



*Specialized Purchasing Consultants*

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[www.spccopypro.com](http://www.spccopypro.com)

# **2012-13 Annual Report**

## **Year - End Photocopier Analysis**

**With projected costs for 2013-14**

Bryan Lamirande  
NHSAU 03  
183 Hillside Avenue  
Berlin, NH 03570



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

September 2013

Skip Tilton  
President

Corporate Office:  
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Bryan Lamirande  
NHSAU 03  
183 Hillside Avenue  
Berlin, NH 03570

Dear Brian:

VISIT US ON THE WEB:  
[www.spccopypro.com](http://www.spccopypro.com)

Once again the staff at SPC extends their appreciation to you for allowing us to provide beneficial services to you and your organization for the past *13 years*. We are thrilled with all that we have been able to accomplish on behalf of our clients for the past *25 years*, and we are even more excited about all that we are doing on your behalf in the upcoming year.

Our staff continues to look for new ways to improve our services. This year, we are establishing several money- and time-saving programs you will no doubt appreciate. First, we are now offering **SPC Star Doc**. Utilizing the latest technology, SPC has created, developed, and implemented this one-of-its kind program designed to put you in charge of your own budget by giving you predictive tools to determine your individual and building reprographic equipment usage in advance. Second, we now have a **Simplified Billing Program** that reduces paperwork and invoices and minimizes the impact of meter collection on your staff. Finally, we have **redesigned our website** to readily highlight the benefits and services provided by SPC.

This year's Annual Report provides you with an overview of your equipment usage and status for the past fiscal year. Recommendations are provided to address potential problem areas to avoid needless down time and improve equipment reliability for the years to come.

Thank you again for allowing SPC the opportunity to be of service. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton  
President

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## *The SPC Team...*

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



***Skip Tilton, President***

***Billie Jo Tilton, Vice President***

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 87 clients (3,800+ machines with 1.6 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



***Paul Garozzo***

***General Manager***

As General Manager my goal is ensure our clients are pleased with our services and also provide solutions that are efficient, productive and reduce cost. With my 23 years in the copier industry, I will use my experiences to achieve this goal. In addition, I will be utilizing our new SPC STAR Doc system to further enhance SPC services. Clients will now have the benefit of visually seeing where all their devices are located and project future expenses. I could not be more excited to join the SPC team.

***Glen Fortier***

***Auditor, Electronic Specialist & Equipment Implementation***

With 24 years of experience in the electrical field, I look forward to continually meeting and helping all of you with your reprographic needs. It is my sincere commitment to ensure all machine changes are as smooth as possible.



***Sue Penney***

***Administration & Finance Manager***

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

***Alex Webster***

***Director of Customer Relations***

It is a great pleasure for me to join the SPC team. One of my responsibilities involves creating detailed maps of your copiers and printers and will be assisting the team in monitoring all of your equipment. My background as a Network Technician and my experience in Customer Service will allow me to give our clients the level of service that they have come to expect from SPC. It is my personal goal to aid in fulfilling each and every promise made to our valued clients.



## *The SPC Team Continued....*



**Robert B. Dutil**

*Director of Information Technology*

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

**Rachel Guay**

*Accounting Coordinator*

I am responsible for the majority of the accounting communications between SPC and its vendors and clients. I will rely upon my years of experience and my strong attention to detail to ensure our clients' needs are well served. It is my goal to work accurately and efficiently and to uphold the high standards of customer satisfaction that SPC has provided to their customers. I look forward to establishing a strong working relationship with each and every one of you.



**Pam Weed**

*Client-Vendor Relations*

SPC's clients are my Number One priority. When you have a question, concern, need, or problem related to equipment, service or billing, I am available to assist you in getting it resolved promptly. I am pleased to be able to act as liaison between our clients and vendors to ensure smooth transitions or quick resolutions.

**Joel Heffernan**

*Field Representative/Client Relations*

As Field Representative for SPC, I reach out to the customer to offer help as needed in and during the installation of equipment change over and in assisting in each event. Also, I bring to this company over forty years in the Copier/Printer industry. It is my goal to assure our clients a pleasant experience in using SPC's services.



**Charles Baca**

*Operational Support*

I feel privileged to join SPC and honored that I am able to work with such an amazing team. I'm here to help make sure that the SPC headquarters runs as smoothly as possible. That includes technical issues and networking matters. I also make sure that all of our clients' data are up to date and as accurate as possible. I love working at SPC because it's a challenging work environment committed to their clients.

## *Equipment Health Status*

<b>Total Number of Machines:</b>	<b>137</b>
<b>Total Black Photocopiers</b>	<b>70</b>
<b>Total Color Photocopiers (including MFP)</b>	<b>8</b>
<b>Total High-End Low Cost of Operation Black Network Printers</b>	<b>0</b>
<b>Total High-end Low Cost of Operation Color Network Printers</b>	<b>30</b>
<b>Total Low-End Network Printers</b>	<b>0</b>
<b>Total Low End Network Printers</b>	<b>0</b>
<b>Total High-Speed Black Duplicators</b>	<b>0</b>
<b>Total Removed from Service:</b>	<b>29</b>
<b># of Units OFF Warranty:</b>	<b>0</b>
<b># of Units Approaching End of Warranty:</b>	<b>0</b>
<b># of Units Overused:</b>	<b>0</b>
<b># of Units Underused:</b>	<b>0</b>
<b># of Units Connected to Network with Print and/or Scan</b>	<b>99</b>
<b>Commencement Date:</b>	<b>7/1/2012</b>
<b># of Annual Payments Left on Lease</b>	<b>4</b>
<b>All Warranties and Service Contracts Expire:</b>	<b>6/30/2017</b>
<b>Print Management Software Loaded</b>	<b>Yes</b>
<b>LENP Contract Signed</b>	<b>No</b>

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 Bryan,**

Several machines, HP's have come into your district that are not on a contract. I can add them through AAA. They are a quality company that is servicing other clients in the area.

