



Specialized Purchasing Consultants

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www.spccopypro.com

2014-2015 Annual Report

Year - End Photocopier Analysis

With projected costs for 2015-16

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



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

October 2015

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

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

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

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

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

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

Sincerely,

Skip Tilton
President

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The SPC Team...

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



Skip Tilton, President

Billie Jo Tilton, Vice President

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



Sue Penney

Administration & Finance Manager

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

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

Rachel Guay

Accounting Coordinator

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



Pam Weed

Client-Vendor Relations

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

clients and vendors to ensure smooth transitions or quick resolutions.

Joel Heffernan

Field Representative – Client Relations

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



The SPC Team Continued....



Charles Baca

Operational Support

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

Robert B. Dutil

Director of Information Technology

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



Alex Webster

Operations Manager

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

Equipment Health Status

Total Number of Machines:	71
Total Black Photocopiers	22
Total Color Photocopiers	11
Total Black Network Printers	36
Total Color Network Printers	2
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	39
# of Units Overused:	0
# of Units Underused:	0
# of Units Connected to Network with Print and/or Scan	69
Commencement Date:	4/1/2012
# of Annual Payments Left on Lease	2
All Warranties and Service Contracts Expire:	6/30/2018
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,

Overall, things look good on paper, but it has been 3 years since your last upgrade and you may benefit from an onsite visit and perhaps an upgrade. That upgrade could take place around 8-2016. At that time you could address the 39 machines approaching the end of their warranty. Perhaps there are other needs that an onsite visit may be able to address as well. It is always good to stay ahead of the reliability curve.

