



Specialized Purchasing Consultants

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www.spccopypro.com

2016-2017 Annual Report

Year - End Photocopier Analysis

With projected costs for 2017-18

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



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

Ugr vgo dgt 2017

Skip Tilton
President

Corporate Office:
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Gorham, NH 03581
(800) 750-1538
(866) 281-7596 Fax

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

Dear Denise:

VISIT US ON THE WEB:
www.spccopypro.com

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is **now 14 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

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

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

Sincerely,

Skip Tilton
President

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The SPC Team...

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

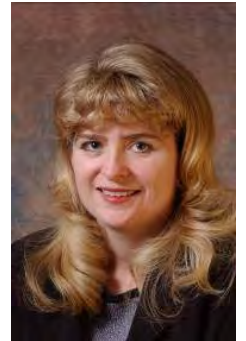


Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices

possible while improving the quality of your service and equipment, as well as providing ways to increase your equipment reliability and the ability to monitor and track usage variations throughout the year to keep your costs under control.



Jessica Paradis

Accounting Coordinator

As the new accounting director for SPC, my focus is to ensure transactions are handled with importance, accuracy, and timeliness. My goal is for all communication, with client or vendor, to be satisfactory for all parties. I am

excited to be part of this team, and I am available to answer any billing or contract questions you may have.

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 *at no additional charge to our clients* features that normally cost thousands of dollars.



Pam Weed

Client-Vendor Relations

It is always my goal to ensure a good working relationship between clients and vendors. This applies to billing, upgrades, equipment reliability, and everything in between. I am available to assist you with smooth transitions and quick resolutions.

Joel Heffernan

Implementation Specialist

With over 40 years of experience in the copier/printer industry, I am able to deliver knowledgeable assistance before, during, and after equipment changeover. I am available to our clients to address any concerns they may have and to assure our clients have a pleasant experience with SPC.



Robert Dutil

Director of Information Technology

I work behind the scenes to keep everything running smoothly. I appreciate SPC's honesty, work ethic and loyalty, and it is my goal to make sure SPC has the tools it needs to continue improving their technology to better serve their clients and to be as productive as possible. 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.

Equipment Health Status

Total Number of Machines:	73
Total Black Photocopiers	22
Total Color Photocopiers	11
Total Black Network Printers	38
Total Color Network Printers	2
Total Removed from Service:	1
# of Units OFF Warranty:	29
# of Units Approaching End of Warranty:	35
# of Units Overused:	1
# of Units Underused:	2
Commencement Date:	4/1/2012
# of Annual Payments Left on Lease	0
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,

It has been Five years since your last upgrade and you could benefit from an onsite visit and an upgrade since costs have come down over the years. You have 35 machines that are nearing the end of warranty as well as 29 already off their warranty. These were machines may have been carried over from your previous lease and you own outright. In fact, all of your equipment will come off warranty on 6-30-2018. At that time the service contract will end as well. Since your lease is now paid off, that upgrade could take place as early as the spring of 2018. I am confident that there are other needs that an onsite visit will be able to address.

One of our responsibilities as a consultant firm is to make sure you maximize your capital investment as well as minimize the cost of operation on your service contracts.

Sincerely,
Skip

Aging Equipment Summary

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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Eric L. Knowlton School	Cafeteria	Konica Minolta BH20P	A32P011004626	KMBS	08/2010
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 School	Cafeteria	Konica Minolta BH20P	A32P011004661	KMBS	08/2010
Lebanon Elementary School	Hanson 2nd Floor	Konica Minolta BH751	A0PN011002316	KMBS	12/2008
Lebanon Elementary School	Hanson Computer Lab Rm 18	Konica Minolta PP5650	A0DX012007263	KMBS	12/2007
Lebanon Elementary School	Hanson Office	Konica Minolta BHc552	A0P1011011830	KMBS	02/2009
Lebanon Elementary School	Hanson Teachers' Room	Konica Minolta BH601	A0PP011016311	KMBS	12/2008
Lebanon Elementary School	Lebanon Computer Lab Rm 20	Konica Minolta PP5650	A0DX012006619	KMBS	12/2007
Lebanon Elementary School	Lebanon Office	Konica Minolta BH20P	A32P011004662	KMBS	08/2010
Lebanon Elementary School	Lebanon Office Paper Closet	Konica Minolta BH423	A1UD011012629	KMBS	06/2010
Lebanon Elementary 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
Noble High School	Adult Education Room 112	Konica Minolta BHc35	A121011017117	KMBS	07/2010
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	Cafeteria	Konica Minolta BH20	A32R012010748	KMBS	08/2010
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	Guidance Copy Room	Konica Minolta BH423	A1UD011100932	KMBS	06/2010
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 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 High School	Unknown	Konica Minolta BH20	A32R012022618	KMBS	08/2010
Noble Middle School	Cafeteria	Konica Minolta BH20P	A32P011004663	KMBS	08/2010
Noble Middle School	Guidance Office	Konica Minolta MC 4750DN	A0VD012002130	KMBS	09/2010
Noble Middle School	Library	Konica Minolta BH423	A1UD011012627	KMBS	06/2010
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 Elementary	Bill's Office	Konica Minolta BH40P	A0DX013004206	KMBS	03/2008
North Berwick Elementary	Cafeteria	Konica Minolta BH20P	A32P011004651	KMBS	08/2010
North Berwick Elementary	Gwen	Konica Minolta PP5650	A0DX012006624	KMBS	12/2007
North Berwick Elementary	Main Office	Konica Minolta BHc35	A121011017218	KMBS	07/2010
North Berwick Elementary	Modular Lefthand Classroom	Konica Minolta BH40P	A0DX013004206	KMBS	03/2008

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
North Berwick Elementary	Nancy	Konica Minolta PP5650	A0DX012006618	KMBS	12/2007
North Berwick Elementary	Nikki	Konica Minolta PP5650	A0DX012007373	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	Central Food Service	Konica Minolta BHc35	A121011017103	KMBS	07/2010
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
SAD 60 District Office	Special Education	Konica Minolta BH423	A1UD011100933	KMBS	06/2010
SAD 60 District Office	Storage	Konica Minolta BH20P	A32P011004629	KMBS	08/2010
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	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 Progress Report

For Year 2016-2017

Equipment Details

North Berwick Elementary

Main Office

		<i>Black Meter & Volume</i>		<i>Color Meter & Volume</i>	
Konica Minolta BHc35	<i>Begin Date:</i> 7/1/2016	<i>Begin Meter</i>	46,949	<i>Begin Meter</i>	16,717
A121011017218	<i>End Date:</i> 6/30/2017	<i>End Meter</i>	65,175	<i>End Meter</i>	25,977
KMBS - 9333 2877		<i>Black Volume:</i>	18,226	<i>Color Volume:</i>	9,260

Model Intro Date: 7/1/2010

Date

Comments

8/3/2017 In reviewing previous complaint on a BH751 copier in Main Office, realized client was also complaining about this unit. Client stated she wanted it replaced as she didn't need color, nor did the color portion of the copier work anymore. No additional contact from client was received since initial complaint on other unit fall 2016. Requested current service history from Fred Veader. Noted the following past service calls: 8/1/16 for black line requiring Imaging Unit replacement; 3/13/17 for fax controller issue that required user training; 3/21/17 for Memory Full message; Imaging Unit replaced; 4/6/17 Error Message, which required technician to adjust Drum cartridge installed improperly; 4/10/17 for Error message and horizontal lines, which required cleaning; 6/21/17 for Error Message requiring replacement of worn Roller Assembly and Scanner Belt. Not enough consistent service history to warrant replacement but should be considered down the road.