Also, I noticed that you have a few Canon printers that are not being used or being hardly used. You may want to relocate.

**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 Intro. Usage, age, and service history need to be considered to see if they are due for replacement soon.

Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
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None—All new Equipment

## *Expiring or Expired Xerox Service Contracts*

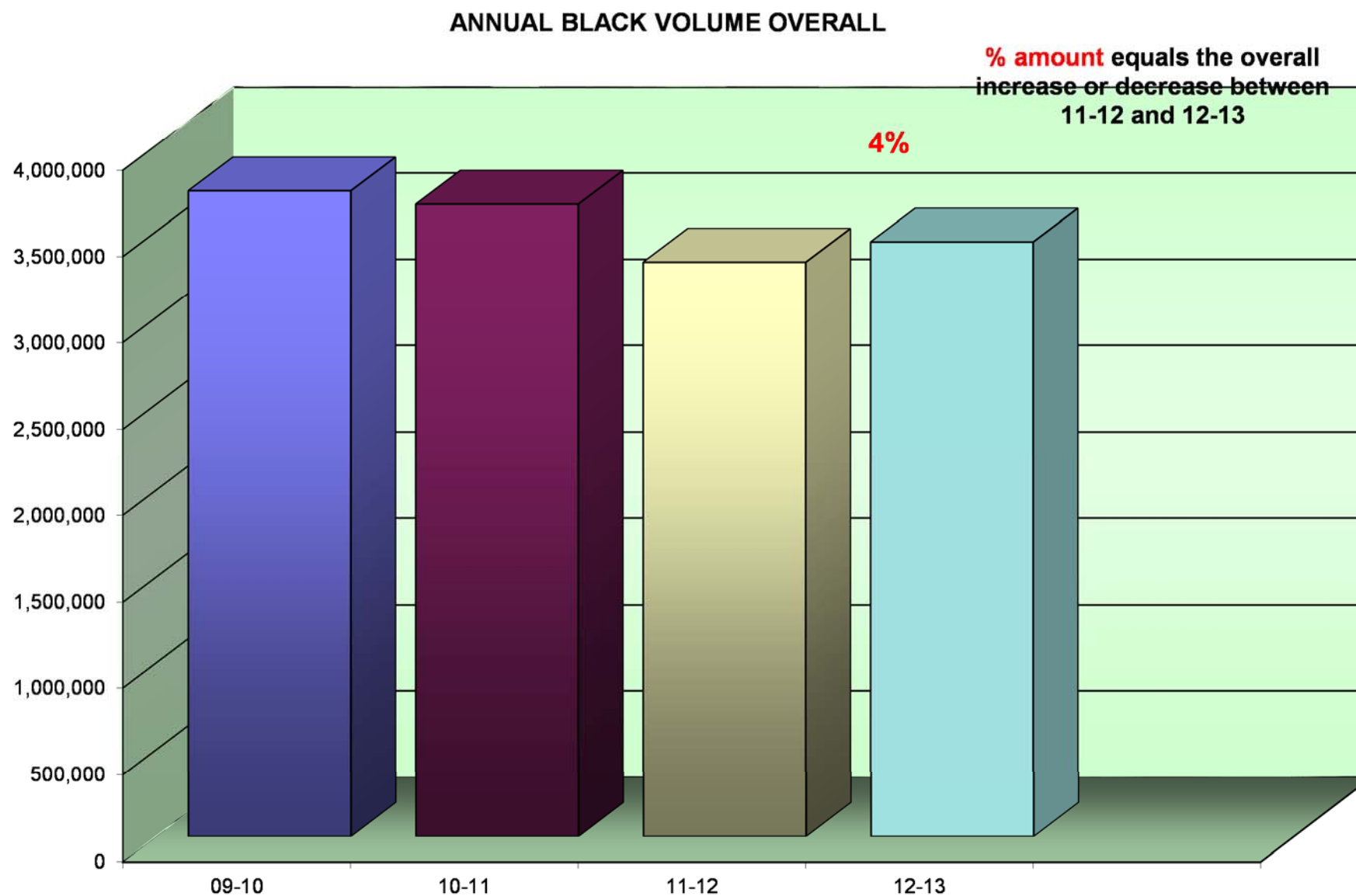
The following Xerox solid-ink printers and/or multi-function units are under a pre-paid Service Contract that either has expired or will be expiring soon. Replacing these printers or purchasing a new service contract should be discussed.

