Specialized Purchasing Consultants
1491 East Side River Road
Dummer, NH 03588
(800)750-1538

·SPC·

FY22
Annual
Report

With FY23 Projections

Marion Moore
NHSAU 03 - Berlin Public Schools
183 Hillside Avenue
Berlin, NH 03570

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

October 2022

Marion Moore
NHSAU 03 - Berlin Public Schools
183 Hillside Avenue
Berlin, NH 03570

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Marion:

Specialized Purchasing Consultants is pleased to present your FY22 Annual Report, taking a look at where we are in recovering from the pandemic restrictions and changes, and looking ahead to continued cost savings and recommendations to maintain your equipment and ensure your vendors are giving the best service possible.

The past few years were unprecedented with the restrictions brought on by the pandemic, and this year was no exception. Because of the delays brought on by the pandemic we chose to submit our copier bid in February rather than wait until March/April. This proved to be a good move for many reasons.

The industry continues to experience major backorder issues on equipment, something we've not had to deal with in years past. Bidding early meant boards could approve results and orders could be placed early. We were also able to lock in new service and supply pricing for existing equipment while orders were delayed so as not to disrupt budgets already established for the new fiscal year based on upgrading equipment.

Even after our bids were received and awarded, though, one major vendor wanted to increase their pricing because of the increased inflation rate that took place after the bid process. We were able to negotiate with them and hold the pricing we received back in February. Again, starting the bid process early proved to be a positive move.

Finally, while the industry experienced an over 9% inflation rate, SPC was able to continue to hold down service and supply costs for all of our clients because of SPC's allowable CPC increase cap of 5%.

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

"Protecting Your Copier Interests"

TABLE OF CONTENTS

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 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.

Alex Webster
### Operations, Marketing & IT Manager

Alex is involved in every aspect of SPC. He actively seeks to improve the cooperative bid process and is continually seeking to improve the buying power in New England. Alex organizes and prepares the bids for new and existing clients, tabulates the results, and presents them to our clients. He also maintains our office equipment and utilizes the latest technology to maintain STARDoc and FM Audit so our clients always have access to valuable information on their equipment.

Pam Weed
Client-Vendor Relations

Pam helps maintain a good relationship between clients and vendors, overseeing warranty complaints and replacements, equipment upgrades and changes, end-of-year meter collection and billing, and Annual Reports. Pam also assists with marketing SPC services.

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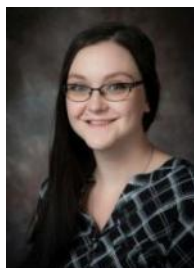
Kelly is a valuable asset to the SPC Finance Department. Her versatility in managing various aspects of accounting, lease documentation, and service and supply contracts benefits her team and the clients she works with.

Heidi Tilton
Office Support

Heidi assists with bookkeeping and billing for both clients and vendors, processing payments, contact information updates, and other office support.

Sue Penney
Administrative & Finance Manager

Sue coordinates and oversees all billing, leases, and contracts. Her decades of financial expertise benefit the Billing Team by her attention to detail and ability to prioritize to ensure accuracy and timeliness of all finance projects.

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 ensuring equipment surveys, installations, and trades go smoothly, coordinating with clients and vendors and maintaining a schedule that is beneficial for all. Jamin also assists Alex in many technical areas such as maintaining STARDoc and FM Audit as well as with computer maintenance.

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 SPC Roadmap

- STARDoc Upgrade: Process is in place to give STARDoc a more modern facelift.

EQUIPMENT HEALTH STATUS

Total Number of Machines	**110**
Total Black Photocopiers & MFPs:	91
Total Color Photocopiers & MFPs:	13
Total Black Network Printers:	0
Total Color Network Printers:	6
Total Removed From Service:	0
# of Units Not in Use for FY22	**1**
# of Units OFF Warranty**	0
# of Units Approaching End of Warranty	0
# of Units Overused	0
# of Units Underused	0
Contract Commencement Date	05/15/2020
All Warranties and Service Contracts Expire	06/30/2025
# of Annual Payments Left on Lease	0

**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 Marion,

 Despite increased inflation and a continued backlog of orders – unprecedented in SPC history – SPC managed to maintain the buying power we established three decades ago and keep equipment and service & supply pricing lower than anything found in the industry.

 Because equipment continues to be backordered, SPC will again put our equipment bid out to our vendors in February of 2023 rather than wait until April or May. This allows SPC to lock in low pricing before increases take effect, for vendors to get orders placed early, and for client budgets to be planned for the new fiscal year.

 We believe your current service & supply pricing can be lowered and it could result in a savings of color costs alone of about $20,132.21 over a five-year period.

 A specific concern is your Color usage. Currently, your district averages 400 copies per student while the industry average is 243 (See pages 13 & 14). This is 64% higher than the industry. In 2020 & 2021, SPC aggressively started to add Papercut in an effort to successfully bring color usage under control. We are able to do this without adding to your overall budget (See page 48).

 We can discuss this and other concerns at our meeting.
Sincerely, Skip

NHSAU 03 – Berlin Public Schools
Marion Moore
183 Hillside Ave, Berlin NH, 03570
Five-Year Basis beginning with the 2020/2021 Fiscal Year

Copies-per-Year: 3,056,722

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

PRESENT SITUATION	PROPOSED SITUATION
1) Guarantees on Photocopiers: **6-30-2020**	1) Guarantees for both New, Recons & Used Machines: **Five + Years**
2) Annual Price Ceilings Left: **6-30-2020**	2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
3) Console Copiers with 3 million plus: 6	3) Console Copiers with 3 Million plus: **15**
4) Units to be Traded: 118	4) Replaced: **117 New**
5) Photocopiers: 19	5) Photocopiers: **18 with Secure Print/Confidential Mailbox**
6) Color Photocopiers: 9	6) Color Photocopiers: **9**
7) MFPs: 64	7) MFPs: **97 with 0 Color**
8) Printers: 35	8) Printers: **6 with 3 Color & 0 MICR**
9) Duplexers: 114	9) Duplexers: **121**
10) Finishers: 18	10) Finishers: **18**
Total number of Units: 118	Total number of Units: **121**

Overall Description of Equipment Fleet:
Presently, you have three different manufacturers & fourteen different models of low-end network printers. The **new arrangement** you will far fewer models and one manufacturer with one vendor servicing everything. This will greatly reduce cost and improve reliability.

Capital:
Presently, you have **one** municipal lease that was paid off. With the new arrangement, you will pay cash for all of the equipment.

Service & Supplies:
Considering all of your consumable cost centers including service you are averaging **$0.005295 for black and $0.062881 for Color**. The new contract will come in at a CPC of **$0.005290 for Black and $0.042266 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:

	Cost Center	Present	Canon VT
1.	**Service & Supplies Color Photo only:**	**$24,306.72**	**$16,338.06**
2.	**Service & Supplies Black Photo only:**	**$13,977.99**	**$13,964.86**
3.	**Straight Line Depreciation:**	**$00.00**	**$45,841.33**
4.	**Forced Upgrades (112 Owned Devices):**	**$59,575.00**	**$00.00**
	Totals:	**$97,859.71**	**$76,144.25**

* Note that with the last upgrade only **108 New units ($47,900.60 for 6 payments + $4,984.17 at 5 Payments)** were purchased while **121 New units** are part of the new 5 year straight line depreciation.

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.

NON-CONTRACTED DEVICES

Make - Model	Serial Number	IP Address	Last Update
BROTHER MFC-J6920DW	U63571J6FI74049	172.16.8.138	2022-10-09 13:02:35
CANON MF540 Series	2SQ02638	172.16.9.7	2022-10-09 13:02:35
EPSON SC-P900 Series	X7WM001017	172.16.12.219	2022-10-09 13:02:35
HP DesignJet T730	CN81A6M00J	172.16.13.130	2022-05-25 13:02:33
HP Photosmart 7520 series	CN28E2B1VP05XX	172.16.13.66	2022-10-09 13:02:35
HP Photosmart 7520 series	CN37G4B0K805YY	172.16.13.207	2022-10-09 13:02:35
HP Photosmart 7520 series	CN37G4B0KN05YY	172.16.13.206	2022-10-09 13:02:35
HP Photosmart 7520 series	CN37G4B0N605YY	172.16.13.205	2022-10-09 13:02:35