*Equipment Details***North Berwick Elementary****Main Office Back Room**

		<i>Black Meter & Volume</i>	<i>Color Meter & Volume</i>
Konica Minolta BH951	<i>Begin Date:</i> 7/1/2016	<i>Begin Meter</i> 1,450,183	
A4EW011000556	<i>End Date:</i> 6/30/2017	<i>End Meter</i> 1,930,758	
KMBS - 9333 2846		<i>Black Volume:</i> 480,575	

Model Intro Date: 6/1/2012

<i>Date</i>	<i>Comments</i>
5/16/2016	Chris Russo sent a picture of a bunch of papers in a clip reflecting the number of complaints built against the copier and requested a CEC, which I forwarded to Heather Sanfacon on 5/17/16.
9/29/2016	Realized client never responded with CEC so followed up again with form to see if they were still having issues.
10/5/2016	Heather responded to my e-mail stating she would forward the form to the secretary as the contact person for copier issues. Apparently contact did not have time to follow up before.
10/21/2016	Followed up by e-mail with Chris Russo to see how things were running, but received no response. Requested service history from Fred Veader and John Cox.
11/7/2016	Still had not received service histories by 11/1 and followed up with the vendor to request them again. Received them on 11/7. Reviewed and found unit had 2 service calls in August, 5 in September, 3 in October, and 1 in November. Overall, four calls were for paper jams and two for poor print quality.
12/8/2016	Followed up with vendor regarding the findings of the service history with Fred Veader. He stated there had been no additoina calls since early November. He recommeded VCARE be ste up on the devices, which would allow service to get info on jamming issues and error codes from the machine remotely.
1/5/2017	Had no further correspondence from client until today. Heather Sanfacon (NBES Technology) asked if we had ever received documentation from the secretary, Sharon Butler, which we had not. She stated that Sharon was no longer at the school and they needed to add a new Key Op name and get training for her as a Key Op. Asked Heather who they would like to add as Key Op, and informed her I would reach out to the vendor to get training for her.
1/10/2017	Heather wrote back that she (as full-time computer teacher) and Nina Holland (part-time front office clerk) would be the Key Operators for the equipment at NBES.
1/31/2017	After still not receiving a copy of the CEC, I followed up with the vendor to get a current service history and see how things are running. Found 5 calls in September, 3 in October, 2 in November, and 1 in December. Parts were replaced on some calls, jam removals on others.
8/3/2017	Current service history show last two service calls were 12/9/16 for transfer wire & 6/8/17 for jamming. Insuffient data for replacement.

*Equipment Details***SAD 60 District Office****Central Food Service**

		<i>Black Meter & Volume</i>		<i>Color Meter & Volume</i>	
Konica Minolta BHc35	<i>Begin Date:</i> 7/1/2016	<i>Begin Meter</i>	80,412	<i>Begin Meter</i>	12,054
A121011017103	<i>End Date:</i> 6/30/2017	<i>End Meter</i>	94,997	<i>End Meter</i>	15,779
KMBS - 9333 2869		<i>Black Volume:</i>	14,585	<i>Color Volume:</i>	3,725
<i>Model Intro Date:</i> 7/1/2010					

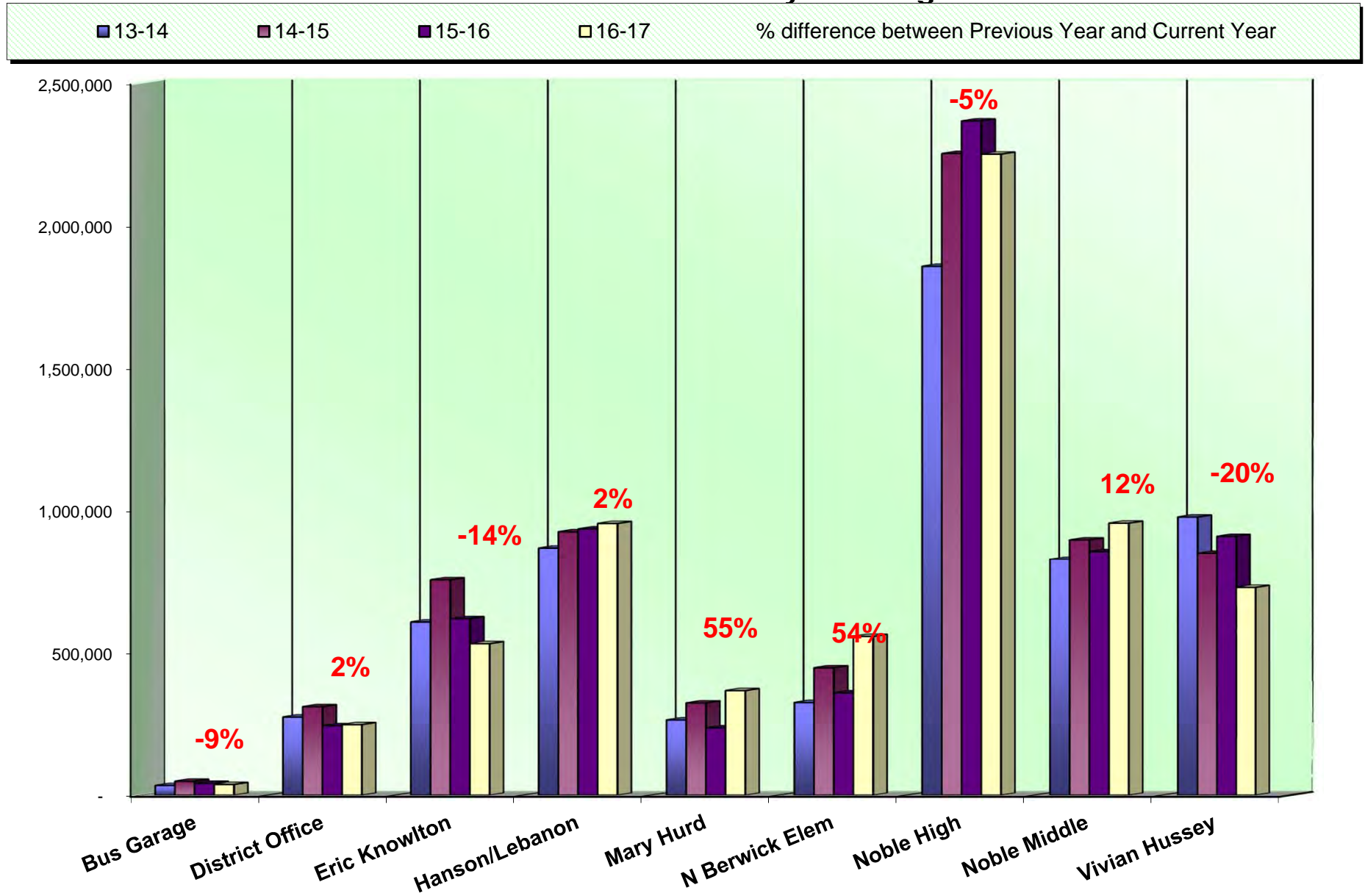
<i>Date</i>	<i>Comments</i>
12/19/2016	Chris Russo forwarded an e-mail from Karen in Food Service where she stated they were having major problems with the copier in the office. She said they "call Konica at least twice a month, the rep comes and "fixes" it or tries to. We mentioned to him that maybe it's time to replace it and he said depending on our contract it may be unlikely." She was calling again today for service. Requested service history from Fred Veader.
1/31/2017	Received no further information from client or vendor. Followed up with vendor for current service history. History did not show any additional service calls.
12/21/2016	Received service history on 12/20. History showed various parts replaced over the past year since January but appears that for the most part, only one service call per month, approximate, has been done. Asked Fred if there were any calls more current; he showed one had just been placed but wouldn't show on the report as the tech had not closed the call yet showing the parts replaced.
8/3/2017	Requested current service history from Fred Veader. History shows last service call 6/20/17 for scan failure; repaired with parts. Previously there were two service calls on 3/6 and 3/9 for the Fuser Unit, which was replaced along with the color Imaging Units.