Building	Department	Make/Model	Serial #	Service Contract Expiration Date
----------	------------	------------	----------	-------------------------------------

No Xerox printers

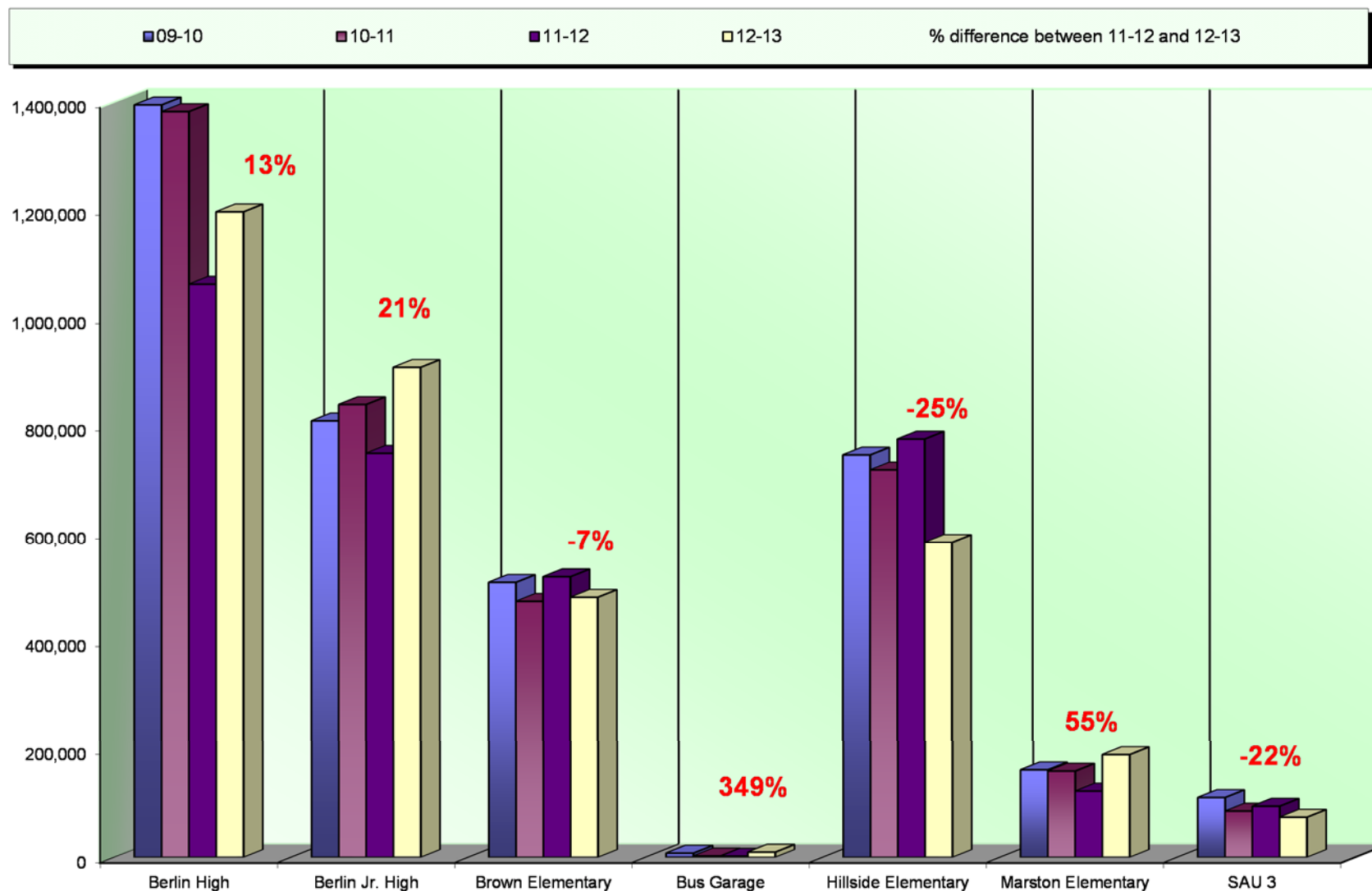


## Overall Four-Year Trend – Black Usage



## By Building Four-Year Trend – Black Usage

ANNUAL BLACK VOLUME BY BUILDING



## *Average Student to Copy Usage – Black Only*

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Berlin High	444	1,365,770	\$26,111.35	3,076	\$67.27
Berlin Junior High	314	1,002,003	\$21,329.41	3,191	\$69.81
Brown Elementary	274	536,923	\$11,063.17	1,960	\$42.57
Bus Garage (NH3)	0	9,933	\$1,057.79	0	\$0.00
Hillside Elementary	244	613,227	\$17,441.36	2,513	\$54.70
Marston School	0	98,986	\$2,450.57	0	\$0.00
SAU #3	0	86,335	\$1,728.04	0	\$0.00
<b><i>Totals</i></b>	<b><i>1,276</i></b>	<b><i>3,713,177</i></b>	<b><i>\$81,181.70</i></b>	<b><i>2,910</i></b>	<b><i>\$63.62</i></b>

