



## ***Specialized Purchasing Consultants***

**1491 East Side River Road**

**Dummer, NH 03588**

**(800)750-1538**

# **FY20 Annual Report**

## **Year - End Photocopier Analysis**

**With projected costs for FY21**

**Lora McAllister  
Missisquoi Valley School District  
100 Robin Hood Drive  
Swanton, VT 05488**



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

October 2020

Lora McAllister  
Missisquoi Valley School District  
100 Robin Hood Drive  
Swanton, VT 05488

Skip Tilton  
President

Corporate Office:  
1491 East Side River Road  
Dummer, NH 03588  
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VISIT US ON THE WEB:  
[www.spccopypro.com](http://www.spccopypro.com)

Dear Lora:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us for the **past 13 years**. We hope we can continue this relationship for many years to come.

This year's Annual Report provides an overview of last year's reprographic equipment usage and status. We recognize that this was an unusual year and that accurate usage may not be fully reflected. However, it is still good to compare and review to see just how the pandemic has impacted usage. Recommendations have still been made to address any potential problem areas and 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. Hopefully you have been able to benefit from these services, and we hope to continue to offer new services. In fact, one new service is the Client Warranty and Relief Fund. A description of this valuable service is provided in this year's report. We are pleased to continue offering all of our services to you at no additional charge.

We appreciate the opportunity to provide you with the best possible pricing, service, and equipment. We look forward to our meeting. Feel free to share your thoughts and feelings concerning your overall experience with SPC.

Sincerely,

Skip Tilton  
President

"Protecting Your Copier Interests"

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## Meet Your Team



***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. We have also been able to find ways to increase your equipment reliability, monitor and track usage variations throughout the year, and keep your costs under control.



***Jessica Paradis***  
***Accounting Coordinator***

Jessica oversees billing, resolving any questions or issues as needed. She is also responsible for setting up lease and purchase transactions.

***Alex Webster***  
***Operations & Marketing Manager***

Alex oversees STARDoc, FM Audit, and equipment upgrades. He also researches and markets current and new SPC tools and services to existing and potential clients.



***Pam Weed***  
***Client-Vendor Relations***

Pam helps to maintain a good working relationship between clients and vendors, especially with regard to equipment reliability. She also oversees equipment upgrades and changes, warranty replacements, end-of-year meter collection and billing, and Annual Report scheduling. Pam assists with marketing SPC services to existing and potential clients.

***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 and the creation of code to create the many reports SPC generates to give you the accurate information of your usage.



***Jamin Tilton***  
***Operations Support***

Jamin plays a vital role in performing onsite equipment surveys and installation audits. He assists with contact information updates along with STARDoc and FM Audit updates.

***Heidi Tilton***  
***Accounting Support***

Heidi handles bookkeeping and billing for both clients and vendors, processing payments, and other office support.



***Kelly Fortier***  
***Office Support***

Our newest team member, Kelly assists with maintaining service & supply contracts, managing equipment trades, and upgrades, bookkeeping and other general office work.



## 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 and supply contracts.

### 1999 Improved Annual Reports

- 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

### 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.

### 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 SPC Roadmap

- Major STARDoc facelift. User interface will be more modern.
- Update Bid Process to simplify bid submission for all of our vendors.
- Five Year Fleet Management (FYFM) - Projects out Five Year costs for all equipment based on current and past usage.

## Equipment Health Status

**Total Number of Machines:** **89**

<b>Total Black Photocopiers:</b>	<b>19</b>
<b>Total Color Photocopiers:</b>	<b>9</b>
<b>Total Black Network Printers:</b>	<b>55</b>
<b>Total Color Network Printers:</b>	<b>6</b>
<b>Total Removed From Service:</b>	<b>0</b>

**# of Units OFF Warranty:** **0**

**# of Units Approaching End of Warranty:** **8**

**# of Units Overused:** **0**

**# of Units Underused:** **0**

**Commencement Date:** **09/01/2016**

**# of Annual Payments Left on Lease:** **1**

**All Warranties and Service Contracts Expire:** **06/30/2022**

**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 Lora,

Because of the change to remote learning in March, COVID-19 had a direct and significant impact on client budgets. Usage was dramatically affected and resulted in a year-end under usage credit of \$12,056.76. While this may seem like a positive – saving money on reprographic expenses – it has actually put a tremendous burden on the vendors as they are starting off the new fiscal year with a deficit. Combine this with other economic strains for the vendors, SPC is concerned, which is why we have developed the Warranty and Relief Fund (see page 56) to protect our clients.

It is our recommendation that we explore an upgrade that would commence on 8/2/2021. Your last lease payment will have been made, so your first payment of the new lease would be on 8/1/2022. Service and supply contract would drop in FY21. Based on COVID volume (lower than normal), we estimate \$43,278.27 potential color cost savings with your next upgrade over five years. This follows the exact payment structure from the previous upgrade ( See Compare 8-2-2016).

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.

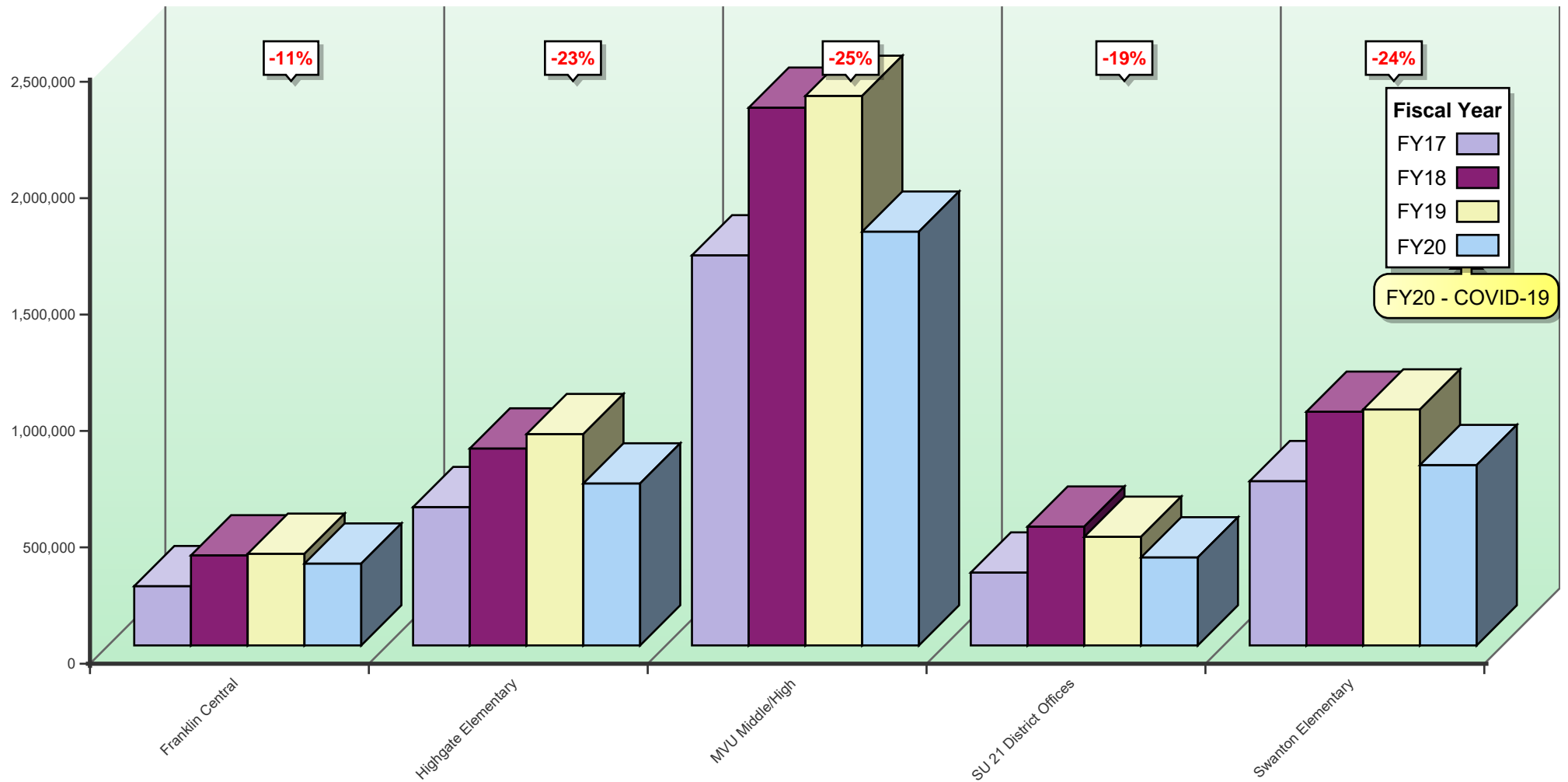
<b>Building</b>	<b>Room</b>	<b>Make/Model</b>	<b>Serial Number</b>	<b>Vendor Name</b>	<b>Intro Date</b>
MVU Middle/High	Agricultural Office	Canon IR ADV 4251	RKP08378	1790	10/01/2013
MVU Middle/High	Library	Canon IR ADV 4251	RKP08470	1790	10/01/2013
MVU Middle/High	Room 9 Plant Operations	HP Laser Jet Pro M401dne	PHGFD01161	1790	01/01/2013
MVU Middle/High	Room J-25	HP Laser Jet 400 M401n	VNG3F56972	1790	01/01/2013
MVU Middle/High	Special Ed Conference Room	Canon IR ADV 4251	RKP08322	1790	10/01/2013
Swanton Elementary	Blue House Hall A-4	HP Laser Jet Pro M401dne	PHGFD13585	1790	01/01/2013
Swanton Elementary	Green Room Hall B-4	HP Laser Jet Pro M401dne	PHGFF17789	1790	01/01/2013
Swanton Elementary	Red House Room	HP Laser Jet Pro M401dne	PHGFD13577	1790	01/01/2013