Sincerely, Skip

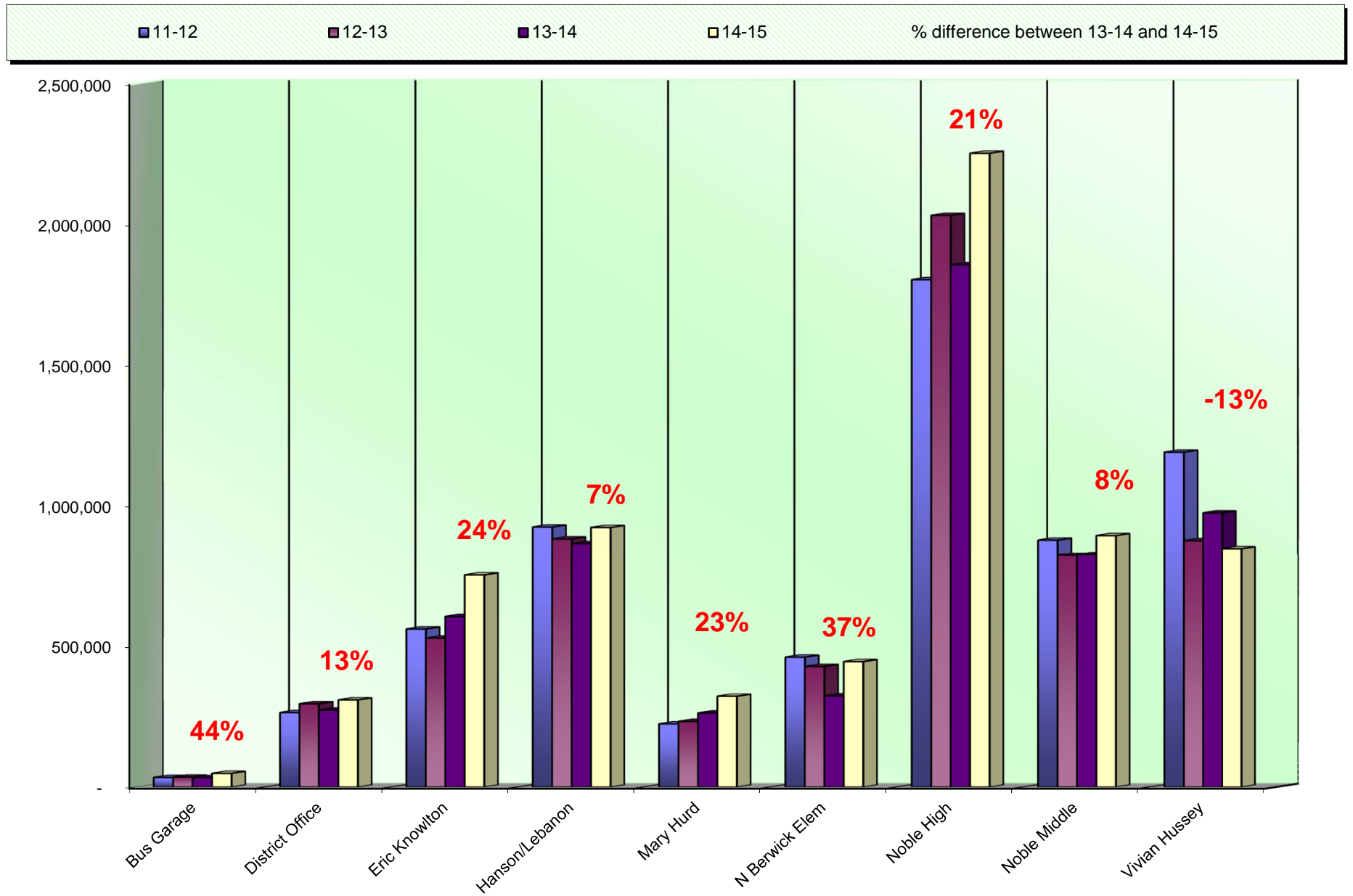
Aging Equipment Summary

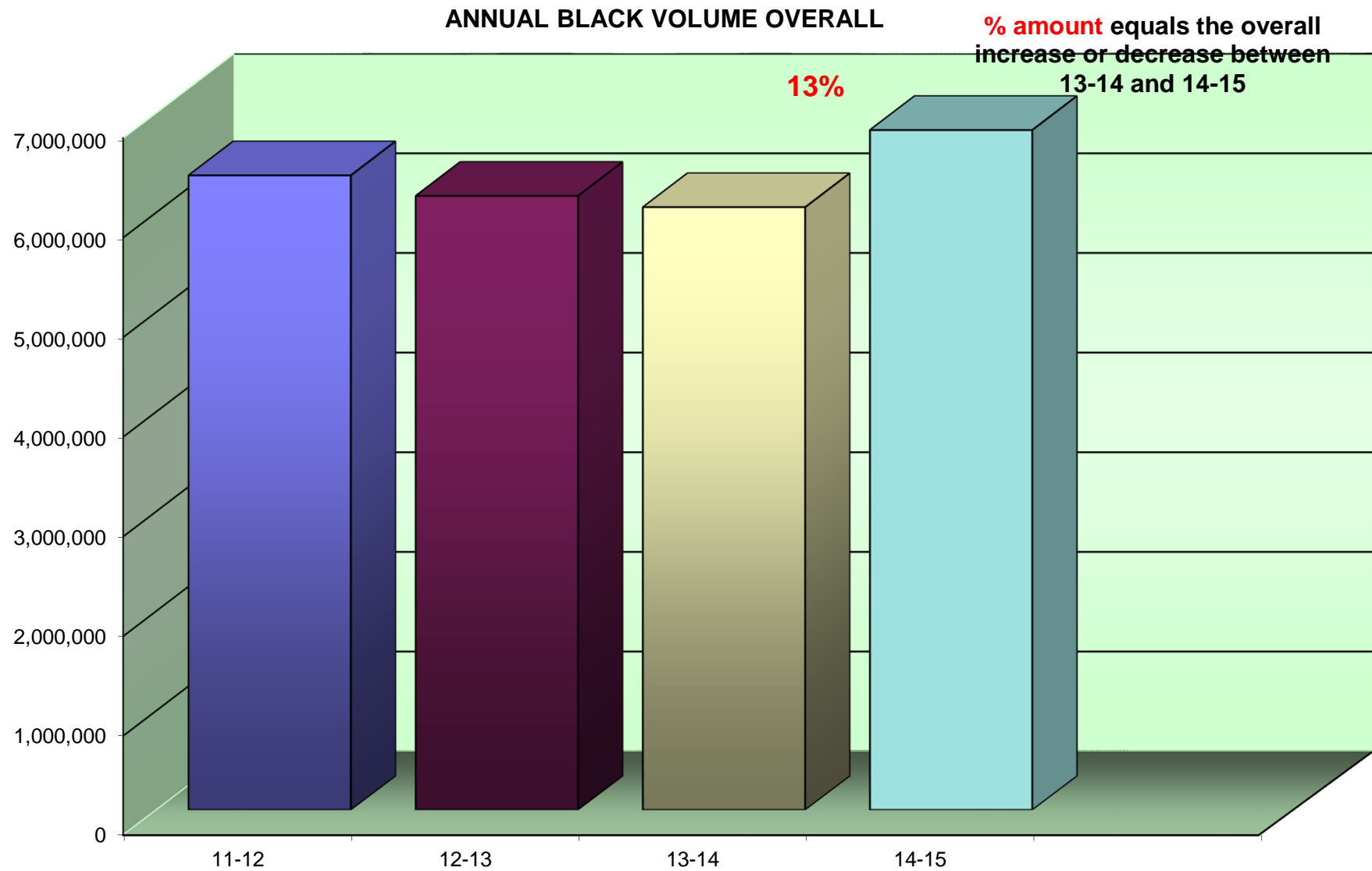
The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the Date of Introduction. Usage, age, and service history need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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Eric L. Knowlton School	Computer Lab	Konica Minolta PP5650	A0DX012007222	KMBS	12/2007
Eric L. Knowlton School	Copy Room Up	Konica Minolta BH601	A0PP011016277	KMBS	12/2008
Eric L. Knowlton School	Teachers' Room	Konica Minolta BH601	A0PP011005234	KMBS	12/2008
Lebanon Elementary & Hanson School	Hanson 2nd Floor	Konica Minolta BH751	A0PN011002316	KMBS	12/2008
Lebanon Elementary & Hanson School	Hanson Computer Lab Rm 18	Konica Minolta PP5650	A0DX012007263	KMBS	12/2007
Lebanon Elementary & Hanson School	Hanson Teachers' Room	Konica Minolta BH601	A0PP011016311	KMBS	12/2008
Lebanon Elementary & Hanson School	Lebanon Computer Lab Rm 20	Konica Minolta PP5650	A0DX012006619	KMBS	12/2007
Lebanon Elementary & Hanson School	Lebanon Teachers' Room	Konica Minolta BH601	A0PP011005258	KMBS	12/2008
Mary Hurd Academy	Lower Hall	Konica Minolta PP5650	A0DX012007217	KMBS	12/2007
Mary Hurd Academy	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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Noble High School	Room 166 NOT IN USE	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
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 Bus Garage	Main Office	Konica Minolta BH601	A0PP012000171	KMBS	12/2008
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	200 Wing Work Room	Konica Minolta BH751	A0PN011009589	KMBS	12/2008
Vivian Hussey Primary School	200 Wing Work Room 1st Floor	Konica Minolta BH751	A0PN011007931	KMBS	12/2008
Vivian Hussey Primary School	400 Wing Work Room	Konica Minolta BH751	A0PN011009595	KMBS	12/2008
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.

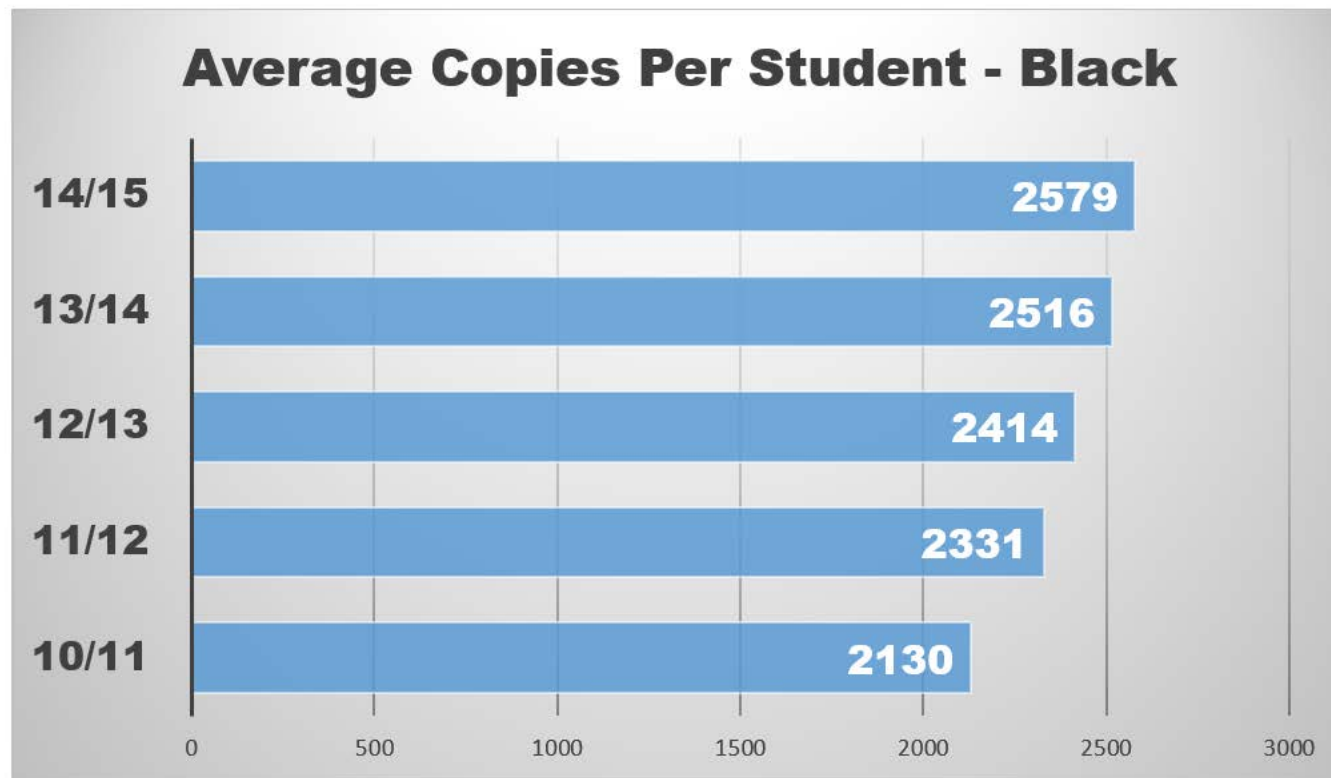
<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Eric L. Knowlton School	210	757,010	\$13,627.47	3,605	\$64.89
Lebanon Elementary & Hanson Sc	463	927,465	\$16,685.82	2,003	\$36.04
Mary Hurd Academy	16	477,785	\$8,527.57	29,862	\$532.97
Noble High School	1,074	2,252,415	\$40,007.67	2,097	\$37.25
Noble Middle School	482	898,630	\$15,796.94	1,864	\$32.77
North Berwick Primary	342	450,410	\$7,834.77	1,317	\$22.91
SAD 60 Bus Garage	0	49,640	\$900.13	0	\$0.00
SAD 60 District Office	0	313,535	\$5,660.87	0	\$0.00
Vivian Hussey Primary School	428	753,360	\$13,473.15	1,760	\$31.48
<i>Totals</i>	3,015	6,880,250	\$122,514.39	2,282	\$40.63