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

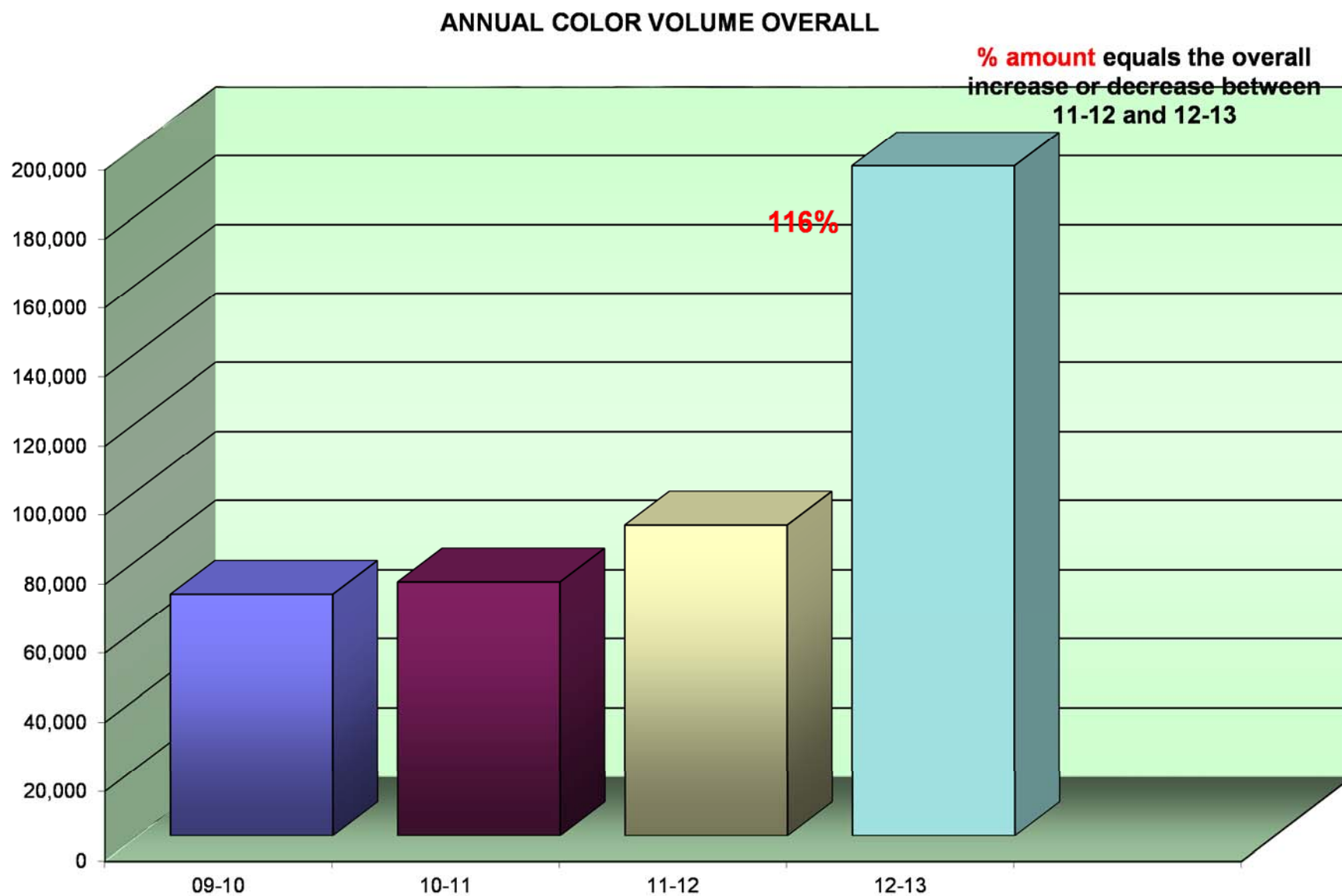
## *Cost Comparison Black Only*

This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
<b>All Schools w/student populations</b>	<b>124,080</b>	<b>299,577,130</b>	<b>\$5,426,271.25</b>	<b>2,414</b>	<b>\$43.73</b>

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

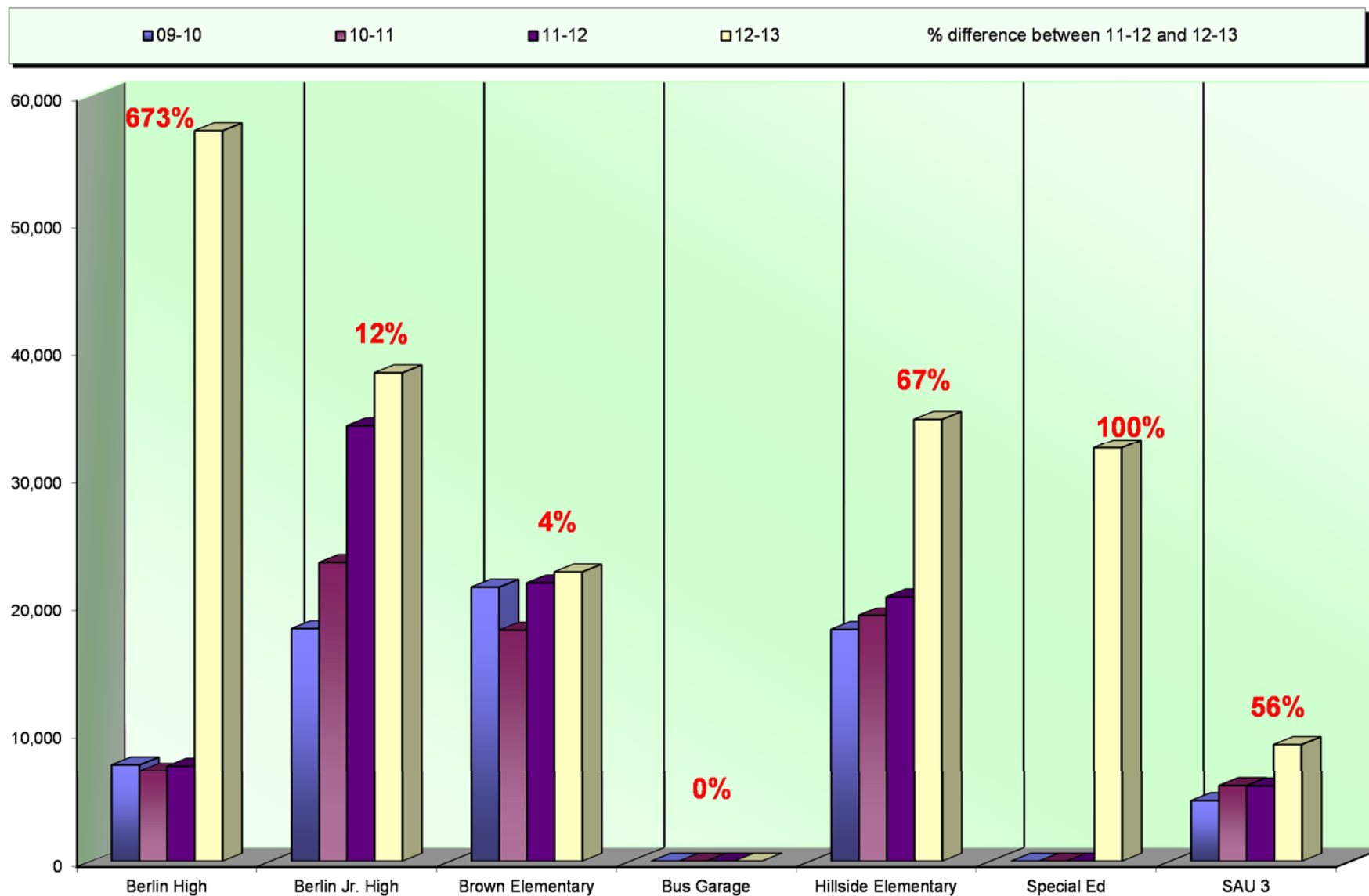
## Overall Four-Year Trend – Color Usage