Warranty Replaced Machines

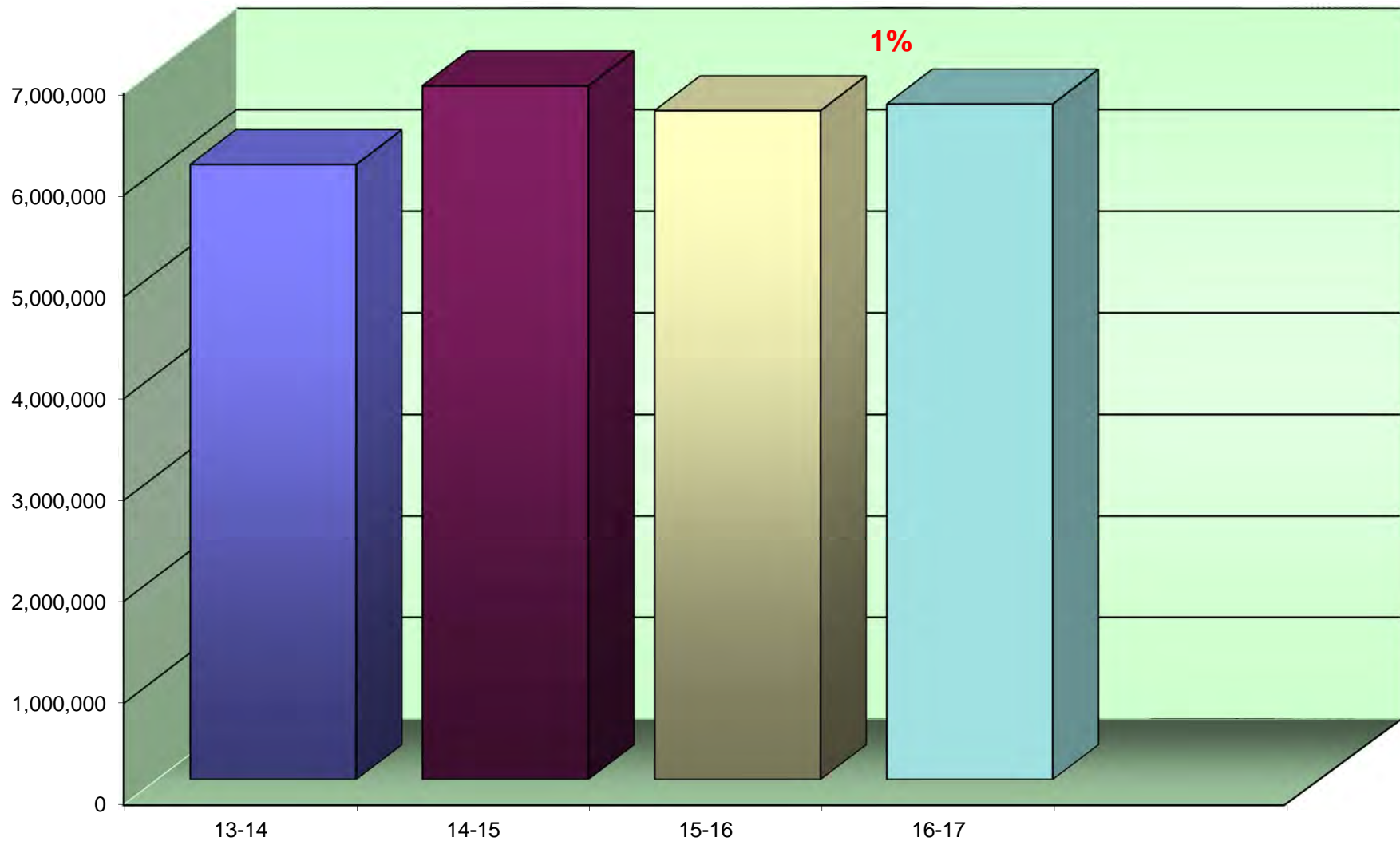
The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department / Room	Make Model	Serial #	Vendor Id #	Date of Trade
North Berwick Elementary	Lower Level	Konica Minolta PP5650	A0DX012006622	8802 5964	6/30/2016

Annual Black Volume by Building



Annual Black Volume Overall



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

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	206	534,422	\$9,843.46	2,594	\$47.78
Lebanon Elementary School	461	956,456	\$17,711.90	2,075	\$38.42
Mary Hurd Academy	16	370,400	\$6,778.36	23,150	\$423.65
Noble High School	1,089	2,250,585	\$40,828.84	2,067	\$37.49
Noble Middle School	489	957,605	\$17,336.45	1,958	\$35.45
North Berwick Elementary	287	559,778	\$10,040.87	1,950	\$34.99
SAD 60 Bus Garage	0	38,332	\$712.27	0	\$0.00
SAD 60 District Office	0	250,139	\$4,630.98	0	\$0.00
Vivian Hussey Primary School	419	730,786	\$13,366.45	1,744	\$31.90
Totals	2,967	6,648,503	\$121,249.59	2,241	\$40.87

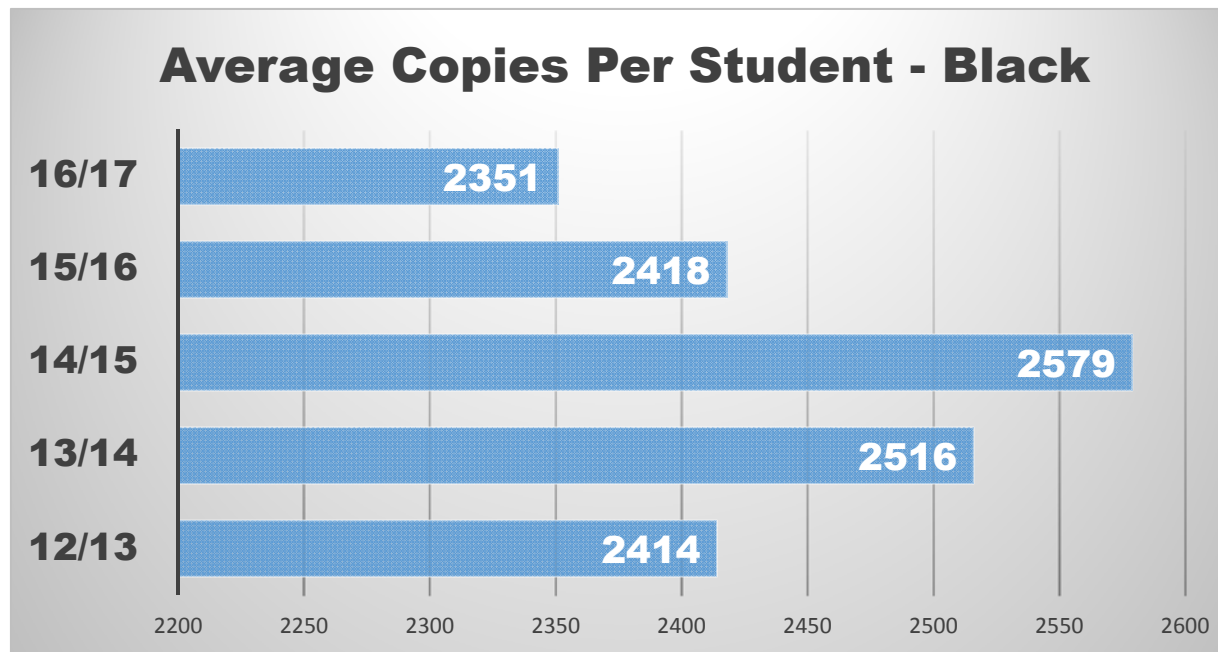
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison - Black Only

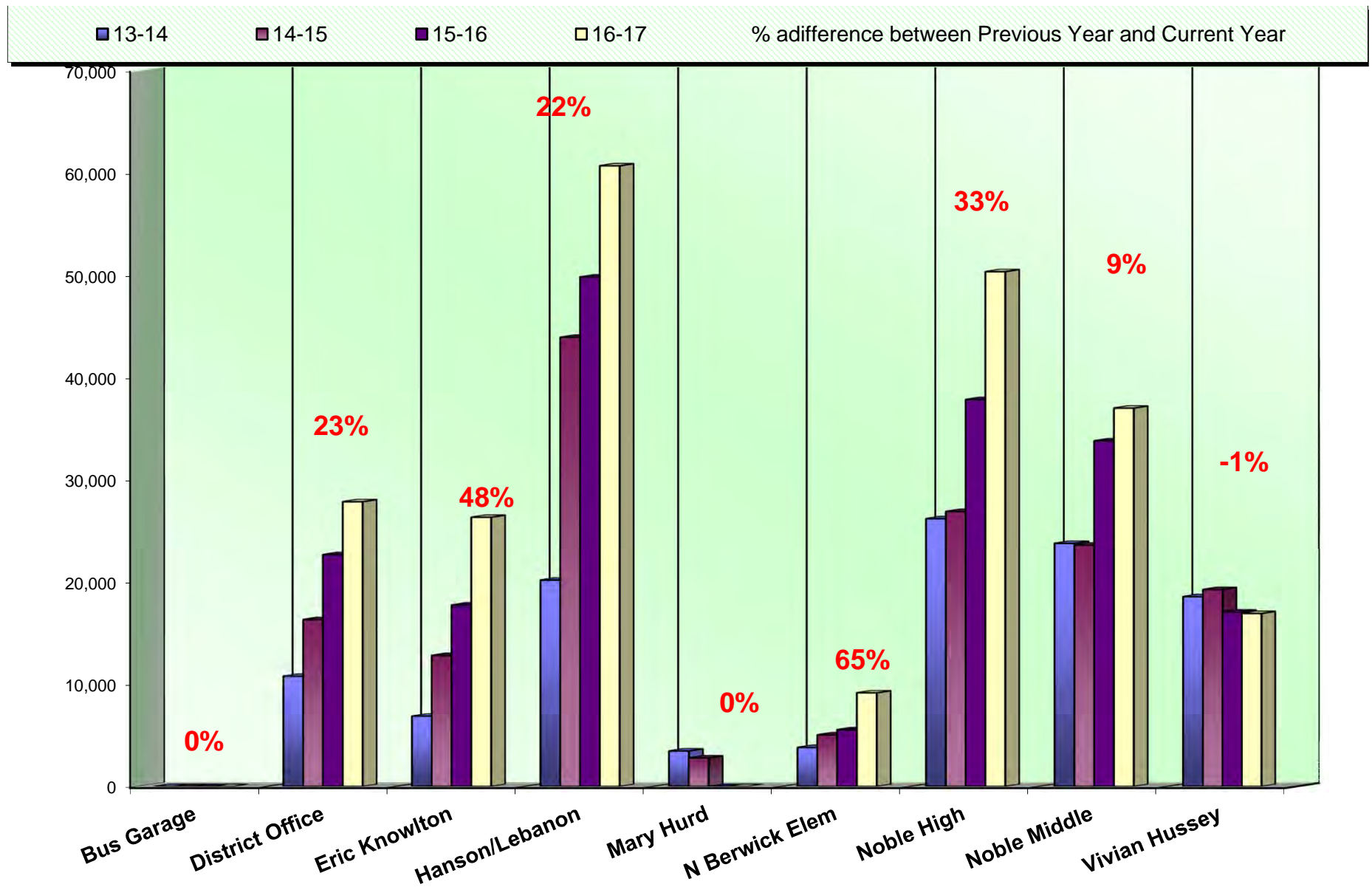
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	85,149	200,180,673	\$3,977,633.44	2,351	\$46.71

