

Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800)750-1538



FY23 Annual Report

with FY24 Projections

Krista Chadwick

Milton Town School District

12 Bradley Street

Milton, VT 05468



Specialized Purchasing Consultants Inc.
Serving Maine, New Hampshire & Vermont since 1988

September 2023

Skip Tilton
President

Corporate Office:
1491 East Side River Road
Dummer, NH 03588
(800) 750-1538

Krista Chadwick
Milton Town School District
12 Bradley Street
Milton, VT 05468

Dear Krista:

VISIT US ON THE WEB:
www.spccopypro.com

Specialized Purchasing Consultants is pleased to present your FY23 Annual Report. We pride ourselves in being flexible and adjusting to the competitive environment. After going through two tough years involving backorders, we now feel confident that the industry has caught up with their inventory.

While Inflation has been a worldwide problem, SPC bids have fallen to their lowest level ever! We are buying new equipment for **8 to 12% of retail!** In addition, the number of participants in our bids has grown to eight different vendors representing eight different manufacturers.

Since 2020, we are averaging 75 million prints, acquiring approximately 1,200 machines annually. In addition, we have signed up **34 new clients, representing 100 million prints** – more than a 50% increase. The purpose of informing you of this information is to continue to build confidence in the strength of your cooperative buying power with SPC.

As always, we are grateful for your continued confidence in the services SPC provides and in our efforts to secure better pricing on equipment, service and supplies than can be obtained independently. We look forward to working with you another year and into the future.

Sincerely,

Skip Tilton
President

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MEET YOUR TEAM



Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, we are very proud of our team of professionals. The concept of group purchasing was relatively new in 1988, but with your trust and loyalty, we have been able to save our clients millions of dollars, increase the reliability and quality of your service and equipment, and improve the accuracy and ease of billing. We are so pleased to bring you services that give you control over equipment, usage and costs.



Alex Webster
Director of Technology & Operations



Alex manages overall operations, actively seeking new clients and improving the cooperative bid process and the buying power in New England. Alex organizes and prepares the bids, tabulates the results, and presents them to our clients. He also oversees STARDoc and FM Audit maintenance so our clients always have access to valuable information on their equipment.

Sue Penney
Administrative & Finance Manager

Sue oversees all billing, leases, and contracts. Her decades of financial expertise, attention to detail, and ability to prioritize ensure accuracy and timeliness of all finance projects.



Kelly Fortier
Finance Support



Kelly is a valuable asset to the SPC Finance Department. Her versatility in managing various aspects of accounting, lease documentation, and service and supply contracts benefits her team and the clients she works with.

Heidi Tilton
Office Support

As part of the Billing Team, Heidi assists with bookkeeping and billing, processing payments, updating contact information, and providing office support.



Pam Weed
Client-Vendor Relations



Pam works with clients and vendors to maintain a good working relationship. She oversees warranty complaints and replacements, equipment upgrades and changes, end-of-year meter collection, billing, and scheduling of Annual Report meetings. Pam also assists with marketing SPC services.

Robert Dutil
Information Technology

Bob keeps SPC running by maintaining and updating database processes as well as assisting in updates to SPC's STARDoc website. He also wrote the code to create the many reports SPC generates to give you the accurate information you rely on..



Jamin Tilton
Operations Support



Jamin plays a vital role in ensuring equipment surveys, installations, and trades go smoothly. He coordinates with clients and vendors to create schedules that are beneficial for all. Jamin also assists Alex in many technical areas such as maintaining STARDoc, FM Audit and the computers.

SPC TIMELINE

1988 Specialized Purchasing Consultants opens its doors

- Began offering equipment at the sales representative's cost with continued cooperative buying power obtaining competitive rates on leases, equipment, and Service & Supply contracts.

1999 Improved Annual Report

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail.
- Established Student Ratios.

2001 Meter Collection

- Began collecting meter reads directly from client and submitting to vendors via spreadsheet, providing more accurate and consistent billing.

2002 Bond Counsel Review

- Added Bond Counsel Review to ensure any and all funding sources provided legal documentation to meet State statutes and regulations.

2003 Bond Counsel Review of Contracts and Warranties

- Service & Supply Contracts revised to reflect SPC's commitment to managing a client's account for five years while allowing the client a 30-day cancel option.
- Warranty revised to protect equipment, guaranteeing service or replacement at no charge, even if a vendor goes out of business.

2012 STARDoc and Simplified Billing Developed and Implemented

- Live Floor Plans: Allows IT administrators to move devices around on their own floor plans.
- STARDoc: Helps project out the end-of-year costs and potential overages.
- Simplified Billing: Designed to eliminate hundreds of invoices and condenses it down to 2 or 3 a year.

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

- Users can see a monthly snapshot of current usage and estimated projections

2015 STARDoc - Mapping Options and Asset Management

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

SPC TIMELINE (Continued)

2018 STARDoc - Improved Pinpointing of Budget and Communications

- Improved pinpointing of machines projected to go over budget
- Facilitate communication with your vendor's service manager
- Request service history on any given printer or copier

2019 STARDoc – Service Histories, Chromebook Bid

- Mandatory annual fleet service history: Provides data on the overall reliability of the fleet.
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.
- Five-Year Fleet Management (FYFM): Projecting out five-year costs for all equipment based on current and past usage.

2020 Mock Bids - Warranty and Relief Fund

- Mock Bids: allows us to show where a client's pricing would come in without having to go out to bid. This allows them to buy off an existing bid, thus saving time and money.
- Warranty and Relief Fund: Due to the pandemic, there are serious upheavals in the industry. In an effort to cushion our clients, this fund was established. For more information, see the last page of the Annual Report.

2021 Vendor Services and Warranty Relief Equipment

- Vendor Bid Portal allows vendors to electronically submit bids, ensuring accuracy and saving time when calculating bid results for presentation.
- Premier Vendors Classification notes which vendors are not only cooperative to SPC bids but who demonstrate willingness to support SPC's processes before, during, and after the bid.
- Warranty Relief Equipment Base: Premier Vendors will have access to SPC-traded high-quality, low-meter machines. For more information, see the last page of the Annual Report.

2022 Vendor Bid

- Put bid out in February instead of late spring.
- This early bidding saved clients thousands due to inflation and price increases that took place after bid pricing was locked in, preventing higher rates to our clients.
- This also allowed for early ordering to accommodate backorders.
- We were also able to lock in bid rates for existing equipment until new equipment could be installed after the start of the new fiscal year.

2023 STARDoc Facelift and new Ratio Category

- STARDoc Program now online/live as of July 1 with Client Audits for November 1
- High, Middle & Elementary School: Student Ratio for Black & Color Prints

2024 SPC Roadmap

- High, Middle & Elementary School: Student Ratio for Copiers & MFP-Printers

EQUIPMENT HEALTH STATUS

Total Number of Machines **52**

Total Black Photocopiers	16
Total Color Photocopiers	12
Total Black Network Printers	10
Total Color Network Printers	14
Total Removed From Service	0

# of Units Not in Use for FY23	1
# of Units OFF Warranty**	0
# of Units Approaching End of Warranty	11
# of Units Overused	0
# of Units Underused	0

Contract Commencement Date 07/01/2020

Contract and Warranty Expiration Date 06/30/2025

of Annual Payments Remaining on Lease 1

PaperCut Installed **Yes**

A-4 (includes printer & MFP) Devices 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 Krista,

Based on 87,539 students across the tri-state region that SPC manages

- Black averages 1,854 per student - up 4% from last year
- Color averages **281** per student - up 16% from last year

Based on 1,447 students, your district averages are

- Black 1,749 per student - a 3% decrease compared with the previous year.
- Color **765** per student - a 38% increase compared with the previous year.

Since Papercut is installed, stricter controls should be implemented. (See Page 32.) We anticipate your next upgrade to take place as soon as 8/2/2024. To make this happen, we would begin the process of building your new Five-Year Equipment Replacement Schedule (FYERS) in the fall of 2023. Estimated color cost savings with your next bid: \$39,971.56 over five years. Our bids are coming in at an average of \$0.036, with our compensation included.

We can discuss this and any other concerns at our meeting.

Sincerely,

Skip Tilton

Milton Town School District
Jonathan Havens
12 Bradley Street, Milton, VT 05468
Five-Year Basis beginning with the 2020/2021 Fiscal Year

Copies-per-Year: 4,607,131

Present vs. Proposed Recommendations as of 7/1/2020

PRESENT SITUATION

- 1) Guarantees on Photocopiers: **6-30-2020**
- 2) Annual Price Ceilings Left: **6-30-2020**
- 3) Console Copiers with 3 million plus: **16**
- 4) Units to be Traded: **111**
- 5) Photocopiers: **33 (28 Black & 5 Color)**
- 6) Color Photocopiers: **5**
- 7) MFPs: **0**
- 8) Printers: **82 (48 Black & 34 Color)**
- 9) Duplexers: **99**
- 10) Finishers: **29**
- Total number of Units: **115**

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Machines: **Five Years**
- 2) 5% or CPI Annual Ceilings, whichever is less: **Five Years**
- 3) Console Copiers with 3 Million plus: **14**
- 4) Replaced: **51 New**
- 5) Photocopiers: **26 with Secure Print/Confidential Mailbox**
- 6) Color Photocopiers: **8**
- 7) MFPs: **2 (1 Black & 1 Color)**
- 8) Printers: **25 (11 Black & 14 Color)**
- 9) Duplexers: **51**
- 10) Finishers: **26**
- Total number of Units: **51 (Closing out 64 to right size equipment)**

Overall Description of Equipment Fleet:

Presently, you have **four different manufacturers & thirteen different models** of copiers and printers. In 8-1-2013 we closed out 91 printers of which 53 were ink jet devices. At that time, you had 193 devices that were clearly in the district as costly convience units. (See 2013 Compare that was presented to your Board) With this upgrade, we are proposing eliminating 57 more units. The **new arrangement** will shift to one or two manufacturers **with one vendor** servicing everything. This will greatly reduce cost and improve reliability. At Essex Junction we are currently using National and the quality of service has been solid. If you decide to go with low bid, we will share the latest service history report.