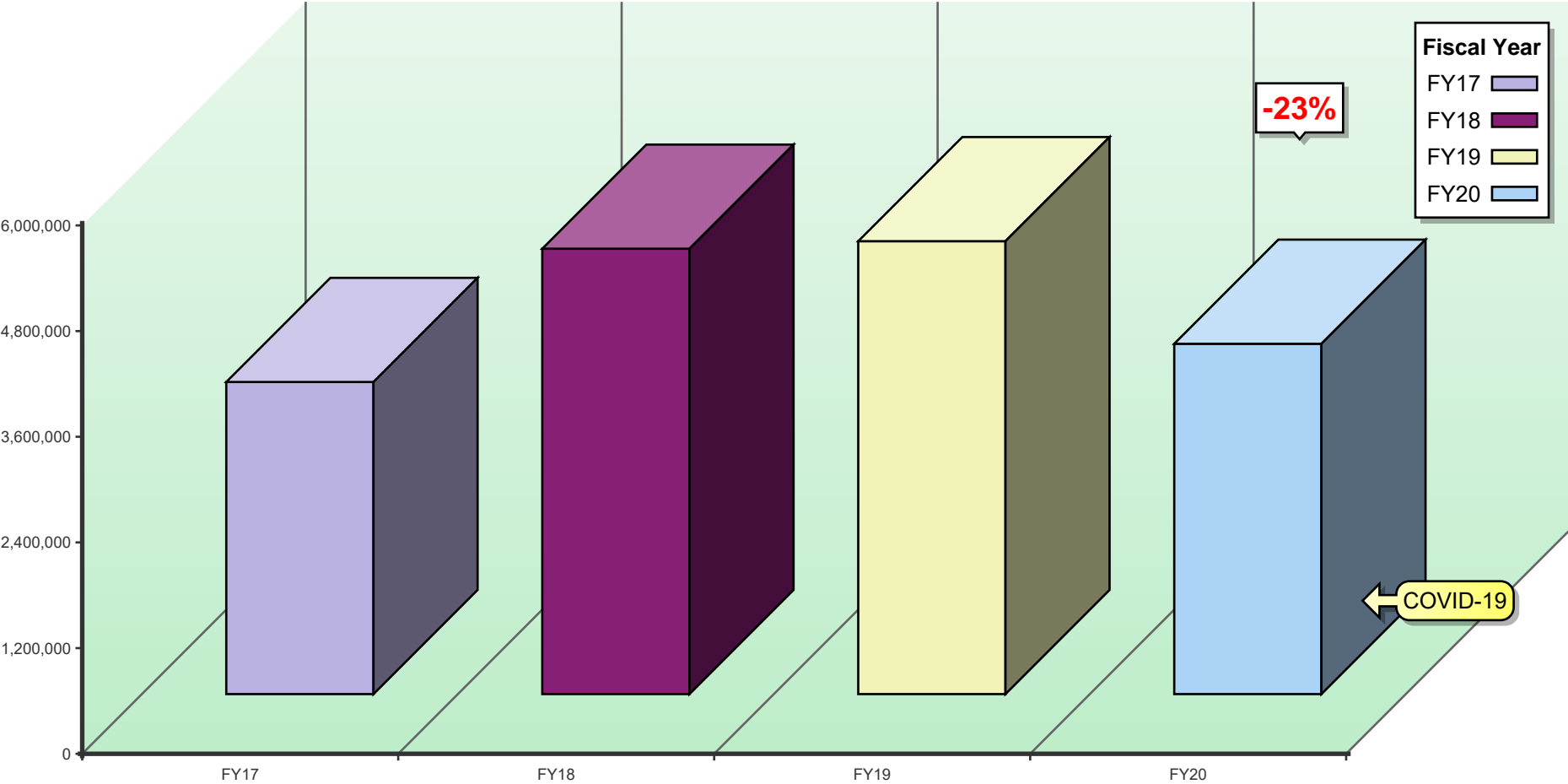
### Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
BROTHER MFC-J995DW	U65163C9H786314	192.168.16.49	2020-10-09 03:57:06
CANON iR-ADV 4251	RKP08475	192.168.20.112	2020-05-14 08:58:31
CANON iR-ADV 8585	SWN01333	192.168.20.111	2019-07-24 08:58:29
CANON iR-ADV C7260	ULK06332	192.168.20.110	2020-05-14 08:58:31
Canon LBP351DN	NEQA02268	192.168.28.23	2019-12-13 09:18:29
HP COLOR LaserJet CP2025dn	JPBFR07433	192.168.12.150	2020-07-24 08:57:37
HP COLOR LaserJet MFP M277dw	VNB8J54NQV	192.168.12.102	2020-10-08 04:02:35
HP LASERJET 1320 SERIES	CNBC47Z09K	192.168.4.42	2020-10-03 03:57:45
HP LASERJET 400 M401N	PHGDF34914	192.168.20.54	2020-02-12 08:58:11
HP LaserJet MFP M227-M231	VNG3N11704	192.168.22.80	2020-07-13 08:58:42
HP LASERJET P2035n	CNB9R40598	192.168.12.47	2020-10-08 04:02:35
HP LASERJET P2035n	CNB9R40604	192.168.6.49	2020-10-08 04:02:35
HP LASERJET P2055dn	CNB9P36919	192.168.13.42	2020-10-08 04:02:35

## 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 Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Franklin Central	142	351,605	\$8,703.60	2,476	\$61.29
Highgate Elementary	304	695,782	\$17,537.83	2,289	\$57.69
MVU Middle/High	838	1,777,533	\$45,376.10	2,121	\$54.15
SU 21 District Offices	0	378,227	\$10,183.73	0	\$0.00
Swanton Elementary	611	774,869	\$20,028.61	1,268	\$32.78
<b>Totals</b>	<b>1,895</b>	<b>3,978,016</b>	<b>\$101,829.88</b>	<b>2,099</b>	<b>\$53.74</b>