Cost Comparison – Black Only

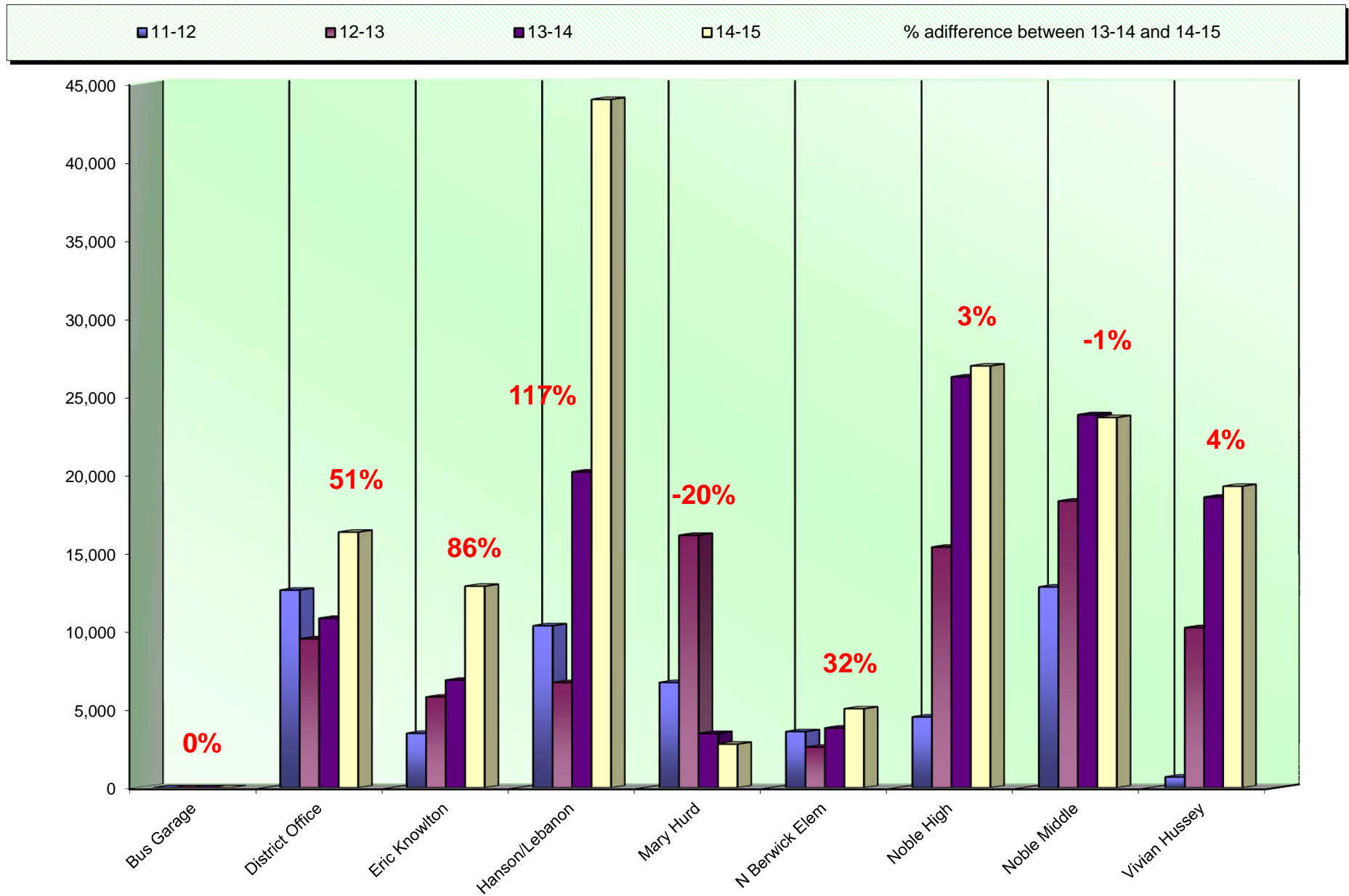
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

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

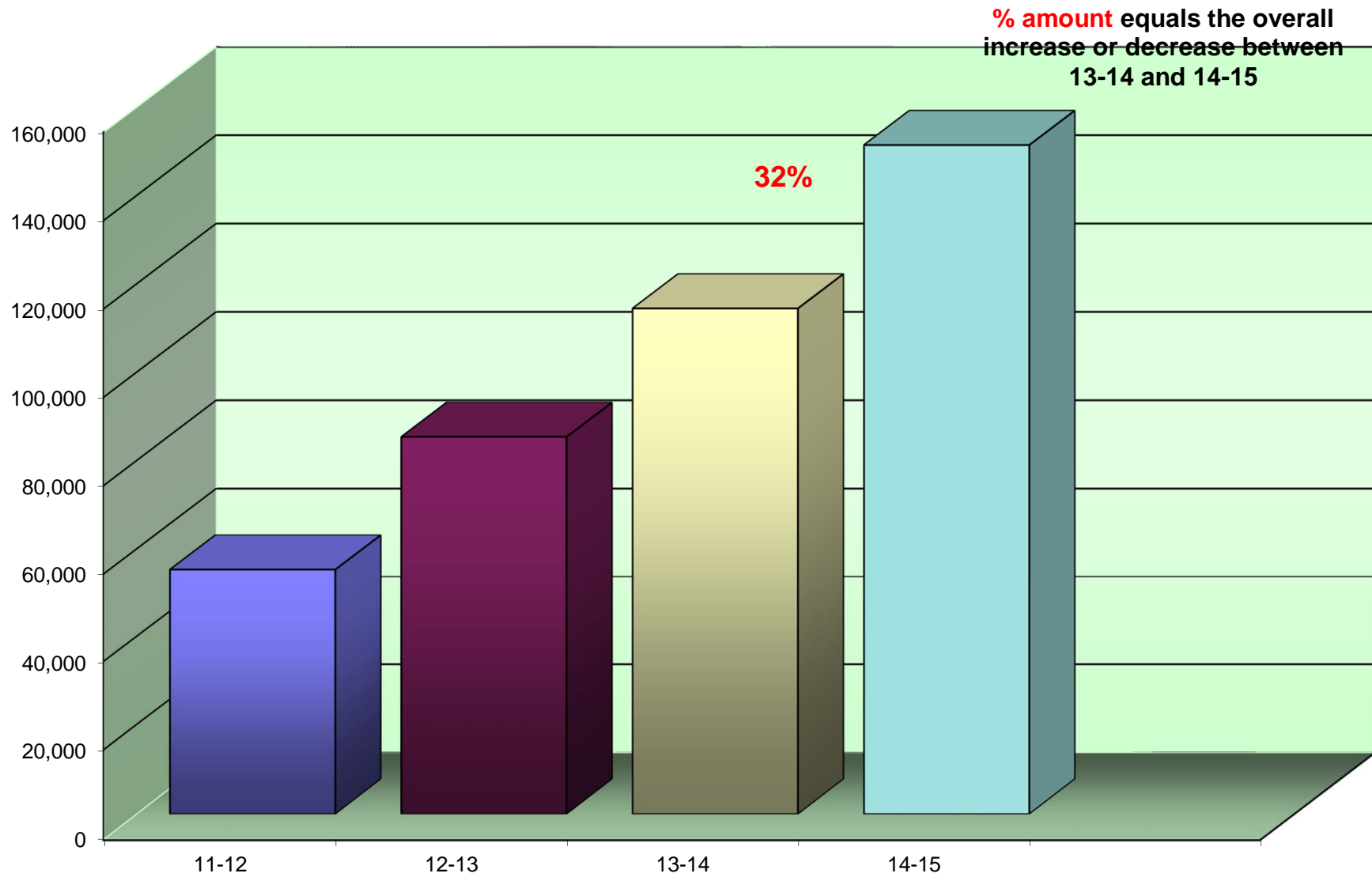
**Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*



ANNUAL COLOR VOLUME BY BUILDING



ANNUAL COLOR VOLUME 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.

