·SPC·

Specialized Purchasing Consultants

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Gorham, NH 03581

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www.spccopypro.com

2015-2016 Annual Report

Year - End Photocopier Analysis

With projected costs for 2016-17

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

·SPC·

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

Skip Tilton
President

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September 2016

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

Dear Denise:

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

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

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

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

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

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

Table of Contents

The SPC Team…
would like to personally thank you for your continued trust and confidence!

Skip Tilton, President
Billie Jo Tilton, Vice President

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

Sue Penney
Administration & Finance Manager

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

Alex Webster
Director of Customer Relations

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

Robert B. Dutil
Director of Information Technology

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

Rachel Guay
Accounting Coordinator

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

The SPC Team Continued….

Pamela Weed

Client-Vendor Relations

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

Joel Heffernan

Field Representative – Client Relations

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

Equipment Health Status

Total Number of Machines:	**72**
Total Black Photocopiers	**22**
Total Color Photocopiers	**11**
Total Black Network Printers	**37**
Total Color Network Printers	**2**
Total Removed from Service:	**1**
# of Units OFF Warranty:	**0**
# of Units Approaching End of Warranty:	**47**
# of Units Overused:	**0**
# of Units Underused:	**0**
Commencement Date:	**4/1/2012**
# of Annual Payments Left on Lease	**1**
All Warranties and Service Contracts Expire:	**6/30/2017****
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."

**Current Service and Warranty Contracts fall shy of your current equipment lease end date. We are working to correct this oversight so that your contracts continue through the end of the fiscal year after your last lease payment.

Dear Denise,

It has been four years since your last upgrade and you will benefit from an onsite visit and an upgrade since costs have come down over the years. In order to stay ahead of the end of contract, that upgrade could take place around spring of 2017 . At that time you could address the 47 machines approaching the end of their warranty. I am confident that there are other needs that an onsite visit we will be able to address. It is always good to stay ahead of the reliability curve.

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	Main Office	Konica Minolta BHc552	A0P1011011849	KMBS	02/2009
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 Office	Konica Minolta BHc552	A0P1011011830	KMBS	02/2009
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	Main Office	Konica Minolta BHc552	A0P1011011826	KMBS	02/2009
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	CAD Room 157	Konica Minolta MC 7450II Grafx	322701427	KMBS	01/2009

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
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	Main Office	Konica Minolta BHc552	A0P1011011845	KMBS	02/2009
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 BH40P	A0DX013003792	KMBS	03/2008
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	3rd Floor	Konica Minolta BHc552	A0P1011012146	KMBS	02/2009
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	A0DX012007444	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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
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	Main Office 1st Floor	Konica Minolta BHC452	A4FJ011000353	KMBS	09/2009
Vivian Hussey Primary School	Room 201	Konica Minolta PP5650	A0DX012007219	KMBS	12/2007

Warranty Replaced Machines

The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department / Room	Make Model	Serial #	Vendor Id #	Date of Trade
Noble High School	Team 2	Konica Minolta PP5650	A0DX012007223	8802 5955	8/26/2015

ANNUAL BLACK VOLUME BY BUILDING

■ 12-13   ■ 13-14   ■ 14-15   □ 15-16   % difference between Previous Year and Current Year

5%

1%

-18%

-5%   7%

-27%   -20%

-21%

-15%

2,500,000

2,000,000

1,500,000

1,000,000

500,000

-

Bus Garage   District Office   Eric Knowlton   Hanson/Lebanon   Mary Hurd   N Berwick Elem   Noble High   Noble Middle   Vivian Hussey

ANNUAL BLACK VOLUME OVERALL

% amount equals the overall increase or decrease between Previous Year and Current Year

-4%
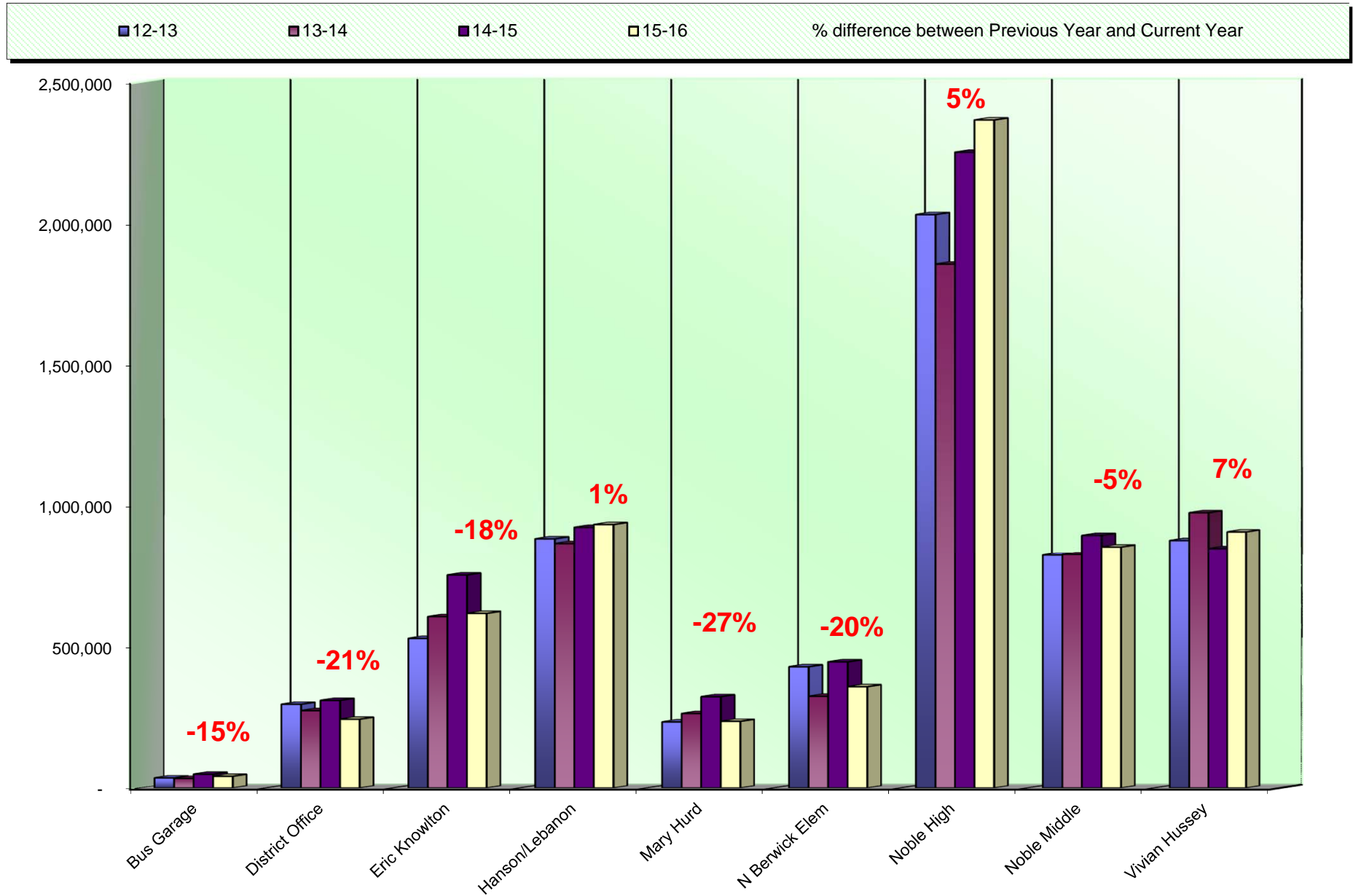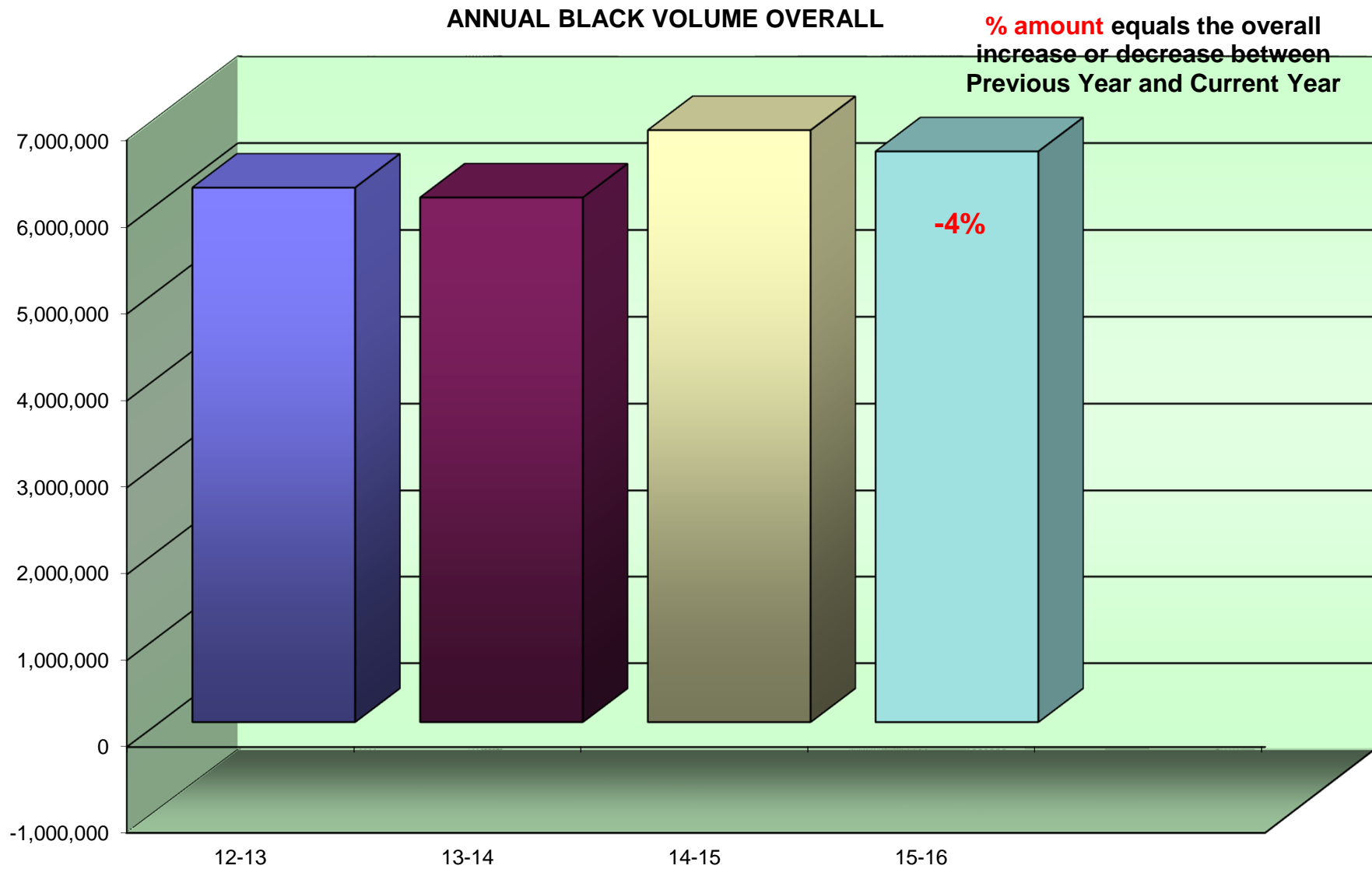
Average Student to Copy Usage – Black Only