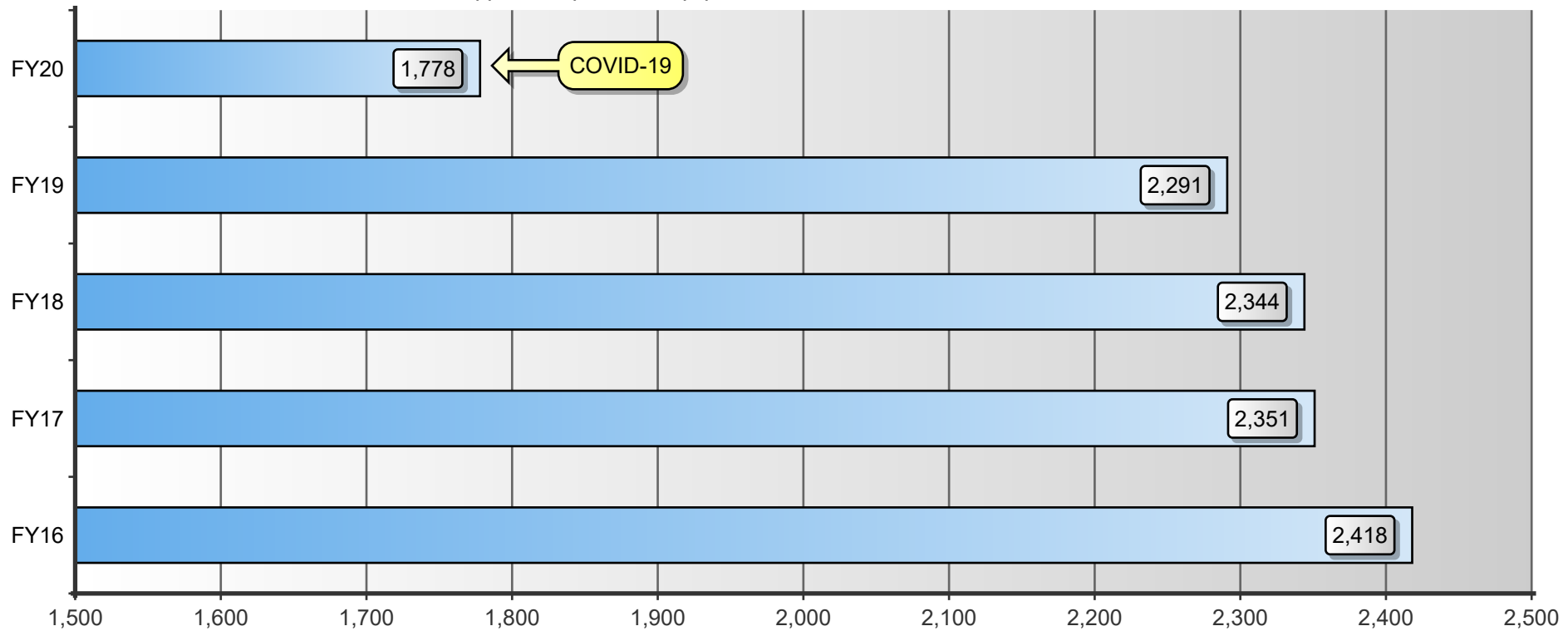
*\*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.*

## Industry Average Copies per Student - Black

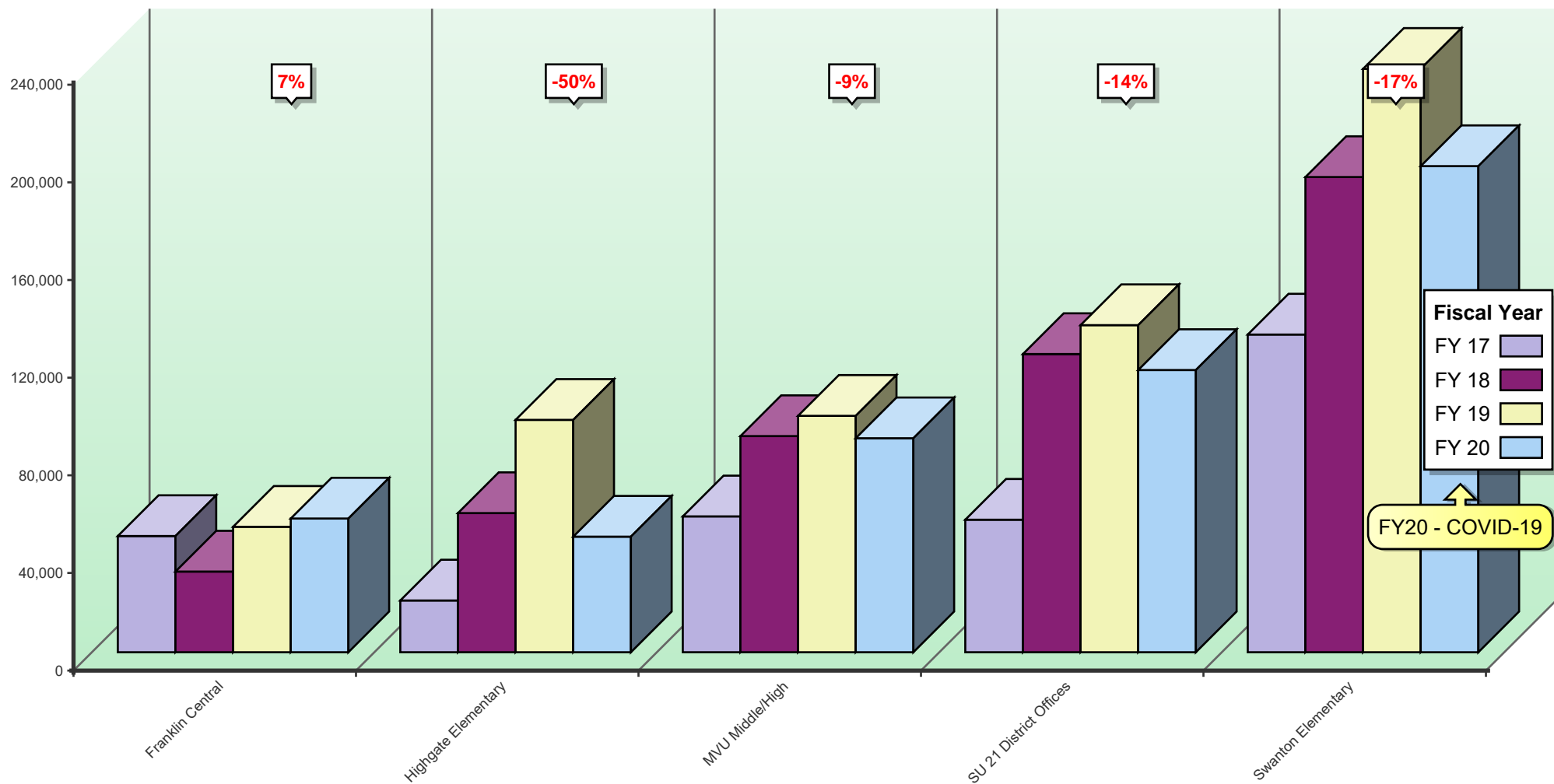
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i><b>Total Student Population</b></i>	<i><b>Total Annual Volume</b></i>	<i><b>Total District Cost*</b></i>	<i><b>Annual Copies Per Student</b></i>	<i><b>Annual Cost Per Student</b></i>
All Schools w/Student Populations	74,038	131,634,476	\$3,165,697.18	1,778	\$42.76

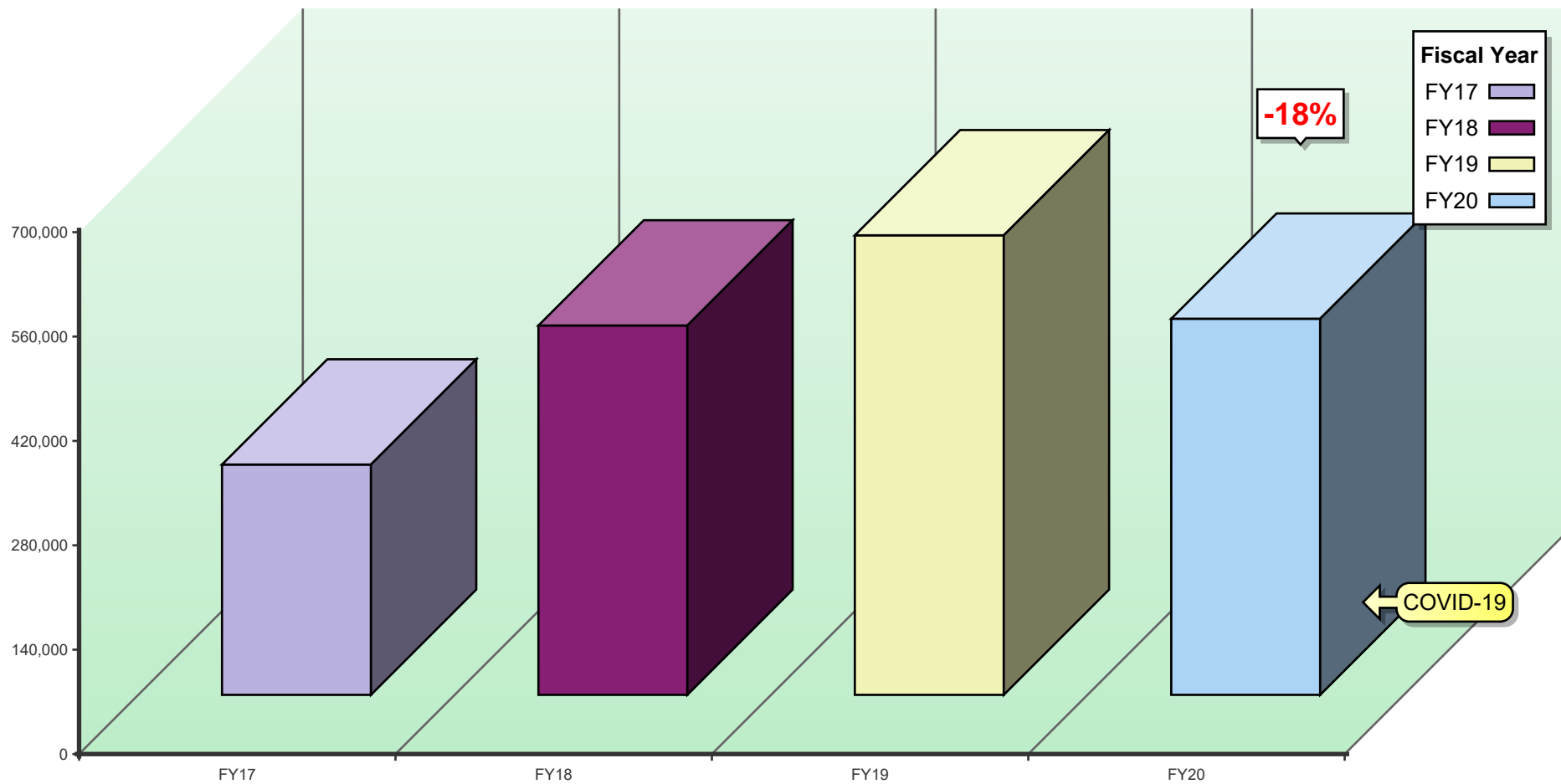
\*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