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
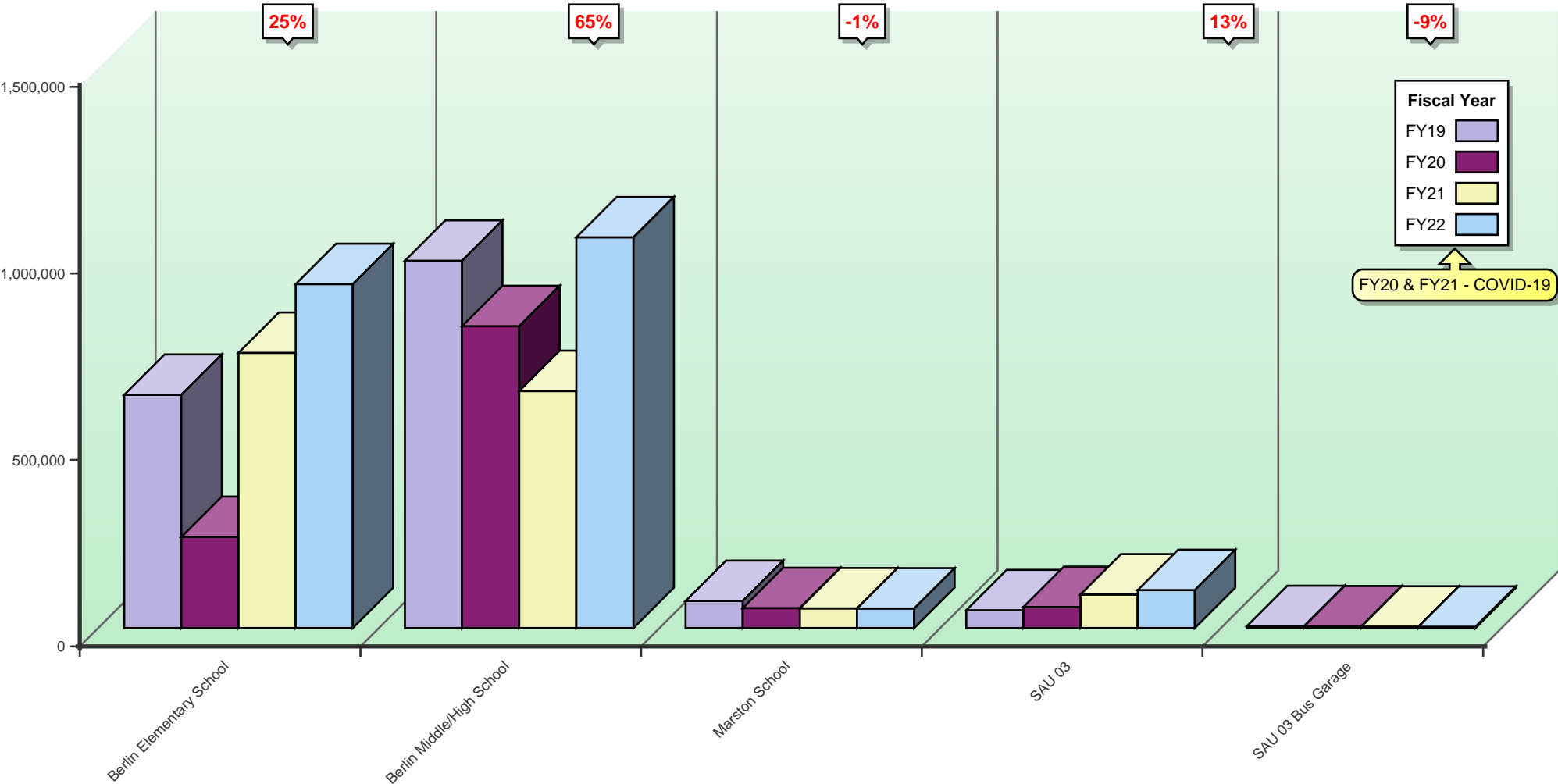
ANNUAL BLACK VOLUME OVERALL
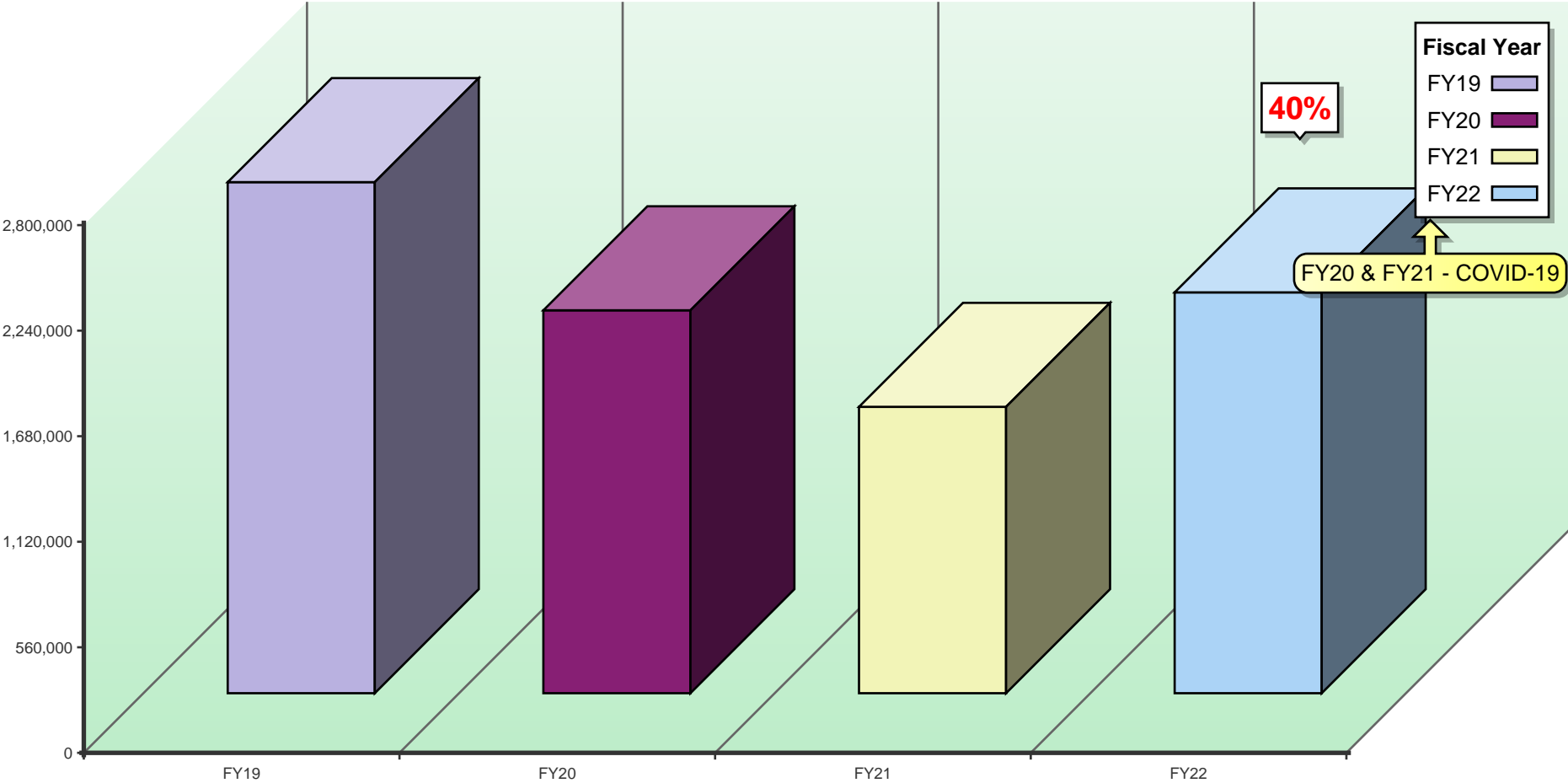
% amount equals the overall increase or decrease between Previous Year & Current Year

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
Berlin Elementary School	449	921,984	$34,732.00	2,053	$77.35
Berlin Middle/High School	602	1,047,330	$38,122.40	1,740	$63.33
Marston School	0	52,269	$1,936.86	0	$0.00
SAU 03	0	101,699	$4,111.41	0	$0.00
SAU 03 Bus Garage	0	3,466	$154.83	0	$0.00
Totals	**1,051**	**2,126,748**	**$79,057.50**	**2,024**	**$75.22**

*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	83,741	149,723,855	$3,872,721.04	1,788	$46.25