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Eric L. Knowlton School	210	621,361	$11,430.87	2,959	$54.43
Lebanon Elementary & Hanson Sc	463	937,285	$17,275.03	2,024	$37.31
Mary Hurd Academy	16	238,501	$4,369.45	14,906	$273.09
Noble High School	1,084	2,366,433	$42,793.38	2,183	$39.48
Noble Middle School	482	857,580	$15,491.76	1,779	$32.14
North Berwick Primary	342	362,338	$6,466.47	1,059	$18.91
SAD 60 Bus Garage	0	42,180	$783.39	0	$0.00
SAD 60 District Office	0	246,263	$4,557.42	0	$0.00
Vivian Hussey Primary School	428	911,273	$16,665.45	2,129	$38.94
Totals	**3,025**	**6,583,214**	**$119,833.22**	**2,176**	**$39.61**

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

Cost Comparison – Black

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/student populations	**108,464**	**262,254,700**	**$4,909,783**	**2,418**	**$45.27**

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

Average Copies Per Student - Black

Year	Copies
15/16	2418
14/15	2579
13/14	2516
12/13	2414
11/12	2331

Axis: 2200 2250 2300 2350 2400 2450 2500 2550 2600
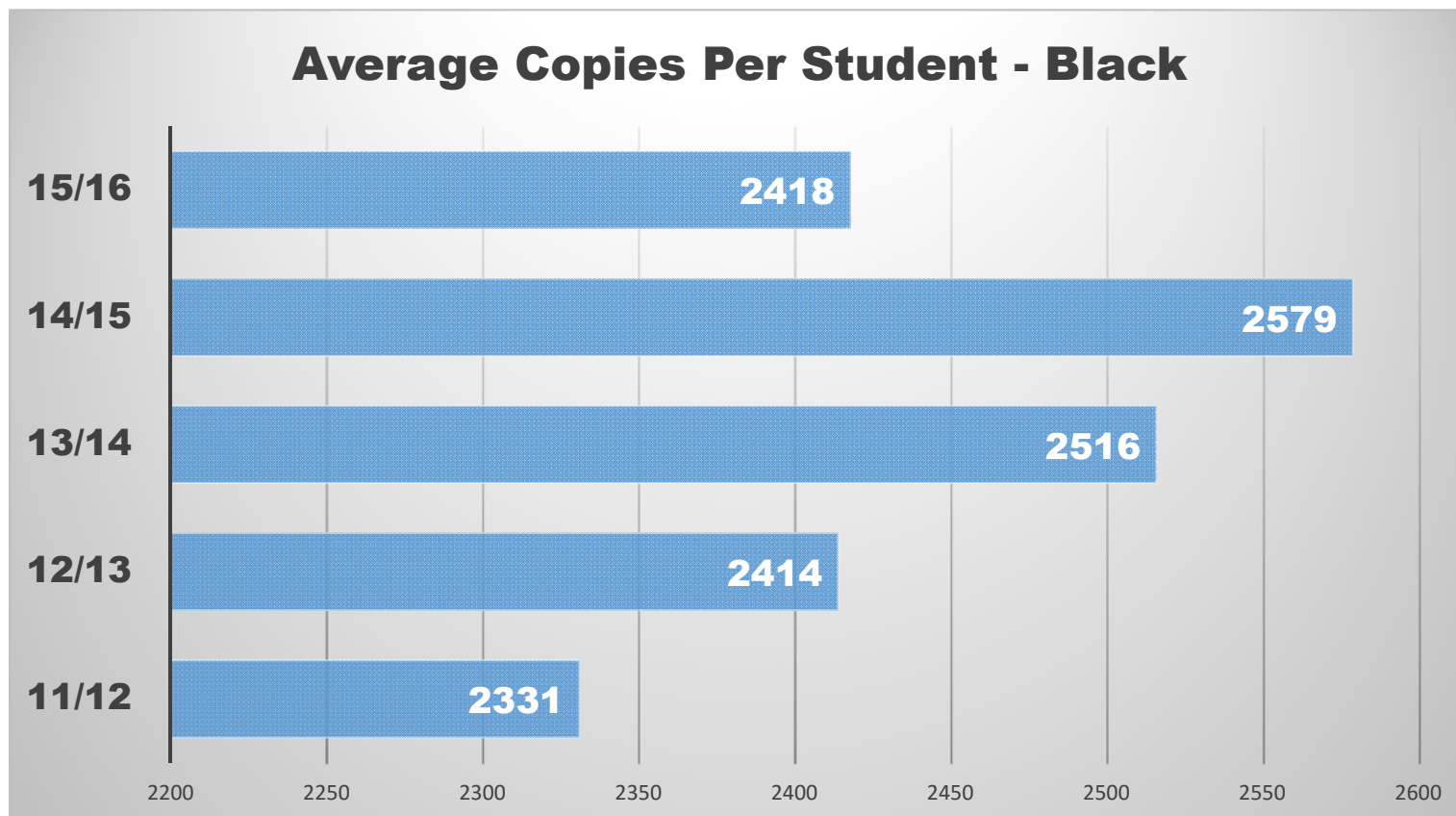
ANNUAL COLOR VOLUME BY BUILDING