## 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 Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Franklin Central	142	54,778	\$2,878.04	386	\$20.27
Highgate Elementary	304	47,353	\$2,874.13	156	\$9.45
MVU Middle/High	838	87,663	\$4,954.54	105	\$5.91
SU 21 District Offices	0	115,612	\$6,074.25	0	\$0.00
Swanton Elementary	611	199,134	\$11,000.43	326	\$18.00
<b>Totals</b>	<b>1,895</b>	<b>504,540</b>	<b>\$27,781.38</b>	<b>266</b>	<b>\$14.66</b>

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

**Note: STARDoc tool will flag any future high color usage. See page 54 of STARDoc Features. Current industry ratio averages 184 color prints per student per year. Your color volume this year averages 266 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.**

<i>District Wide Black Totals</i>	<b>3,978,016</b>	<b>\$17,789.32</b>
<i>District Wide Color Totals</i>	<b>504,540</b>	<b>\$27,696.99</b>

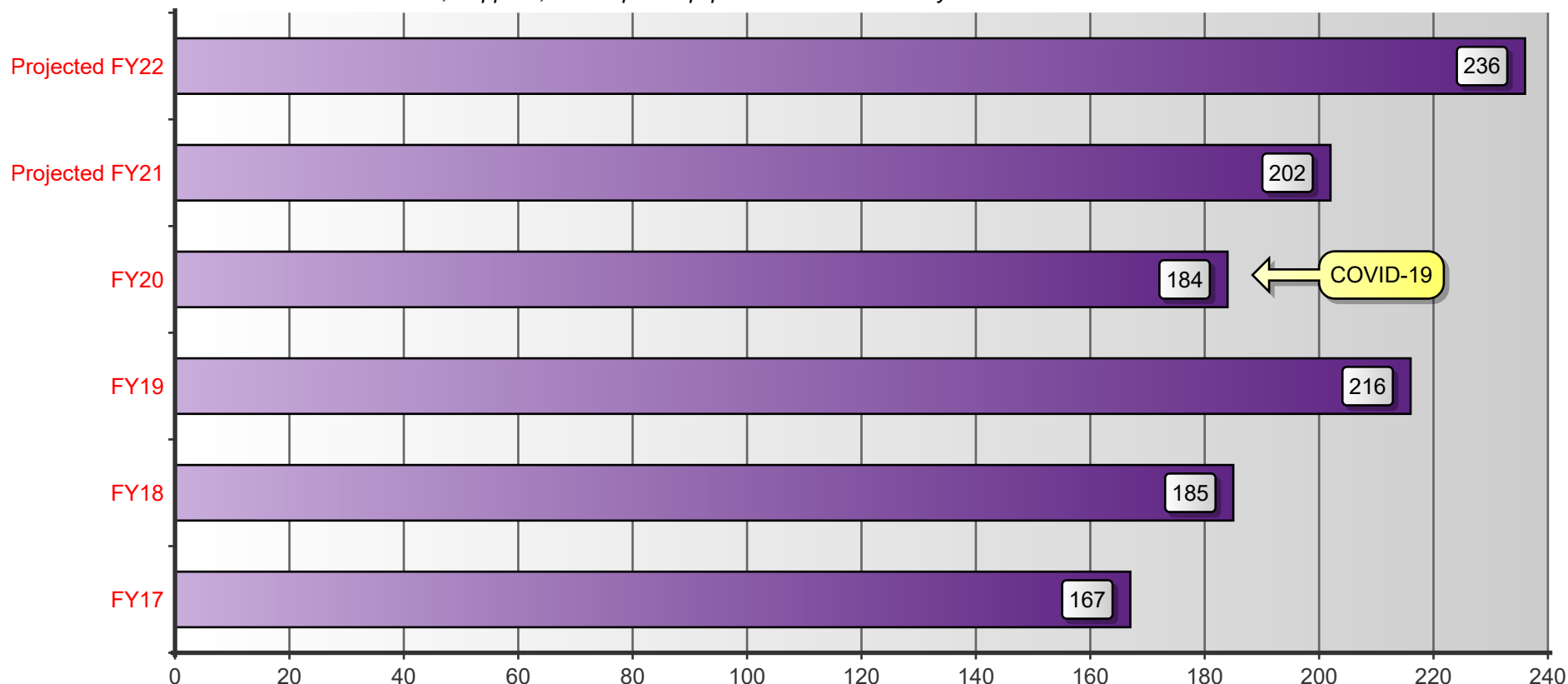


## Industry Average Copies per Student - Color

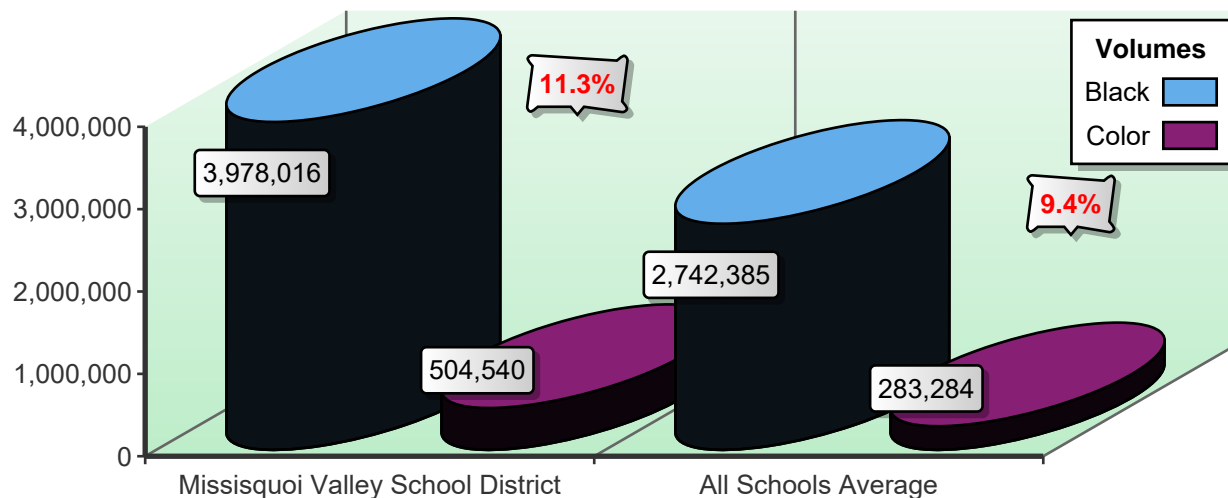
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<b>Total Student Population</b>	<b>Total Annual Volume</b>	<b>Total District Cost*</b>	<b>Annual Copies Per Student</b>	<b>Annual Cost Per Student</b>
All Schools w/Student Populations	74,038	13,597,620	\$725,023.31	184	\$9.79

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



## Color-to-Total Volume Comparison



## SPC Analysis

COLOR printing is skyrocketing out of control! A five-year study of 83,000 students across the Tri-State region revealed a rapid increase in the K-12 sector. In fact, in FY19, color printing increased by 19%! Of course FY20 was dramatically different because of COVID-19. Therefore, we should assume that color volume will continue to increase unless the proper controls are put in place. Obviously, some color printing is necessary. However, if color printing is not monitored properly, it could blow up your entire printing budget. The best time to financially achieve the color control goal is when you do your next upgrade. For that recommendation, please review the Health Status page.

