Printer				\$66.44		
Connected / 6/1/2017						
KMBS						
Cafeteria						
Konica Minolta BH20 / 32 PPM	3,451	5,177	1,726	\$0.012630	None at this time.	
A32R012010748 / 8702 2494				\$21.80		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / 6/1/2017						
KMBS						
Exceptional Studies Room 159						
Konica Minolta PP5650 / 46 PPM	19,878	43,910	24,032	\$0.004950	7 years from Intro.	
A0DX012007252 / 8802 5979				\$118.96		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / 6/1/2017						
KMBS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Noble High School					
Grade 8 Room 250					
Konica Minolta PP5650 / 46 PPM	92,524	189,944	97,420	\$0.004950	7 years from Intro.
A0DX012007251 / 8802 5959				\$482.23	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Guidance Copy Room					
Konica Minolta BH423 / 42 PPM	56,108	102,843	46,735	\$0.003940	None at this time.
A1UD011100932 / 9333 2856				\$184.14	
1,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2017					
KMBS					
Guidance Reception					
Konica Minolta BH951 / 95 PPM	323,907	677,869	353,962	\$0.003430	None at this time.
A4EW011000548 / 9333 2843				\$1,214.09	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2017					
KMBS					

Date of Last Upgrade: 4/1/2012					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
Noble High School					
Health Center					
Konica Minolta BHc364 / 36 PPM	16,204	40,131	23,927	\$0.003940	None at this time.
A161011000788 / 9333 2894				\$94.27	
750,000 / 06/2012	2,544	8,566	6,022	\$0.05045	
Color Photocopier				\$303.81	
Connected / 6/1/2017					
KMBS					
House 1 Room 146					
Konica Minolta PP5650 / 46 PPM	35,210	72,405	37,195	\$0.004950	7 years from Intro.
A0DX012007221 / 8802 5936				\$184.12	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
House 2 Room 130					
Konica Minolta PP5650 / 46 PPM	28,197	62,848	34,651	\$0.004950	7 years from Intro.
A0DX012007253 / 8802 5977				\$171.52	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Noble High School					
House 3					
Konica Minolta PP5650 / 46 PPM	34,871	60,981	26,110	\$0.004950	7 years from Intro.
A0DX012007258 / 8802 5908				\$129.24	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Learning Ctr Room 271					
Konica Minolta BH951 / 95 PPM	280,005	649,895	369,890	\$0.003430	None at this time.
A4EW011000242 / 8702 2495				\$1,268.72	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2017					
KMBS					
Library					
Konica Minolta BH951 / 95 PPM	376,006	683,435	307,429	\$0.003430	None at this time.
A4EW011000244 / 9333 2871				\$1,054.48	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2017					
KMBS					

Date of Last Upgrade: 4/1/2012					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
Noble High School					
Main Office					
Konica Minolta BHc552 / 55 PPM	89,464	185,968	96,504	\$0.003940	None at this time.
A0P1011011845 / 9333 2850				\$380.23	
3,000,000 / 02/2009	11,824	29,948	18,124	\$0.05045	
Color Photocopier				\$914.36	
Connected / 6/1/2017					
KMBS					
Room 166					
Konica Minolta PP5650 / 46 PPM	1,245	1,868	623	\$0.004950	7 years from Intro.Underused!.
A0DX012007373 / 8802 5981				\$3.08	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Room 169 Lab					
Konica Minolta PP5650 / 46 PPM	1,327	2,078	751	\$0.004950	7 years from Intro.Underused!.
A0DX012006620 / 8802 5980				\$3.72	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					