■12-13　　■13-14　　■14-15　　□15-16　　% adifference between Previous Year and Current Year

ANNUAL COLOR VOLUME OVERALL

% amount equals the overall increase or decrease between Previous Year and Current Year

22%

200,000	
180,000	
160,000	
140,000	
120,000	
100,000	
80,000	
60,000	
40,000	
20,000	
0	

12-13   13-14   14-15   15-16
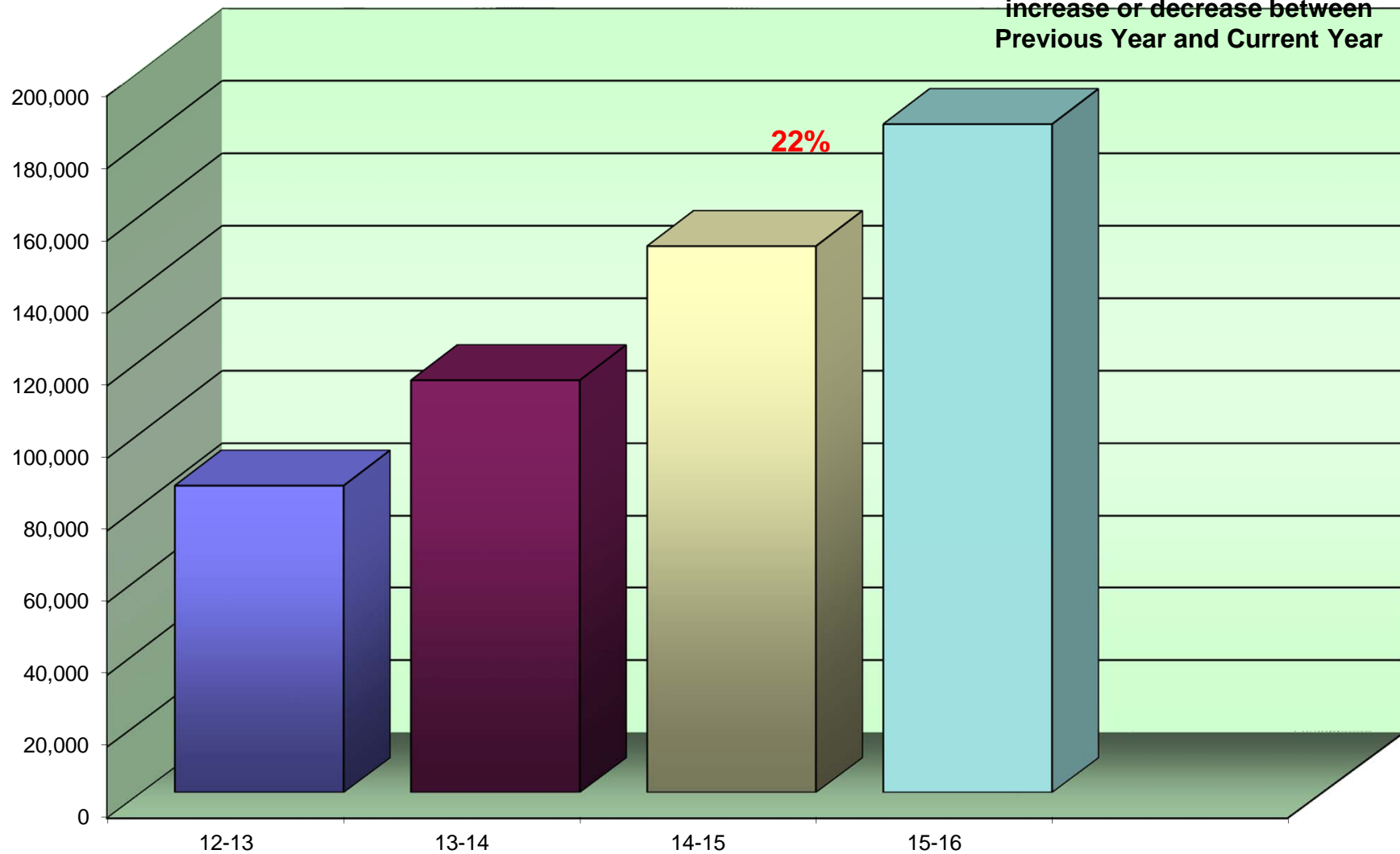
Average Student to Copy Usage – Color Only

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Eric L. Knowlton School	210	17,832	$926.73	85	$4.41
Lebanon Elementary & Hanson Sc	463	49,842	$2,590.29	108	$5.59
Mary Hurd Academy	16	0	$0.00	0	$0.00
Noble High School	1,084	37,913	$1,970.34	35	$1.82
Noble Middle School	482	33,891	$1,761.32	70	$3.65
North Berwick Primary	342	5,617	$291.92	16	$0.85
SAD 60 Bus Garage	0	0	$0.00	0	$0.00
SAD 60 District Office	0	22,739	$1,181.75	0	$0.00
Vivian Hussey Primary School	428	17,163	$891.96	40	$2.08
Totals	**3,025**	**184,997**	**$9,614.29**	**61**	**$3.18**