Board Vote Date: May 14th, 2020

Print Management: STARDoc for all devices. **Papercut MF will be included on all 24 copiers. This will include badge card readers on them. SPC has absorbed the cost for Papercut MF on the 8 color copiers.**

Capital:

Presently, you have **one** municipal lease that is paid off as of August 1st, 2019. With the new arrangement, you will again have **one** municipal master lease at 3.34% interest. Your first of five annual lease payments will be due on **August 1st, 2020.**

Service & Supplies:

Considering all of your consumable cost centers including service you are averaging **\$0.004041 for black and \$0.051405 for Color.** The new contract will come in at a CPC of **\$0.002855 for Black and \$0.034105 for Color.**

Vendor Packages:

SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District:

<u>Cost Center</u>	<u>Present</u>	<u>Symquest</u>	<u>National</u>	<u>Canon</u>
1. Service & Supplies Color Photo only:	\$52,738.94	\$40,726.42	\$34,989.94	\$47,742.42
2. Service & Supplies Black Photo only:	\$14,470.37	\$11,819.95	\$10,225.59	\$13,738.44
3. 5 Year Annual Muni Lease:	\$47,192.40	\$46,369.29	\$41,670.12	\$47,406.85
4. Forced Upgrades (#26 Owned Printers):	\$3,850.00	\$00.00	\$00.00	\$00.00
Totals:	\$118,251.71	\$98,915.66	\$86,885.65	\$108,887.71

* Note that with the last upgrade only **27 New units were purchased while 51 New units** are part of the 5-year lease.

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy CPC billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th, 2021.** A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors.

Security package: Hard Drive Wipes are included in these prices.

AGING EQUIPMENT SUMMARY

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

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Milton Elementary/Middle	MES Hall A	Konica Minolta BH808	A8KN012000269	SYMQUEST	06/01/2016
Milton Elementary/Middle	MES Hall C	Konica Minolta BH808	A8KN012000296	SYMQUEST	06/01/2016
Milton Elementary/Middle	MES Room 441	Konica Minolta BH458	AA6U011021719	SYMQUEST	08/01/2016
Milton Elementary/Middle	MMS Room 165 Nurse	Konica Minolta BH458	AA6U011022081	SYMQUEST	08/01/2016
Milton Elementary/Middle	MMS Room 209	Konica Minolta BH458	AA6U011021826	SYMQUEST	08/01/2016
Milton Elementary/Middle	MMS Room 229 Hall	Konica Minolta BH808	A8KN012000325	SYMQUEST	06/01/2016
Milton High	Room 194 Sped	Konica Minolta BH458	AA6U011021819	SYMQUEST	08/01/2016
Milton High	Room 321 Science Office	Konica Minolta BH458	AA6U011021850	SYMQUEST	08/01/2016
Milton High	Room 324	Konica Minolta BH458	AA6U011021813	SYMQUEST	08/01/2016
Milton High	Room 347 Faculty Left	Konica Minolta BH808	A8KN012000334	SYMQUEST	06/01/2016
MTSD Offices	Copy Room	Konica Minolta BH458	AA6U011021636	SYMQUEST	08/01/2016

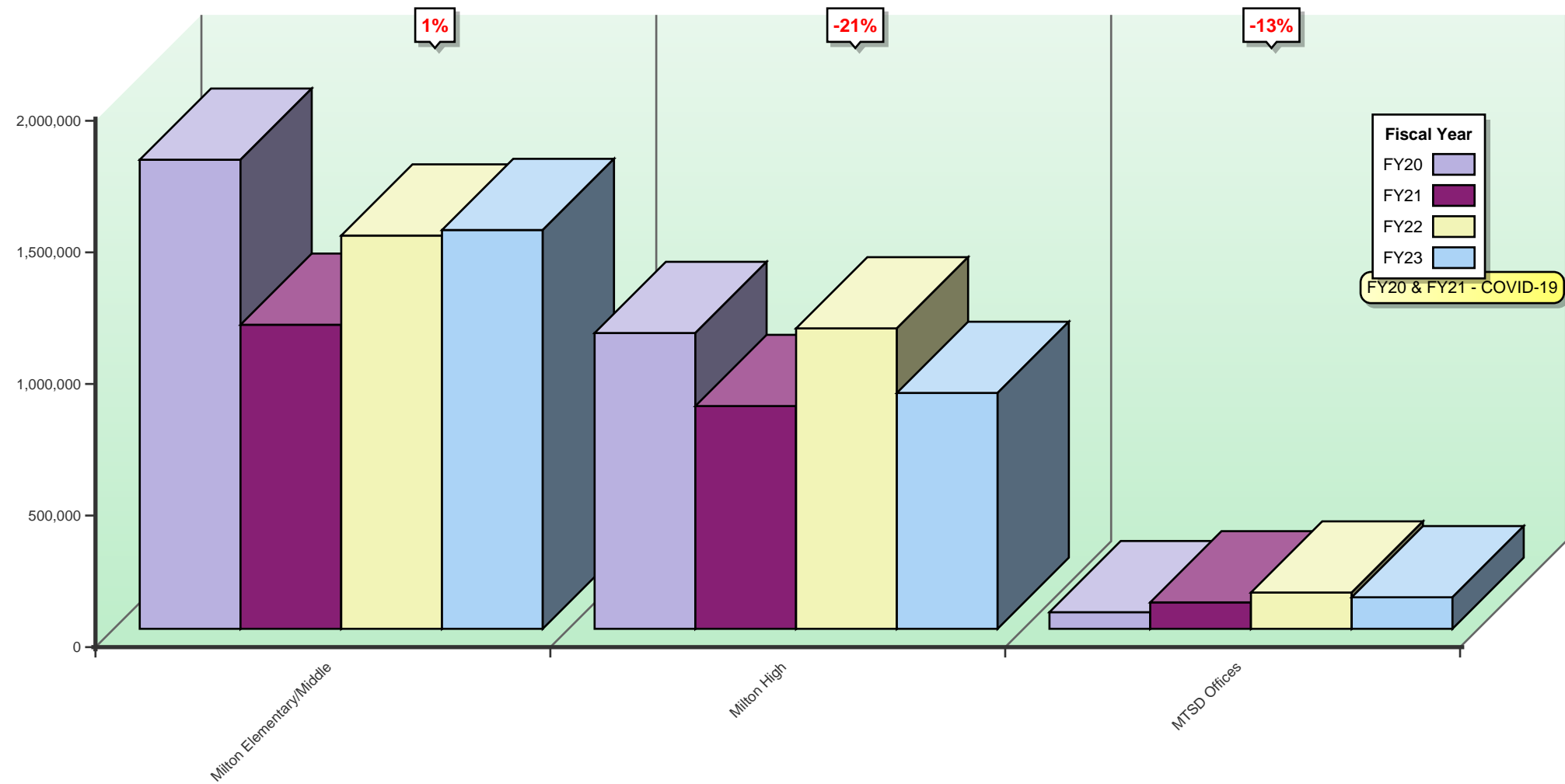
NON-CONTRACTED DEVICES

Make - Model	Serial Number	IP Address	Last Update
HP Designjet T120	CN778BM099	10.10.198.43	2023-09-26 04:21:57