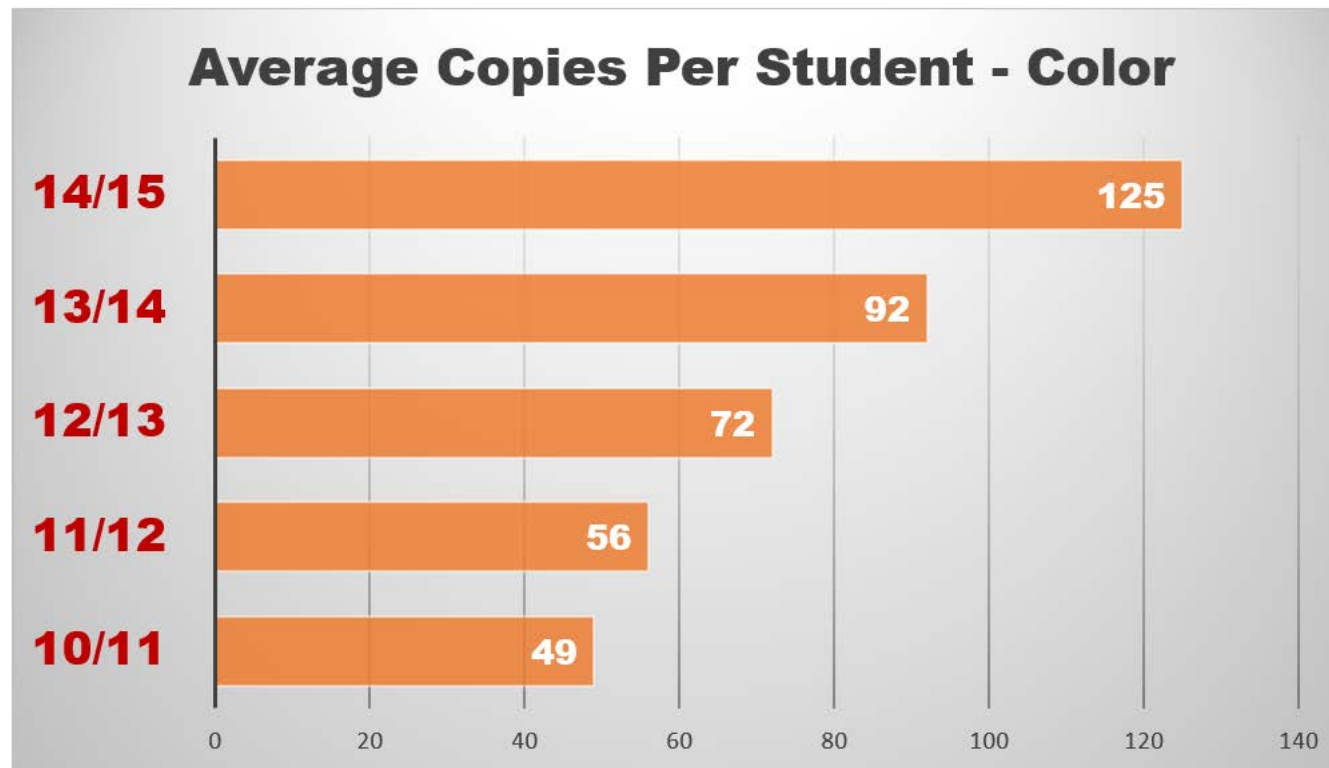
<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Eric L. Knowlton School	210	13,140	\$676.18	63	\$3.22
Lebanon Elementary & Hanson Sc	463	44,895	\$2,310.30	97	\$4.99
Mary Hurd Academy	16	1,825	\$93.91	114	\$5.87
Noble High School	1,074	27,010	\$1,389.93	25	\$1.29
Noble Middle School	482	23,725	\$1,220.89	49	\$2.53
North Berwick Primary	342	5,110	\$262.96	15	\$0.77
SAD 60 Bus Garage	0	0	\$0.00	0	\$0.00
SAD 60 District Office	0	16,425	\$845.23	0	\$0.00
Vivian Hussey Primary School	428	19,345	\$995.49	45	\$2.33
<i>Totals</i>	3,015	151,475	\$7,794.90	50	\$2.59

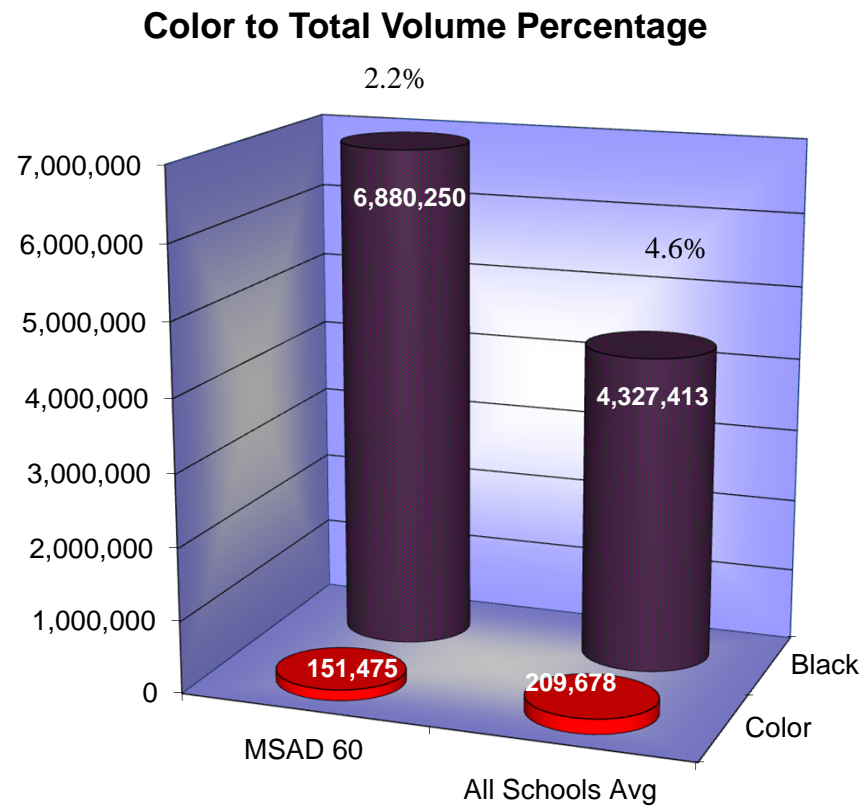
Cost Comparison – Color Only

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

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

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





Usage Profile for Service & Supplies

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

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Eric L. Knowlton School						
Cafeteria						
Konica Minolta BH20P / 32 PPM	5,237	7,427	2,190	\$0.012880	None at this time.	
A32P011004626 / 8802 5937				\$28.21		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
KMBS						
Computer Lab						
Konica Minolta PP5650 / 46 PPM	4,632	5,362	730	\$0.005050	8 years from Intro.	
A0DX012007222 / 8802 5993				\$3.69		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
KMBS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Eric L. Knowlton School						
Copy Room Up						
Konica Minolta BH601 / 60 PPM	546,354	850,764	304,410	\$0.004020	7 years from Intro.	
A0PP011016277 / 9333 2519				\$1,223.73		
3,000,000 / 12/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / KMBS						
Main Office						
Konica Minolta BHc552 / 55 PPM	174,721	266,336	91,615	\$0.004020	None at this time.	
A0P1011011849 / 9333 2849				\$368.29		
3,000,000 / 02/2009	12,110	25,250	13,140	\$0.05146		
Color Photocopier				\$676.18		
Connected / KMBS						
Teachers' Room						
Konica Minolta BH601 / 60 PPM	781,385	1,139,450	358,065	\$0.004320	7 years from Intro.	
A0PP011005234 / 8811 2550				\$1,546.84		
3,000,000 / 12/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / KMBS						
Subtotals BW			757,010	\$3,170.76		
Subtotals Color			13,140	\$676.18		