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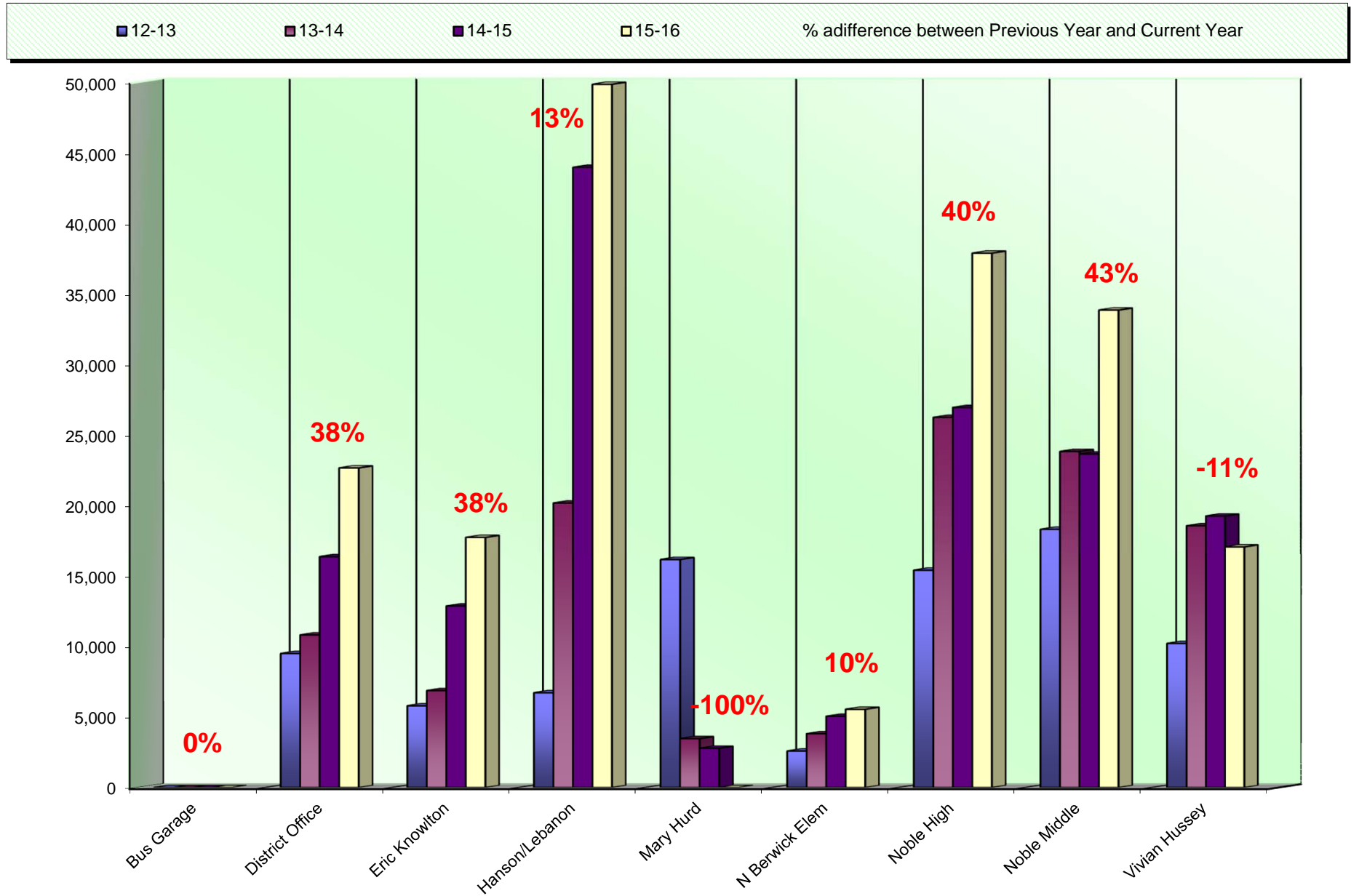
Cost Comparison – Color

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

	Total Student Population	*Total Annual Volume*	*Total District Cost**	*Annual Copies Per Student*	*Annual Cost Per Student*
All Schools w/student populations	**108,464**	**14,868,490**	**$787,820**	**137**	**$7.25**

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

Average Copies Per Student - Color

15/16	137
14/15	125
13/14	92
12/13	72
11/12	56

Color to Total Volume Percentage

2.7%

5.4%

7,000,000

6,583,215

6,000,000

5,000,000

4,000,000

3,914,249

3,000,000

2,000,000

1,000,000

184,997

221,918

Black

0

Color

MSAD 60

All Schools Avg
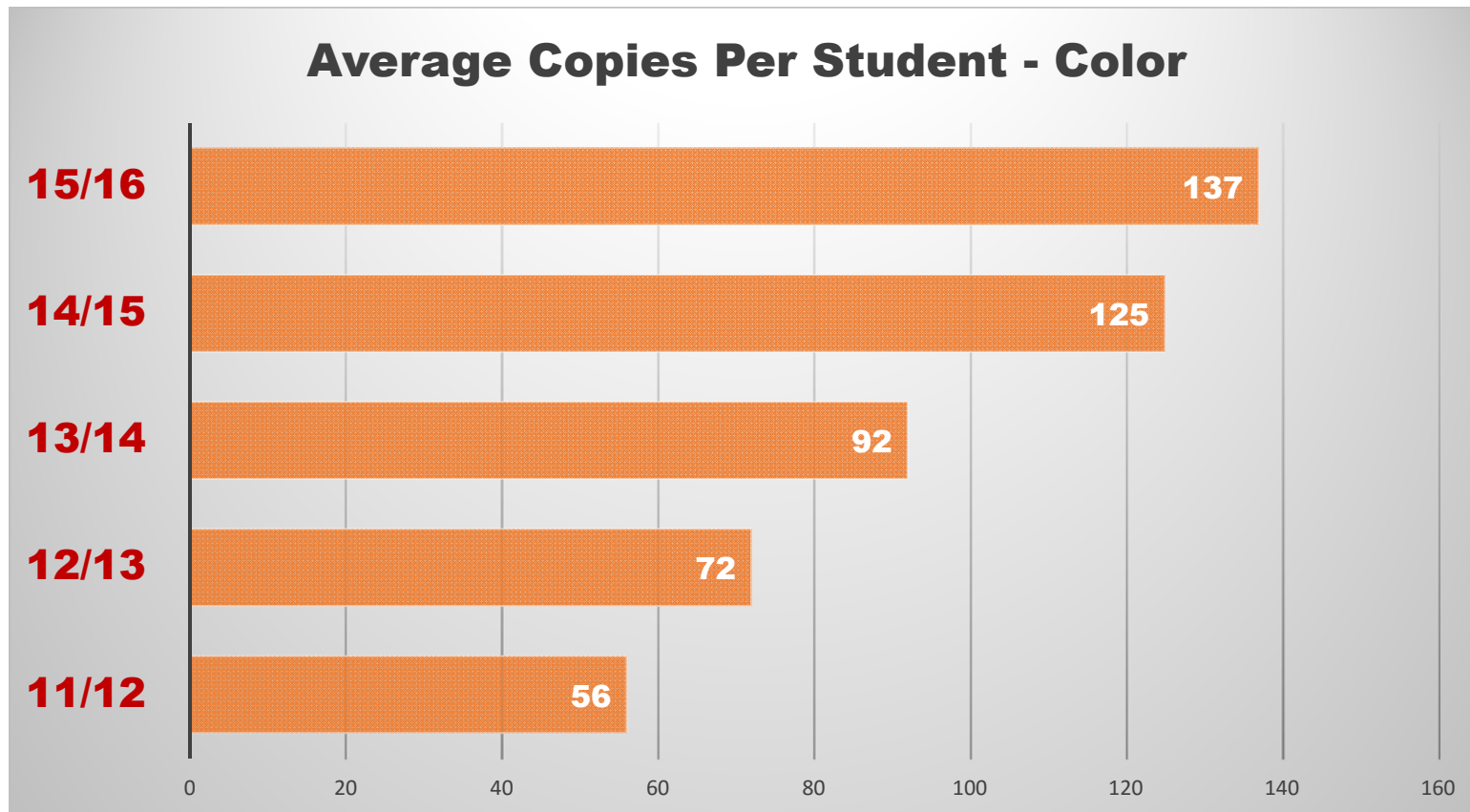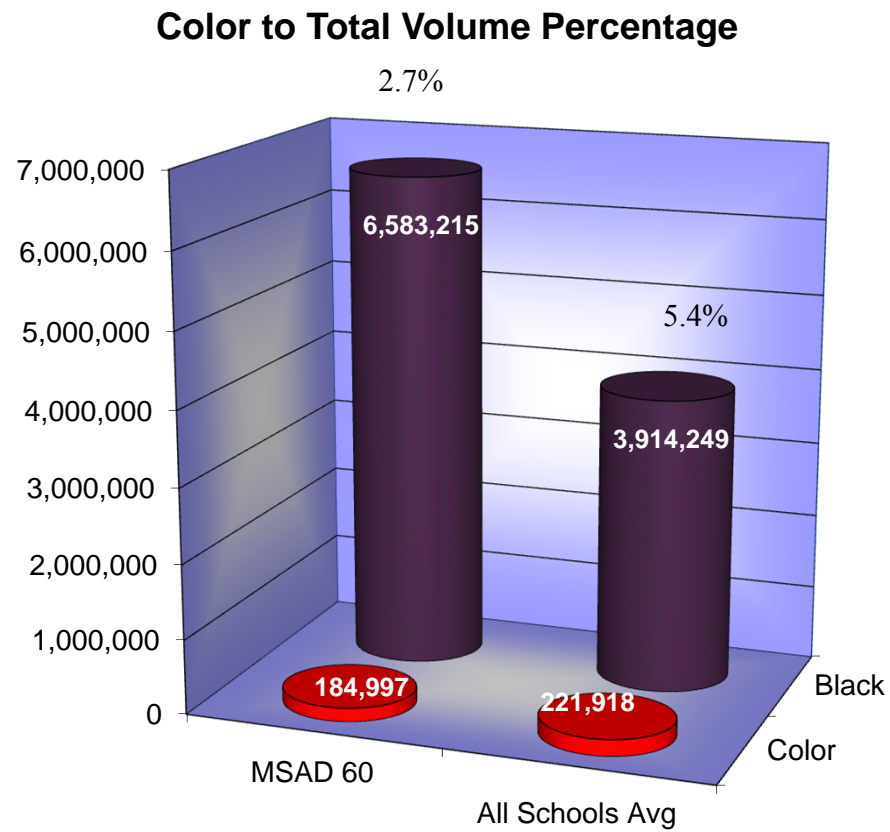
Usage Profile for Service & Supplies