Date of Last Upgrade: 4/1/2012					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2013-14		
Connectivity / Printer Exp Date	7/1/2013	6/30/2014	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
Noble High School					
Teachers' Lounge Up					
Konica Minolta BH951 / 95 PPM	418,234	746,645	328,411	\$0.003430	None at this time.
A4EW011000238 / 9333 2870				\$1,126.45	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2017					
KMBS					
Team 1					
Konica Minolta PP5650 / 46 PPM	30,622	57,266	26,644	\$0.004950	7 years from Intro.
A0DX012007250 / 8802 5956				\$131.89	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Team 2					
Konica Minolta PP5650 / 46 PPM	32,001	56,642	24,641	\$0.004950	7 years from Intro.
A0DX012007223 / 8802 5955				\$121.97	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Noble High School					
Team 3 Room 226					
Konica Minolta PP5650 / 46 PPM	59,488	83,450	23,962	\$0.004950	7 years from Intro.
A0DX012007293 / 8802 5909				\$118.61	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Team 4 Room 314					
Konica Minolta PP5650 / 46 PPM	2,565	5,080	2,515	\$0.004950	7 years from Intro.
A0DX012007297 / 8802 5958				\$12.45	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Subtotals BW			1,857,500	\$6,961.79	
Subtotals Color			26,310	\$1,327.34	

Date of Last Upgrade: 4/1/2012					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
Noble Middle School					
Cafeteria					
Konica Minolta BH20P / 32 PPM	2,500	2,500	0	\$0.012630	No Volume why?.
A32P011004663 / 9309 8103				\$0.00	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Guidance Office					
Konica Minolta MC4750DN / 31 PPM	307	726	419	\$0.004950	None at this time.
A0VD012002130 / 8802 5953				\$2.07	
750,000 / 09/2010	640	1,179	539	\$0.05045	
Color Network Printer				\$27.19	
Connected / 6/1/2017					
KMBS					
Library					
Konica Minolta BH423 / 42 PPM	80,821	199,288	118,467	\$0.003940	None at this time.
A1UD011012627 / 9333 2873				\$466.76	
1,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2017					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Noble Middle School					
Main Office					
Konica Minolta BHC454 / 45 PPM	72,209	160,085	87,876	\$0.003940	None at this time.
A4FJ011000415 / 9333 2893				\$346.23	
1,000,000 / 07/2012	15,370	38,736	23,366	\$0.05045	
Color Photocopier				\$1,178.81	
Connected / 6/1/2017					
KMBS					
Main Office Window					
Konica Minolta PP5650 / 46 PPM	24,456	34,042	9,586	\$0.004950	7 years from Intro.
A0DX012006623 / 8802 5982				\$47.45	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Middle Room					
Konica Minolta PP5650 / 46 PPM	19,892	45,657	25,765	\$0.004950	7 years from Intro.
A0DX012006616 / 8802 5960				\$127.54	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Noble Middle School					
Room 103					
Konica Minolta PP5650 / 46 PPM	503	8,758	8,255	\$0.004950	7 years from Intro.
A0DX012006621 / 8802 5961				\$40.86	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Teachers' Room #207					
Konica Minolta BH951 / 95 PPM	385,564	758,070	372,506	\$0.003430	None at this time.
A4EW011000540 / 9333 2847				\$1,277.70	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2017					
KMBS					
Konica Minolta BH951 / 95 PPM	196,454	403,421	206,967	\$0.003430	None at this time.
A4EW011000258 / 9333 2844				\$709.90	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2017					
KMBS					
Subtotals BW			829,841	\$3,018.51	
Subtotals Color			23,905	\$1,206.01	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
North Berwick Primary					
Cafeteria					
Konica Minolta BH20P / 32 PPM	1,369	2,954	1,585	\$0.012630	None at this time.
A32P011004651 / 8802 5938				\$20.02	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Computer Lab Room 20					
Konica Minolta PP5650 / 46 PPM	13,994	22,443	8,449	\$0.004950	7 years from Intro.
A0DX012006618 / 8802 5963				\$41.82	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Lower Level					
Konica Minolta PP5650 / 46 PPM	4,694	9,366	4,672	\$0.004950	7 years from Intro.
A0DX012006622 / 8802 5964				\$23.13	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
North Berwick Primary						
Main Office						
Konica Minolta BHc35 / 31 PPM	11,098	21,911	10,813	\$0.003940	None at this time.	
A121011017218 / 9333 2877				\$42.60		
750,000 / 07/2010	2,126	5,990	3,864	\$0.05045		
Color Photocopier				\$194.94		
Connected / 6/1/2017						
KMBS						
Main Office Back Room						
Konica Minolta BH951 / 95 PPM	381,427	684,103	302,676	\$0.003430	None at this time.	
A4EW011000556 / 9333 2846				\$1,038.18		
5,000,000 / 06/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2017						
KMBS						
Subtotals BW			328,195	\$1,165.75		
Subtotals Color			3,864	\$194.94		