Date of Last Upgrade: 4/1/2012					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2014-15		
Connectivity / Printer Exp Date	7/1/2014	6/30/2015	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
Lebanon Elementary & Hanson School					
Cafeteria					
Konica Minolta BH20P / 32 PPM	6,993	10,643	3,650	\$0.012880	None at this time.
A32P011004661 / 8802 5414				\$47.01	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					
Hanson 2nd Floor					
Konica Minolta BH751 / 75 PPM	666,645	884,915	218,270	\$0.004320	7 years from Intro.
A0PN011002316 / 9333 2534				\$942.93	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					
Hanson Computer Lab Rm 18					
Konica Minolta PP5650 / 46 PPM	25,025	31,960	6,935	\$0.005050	8 years from Intro.
A0DX012007263 / 8802 5966				\$35.02	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
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>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Lebanon Elementary & Hanson School						
Hanson Office						
Konica Minolta BHc552 / 55 PPM	330,536	529,826	199,290	\$0.004020	None at this time.	
A0P1011011830 / 9333 2848				\$801.15		
3,000,000 / 02/2009	24,460	69,355	44,895	\$0.05146		
Color Photocopier				\$2,310.30		
Connected /						
KMBS						
Hanson Teachers' Room						
Konica Minolta BH601 / 60 PPM	381,466	550,826	169,360	\$0.004020	7 years from Intro.	
A0PP011016311 / 9333 2524				\$680.83		
3,000,000 / 12/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected /						
KMBS						
Lebanon Computer Lab Rm 20						
Konica Minolta PP5650 / 46 PPM	43,166	60,321	17,155	\$0.005050	8 years from Intro.	
A0DX012006619 / 8802 5970				\$86.63		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
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>	
	7/1/2014 <i>Meter</i>	6/30/2015 <i>Meter</i>	2014-15 <i>Annual Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Lebanon Elementary & Hanson School					
Lebanon Office					
Konica Minolta BH20P / 32 PPM	7,500	7,500	0	\$0.012880	None at this time.
A32P011004662 / 8802 5969				\$0.00	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					
Lebanon Office Paper Closet					
Konica Minolta BH423 / 42 PPM	380,244	614,574	234,330	\$0.004020	None at this time.
A1UD011012629 / 9333 2855				\$942.01	
1,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					
Lebanon Teachers' Room					
Konica Minolta BH601 / 60 PPM	759,001	837,476	78,475	\$0.004320	7 years from Intro.
A0PP011005258 / 8811 2574				\$339.01	
3,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					
Subtotals BW			927,465	\$3,874.58	
Subtotals Color			44,895	\$2,310.30	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Mary Hurd Academy						
Lower Hall						
Konica Minolta PP5650 / 46 PPM	13,500	19,705	6,205	\$0.005050	8 years from Intro.	
A0DX012007217 / 8802 5939				\$31.34		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						
Main Office						
Konica Minolta BHc552 / 55 PPM	327,640	798,490	470,850	\$0.004020	None at this time.	
A0P1011011826 / 9333 2845				\$1,892.82		
3,000,000 / 02/2009	13,590	15,415	1,825	\$0.05146		
Color Photocopier				\$93.91		
Connected / KMBS						
RTI Room						
Konica Minolta PP5650 / 46 PPM	2,490	3,220	730	\$0.005050	8 years from Intro.	
A0DX012006624 / 8802 5965				\$3.69		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						
Subtotals BW			477,785	\$1,927.84		
Subtotals Color			1,825	\$93.91		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Noble High School						
Adult Education Room 112						
Konica Minolta BHc35 / 31 PPM	20,464	33,604	13,140	\$0.004020	None at this time.	
A121011017117 / 9333 2518				\$52.82		
750,000 / 07/2010	921	3,111	2,190	\$0.05146		
Color Photocopier				\$112.70		
Connected / KMBS						
Alt Program Team 5 Room 151						
Konica Minolta PP5650 / 46 PPM	28,382	44,077	15,695	\$0.005050	8 years from Intro.	
A0DX012007370 / 8802 5978				\$79.26		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						
Art Room Teachers' Office Room 3111						
Konica Minolta PP5650 / 46 PPM	18,178	29,128	10,950	\$0.005050	8 years from Intro.	
A0DX012007256 / 8802 5957				\$55.30		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Noble High School						
CAD Room 157						
Konica Minolta MC7450II GrafX / 24 PPM	735	1,465	730	\$0.005050	None at this time.	
322701427 / 8802 5954				\$3.69		
500,000 / 01/2009	1,394	3,584	2,190	\$0.05146		
Color Network Printer				\$112.70		
Connected / KMBS						
Cafeteria						
Konica Minolta BH20 / 32 PPM	5,177	11,747	6,570	\$0.012880	None at this time.	
A32R012010748 / 8702 2494				\$84.62		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
Connected / KMBS						
Exceptional Studies Room 159						
Konica Minolta PP5650 / 46 PPM	43,910	65,810	21,900	\$0.005050	8 years from Intro.	
A0DX012007252 / 8802 5979				\$110.60		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Noble High School						
Grade 8 Room 250						
Konica Minolta PP5650 / 46 PPM	189,944	242,139	52,195	\$0.005050	8 years from Intro.	
A0DX012007251 / 8802 5959				\$263.58		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						
Guidance Copy Room						
Konica Minolta BH423 / 42 PPM	102,843	161,243	58,400	\$0.004020	None at this time.	
A1UD011100932 / 9333 2856				\$234.77		
1,000,000 / 06/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / KMBS						
Guidance Reception						
Konica Minolta BH951 / 95 PPM	677,869	1,110,394	432,525	\$0.003500	None at this time.	
A4EW011000548 / 9333 2843				\$1,513.84		
5,000,000 / 06/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 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>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Noble High School						
Health Center						
Konica Minolta BHc364 / 36 PPM	40,131	54,001	13,870	\$0.004020	None at this time.	
A161011000788 / 9333 2894				\$55.76		
750,000 / 06/2012	8,566	11,851	3,285	\$0.05146		
Color Photocopier				\$169.05		
Connected /						
KMBS						
House 1 Room 146						
Konica Minolta PP5650 / 46 PPM	72,405	113,285	40,880	\$0.005050	8 years from Intro.	
A0DX012007221 / 8802 5936				\$206.44		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
KMBS						
House 2 Room 130						
Konica Minolta PP5650 / 46 PPM	62,848	108,108	45,260	\$0.005050	8 years from Intro.	
A0DX012007253 / 8802 5977				\$228.56		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
KMBS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Noble High School						
House 3						
Konica Minolta PP5650 / 46 PPM	60,981	106,241	45,260	\$0.005050	8 years from Intro.	
A0DX012007258 / 8802 5908				\$228.56		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						
Learning Ctr Room 271						
Konica Minolta BH951 / 95 PPM	649,895	782,390	132,495	\$0.003500	Underused!	
A4EW011000242 / 8702 2495				\$463.73		
5,000,000 / 06/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / KMBS						
Library						
Konica Minolta BH951 / 95 PPM	683,435	1,097,345	413,910	\$0.003500	None at this time.	
A4EW011000244 / 9333 2871				\$1,448.69		
5,000,000 / 06/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 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>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Noble High School						
Main Office						
Konica Minolta BHc552 / 55 PPM	185,968	315,543	129,575	\$0.004020	None at this time.	
A0P1011011845 / 9333 2850				\$520.89		
3,000,000 / 02/2009	29,948	49,293	19,345	\$0.05146		
Color Photocopier				\$995.49		
Connected /						
KMBS						
Room 166 NOT IN USE						
Konica Minolta PP5650 / 46 PPM	1,868	10,263	8,395	\$0.005050	8 years from Intro.	
A0DX012007373 / 8802 5981				\$42.39		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
KMBS						
Room 169 Lab						
Konica Minolta PP5650 / 46 PPM	2,078	4,268	2,190	\$0.005050	8 years from Intro.	
A0DX012006620 / 8802 5980				\$11.06		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
KMBS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Noble High School						
Teachers' Lounge Up						
Konica Minolta BH951 / 95 PPM	746,645	1,396,345	649,700	\$0.003500	None at this time.	
A4EW011000238 / 9333 2870				\$2,273.95		
5,000,000 / 06/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / KMBS						
Team 1						
Konica Minolta PP5650 / 46 PPM	57,266	115,666	58,400	\$0.005050	8 years from Intro.	
A0DX012007250 / 8802 5956				\$294.92		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						
Team 2						
Konica Minolta PP5650 / 46 PPM	56,642	96,427	39,785	\$0.005050	8 years from Intro.	
A0DX012007223 / 8802 5955				\$200.91		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Noble High School						
Team 3 Room 226						
Konica Minolta PP5650 / 46 PPM	83,450	112,285	28,835	\$0.005050	8 years from Intro.	
A0DX012007293 / 8802 5909				\$145.62		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						
Team 4 Room 314						
Konica Minolta PP5650 / 46 PPM	5,080	9,460	4,380	\$0.005050	8 years from Intro.	
A0DX012007297 / 8802 5958				\$22.12		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						
Unknown						
Konica Minolta BH20 / 32 PPM	0	27,375	27,375	\$0.012880	None at this time.	
A32R012022618 / 93553963				\$352.59		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
Not Connected / KMBS						
Subtotals BW			2,252,415	\$8,894.67		
Subtotals Color			27,010	\$1,389.93		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Noble Middle School						
Cafeteria						
Konica Minolta BH20P / 32 PPM	2,500	3,960	1,460	\$0.012880	None at this time.	
A32P011004663 / 9309 8103				\$18.80		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
KMBS						
Guidance Office						
Konica Minolta MC4750DN / 31 PPM	726	726	0	\$0.005050	Not being used Why?.	
A0VD012002130 / 8802 5953				\$0.00		
750,000 / 09/2010	1,179	1,179	0	\$0.05146		
Color Network Printer				\$0.00		
Connected /						
KMBS						
Library						
Konica Minolta BH423 / 42 PPM	199,288	359,888	160,600	\$0.004020	None at this time.	
A1UD011012627 / 9333 2873				\$645.61		
1,000,000 / 06/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected /						
KMBS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Noble Middle School						
Main Office						
Konica Minolta BHC454 / 45 PPM	160,085	262,650	102,565	\$0.004020	None at this time.	
A4FJ011000415 / 9333 2893				\$412.31		
1,000,000 / 07/2012	38,736	62,461	23,725	\$0.05146		
Color Photocopier				\$1,220.89		
Connected / KMBS						
Main Office Window						
Konica Minolta PP5650 / 46 PPM	34,042	49,737	15,695	\$0.005050	8 years from Intro.	
A0DX012006623 / 8802 5982				\$79.26		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						
Middle Room						
Konica Minolta PP5650 / 46 PPM	45,657	80,332	34,675	\$0.005050	8 years from Intro.	
A0DX012006616 / 8802 5960				\$175.11		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Noble Middle School						
Room 103						
Konica Minolta PP5650 / 46 PPM	8,758	15,328	6,570	\$0.005050	8 years from Intro.	
A0DX012006621 / 8802 5961				\$33.18		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						
Teachers' Room #207						
Konica Minolta BH951 / 95 PPM	758,070	1,280,750	522,680	\$0.003500	None at this time.	
A4EW011000540 / 9333 2847				\$1,829.38		
5,000,000 / 06/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / KMBS						
Konica Minolta BH951 / 95 PPM	403,421	457,806	54,385	\$0.003500	None at this time.	
A4EW011000258 / 9333 2844				\$190.35		
5,000,000 / 06/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / KMBS						
Subtotals BW			898,630	\$3,384.00		
Subtotals Color			23,725	\$1,220.89		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
North Berwick Primary						
Cafeteria						
Konica Minolta BH20P / 32 PPM	2,954	4,414	1,460	\$0.012880	None at this time.	
A32P011004651 / 8802 5938				\$18.80		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
KMBS						
Computer Lab Room 20						
Konica Minolta PP5650 / 46 PPM	22,443	28,283	5,840	\$0.005050	8 years from Intro.	
A0DX012006618 / 8802 5963				\$29.49		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
KMBS						
Lower Level						
Konica Minolta PP5650 / 46 PPM	9,366	14,111	4,745	\$0.005050	8 years from Intro.	
A0DX012006622 / 8802 5964				\$23.96		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
KMBS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
North Berwick Primary						
Main Office						
Konica Minolta BHc35 / 31 PPM	21,911	34,686	12,775	\$0.004020	None at this time.	
A121011017218 / 9333 2877				\$51.36		
750,000 / 07/2010	5,990	11,100	5,110	\$0.05146		
Color Photocopier				\$262.96		
Connected /						
KMBS						
Main Office Back Room						
Konica Minolta BH951 / 95 PPM	684,103	1,109,693	425,590	\$0.003500	None at this time.	
A4EW011000556 / 9333 2846				\$1,489.57		
5,000,000 / 06/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected /						
KMBS						
Subtotals BW			450,410	\$1,613.18		
Subtotals Color			5,110	\$262.96		