**SOLUTION:** SPC has incorporated into our bids Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire organization to change all printing habits, SPC focuses only on problematic locations.

## 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.

*Date of Last Upgrade: 09/01/2016*

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Franklin Central</b>					
<b>Library Audio-Visual</b>					
Canon IR ADV 8585 / 85 PPM	662,306	896,477	234,171	\$0.00346	None at this time.
SWN01382 /				\$810.23	
5,000,000 / 02/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					
<b>Main Office</b>					
Canon IRC5540 / 40 PPM	59,430	75,337	15,907	\$0.00723	None at this time.
WHG01973 /				\$115.01	
1,000,000 / 09/2016	132,123	186,901	54,778	\$0.05238	
Color Photocopier				\$2,869.27	
1790					
<b>Office Storage Room</b>					
Canon IR ADV 8585 / 85 PPM	314,289	415,816	101,527	\$0.00346	None at this time.
SWN01383 /				\$351.28	
5,000,000 / 02/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					
<b>Subtotal Black</b>			<b>351,605</b>	<b>\$1,276.52</b>	
<b>Subtotal Color</b>			<b>54,778</b>	<b>\$2,869.27</b>	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Highgate Elementary</b>					
<b>1st Grade (Room B30 - Scholtz)</b>					
HP Laser Jet Pro M402dw / 40 PPM	1,654	2,615	961	\$0.01179	None at this time.
PHBVB07104 /				\$11.33	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer 1790				\$0.00	
<b>3rd Grade (Labounty)</b>					
HP Laser Jet Pro M402dw / 40 PPM	19,935	27,277	7,342	\$0.01179	None at this time.
PHBVF08868 /				\$86.56	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer 1790				\$0.00	
<b>4th Grade (Maskell)</b>					
HP Laser Jet Pro M402dw / 40 PPM	16,771	17,392	621	\$0.01179	None at this time.
PHBVB07105 /				\$7.32	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer 1790				\$0.00	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>6th Grade (Ryea/Hughes)</b>					
HP Laser Jet Pro M402dw / 40 PPM	15,580	25,378	9,798	\$0.01179	None at this time.
PHBVF08974 /				\$115.52	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>A/V Room in box</b>					
HP Laser Jet Pro M402dw / 40 PPM	0	0	0	\$0.01179	None at this time.
PHBVH02517 /				\$0.00	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Assistant Principal (Casavant)</b>					
HP Laser Jet Pro M402dw / 40 PPM	655	1,352	697	\$0.01179	None at this time.
PHBVF08973 /				\$8.22	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Assistant Principal (Palmer)</b>					
HP Laser Jet Pro M402dw / 40 PPM	1,890	3,084	1,194	\$0.01179	None at this time.
PHBVF08982 /				\$14.08	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>BST Office - Brick Building</b>					
HP Laser Jet Pro M402dw / 40 PPM	0	1,916	1,916	\$0.01179	None at this time.
PHBVB07115 /				\$22.59	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Copier Room (#1)</b>					
Canon IR ADV 8585 / 85 PPM	366,968	424,303	57,335	\$0.00346	None at this time.
SWN01325 /				\$198.38	
5,000,000 / 02/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					
<b>Copier Room (#2)</b>					
Canon IR ADV 8585 / 85 PPM	495,070	650,433	155,363	\$0.00346	None at this time.
SWN01384 /				\$537.56	
5,000,000 / 02/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					
<b>Front Office</b>					
Canon IRC5540 / 40 PPM	59,901	72,797	12,896	\$0.00723	None at this time.
WHG01469 /				\$93.24	
1,000,000 / 09/2016	152,723	192,738	40,015	\$0.05238	
Color Photocopier				\$2,095.99	
1790					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Guidance (Sweet)</b>					
HP Laser Jet Pro M402dw / 40 PPM	5,271	7,143	1,872	\$0.01179	None at this time.
PHBVB07166 /				\$22.07	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Hot Swap (A/V Room)</b>					
HP Laser Jet Pro M402dw / 40 PPM	0	0	0	\$0.01179	None at this time.
PHBVB07110 /				\$0.00	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Hot Swap (A/V Room)</b>					
HP Laser Jet Pro M402dw / 40 PPM	2,813	2,813	0	\$0.01179	None at this time.
PHBVF08984 /				\$0.00	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Iannaco/Hubbard Office</b>					
HP Laser Jet Pro M402dw / 40 PPM	7,099	9,582	2,483	\$0.01179	None at this time.
PHBVF08838 /				\$29.27	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Library</b>					
Canon IR ADV 8585 / 85 PPM	656,416	875,464	219,048	\$0.00346	None at this time.
SWN01379 /				\$757.91	
5,000,000 / 02/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					
<b>Maintenance Office</b>					
HP Laser Jet Pro M402dw / 40 PPM	1,839	2,294	455	\$0.01179	None at this time.
PHBVB07640 /				\$5.36	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Principal's Office</b>					
HP Color Laser Jet M452dw / 28 PPM	338	679	341	\$0.01179	None at this time.
VNB3P09900 /				\$4.02	
500,000 / 10/2015	258	780	522	\$0.10486	
Color Network Printer				\$54.74	
1790					
<b>Science Lab (WB3)</b>					
Canon IR ADV 8585 / 85 PPM	629,048	834,167	205,119	\$0.00346	None at this time.
SWN01385 /				\$709.71	
5,000,000 / 02/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					



