

**Nashua School District**  
**Dan Donovan**  
**P.O. Box 687**  
**Nashua, NH 03061**  
**Five-Year Basis beginning with the 2015/2016 Fiscal Year**

**Copies-per-Year: 32,425,339**

**Present vs. Proposed Recommendations as of 11/1/2015**

**PRESENT SITUATION**

- 1) Guarantees on Photocopiers...8/1/2016
- 2) Annual Price Ceilings Left... 8/1/2016
- 3) High Volume Console Units...38
- 4) Units to be Traded...373
- 5) Photocopiers...109
- 6) Network Printers....330 w/ 75 Color & 13 Inkjets
- 7) Color Photocopiers Networked ...14

Total number of Units...439

- 8) Duplex's...109
- 9) Sorter's...439
- 10) Finisher's...70

**PROPOSED SITUATION**

- 1) Guarantees for both New, Recons & Used Photo's...Five+ Years
- 2) 5% or CPI Annual Ceilings, whichever is less...Five+ Years
- 3) High Volume Console Units with 3 Million plus...41
- 4) Replaced 283 New (Not Including Ink Jet replacement) & 10 Recon
- 5) Photocopiers...92
- 6) Network Printers...309 w/ 63 Color
- 7) Low Cost Color Photocopiers Networked...32

Total number of Units...404 CO 35 Due to Combining

8) Duplex's... 92

9) Sorter's... 404

10) Finisher's... 73

**Overall Description of Equipment Fleet:**

Presently, you have **Ten different Manufacturers & Dozens of different Models of Low end Network Printers** that are costing you from \$0.12 for Ink Jet & \$0.035 per black print. Color prints are costing you as high as \$0.40 per print! The new arrangement will shift to One manufacturer with just one company servicing everything. This will greatly reduce cost and improve reliability.

**Capital:**

Presently, you have **one** municipal lease that will be paid off on 8-1-2015. With the new arrangement, you will again have **one** 'municipal' master lease at 2.89% interest. Your first of five annual lease payments will be due on August 1st 2016. A legal opinion from SPC's bond counsel (John Larouche in Augusta ME) will be done on this lease transaction. This will assure that all documents are prepared correctly and signed by the appropriate school and bank officials, and that the lease purchase is a tax-exempt obligation with no premium payable by the school district for prepayment. At your own expense, you can have your own bond counsel also review the documents which would simply duplicate this service.

**Service & Supplies:**

Considering all of your consumable cost centers including service you are averaging **\$0.004736 for black and \$0.070263 for Color**. The new contract will come in at a CPC of **\$0.003424 for Black and \$0.044042 for Color**.

**Vendor Packages:**

SPC has brought to you **Five** different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bid combination, which is **KMBS (Current Vendor) with Konica Minolta for Copiers & Printers (Keeping lower volume Canon's)**.

<u>Cost Center</u>	<u>Present</u>	<u>Proposed*</u>	
1. Service & Supplies Color Photo only	\$74,370.12	\$48,305.61	
2. Service & Supplies Black Photo only	\$147,859.70	\$109,125.18	
3. Annual Muni Lease (5 Annual Payments)	\$81,285.98	\$160,188.56 (Excluding Ink Jet Units noted below)	
4. Forced Upgrade (Older Units not on Lease)	\$52,200.00	\$00.00	
Totals	\$355,715.80	\$317,619.35	Savings per Year \$38,096.42
<b><u>Ink Jet Package (30 Units)</u></b>			
Color Prints	\$63,996.00	\$7,818.19	Savings per Year \$56,177.81
Black Prints	\$20,052.00	\$1,024.32	Savings per Year \$19,027.68
Lease Cost	\$00.00	\$7,176.55	Total Savings \$68,028.94 with the lease cost included

\*Although the lease cost does go up the service and supply cost savings offsets the increase. Note that with the last upgrade only **109 New units were purchased while 283 New units** are part of the new 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 'Cost per Copy' billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th 2017**. 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: Wiping out old data on trade out units has been included in the package.**