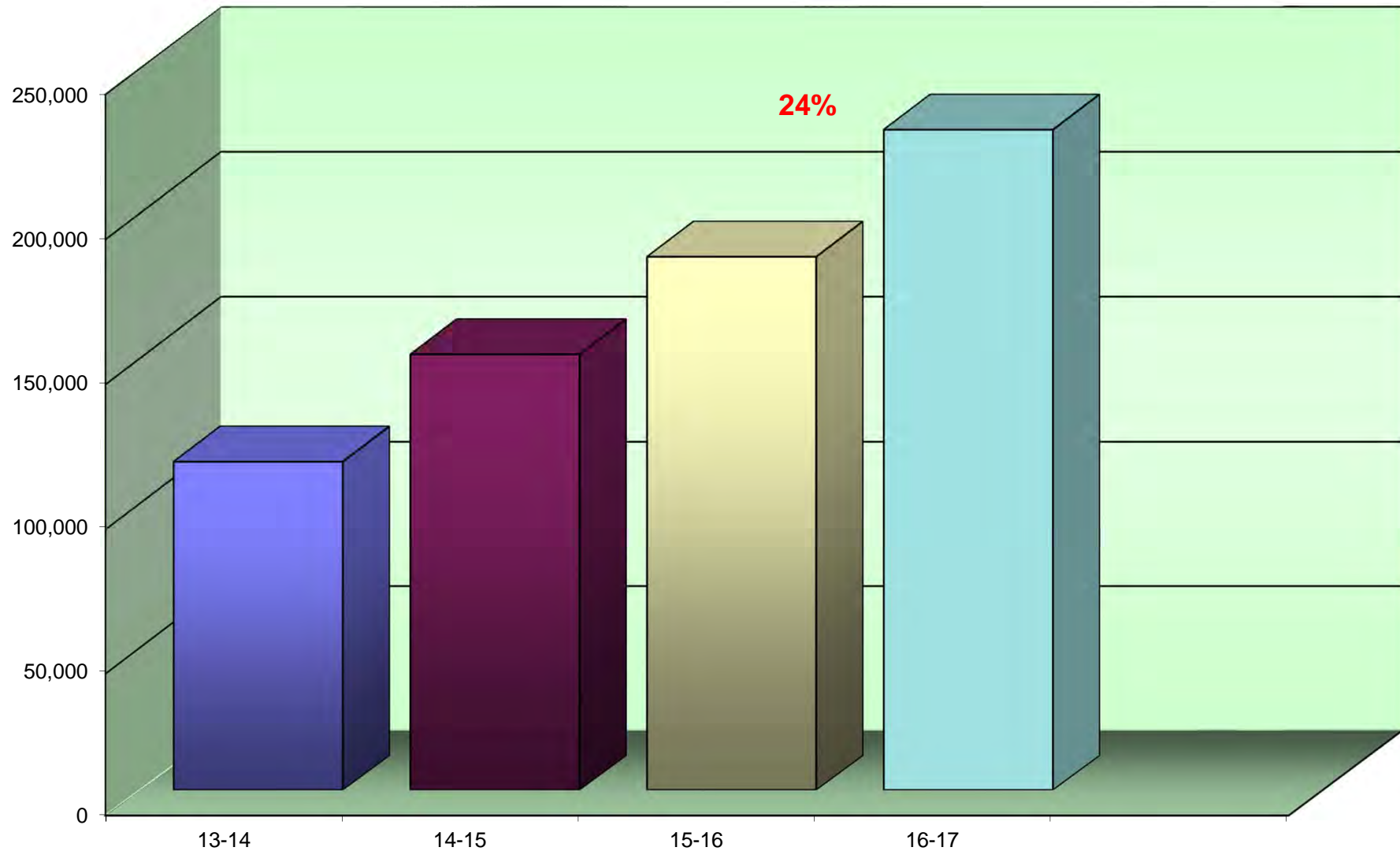
**Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*



Annual Color Volume by Building



Annual Color Volume Overall



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

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	206	26,446	\$1,407.46	128	\$6.83
Lebanon Elementary School	461	60,675	\$3,229.12	132	\$7.00
Mary Hurd Academy	16	0	\$0.00	0	\$0.00
Noble High School	1,089	50,365	\$2,680.43	46	\$2.46
Noble Middle School	489	37,081	\$1,973.45	76	\$4.04
North Berwick Elementary	287	9,260	\$492.82	32	\$1.72
SAD 60 Bus Garage	0	0	\$0.00	0	\$0.00
SAD 60 District Office	0	27,962	\$1,488.14	0	\$0.00
Vivian Hussey Primary School	419	17,011	\$905.33	41	\$2.16
Totals	2,967	228,800	\$12,176.74	77	\$4.10

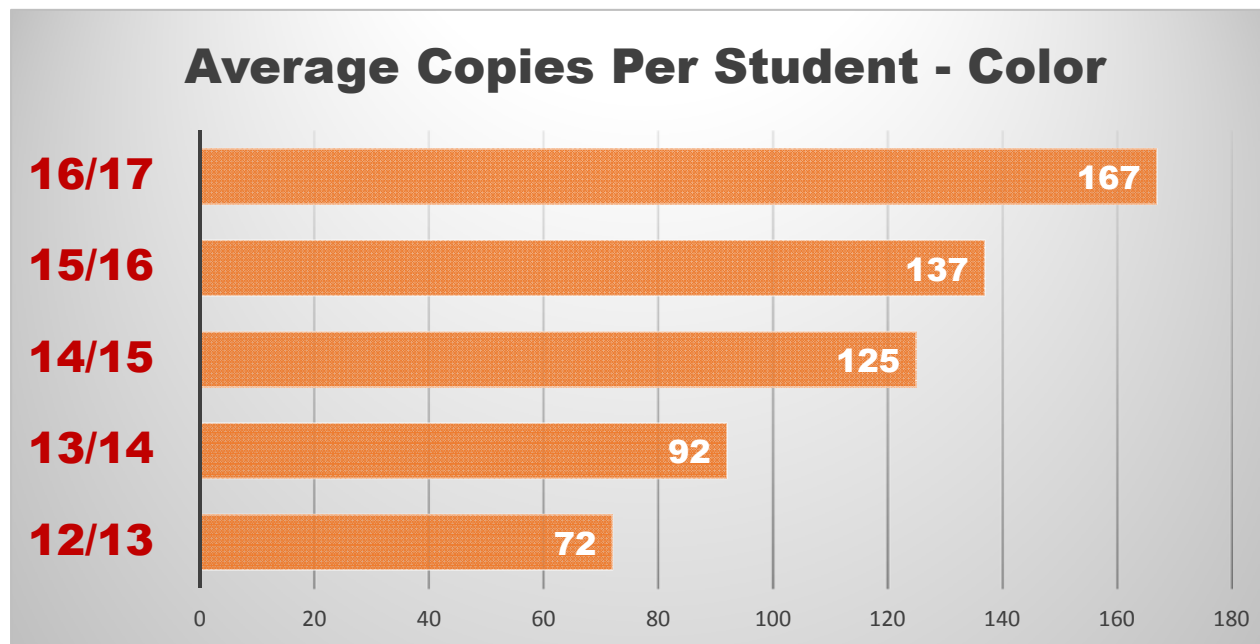
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Color Only