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* *Vendor*	*7/1/2015* *Meter*	*6/30/2016* *Meter*	*2015-16* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
				Date of Last Upgrade: 4/1/2012	
ERIC L. KNOWLTON SCHOOL					
Cafeteria					
Konica Minolta BH20P / 32 PPM	7,427	8,682	1,255	$0.012880	None at this time.
A32P011004626 / 8802 5937				$16.16	
750,000 / 08/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Computer Lab					
Konica Minolta PP5650 / 46 PPM	5,362	6,216	854	$0.005050	9 years from Intro.
A0DX012007222 / 8802 5993				$4.31	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 4/1/2012 Recommendations
ERIC L. KNOWLTON SCHOOL					
Copy Room Up					
Konica Minolta BH601 / 60 PPM	850,764	1,166,227	315,463	$0.004020	8 years from Intro.
A0PP011016277 / 9333 2519				$1,268.16	
3,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Main Office					
Konica Minolta BHc552 / 55 PPM	266,336	353,764	87,428	$0.004020	7 years from Intro.
A0P1011011849 / 9333 2849				$351.46	
3,000,000 / 02/2009	25,250	43,082	17,832	$0.05146	
Color Photocopier				$917.63	
KMBS					
Teachers' Room					
Konica Minolta BH601 / 60 PPM	1,139,450	1,355,811	216,361	$0.004320	8 years from Intro.
A0PP011005234 / 8811 2550				$934.68	
3,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
	Subtotals Black	**621,361**		**$2,574.78**	
	Subtotals Color	**17,832**		**$917.63**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 4/1/2012 Recommendations
LEBANON ELEMENTARY & HANSON S					
Cafeteria					
Konica Minolta BH20P / 32 PPM	10,643	15,359	4,716	$0.012880 $60.74	None at this time.
A32P011004661 / 8802 5414					
750,000 / 08/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Hanson 2nd Floor					
Konica Minolta BH751 / 75 PPM	884,915	1,150,645	265,730	$0.004320 $1,147.95	8 years from Intro.
A0PN011002316 / 9333 2534					
4,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Hanson Computer Lab Rm 18					
Konica Minolta PP5650 / 46 PPM	31,960	34,015	2,055	$0.005050 $10.38	9 years from Intro.
A0DX012007263 / 8802 5966					
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 4/1/2012 Recommendations
LEBANON ELEMENTARY & HANSON S					
Hanson Office					
Konica Minolta BHc552 / 55 PPM	529,826	715,360	185,534	$0.004020	7 years from Intro.
A0P1011011830 / 9333 2848				$745.85	
3,000,000 / 02/2009	69,355	119,197	49,842	$0.05146	
Color Photocopier				$2,564.87	
KMBS					
Hanson Teachers' Room					
Konica Minolta BH601 / 60 PPM	550,826	723,920	173,094	$0.004020	8 years from Intro.
A0PP011016311 / 9333 2524				$695.84	
3,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Lebanon Computer Lab Rm 20					
Konica Minolta PP5650 / 46 PPM	60,321	70,245	9,924	$0.005050	9 years from Intro.
A0DX012006619 / 8802 5970				$50.12	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	*Date of Last Upgrade: 4/1/2012* Recommendations
LEBANON ELEMENTARY & HANSON S					
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	
KMBS					
Lebanon Office Paper Closet					
Konica Minolta BH423 / 42 PPM	614,574	863,930	249,356	$0.004020	None at this time.
A1UD011012629 / 9333 2855				$1,002.41	
1,000,000 / 06/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Lebanon Teachers' Room					
Konica Minolta BH601 / 60 PPM	837,476	884,352	46,876	$0.004320	8 years from Intro.
A0PP011005258 / 8811 2574				$202.50	
3,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Subtotals Black	**937,285**		**$3,915.79**	
Subtotals Color	**49,842**		**$2,564.87**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 4/1/2012 Recommendations
MARY HURD ACADEMY					
Lower Hall					
Konica Minolta PP5650 / 46 PPM	19,705	30,694	10,989	$0.005050	9 years from Intro.
A0DX012007217 / 8802 5939				$55.49	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Main Office					
Konica Minolta BHc552 / 55 PPM	798,490	1,026,002	227,512	$0.004020	7 years from Intro.
A0P1011011826 / 9333 2845				$914.60	
3,000,000 / 02/2009	15,415	15,415	0	$0.05146	
Color Photocopier				$0.00	
KMBS					
RTI Room					
Konica Minolta PP5650 / 46 PPM	3,220	3,220	0	$0.005050	9 years from Intro.
A0DX012006624 / 8802 5965				$0.00	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