<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>SLP (Wright)</b>					
HP Color Laser Jet M452dw / 28 PPM	5,815	6,741	926	\$0.01179	None at this time.
VNB3D11036 /				\$10.92	
500,000 / 10/2015	4,045	6,290	2,245	\$0.10486	
Color Network Printer				\$235.41	
1790					
<b>Special Ed 4th Grade Wing</b>					
HP Laser Jet Pro M402dw / 40 PPM	20,933	28,922	7,989	\$0.01179	None at this time.
PHBVB07643 /				\$94.19	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Special Ed 5/6 (Luneau)</b>					
HP Color Laser Jet M452dw / 28 PPM	4,342	7,879	3,537	\$0.01179	None at this time.
VNB3P13899 /				\$41.70	
500,000 / 10/2015	16,378	20,949	4,571	\$0.10486	
Color Network Printer				\$479.32	
1790					
<b>Success Lab</b>					
HP Laser Jet Pro M402dw / 40 PPM	25,820	31,709	5,889	\$0.01179	None at this time.
PHBVB07632 /				\$69.43	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Subtotal Black</b>			<b>695,782</b>	<b>\$2,839.38</b>	
<b>Subtotal Color</b>			<b>47,353</b>	<b>\$2,865.45</b>	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MVU Middle/High</b>					
<b>Agricultural Office</b>					
Canon IR ADV 4251 / 51 PPM	19,360	39,095	19,735	\$0.00346	7 years from Intro.
RKP08378 /				\$68.28	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					
<b>Agricultural Office</b>					
HP Laser Jet Pro M402dw / 40 PPM	46	55	9	\$0.01179	None at this time.
PHBVF09031 /				\$0.11	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Connect - Offsite</b>					
Canon IR ADV 8585 / 85 PPM	374,637	406,603	31,966	\$0.00346	None at this time.
SWN01392 /				\$110.60	
5,000,000 / 02/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					
<b>Connect - Offsite</b>					
HP Laser Jet Pro M402dw / 40 PPM	7,268	10,557	3,289	\$0.01179	None at this time.
PHBVF08980 /				\$38.78	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Faculty Room</b>					
Canon IR ADV 8585 / 85 PPM	654,070	836,477	182,407	\$0.00346	None at this time.
SWN01387 /				\$631.13	
5,000,000 / 02/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					
<b>Guidance (Blackburn)</b>					
HP Laser Jet Pro M402dw / 40 PPM	13,431	18,521	5,090	\$0.01179	None at this time.
PHBVF08977 /				\$60.01	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Guidance (Hickman)</b>					
HP Laser Jet Pro M402dw / 40 PPM	13,355	16,283	2,928	\$0.01179	None at this time.
PHBVF08986 /				\$34.52	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Guidance (Lowe-Murray)</b>					
HP Laser Jet Pro M402dw / 40 PPM	8,751	11,458	2,707	\$0.01179	None at this time.
PHBVB07117 /				\$31.92	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Guidance Office</b>					
Canon IRC5540 / 40 PPM	163,350	240,521	77,171	\$0.00723	None at this time.
WHG01497 /				\$557.95	
1,000,000 / 09/2016	121,959	187,544	65,585	\$0.05238	
Color Photocopier				\$3,435.34	
1790					
<b>High School Office</b>					
HP Laser Jet Pro M402dw / 40 PPM	44,461	52,970	8,509	\$0.01179	None at this time.
PHBVF09047 /				\$100.32	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>High School Secretary</b>					
HP Laser Jet Pro M402dw / 40 PPM	29,468	38,548	9,080	\$0.01179	None at this time.
PHBVB07123 /				\$107.05	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>J Pod Print Room</b>					
HP Laser Jet Pro M402dw / 40 PPM	48,981	63,091	14,110	\$0.01179	None at this time.
PHBVB07116 /				\$166.36	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Library</b>					
Canon IR ADV 4251 / 51 PPM	68,671	86,353	17,682	\$0.00346	7 years from Intro.
RKP08470 /				\$61.18	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					
<b>Library Media Center</b>					
HP Laser Jet Pro M402dw / 40 PPM	1,233	1,355	122	\$0.01179	None at this time.
PHBVC07812 /				\$1.44	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Middle School Guidance</b>					
HP Laser Jet Pro M402dw / 40 PPM	39,727	49,733	10,006	\$0.01179	None at this time.
PHBVF09034 /				\$117.97	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Principal's Office</b>					
Canon IR ADV 8585 / 85 PPM	1,012,387	1,373,363	360,976	\$0.00346	None at this time.
SWN01388 /				\$1,248.98	
5,000,000 / 02/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Room 9 Plant Operations</b>					
HP Laser Jet Pro M401dne / 35 PPM	12,567	13,663	1,096	\$0.01179	7 years from Intro.
PHGFD01161 /				\$12.92	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Room A-18 Library</b>					
HP Laser Jet Pro M402dw / 40 PPM	21,579	24,373	2,794	\$0.01179	None at this time.
PHBVF09030 /				\$32.94	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Room A-32 Art</b>					
Canon IRC5540 / 40 PPM	22,593	30,236	7,643	\$0.00723	None at this time.
WHG01060 /				\$55.26	
1,000,000 / 09/2016	84,841	100,293	15,452	\$0.05238	
Color Photocopier				\$809.38	
1790					
<b>Room A-47</b>					
Canon IR ADV 8585 / 85 PPM	596,119	748,458	152,339	\$0.00346	None at this time.
SWN01386 /				\$527.09	
5,000,000 / 02/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Room A-47</b>					
HP Laser Jet Pro M402dw / 40 PPM	42,323	51,578	9,255	\$0.01179	None at this time.
PHBVF08975 /				\$109.12	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Room B-30</b>					
HP Laser Jet Pro M402dw / 40 PPM	2,797	3,544	747	\$0.01179	None at this time.
PHBVF08988 /				\$8.81	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Room B-36</b>					
HP Laser Jet Pro M402dw / 40 PPM	18,194	22,689	4,495	\$0.01179	None at this time.
PHBVF08976 /				\$53.00	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Room B27 Registrar</b>					
HP Laser Jet Pro M402dw / 40 PPM	7,222	10,187	2,965	\$0.01179	None at this time.
PHBVB07642 /				\$34.96	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Room C-21</b>					
HP Laser Jet Pro M402dw / 40 PPM	35,293	48,282	12,989	\$0.01179	None at this time.
PHBVB07628 /				\$153.14	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Room C-23 Faculty</b>					
Canon IR ADV 8585 / 85 PPM	638,397	892,593	254,196	\$0.00346	None at this time.
SWN01390 /				\$879.52	
5,000,000 / 02/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					
<b>Room C-23 Faculty</b>					
HP Laser Jet Pro M402dw / 40 PPM	32,146	39,775	7,629	\$0.01179	None at this time.
PHBVF09053 /				\$89.95	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Room C24 T. Meigs</b>					
HP Laser Jet Pro M402dw / 40 PPM	3,205	3,960	755	\$0.01179	None at this time.
PHBVB07124 /				\$8.90	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					



<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Room D-2</b>					
HP Laser Jet Pro M402dw / 40 PPM	24,350	33,797	9,447	\$0.01179	None at this time.
PHBVF08969 /				\$111.38	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Room D-21</b>					
HP Laser Jet Pro M402dw / 40 PPM	59,134	64,515	5,381	\$0.01179	None at this time.
PHBVF09036 /				\$63.44	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Room D-21</b>					
Canon IR ADV 8585 / 85 PPM	1,235,292	1,513,374	278,082	\$0.00346	None at this time.
SWN01389 /				\$962.16	
5,000,000 / 02/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					
<b>Room D-22</b>					
HP Laser Jet Pro M402dw / 40 PPM	48,025	63,016	14,991	\$0.01179	None at this time.
PHBVB07647 /				\$176.74	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Room F-4</b>					
HP Color Laser Jet M452dw / 28 PPM	7,253	10,420	3,167	\$0.01179	None at this time.
VNB3P13811 /				\$37.34	
500,000 / 10/2015	22,024	27,316	5,292	\$0.10486	
Color Network Printer				\$554.92	
1790					
<b>Room F-6</b>					
HP Laser Jet Pro M402dw / 40 PPM	17,206	23,736	6,530	\$0.01179	None at this time.
PHBVF09046 /				\$76.99	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Room F-7</b>					
HP Laser Jet Pro M402dw / 40 PPM	49,943	63,895	13,952	\$0.01179	None at this time.
PHBVF08987 /				\$164.49	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Room J-15</b>					
HP Laser Jet Pro M402dw / 40 PPM	10,485	14,230	3,745	\$0.01179	None at this time.
PHBVF08978 /				\$44.15	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Room J-15</b>					
HP Color Laser Jet M452dw / 28 PPM	885	973	88	\$0.01179	None at this time.
VNB3P13900 /				\$1.04	
500,000 / 10/2015	2,736	2,779	43	\$0.10486	
Color Network Printer				\$4.51	
1790					
<b>Room J-15</b>					
Canon IR ADV 8585 / 85 PPM	844,587	1,048,142	203,555	\$0.00346	None at this time.
SWN01391 /				\$704.30	
5,000,000 / 02/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					
<b>Room J-18</b>					
HP Color Laser Jet M452dw / 28 PPM	2,251	2,677	426	\$0.01179	None at this time.
VNB3P09908 /				\$5.02	
500,000 / 10/2015	9,570	10,861	1,291	\$0.10486	
Color Network Printer				\$135.37	
1790					
<b>Room J-25</b>					
HP Laser Jet 400 M401n / 35 PPM	14,529	16,186	1,657	\$0.01179	7 years from Intro.
VNG3F56972 /				\$19.54	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Room J-25</b>					
HP Laser Jet Pro M402dn / 40 PPM	0	0	0	\$0.01179	None at this time.
PHBVF09041 /				\$0.00	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Special Ed Conference Room</b>					
Canon IR ADV 4251 / 51 PPM	105,407	134,681	29,274	\$0.00346	7 years from Intro.
RKP08322 /				\$101.29	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					
<b>SPED (C Dunphy)</b>					
HP Laser Jet Pro M402dw / 40 PPM	13,199	16,494	3,295	\$0.01179	None at this time.
PHBVF08972 /				\$38.85	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>SPED (J Hamilton)</b>					
HP Laser Jet Pro M402dw / 40 PPM	15,513	16,766	1,253	\$0.01179	None at this time.
PHBVF08961 /				\$14.77	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Subtotal Black</b>			<b>1,777,533</b>	<b>\$7,823.70</b>	
<b>Subtotal Color</b>			<b>87,663</b>	<b>\$4,939.52</b>	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>SU 21 District Offices</b>					
<b>Accounting Specialist (Lisa Way)</b>					
Canon LBP351DN / 58 PPM	61,163	78,675	17,512	\$0.01179	None at this time.
NEQA002259 /				\$206.47	
1,000,000 / 09/2016	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Business Manager</b>					
Canon LBP351DN / 58 PPM	47,454	63,811	16,357	\$0.01179	None at this time.
NEQA002268 /				\$192.85	
1,000,000 / 09/2016	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Copy Room</b>					
Canon IR ADV 8585 / 85 PPM	640,143	851,375	211,232	\$0.00346	None at this time.
SWN01332 /				\$730.86	
5,000,000 / 02/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					
<b>Copy Room</b>					
Canon IR C5550 / 50 PPM	327,083	427,411	100,328	\$0.00723	None at this time.
WXD02856 /				\$725.37	
3,000,000 / 09/2016	244,980	345,679	100,699	\$0.05238	
Color Photocopier				\$5,274.61	
1790					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Early Childhood Development</b>					
Canon IRC5540 / 40 PPM	104,192	115,276	11,084	\$0.00723	None at this time.
WHG00846 /				\$80.14	
1,000,000 / 09/2016	65,474	80,387	14,913	\$0.05238	
Color Photocopier				\$781.14	
1790					
<b>Michelle Stanley</b>					
HP Laser Jet 600 M604 / 52 PPM	64,702	72,892	8,190	\$0.01179	None at this time.
CNBCH6T0FD /				\$96.56	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Payroll Specialist (Tamara Kelley)</b>					
Canon LBP351DN / 58 PPM	44,859	52,289	7,430	\$0.01179	None at this time.
NEQA002262 /				\$87.60	
1,000,000 / 09/2016	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Special Services (Julie Rivers)</b>					
Canon LBP351DN / 58 PPM	27,190	33,284	6,094	\$0.01179	None at this time.
NEQA002249 /				\$71.85	
1,000,000 / 09/2016	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
		<b>Subtotal Black</b>	<b>378,227</b>	<b>\$2,191.70</b>	
		<b>Subtotal Color</b>	<b>115,612</b>	<b>\$6,055.76</b>	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Swanton Elementary</b>					
<b>Babcock Building Copy Room</b>					
Canon IR C5550 / 50 PPM	101,123	140,032	38,909	\$0.00723	None at this time.
WXD02864 /				\$281.31	
3,000,000 / 09/2016	215,686	298,018	82,332	\$0.05238	
Color Photocopier				\$4,312.55	
1790					
<b>Babcock Building Hall</b>					
Canon IR ADV 8585 / 85 PPM	790,835	1,014,358	223,523	\$0.00346	None at this time.
SWN01381 /				\$773.39	
5,000,000 / 02/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					
<b>Babcock Building Hall of Room 10</b>					
HP Laser Jet Pro M402dw / 40 PPM	70,498	89,234	18,736	\$0.01179	None at this time.
PHBVF09044 /				\$220.90	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Babcock Building Main Office</b>					
HP Laser Jet Pro M402dw / 40 PPM	15,947	19,355	3,408	\$0.01179	None at this time.
PHBVB07119 /				\$40.18	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Blue House Hall A-4</b>					
HP Laser Jet Pro M401dne / 35 PPM	98,516	112,851	14,335	\$0.01179	7 years from Intro.
PHGFD13585 /				\$169.01	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Central Tech Room</b>					
HP Laser Jet Pro M402dw / 40 PPM	2,816	2,968	152	\$0.01179	None at this time.
PHBVF08971 /				\$1.79	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Copier/Staff Room</b>					
Canon IR ADV 8585 / 85 PPM	1,227,004	1,604,933	377,929	\$0.00346	None at this time.
SWN01380 /				\$1,307.63	
5,000,000 / 02/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
1790					
<b>Copier/Staff Room</b>					
Canon IR C5550 / 50 PPM	283,562	355,203	71,641	\$0.00723	None at this time.
WXD02804 /				\$517.96	
3,000,000 / 09/2016	345,532	455,194	109,662	\$0.05238	
Color Photocopier				\$5,744.10	
1790					