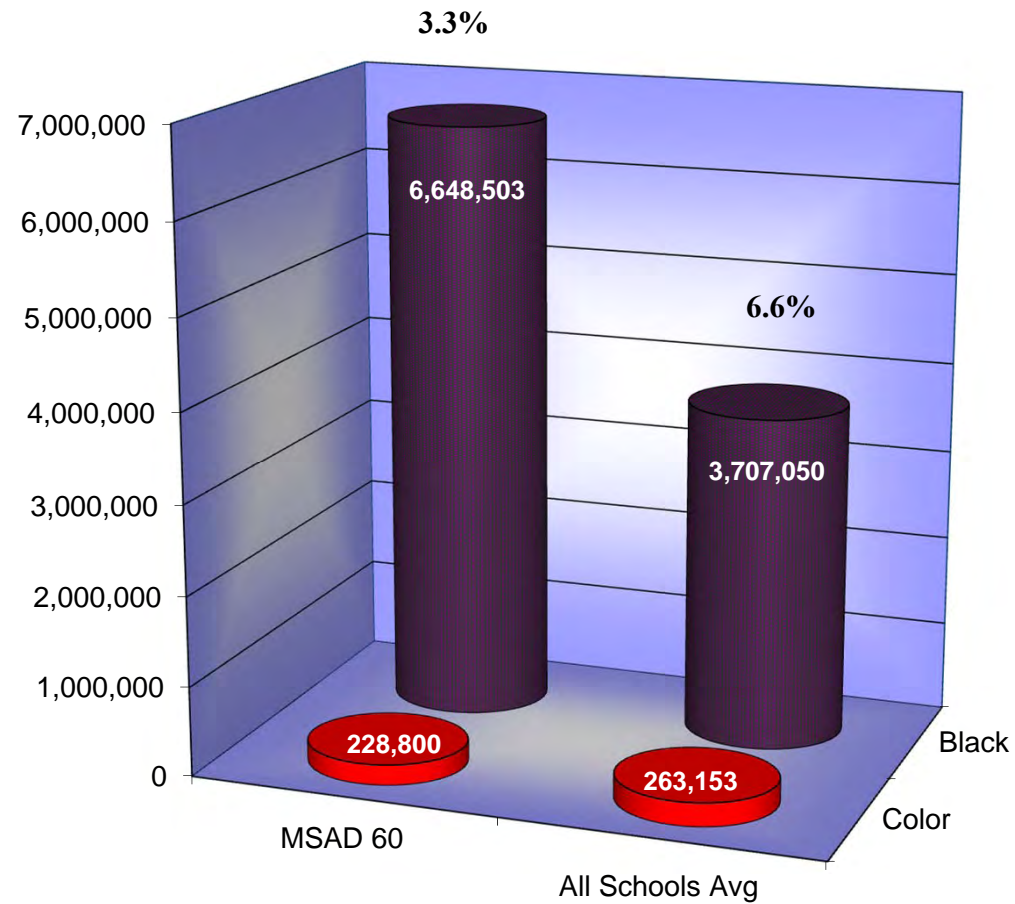
This is an SPC Comparison contrasting your district with 54 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	85,149	14,210,264	\$726,269.21	167	\$8.53

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



Color to Total Volume Percentage



Usage Profile for Service & Supplies

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

					Date of Last Upgrade: 4/1/2012
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2016	6/30/2017	2016-17		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
ERIC L. KNOWLTON SCHOOL					
Cafeteria					
Konica Minolta BH20P / 32 PPM	8,682	10,430	1,748	\$0.013010	7 years from Intro.
A32P011004626 / 8802 5937				\$22.74	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Computer Lab					
Konica Minolta PP5650 / 46 PPM	6,216	6,980	764	\$0.005100	10 years from Intro.
A0DX012007222 / 8802 5993				\$3.90	
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					Date of Last Upgrade: 4/1/2012	
	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
ERIC L. KNOWLTON SCHOOL						
Copy Room Up						
Konica Minolta BH601 / 60 PPM A0PP011016277 / 9333 2519 3,000,000 / 12/2008 Black Photocopier	1,166,227 0	1,423,432 0	257,205 0	\$0.004060 \$1,044.25 \$0.00000 \$0.00	9 years from Intro.	
KMBS						
Main Office						
Konica Minolta BHc552 / 55 PPM A0P1011011849 / 9333 2849 3,000,000 / 02/2009 Color Photocopier	353,764 43,082	440,136 69,528	86,372 26,446	\$0.004060 \$350.67 \$0.05197 \$1,374.40	8 years from Intro.	
KMBS						
Teachers' Room						
Konica Minolta BH601 / 60 PPM A0PP011005234 / 8811 2550 3,000,000 / 12/2008 Black Photocopier	1,355,811 0	1,544,144 0	188,333 0	\$0.004360 \$821.13 \$0.00000 \$0.00	9 years from Intro.	
KMBS						
Subtotals Black			534,422	\$2,242.69		
Subtotals Color			26,446	\$1,374.40		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
LEBANON ELEMENTARY SCHOOL						
Cafeteria						
Konica Minolta BH20P / 32 PPM	15,359	18,775	3,416	\$0.013010	7 years from Intro.	
A32P011004661 / 8802 5414				\$44.44		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Hanson 2nd Floor						
Konica Minolta BH751 / 75 PPM	1,150,645	1,365,833	215,188	\$0.004360	9 years from Intro.	
A0PN011002316 / 9333 2534				\$938.22		
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	34,015	41,638	7,623	\$0.005100	10 years from Intro.	
A0DX012007263 / 8802 5966				\$38.88		
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					Date of Last Upgrade: 4/1/2012
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
LEBANON ELEMENTARY SCHOOL					
Hanson Office					
Konica Minolta BHc552 / 55 PPM	715,360	896,901	181,541	\$0.004060	8 years from Intro.
A0P1011011830 / 9333 2848				\$737.06	
3,000,000 / 02/2009	119,197	179,872	60,675	\$0.05197	
Color Photocopier				\$3,153.28	
KMBS					
Hanson Teachers' Room					
Konica Minolta BH601 / 60 PPM	723,920	924,697	200,777	\$0.004060	9 years from Intro.
A0PP011016311 / 9333 2524				\$815.15	
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	70,245	82,340	12,095	\$0.005100	10 years from Intro.
A0DX012006619 / 8802 5970				\$61.68	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i> <i>Recommendations</i>	
	<i>7/1/2016</i> <i>Meter</i>	<i>6/30/2017</i> <i>Meter</i>	<i>2016-17</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>		
LEBANON ELEMENTARY SCHOOL						
<i>Lebanon Office</i>						
Konica Minolta BH20P / 32 PPM	7,500	15,553	8,053	\$0.013010	7 years from Intro.	
A32P011004662 / 8802 5969				\$104.77		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
<i>Lebanon Office Paper Closet</i>						
Konica Minolta BH423 / 42 PPM	863,930	1,072,542	208,612	\$0.004060	7 years from Intro. Warranty expired!	
A1UD011012629 / 9333 2855				\$846.96		
1,000,000 / 06/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
<i>Lebanon Teachers' Room</i>						
Konica Minolta BH601 / 60 PPM	884,352	1,003,503	119,151	\$0.004360	9 years from Intro.	
A0PP011005258 / 8811 2574				\$519.50		
3,000,000 / 12/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
<i>Subtotals Black</i>			956,456	\$4,106.67		
<i>Subtotals Color</i>			60,675	\$3,153.28		