	Subtotals Black	238,501	$970.09
	Subtotals Color	0	$0.00

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 4/1/2012 Recommendations
NOBLE HIGH SCHOOL					
Adult Education Room 112					
Konica Minolta BHc35 / 31 PPM	33,604	45,367	11,763	$0.004020	None at this time.
A121011017117 / 9333 2518				$47.29	
750,000 / 07/2010	3,111	6,970	3,859	$0.05146	
Color Photocopier				$198.58	
KMBS					
Alt Program Team 5 Room 151					
Konica Minolta PP5650 / 46 PPM	44,077	60,404	16,327	$0.005050	9 years from Intro.
A0DX012007370 / 8802 5978				$82.45	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Art Room Teachers' Office Room 3111					
Konica Minolta PP5650 / 46 PPM	29,128	40,642	11,514	$0.005050	9 years from Intro.
A0DX012007256 / 8802 5957				$58.15	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 4/1/2012 Recommendations
NOBLE HIGH SCHOOL					
CAD Room 157					
Konica Minolta MC 7450II Grafx / 24 PPM	1,465	1,599	134	$0.005050	7 years from Intro.
322701427 / 8802 5954				$0.68	
500,000 / 01/2009	3,584	5,799	2,215	$0.05146	
Color Network Printer				$113.98	
KMBS					
Cafeteria					
Konica Minolta BH20 / 32 PPM	11,747	15,284	3,537	$0.012880	None at this time.
A32R012010748 / 8702 2494				$45.56	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Exceptional Studies Room 159					
Konica Minolta PP5650 / 46 PPM	65,810	84,578	18,768	$0.005050	9 years from Intro.
A0DX012007252 / 8802 5979				$94.78	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 4/1/2012 Recommendations
NOBLE HIGH SCHOOL					
Grade 8 Room 250					
Konica Minolta PP5650 / 46 PPM	242,139	267,544	25,405	$0.005050	9 years from Intro.
A0DX012007251 / 8802 5959				$128.30	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Guidance Copy Room					
Konica Minolta BH423 / 42 PPM	161,243	203,419	42,176	$0.004020	None at this time.
A1UD011100932 / 9333 2856				$169.55	
1,000,000 / 06/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Guidance Reception					
Konica Minolta BH951 / 95 PPM	1,110,394	1,681,833	571,439	$0.003500	None at this time.
A4EW011000548 / 9333 2843				$2,000.04	
5,000,000 / 06/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	*Date of Last Upgrade: 4/1/2012* Recommendations
NOBLE HIGH SCHOOL					
Health Center					
Konica Minolta BHc364 / 36 PPM	54,001	62,456	8,455	$0.004020	None at this time.
A161011000788 / 9333 2894				$33.99	
750,000 / 06/2012	11,851	13,602	1,751	$0.05146	
Color Photocopier				$90.11	
KMBS					
House 1 Room 146					
Konica Minolta PP5650 / 46 PPM	113,285	151,759	38,474	$0.005050	9 years from Intro.
A0DX012007221 / 8802 5936				$194.29	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
House 2 Room 130					
Konica Minolta PP5650 / 46 PPM	108,108	152,781	44,673	$0.005050	9 years from Intro.
A0DX012007253 / 8802 5977				$225.60	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 4/1/2012 Recommendations
NOBLE HIGH SCHOOL					
House 3					
Konica Minolta PP5650 / 46 PPM	106,241	132,717	26,476	$0.005050	9 years from Intro.
A0DX012007258 / 8802 5908				$133.70	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Learning Ctr Room 271					
Konica Minolta BH951 / 95 PPM	782,390	1,007,881	225,491	$0.003500	None at this time.
A4EW011000242 / 8702 2495				$789.22	
5,000,000 / 06/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Library					
Konica Minolta BH951 / 95 PPM	1,097,345	1,521,226	423,881	$0.003500	None at this time.
A4EW011000244 / 9333 2871				$1,483.58	
5,000,000 / 06/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015* *Meter*	*6/30/2016* *Meter*	*2015-16* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 4/1/2012* **Recommendations**
NOBLE HIGH SCHOOL					
Main Office					
Konica Minolta BHc552 / 55 PPM	315,543	434,753	119,210	$0.004020	7 years from Intro.
A0P1011011845 / 9333 2850				$479.22	
3,000,000 / 02/2009	49,293	79,381	30,088	$0.05146	
Color Photocopier				$1,548.33	
KMBS					
Room 166 NOT IN USE					
Konica Minolta PP5650 / 46 PPM	10,263	10,263	0	$0.005050	9 years from Intro.
A0DX012007373 / 8802 5981				$0.00	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 169 Lab					
Konica Minolta PP5650 / 46 PPM	4,268	6,438	2,170	$0.005050	9 years from Intro.
A0DX012006620 / 8802 5980				$10.96	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 4/1/2012* **Recommendations**
NOBLE HIGH SCHOOL					
Teachers' Lounge Up					
Konica Minolta BH951 / 95 PPM	1,396,345	2,044,383	648,038	$0.003500	None at this time.
A4EW011000238 / 9333 2870				$2,268.13	
5,000,000 / 06/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Team 1					
Konica Minolta PP5650 / 46 PPM	115,666	152,793	37,127	$0.005050	9 years from Intro.
A0DX012007250 / 8802 5956				$187.49	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	*Date of Last Upgrade: 4/1/2012* Recommendations
NOBLE HIGH SCHOOL					
Team 2					
Konica Minolta BH40P / 45 PPM	0	45,429	45,429	$0.005050	8 years from Intro.
A0DX013003792 /				$229.42	
1,000,000 / 03/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Konica Minolta PP5650 / 46 PPM	96,427	96,427	0	$0.005050	Traded; replaced with A0DX013003792.
A0DX012007223 / 8802 5955				$0.00	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Team 3 Room 226					
Konica Minolta PP5650 / 46 PPM	112,285	136,026	23,741	$0.005050	9 years from Intro.
A0DX012007293 / 8802 5909				$119.89	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 4/1/2012 Recommendations
NOBLE HIGH SCHOOL					
Team 4 Room 314					
Konica Minolta PP5650 / 46 PPM	9,460	10,446	986	$0.005050 $4.98	9 years from Intro.
A0DX012007297 / 8802 5958					
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Unknown					
Konica Minolta BH20 / 32 PPM	27,375	48,594	21,219	$0.012880 $273.30	None at this time.
A32R012022618 / 93553963					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					

		Subtotals Black	2,366,433	$9,060.56
		Subtotals Color	37,913	$1,951.00

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 4/1/2012 Recommendations
NOBLE MIDDLE SCHOOL					
Cafeteria					
Konica Minolta BH20P / 32 PPM	3,960	6,575	2,615	$0.012880 $33.68	None at this time.
A32P011004663 / 9309 8103					
750,000 / 08/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Guidance Office					
Konica Minolta MC 4750DN / 31 PPM	726	731	5	$0.005050 $0.03	None at this time.
A0VD012002130 / 8802 5953					
750,000 / 09/2010	1,179	1,186	7	$0.05146	
Color Network Printer				$0.36	
KMBS					
Library					
Konica Minolta BH423 / 42 PPM	359,888	522,603	162,715	$0.004020 $654.11	None at this time.
A1UD011012627 / 9333 2873					
1,000,000 / 06/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015* *Meter*	*6/30/2016* *Meter*	*2015-16* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 4/1/2012* **Recommendations**
NOBLE MIDDLE SCHOOL					
Main Office					
Konica Minolta BHC454 / 45 PPM	262,650	380,506	117,856	$0.004020	None at this time.
A4FJ011000415 / 9333 2893				$473.78	
1,000,000 / 07/2012	62,461	96,345	33,884	$0.05146	
Color Photocopier				$1,743.67	
KMBS					
Main Office Window					
Konica Minolta PP5650 / 46 PPM	49,737	70,758	21,021	$0.005050	9 years from Intro.
A0DX012006623 / 8802 5982				$106.16	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Middle Room					
Konica Minolta PP5650 / 46 PPM	80,332	118,062	37,730	$0.005050	9 years from Intro.
A0DX012006616 / 8802 5960				$190.54	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 4/1/2012 Recommendations
NOBLE MIDDLE SCHOOL					
Room 103					
Konica Minolta PP5650 / 46 PPM	15,328	18,674	3,346	$0.005050	9 years from Intro.
A0DX012006621 / 8802 5961				$16.90	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Teachers' Room #207					
Konica Minolta BH951 / 95 PPM	457,806	533,890	76,084	$0.003500	None at this time.
A4EW011000258 / 9333 2844				$266.29	
5,000,000 / 06/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM	1,280,750	1,716,958	436,208	$0.003500	None at this time.
A4EW011000540 / 9333 2847				$1,526.73	
5,000,000 / 06/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Subtotals Black	**857,580**	**$3,268.21**
Subtotals Color	**33,891**	**$1,744.03**

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015* *Meter*	*6/30/2016* *Meter*	*2015-16* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 4/1/2012* **Recommendations**
NORTH BERWICK PRIMARY					
Cafeteria					
Konica Minolta BH20P / 32 PPM	4,414	6,022	1,608	$0.012880 $20.71	None at this time.
A32P011004651 / 8802 5938					
750,000 / 08/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Computer Lab Room 20					
Konica Minolta PP5650 / 46 PPM	28,283	31,590	3,307	$0.005050 $16.70	9 years from Intro.
A0DX012006618 / 8802 5963					
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Lower Level					
Konica Minolta PP5650 / 46 PPM	14,111	18,781	4,670	$0.005050 $23.58	9 years from Intro.
A0DX012006622 / 8802 5964					
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 4/1/2012 Recommendations
NORTH BERWICK PRIMARY					
Main Office					
Konica Minolta BHc35 / 31 PPM	34,686	46,949	12,263	$0.004020	None at this time.
A121011017218 / 9333 2877				$49.30	
750,000 / 07/2010	11,100	16,717	5,617	$0.05146	
Color Photocopier				$289.05	
KMBS					
Main Office Back Room					
Konica Minolta BH951 / 95 PPM	1,109,693	1,450,183	340,490	$0.003500	None at this time.
A4EW011000556 / 9333 2846				$1,191.72	
5,000,000 / 06/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