<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>7/1/2014</i>	<i>6/30/2015</i>	<i>2014-15</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Annual Cost</i>	
			<i>Volume</i>		
SAD 60 Bus Garage					
Main Office					
Konica Minolta BH601 / 60 PPM	387,637	437,277	49,640	\$0.004320	7 years from Intro.
A0PP012000171 / 9303 4614				\$214.44	
3,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					
Subtotals BW			49,640	\$214.44	
Subtotals Color			0	\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SAD 60 District Office						
3rd Floor						
Konica Minolta BHc552 / 55 PPM	195,042	293,227	98,185	\$0.004020	None at this time.	
A0P1011012146 / 9333 2857				\$394.70		
3,000,000 / 02/2009	12,284	26,519	14,235	\$0.05146		
Color Photocopier				\$732.53		
Connected /						
KMBS						
Central Food Service						
Konica Minolta BHc35 / 31 PPM	40,956	62,491	21,535	\$0.004020	None at this time.	
A121011017103 / 9333 2869				\$86.57		
750,000 / 07/2010	5,872	8,062	2,190	\$0.05146		
Color Photocopier				\$112.70		
Connected /						
KMBS						
Payroll 1 Room 308						
Konica Minolta PP5650 / 46 PPM	29,466	45,161	15,695	\$0.005050	8 years from Intro.	
A0DX012007216 / 9309 8100				\$79.26		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
KMBS						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2012</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAD 60 District Office					
Payroll 2 Caity					
Konica Minolta PP5650 / 46 PPM	18,193	31,698	13,505	\$0.005050	8 years from Intro.
A0DX012007288 / 9309 8105				\$68.20	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					
Payroll 3 Debbie					
Konica Minolta PP5650 / 46 PPM	7,986	19,301	11,315	\$0.005050	8 years from Intro.
A0DX012007254 / 9309 8101				\$57.14	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					
Payroll 4 Ellen					
Konica Minolta PP5650 / 46 PPM	28,550	39,135	10,585	\$0.005050	8 years from Intro.
A0DX012007218 / 9309 8104				\$53.45	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
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>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
SAD 60 District Office						
Payroll 5 Room 305						
Konica Minolta PP5650 / 46 PPM	21,124	37,549	16,425	\$0.005050	8 years from Intro.	
A0DX012007220 / 9309 8102				\$82.95		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
KMBS						
Special Education						
Konica Minolta BH423 / 42 PPM	198,028	324,318	126,290	\$0.004020	None at this time.	
A1UD011100933 / 9333 2874				\$507.69		
1,000,000 / 06/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected /						
KMBS						
Subtotals BW			313,535	\$1,329.96		
Subtotals Color			16,425	\$845.23		