Date of Last Upgrade: 4/1/2012					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MARY HURD ACADEMY					
Lower Hall					
Konica Minolta PP5650 / 46 PPM A0DX012007217 / 8802 5939 1,000,000 / 12/2007 Black Network Printer	30,694 0	37,130 0	6,436 0	\$0.005100 \$32.82 \$0.00000 \$0.00	10 years from Intro.
KMBS					
Main Office					
Konica Minolta BHc552 / 55 PPM A0P1011011826 / 9333 2845 3,000,000 / 02/2009 Color Photocopier	1,026,002 15,415	1,389,966 15,415	363,964 0	\$0.004060 \$1,477.69 \$0.05197 \$0.00	8 years from Intro.
KMBS					
Subtotals Black		370,400	\$1,510.52		
Subtotals Color		0	\$0.00		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 4/1/2012
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
NOBLE HIGH SCHOOL					
Adult Education Room 112					
Konica Minolta BHc35 / 31 PPM	45,367	69,998	24,631	\$0.004060	7 years from Intro.
A121011017117 / 9333 2518				\$100.00	
750,000 / 07/2010	6,970	16,153	9,183	\$0.05197	
Color Photocopier				\$477.24	
KMBS					
Alt Program Team 5 Room 151					
Konica Minolta PP5650 / 46 PPM	60,404	95,979	35,575	\$0.005100	10 years from Intro.
A0DX012007370 / 8802 5978				\$181.43	
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	40,642	54,234	13,592	\$0.005100	10 years from Intro.
A0DX012007256 / 8802 5957				\$69.32	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 4/1/2012</i>
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
NOBLE HIGH SCHOOL					
CAD Room 157					
Konica Minolta MC 7450II GrafX / 24 PPM	1,599	2,182	583	\$0.005100	8 years from Intro.
322701427 / 8802 5954				\$2.97	
500,000 / 01/2009	5,799	7,641	1,842	\$0.05197	
Color Network Printer				\$95.73	
KMBS					
Cafeteria					
Konica Minolta BH20 / 32 PPM	15,284	19,149	3,865	\$0.013010	7 years from Intro.
A32R012010748 / 8702 2494				\$50.28	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Exceptional Studies Room 159					
Konica Minolta PP5650 / 46 PPM	84,578	104,825	20,247	\$0.005100	10 years from Intro.
A0DX012007252 / 8802 5979				\$103.26	
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					Date of Last Upgrade: 4/1/2012
	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
NOBLE HIGH SCHOOL					
Grade 8 Room 250					
Konica Minolta PP5650 / 46 PPM	267,544	305,768	38,224	\$0.005100	10 years from Intro.
A0DX012007251 / 8802 5959				\$194.94	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Guidance Copy Room					
Konica Minolta BH423 / 42 PPM	203,419	241,243	37,824	\$0.004060	7 years from Intro.
A1UD011100932 / 9333 2856				\$153.57	
1,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Guidance Reception					
Konica Minolta BH951 / 95 PPM	1,681,833	2,081,099	399,266	\$0.003540	None at this time.
A4EW011000548 / 9333 2843				\$1,413.40	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
NOBLE HIGH SCHOOL					
Health Center					
Konica Minolta BHc364 / 36 PPM	62,456	66,472	4,016	\$0.004060	None at this time.
A161011000788 / 9333 2894				\$16.30	
750,000 / 06/2012	13,602	16,003	2,401	\$0.05197	
Color Photocopier				\$124.78	
KMBS					
House 1 Room 146					
Konica Minolta PP5650 / 46 PPM	151,759	195,448	43,689	\$0.005100	10 years from Intro.
A0DX012007221 / 8802 5936				\$222.81	
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	152,781	185,974	33,193	\$0.005100	10 years from Intro.
A0DX012007253 / 8802 5977				\$169.28	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
NOBLE HIGH SCHOOL					
House 3					
Konica Minolta PP5650 / 46 PPM	132,717	173,444	40,727	\$0.005100	10 years from Intro.
A0DX012007258 / 8802 5908				\$207.71	
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	1,007,881	1,133,796	125,915	\$0.003540	None at this time.
A4EW011000242 / 8702 2495				\$445.74	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Library					
Konica Minolta BH951 / 95 PPM	1,521,226	2,095,600	574,374	\$0.003540	None at this time.
A4EW011000244 / 9333 2871				\$2,033.28	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i> <i>Recommendations</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>		
NOBLE HIGH SCHOOL						
Main Office						
Konica Minolta BHc552 / 55 PPM	434,753	513,885	79,132	\$0.004060	8 years from Intro.	
A0P1011011845 / 9333 2850				\$321.28		
3,000,000 / 02/2009	79,381	116,320	36,939	\$0.05197		
Color Photocopier				\$1,919.72		
KMBS						
Room 169 Lab						
Konica Minolta PP5650 / 46 PPM	6,438	7,968	1,530	\$0.005100	10 years from Intro.	
A0DX012006620 / 8802 5980				\$7.80		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Teachers' Lounge Up						
Konica Minolta BH951 / 95 PPM	2,044,383	2,676,379	631,996	\$0.003540	None at this time.	
A4EW011000238 / 9333 2870				\$2,237.27		
5,000,000 / 06/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
NOBLE HIGH SCHOOL						
Team 1						
Konica Minolta PP5650 / 46 PPM	152,793	217,215	64,422	\$0.005100	10 years from Intro.	
A0DX012007250 / 8802 5956				\$328.55		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Team 2						
Konica Minolta BH40P / 45 PPM	45,429	76,146	30,717	\$0.005100	9 years from Intro.	
A0DX013003792 /				\$156.66		
1,000,000 / 03/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Team 3 Room 226						
Konica Minolta PP5650 / 46 PPM	136,026	159,363	23,337	\$0.005100	10 years from Intro.	
A0DX012007293 / 8802 5909				\$119.02		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						

					Date of Last Upgrade: 4/1/2012
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
NOBLE HIGH SCHOOL					
Team 4 Room 314					
Konica Minolta PP5650 / 46 PPM A0DX012007297 / 8802 5958 1,000,000 / 12/2007 Black Network Printer	10,446	10,446	0	\$0.005100 \$0.00 \$0.000000 \$0.00	10 years from Intro. Underused!
KMBS					
Unknown					
Konica Minolta BH20 / 32 PPM A32R012022618 / 93553963 750,000 / 08/2010 Black Laser MFP	48,594	72,324	23,730	\$0.013010 \$308.73 \$0.000000 \$0.00	7 years from Intro.
KMBS					
Subtotals Black					
Subtotals Color					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 4/1/2012</i>
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
NOBLE MIDDLE SCHOOL					
<i>Cafeteria</i>					
Konica Minolta BH20P / 32 PPM A32P011004663 / 9309 8103 750,000 / 08/2010 Black Network Printer	6,575 0	10,883 0	4,308 0	\$0.013010 \$56.05 \$0.00000 \$0.00	7 years from Intro.
KMBS					
<i>Guidance Office</i>					
Konica Minolta MC 4750DN / 31 PPM A0VD012002130 / 8802 5953 750,000 / 09/2010 Color Network Printer	731 1,186	1,504 1,193	773 7	\$0.005100 \$3.94 \$0.05197 \$0.36	7 years from Intro.
KMBS					
<i>Library</i>					
Konica Minolta BH423 / 42 PPM A1UD011012627 / 9333 2873 1,000,000 / 06/2010 Black Photocopier	522,603 0	750,522 0	227,919 0	\$0.004060 \$925.35 \$0.00000 \$0.00	7 years from Intro. Overused!
KMBS					

Date of Last Upgrade: 4/1/2012						
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
NOBLE MIDDLE SCHOOL						
Main Office						
Konica Minolta BHC454 / 45 PPM A4FJ011000415 / 9333 2893 1,000,000 / 07/2012 Color Photocopier	380,506 96,345	492,367 133,419	111,861 37,074	\$0.004060 \$454.16 \$0.05197 \$1,926.74	None at this time.	
KMBS						
Main Office Window						
Konica Minolta PP5650 / 46 PPM A0DX012006623 / 8802 5982 1,000,000 / 12/2007 Black Network Printer	70,758 0	98,759 0	28,001 0	\$0.005100 \$142.81 \$0.00000 \$0.00		10 years from Intro.
KMBS						
Middle Room						
Konica Minolta PP5650 / 46 PPM A0DX012006616 / 8802 5960 1,000,000 / 12/2007 Black Network Printer	118,062 0	157,910 0	39,848 0	\$0.005100 \$203.22 \$0.00000 \$0.00	10 years from Intro.	
KMBS						

Date of Last Upgrade: 4/1/2012					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
NOBLE MIDDLE SCHOOL					
Room 103					
Konica Minolta PP5650 / 46 PPM A0DX012006621 / 8802 5961 1,000,000 / 12/2007 Black Network Printer	18,674 0	26,079 0	7,405 0	\$0.005100 \$37.77 \$0.00000 \$0.00	10 years from Intro.
KMBS					
Teachers' Room #207					
Konica Minolta BH951 / 95 PPM A4EW011000258 / 9333 2844 5,000,000 / 06/2012 Black Photocopier	533,890 0	749,102 0	215,212 0	\$0.003540 \$761.85 \$0.00000 \$0.00	None at this time.
KMBS					
Konica Minolta BH951 / 95 PPM A4EW011000540 / 9333 2847 5,000,000 / 06/2012 Black Photocopier	1,716,958 0	2,039,236 0	322,278 0	\$0.003540 \$1,140.86 \$0.00000 \$0.00	None at this time.
KMBS					
Subtotals Black		957,605	\$3,726.01		
Subtotals Color		37,081	\$1,927.10		