	Subtotals Black	**362,338**	**$1,302.01**
	Subtotals Color	**5,617**	**$289.05**

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 4/1/2012 Recommendations
SAD 60 BUS GARAGE					
Main Office					
Konica Minolta BH601 / 60 PPM	437,277	479,457	42,180	$0.004320	8 years from Intro.
A0PP012000171 / 9303 4614				$182.22	
3,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

	Subtotals Black	42,180	$182.22
	Subtotals Color	0	$0.00

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 4/1/2012 Recommendations
SAD 60 DISTRICT OFFICE					
3rd Floor					
Konica Minolta BHc552 / 55 PPM	293,227	346,688	53,461	$0.004020	7 years from Intro.
A0P1011012146 / 9333 2857				$214.91	
3,000,000 / 02/2009	26,519	45,266	18,747	$0.05146	
Color Photocopier				$964.72	
KMBS					
Central Food Service					
Konica Minolta BHc35 / 31 PPM	62,491	80,412	17,921	$0.004020	None at this time.
A121011017103 / 9333 2869				$72.04	
750,000 / 07/2010	8,062	12,054	3,992	$0.05146	
Color Photocopier				$205.43	
KMBS					
Payroll 1 Room 308					
Konica Minolta PP5650 / 46 PPM	45,161	55,241	10,080	$0.005050	9 years from Intro.
A0DX012007216 / 9309 8100				$50.90	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	*Date of Last Upgrade: 4/1/2012* Recommendations
SAD 60 DISTRICT OFFICE					
Payroll 2 Caity					
Konica Minolta PP5650 / 46 PPM	31,698	48,883	17,185	$0.005050	9 years from Intro.
A0DX012007288 / 9309 8105				$86.78	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Payroll 3 Debbie					
Konica Minolta PP5650 / 46 PPM	19,301	23,112	3,811	$0.005050	9 years from Intro.
A0DX012007444 / 8802 6288				$19.25	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Payroll 4 Ellen					
Konica Minolta PP5650 / 46 PPM	39,135	47,092	7,957	$0.005050	9 years from Intro.
A0DX012007218 / 9309 8104				$40.18	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 4/1/2012 Recommendations
SAD 60 DISTRICT OFFICE					
Payroll 5 Room 305					
Konica Minolta PP5650 / 46 PPM	37,549	53,869	16,320	$0.005050	9 years from Intro.
A0DX012007220 / 9309 8102				$82.42	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Special Education					
Konica Minolta BH423 / 42 PPM	324,318	443,846	119,528	$0.004020	None at this time.
A1UD011100933 / 9333 2874				$480.50	
1,000,000 / 06/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Subtotals Black	*246,263*	*$1,046.99*	
Subtotals Color	*22,739*	*$1,170.15*	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015* *Meter*	*6/30/2016* *Meter*	*2015-16* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 4/1/2012* *Recommendations*

VIVIAN HUSSEY PRIMARY SCHOOL

200 Wing Work Room

Konica Minolta BH751 / 75 PPM	774,531	1,036,558	262,027	$0.004020	8 years from Intro.
A0PN011009589 / 9333 2858				$1,053.35	
4,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

200 Wing Work Room 1st Floor

Konica Minolta BH751 / 75 PPM	1,054,029	1,463,627	409,598	$0.004020	8 years from Intro.
A0PN011007931 / 9333 2875				$1,646.58	
4,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

400 Wing Work Room

Konica Minolta BH751 / 75 PPM	471,334	612,514	141,180	$0.004020	8 years from Intro.
A0PN011009595 / 9333 2876				$567.54	
4,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	*Date of Last Upgrade: 4/1/2012* Recommendations
VIVIAN HUSSEY PRIMARY SCHOOL					
Cafeteria					
Konica Minolta BH20P / 32 PPM	6,105	6,105	0	$0.012880	None at this time.
A32P011004629 / 8802 5962				$0.00	
750,000 / 08/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Library					
Konica Minolta PP5650 / 46 PPM	58,261	67,173	8,912	$0.005050	9 years from Intro.
A0DX012007233 / 8802 5952				$45.01	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Main Office 1st Floor					
Konica Minolta BHC452 / 45 PPM	297,225	382,059	84,834	$0.004020	7 years from Intro.
A4FJ011000353 / 9333 2895				$341.03	
1,000,000 / 09/2009	48,287	65,450	17,163	$0.05146	
Color Photocopier				$883.21	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 4/1/2012 Recommendations
VIVIAN HUSSEY PRIMARY SCHOOL					
Room 201					
Konica Minolta PP5650 / 46 PPM	19,964	24,686	4,722	$0.005050	9 years from Intro.
A0DX012007219 / 8802 5940				$23.85	
1,000,000 / 12/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

		Subtotals Black	911,273	$3,677.36	
		Subtotals Color	17,163	$883.21	

District Wide Black Totals	*6,583,214*	*$25,998.01*
District Wide Color Totals	*184,997*	*$9,519.95*

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

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
6,583,214	$0.01693	$111,453.81

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
6,583,214	$0.00395	$26,003.70	$85,450.12	$427,250.59

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $85,450.12 x 13 years as a Client

=$1,110,851.53 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 <u>upcoming fiscal year</u>.

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Eric L. Knowlton School	621,361	$2,599.75	$3,083.19	$5,747.93	$11,430.87
Lebanon Elementary & Hanson School	937,285	$3,953.83	$4,650.81	$8,670.39	$17,275.03
Mary Hurd Academy	238,501	$979.74	$1,183.44	$2,206.26	$4,369.45
Noble High School	2,366,433	$9,160.36	$11,742.24	$21,890.79	$42,793.38
Noble Middle School	857,580	$3,303.37	$4,255.31	$7,933.08	$15,491.76
North Berwick Primary	362,338	$1,316.73	$1,797.92	$3,351.82	$6,466.47
SAD 60 Bus Garage	42,180	$183.90	$209.30	$390.19	$783.39
SAD 60 District Office	246,263	$1,057.39	$1,221.96	$2,278.07	$4,557.42
Vivian Hussey Primary School	911,273	$3,713.95	$4,521.74	$8,429.77	$16,665.45
Total	**6,583,214**	**$26,269.02**	**$32,665.91**	**$60,898.29**	**$119,833.22**

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

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Eric L. Knowlton School	17,832	$926.73
Lebanon Elementary & Hanson School	49,842	$2,590.29
Mary Hurd Academy	0	$0.00
Noble High School	37,913	$1,970.34
Noble Middle School	33,891	$1,761.32
North Berwick Primary	5,617	$291.92
SAD 60 Bus Garage	0	$0.00
SAD 60 District Office	22,739	$1,181.75
Vivian Hussey Primary School	17,163	$891.96
Total	**184,997**	**$9,614.29**

Service & Supply Usage Profile by Vendor - Black

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

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	24,756	$0.01288	$318.86	$0.01301	$322.08
Konica-Minolta Business Solutions	Black Network Printer	453,973	$0.00505	$2,292.56	$0.00510	$2,315.26
Konica-Minolta Business Solutions	Black Network Printer	10,194	$0.01288	$131.30	$0.01301	$132.62
Konica-Minolta Business Solutions	Black Photocopier	2,721,631	$0.00350	$9,525.71	$0.00354	$9,634.57
Konica-Minolta Business Solutions	Black Photocopier	1,875,137	$0.00402	$7,538.05	$0.00406	$7,613.06
Konica-Minolta Business Solutions	Black Photocopier	571,147	$0.00432	$2,467.36	$0.00436	$2,490.20
Konica-Minolta Business Solutions	Color Network Printer	139	$0.00505	$0.70	$0.00510	$0.71
Konica-Minolta Business Solutions	Color Photocopier	926,237	$0.00402	$3,723.47	$0.00406	$3,760.52
Total		**6,583,214**	**$0.00395**	**$25,998.01**	**$0.00399**	**$26,269.02**