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
SAD 60 Bus Garage						
Main Office						
Konica Minolta BH601 / 60 PPM	353,186	387,637	34,451	\$0.004240	None at this time.	
A0PP012000171 / 9303 4614				\$146.07		
3,000,000 / 12/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2017						
KMBS						
Subtotals BW			34,451	\$146.07		
Subtotals Color			0	\$0.00		

Date of Last Upgrade: 4/1/2012					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAD 60 District Office					
3rd Floor					
Konica Minolta BHc552 / 55 PPM	107,582	195,042	87,460	\$0.003940	None at this time.
A0P1011012146 / 9333 2857				\$344.59	
3,000,000 / 02/2009	4,661	12,284	7,623	\$0.05045	
Color Photocopier				\$384.58	
Connected / 6/1/2017					
KMBS					
Central Food Service					
Konica Minolta BHc35 / 31 PPM	20,139	40,956	20,817	\$0.003940	None at this time.
A121011017103 / 9333 2869				\$82.02	
750,000 / 07/2010	2,595	5,872	3,277	\$0.05045	
Color Photocopier				\$165.32	
Connected / 6/1/2017					
KMBS					
Payroll 1 Room 308					
Konica Minolta PP5650 / 46 PPM	13,094	29,466	16,372	\$0.004950	7 years from Intro.
A0DX012007216 / 9309 8100				\$81.04	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
SAD 60 District Office					
Payroll 2 Caity					
Konica Minolta PP5650 / 46 PPM	6,943	18,193	11,250	\$0.004950	7 years from Intro.
A0DX012007288 / 9309 8105				\$55.69	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Payroll 3 Debbie					
Konica Minolta PP5650 / 46 PPM	5,324	7,986	2,662	\$0.004950	7 years from Intro.
A0DX012007254 / 9309 8101				\$13.18	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Payroll 4 Ellen					
Konica Minolta PP5650 / 46 PPM	13,449	28,550	15,101	\$0.004950	7 years from Intro.
A0DX012007218 / 9309 8104				\$74.75	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAD 60 District Office					
Payroll 5 Room 305					
Konica Minolta PP5650 / 46 PPM	9,959	21,124	11,165	\$0.004950	7 years from Intro.
A0DX012007220 / 9309 8102				\$55.27	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / 6/1/2017					
KMBS					
Special Education					
Konica Minolta BH423 / 42 PPM	85,885	198,028	112,143	\$0.003940	None at this time.
A1UD011100933 / 9333 2874				\$441.84	
1,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2017					
KMBS					
Subtotals BW			276,970	\$1,148.38	
Subtotals Color			10,900	\$549.91	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Vivian Hussey Primary School						
200 Wing Work Room						
Konica Minolta BH751 / 75 PPM	244,034	674,521	430,487	\$0.003940	None at this time.	
A0PN011009589 / 9333 2858				\$1,696.12		
4,000,000 / 12/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2017						
KMBS						
200 Wing Work Room 1st Floor						
Konica Minolta BH751 / 75 PPM	341,108	676,984	335,876	\$0.003940	None at this time.	
A0PN011007931 / 9333 2875				\$1,323.35		
4,000,000 / 12/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2017						
KMBS						
400 Wing Work Room						
Konica Minolta BH751 / 75 PPM	138,557	292,849	154,292	\$0.003940	None at this time.	
A0PN011009595 / 9333 2876				\$607.91		
4,000,000 / 12/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2017						
KMBS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Vivian Hussey Primary School						
Cafeteria						
Konica Minolta BH20P / 32 PPM	418	4,280	3,862	\$0.012630	None at this time.	
A32P011004629 / 8802 5962				\$48.78		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / 6/1/2017						
KMBS						
Library						
Konica Minolta PP5650 / 46 PPM	19,056	45,486	26,430	\$0.004950	7 years from Intro.	
A0DX012007233 / 8802 5952				\$130.83		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / 6/1/2017						
KMBS						
Main Office 1st Floor						
Konica Minolta BHC452 / 45 PPM	105,533	222,765	117,232	\$0.003940	None at this time.	
A4FJ011000353 / 9333 2895				\$461.89		
1,000,000 / 09/2009	10,289	28,942	18,653	\$0.05045		
Color Photocopier				\$941.04		
Connected / 6/1/2017						
KMBS						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Vivian Hussey Primary School					
Room 201					
Konica Minolta PP5650 / 46 PPM	1,827	11,204	9,377	\$0.004950	7 years from Intro.
A0DX012007219 / 8802 5940				\$46.42	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Not Connected / 6/1/2017					
KMBS					
Subtotals BW			1,077,556	\$4,315.30	
Subtotals Color			18,653	\$941.04	