					Date of Last Upgrade: 4/1/2012	
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
NORTH BERWICK ELEMENTARY						
Bill's Office						
Konica Minolta BH40P / 45 PPM A0DX013004206 / 1,000,000 / 03/2008 Black Network Printer	0 0	1,972 0	1,972 0	\$0.000000 \$0.00 \$0.000000 \$0.00	9 years from Intro.	
KMBS						
Cafeteria						
Konica Minolta BH20P / 32 PPM A32P011004651 / 8802 5938 750,000 / 08/2010 Black Network Printer	6,022 0	7,546 0	1,524 0	\$0.013010 \$19.83 \$0.000000 \$0.00	7 years from Intro.	
KMBS						
Gwen						
Konica Minolta PP5650 / 46 PPM A0DX012006624 / 8802 5965 1,000,000 / 12/2007 Black Network Printer	3,220 0	40,439 0	37,219 0	\$0.005100 \$189.82 \$0.000000 \$0.00	10 years from Intro.	
KMBS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
NORTH BERWICK ELEMENTARY					
Lower Level					
Konica Minolta PP5650 / 46 PPM	18,781	18,781	0	\$0.005100	Traded
A0DX012006622 / 8802 5964				\$0.00	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Main Office					
Konica Minolta BHc35 / 31 PPM	46,949	65,175	18,226	\$0.004060	7 years from Intro.
A121011017218 / 9333 2877				\$74.00	
750,000 / 07/2010	16,717	25,977	9,260	\$0.05197	
Color Photocopier				\$481.24	
KMBS					
Main Office Back Room					
Konica Minolta BH951 / 95 PPM	1,450,183	1,930,758	480,575	\$0.003540	None at this time.
A4EW011000556 / 9333 2846				\$1,701.24	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
NORTH BERWICK ELEMENTARY					
Modular Lefthand Classroom					
Konica Minolta BH40P / 45 PPM	0	1,972	1,972	\$0.005100	9 years from Intro.
A0DX013004206 / 8702 4973				\$10.06	
1,000,000 / 03/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Nancy					
Konica Minolta PP5650 / 46 PPM	31,590	34,090	2,500	\$0.005100	10 years from Intro.
A0DX012006618 / 8802 5963				\$12.75	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Nikki					
Konica Minolta PP5650 / 46 PPM	10,263	26,053	15,790	\$0.005100	10 years from Intro.
A0DX012007373 / 8802 5981				\$80.53	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Subtotals Black			559,778	\$2,088.21	
Subtotals Color			9,260	\$481.24	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i> <i>2016-17</i> <i>Annual</i> <i>Volume</i> <i>Cost/Copy</i> <i>Annual Cost</i> <i>Recommendations</i>	
SAD 60 BUS GARAGE						
Main Office						
Konica Minolta BH601 / 60 PPM	479,457	517,789	38,332	\$0.004360	9 years from Intro.	
A0PP012000171 / 9303 4614				\$167.13		
3,000,000 / 12/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Subtotals Black			38,332	\$167.13		
Subtotals Color			0	\$0.00		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 4/1/2012</i>
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAD 60 DISTRICT OFFICE					
3rd Floor					
Konica Minolta BHc552 / 55 PPM A0P1011012146 / 9333 2857 3,000,000 / 02/2009 Color Photocopier	346,688	420,426	73,738	\$0.004060 \$299.38 \$0.05197 \$1,259.60	8 years from Intro.
KMBS					
Central Food Service					
Konica Minolta BHc35 / 31 PPM A121011017103 / 9333 2869 750,000 / 07/2010 Color Photocopier	80,412	94,997	14,585	\$0.004060 \$59.22 \$0.05197 \$193.59	7 years from Intro.
KMBS					
Payroll 1 Room 308					
Konica Minolta PP5650 / 46 PPM A0DX012007216 / 9309 8100 1,000,000 / 12/2007 Black Network Printer	55,241	60,872	5,631	\$0.005100 \$28.72 \$0.00000 \$0.00	10 years from Intro.
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 4/1/2012</i>
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAD 60 DISTRICT OFFICE					
<i>Payroll 2 Caity</i>					
Konica Minolta PP5650 / 46 PPM	48,883	67,184	18,301	\$0.005100	10 years from Intro.
A0DX012007288 / 9309 8105				\$93.34	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<i>Payroll 3 Debbie</i>					
Konica Minolta PP5650 / 46 PPM	23,112	31,144	8,032	\$0.005100	10 years from Intro.
A0DX012007444 / 8802 6288				\$40.96	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<i>Payroll 4 Ellen</i>					
Konica Minolta PP5650 / 46 PPM	47,092	55,344	8,252	\$0.005100	10 years from Intro.
A0DX012007218 / 9309 8104				\$42.09	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2012</i>
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAD 60 DISTRICT OFFICE					
Payroll 5 Room 305					
Konica Minolta PP5650 / 46 PPM A0DX012007220 / 9309 8102	53,869	68,382	14,513	\$0.005100 \$74.02	10 years from Intro.
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Special Education					
Konica Minolta BH423 / 42 PPM A1UD011100933 / 9333 2874	443,846	550,933	107,087	\$0.004060 \$434.77	7 years from Intro.
1,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Storage					
Konica Minolta BH20P / 32 PPM A32P011004629 / 8802 5962	6,105	6,105	0	\$0.013010 \$0.00	7 years from Intro.
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Subtotals Black			250,139	\$1,072.48	
Subtotals Color			27,962	\$1,453.19	

					Date of Last Upgrade: 4/1/2012	
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
VIVIAN HUSSEY PRIMARY SCHOOL						
200 Wing Work Room						
Konica Minolta BH751 / 75 PPM A0PN011009589 / 9333 2858 4,000,000 / 12/2008 Black Photocopier	1,036,558 0	1,220,128 0	183,570 0	\$0.004060 \$745.29 \$0.00000 \$0.00	9 years from Intro.	
KMBS						
200 Wing Work Room 1st Floor						
Konica Minolta BH751 / 75 PPM A0PN011007931 / 9333 2875 4,000,000 / 12/2008 Black Photocopier	1,463,627 0	1,764,522 0	300,895 0	\$0.004060 \$1,221.63 \$0.00000 \$0.00		9 years from Intro.
KMBS						
400 Wing Work Room						
Konica Minolta BH751 / 75 PPM A0PN011009595 / 9333 2876 4,000,000 / 12/2008 Black Photocopier	612,514 0	770,329 0	157,815 0	\$0.004060 \$640.73 \$0.00000 \$0.00	9 years from Intro.	
KMBS						

Date of Last Upgrade: 4/1/2012					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
VIVIAN HUSSEY PRIMARY SCHOOL					
Library					
Konica Minolta PP5650 / 46 PPM A0DX012007233 / 8802 5952 1,000,000 / 12/2007 Black Network Printer	67,173 0	73,248 0	6,075 0	\$0.005100 \$30.98 \$0.00000 \$0.00	10 years from Intro.
KMBS					
Main Office 1st Floor					
Konica Minolta BHC452 / 45 PPM A4FJ011000353 / 9333 2895 1,000,000 / 09/2009 Color Photocopier	382,059 65,450	464,490 82,461	82,431 17,011	\$0.004060 \$334.67 \$0.05197 \$884.06	8 years from Intro.
KMBS					
Room 201					
Konica Minolta PP5650 / 46 PPM A0DX012007219 / 8802 5940 1,000,000 / 12/2007 Black Network Printer	24,686 0	24,686 0	0 0	\$0.005100 \$0.00 \$0.00000 \$0.00	10 years from Intro. Underused!
KMBS					
Subtotals Black		730,786		\$2,973.31	
Subtotals Color		17,011		\$884.06	

<i>District Wide Black Totals</i>	6,648,503	\$26,730.63
<i>District Wide Color Totals</i>	228,800	\$11,890.74

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 2016-17 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
6,648,503	\$0.01693	\$112,559.16

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
6,648,503	\$0.00402	\$26,726.98	\$85,832.17	\$429,160.90

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$85,832.17 x 14 years as a Client

=\$1,201,650.52 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
Eric L. Knowlton School	534,422	\$2,296.52	\$2,651.80	\$4,895.14	\$9,843.46
Lebanon Elementary School	956,456	\$4,205.12	\$4,745.93	\$8,760.85	\$17,711.90
Mary Hurd Academy	370,400	\$1,547.69	\$1,837.92	\$3,392.75	\$6,778.36
Noble High School	2,250,585	\$9,046.75	\$11,167.40	\$20,614.68	\$40,828.84
Noble Middle School	957,605	\$3,813.44	\$4,751.64	\$8,771.37	\$17,336.45
North Berwick Elementary	559,778	\$2,135.85	\$2,777.62	\$5,127.40	\$10,040.87
SAD 60 Bus Garage	38,332	\$170.96	\$190.20	\$351.11	\$712.27
SAD 60 District Office	250,139	\$1,098.59	\$1,241.19	\$2,291.20	\$4,630.98
Vivian Hussey Primary School	730,786	\$3,046.51	\$3,626.16	\$6,693.78	\$13,366.45
Total	6,648,503	\$27,361.43	\$32,989.87	\$60,898.29	\$121,249.59

SPC Equipment Bids:

Presently our bids are coming in between 15% to 23% of Retail while the current Salesman's Cost is 50% of Retail. For Example: An 85 CPM Toshiba e-Studio 8508 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 85 Copies per Minute with a Retail Cost of \$41,564 is coming in at \$6,575....16% of Retail! Our prices are negotiated and supported directly by the manufacturer.