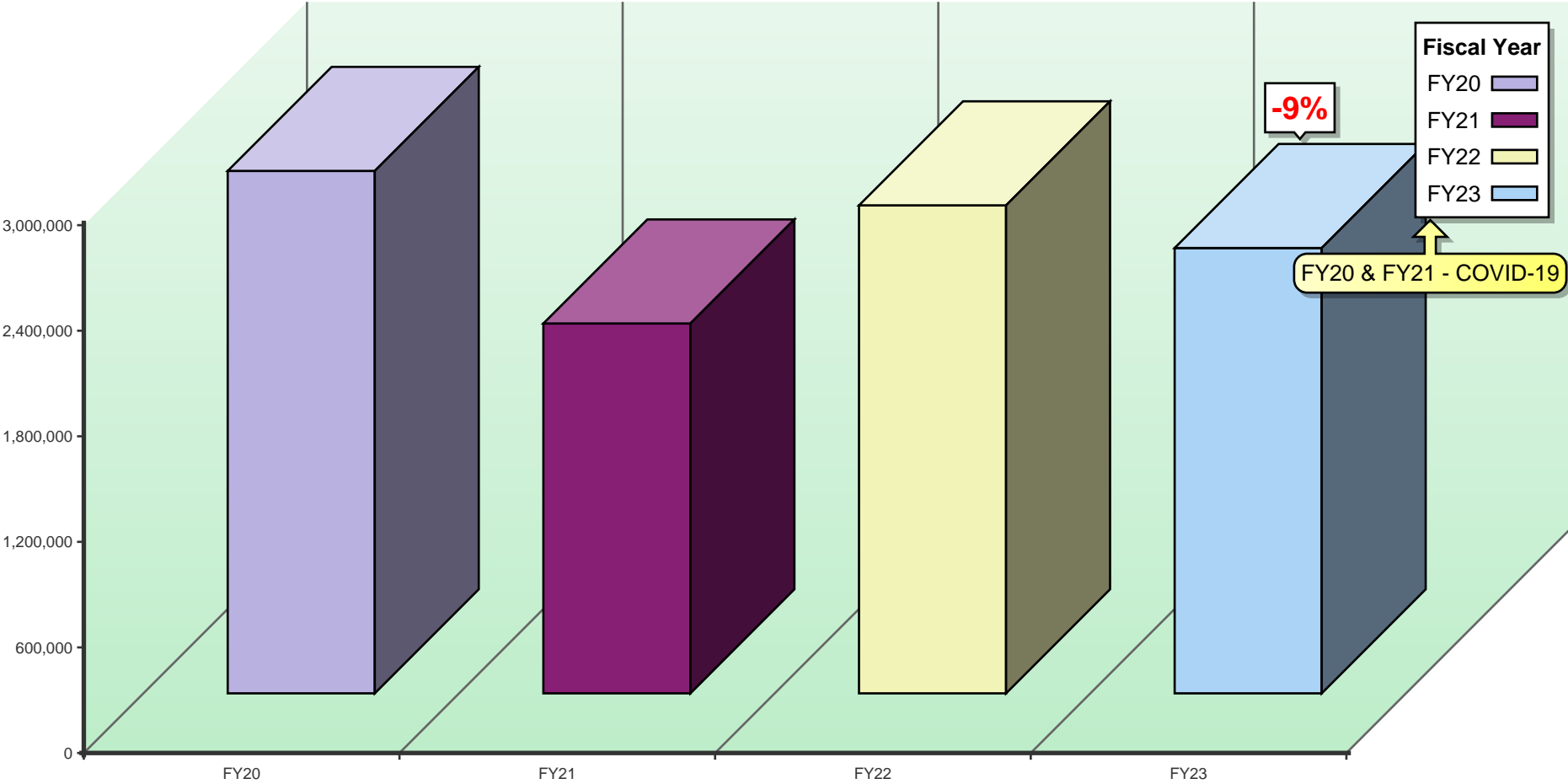
With your next upgrade, we highly recommend you incorporate these machines into your next contract. Depending on volume, this could result in significant cost savings. For example, in buying supplies on your own and having your in-house IT staff service them, a color laser device color cost can average as much as 25 cents per print, while our bids are coming in at less than 5 cents per print.

In addition, not including the usage on these machines can throw off your usage ratios shown on the next few pages, which can also affect your future budget planning.

ANNUAL BLACK VOLUME BY LOCATION



ANNUAL BLACK VOLUME OVERALL



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

AVERAGE STUDENT-TO-COPY USAGE - BLACK

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

Building	Student Population	Annual Black Volume	Total School Cost*	Average Annual Black Prints Per Student	Average Annual Black Cost Per Student
Milton Elementary/Middle	996	1,515,275	\$43,184.60	1,521	\$43.36
Milton High	451	896,257	\$25,426.70	1,987	\$56.38
MTSD Offices	0	119,759	\$3,533.53	0	\$0.00
Totals	1,447	2,531,291	\$72,144.83	1,749	\$49.86

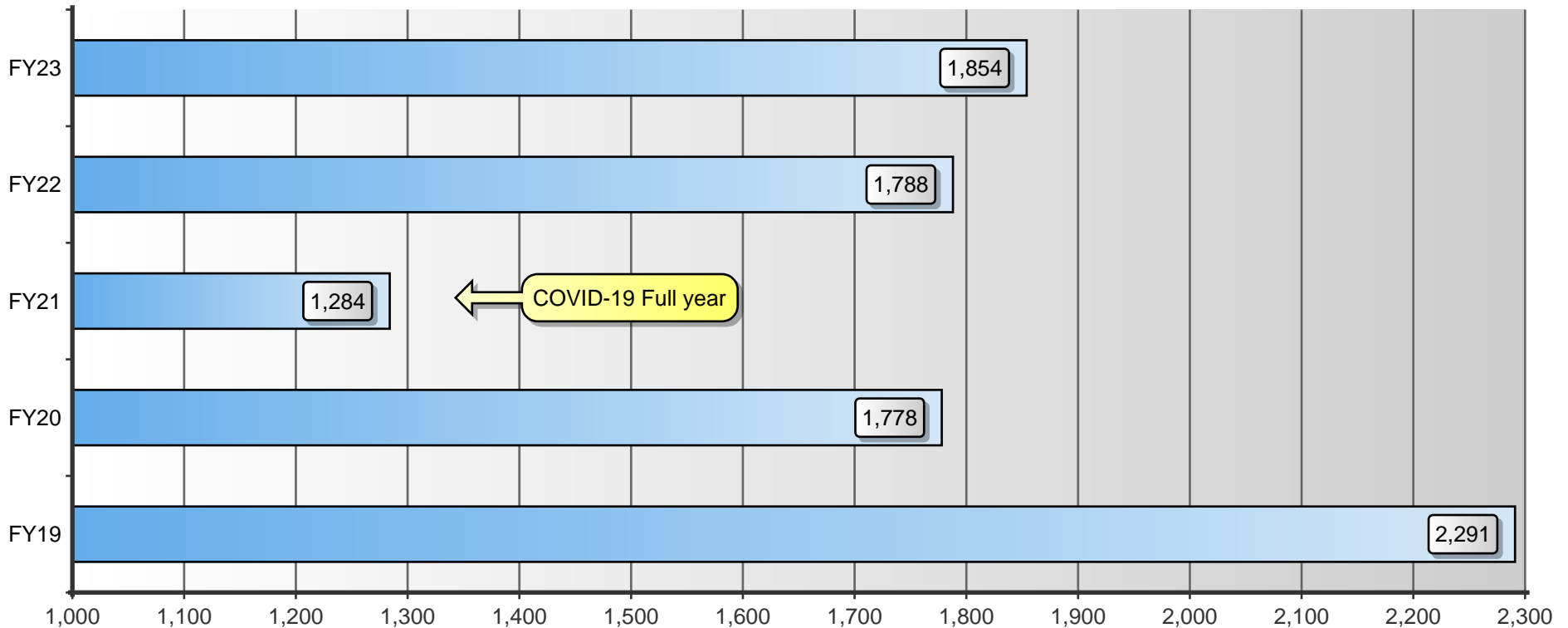
**Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.*

INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

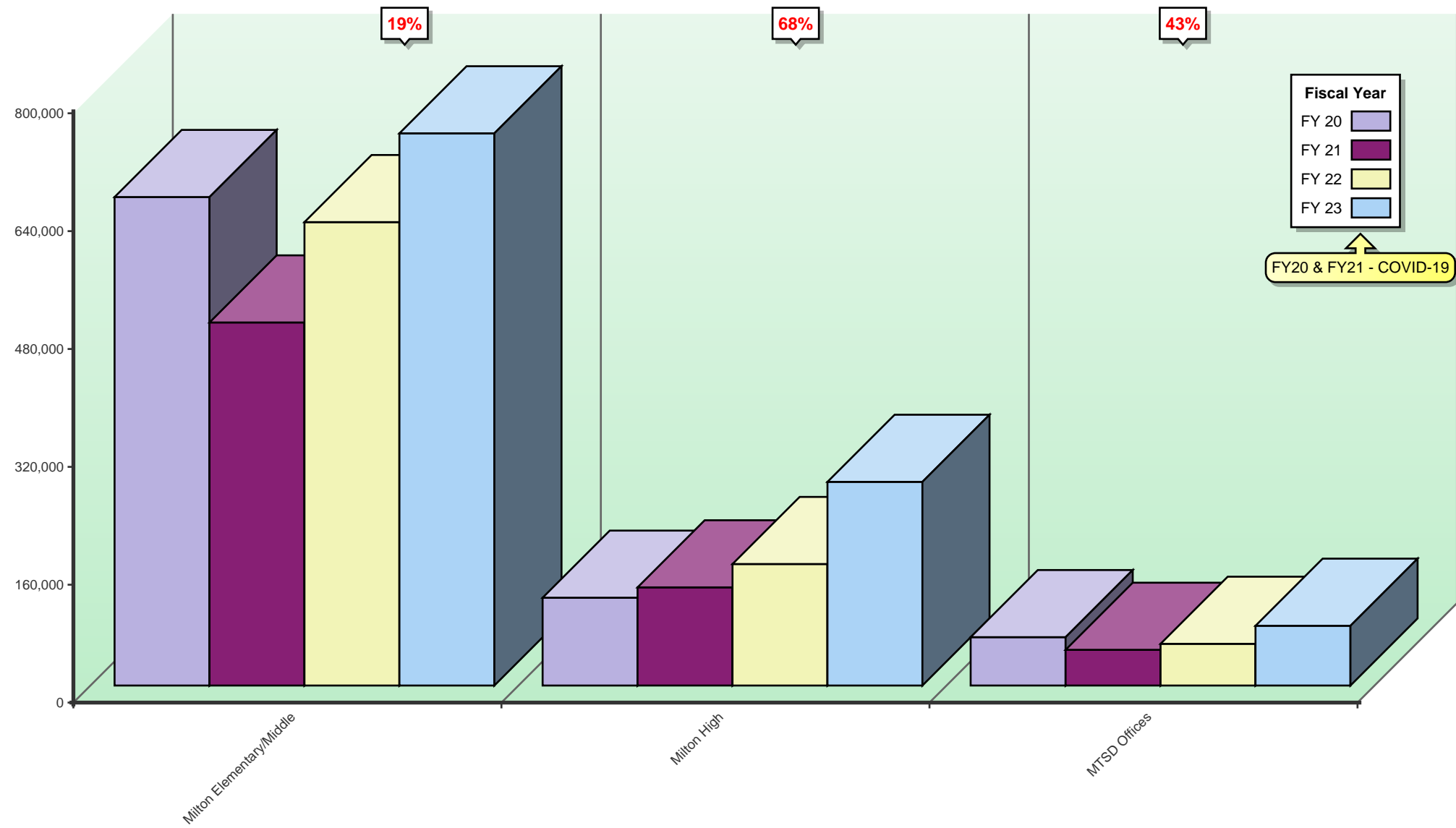
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	87,539	162,267,704	\$4,226,214.37	1,854	\$48.28