<i>District Wide Black Totals</i>	6,000,081	\$23,325.66
<i>District Wide Color Totals</i>	114,238	\$5,763.31

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 2/28/2003 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2013-14 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
6,000,081	\$0.01693	\$101,581.37

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
6,000,081	\$0.00396	\$23,760.32	\$77,821.05	\$389,105.25

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$77,821.05 x 11 years as a Client
= \$856,031.56 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
Noble High School	1,857,500	\$7,103.46	\$9,216.92	\$19,588.57	\$35,908.94
Eric L. Knowlton School	610,034	\$2,541.61	\$3,026.99	\$6,433.21	\$12,001.81
Lebanon Elementary School	870,219	\$3,666.16	\$4,318.03	\$9,177.03	\$17,161.22
Mary Hurd School	115,315	\$469.87	\$572.19	\$1,216.07	\$2,258.13
Noble Middle School	829,841	\$3,079.98	\$4,117.67	\$8,751.22	\$15,948.87
North Berwick Primary	328,195	\$1,189.51	\$1,628.50	\$3,461.03	\$6,279.05
SAD 60 District Office	276,970	\$1,171.67	\$1,374.33	\$2,920.83	\$5,466.82
Vivian Hussey Primary School	1,077,556	\$4,402.87	\$5,346.83	\$11,363.54	\$21,113.25
SAD 60 Bus Garage	34,451	\$148.83	\$170.95	\$363.31	\$683.08
Total	6,000,081	\$23,773.96	\$29,772.40	\$63,274.82	\$116,821.18

SPC Equipment Bids:

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

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 1.2%.**

Vendor	Equipment Type	Annual Volume	2013-2014 Cost / Copy	Total Cost	2014-2015 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Black Network Printer	509,216	\$0.00495	\$2,520.62	\$0.00505	\$2,571.54
Konica-Minolta Business Solutions	Black Network Printer	16,019	\$0.01263	\$202.32	\$0.01288	\$206.32
Konica-Minolta Business Solutions	Black Photocopier	2,241,841	\$0.00343	\$7,689.51	\$0.00350	\$7,846.44
Konica-Minolta Business Solutions	Black Photocopier	1,873,164	\$0.00394	\$7,380.27	\$0.00402	\$7,530.12
Konica-Minolta Business Solutions	Black Photocopier	506,180	\$0.00424	\$2,146.20	\$0.00432	\$2,186.70
Konica-Minolta Business Solutions	Color Network Printer	1,083	\$0.00495	\$5.36	\$0.00505	\$5.47
Konica-Minolta Business Solutions	Color Photocopier	852,578	\$0.00394	\$3,359.16	\$0.00402	\$3,427.36
Total		6,000,081	\$0.00388	\$23,303.44	\$0.00396	\$23,773.96

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
Noble High School	26,310	\$1,353.91
Eric L. Knowlton School	6,752	\$347.46
Lebanon Elementary School	19,341	\$995.29
Mary Hurd School	4,513	\$232.24
Noble Middle School	23,905	\$1,230.15
North Berwick Primary	3,864	\$198.84
SAD 60 District Office	10,900	\$560.91
Vivian Hussey Primary School	18,653	\$959.88
SAD 60 Bus Garage	0	\$0.00
Total	114,238	\$5,878.69