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

FY22: 1,788
FY21: 1,284 — COVID-19 Full year
FY20: 1,778
FY19: 2,291
FY18: 2,344
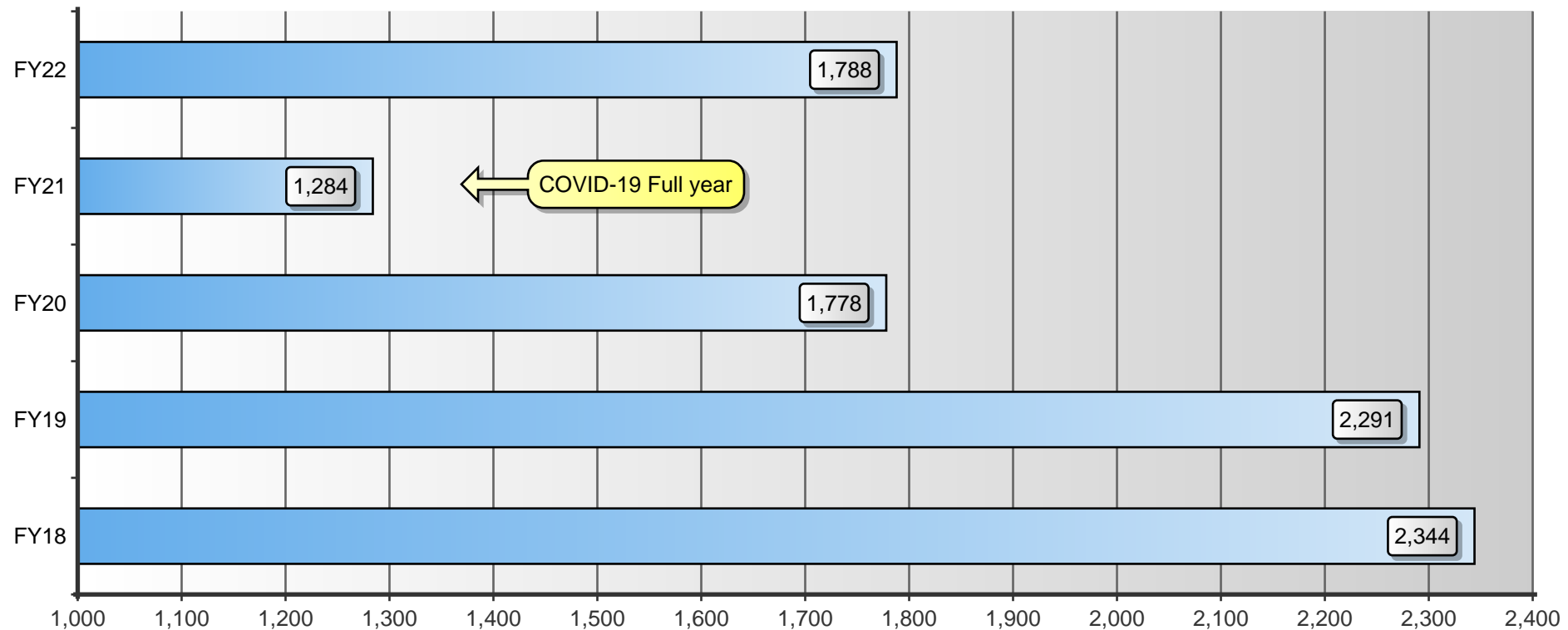
ANNUAL COLOR VOLUME BY LOCATION
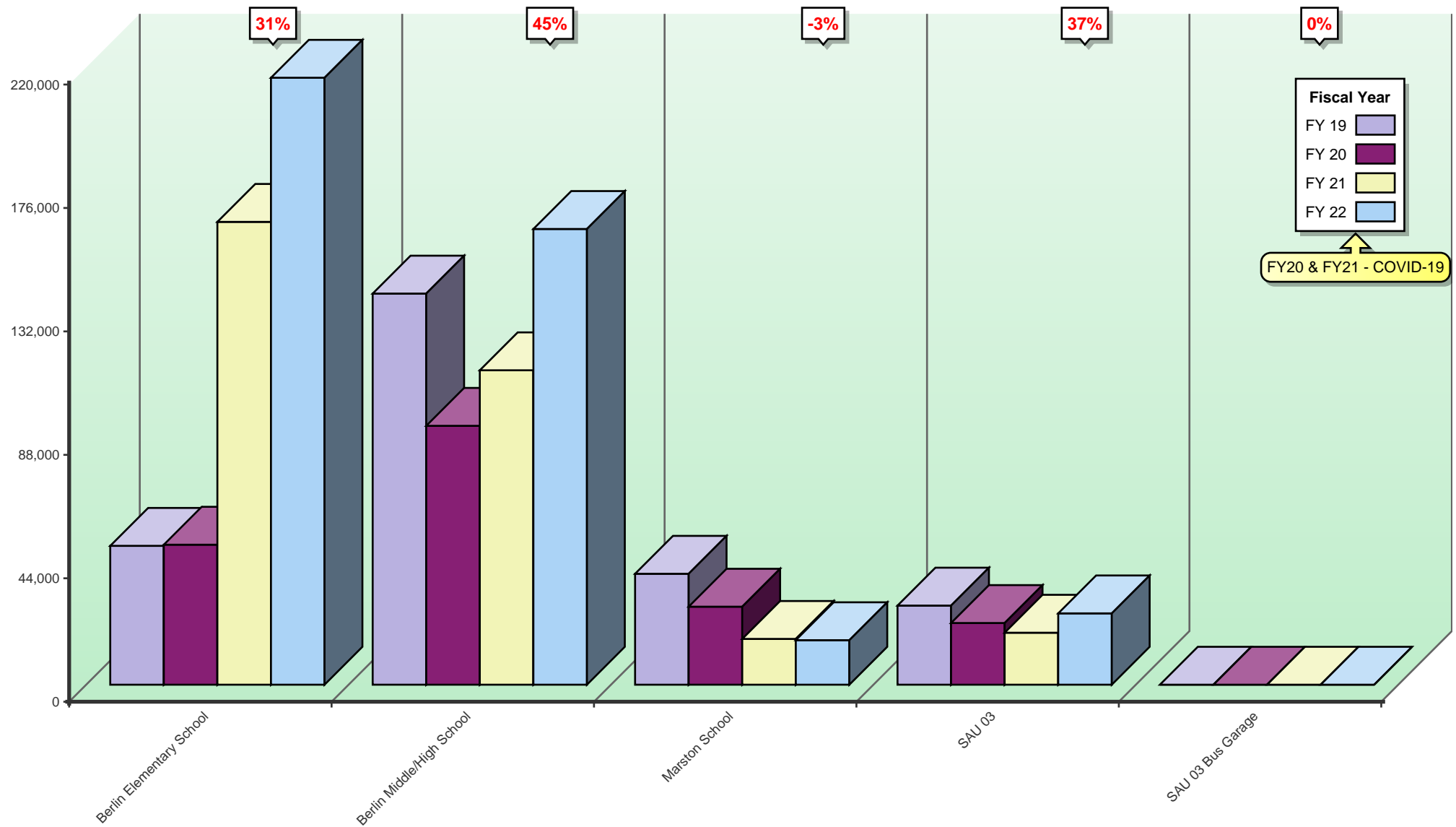
ANNUAL COLOR VOLUME OVERALL
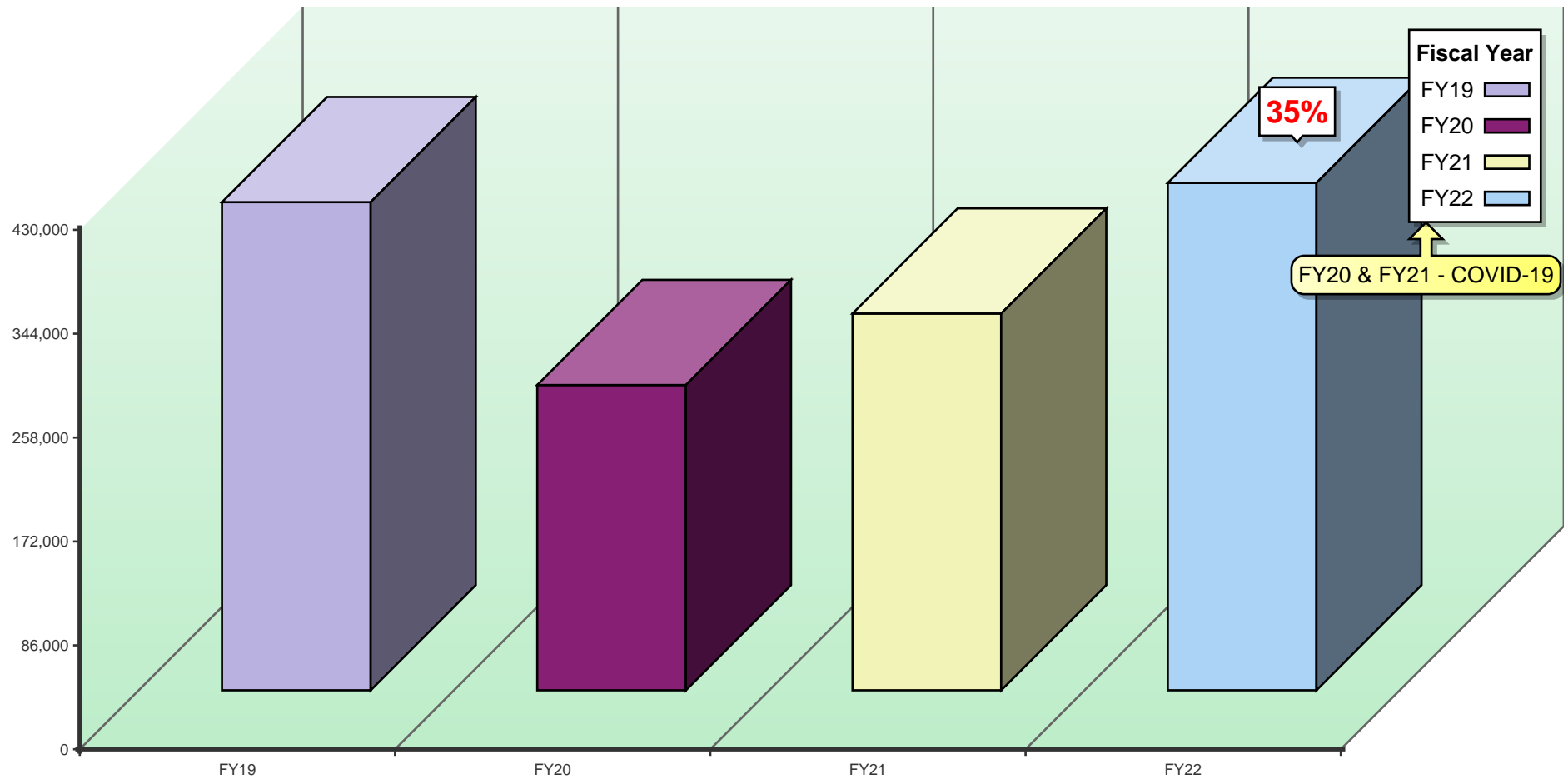
% amount equals the overall increase or decrease between Previous Year & Current Year

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
Berlin Elementary School	449	216,339	$10,880.89	482	$24.23
Berlin Middle/High School	602	162,442	$8,819.53	270	$14.65
Marston School	0	15,864	$663.91	0	$0.00
SAU 03	0	25,422	$1,063.91	0	$0.00
SAU 03 Bus Garage	0	0	$0.00	0	$0.00
Totals	**1,051**	**420,067**	**$21,428.25**	**400**	**$20.39**

*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 63 of STARDoc Features. Current industry ratio averages 243 color prints per student per year. Your color volume this year averages 400 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

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	83,741	20,378,027	$929,875.30	243	$11.10