## By Building Four-Year Trend – Color Usage

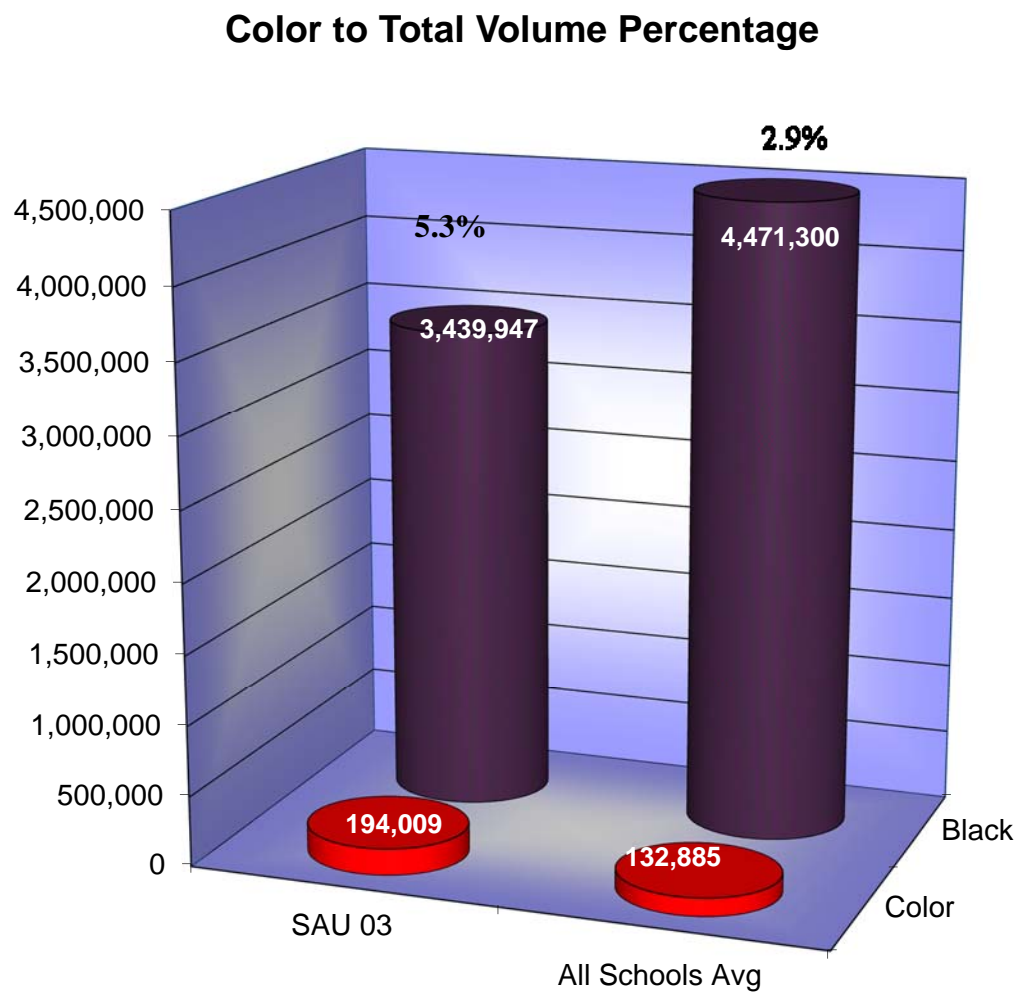
NOTE: The higher increases are due to the addition and use of new color photocopiers and printers.

ANNUAL COLOR VOLUME BY BUILDING



## *Black & Color Usage Comparisons*

This chart compares your current usage ratios to the average of all SPC client school districts.