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 1.2%.**

Vendor	Equipment Type	Annual Volume	2013-2014 Cost / Copy	Total Cost	2014-2015 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Color Network Printer	1,856	\$0.05045	\$93.64	\$0.05146	\$95.51
Konica-Minolta Business Solutions	Color Photocopier	112,382	\$0.05045	\$5,669.67	\$0.05146	\$5,783.18
Total		114,238	\$0.05045	\$5,763.31	\$0.05146	\$5,878.69

Reprographic Equipment Assessment

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

Total Number of Units	70
Total Number of Units on Lease	66
Total Number of Units Owned	4
Lease Company	Northway Bank
Lease Start Date	4/1/2012
Lease End Date	6/30/2018
Term	5 Annual
Annual Payment usually due on 8/1	\$63,274.82
Remaining Payments	4

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

Leased Equipment

Building	Make	Model	Serial Number
Eric L. Knowlton School	Konica Minolta	PP5650	A0DX012007222
Eric L. Knowlton School	Konica Minolta	BH601	A0PP011016277
Eric L. Knowlton School	Konica Minolta	BHc552	A0P1011011849
Eric L. Knowlton School	Konica Minolta	BH20P	A32P011004626
Lebanon Elementary School	Konica Minolta	BH423	A1UD011012629
Lebanon Elementary School	Konica Minolta	BH20P	A32P011004661
Lebanon Elementary School	Konica Minolta	PP5650	A0DX012007263
Lebanon Elementary School	Konica Minolta	BHc552	A0P1011011830
Lebanon Elementary School	Konica Minolta	BH601	A0PP011016311
Lebanon Elementary School	Konica Minolta	PP5650	A0DX012006619
Lebanon Elementary School	Konica Minolta	BH20P	A32P011004662
Mary Hurd School	Konica Minolta	PP5650	A0DX012006624
Mary Hurd School	Konica Minolta	PP5650	A0DX012007217
Mary Hurd School	Konica Minolta	BHc552	A0P1011011826
Noble High School	Konica Minolta	BHc364	A161011000788
Noble High School	Konica Minolta	PP5650	A0DX012007370
Noble High School	Konica Minolta	BHc552	A0P1011011845
Noble High School	Konica Minolta	BH951	A4EW011000244
Noble High School	Konica Minolta	BH951	A4EW011000242
Noble High School	Konica Minolta	PP5650	A0DX012007258
Noble High School	Konica Minolta	PP5650	A0DX012007253
Noble High School	Konica Minolta	PP5650	A0DX012007221
Noble High School	Konica Minolta	BH951	A4EW011000548
Noble High School	Konica Minolta	BH423	A1UD011100932
Noble High School	Konica Minolta	PP5650	A0DX012007251
Noble High School	Konica Minolta	PP5650	A0DX012007252
Noble High School	Konica Minolta	BH20	A32R012010748
Noble High School	Konica Minolta	PP5650	A0DX012006620
Noble High School	Konica Minolta	PP5650	A0DX012007256