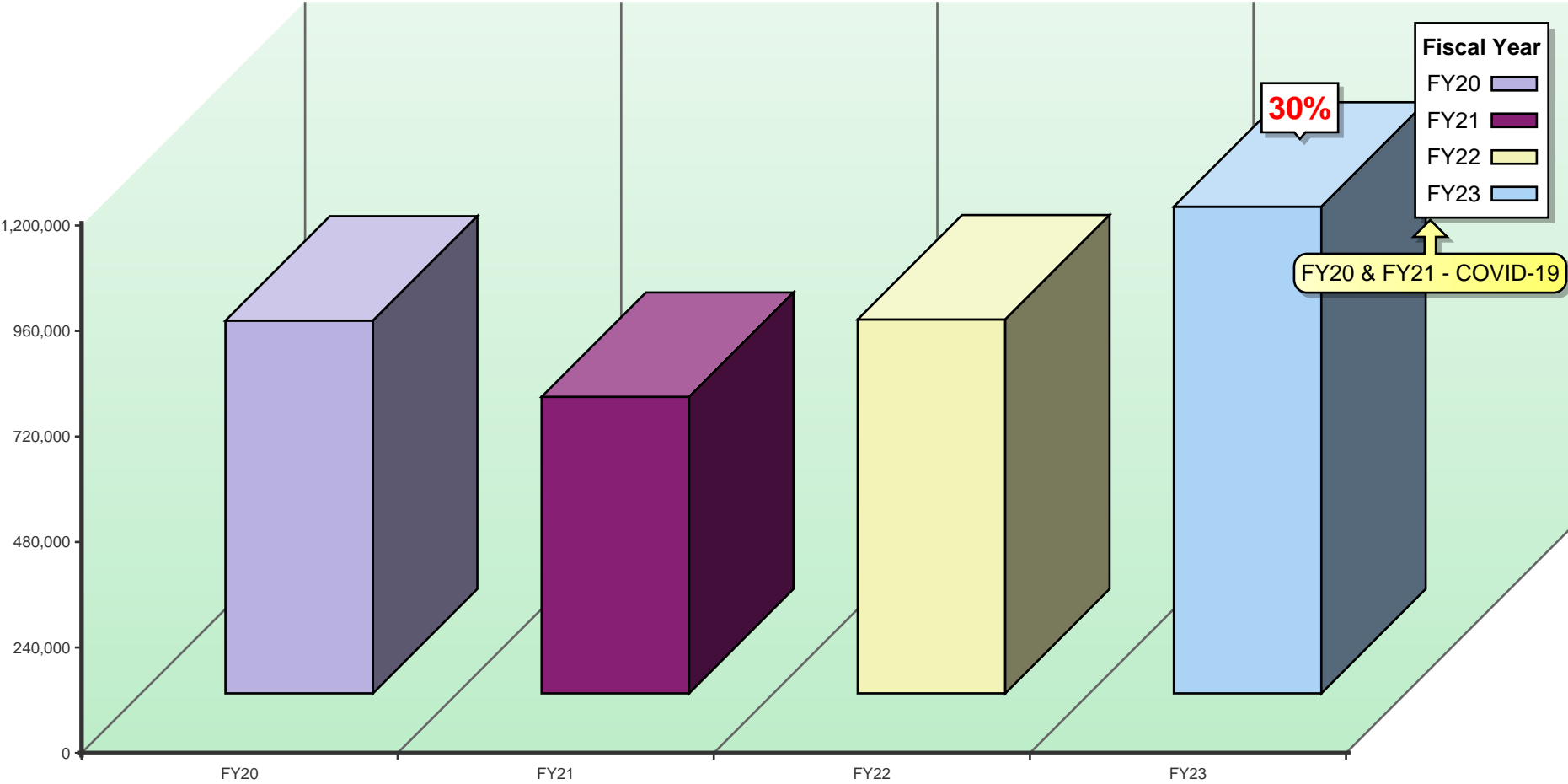
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



ANNUAL COLOR VOLUME BY LOCATION



ANNUAL COLOR VOLUME OVERALL



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

AVERAGE STUDENT-TO-COPY USAGE - COLOR

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

Building	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Milton Elementary/Middle	996	749,616	\$33,605.02	753	\$33.74
Milton High	451	276,493	\$12,360.25	613	\$27.41
MTSD Offices	0	81,132	\$3,799.73	0	\$0.00
Totals	1,447	1,107,241	\$49,765.01	765	\$34.39

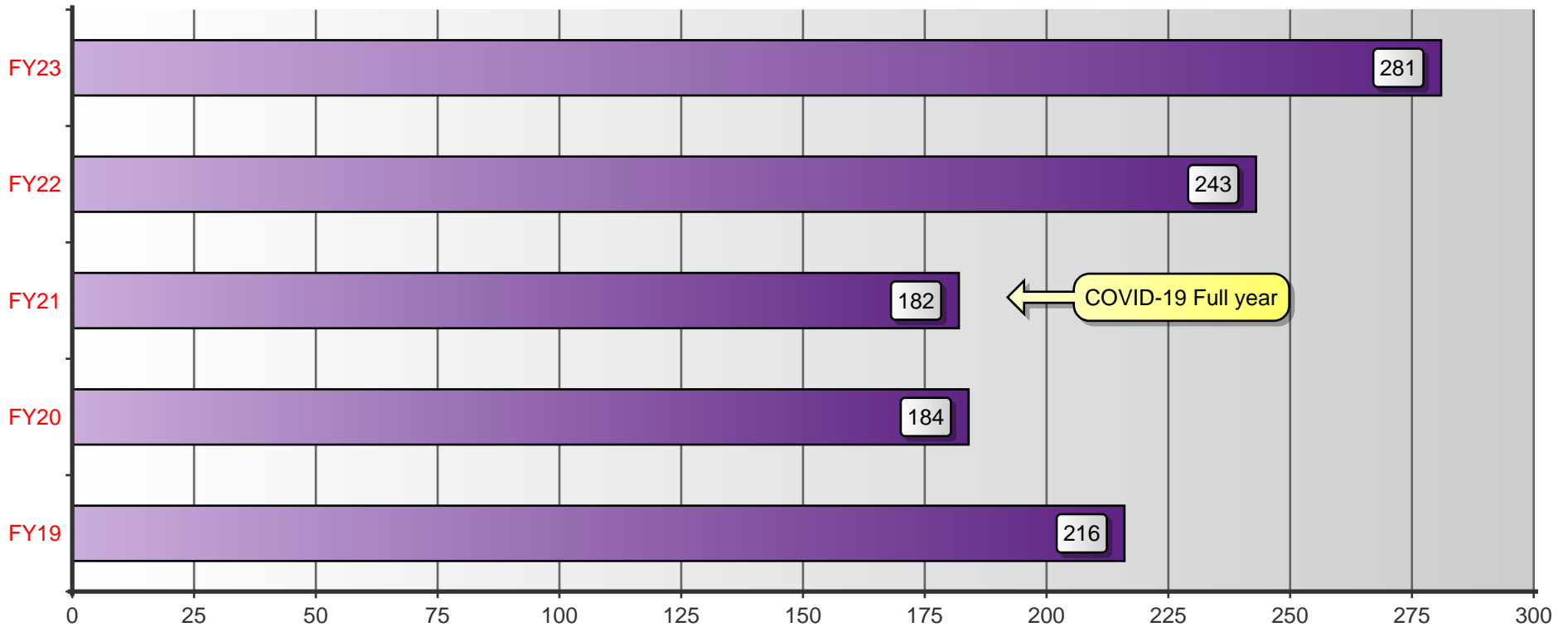
**Total School Cost refers only to Service & Supplies as Paper and Equipment are included in the previous table for black prints.*

INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

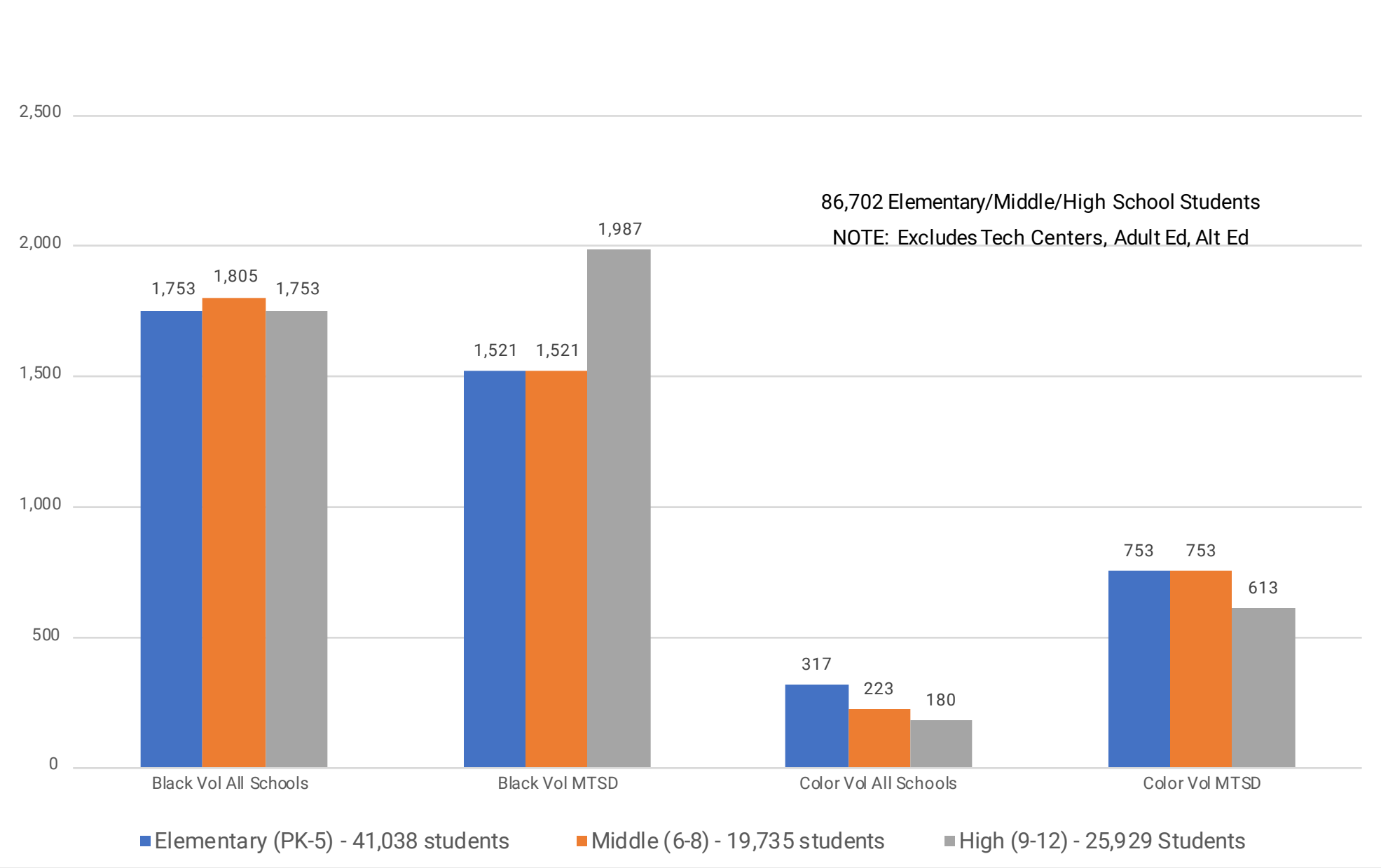
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	87,539	24,569,703	\$1,008,305.25	281	\$11.52

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



AVERAGE VOLUME TO STUDENT RATIO BY STUDENT TYPE



EQUIPMENT USAGE & RECOMMENDATIONS

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC.

Date of Last Upgrade: 07/01/2020

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Milton Elementary/Middle					
MES 5th Grade Team					
Konica Minolta BHC3300i / 35 PPM AAJT011001447 / 142317 750,000 / 04/2019 Color Printer A-4 / SYMQUEST	7,467	9,873	2,406	\$0.01146 \$27.57 \$0.06598 \$147.40	None at this time.
MES Hall A					
Konica Minolta BH808 / 80 PPM A8KN012000269 / 215428 4,000,000 / 06/2016 Black MFP A-3 11x17 / SYMQUEST	440,544	681,441	240,897	\$0.00344 \$828.69 \$0.00000 \$0.00	7 years from Intro.
MES Hall A					
Konica Minolta BHC550i / 55 PPM AA7P011001885 / 215432 3,000,000 / 02/2020 Color MFP A-3 11x17 / SYMQUEST	318,418	490,249	171,831	\$0.00344 \$591.10 \$0.04185 \$9,892.38	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
MES Hall C					
Konica Minolta BH808 / 80 PPM	423,965	666,332	242,367	\$0.00344	7 years from Intro.
A8KN012000296 / 214304				\$833.74	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black MFP A-3 11x17 / SYMQUEST				\$0.00	
MES IT Office					
Konica Minolta BH4402P / 46 PPM	600	1,005	405	\$0.01146	None at this time.
AAFJ011002908 / 137796				\$4.64	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Printer A-4 / SYMQUEST				\$0.00	
MES K-5 Admin Office					
Konica Minolta BHC550i / 55 PPM	77,220	103,838	26,618	\$0.00344	None at this time.
AA7P011001908 / 215431				\$91.57	
3,000,000 / 02/2020	72,346	102,122	29,776	\$0.04185	
Color MFP A-3 11x17 / SYMQUEST				\$1,246.13	
MES Library					
Konica Minolta BHC650i / 65 PPM	284,300	422,871	138,571	\$0.00344	None at this time.
AA7N011000128 / 214244				\$476.68	
4,000,000 / 02/2020	368,958	586,327	217,369	\$0.04185	
Color MFP A-3 11x17 / SYMQUEST				\$9,096.89	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
MES Room 313 Kitchen					
Konica Minolta BH4052 / 42 PPM	36,285	55,292	19,007	\$0.00660	None at this time.
AA1R011011663 / 137798				\$125.45	
1,000,000 / 08/2018	0	0	0	\$0.00000	
Black Laser MFP A-4 8.5x14 / SYMQUEST				\$0.00	
MES Room 405 EEE					
Konica Minolta BH4402P / 46 PPM	18,875	23,827	4,952	\$0.01146	None at this time.
AAFJ011003017 / 137789				\$56.75	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Printer A-4 / SYMQUEST				\$0.00	
MES Room 441					
Konica Minolta BH458 / 45 PPM	125,033	185,582	60,549	\$0.00344	7 years from Intro.
AA6U011021719 / 215535				\$208.29	
1,000,000 / 08/2016	0	0	0	\$0.00000	
Black MFP A-3 11x17 / SYMQUEST				\$0.00	
MES Room 447					
Konica Minolta BHC3300i / 35 PPM	12,155	19,012	6,857	\$0.01146	None at this time.
AAJT011001437 / 140753				\$78.58	
750,000 / 04/2019	10,854	17,201	6,347	\$0.06598	
Color Printer A-4 / SYMQUEST				\$418.78	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
MES Room 451 Art					
Konica Minolta BHC3300i / 35 PPM	769	1,326	557	\$0.01146	None at this time.
AAJT011001462 / 140752				\$6.38	
750,000 / 04/2019	779	2,283	1,504	\$0.06598	
Color Printer A-4 / SYMQUEST				\$99.23	
MES White House					
Konica Minolta BHC360i / 36 PPM	10,378	13,767	3,389	\$0.00344	None at this time.
AA2J011011592 / 214248				\$11.66	
750,000 / 04/2019	5,479	8,355	2,876	\$0.04185	
Color MFP A-3 11x17 / SYMQUEST				\$120.36	
MMS Office					
Konica Minolta BHC650i / 65 PPM	91,010	167,579	76,569	\$0.00344	None at this time.
AA7N011000260 / 215422				\$263.40	
4,000,000 / 02/2020	44,497	105,378	60,881	\$0.04185	
Color MFP A-3 11x17 / SYMQUEST				\$2,547.87	
MMS Room 128 Art					
Konica Minolta BHC3300i / 35 PPM	7,670	18,722	11,052	\$0.01146	None at this time.
AAJT011001800 / 141065				\$126.66	
750,000 / 04/2019	9,480	15,817	6,337	\$0.06598	
Color Printer A-4 / SYMQUEST				\$418.12	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
MMS Room 165 Nurse					
Konica Minolta BH458 / 45 PPM	15,863	26,779	10,916	\$0.00344	7 years from Intro.
AA6U011022081 / 214245				\$37.55	
1,000,000 / 08/2016	0	0	0	\$0.00000	
Black MFP A-3 11x17 / SYMQUEST				\$0.00	
MMS Room 205					
Konica Minolta BHC3300i / 35 PPM	2,934	3,736	802	\$0.01146	None at this time.
AAJT011001471 / 141067				\$9.19	
750,000 / 04/2019	3,326	4,239	913	\$0.06598	
Color Printer A-4 / SYMQUEST				\$60.24	
MMS Room 209					
Konica Minolta BH458 / 45 PPM	182,276	272,670	90,394	\$0.00344	7 years from Intro.
AA6U011021826 / 215427				\$310.96	
1,000,000 / 08/2016	0	0	0	\$0.00000	
Black MFP A-3 11x17 / SYMQUEST				\$0.00	
MMS Room 212					
Konica Minolta BHC3300i / 35 PPM	7,315	13,847	6,532	\$0.01146	None at this time.
AAJT011001488 / 142315				\$74.86	
750,000 / 04/2019	6,235	12,234	5,999	\$0.06598	
Color Printer A-4 / SYMQUEST				\$395.81	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
MMS Room 215					
Konica Minolta BHC3300i / 35 PPM	2,480	5,780	3,300	\$0.01146	None at this time.
AAJT011001734 / 142316				\$37.82	
750,000 / 04/2019	5,186	12,727	7,541	\$0.06598	
Color Printer A-4 / SYMQUEST				\$497.56	
MMS Room 224					
Konica Minolta BHC3300i / 35 PPM	1,196	3,371	2,175	\$0.01146	None at this time.
AAJT011001778 / 142314				\$24.93	
750,000 / 04/2019	9	685	676	\$0.06598	
Color Printer A-4 / SYMQUEST				\$44.60	
MMS Room 229					
Konica Minolta BHC650i / 65 PPM	324,520	538,215	213,695	\$0.00344	None at this time.
AA7N011000083 / 215429				\$735.11	
4,000,000 / 02/2020	160,270	323,494	163,224	\$0.04185	
Color MFP A-3 11x17 / SYMQUEST				\$6,830.92	
MMS Room 229 Hall					
Konica Minolta BH808 / 80 PPM	250,983	428,588	177,605	\$0.00344	7 years from Intro.
A8KN012000325 / 214196				\$610.96	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black MFP A-3 11x17 / SYMQUEST				\$0.00	
MMS Room 242					
Konica Minolta BHC3300i / 35 PPM	7,383	11,212	3,829	\$0.01146	None at this time.
AAJT011001270 / 141066				\$43.88	
750,000 / 04/2019	8,902	16,464	7,562	\$0.06598	
Color Printer A-4 / SYMQUEST				\$498.94	
<hr/>					
	Subtotal Black	1,515,275	\$5,616.40		
	Subtotal Color	749,616	\$32,315.23		