<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Green Room Hall B-4</b>					
HP Laser Jet Pro M401dne / 35 PPM	147,052	159,946	12,894	\$0.01179	7 years from Intro.
PHGFF17789 /				\$152.02	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Office Manager</b>					
Canon MF735Cdw / 28 PPM	1,916	6,899	4,983	\$0.01912	None at this time.
WTL17710 /				\$95.27	
500,000 / 03/2017	2,578	9,718	7,140	\$0.12750	
Color Laser MFP				\$910.35	
1790					
<b>Red House Room</b>					
HP Laser Jet Pro M401dne / 35 PPM	143,422	151,781	8,359	\$0.01179	7 years from Intro.
PHGFD13577 /				\$98.55	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
1790					
<b>Subtotal Black</b>			<b>774,869</b>	<b>\$3,658.03</b>	
<b>Subtotal Color</b>			<b>199,134</b>	<b>\$10,967.00</b>	
<b>District Wide Black Totals</b>			<b>3,978,016</b>	<b>\$17,789.32</b>	
<b>District Wide Color Totals</b>			<b>504,540</b>	<b>\$27,696.99</b>	<b>Your Avg Color CPC is \$0.0549</b>

Estimated cost savings with your next bid: \$43,278.27 over 5 years.  
Our bids are coming in at an average of \$.03774 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 05/01/2007 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 20 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
3,978,016	\$0.01340	\$53,305.41

### **CURRENTLY WITH SPC**

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
3,978,016	\$0.00447	\$17,781.73	\$35,523.68	\$177,618.41

\*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 \$35,523.68 x 13 years as a Client**  
**= \$461,807.88 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	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Franklin Central	351,605	\$1,280.20	\$1,898.67	\$5,524.74	\$8,703.60
Highgate Elementary	695,782	\$2,847.85	\$3,757.22	\$10,932.76	\$17,537.83
MVU Middle/High	1,777,533	\$7,847.19	\$9,598.68	\$27,930.23	\$45,376.10
SU 21 District Offices	378,227	\$2,198.26	\$2,042.43	\$5,943.05	\$10,183.73
Swanton Elementary	774,869	\$3,668.87	\$4,184.29	\$12,175.45	\$20,028.61
<b>Total</b>	<b>3,978,016</b>	<b>\$17,842.37</b>	<b>\$21,481.29</b>	<b>\$62,506.23</b>	<b>\$101,829.88</b>

### SPC Equipment Bids:

Presently our bids are coming in between **12% to 17%** of Retail, while the current Salesman's Cost is 50% of Retail.

For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a **Retail Cost of \$45,640** is coming in at **\$7,342...16% of Retail!** Our prices are negotiated with 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.

<b>Building</b>	<b>Projected Color Volume</b>	<b>Service &amp; Supply Cost</b>
Franklin Central	54,778	\$2,878.04
Highgate Elementary	47,353	\$2,874.13
MVU Middle/High	87,663	\$4,954.54
SU 21 District Offices	115,612	\$6,074.25
Swanton Elementary	199,134	\$11,000.43
<b>Total</b>	<b>504,540</b>	<b>\$27,781.38</b>

## 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 0.03%.**

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Canon Solutions Vermont	Black Network Printer	8,190	\$0.01179	\$96.56	\$0.01183	\$96.89
Canon Solutions Vermont	Black Photocopier	3,315,459	\$0.00346	\$11,471.49	\$0.00347	\$11,504.64
Canon Solutions Vermont	Color Network Printer	926	\$0.01179	\$10.92	\$0.01183	\$10.95
Canon Solutions Vermont	Color Photocopier	335,579	\$0.00723	\$2,426.24	\$0.00725	\$2,432.95
Canon Solutions Vermont - MDS	Black Network Printer	305,320	\$0.01179	\$3,599.72	\$0.01183	\$3,611.94
Canon Solutions Vermont - MDS	Color Laser MFP	4,983	\$0.01912	\$95.27	\$0.01918	\$95.57
Canon Solutions Vermont - MDS	Color Network Printer	7,559	\$0.01179	\$89.12	\$0.01183	\$89.42
<b>Total</b>		<b>3,978,016</b>	<b>\$0.00447</b>	<b>\$17,789.32</b>	<b>\$0.00449</b>	<b>\$17,842.37</b>

## 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 0.03%.**

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Canon Solutions Vermont	Color Network Printer	2,245	\$0.10486	\$235.41	\$0.10517	\$236.11
Canon Solutions Vermont	Color Photocopier	483,436	\$0.05238	\$25,322.38	\$0.05254	\$25,399.73
Canon Solutions Vermont - MDS	Color Laser MFP	7,140	\$0.12750	\$910.35	\$0.12788	\$913.06
Canon Solutions Vermont - MDS	Color Network Printer	11,719	\$0.10486	\$1,228.85	\$0.10517	\$1,232.49
<b>Total</b>		<b>504,540</b>	<b>\$0.05490</b>	<b>\$27,696.99</b>	<b>\$0.05506</b>	<b>\$27,781.38</b>

## Reprographic Equipment Assessment

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

<b>Total Number of Units</b>	<b>89</b>
<b>Total Number of Units on Lease</b>	<b>80</b>
<b>Total Number of Units Owned</b>	<b>9</b>
<b>Lease Company</b>	<b>Norway Savings Bank</b>
<b>Lease Start Date</b>	<b>09/01/2016</b>
<b>Lease End Date</b>	<b>08/01/2021</b>
<b>Term</b>	<b>5 Annual</b>
<b>Annual Payment usually due on 8/1</b>	<b>\$62,506.23</b>
<b>Remaining Payments</b>	<b>1</b>