*Total District Cost refers to the cost of Service, Supplies, and Paper. Equipment is calculated only into the Black Volume.
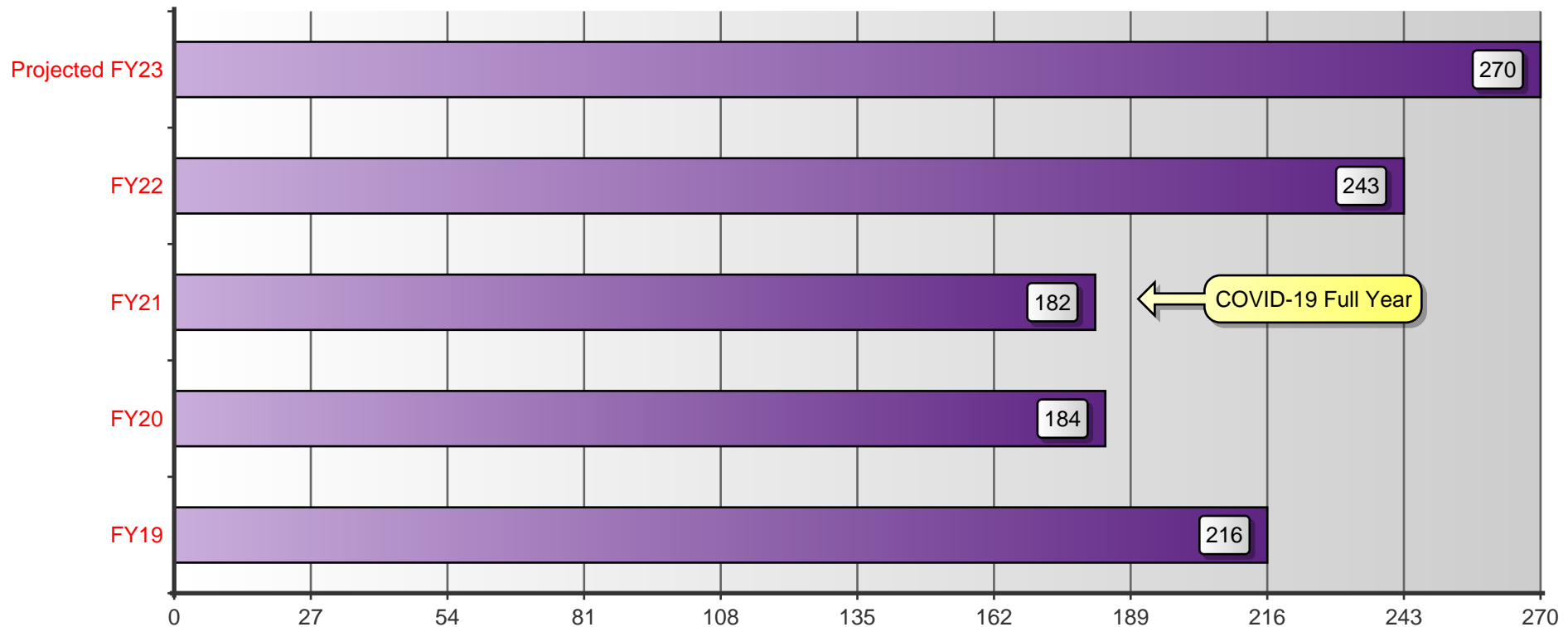
COLOR-TO-TOTAL VOLUME COMPARISON
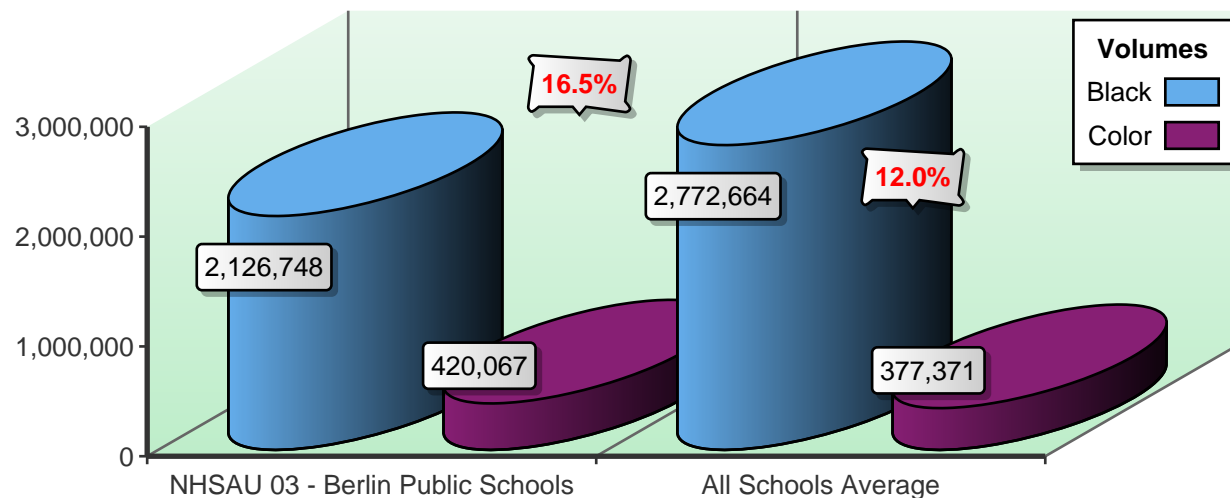
SPC Analysis

Despite the significant drop in color usage over the past two years, color usage has not only recovered, it has soared. FY22 increased average color usage by 33% over FY21. Obviously, some color printing is necessary, but if it is not properly monitored it could negatively impact 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 Equipment 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.

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: 05/15/2020

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations

Berlin Elementary School

Custodian 1st Floor East Wing

Canon imageClass MF543dw / 45 PPM	893	1,620	727	$0.01385	None at this time.
2SQ02664 /				$10.07	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Custodian's Office West

Canon imageClass MF543dw / 45 PPM	871	1,444	573	$0.01385	None at this time.
2SQ02753 /				$7.94	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

East Wing Nurse

Canon imageClass MF543dw / 45 PPM	1,660	3,325	1,665	$0.01385	None at this time.
2SQ02983 /				$23.06	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
East Wing Office					
Canon IR C5550i / 50 PPM	38,544	87,850	49,306	$0.00400	None at this time.
2JH06389 /				$197.22	
3,000,000 / 02/2019	23,368	46,168	22,800	$0.03986	
Color Photocopier / CSA-VT				$908.81	
Gym Office					
Canon imageClass MF543dw / 45 PPM	1,062	2,532	1,470	$0.01385	None at this time.
2SQ02860 /				$20.36	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Library					
Canon IR C5550i / 50 PPM	137,258	303,560	166,302	$0.00400	None at this time.
2JH05622 /				$665.21	
3,000,000 / 02/2019	46,775	122,827	76,052	$0.03986	
Color Photocopier / CSA-VT				$3,031.43	
Room 100					
Canon imageClass MF543dw / 45 PPM	5,863	14,679	8,816	$0.01385	None at this time.
2SQ02989 /				$122.10	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 201					
Canon imageClass MF543dw / 45 PPM	9,326	23,777	14,451	$0.01385	None at this time.
2SQ02755 /				$200.15	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 203					
Canon imageClass MF543dw / 45 PPM	4,781	14,451	9,670	$0.01385	None at this time.
2SQ02985 /				$133.93	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 205					
Canon imageClass MF543dw / 45 PPM	13,441	29,246	15,805	$0.01385	None at this time.
2SQ02861 /				$218.90	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 207					
Canon imageClass MF543dw / 45 PPM	2,191	6,265	4,074	$0.01385	None at this time.
2SQ02862 /				$56.42	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 208					
Canon imageClass MF543dw / 45 PPM	4,817	8,995	4,178	$0.01385	None at this time.
2SQ02853 /				$57.87	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 210					
Canon imageClass MF543dw / 45 PPM	3,980	10,201	6,221	$0.01385	None at this time.
2SQ02855 /				$86.16	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 211					
Canon imageClass MF543dw / 45 PPM	10,894	21,001	10,107	$0.01385	None at this time.
2SQ02764 /				$139.98	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 302					
Canon imageClass MF543dw / 45 PPM	3,418	11,220	7,802	$0.01385	None at this time.
2SQ02762 /				$108.06	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 304					
Canon imageClass MF543dw / 45 PPM	2,114	10,093	7,979	$0.01385	None at this time.
2SQ02758 /				$110.51	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 305					
Canon imageClass MF543dw / 45 PPM	2,216	11,896	9,680	$0.01385	None at this time.
2SQ02761 /				$134.07	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 307					
Canon imageClass MF543dw / 45 PPM	9,540	17,845	8,305	$0.01385	None at this time.
2SQ02767 /				$115.02	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 308					
Canon imageClass MF543dw / 45 PPM	14,662	26,133	11,471	$0.01385	None at this time.
2SQ02857 /				$158.87	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 310					
Canon imageClass MF543dw / 45 PPM	1,816	5,233	3,417	$0.01385	None at this time.
2SQ02712 /				$47.33	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 311 Special Ed					
Canon imageClass MF543dw / 45 PPM	2,135	6,403	4,268	$0.01385	None at this time.
2SQ02759 /				$59.11	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 405					
Canon imageClass MF543dw / 45 PPM	3,431	7,038	3,607	$0.01385	None at this time.
2SQ02768 /				$49.96	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 406 Art					
Canon imageCLASS LBP664Cdw / 28 PPM	1,551	2,800	1,249	$0.01385	None at this time.
NPAA103536 /				$17.30	
500,000 / 05/2019	1,986	3,153	1,167	$0.11286	
Color Network Printer / CSA-VT				$131.71	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 501					
Canon imageClass MF543dw / 45 PPM	1,313	8,960	7,647	$0.01385	None at this time.
2SQ02760 /				$105.91	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 502					
Canon imageClass MF543dw / 45 PPM	13,275	26,400	13,125	$0.01385	None at this time.
2SQ02027 /				$181.78	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 504					
Canon imageClass MF543dw / 45 PPM	6,879	17,228	10,349	$0.01385	None at this time.
2SQ02293 /				$143.33	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 507					
Canon imageClass MF543dw / 45 PPM	6,617	15,413	8,796	$0.01385	None at this time.
2SQ02259 /				$121.82	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations

Room 509

Canon imageClass MF543dw / 45 PPM	5,002	12,014	7,012	$0.01385	None at this time.
2SQ02456 /				$97.12	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Room 511

Canon imageClass MF543dw / 45 PPM	1,519	9,044	7,525	$0.01385	None at this time.
2SQ02656 /				$104.22	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Room 512

Canon imageClass MF543dw / 45 PPM	1,468	4,075	2,607	$0.01385	None at this time.
2SQ02655 /				$36.11	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Room 513

Canon imageClass MF543dw / 45 PPM	1,940	3,927	1,987	$0.01385	None at this time.
2SQ02657 /				$27.52	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 514					
Canon imageClass MF543dw / 45 PPM	10,280	16,299	6,019	$0.01385	None at this time.
2SQ02765 /				$83.36	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 601					
Canon imageClass MF543dw / 45 PPM	14,752	42,516	27,764	$0.01385	None at this time.
2SQ02660 /				$384.53	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 603					
Canon imageClass MF543dw / 45 PPM	4,040	11,780	7,740	$0.01385	None at this time.
2SQ02766 /				$107.20	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 604					
Canon imageClass MF543dw / 45 PPM	3,798	7,431	3,633	$0.01385	None at this time.
2SQ02257 /				$50.32	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations

Room 606

Canon imageClass MF543dw / 45 PPM	4,530	14,440	9,910	$0.01385	None at this time.
2SQ02068 /				$137.25	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Room 609

Canon imageClass MF543dw / 45 PPM	14,969	39,038	24,069	$0.01385	None at this time.
2SQ02485 /				$333.36	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Room 610

Canon imageClass MF543dw / 45 PPM	5,039	16,387	11,348	$0.01385	None at this time.
2SQ02451 /				$157.17	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Room 612

Canon imageClass MF543dw / 45 PPM	2,644	6,687	4,043	$0.01385	None at this time.
2SQ02987 /				$56.00	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Teachers' Room East					
Canon IR C5550i / 50 PPM	83,038	154,287	71,249	$0.00400	None at this time.
2JH05538 /				$285.00	
3,000,000 / 02/2019	57,183	119,506	62,323	$0.03986	
Color Photocopier / CSA-VT				$2,484.19	
Teachers' Room East					
Canon IR 8585i / 85 PPM	57,743	117,960	60,217	$0.00400	None at this time.
YGS00801 /				$240.87	
5,000,000 / 05/2019	0	0	0	$0.00000	
Black Photocopier / CSA-VT				$0.00	
Teachers' Room West					
Canon imageCLASS LBP664Cdw / 28 PPM	5,024	11,798	6,774	$0.01385	None at this time.
NPAA102961 /				$93.82	
500,000 / 05/2019	13,195	35,865	22,670	$0.11286	
Color Network Printer / CSA-VT				$2,558.54	
Teachers' Room West					
Canon IR 8585i / 85 PPM	176,189	415,267	239,078	$0.00400	None at this time.
YGS00809 /				$956.31	
5,000,000 / 05/2019	0	0	0	$0.00000	
Black Photocopier / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
West Wing Office					
Canon imageClass MF543dw / 45 PPM	2,107	4,047	1,940	$0.01385	None at this time.
2SQ02661 /				$26.87	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
West Wing Office					
Canon IR C5550i / 50 PPM	39,124	77,133	38,009	$0.00400	None at this time.
2JH05465 /				$152.04	
3,000,000 / 02/2019	22,466	53,793	31,327	$0.03986	
Color Photocopier / CSA-VT				$1,248.69	

	Subtotal Black	921,984	$6,621.49	
	Subtotal Color	216,339	$10,363.37	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations

Berlin Middle/High School

Athletics Office

Canon imageClass MF543dw / 45 PPM	2,926	5,279	2,353	$0.01385	None at this time.
2SQ02658 /				$32.59	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP/CSA-VT				$0.00	

Cafeteria Office

Canon imageCLASS MF746Cdw / 28 PPM	4,031	10,938	6,907	$0.01385	None at this time.
2QL23554 /				$95.66	
500,000 / 05/2019	4,428	11,412	6,984	$0.11286	
Color Laser MFP / CSA-VT				$788.21	

CTE Office

Canon IR C5540i / 40 PPM	22,669	42,909	20,240	$0.00400	None at this time.
2JV03566 /				$80.96	
1,000,000 / 01/2019	10,595	24,770	14,175	$0.03986	
Color Photocopier / CSA-VT				$565.02	

Custodian's Room

Canon imageClass MF543dw / 45 PPM	549	1,209	660	$0.01385	None at this time.
2SQ02675 /				$9.14	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Guidance Hall					
Canon IR C5540i / 40 PPM	18,429	39,579	21,150	$0.00400	None at this time.
2JV03572 /				$84.60	
1,000,000 / 01/2019	17,032	38,688	21,656	$0.03986	
Color Photocopier / CSA-VT				$863.21	
Guidance Office - Nancy					
Canon imageClass MF543dw / 45 PPM	6,467	15,234	8,767	$0.01385	None at this time.
2SQ02659 /				$121.42	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Gym					
Canon imageClass MF543dw / 45 PPM	1,568	4,000	2,432	$0.01385	None at this time.
2SQ02673 /				$33.68	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
High School Teachers' Room					
Canon IR 6575i / 75 PPM	73,589	270,831	197,242	$0.00400	None at this time.
3EH00659 /				$788.97	
4,000,000 / 02/2019	0	0	0	$0.00000	
Black Photocopier / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Hot Swap					
Canon imageClass MF543dw / 45 PPM	73,589	73,589	0	$0.01385	*Not in use for FY22.*
2SQ02678 /				$0.00	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Library					
Canon imageClass MF543dw / 45 PPM	3,240	6,639	3,399	$0.01385	None at this time.
2SQ02674 /				$47.08	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Library					
Canon IR C5550i / 50 PPM	70,761	173,937	103,176	$0.00400	None at this time.
2JH06154 /				$412.70	
3,000,000 / 02/2019	50,467	95,378	44,911	$0.03986	
Color Photocopier / CSA-VT				$1,790.15	
Main Office					
Canon imageCLASS MF746Cdw / 28 PPM	8,110	17,754	9,644	$0.01385	None at this time.
2QL23552 /				$133.57	
500,000 / 05/2019	8,589	21,459	12,870	$0.11286	
Color Laser MFP / CSA-VT				$1,452.51	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Canon IR 8585i / 85 PPM	76,712	181,451	104,739	$0.00400	None at this time.
YGS00780 /				$418.96	
5,000,000 / 05/2019	0	0	0	$0.00000	
Black Photocopier / CSA-VT				$0.00	
Nurse					
Canon imageClass MF543dw / 45 PPM	5,688	12,699	7,011	$0.01385	None at this time.
2SQ02672 /				$97.10	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 100					
Canon imageClass MF543dw / 45 PPM	1,153	2,019	866	$0.01385	None at this time.
2SQ02787 /				$11.99	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 101					
Canon imageClass MF543dw / 45 PPM	6,600	13,687	7,087	$0.01385	None at this time.
2SQ02781 /				$98.15	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 102					
Canon imageClass MF543dw / 45 PPM	7,151	18,440	11,289	$0.01385	None at this time.
2SQ02788 /				$156.35	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 103					
Canon imageCLASS LBP664Cdw / 28 PPM	1,189	3,104	1,915	$0.01385	None at this time.
NPAA103415 /				$26.52	
500,000 / 05/2019	1,845	4,415	2,570	$0.11286	
Color Network Printer / CSA-VT				$290.05	
Room 300					
Canon imageClass MF543dw / 45 PPM	6,768	14,780	8,012	$0.01385	None at this time.
2SQ02676 /				$110.97	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 301					
Canon imageClass MF543dw / 45 PPM	1,852	3,580	1,728	$0.01385	None at this time.
2SQ02671 /				$23.93	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 400 Art					
Canon imageCLASS LBP664Cdw / 28 PPM	1,329	1,622	293	$0.01385	None at this time.
NPAA103537 /				$4.06	
500,000 / 05/2019	2,720	6,186	3,466	$0.11286	
Color Network Printer / CSA-VT				$391.17	
Room 406 Special Ed					
Canon imageClass MF543dw / 45 PPM	5,784	13,984	8,200	$0.01385	None at this time.
2SQ02662 /				$113.57	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 501					
Canon imageClass MF543dw / 45 PPM	944	4,251	3,307	$0.01385	None at this time.
2SQ02786 /				$45.80	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 502					
Canon imageClass MF543dw / 45 PPM	3,161	8,307	5,146	$0.01385	None at this time.
2SQ02459 /				$71.27	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 503					
Canon imageClass MF543dw / 45 PPM	1,014	4,828	3,814	$0.01385	None at this time.
2SQ02782 /				$52.82	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 504					
Canon imageClass MF543dw / 45 PPM	1,851	6,103	4,252	$0.01385	None at this time.
2SQ02784 /				$58.89	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 505					
Canon imageClass MF543dw / 45 PPM	6,721	11,572	4,851	$0.01385	None at this time.
2SQ02780 /				$67.19	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 506					
Canon imageClass MF543dw / 45 PPM	1,277	9,974	8,697	$0.01385	None at this time.
2SQ02811 /				$120.45	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 507					
Canon imageClass MF543dw / 45 PPM	2,954	15,273	12,319	$0.01385	None at this time.
2SQ02813 /				$170.62	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 508					
Canon imageClass MF543dw / 45 PPM	4,623	14,211	9,588	$0.01385	None at this time.
2SQ02815 /				$132.79	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 510					
Canon imageClass MF543dw / 45 PPM	2,876	6,438	3,562	$0.01385	None at this time.
2SQ02814 /				$49.33	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 511					
Canon imageClass MF543dw / 45 PPM	2,428	5,828	3,400	$0.01385	None at this time.
2SQ02807 /				$47.09	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 512					
Canon imageClass MF543dw / 45 PPM	1,543	5,720	4,177	$0.01385	None at this time.
2SQ02802 /				$57.85	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 513					
Canon imageClass MF543dw / 45 PPM	978	5,638	4,660	$0.01385	None at this time.
2SQ02805 /				$64.54	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 514 Graphic Arts					
Canon imageCLASS LBP664Cdw / 28 PPM	20	27	7	$0.01385	None at this time.
NPAA103543 /				$0.10	
500,000 / 05/2019	17	43	26	$0.11286	
Color Network Printer / CSA-VT				$2.93	
Room 514 Graphic Arts					
Canon iR-ADV C7565i / 65 PPM	42,291	135,440	93,149	$0.00400	None at this time.
2KT04100 /				$372.60	
3,000,000 / 05/2019	10,067	40,765	30,698	$0.03986	
Color Photocopier / CSA-VT				$1,223.62	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 515					
Canon imageClass MF543dw / 45 PPM	1,454	2,906	1,452	$0.01385	None at this time.
2SQ02812 /				$20.11	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 516					
Canon imageClass MF543dw / 45 PPM	4,543	10,195	5,652	$0.01385	None at this time.
2SQ02636 /				$78.28	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 517					
Canon imageClass MF543dw / 45 PPM	2,806	5,521	2,715	$0.01385	None at this time.
2SQ02629 /				$37.60	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 600					
Canon imageClass MF543dw / 45 PPM	1,583	3,953	2,370	$0.01385	None at this time.
2SQ02634 /				$32.82	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 603					
Canon imageCLASS LBP664Cdw / 28 PPM	305	920	615	$0.01385	None at this time.
NPAAI03535 /				$8.52	
500,000 / 05/2019	274	729	455	$0.11286	
Color Network Printer / CSA-VT				$51.35	
Room 603					
Canon imageClass MF543dw / 45 PPM	3,375	6,854	3,479	$0.01385	None at this time.
2SQ02631 /				$48.18	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 604					
Canon imageClass MF543dw / 45 PPM	936	1,830	894	$0.01385	None at this time.
2SQ02637 /				$12.38	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 605					
Canon imageClass MF543dw / 45 PPM	3,675	7,621	3,946	$0.01385	None at this time.
2SQ02632 /				$54.65	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 608 Science Office					
Canon imageClass MF543dw / 45 PPM	4,854	12,872	8,018	$0.01385	None at this time.
2SQ02623 /				$111.05	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 609 Middle School Teachers' Room					
Canon IR C5550i / 50 PPM	45,996	125,224	79,228	$0.00400	None at this time.
2JH06409 /				$316.91	
3,000,000 / 02/2019	6,034	30,665	24,631	$0.03986	
Color Photocopier / CSA-VT				$981.79	
Room 609 Middle School Teachers' Room					
Canon IR 8585i / 85 PPM	74,100	292,965	218,865	$0.00400	None at this time.
YGS00783 /				$875.46	
5,000,000 / 05/2019	0	0	0	$0.00000	
Black Photocopier / CSA-VT				$0.00	
Room 610					
Canon imageClass MF543dw / 45 PPM	3,018	6,392	3,374	$0.01385	None at this time.
2SQ02633 /				$46.73	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations

Room 611

Canon imageClass MF543dw / 45 PPM	131	752	621	$0.01385	None at this time.
2SQ02898 /				$8.60	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Room 612

Canon imageClass MF543dw / 45 PPM	91	878	787	$0.01385	None at this time.
2SQ02905 /				$10.90	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Room 613

Canon imageClass MF543dw / 45 PPM	1,929	4,435	2,506	$0.01385	None at this time.
2SQ02904 /				$34.71	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Room 614

Canon imageClass MF543dw / 45 PPM	355	2,564	2,209	$0.01385	None at this time.
2SQ02899 /				$30.59	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 615					
Canon imageClass MF543dw / 45 PPM	807	1,911	1,104	$0.01385	None at this time.
2SQ02901 /				$15.29	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 616					
Canon imageClass MF543dw / 45 PPM	467	4,882	4,415	$0.01385	None at this time.
2SQ02897 /				$61.15	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Room 618					
Canon imageClass MF543dw / 45 PPM	12,016	29,057	17,041	$0.01385	None at this time.
2SQ02896 /				$236.02	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

	Subtotal Black	1,047,330	$6,253.30
	Subtotal Color	162,442	$8,400.02

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Marston School					
First Floor Special Education					
Canon imageClass MF543dw / 45 PPM	3,309	8,801	5,492	$0.01385	None at this time.
2SQ02757 /				$76.06	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP/CSA-VT				$0.00	
Second Floor					
Canon imageClass MF543dw / 45 PPM	6,229	14,511	8,282	$0.01385	None at this time.
2SQ02756 /				$114.71	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Special Education					
Canon IR C5550i / 50 PPM	43,133	81,628	38,495	$0.00400	None at this time.
2JH06144 /				$153.98	
3,000,000 / 02/2019	16,320	32,184	15,864	$0.03986	
Color Photocopier / CSA-VT				$632.34	
		Subtotal Black	52,269	$344.75	
		Subtotal Color	15,864	$632.34	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAU 03					
Account Payable					
Canon imageClass MF543dw / 45 PPM	15,007	36,549	21,542	$0.01385	None at this time.
2SQ02859 /				$298.36	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP/CSA-VT				$0.00	
Business Administrator					
Canon imageClass MF543dw / 45 PPM	9,404	17,018	7,614	$0.01385	None at this time.
2SQ02772 /				$105.45	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Main Office					
Canon IR C5550i / 50 PPM	39,451	81,189	41,738	$0.00400	None at this time.
2JH05552 /				$166.95	
3,000,000 / 02/2019	18,529	43,951	25,422	$0.03986	
Color Photocopier / CSA-VT				$1,013.32	
Main Office HR					
Canon imageClass MF543dw / 45 PPM	9,409	23,674	14,265	$0.01385	None at this time.
2SQ02858 /				$197.57	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Payroll					
Canon imageClass MF543dw / 45 PPM	9,742	21,291	11,549	$0.01385	None at this time.
2SQ02981 /				$159.95	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	
Superintendent					
Canon imageClass MF543dw / 45 PPM	6,849	11,840	4,991	$0.01385	None at this time.
2SQ02986 /				$69.13	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP / CSA-VT				$0.00	

		Subtotal Black	101,699	$997.41	
		Subtotal Color	25,422	$1,013.32	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations

SAU 03 Bus Garage

Mechanic's Office

Canon imageClass MF543dw / 45 PPM	3,824	7,290	3,466	$0.01385	None at this time.
2SQ02645 /				$48.00	
1,000,000 / 12/2019	0	0	0	$0.00000	
Black Laser MFP/CSA-VT				$0.00	

Subtotal Black	3,466	$48.00
Subtotal Color	0	$0.00

Overall Black Totals	2,126,748	$14,264.96	
Overall Color Totals	420,067	$20,409.05	**Your Avg Color CPC is $0.0486**

Estimated color cost savings with your next bid: $20,132.21 over five years. Our bids are coming in at an average of $0.039, 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 12/15/2000 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 22 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
2,126,748	$0.02018	$42,917.77

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,126,748	$0.00671	$14,270.48	$28,647.30	$143,236.48

*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
$28,647.30 x 22 years as a Client = $630,240.50 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
Berlin Elementary School	921,984	$6,951.82	$5,830.63	$21,949.55	$34,732.00
Berlin Middle/High School	1,047,330	$6,565.44	$6,623.31	$24,933.64	$38,122.40
Marston School	52,269	$361.95	$330.55	$1,244.36	$1,936.86
SAU 03	101,699	$1,047.13	$643.14	$2,421.13	$4,111.41
SAU 03 Bus Garage	3,466	$50.40	$21.92	$82.51	$154.83
TOTALS	2,126,748	$14,976.74	$13,449.55	$50,631.20	$79,057.50

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 12% to 22% of Retail compared with the current Salesman's Cost of 50% of Retail.

For Example, a 55-page-per-minute Konica Minolta BizHub C550i with RADF, Duplexing, Finisher, 3-Hole Punch, CIF-Print-Color Scan-Hard Drive for Secure Print and fax board with a Retail Cost of $37,199 can be purchased for $4,341... That's 12% of Retail! Our prices are negotiated with and supported directly by the manufacturer.

SPC Upgrades for 2022

Client	Contact	Total Annual Volume	Number of Machines	Former Vendor	Vendor Awarded	Annual Cost Savings	5 Year Cost Savings	Print Management Software Added*
SAU 36 - White Mountains Regional SD	Kris Franklin	2,884,577	46	Visual Edge-OSV	Symquest	$11,704.62	$58,523.10	STARDoc Only
SAU 61 - Farmington	Brian Cisneros	2,857,215	42	Same	KMBS	$7,383.00	$36,915.00	PaperCut & STARDoc
SAU 66 - Hopkinton	Michael Flynn	2,460,750	78	Global-Conway	KMBS	$29,956.00	$149,780.00	PaperCut & STARDoc
SAU 68 - Lincoln/Woodstock	Debbie O'Connor	815,437	13	Same	KMBS	$4,302.00	$21,510.00	PaperCut & STARDoc
SAU 80 - Shaker Regional SD	Debbie Thompson	2,896,042	23	Same	Budget	$5,550.00	$27,750.00	PaperCut & STARDoc
SAU 87 - Mascenic	Lizabeth Baker	2,834,149	59	Same	KMBS	$15,634.00	$78,170.00	STARDoc Only
Great Bay E-Learning Charter School	Peter Stackhouse	246,262	8	Same	KMBS	$1,744.00	$8,720.00	STARDoc Only
MSAD 37 - Harrington Maine	Ron Ramsay	1,776,270	56	Visual Edge-A-Copi	Ricoh	$6,953.00	$34,765.00	STARDoc Only
SAU 54 -Rochester NH	Linda Bartlett	11,900,000	215	Same	KMBS	-$1,920.00	-$9,600.00	PaperCut & STARDoc
East Millinocket Schools Maine	Luci Milewski	1,113,369	4	Visual Edge-A-Copi	Ricoh	$6,449.00	$32,245.00	STARDoc Only
Washington Central UUSD	Mark Kline	4,000,000	68	Canon & Conway	Symquest	$26,757.00	$133,785.00	STARDoc Only
RSU 64 - East Corinth	Rhonda Sperrey	2,698,445	28	Visual Edge-A-Copi	Symquest	$9,304.00	$46,520.00	PaperCut & STARDoc
RSU 06 - Bonny Eagle	Scott Nason	8,328,355	109	Visual Edge-A-Copi	Symquest	$21,350.00	$106,750.00	PaperCut & STARDoc
RSU 14 - Windham Raymond	Bob Hickey	7,539,568	211	Visual Edge-A-Copi	Symquest	$48,135.00	$240,675.00	STARDoc Only
Orleans Southwest Supervisory Union VT	David Martin	2,846,049	24	Visual Edge-OSV	National	$4,390.00	$21,950.00	PaperCut & STARDoc
Essex Westford School District VT	Peter Drescher	10,741,439	265	Visual Edge-OSV & National	Symquest	$100,004.00	$500,020.00	PaperCut & STARDoc
Sullivan County NH	Derek Ferland	911,018	40	Canon	Symquest	$14,033.00	$70,165.00	PaperCut & STARDoc
Winooski School District VT	Nicole Mace	1,848,750	87	Canon	Symquest	$42,364.00	$211,820.00	PaperCut & STARDoc
Windham Northeast Supervisory Union VT	Andrew Haas	3,000,000	46	Canon	Symquest	$39,323.00	$196,615.00	PaperCut & STARDoc
SAU 43 - Newport NH	Ed Emond	1,772,242	10	Visual Edge-OSV	Symquest	$18,656.00	$93,280.00	STARDoc Only
Totals		**73,469,937**	**1,432**			**$412,071.62**	**$2,060,358.10**	