Date of Last Upgrade: 4/1/2012					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2014-15		
Connectivity / Printer Exp Date	7/1/2014	6/30/2015	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
<hr/>					
Vivian Hussey Primary School					
200 Wing Work Room					
Konica Minolta BH751 / 75 PPM	674,521	774,531	100,010	\$0.004020	7 years from Intro.
A0PN011009589 / 9333 2858				\$402.04	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					
<hr/>					
200 Wing Work Room 1st Floor					
Konica Minolta BH751 / 75 PPM	676,984	1,054,029	377,045	\$0.004020	7 years from Intro.
A0PN011007931 / 9333 2875				\$1,515.72	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					
<hr/>					
400 Wing Work Room					
Konica Minolta BH751 / 75 PPM	292,849	471,334	178,485	\$0.004020	7 years from Intro.
A0PN011009595 / 9333 2876				\$717.51	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2012	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Vivian Hussey Primary School						
Cafeteria						
Konica Minolta BH20P / 32 PPM	4,280	6,105	1,825	\$0.012880	None at this time.	
A32P011004629 / 8802 5962				\$23.51		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						
Library						
Konica Minolta PP5650 / 46 PPM	45,486	58,261	12,775	\$0.005050	8 years from Intro.	
A0DX012007233 / 8802 5952				\$64.51		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						
Main Office 1st Floor						
Konica Minolta BHC452 / 45 PPM	222,765	297,225	74,460	\$0.004020	None at this time.	
A4FJ011000353 / 9333 2895				\$299.33		
1,000,000 / 09/2009	28,942	48,287	19,345	\$0.05146		
Color Photocopier				\$995.49		
Connected / 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>7/1/2014</i>	<i>6/30/2015</i>	<i>2014-15</i>	<i>Cost/Copy</i>	<i>Recommendations</i>	
	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Annual Cost</i>		
			<i>Volume</i>			
Vivian Hussey Primary School						
Room 201						
Konica Minolta PP5650 / 46 PPM	11,204	19,964	8,760	\$0.005050	8 years from Intro.	
A0DX012007219 / 8802 5940				\$44.24		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Not Connected /						
KMBS						
Subtotals BW			753,360	\$3,066.86		
Subtotals Color			19,345	\$995.49		

<i>District Wide Black Totals</i>	6,880,250	\$27,476.30
<i>District Wide Color Totals</i>	151,475	\$7,794.90

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 2014-15 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
6,880,250	\$0.01693	\$116,482.63

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
6,880,250	\$0.00399	\$27,452.20	\$89,030.44	\$445,152.18

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$89,030.44 x 12 years as a Client
= \$1,068,365.22 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	2,252,415	\$8,894.67	\$11,176.48	\$19,936.52	\$40,007.67
Eric L. Knowlton School	757,010	\$3,170.76	\$3,756.28	\$6,700.43	\$13,627.47
Lebanon Elementary & Hanson School	927,465	\$3,874.58	\$4,602.08	\$8,209.15	\$16,685.82
Mary Hurd Academy	477,785	\$1,927.84	\$2,370.77	\$4,228.96	\$8,527.57
Noble Middle School	898,630	\$3,384.00	\$4,459.00	\$7,953.93	\$15,796.94
North Berwick Primary	450,410	\$1,613.18	\$2,234.93	\$3,986.66	\$7,834.77
SAD 60 District Office	313,535	\$1,329.96	\$1,555.76	\$2,775.15	\$5,660.87
Vivian Hussey Primary School	753,360	\$3,066.86	\$3,738.17	\$6,668.12	\$13,473.15
SAD 60 Bus Garage	49,640	\$214.44	\$246.31	\$439.37	\$900.13
Total	6,880,250	\$27,476.30	\$34,139.80	\$60,898.29	\$122,514.39

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

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	27,010	\$1,389.93
Eric L. Knowlton School	13,140	\$676.18
Lebanon Elementary & Hanson School	44,895	\$2,310.30
Mary Hurd Academy	1,825	\$93.91
Noble Middle School	23,725	\$1,220.89
North Berwick Primary	5,110	\$262.96
SAD 60 District Office	16,425	\$845.23
Vivian Hussey Primary School	19,345	\$995.49
SAD 60 Bus Garage	0	\$0.00
Total	151,475	\$7,794.90

Service & Supply Usage Profile by Vendor - Black

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

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	33,945	\$0.01288	\$437.21	\$0.01288	\$437.21
Konica-Minolta Business Solutions	Black Network Printer	562,465	\$0.00505	\$2,840.45	\$0.00505	\$2,840.45
Konica-Minolta Business Solutions	Black Network Printer	10,585	\$0.01288	\$136.33	\$0.01288	\$136.33
Konica-Minolta Business Solutions	Black Photocopier	2,631,285	\$0.00350	\$9,209.50	\$0.00350	\$9,209.50
Konica-Minolta Business Solutions	Black Photocopier	1,708,930	\$0.00402	\$6,869.90	\$0.00402	\$6,869.90
Konica-Minolta Business Solutions	Black Photocopier	704,450	\$0.00432	\$3,043.22	\$0.00432	\$3,043.22
Konica-Minolta Business Solutions	Color Network Printer	730	\$0.00505	\$3.69	\$0.00505	\$3.69
Konica-Minolta Business Solutions	Color Photocopier	1,227,860	\$0.00402	\$4,936.00	\$0.00402	\$4,936.00
Total		6,880,250	\$0.00399	\$27,476.30	\$0.00399	\$27,476.30

Service & Supply Usage Profile by Vendor - Color

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

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Color Network Printer	2,190	\$0.05146	\$112.70	\$0.05146	\$112.70
Konica-Minolta Business Solutions	Color Photocopier	149,285	\$0.05146	\$7,682.21	\$0.05146	\$7,682.21
Total		151,475	\$0.05146	\$7,794.90	\$0.05146	\$7,794.90