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Milton High					
Admin Assistant					
Konica Minolta BHC3300i / 35 PPM AAJT011001619 / 141068 750,000 / 04/2019 Color Printer A-4/SYMQUEST	5,524	9,730	4,206	\$0.01146 \$48.20 \$0.06598 \$341.18	None at this time.
Athletic Offices					
Konica Minolta BH658 / 65 PPM AA6R011007074 / 215537 4,000,000 / 05/2017 Black MFP A-3 11x17 / SYMQUEST	19,351	30,083	10,732	\$0.00344 \$36.92 \$0.00000 \$0.00	
Boys' PE Office					
Konica Minolta BH4402P / 46 PPM AAFJ011002929 / 137792 750,000 / 08/2018 Black Printer A-4 / SYMQUEST	663	763	100	\$0.01146 \$1.15 \$0.00000 \$0.00	None at this time.
Hall					
Konica Minolta BH658 / 65 PPM AA6R011007071 / 215536 4,000,000 / 05/2017 Black MFP A-3 11x17 / SYMQUEST	318,063	442,834	124,771	\$0.00344 \$429.21 \$0.00000 \$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 101 Admin Office					
Konica Minolta BHC650i / 65 PPM	67,339	101,566	34,227	\$0.00344	None at this time.
AA7N011000509 / 215420				\$117.74	
4,000,000 / 02/2020	30,370	70,744	40,374	\$0.04185	
Color MFP A-3 11x17 / SYMQUEST				\$1,689.65	
Room 114 IT					
Konica Minolta BH4402P / 46 PPM	2,512	4,222	1,710	\$0.01146	None at this time.
AAFJ011002934 / 137795				\$19.60	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Printer A-4 / SYMQUEST				\$0.00	
Room 116 Guidance					
Konica Minolta BH658 / 65 PPM	115,767	192,584	76,817	\$0.00344	None at this time.
AA6R011007091 / 214246				\$264.25	
4,000,000 / 05/2017	0	0	0	\$0.00000	
Black MFP A-3 11x17 / SYMQUEST				\$0.00	
Room 127 Nurse					
Konica Minolta BH4052 / 42 PPM	3,438	4,017	579	\$0.00660	None at this time.
AA1R011013092 / 137794				\$3.82	
1,000,000 / 08/2018	0	0	0	\$0.00000	
Black Laser MFP A-4 8.5x14 / SYMQUEST				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 132 Art					
Konica Minolta BHC3300i / 35 PPM	4,421	5,281	860	\$0.01146	None at this time.
AAJT011001817 / 141063				\$9.86	
750,000 / 04/2019	10,137	13,599	3,462	\$0.06598	
Color Printer A-4 / SYMQUEST				\$228.42	
Room 136 Music Office					
Konica Minolta BHC3300i / 35 PPM	6,249	12,002	5,753	\$0.01146	None at this time.
AAJT011001760 / 137567				\$65.93	
750,000 / 04/2019	6,202	10,537	4,335	\$0.06598	
Color Printer A-4 / SYMQUEST				\$286.02	
Room 148 Art					
Konica Minolta BHC3300i / 35 PPM	1,848	1,970	122	\$0.01146	None at this time.
AAJT011001304 / 142318				\$1.40	
750,000 / 04/2019	2,837	2,908	71	\$0.06598	
Color Printer A-4 / SYMQUEST				\$4.68	
Room 151 Maintenance					
Konica Minolta BH4402P / 46 PPM	1,403	1,689	286	\$0.01146	None at this time.
AAFJ011002822 / 137797				\$3.28	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Printer A-4 / SYMQUEST				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 165 Kitchen					
Konica Minolta BH4402P / 46 PPM	1,452	3,470	2,018	\$0.01146	None at this time.
AAFJ011002923 / 137793				\$23.13	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Printer A-4 / SYMQUEST				\$0.00	
Room 194 Library					
Konica Minolta BHC650i / 65 PPM	151,524	217,450	65,926	\$0.00344	None at this time.
AA7N011000505 / 215430				\$226.79	
4,000,000 / 02/2020	92,207	140,278	48,071	\$0.04185	
Color MFP A-3 11x17 / SYMQUEST				\$2,011.77	
Room 194 Sped					
Konica Minolta BH458 / 45 PPM	155,917	281,872	125,955	\$0.00344	7 years from Intro.
AA6U011021819 / 215534				\$433.29	
1,000,000 / 08/2016	0	0	0	\$0.00000	
Black MFP A-3 11x17 / SYMQUEST				\$0.00	
Room 306					
Konica Minolta BH4402P / 46 PPM	1,200	1,762	562	\$0.01146	None at this time.
AAFJ011002897 / 137791				\$6.44	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Printer A-4 / SYMQUEST				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 321 Science Office					
Konica Minolta BH458 / 45 PPM	299,612	419,301	119,689	\$0.00344	7 years from Intro.
AA6U011021850 / 215423				\$411.73	
1,000,000 / 08/2016	0	0	0	\$0.00000	
Black MFP A-3 11x17 / SYMQUEST				\$0.00	
Room 324					
Konica Minolta BH458 / 45 PPM	20,835	22,662	1,827	\$0.00344	7 years from Intro.
AA6U011021813 / 215424				\$6.28	
1,000,000 / 08/2016	0	0	0	\$0.00000	
Black MFP A-3 11x17 / SYMQUEST				\$0.00	
Room 347 Faculty Left					
Konica Minolta BH808 / 80 PPM	400,688	544,758	144,070	\$0.00344	7 years from Intro.
A8KN012000334 / 214197				\$495.60	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black MFP A-3 11x17 / SYMQUEST				\$0.00	
Room 347 Faculty Right					
Konica Minolta BHC650i / 65 PPM	410,259	586,306	176,047	\$0.00344	None at this time.
AA7N011000504 / 215421				\$605.60	
4,000,000 / 02/2020	151,465	326,474	175,009	\$0.04185	
Color MFP A-3 11x17 / SYMQUEST				\$7,324.13	
	Subtotal Black		896,257	\$3,210.20	
	Subtotal Color		276,493	\$11,885.86	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	05/04/2023 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
MTSD Offices					
Buildings & Grounds Maintenance					
Konica Minolta BHC3320i / 35 PPM AAJP011209113 / 144036 750,000 / 05/2019 Color Laser MFP A-4 8.5x14/SYMQUEST	44 4	446 488	402 484	\$0.00660 \$2.65 \$0.06060 \$29.33	None at this time.
Business Administrator					
Konica Minolta BH4402P / 46 PPM AAFJ011002928 / 137788 750,000 / 08/2018 Black Printer A-4 / SYMQUEST	1,739 0	6,019 0	4,280 0	\$0.01146 \$49.05 \$0.00000 \$0.00	None at this time.
Copy Room					
Konica Minolta BH458 / 45 PPM AA6U011021636 / 215532 1,000,000 / 08/2016 Black MFP A-3 11x17 / SYMQUEST	68,887 0	101,380 0	32,493 0	\$0.00344 \$111.78 \$0.00000 \$0.00	7 years from Intro.
Copy Room					
Konica Minolta BHC450i / 45 PPM AA7R011003381 / 215533 1,000,000 / 09/2020 Color MFP A-3 11x17 / SYMQUEST	100,989 80,211	160,820 147,555	59,831 67,344	\$0.00344 \$205.82 \$0.04185 \$2,818.35	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2022 Meter	06/30/2023 Meter	FY23 Annual Volume	Cost/Copy Annual Cost	Recommendations
HR					
Konica Minolta BHC3320i / 35 PPM	22,318	36,772	14,454	\$0.00660	None at this time.
AAJP011000697 / 141064				\$95.40	
750,000 / 05/2019	24,461	37,765	13,304	\$0.06060	
Color Laser MFP A-4 8.5x14 / SYMQUEST				\$806.22	
Room 110 Julie Talley					
Konica Minolta BH4402P / 46 PPM	4,705	7,518	2,813	\$0.01146	None at this time.
AAFJ011002914 / 137787				\$32.24	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Printer A-4 / SYMQUEST				\$0.00	
Student Services					
Konica Minolta BH4402P / 46 PPM	39,174	44,660	5,486	\$0.01146	None at this time.
AAFJ011002917 / 137790				\$62.87	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Printer A-4 / SYMQUEST				\$0.00	
Superintendent					
Konica Minolta BHC3300i / 35 PPM	416	416	0	\$0.01146	Not in use for FY22.
AAJT011001456 / 142313				\$0.00	
750,000 / 04/2019	409	409	0	\$0.06598	
Color Printer A-4 / SYMQUEST				\$0.00	
<hr/>					
	Subtotal Black	119,759	\$559.80		
	Subtotal Color	81,132	\$3,653.90		
	Overall Black Totals	2,531,291	\$9,386.40		
	Overall Color Totals	1,107,241	\$47,854.99		Your Avg Color CPC is \$0.0432

Estimated color cost savings with your next bid: **\$39,971.56** over five years. Our bids are coming in at an average of \$0.036, with our compensation included.