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	26,446	\$1,407.46
Lebanon Elementary School	60,675	\$3,229.12
Mary Hurd Academy	0	\$0.00
Noble High School	50,365	\$2,680.43
Noble Middle School	37,081	\$1,973.45
North Berwick Elementary	9,260	\$492.82
SAD 60 Bus Garage	0	\$0.00
SAD 60 District Office	27,962	\$1,488.14
Vivian Hussey Primary School	17,011	\$905.33
<i>Total</i>	228,800	\$12,176.74

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 2.4%.**

Vendor	Equipment Type	Annual Volume	2016- 2017 Cost / Copy	Total Cost	2017- 2018 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	27,595	\$0.01301	\$359.01	\$0.01332	\$367.57
Konica-Minolta Business Solutions	Black Network Printer	1,972	\$0.00000	\$0.00	\$0.00000	\$0.00
Konica-Minolta Business Solutions	Black Network Printer	565,710	\$0.00510	\$2,885.12	\$0.00522	\$2,953.01
Konica-Minolta Business Solutions	Black Network Printer	19,049	\$0.01301	\$247.83	\$0.01332	\$253.73
Konica-Minolta Business Solutions	Black Photocopier	2,749,616	\$0.00354	\$9,733.64	\$0.00362	\$9,953.61
Konica-Minolta Business Solutions	Black Photocopier	1,681,704	\$0.00406	\$6,827.72	\$0.00416	\$6,995.89
Konica-Minolta Business Solutions	Black Photocopier	561,004	\$0.00436	\$2,445.98	\$0.00446	\$2,502.08
Konica-Minolta Business Solutions	Color Network Printer	1,356	\$0.00510	\$6.92	\$0.00522	\$7.08
Konica-Minolta Business Solutions	Color Photocopier	1,040,497	\$0.00406	\$4,224.42	\$0.00416	\$4,328.47
Total		6,648,503	\$0.00402	\$26,730.63	\$0.00412	\$27,361.43

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 2.4%.**

Vendor	Equipment Type	Annual Volume	2016- 2017 Cost / Copy	Total Cost	2017- 2018 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Color Network Printer	1,849	\$0.05197	\$96.09	\$0.05322	\$98.40
Konica-Minolta Business Solutions	Color Photocopier	226,951	\$0.05197	\$11,794.64	\$0.05322	\$12,078.33
Total		228,800	\$0.05197	\$11,890.74	\$0.05322	\$12,176.74

Reprographic Equipment Assessment

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

Total Number of Units	72
Total Number of Units on Lease	66
Total Number of Units Owned	6
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	0

**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 School	Konica Minolta BH20P	A32P011004661
Lebanon Elementary School	Konica Minolta PP5650	A0DX012007263
Lebanon Elementary School	Konica Minolta BHc552	A0P1011011830
Lebanon Elementary School	Konica Minolta BH601	A0PP011016311
Lebanon Elementary School	Konica Minolta PP5650	A0DX012006619
Lebanon Elementary School	Konica Minolta BH20P	A32P011004662
Lebanon Elementary School	Konica Minolta BH423	A1UD011012629
Mary Hurd Academy	Konica Minolta PP5650	A0DX012007217
Mary Hurd Academy	Konica Minolta BHc552	A0P1011011826
Noble High School	Konica Minolta BH423	A1UD011100932
Noble High School	Konica Minolta BH951	A4EW011000242
Noble High School	Konica Minolta PP5650	A0DX012007370
Noble High School	Konica Minolta PP5650	A0DX012007256
Noble High School	Konica Minolta MC 7450II Grafx	322701427
Noble High School	Konica Minolta BH20	A32R012010748
Noble High School	Konica Minolta PP5650	A0DX012007251
Noble High School	Konica Minolta BH951	A4EW011000548
Noble High School	Konica Minolta BHc364	A161011000788
Noble High School	Konica Minolta PP5650	A0DX012007221
Noble High School	Konica Minolta PP5650	A0DX012007253
Noble High School	Konica Minolta PP5650	A0DX012007258
Noble High School	Konica Minolta BHc35	A121011017117
Noble High School	Konica Minolta BHc552	A0P1011011845
Noble High School	Konica Minolta BH40P	A0DX013003792
Noble High School	Konica Minolta PP5650	A0DX012006620
Noble High School	Konica Minolta BH951	A4EW011000238

Building	Make/Model	Serial Number
Noble High School	Konica Minolta PP5650	A0DX012007250
Noble High School	Konica Minolta PP5650	A0DX012007252
Noble High School	Konica Minolta PP5650	A0DX012007293
Noble High School	Konica Minolta PP5650	A0DX012007297
Noble High School	Konica Minolta BH951	A4EW011000244
Noble Middle School	Konica Minolta BH951	A4EW011000258
Noble Middle School	Konica Minolta BH951	A4EW011000540
Noble Middle School	Konica Minolta PP5650	A0DX012006621
Noble Middle School	Konica Minolta PP5650	A0DX012006623
Noble Middle School	Konica Minolta PP5650	A0DX012006616
Noble Middle School	Konica Minolta BHC454	A4FJ011000415
Noble Middle School	Konica Minolta BH423	A1UD011012627
Noble Middle School	Konica Minolta MC 4750DN	A0VD012002130
Noble Middle School	Konica Minolta BH20P	A32P011004663
North Berwick Elementary	Konica Minolta PP5650	A0DX012006618
North Berwick Elementary	Konica Minolta BH20P	A32P011004651
North Berwick Elementary	Konica Minolta PP5650	A0DX012006624
North Berwick Elementary	Konica Minolta BH40P	A0DX013004206
North Berwick Elementary	Konica Minolta PP5650	A0DX012007373
North Berwick Elementary	Konica Minolta BHc35	A121011017218
North Berwick Elementary	Konica Minolta BH951	A4EW011000556
SAD 60 District Office	Konica Minolta BH20P	A32P011004629
SAD 60 District Office	Konica Minolta PP5650	A0DX012007218
SAD 60 District Office	Konica Minolta BH423	A1UD011100933
SAD 60 District Office	Konica Minolta PP5650	A0DX012007444
SAD 60 District Office	Konica Minolta PP5650	A0DX012007220
SAD 60 District Office	Konica Minolta BHc552	A0P1011012146
SAD 60 District Office	Konica Minolta PP5650	A0DX012007216
SAD 60 District Office	Konica Minolta PP5650	A0DX012007288
SAD 60 District Office	Konica Minolta BHc35	A121011017103

Building	Make/Model	Serial Number
Vivian Hussey Primary School	Konica Minolta PP5650	A0DX012007233
Vivian Hussey Primary School	Konica Minolta BHC452	A4FJ011000353
Vivian Hussey Primary School	Konica Minolta BH751	A0PN011009595
Vivian Hussey Primary School	Konica Minolta BH751	A0PN011009589
Vivian Hussey Primary School	Konica Minolta BH751	A0PN011007931
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 School	Konica Minolta BH601	A0PP011005258
Lebanon Elementary School	Konica Minolta BH751	A0PN011002316
Noble High School	Konica Minolta BH20	A32R012022618
North Berwick Elementary	Konica Minolta BH40P	A0DX013004206
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: _____

Title: _____

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
Meggan Wilson	Meggan.Wilson
Mike Roberts	mroberts
MSAD60 MSAD60	msad60
Patricia Megele	patricia.megele@msad60.org
Rick Mills	rick.mills
Sharon Taylor	sharon.taylor@msad60.org
Terese Hodgdon	Terese.Hodgdon

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



2012

STARDOC created

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

2013

Daily Tracking

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

2014

Monthly Audits

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

2015

New Mapping Options & Asset Management

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



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

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



Benefits of partnering with SPC

Top Benefits to **our CLIENTS**:

1. Cooperative Buying

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

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will ***save you money*** benefiting from the combined purchasing power of more than 70 clients with over 4,100 devices doing more than 255 million copies and prints per year. In 2016 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 STARDoc 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 more than \$2.3 million for all of our clients.

That translates into Savings of more than \$11.6 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: *In 2016 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 4,100 pieces of equipment;
Our relationship with our vendors has never been stronger!