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

TOTALS	82,468,260	69,686,229	73,469,937	
Total New Clients	14,950,000	41,249,400	17,952,178	<< 8 Clients
Total Existing Clients	67,518,260	28,436,829	55,517,759	<< 12 Clients

2022 Award Evaluation	Manufacturer	Volume	Machines
Symquest	Konica Minolta	43,724,394	910
KMBS	Konica Minolta	21,113,813	415
Budget	Konica Minolta	2,896,042	23
Ricoh	Ricoh	2,889,639	60
National	Kyocera	2,846,049	24
TOTALS		**73,469,937**	**1,432**

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
Berlin Elementary School	216,339	$10,880.89
Berlin Middle/High School	162,442	$8,819.53
Marston School	15,864	$663.91
SAU 03	25,422	$1,063.91
SAU 03 Bus Garage	0	$0.00
TOTALS	420,067	$21,428.25

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. Although inflation has increased by 9.5% over last year, SPC has capped that increase for FY23 to only 5%. In the 30+ years of SPC's history, this is the first time this cap was necessary, but it clearly benefits the client as we continue to save you money.

Vendor	Equipment Type	FY22 Black Volume	FY22 Black Cost/Copy	FY22 Black S & S Costs	FY23 Black Cost/Copy	FY23 Projected Black S & S Costs
Canon Solutions Vermont	Black Laser MFP	557,161	$0.01385	$7,716.68	$0.01454	$8,101.12
Canon Solutions Vermont	Black Photocopier	820,141	$0.00400	$3,280.56	$0.00420	$3,444.59
Canon Solutions Vermont	Color Laser MFP	16,551	$0.01385	$229.23	$0.01454	$240.65
Canon Solutions Vermont	Color Network Printer	10,853	$0.01385	$150.31	$0.01454	$157.80
Canon Solutions Vermont	Color Photocopier	722,042	$0.00400	$2,888.17	$0.00420	$3,032.58
TOTALS AND AVERAGES		**2,126,748**	**$0.00671**	**$14,264.96**	**$0.00704**	**$14,976.74**

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. Although inflation has increased by 9.5% over last year, SPC has capped that increase for <mark>FY23 to only 5%.</mark> In the 30+ years of SPC's history, this is the first time this cap was necessary, but it clearly benefits the client as we continue to save you money.

Vendor	Equipment Type	FY22 Color Volume	FY22 Color Cost/Copy	FY22 Color S & S Costs	FY23 Color Cost/Copy	FY23 Projected Color S & S Costs
Canon Solutions Vermont	Color Laser MFP	19,854	$0.11286	$2,240.72	$0.11850	$2,352.70
Canon Solutions Vermont	Color Network Printer	30,354	$0.11286	$3,425.75	$0.11850	$3,596.95
Canon Solutions Vermont	Color Photocopier	369,859	$0.03986	$14,742.58	$0.04185	$15,478.60
TOTALS AND AVERAGES		**420,067**	**$0.04859**	**$20,409.05**	**$0.05101**	**$21,428.25**

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	110
Number of Machines on Lease	0
Number of Machines Owned	100
Number of Rental/Loaner Machines	0

Lease Company	None
Term	Straight Line Depreciation
Annual Payment usually due on 8/1	$45,841.33
Lease Start Date	05/15/2020
Lease End Date	N/A
Remaining Payments	0

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

Owned Equipment

Building	Room	Make/Model	Serial Number
Berlin Elementary School	Custodian 1st Floor East Wing	Canon imageClass MF543dw	2SQ02664
Berlin Elementary School	Custodian's Office West	Canon imageClass MF543dw	2SQ02753
Berlin Elementary School	East Wing Nurse	Canon imageClass MF543dw	2SQ02983
Berlin Elementary School	East Wing Office	Canon IR C5550i	2JH06389
Berlin Elementary School	Gym Office	Canon imageClass MF543dw	2SQ02860
Berlin Elementary School	Library	Canon IR C5550i	2JH05622
Berlin Elementary School	Room 100	Canon imageClass MF543dw	2SQ02989
Berlin Elementary School	Room 201	Canon imageClass MF543dw	2SQ02755
Berlin Elementary School	Room 203	Canon imageClass MF543dw	2SQ02985
Berlin Elementary School	Room 205	Canon imageClass MF543dw	2SQ02861
Berlin Elementary School	Room 207	Canon imageClass MF543dw	2SQ02862
Berlin Elementary School	Room 208	Canon imageClass MF543dw	2SQ02853
Berlin Elementary School	Room 210	Canon imageClass MF543dw	2SQ02855
Berlin Elementary School	Room 211	Canon imageClass MF543dw	2SQ02764
Berlin Elementary School	Room 302	Canon imageClass MF543dw	2SQ02762
Berlin Elementary School	Room 304	Canon imageClass MF543dw	2SQ02758
Berlin Elementary School	Room 305	Canon imageClass MF543dw	2SQ02761
Berlin Elementary School	Room 307	Canon imageClass MF543dw	2SQ02767
Berlin Elementary School	Room 308	Canon imageClass MF543dw	2SQ02857
Berlin Elementary School	Room 310	Canon imageClass MF543dw	2SQ02712
Berlin Elementary School	Room 311 Special Ed	Canon imageClass MF543dw	2SQ02759
Berlin Elementary School	Room 405	Canon imageClass MF543dw	2SQ02768
Berlin Elementary School	Room 406 Art	Canon imageCLASS LBP664Cdw	NPAA103536
Berlin Elementary School	Room 501	Canon imageClass MF543dw	2SQ02760
Berlin Elementary School	Room 502	Canon imageClass MF543dw	2SQ02027
Berlin Elementary School	Room 504	Canon imageClass MF543dw	2SQ02293
Berlin Elementary School	Room 507	Canon imageClass MF543dw	2SQ02259
Berlin Elementary School	Room 509	Canon imageClass MF543dw	2SQ02456
Berlin Elementary School	Room 511	Canon imageClass MF543dw	2SQ02656
Berlin Elementary School	Room 512	Canon imageClass MF543dw	2SQ02655
Berlin Elementary School	Room 513	Canon imageClass MF543dw	2SQ02657
Berlin Elementary School	Room 514	Canon imageClass MF543dw	2SQ02765
Berlin Elementary School	Room 601	Canon imageClass MF543dw	2SQ02660
Berlin Elementary School	Room 603	Canon imageClass MF543dw	2SQ02766
Berlin Elementary School	Room 604	Canon imageClass MF543dw	2SQ02257
Berlin Elementary School	Room 606	Canon imageClass MF543dw	2SQ02068

Building	Room	Make/Model	Serial Number
Berlin Elementary School	Room 609	Canon imageClass MF543dw	2SQ02485
Berlin Elementary School	Room 610	Canon imageClass MF543dw	2SQ02451
Berlin Elementary School	Room 612	Canon imageClass MF543dw	2SQ02987
Berlin Elementary School	Teachers' Room East	Canon IR 8585i	YGS00801
Berlin Elementary School	Teachers' Room East	Canon IR C5550i	2JH05538
Berlin Elementary School	Teachers' Room West	Canon imageCLASS LBP664Cdw	NPAA102961
Berlin Elementary School	Teachers' Room West	Canon IR 8585i	YGS00809
Berlin Elementary School	West Wing Office	Canon imageClass MF543dw	2SQ02661
Berlin Elementary School	West Wing Office	Canon IR C5550i	2JH05465
Berlin Middle/High School	Athletics Office	Canon imageClass MF543dw	2SQ02658
Berlin Middle/High School	Cafeteria Office	Canon imageCLASS MF746Cdw	2QL23554
Berlin Middle/High School	CTE Office	Canon IR C5540i	2JV03566
Berlin Middle/High School	Custodian's Room	Canon imageClass MF543dw	2SQ02675
Berlin Middle/High School	Guidance Hall	Canon IR C5540i	2JV03572
Berlin Middle/High School	Guidance Office - Nancy	Canon imageClass MF543dw	2SQ02659
Berlin Middle/High School	Gym	Canon imageClass MF543dw	2SQ02673
Berlin Middle/High School	High School Teachers' Room	Canon IR 6575i	3EH00659
Berlin Middle/High School	Hot Swap	Canon imageClass MF543dw	2SQ02678
Berlin Middle/High School	Library	Canon imageClass MF543dw	2SQ02674
Berlin Middle/High School	Library	Canon IR C5550i	2JH06154
Berlin Middle/High School	Main Office	Canon imageCLASS MF746Cdw	2QL23552
Berlin Middle/High School	Main Office	Canon IR 8585i	YGS00780
Berlin Middle/High School	Nurse	Canon imageClass MF543dw	2SQ02672
Berlin Middle/High School	Room 100	Canon imageClass MF543dw	2SQ02787
Berlin Middle/High School	Room 101	Canon imageClass MF543dw	2SQ02781
Berlin Middle/High School	Room 102	Canon imageClass MF543dw	2SQ02788
Berlin Middle/High School	Room 103	Canon imageCLASS LBP664Cdw	NPAA103415
Berlin Middle/High School	Room 300	Canon imageClass MF543dw	2SQ02676
Berlin Middle/High School	Room 301	Canon imageClass MF543dw	2SQ02671
Berlin Middle/High School	Room 400 Art	Canon imageCLASS LBP664Cdw	NPAA103537
Berlin Middle/High School	Room 406 Special Ed	Canon imageClass MF543dw	2SQ02662
Berlin Middle/High School	Room 501	Canon imageClass MF543dw	2SQ02786
Berlin Middle/High School	Room 502	Canon imageClass MF543dw	2SQ02459
Berlin Middle/High School	Room 503	Canon imageClass MF543dw	2SQ02782
Berlin Middle/High School	Room 504	Canon imageClass MF543dw	2SQ02784