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 12/15/2006 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 23 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	Prior CPC	Average Annual Cost
2,531,291	\$0.00885	\$22,401.93

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,531,291	\$0.00371	\$9,391.09	\$13,010.84	\$65,054.18

*This CPC is an average of your copiers and printers together. Your copier cpc is substantially lower than this average.

Today the Cooperative Buying of SPC has netted annual cost savings, on average,
of
\$13,010.84 x 17 years as a Client = **\$221,184.21** 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 payments are figured in to provide budget information for the upcoming fiscal year.

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Milton Elementary/Middle	1,515,275	\$5,844.54	\$9,697.76	\$27,757.47	\$43,299.77
Milton High	896,257	\$3,340.74	\$5,736.04	\$16,418.03	\$25,494.82
MTSD Offices	119,759	\$582.37	\$766.46	\$2,193.80	\$3,542.63
TOTALS	2,531,291	\$9,767.66	\$16,200.26	\$46,369.29	\$72,337.21

SPC EQUIPMENT BIDS:

You can experience significant cost savings on equipment and service & supplies if you did an upgrade. See next page for details.

Current bids are coming in between 8% to 12% of Retail compared with the current Salesman's Cost of 50% of Retail.

For Example, a 55-page-per-minute Color Toshiba 5525ac with RADF, Duplexing, Finisher, 3-Hole Punch, CIF-Print-Color Scan-Hard Drive for Secure Print and Fax Board with a Retail Cost of \$38,000 can be purchased for \$3,827. That's 10% of Retail! Our prices are negotiated with and supported directly by the manufacturer.

SPC UPGRADES FOR 2023

Client Name	Contact	Total Annual Volume	Number of Machines	Former Vendor	Vendor Awarded	Equipment Awarded	Annual Cost Savings	5 Year Cost Savings	Print Management Software Added*
Brevard Family Partnership Florida	Don Johnson	1,158,146	51	Ricoh	Ricoh	Ricoh	\$28,806.28	\$144,031.40	SPC STarDoc & Papercut
City of Saco ME	Ryan Pinheiro	628,426	34	KMBS	KMBS & Ricoh	Konica Minolta	\$3,495.81	\$17,479.05	SPC STarDoc
Franklin Northeast SU VT	Morgan Daybell	4,060,945	18	Symquest	Symquest	Konica Minolta	\$10,247.75	\$51,238.75	SPC STarDoc
Holderness School NH	Paula Currie	780,989	32	Conway	Symquest	Konica Minolta	\$25,414.02	\$127,070.10	SPC STarDoc & Papercut
Phillips Exeter Academy NH	Scott Heffner	3,486,154	102	Toshiba Business	hiba Business Solut	Toshiba	\$81,636.61	\$408,183.05	SPC STarDoc & Papercut
RSU 2 Hallowell ME	Mariah Kelly	3,298,697	64	A-Copi	Smith Office	Sharp		\$0.00	
RSU 22 Hampden ME	Trish Hayes	4,624,078	57	Symquest	Symquest	Konica Minolta	\$16,482.00	\$82,410.00	SPC STarDoc
RSU 23 Old Orchard Beach ME	Cindy Cox	1,234,079	46	KMBS	Smith Office	Sharp		\$0.00	SPC STarDoc
Saco MSAU ME	Kris Stryker-IT	3,000,000	56	KMBS	KMBS	Konica Minolta	\$15,134.23	\$75,671.15	SPC STarDoc & Papercut
SAU 18 Franklin NH	Robyn Dunlap-IT	1,835,661	24	KMBS	hiba Business Solut	Toshiba	\$9,759.00	\$48,795.00	SPC STarDoc & Papercut
SAU 30 Laconia NH	Diane Clary	3,777,053	73	NECS	hiba Business Solut	Toshiba	\$14,623.00	\$73,115.00	SPC STarDoc & Papercut
SAU 301 Prospect Mou (w/SAU 72 & SAU 86) NH	Heidi Duford	2,818,384	51	NECS	hiba Business Solut	Toshiba	\$34,358.00	\$171,790.00	SPC STarDoc & Papercut
SAU 34 Hillsboro-Deering NH	Grant Geisler	1,760,806	20	KMBS/Canon	KMBS	Konica Minolta	\$18,438.01	\$92,190.05	SPC STarDoc & Papercut
SAU 40 Milford NH	Jane Fortson	5,015,229	85	KMBS	hiba Business Solut	Toshiba	\$3,397.60	\$16,988.00	SPC STarDoc & Papercut
SAU 41 Hollis-Brookline NH	Kelly Seeley	6,630,000	98	Conway	hiba Business Solut	Toshiba	\$29,914.65	\$149,573.25	SPC STarDoc & Papercut
SAU 42 Nashua NH	Dan Donovan	20,893,573	87	KMBS	KMBS	Konica Minolta	\$93,212.00	\$466,060.00	SPC STarDoc
SAU 45 Moultonborough NH	Amanda Bergquist	1,117,284	25	KMBS	hiba Business Solut	Toshiba	\$9,556.72	\$47,783.60	SPC STarDoc & Papercut
SAU 64 Milton NH	Mackenzie Campbell	1,101,887	34	Seacoast/Conway	hiba Business Solut	Toshiba	\$14,252.68	\$71,263.40	SPC STarDoc & Papercut
SAU 77 Monroe NH	Rose Harris	207,730	7	WB Mason	Symquest	Konica Minolta	\$2,100.31	\$10,501.55	SPC STarDoc
SAU 83 Fremont NH	Nathan Castle	907,329	16	KMBS	KMBS	Konica Minolta	\$7,233.81	\$36,169.05	SPC STarDoc
SAU 85 Sunapee NH	Kelly Wessells	1,101,647	35	KMBS	KMBS	Konica Minolta	\$3,171.67	\$15,858.35	SPC STarDoc & Papercut
Wiscasset School District ME	Brian Barrows	1,122,000	32	Transco	Symquest	Konica Minolta	\$13,190.00	\$65,950.00	SPC STarDoc & Papercut
SAU 21 Winnacunnet NH	Mathew Ferreira	5,178,800		2024 Upgrade					
SAU 01 Contoocook Valley NH	Brian Cisneros	4,444,000		2024 Upgrade					
Totals		70,560,097	1,047				\$434,424.15	\$2,172,120.75	

* Print Management Software: All Clients have SPC STARDoc but some have chosen to acquire additional support that they did not have previously.

	2020	2021	2022	2023	2024 (so far)	Average per Year(2020-2023)
TOTALS	82,468,260	69,686,229	73,469,937	70,560,097	9,622,800	
New Client Sign Ups >>>>>	6	8	8	10	2	8
Total New Clients	14,950,000	41,249,400	17,952,178	42,236,258	9,622,800	29,096,959
Total Existing Clients	67,518,260	28,436,829	55,517,759	28,323,839		44,949,172

Since 2020

116,387,836

2023 Award Evaluation	Manufacturer	Volume	Machines	Clients Awarded
KMBS	Konica Minolta	11,597,862	211	6
Symquest	Konica Minolta	50,170,401	248	5
Toshiba Business Solutions	Toshiba	24,483,721	460	8
Smith Office Equipment	Sharp	4,079,686	96	2
Ricoh	Ricoh	1,158,146	51	1
Totals		91,489,816	1,066	22

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 averaged annual lease payments are NOT figured in to this table, as they are covered in the black prints report.