Building	Make	Model	Serial Number
Noble High School	Konica Minolta	BH951	A4EW011000238
Noble High School	Konica Minolta	BHc35	A121011017117
Noble High School	Konica Minolta	MC7450II GrafX	322701427
Noble High School	Konica Minolta	PP5650	A0DX012007250
Noble High School	Konica Minolta	PP5650	A0DX012007223
Noble High School	Konica Minolta	PP5650	A0DX012007293
Noble High School	Konica Minolta	PP5650	A0DX012007297
Noble High School	Konica Minolta	PP5650	A0DX012007373
Noble Middle School	Konica Minolta	BH423	A1UD011012627
Noble Middle School	Konica Minolta	BH951	A4EW011000540
Noble Middle School	Konica Minolta	BH951	A4EW011000258
Noble Middle School	Konica Minolta	PP5650	A0DX012006621
Noble Middle School	Konica Minolta	PP5650	A0DX012006623
Noble Middle School	Konica Minolta	BHC454	A4FJ011000415
Noble Middle School	Konica Minolta	MC4750DN	A0VD012002130
Noble Middle School	Konica Minolta	BH20P	A32P011004663
Noble Middle School	Konica Minolta	PP5650	A0DX012006616
North Berwick Primary	Konica Minolta	BHc35	A121011017218
North Berwick Primary	Konica Minolta	PP5650	A0DX012006622
North Berwick Primary	Konica Minolta	PP5650	A0DX012006618
North Berwick Primary	Konica Minolta	BH20P	A32P011004651
North Berwick Primary	Konica Minolta	BH951	A4EW011000556
SAD 60 District Office	Konica Minolta	PP5650	A0DX012007254
SAD 60 District Office	Konica Minolta	BH423	A1UD011100933
SAD 60 District Office	Konica Minolta	PP5650	A0DX012007218
SAD 60 District Office	Konica Minolta	PP5650	A0DX012007288
SAD 60 District Office	Konica Minolta	PP5650	A0DX012007216
SAD 60 District Office	Konica Minolta	BHc35	A121011017103
SAD 60 District Office	Konica Minolta	BHc552	A0P1011012146
SAD 60 District Office	Konica Minolta	PP5650	A0DX012007220

Building	Make	Model	Serial Number
Vivian Hussey Primary School	Konica Minolta	PP5650	A0DX012007219
Vivian Hussey Primary School	Konica Minolta	BHC452	A4FJ011000353
Vivian Hussey Primary School	Konica Minolta	BH751	A0PN011007931
Vivian Hussey Primary School	Konica Minolta	BH751	A0PN011009589
Vivian Hussey Primary School	Konica Minolta	BH751	A0PN011009595
Vivian Hussey Primary School	Konica Minolta	BH20P	A32P011004629
Vivian Hussey Primary School	Konica Minolta	PP5650	A0DX012007233

Owned Equipment

Building	Make	Model	Serial Number
Eric L. Knowlton School	Konica Minolta	BH601	A0PP011005234
Lebanon Elementary School	Konica Minolta	BH601	A0PP011005258
Lebanon Elementary School	Konica Minolta	BH751	A0PN011002316
SAD 60 Bus Garage	Konica Minolta	BH601	A0PP012000171

StarDoc User Names

Name	User Name
audra beauvais	abeauvais
Chris Russo	crusso
Denise VanCampen	dvancampen
Joe Findlay	jfindlay
Mike Roberts	mroberts
MSAD60 MSAD60	msad60
Ron Robert	rrobert
Shiela Jordan	sjordan
Tom Ledue	tledue

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

: **SERVICE AND SUPPLY CONTRACT**

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 MSAD 60 - North Berwick, as lessee (the "Lessee"), commencing on April 1, 2012, (the "Lease-Purchase") hereby contracts with Lessee for the term of the Lease-Purchase (terminating on June 30, 2017) 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.

Client Acknowledgement of Vendor Commitment

Vendor:	_____	Lessee:	MSAD 60 - North Berwick
Street Address:	_____	Street Address:	P.O. Box 819
City/State/Zip:	_____	City/State/Zip:	North Berwick, ME 03906
By (signature):	_____	By (signature):	_____
Name:	_____	Name:	_____
Title:	_____	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

(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 MSAD 60 - North Berwick, as lessee (the "Lessee"), commencing on April 1, 2012, (the "Lease-Purchase") hereby warrants to Lessee that, if any such Equipment malfunctions through no fault of Lessee during the term of the Lease-Purchase (terminating on June 30, 2017) 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 Lessee.

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.

Vendor:

Street Address:

City/State/Zip:

By (signature):

Name:

Title:



Benefits of partnering with SPC

Top Benefits to **our CLIENTS**:

1. Cooperative Buying

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

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

2. Exclusive STAR Doc Software

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

3. Simplified Billing Program

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

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

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

Based on current actual volumes and CPCs, SPC has generated

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

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



SPC Values Our Vendors

Overall Benefits to our VENDORS

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

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