Berlin Middle/High School	Room 505	Canon imageClass MF543dw	2SQ02780
Berlin Middle/High School	Room 506	Canon imageClass MF543dw	2SQ028ll

Building	Room	Make/Model	Serial Number
Berlin Middle/High School	Room 507	Canon imageClass MF543dw	2SQ02813
Berlin Middle/High School	Room 508	Canon imageClass MF543dw	2SQ02815
Berlin Middle/High School	Room 510	Canon imageClass MF543dw	2SQ02814
Berlin Middle/High School	Room 511	Canon imageClass MF543dw	2SQ02807
Berlin Middle/High School	Room 512	Canon imageClass MF543dw	2SQ02802
Berlin Middle/High School	Room 513	Canon imageClass MF543dw	2SQ02805
Berlin Middle/High School	Room 514 Graphic Arts	Canon imageCLASS LBP664Cdw	NPAA103543
Berlin Middle/High School	Room 514 Graphic Arts	Canon iR-ADV C7565i	2KT04100
Berlin Middle/High School	Room 515	Canon imageClass MF543dw	2SQ02812
Berlin Middle/High School	Room 516	Canon imageClass MF543dw	2SQ02636
Berlin Middle/High School	Room 517	Canon imageClass MF543dw	2SQ02629
Berlin Middle/High School	Room 600	Canon imageClass MF543dw	2SQ02634
Berlin Middle/High School	Room 603	Canon imageClass MF543dw	2SQ02631
Berlin Middle/High School	Room 604	Canon imageClass MF543dw	2SQ02637
Berlin Middle/High School	Room 605	Canon imageClass MF543dw	2SQ02632
Berlin Middle/High School	Room 608 Science Office	Canon imageClass MF543dw	2SQ02623
Berlin Middle/High School	Room 609 Middle School Teachers' Room	Canon IR 8585i	YGS00783
Berlin Middle/High School	Room 609 Middle School Teachers' Room	Canon IR C5550i	2JH06409
Berlin Middle/High School	Room 610	Canon imageClass MF543dw	2SQ02633
Berlin Middle/High School	Room 611	Canon imageClass MF543dw	2SQ02898
Berlin Middle/High School	Room 612	Canon imageClass MF543dw	2SQ02905
Berlin Middle/High School	Room 613	Canon imageClass MF543dw	2SQ02904
Berlin Middle/High School	Room 614	Canon imageClass MF543dw	2SQ02899
Berlin Middle/High School	Room 615	Canon imageClass MF543dw	2SQ02901
Berlin Middle/High School	Room 616	Canon imageClass MF543dw	2SQ02897
Berlin Middle/High School	Room 618	Canon imageClass MF543dw	2SQ02896
Marston School	First Floor Special Education	Canon imageClass MF543dw	2SQ02757
Marston School	Second Floor	Canon imageClass MF543dw	2SQ02756
Marston School	Special Education	Canon IR C5550i	2JH06144
SAU 03	Account Payable	Canon imageClass MF543dw	2SQ02859
SAU 03	Business Administrator	Canon imageClass MF543dw	2SQ02772
SAU 03	Main Office	Canon IR C5550i	2JH05552
SAU 03	Main Office HR	Canon imageClass MF543dw	2SQ02858
SAU 03	Payroll	Canon imageClass MF543dw	2SQ02981
SAU 03	Superintendent	Canon imageClass MF543dw	2SQ02986
SAU 03 Bus Garage	Mechanic's Office	Canon imageClass MF543dw	2SQ02645

OWNED EQUIPMENT

Building	Room	Make/Model	Serial Number
Berlin Middle/High School	Room 603	Canon imageCLASS LBP664Cdw	NPAAI03535

STARDoc USER NAMES

Name	User Name
Autie Hamilton	ahamilton
Barbara Anderson	banderson
Bryan Lamirande	blamirande
Debora Payeur	dpayeur@sau3.org
Deborah Dupuis	ddupuis@sau3.org
Holly Paquette	hpaquette
Irina Williams	Iwilliams
Julie King	jking
Kayla Steady	ksteady
Marion Moore	mmoore
Mike Kelley	mkelley
Sharon Michalik	smichalik
Tammy Fauteux	tfauteux@sau3.org
Tom Sutton	tsutton@sau3.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.

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 69 clients with almost 4500 devices doing 176 million copies and prints annually. For FY22 we purchased 1,432 machines with over 73 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_ by managing 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 monthly and/or quarterly.

- THREE detailed, easy-to-read invoices are sent each year from ONE billing source.

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

4. Five-Year Equipment Replacement Schedule

- SPC's staff surveys key locations that determine life of existing equipment.
- Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.
- Manages the entire bid process down to the install.

5. Annual Report

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

<div align="center">

SPC has been serving their clients since 1988, saving millions of dollars along the way.

Based on current actual volumes and CPCs, SPC has generated Annual Savings of almost $1.5 million for all of our clients. That translates into Savings of more than $7 million over five years!

</div>

Overall Benefits to Our Vendors

- Opportunities brought to vendor - Over 1,400 units purchased in FY22 running over 73 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)
- Vendor Bid Portal: Greatly reduces bid input time; reduces time from bid submission to bid presentation to the clients in our cooperative
- Control of Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment)
- Selling of vendors' 'Value Add' directly to our clients after the bids are in; Client has the right to pay more than low bid, if desired

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 costs
- Manage and audit installation
- Capture final meter reads and close books on old devices & contracts

Vendor Ongoing Support

- Yearly meter reads

- Simplified Billing: SPC manages billing and payment directly with 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 managed over 4,500 Photocopiers and Printers last year.
Our relationship with our vendors has never been stronger!

STARDoc Features

Cost Projection by Department or Building

- Allows you to formulate next year's budget 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 floorplans
- Timeline - allows you to track historical volume and costs to compare current budget with past years

Map your devices on Floorplans

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device Information tab allows easy access to the printer/copier web interface
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TVs)

Floorplan Administration

- Allows IT and Business Manager to move devices around on floorplan
- Paper trail of device locations after summer break
- Shows Previous Devices, Present Equipment, and Proposed Equipment

Contacts Page

- Control Access and Permissions to STARDoc
- Toggle Email All (Toner Alerts, Service Alerts, Monthly Audits)

Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Non-Reporting Device listing for devices that haven't reported for more than two weeks
- Tracks additional non-contracted devices
- IP Addresses and MAC addresses imported automatically
- Strikethrough on machines that have been removed

Monthly Audits

- Monthly Cost Snapshot
- Shows number of devices not reporting to help improve projections accuracy

Last Sync Date

- Shows the last time FM Audit synced for equipment

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.

Five-Year Fleet Management (FYFM)

- Interactive tool that examines printing habits
- Flags potential problem areas
- Helps identify equipment with high color usage
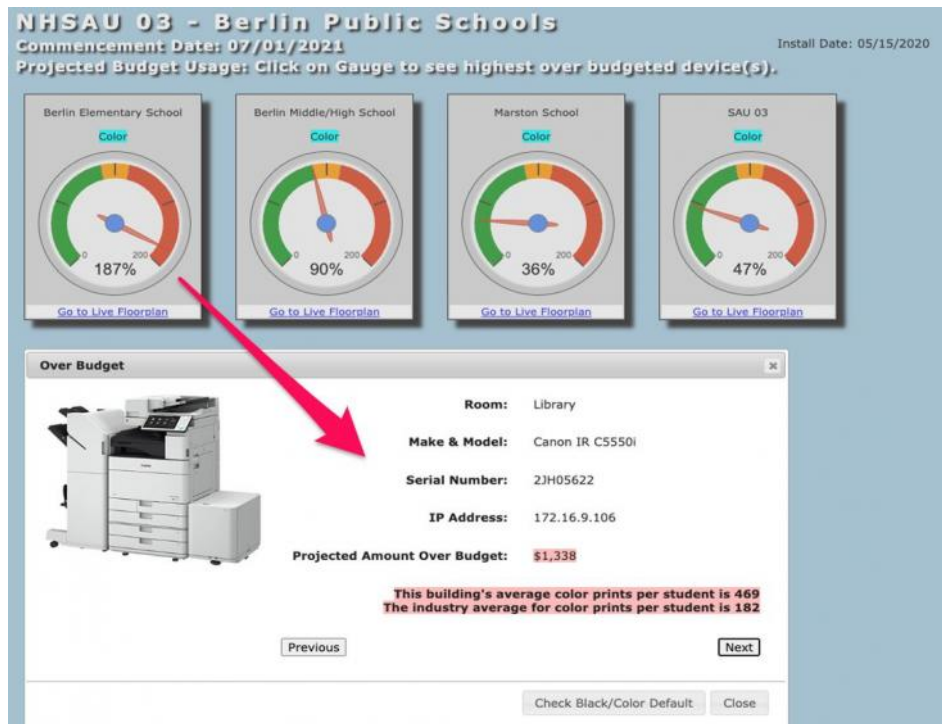
NEW VENDOR CATEGORIES

In the past we had two vendor categories: Cooperative and Uncooperative. In 2021 we added a third category:

Premier: defined as consistently providing ...

- Quality bids to SPC
- Quality service with a four-hour or less average response time
- Reliable equipment and competitive pricing
- Support to SPC and our mutual clients to resolve concerns
- **Current Premier Vendors**

  - Budget Document Technologies
  - Konica Minolta Business Solutions
  - National 1927
  - Ricoh USA
  - SymQuest Group

Cooperative: defined as ...

- Providing bids as required but lacking in one or more areas listed above, or they have yet to provide a history of strong support

Uncooperative: defined as ...

- Rarely submitting bids to SPC
- Encourages SPC clients to breach existing contracts and undermines SPC's bid process

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