## *Average Student to Copy Usage – Color Only*

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Berlin High	444	59,013	\$3,297.12	133	\$7.43
Berlin Junior High	314	41,058	\$2,371.28	131	\$7.55
Brown Elementary	274	24,376	\$1,409.23	89	\$5.14
Bus Garage (NH3)	0	0	\$0.00	0	\$0.00
Hillside Elementary	244	36,371	\$2,045.52	149	\$8.38
Marston School	0	30,373	\$1,683.03	0	\$0.00
SAU #3	0	9,860	\$572.34	0	\$0.00
<b><i>Totals</i></b>	<b><i>1,276</i></b>	<b><i>201,051</i></b>	<b><i>\$11,378.52</i></b>	<b><i>158</i></b>	<b><i>\$8.92</i></b>

*\*Total School Cost refers to the cost of Service, Supplies, and Paper; Equipment Lease costs are not figured into color averages.*

## *Cost Comparison – Color Only*

This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
<b>All Schools w/student populations</b>	<b>124,080</b>	<b>8,903,272</b>	<b>\$574,617.58</b>	<b>72</b>	<b>\$4.63</b>

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

## *Usage Profile for Service & Supplies*

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

*Date of Last Upgrade: 7/1/2012*

<i>Make-Model / Speed</i>					
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Berlin High</b>					
<b><i>Athletics Office - Melanson</i></b>					
Oce VL3200x 32 CPM	0	3,068	3,068	\$0.004900	None at this time.
2030081 / GW2EI				\$15.03	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b><i>Computer Lab Room 615</i></b>					
Xerox 8560DN 30 CPM Black & Color	27,081	31,273	4,192	\$0.005290	<b>Traded</b>
FBT163692 /				\$22.18	
750,000 / 02/2007	10,426	10,915	489	\$0.08340	
Color Network Printer				\$40.78	
Connected 3/6/2013					
<b>VARY</b>					
<b><i>CTE Health Occupations</i></b>					
Canon LBP5460 31 CPM	0	2,269	2,269	\$0.004900	None at this time.
MEMA001520 / GW2G9				\$11.12	
750,000 / 08/2011	0	1,328	1,328	\$0.04995	
Color Network Printer				\$66.33	
Connected					
<b>OCE VT</b>					



*Date of Last Upgrade: 7/1/2012*

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Berlin High</b>					
<b>CTE Office</b>					
Canon LBP5460 31 CPM	0	4,868	4,868	\$0.004900	None at this time.
MEMA001519 / GW2GA				\$23.85	
750,000 / 08/2011	0	1,926	1,926	\$0.04995	
Color Network Printer				\$96.20	
Connected					
<b>OCE VT</b>					
Oce im4530 45 CPM	408,019	446,870	38,851	\$0.003600	None at this time.
7070041 / GW0HK				\$139.86	
1,000,000 / 10/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>CTE Room 100</b>					
Oce VL3200x 32 CPM	0	1,060	1,060	\$0.004900	None at this time.
2030127 / GW2FE				\$5.19	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

*Date of Last Upgrade: 7/1/2012*

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Berlin High</b>					
<b>CTE Room 101</b>					
Oce VL3200x 32 CPM	0	1,376	1,376	\$0.004900	None at this time.
2030131 / GW2FC				\$6.74	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>CTE Room 102</b>					
Oce VL3200x 32 CPM	0	2,262	2,262	\$0.004900	None at this time.
2030130 / GW2FF				\$11.08	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>CTE Room 103</b>					
Canon LBP5460 31 CPM	0	1,064	1,064	\$0.004900	None at this time.
MEMA001487 / GW2GD				\$5.21	
750,000 / 08/2011	0	538	538	\$0.04995	
Color Network Printer				\$26.87	
Connected					
<b>OCE VT</b>					
<b>CTE Room 511</b>					
Oce VL3200x 32 CPM	0	6,156	6,156	\$0.004900	None at this time.
2030159 / GW2FZ				\$30.16	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

*Date of Last Upgrade: 7/1/2012**Make-Model / Speed**Serial Number / Vendor ID**Life / Intro Date**Connectivity / Printer Exp Date**Vendor**7/1/2012  
Meter**6/30/2013  
Meter**2012-13  
Annual  
Volume**Cost/Copy  
Annual Cost**Recommendation***Berlin High****CTE Room 514 Graphic Arts**

Canon IRC7065 65 CPM	50	82,718	82,668	\$0.004500	None at this time.
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HJY53465 / GW2MB				\$372.01
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4,000,000 / 10/2009	50	24,327	24,277	\$0.04995
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High Production Color				\$1,212.64
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Connected				
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**OCE VT**

Canon LBP5460 31 CPM	0	944	944	\$0.004900	None at this time.
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MEMA001537 / GW2G8				\$4.63
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750,000 / 08/2011	0	1,448	1,448	\$0.04995
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Color Network Printer				\$72.33
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Connected				
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**OCE VT**

Canon LBP5460 31 CPM	0	0	0	\$0.004900	Why is this machine not being used?
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MEMA001716 / GW2G7				\$0.00
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750,000 / 08/2011	0	0	0	\$0.04995
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Color Network Printer				\$0.00
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Connected				
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**OCE VT**

*Date of Last Upgrade: 7/1/2012*

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Berlin High</b>					
<b>CTE Room 516 Child Care</b>					
Canon LBP5460 31 CPM	0	3,156	3,156	\$0.004900	None at this time.
MEMA001535 / GW2G6				\$15.46	
750,000 / 08/2011	0	1,431	1,431	\$0.04995	
Color Network Printer				\$71.48	
Connected					
OCE VT					
<b>Guidance Hall</b>					
Canon IR3245i 45 CPM	50	62,501	62,451	\$0.003600	None at this time.
DHK17155 / GW2H3				\$224.82	
1,000,000 / 07/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
OCE VT					
Oce im4530 45 CPM	404,446	408,019	3,573	\$0.004860	<b>Traded</b>
7070041a / GW0HK				\$17.36	
1,000,000 / 10/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
OCE VT					