Service & Supply Usage Profile by Vendor - Color

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

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Color Network Printer	2,222	$0.05146	$114.34	$0.05197	$115.48
Konica-Minolta Business Solutions	Color Photocopier	182,775	$0.05146	$9,405.60	$0.05197	$9,498.82
Total		**184,997**	**$0.05146**	**$9,519.95**	**$0.05197**	**$9,614.29**

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	**6 Annual**
Annual Payment usually due on 8/1	**$60,898.29**
Remaining Payments	**1**

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	A0DX012006624
Mary Hurd Academy	Konica Minolta PP5650	A0DX012007217
Mary Hurd Academy	Konica Minolta BHc552	A0P1011011826
Noble High School	Konica Minolta PP5650	A0DX012007221
Noble High School	Konica Minolta MC 7450II Grafx	322701427
Noble High School	Konica Minolta BHc35	A121011017117
Noble High School	Konica Minolta PP5650	A0DX012007256
Noble High School	Konica Minolta BH40P	A0DX013003792
Noble High School	Konica Minolta BH20	A32R012010748
Noble High School	Konica Minolta PP5650	A0DX012007252
Noble High School	Konica Minolta PP5650	A0DX012007251
Noble High School	Konica Minolta BH423	A1UD011100932
Noble High School	Konica Minolta BH951	A4EW011000548
Noble High School	Konica Minolta BHc364	A161011000788

Building	Make/Model	Serial Number
Noble High School	Konica Minolta BH951	A4EW011000238
Noble High School	Konica Minolta PP5650	A0DX012007253
Noble High School	Konica Minolta PP5650	A0DX012007297
Noble High School	Konica Minolta PP5650	A0DX012007293
Noble High School	Konica Minolta PP5650	A0DX012007250
Noble High School	Konica Minolta PP5650	A0DX012006620
Noble High School	Konica Minolta PP5650	A0DX012007373
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	A0DX012007370
Noble Middle School	Konica Minolta PP5650	A0DX012006621
Noble Middle School	Konica Minolta PP5650	A0DX012006616
Noble Middle School	Konica Minolta BH951	A4EW011000258
Noble Middle School	Konica Minolta PP5650	A0DX012006623
Noble Middle School	Konica Minolta BH423	A1UD011012627
Noble Middle School	Konica Minolta BH951	A4EW011000540
Noble Middle School	Konica Minolta MC 4750DN	A0VD012002130
Noble Middle School	Konica Minolta BH20P	A32P011004663
Noble Middle School	Konica Minolta BHC454	A4FJ011000415
North Berwick Primary	Konica Minolta PP5650	A0DX012006622
North Berwick Primary	Konica Minolta BHc35	A121011017218
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	A0DX012007218
SAD 60 District Office	Konica Minolta PP5650	A0DX012007216
SAD 60 District Office	Konica Minolta BHc552	A0P1011012146
SAD 60 District Office	Konica Minolta PP5650	A0DX012007288
SAD 60 District Office	Konica Minolta PP5650	A0DX012007444

Building	Make/Model	Serial Number
SAD 60 District Office	Konica Minolta BH423	A1UD011100933
SAD 60 District Office	Konica Minolta PP5650	A0DX012007220
SAD 60 District Office	Konica Minolta BHc35	A121011017103
Vivian Hussey Primary School	Konica Minolta PP5650	A0DX012007233
Vivian Hussey Primary School	Konica Minolta BH751	A0PN011007931
Vivian Hussey Primary School	Konica Minolta BH751	A0PN011009589
Vivian Hussey Primary School	Konica Minolta BH20P	A32P011004629
Vivian Hussey Primary School	Konica Minolta BHC452	A4FJ011000353
Vivian Hussey Primary School	Konica Minolta PP5650	A0DX012007219
Vivian Hussey Primary School	Konica Minolta BH751	A0PN011009595

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*

12/23/13

Warranty

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

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the Warranty Life of such item of Equipment in number of copies, as shown on Schedule B attached hereto, is exceeded;

2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule B attached hereto.

AGREED AND ACCEPTED BY:
Vendor

By: John Cox

Title: Market Vice President

Date:

_____
Signature:

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date:

_____
Signature:

12/23/13

StarDoc User Names

Name	User Name
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.

- **Cost Projection by Department or Building** - Who Benefits? Accounts Payable, Business Manager and Superintendent
  - Allows you to formulate next year's budgets as early as December
  - Allows you to see the projected usage bill in advance
  - Tabulate total budgets and total costs district wide
  - Volume or cost pages allow you to pinpoint specific machines on the floor plans
  - Timeline - allowing you to go back to see how your budget compares to previous years

- **Map your devices on Floorplans** - Who Benefits? Business Manager, IT
  - Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
  - Device information tab will allow you to easily access the web interface of the printer/copier
  - Non-Reporting device listing for devices that haven't reported for more than 2 weeks
  - Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TV's)

- **Floor Plans Admin** - Who Benefits? Business Manager and IT
  - Allows IT and Business Manager to move devices around on Floor Plan
  - Paper trail of device locations after summer break
  - Will show Previous Devices, Present Equipment and Proposed Equipment

- **Contacts Page** - Who Benefits? Business Manager and IT
  - Control Access and Permissions to Star Doc
  - Toggle Email all (Toner, Service Monthly Audits)

- **Device Listing Page** - Who Benefits? Business Manager and IT
  - Centralized location for detailed information of District's assets
  - Exportable device listing to Excel or PDF
  - Tracks additional non-contract devices
  - IP Addresses and MAC addresses automatically imported
  - Strikethrough on machines that have been removed

- **Monthly Audits** - Who Benefits? Business Manager and Superintendent
  - Monthly Cost Snapshot
  - Shows amount of devices not reporting to help improve accuracy of projections

- **Timeline:** Who Benefits? Business Manager
  - Track historical volume and cost per building

- **"Last Sync Date"** Who Benefits? IT Manager
  - Shows the last time that FMAudit synced for that client

Benefits of partnering with SPC

Top Benefits to <mark>our CLIENTS</mark>:

1. Cooperative Buying

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

➤ SPC's pricing is so strong *we pay for our own fee* by acquiring prices lower than what you can do on your own.

➤ We will *save you money* benefiting from the combined purchasing power of more than 84 clients with over 5,000 devices doing more than 306 million copies and prints per year. In 2015 we purchased approximately 1,070 printing devices, with over 83 million prints out to bid.

➤ We will *save you time* by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.

➤ We will *save you frustration*. We manage your contracts for up to five years from the date of installation.

2. Exclusive STAR Doc Software

➤ Maps all devices and sets up "Interactive Live Floor Plans" of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.

➤ STAR Doc studies your printing habits and is able to predict your year-end cost months in advance, before you receive your year-end reconciliation invoice.

➤ Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

➤ Removes the confusion out of billing.

➤ Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.

➤ With SPC's Simplified Billing Program, TWO invoices are sent each year from ONE billing source.

➤ Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

4. Five-Year Equipment Replacement Schedule

➤ SPC's staff surveys key locations that determine life of existing equipment.

➤ Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.

➤ Manages the entire bid process down to the install.

5. Annual Report

➤ A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as over usage

➤ You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem

6. Vendor Neutral

➤ SPC does not recommend just one brand; we suggest what's best for you with serviceability in mind.

➤ We present you with the bid results and offer recommendations, yet the decision is yours to make.

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

SPC Values Our Vendors

Overall Benefits to <mark>our VENDORS</mark>

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

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

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