Reprographic Equipment Assessment

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

Total Number of Units	71
Total Number of Units on Lease	66
Total Number of Units Owned	5
Lease Company	Northway Bank
Lease Start Date	4/1/2012
Lease End Date	8/1/2017
Term	5 Annual
Annual Payment usually due on 8/1	\$60,898.29
Remaining Payments	2

**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 BH20P	A32P011004626
Eric L. Knowlton School	Konica Minolta PP5650	A0DX012007222
Eric L. Knowlton School	Konica Minolta BH601	A0PP011016277
Eric L. Knowlton School	Konica Minolta BHc552	A0P1011011849
Lebanon Elementary & Hanson School	Konica Minolta BH423	A1UD011012629
Lebanon Elementary & Hanson School	Konica Minolta BH20P	A32P011004661
Lebanon Elementary & Hanson School	Konica Minolta PP5650	A0DX012007263
Lebanon Elementary & Hanson School	Konica Minolta BHc552	A0P1011011830
Lebanon Elementary & Hanson School	Konica Minolta BH601	A0PP011016311
Lebanon Elementary & Hanson School	Konica Minolta PP5650	A0DX012006619
Lebanon Elementary & Hanson School	Konica Minolta BH20P	A32P011004662
Mary Hurd Academy	Konica Minolta PP5650	A0DX012007217
Mary Hurd Academy	Konica Minolta BHc552	A0P1011011826
Mary Hurd Academy	Konica Minolta PP5650	A0DX012006624
Noble High School	Konica Minolta PP5650	A0DX012007258
Noble High School	Konica Minolta BH951	A4EW011000242
Noble High School	Konica Minolta PP5650	A0DX012007373
Noble High School	Konica Minolta PP5650	A0DX012006620
Noble High School	Konica Minolta BH951	A4EW011000238
Noble High School	Konica Minolta BHc364	A161011000788
Noble High School	Konica Minolta PP5650	A0DX012007250
Noble High School	Konica Minolta PP5650	A0DX012007221
Noble High School	Konica Minolta PP5650	A0DX012007223
Noble High School	Konica Minolta PP5650	A0DX012007293

Building	Make/Model	Serial Number
Noble High School	Konica Minolta PP5650	A0DX012007297
Noble High School	Konica Minolta BHc552	A0P1011011845
Noble High School	Konica Minolta PP5650	A0DX012007251
Noble High School	Konica Minolta BH951	A4EW011000244
Noble High School	Konica Minolta BH423	A1UD011100932
Noble High School	Konica Minolta PP5650	A0DX012007252
Noble High School	Konica Minolta BH20	A32R012010748
Noble High School	Konica Minolta MC7450II GrafX	322701427
Noble High School	Konica Minolta PP5650	A0DX012007256
Noble High School	Konica Minolta PP5650	A0DX012007370
Noble High School	Konica Minolta BHc35	A121011017117
Noble High School	Konica Minolta PP5650	A0DX012007253
Noble High School	Konica Minolta BH951	A4EW011000548
Noble Middle School	Konica Minolta BH20P	A32P011004663
Noble Middle School	Konica Minolta BH951	A4EW011000258
Noble Middle School	Konica Minolta BH423	A1UD011012627
Noble Middle School	Konica Minolta BHC454	A4FJ011000415
Noble Middle School	Konica Minolta MC4750DN	A0VD012002130
Noble Middle School	Konica Minolta PP5650	A0DX012006616
Noble Middle School	Konica Minolta PP5650	A0DX012006623
Noble Middle School	Konica Minolta PP5650	A0DX012006621
Noble Middle School	Konica Minolta BH951	A4EW011000540
North Berwick Primary	Konica Minolta BH20P	A32P011004651
North Berwick Primary	Konica Minolta PP5650	A0DX012006618
North Berwick Primary	Konica Minolta PP5650	A0DX012006622
North Berwick Primary	Konica Minolta BH951	A4EW011000556
North Berwick Primary	Konica Minolta BHc35	A121011017218
SAD 60 District Office	Konica Minolta PP5650	A0DX012007220
SAD 60 District Office	Konica Minolta BHc552	A0P1011012146
SAD 60 District Office	Konica Minolta BHc35	A121011017103

Building	Make/Model	Serial Number
SAD 60 District Office	Konica Minolta PP5650	A0DX012007216
SAD 60 District Office	Konica Minolta PP5650	A0DX012007288
SAD 60 District Office	Konica Minolta PP5650	A0DX012007218
SAD 60 District Office	Konica Minolta BH423	A1UD011100933
SAD 60 District Office	Konica Minolta PP5650	A0DX012007254
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
Vivian Hussey Primary School	Konica Minolta BHC452	A4FJ011000353
Vivian Hussey Primary School	Konica Minolta PP5650	A0DX012007219

Owned Equipment

Building	Make/Model	Serial Number
Eric L. Knowlton School	Konica Minolta BH601	A0PP011005234
Lebanon Elementary & Hanson School	Konica Minolta BH601	A0PP011005258
Lebanon Elementary & Hanson School	Konica Minolta BH751	A0PN011002316
Noble High School	Konica Minolta BH20	A32R012022618
SAD 60 Bus Garage	Konica Minolta BH601	A0PP012000171



SERVICE AND SUPPLY CONTRACT - CLIENT

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

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

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

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

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

AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date: _____

Signature: _____

Named Contracted Vendor: Vendor

WARRANTY

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

The only exclusions to this Warranty are as follows:

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

**AGREED AND ACCEPTED BY:
Vendor**

By: John Cox

Title: Market Vice President

Date:

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By:

Title:

Date:

Signature: _____

StarDoc User Names

Name	User Name
audra beauvais	abeauvais
Brenda Cravens	brenda.cravens@msad60.org
Brett Saucier	b.saucier
Chris Russo	crusso
Denise VanCampen	dvancampen
Gwen Mason	gwen.mason@msad60.org
Jennifer Flewelling	jennifer.flewelling@msad60.org
Joe Findlay	jfindlay
Karen Gerrish	karen.gerrish@msad60.org
Kathleen Denis	kathleen.denis@msad60.org
Kim Smih	kim.smith@msad60.org
Mike Roberts	mroberts
Mindy Staples	mindy.staples@msad60.org
MSAD60 MSAD60	msad60
Patricia Megele	patricia.megele@msad60.org
Rick Mills	rick.mills
Ron Robert	rrobert
Sharon Butler	sharon.butler@msad60.org
Sharon Taylor	sharon.taylor@msad60.org
Shiela Jordan	sjordan
steve Katona	skatona
Terese Hodgdon	Terese.Hodgdon
Tom Ledue	tom.ledue@msad60.org
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

**2012****STARDOC created**

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

2013**Daily Tracking**

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

2014**Monthly Audits**

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




2015**New Mapping Options & Asset Management**

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



New Feature: IT Asset Management

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

IT Asset Management   

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

Filters

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

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

Search

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

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



New Feature: IT Asset Management

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

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

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

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

Notes: Another custom note

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

Specialized Purchasing Consultants Skip Tilton stilton@spccopypro.com 800.750.1538
Do not distribute without the expressed written permission of SPC

Legend:

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

☐ Enable Row Hover

Search:

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

Showing 1 to 10 of 10 entries

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

[Edit Other Devices](#)



Benefits of partnering with SPC

Top Benefits to **our CLIENTS**:

1. Cooperative Buying

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

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

2. Exclusive **STAR Doc Software**

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

3. Simplified Billing Program

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

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

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

Based on current actual volumes and CPCs, SPC has generated

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

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



SPC Values Our Vendors

Overall Benefits to our VENDORS

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

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