*Date of Last Upgrade: 7/1/2012*

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Berlin High</b>					
<b>Level 3 Central Office</b>					
Canon LBP5460 31 CPM	0	3,064	3,064	\$0.004900	None at this time.
MEMA001694 / GW2HL				\$15.01	
750,000 / 08/2011	0	6,472	6,472	\$0.04995	
Color Network Printer				\$323.28	
Connected					
<b>OCE VT</b>					
Oce VL3200x 32 CPM	0	10,666	10,666	\$0.004900	None at this time.
2030126 / GW2F7				\$52.26	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Level 3 Principal's Office</b>					
Oce VL3200x 32 CPM	0	1,619	1,619	\$0.004900	None at this time.
2030123 / GW2F8				\$7.93	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

*Date of Last Upgrade: 7/1/2012*

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Berlin High</b>					
<b>Level 3 Work Room</b>					
Canon IR6075	50	333,351	333,301	\$0.003600	None at this time.
HTK15506 / GW2HC				\$1,199.88	
4,000,000 / 10/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
Canon IR6075	50	422,282	422,232	\$0.003600	None at this time.
HTK16157 / GW2I5				\$1,520.04	
4,000,000 / 10/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

*Date of Last Upgrade: 7/1/2012*

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Berlin High</b>					
<b>Library</b>					
Canon IRC5045	50	61,708	61,658	\$0.004500	None at this time.
GPQ63455 / GW2HG				\$277.46	
1,000,000 / 10/2009	50	5,100	5,050	\$0.04995	
Color Photocopier				\$252.25	
Connected					
<b>OCE VT</b>					
Oce Imagistics im5520 55 CPM	399,838	405,066	5,228	\$0.005290	<b>Traded</b>
4120006 / GT0RW				\$27.66	
3,000,000 / 10/2003	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
<b>OCE VT</b>					
<b>Math Lab Top Floor</b>					
Oce VL3200x 32 CPM	0	5,476	5,476	\$0.004900	None at this time.
2030076 / GW2EM				\$26.83	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Berlin High</b>					
<b>Principal's Office</b>					
Xerox 8560MFP 30 CPM Black & Color	24,309	25,597	1,288	\$0.005290	<b>Traded</b>
CXF332624 /				\$6.81	
750,000 / 02/2007	16,177	16,490	313	\$0.08340	
Color Photocopier				\$26.10	
Connected 3/6/2013					
<b>VARY</b>					
<b>Principal's Office Work Room</b>					
Oce im7230 72 CPM	2,373,022	2,403,572	30,550	\$0.004860	<b>Traded</b>
8010018 / GW0HT				\$148.47	
4,000,000 / 07/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Principal's Office Workroom</b>					
Oce im7230 72 CPM	1,719,355	1,741,659	22,304	\$0.004860	<b>Traded</b>
7060106 / GW0HU				\$108.40	
4,000,000 / 07/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
<b>OCE VT</b>					



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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Berlin High</b>					
<b>Room 300</b>					
Canon LBP5460 31 CPM	0	5,478	5,478	\$0.004900	None at this time.
MEMA001474 / GW2GX				\$26.84	
750,000 / 08/2011	0	3,140	3,140	\$0.04995	
Color Network Printer				\$156.84	
Connected					
<b>OCE VT</b>					
<b>Room 301</b>					
Oce VL3200x 32 CPM	0	5,881	5,881	\$0.004900	None at this time.
2030120 / GW2F9				\$28.82	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 400 Art</b>					
Canon LBP5460 31 CPM	0	2,329	2,329	\$0.004900	None at this time.
MEMA001476 / GW2GE				\$11.41	
750,000 / 08/2011	0	4,470	4,470	\$0.04995	
Color Network Printer				\$223.28	
Connected					
<b>OCE VT</b>					

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<b>Berlin High</b>					
<b>Room 500</b>					
Canon LBP5460 31 CPM	0	307	307	\$0.004900	Very Low Volume. Better Used?
MEMA001498 / GW2GF				\$1.50	
750,000 / 08/2011	0	220	220	\$0.04995	
Color Network Printer				\$10.99	
Connected					
<b>OCE VT</b>					
<b>Room 501</b>					
Oce VL3200x 32 CPM	0	5,565	5,565	\$0.004900	None at this time.
2030132 / GW2FB				\$27.27	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 502</b>					
Oce VL3200x 32 CPM	158	5,785	5,627	\$0.004900	None at this time.
2030129 / GW2FD				\$27.57	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

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<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Berlin High</b>					
<b>Room 504</b>					
Canon LBP5460 31 CPM	0	3,637	3,637	\$0.004900	None at this time.
MEMA001697 / GW2HM				\$17.82	
750,000 / 08/2011	0	1,325	1,325	\$0.04995	
Color Network Printer				\$66.18	
Connected					
<b>OCE VT</b>					
<b>Room 505</b>					
Oce VL3200x 32 CPM	0	2,674	2,674	\$0.004900	None at this time.
2030156 / GW2G2				\$13.10	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 506</b>					
Oce VL3200x 32 CPM	0	4,011	4,011	\$0.004900	None at this time.
2030158 / GW2GO				\$19.65	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

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<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Berlin High</b>					
<b>Room 507</b>					
Oce VL3200x 32 CPM	0	2,988	2,988	\$0.004900	None at this time.
2030135 / GW2FA				\$14.64	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 508</b>					
Oce VL3200x 32 CPM	0	3,125	3,125	\$0.004900	None at this time.
2030155 / GW2G3				\$15.31	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 512</b>					
Oce VL3200x 32 CPM	0	7,375	7,375	\$0.004900	None at this time.
2030161 / GW2G1				\$36.14	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