Building	Projected Color Volume	Service & Supply Cost
Milton Elementary/Middle	749,616	\$33,605.02
Milton High	276,493	\$12,360.25
MTSD Offices	81,132	\$3,799.73
TOTALS	1,107,241	\$49,765.01

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - BLACK

This table represents actual and projected Service & Supply expenses for BLACK usage broken down by equipment type and vendor. Under SPC's 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. **FY24 increase is 4%.**

Vendor	Equipment Type	FY23 Black Volume	FY23 Black Cost/Copy	FY23 Black S & S Costs	FY24 Black Cost/Copy	FY24 Projected Black S & S Costs
SymQuest Group, Inc.	Black Laser MFP A-4 8.5x14	19,586	\$0.00660	\$129.27	\$0.00686	\$134.36
SymQuest Group, Inc.	Black MFP A-3 11x17	1,459,082	\$0.00344	\$5,019.24	\$0.00358	\$5,223.51
SymQuest Group, Inc.	Black Printer A-4	22,612	\$0.01146	\$259.13	\$0.01192	\$269.54
SymQuest Group, Inc.	Color Laser MFP A-4 8.5x14	14,856	\$0.00660	\$98.05	\$0.00686	\$101.91
SymQuest Group, Inc.	Color MFP A-3 11x17	966,704	\$0.00344	\$3,325.46	\$0.00358	\$3,460.80
SymQuest Group, Inc.	Color Printer A-4	48,451	\$0.01146	\$555.25	\$0.01192	\$577.54
TOTALS AND AVERAGES		2,531,291	\$0.00371	\$9,386.40	\$0.00386	\$9,767.66

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - COLOR

This table represents actual and projected Service & Supply expenses for COLOR usage broken down by equipment type and vendor. Under SPC's 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. **FY24 increase is 4%.**

Vendor	Equipment Type	FY23 Color Volume	FY23 Color Cost/Copy	FY23 Color S & S Costs	FY24 Color Cost/Copy	FY24 Projected Color S & S Costs
SYMQUEST	Color Laser MFP A-4 8.5x14	13,788	\$0.06060	\$835.55	\$0.06302	\$868.92
SYMQUEST	Color MFP A-3 11x17	1,041,301	\$0.04185	\$43,578.45	\$0.04352	\$45,317.42
SYMQUEST	Color Printer A-4	52,152	\$0.06598	\$3,440.99	\$0.06862	\$3,578.67
TOTALS AND AVERAGES		1,107,241	\$0.04322	\$47,854.99	\$0.04495	\$49,765.01

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract **52**

Number of Machines on Lease **51**

Number of Machines Owned **1**

Number of Rental/Loaner Machines **0**

Lease Company **Norway Savings Bank**

Term **5 Annual**

Annual Payment usually due on 8/1 **\$46,369.29**

Lease Start Date **07/01/2020**

Lease End Date **08/01/2024**

Remaining Payments **1**

***The Lease End Date has no bearing on Service & Supply and Warranty Contracts.**

LEASED EQUIPMENT

Building	Room	Make/Model	Serial Number
Milton Elementary/Middle	MES 5th Grade Team	Konica Minolta BHC3300i	AAJT011001447
Milton Elementary/Middle	MES Hall A	Konica Minolta BH808	A8KN012000269
Milton Elementary/Middle	MES Hall A	Konica Minolta BHC550i	AA7P011001885
Milton Elementary/Middle	MES Hall C	Konica Minolta BH808	A8KN012000296
Milton Elementary/Middle	MES IT Office	Konica Minolta BH4402P	AAFJ011002908
Milton Elementary/Middle	MES K-5 Admin Office	Konica Minolta BHC550i	AA7P011001908
Milton Elementary/Middle	MES Library	Konica Minolta BHC650i	AA7N011000128
Milton Elementary/Middle	MES Room 313 Kitchen	Konica Minolta BH4052	AA1R011011663
Milton Elementary/Middle	MES Room 405 EEE	Konica Minolta BH4402P	AAFJ011003017
Milton Elementary/Middle	MES Room 441	Konica Minolta BH458	AA6U011021719
Milton Elementary/Middle	MES Room 447	Konica Minolta BHC3300i	AAJT011001437
Milton Elementary/Middle	MES Room 451 Art	Konica Minolta BHC3300i	AAJT011001462
Milton Elementary/Middle	MES White House	Konica Minolta BHC360i	AA2J011011592
Milton Elementary/Middle	MMS Office	Konica Minolta BHC650i	AA7N011000260
Milton Elementary/Middle	MMS Room 128 Art	Konica Minolta BHC3300i	AAJT011001800
Milton Elementary/Middle	MMS Room 165 Nurse	Konica Minolta BH458	AA6U011022081
Milton Elementary/Middle	MMS Room 205	Konica Minolta BHC3300i	AAJT011001471
Milton Elementary/Middle	MMS Room 209	Konica Minolta BH458	AA6U011021826
Milton Elementary/Middle	MMS Room 212	Konica Minolta BHC3300i	AAJT011001488
Milton Elementary/Middle	MMS Room 215	Konica Minolta BHC3300i	AAJT011001734
Milton Elementary/Middle	MMS Room 224	Konica Minolta BHC3300i	AAJT011001778
Milton Elementary/Middle	MMS Room 229	Konica Minolta BHC650i	AA7N011000083
Milton Elementary/Middle	MMS Room 229 Hall	Konica Minolta BH808	A8KN012000325
Milton Elementary/Middle	MMS Room 242	Konica Minolta BHC3300i	AAJT011001270
Milton High	Admin Assistant	Konica Minolta BHC3300i	AAJT011001619
Milton High	Athletic Offices	Konica Minolta BH658	AA6R011007074
Milton High	Boys' PE Office	Konica Minolta BH4402P	AAFJ011002929
Milton High	Hall	Konica Minolta BH658	AA6R011007071
Milton High	Room 101 Admin Office	Konica Minolta BHC650i	AA7N011000509
Milton High	Room 114 IT	Konica Minolta BH4402P	AAFJ011002934
Milton High	Room 116 Guidance	Konica Minolta BH658	AA6R011007091
Milton High	Room 127 Nurse	Konica Minolta BH4052	AA1R011013092
Milton High	Room 132 Art	Konica Minolta BHC3300i	AAJT011001817
Milton High	Room 136 Music Office	Konica Minolta BHC3300i	AAJT011001760
Milton High	Room 148 Art	Konica Minolta BHC3300i	AAJT011001304
Milton High	Room 151 Maintenance	Konica Minolta BH4402P	AAFJ011002822

Building	Room	Make/Model	Serial Number
Milton High	Room 165 Kitchen	Konica Minolta BH4402P	AAFJ011002923
Milton High	Room 194 Library	Konica Minolta BHC650i	AA7N011000505
Milton High	Room 194 Sped	Konica Minolta BH458	AA6U011021819
Milton High	Room 306	Konica Minolta BH4402P	AAFJ011002897
Milton High	Room 321 Science Office	Konica Minolta BH458	AA6U011021850
Milton High	Room 324	Konica Minolta BH458	AA6U011021813
Milton High	Room 347 Faculty Left	Konica Minolta BH808	A8KN012000334
Milton High	Room 347 Faculty Right	Konica Minolta BHC650i	AA7N011000504
MTSD Offices	Business Administrator	Konica Minolta BH4402P	AAFJ011002928
MTSD Offices	Copy Room	Konica Minolta BH458	AA6U011021636
MTSD Offices	Copy Room	Konica Minolta BHC450i	AA7R011003381
MTSD Offices	HR	Konica Minolta BHC3320i	AAJP011000697
MTSD Offices	Room 110 Julie Talley	Konica Minolta BH4402P	AAFJ011002914
MTSD Offices	Student Services	Konica Minolta BH4402P	AAFJ011002917
MTSD Offices	Superintendent	Konica Minolta BHC3300i	AAJT011001456

OWNED EQUIPMENT

Building	Room	Make/Model	Serial Number
MTSD Offices	Buildings & Grounds Maintenance	Konica Minolta BHC3320i	AAJP011209113

STARDoc USER NAMES

Name	User Name
Amy Rex	arex
Dustin Tanner	dtanner
Jonathan Havens	jhavens
Juliana Martin	martin@mymtsd-vt.org
Robert Whitcomb	rwhitcomb@mymtsd-vt.org

STARDoc user names are managed by the Account Administrator, usually the IT Director. If there are any changes that need to be made, please notify your Account Administrator or SPC.

WARRANTY RELIEF FUND

Why is it Needed?

With the recent pandemic, schools and businesses shut down. In FY20 credits owed were around \$389,000. However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news, what if the vendor is unable or unwilling to repay those funds? Many companies outside of the copier industry are already filing for bankruptcy. SPC's legitimate concern is, what if this hits the copier industry and we can no longer access the funds owed to the client?

Other Concerns:

- Vendor refuses to honor a Warranty
- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Service-and-Supply Contract at the agreed-upon pricing.
- Vendor gets sold to a venture capitalist entity or to a risky new owner with limited cash reserves

Purpose:

Since 1989, SPC's goal is to shelter our clients from Industry upheavals. This fund is to set aside monies that can be used by any client, if a need arises.

Funding Source: Initially, \$200,000 no-interest personal loan. To be paid back from two sources...

- Wholesale Trades... For over 10 years these funds have been set aside for warranty replacement units since the industry would provide the same cash price with or without the trade.
- Equipment Purchases... 2% of the gross will be set aside with each upgrade.

Who Benefits?

All SPC clients...like any insurance fund, by pooling funds from SPC's entire client base, any losses are eliminated.

WARRANTY RELIEF EQUIPMENT BASE

Why is it Needed?

As with credits owed to clients for unused copies, sometimes equipment needs to be replaced or added but there are no funds in the budget. Rather than relying solely on the Warranty Relief Fund, SPC will have an inventory of high-quality, low-meter copiers and printers to use as replacements or additional equipment as needed at a lower cost to the client than a new machine.

Other Concerns:

- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Warranty
- Equipment is damaged by user and not covered under the Warranty

Purpose:

- To replace or add a machine when needed

Who Benefits?

- All SPC clients...by pooling high-quality equipment from past client upgrades, equipment can be replaced with minimal impact on the client