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

## Leased Equipment

Building	Make/Model	Serial Number
Franklin Central	Canon IR ADV 8585	SWN01382
Franklin Central	Canon IR ADV 8585	SWN01383
Franklin Central	Canon IRC5540	WHG01973
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVB07104
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVB07105
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVB07110
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVB07115
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVB07166
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVB07632
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVB07643
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVF08838
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVF08868
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVF08973
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVF08974
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVF08982
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVF08984
Highgate Elementary	HP Laser Jet Pro M402dw	PHBVH02517
Highgate Elementary	Canon IR ADV 8585	SWN01325
Highgate Elementary	Canon IR ADV 8585	SWN01379
Highgate Elementary	Canon IR ADV 8585	SWN01384
Highgate Elementary	Canon IR ADV 8585	SWN01385
Highgate Elementary	HP Color Laser Jet M452dw	VNB3D11036
Highgate Elementary	HP Color Laser Jet M452dw	VNB3P09900
Highgate Elementary	HP Color Laser Jet M452dw	VNB3P13899
Highgate Elementary	Canon IRC5540	WHG01469
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVB07116
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVB07117
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVB07123
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVB07124
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVB07628
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVB07642
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVB07647



Building	Make/Model	Serial Number
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF08961
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF08969
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF08972
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF08975
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF08976
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF08977
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF08978
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF08980
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF08986
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF08987
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF08988
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF09030
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF09031
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF09034
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF09036
MVU Middle/High	HP Laser Jet Pro M402dn	PHBVF09041
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF09046
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF09047
MVU Middle/High	HP Laser Jet Pro M402dw	PHBVF09053
MVU Middle/High	Canon IR ADV 4251	RKP08322
MVU Middle/High	Canon IR ADV 4251	RKP08378
MVU Middle/High	Canon IR ADV 4251	RKP08470
MVU Middle/High	Canon IR ADV 8585	SWN01386
MVU Middle/High	Canon IR ADV 8585	SWN01387
MVU Middle/High	Canon IR ADV 8585	SWN01388
MVU Middle/High	Canon IR ADV 8585	SWN01389
MVU Middle/High	Canon IR ADV 8585	SWN01390
MVU Middle/High	Canon IR ADV 8585	SWN01391
MVU Middle/High	Canon IR ADV 8585	SWN01392
MVU Middle/High	HP Color Laser Jet M452dw	VNB3P09908
MVU Middle/High	HP Color Laser Jet M452dw	VNB3P13811
MVU Middle/High	HP Color Laser Jet M452dw	VNB3P13900
MVU Middle/High	Canon IRC5540	WHG01060

Building	Make/Model	Serial Number
MVU Middle/High	Canon IRC5540	WHG01497
SU 21 District Offices	Canon LBP351DN	NEQA002249
SU 21 District Offices	Canon LBP351DN	NEQA002259
SU 21 District Offices	Canon LBP351DN	NEQA002262
SU 21 District Offices	Canon LBP351DN	NEQA002268
SU 21 District Offices	Canon IR ADV 8585	SWN01332
SU 21 District Offices	Canon IRC5540	WHG00846
SU 21 District Offices	Canon IR C5550	WXD02856
Swanton Elementary	HP Laser Jet Pro M402dw	PHBVB07119
Swanton Elementary	HP Laser Jet Pro M402dw	PHBVF08971
Swanton Elementary	HP Laser Jet Pro M402dw	PHBVF09044
Swanton Elementary	Canon IR ADV 8585	SWN01380
Swanton Elementary	Canon IR ADV 8585	SWN01381
Swanton Elementary	Canon IR C5550	WXD02804
Swanton Elementary	Canon IR C5550	WXD02864

## Owned Equipment

Building	Make/Model	Serial Number
Highgate Elementary	HPLaser Jet Pro M402dw	PHBVB07640
MVU Middle/High	HPLaser Jet Pro M402dw	PHBVC07812
MVU Middle/High	HPLaser Jet Pro M401dne	PHGFD01161
MVU Middle/High	HPLaser Jet 400 M401n	VNG3F56972
SU 21 District Offices	HPLaser Jet 600 M604	CNBCH6T0FD
Swanton Elementary	HPLaser Jet Pro M401dne	PHGFD13577
Swanton Elementary	HPLaser Jet Pro M401dne	PHGFD13585
Swanton Elementary	HPLaser Jet Pro M401dne	PHGFF17789
Swanton Elementary	CanonMF735Cdw	WTL17710

## STARDoc User Names

Name	User Name
Becky Hart	becky.hart@mvsdschools.org
Christie Mitchell	christie.mitchell@mvsdschools.org
Dan Palmer	daniel.palmer@mvsdschools.org
Jay Hartman	jay.hartman@mvsdschools.org
Jenn Desorgher	jennifer.desorgher@mvsdschools.org
Jerry Bowers	jerry.bowers@mvsdschools.org
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Lora McAllister	lora.mcallister@mvsdschools.org
Robert Gervais	robert.gervais@mvsdschools.org
Sylvia Gagne	sylvia.gagne@mvsdschools.org



## 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 63 clients with over 3,700 devices doing more than **155** million copies and prints per year. We purchase approximately 1,100 units annually with 80 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

- STARDoc: System for Tracking And Reporting Documents.
- 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.
- STARDoc 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.
- 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.



## Benefits of partnering with SPC

### 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 1989, saving millions of dollars along the way.**

***Based on current actual volumes and CPCs, SPC has generated Annual Savings of more than \$2 million for all of our clients. That translates into Savings of more than \$10 million over five years!***



## SPC Values Our Vendors

### **Overall Benefits to our VENDORS**

- Opportunities brought to you - Over 1,100 units purchased annually running over 80 million prints!
- 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..



## SPC Values Our Vendors

### 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.
- STARDoc: System for Tracking And Reporting Documents... Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

### Why do some vendors hesitate to bid?

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

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





## STARDoc Features

### Cost Projection by Department or Building

- 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
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Non-reporting device listing for devices that haven't reported for more than 2 weeks
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectore, Apple TVs)

### Floorplan Administration

Who Benefits? Business Manager and IT

- Allows IT and Business Manager to move devices around on Floorplan
- 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 STARDoc
- Toggle Email all (Toner, Service Monthly Audits)



## STARDoc Features

### Device Listing Page

- 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

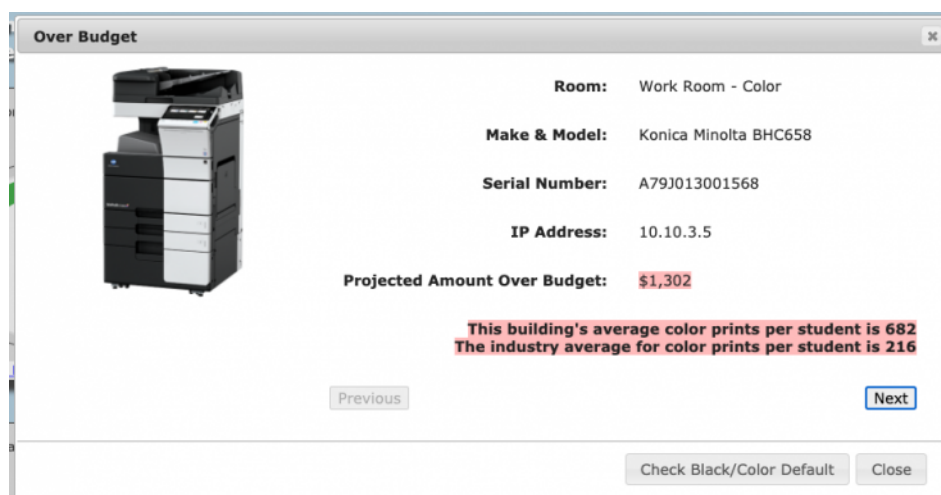
### Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client

### Over-Budget Report

- Request service history on any machine right through STARDoc.
- Catch overused equipment early, before equipment begins to break down due to overuse.



## SPC'S CLIENT WARRANTY AND RELIEF INSURANCE FUND

### AVAILABLE IMMEDIATELY!

#### WHY IS IT NEEDED?

With the recent pandemic, schools and businesses shut down. We are now seeing massive credits overall owed in the vicinity of \$389,820.78!\* However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news to our clients, 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.

*CREDITS ANTICIPATED JUNE 30, 2020	
A-COPI (Owned by Visual Edge)	(\$77,605.18)
AXIS	(\$16,858.50)
BUDGET	(\$20,200.73)
CANON	(\$31,240.99)
KMBS	(\$154,659.88)
NATIONAL	(\$38,961.67)
OSV (Owned by Visual Edge)	(\$64,920.06)
RICOH	(\$3,432.44)
SYMQUEST (Owned by KMBS)	(\$11,027.80)
XEROX	(\$913.53)
<b>TOTAL UNUSED</b>	<b>(\$389,820.78)</b>