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<b>Berlin High</b>					
<b>Room 513</b>					
Canon LBP5460 31 CPM	0	2,152	2,152	\$0.004900	None at this time.
MEMA001539 / GW2GW				\$10.54	
750,000 / 08/2011	0	411	411	\$0.04995	
Color Network Printer				\$20.53	
Connected					
<b>OCE VT</b>					
<b>Room 600</b>					
Oce VL3200x 32 CPM	0	3,499	3,499	\$0.004900	None at this time.
2030150 / GW2FW				\$17.15	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 602</b>					
Oce VL3200x 32 CPM	0	8,909	8,909	\$0.004900	None at this time.
2030153 / GW2FT				\$43.65	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
<b>OCE VT</b>					

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<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Berlin High</b>					
<b>Room 603</b>					
Oce VL3200x 32 CPM	0	969	969	\$0.004900	None at this time.
2030151 / GW2FV				\$4.75	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 604</b>					
Oce VL3200x 32 CPM	0	2,933	2,933	\$0.004900	None at this time.
2030152 / GW2FU				\$14.37	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 605</b>					
Oce VL3200x 32 CPM	0	4,979	4,979	\$0.004900	None at this time.
2030077 / GW2EL				\$24.40	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

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<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Berlin High</b>					
<b>Room 606</b>					
Oce VL3200x 32 CPM	0	866	866	\$0.004900	None at this time.
2030067 / GW2ES				\$4.24	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 608 Science Lab</b>					
Canon LBP5460 31 CPM	0	6,260	6,260	\$0.004900	None at this time.
MEMA001517 / GW2GJ				\$30.67	
750,000 / 08/2011	0	1,260	1,260	\$0.04995	
Color Network Printer				\$62.94	
Connected					
<b>OCE VT</b>					
<b>Room 609</b>					
Oce VL3200x 32 CPM	0	6,720	6,720	\$0.004900	None at this time.
2030154 / GW2FS				\$32.93	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

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<b>Berlin High</b>					
<b>Room 611</b>					
Oce VL3200x 32 CPM	0	3,928	3,928	\$0.004900	None at this time.
2030074 / GW2EJ				\$19.25	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 612</b>					
Oce VL3200x 32 CPM	0	5,873	5,873	\$0.004900	None at this time.
2030079 / GW2EH				\$28.78	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
<b>OCE VT</b>					
<b>Room 613</b>					
Oce VL3200x 32 CPM	0	8,610	8,610	\$0.004900	None at this time.
2030162 / GW2FY				\$42.19	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
<b>OCE VT</b>					



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<b>Berlin High</b>					
<b>Room 615</b>					
Oce VL3200x 32 CPM	0	10,882	10,882	\$0.004900	None at this time.
2030078 / GW2EK				\$53.32	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 616</b>					
Oce VL3200x 32 CPM	0	2,012	2,012	\$0.004900	None at this time.
2030147 / GW2FX				\$9.86	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 617</b>					
Canon LBP5460 31 CPM	0	27,491	27,491	\$0.004900	None at this time.
MEMA001518 / GW2GP				\$134.71	
750,000 / 08/2011	0	3,871	3,871	\$0.04995	
Color Network Printer				\$193.36	
Connected					
<b>OCE VT</b>					

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<b>Berlin High</b>					
<b>Special Education Resource</b>					
Canon LBP5460 31 CPM	0	0	0	\$0.004900	Why is this machine not being used?
MEMA001511 / GW2GC				\$0.00	
750,000 / 08/2011	0	0	0	\$0.04995	
Color Network Printer				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Special Education Room 302</b>					
Canon IR3245i 45 CPM	50	81,692	81,642	\$0.003600	None at this time.
DHK19572 / GW2H5				\$293.91	
1,000,000 / 07/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Special Education Room 517</b>					
Canon LBP5460 31 CPM	0	1,426	1,426	\$0.004900	None at this time.
MEMA001522 / GW2GB				\$6.99	
750,000 / 08/2011	0	1,044	1,044	\$0.04995	
Color Network Printer				\$52.15	
Connected					
<b>OCE VT</b>					

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<b>Berlin High</b>					
<b><i>Vice Principal's Office</i></b>					
Oce VL3200x 32 CPM	0	2,500	2,500	\$0.004900	None at this time.
2030124 / GW2F6				\$12.25	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
OCE VT					
<b><i>Vocational CTE Office</i></b>					
Ricoh 2045 45 CPM	451,827	456,697	4,870	\$0.005290	<b>Traded</b>
J5936500099 / 11479688				\$25.76	
1,000,000 / 05/2003	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
IKON					
<b><i>Vocational Print Shop</i></b>					
Oce im4530 45 CPM	342,743	357,651	14,908	\$0.004860	<b>Traded</b>
8010128 / GW0HM				\$72.45	
1,000,000 / 10/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
OCE VT					
	<b><i>Subtotals B&amp;W</i></b>		<b><i>1,365,770</i></b>	<b><i>\$5,417.74</i></b>	
	<b><i>Subtotals Color</i></b>		<b><i>59,013</i></b>	<b><i>\$2,974.53</i></b>	

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<b>Berlin Junior High</b>					
<b><i>Custodian's Office</i></b>					
Oce VL3200x 32 CPM	0	987	987	\$0.004900	None at this time.
2030083 / GW2EO				\$4.84	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b><i>Gym Office</i></b>					
Oce VL3200x 32 CPM	0	3,587	3,587	\$0.004900	None at this time.
2030145 / GW2FJ				\$17.58	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
<b>OCE VT</b>					

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<b>Berlin Junior High Library</b>					
Canon IRC5035 35 CPM GNW64582 / GW2HK 750,000 / 10/2009 Color Photocopier Connected <b>OCE VT</b>	50	20,305	20,255	\$0.004500 \$91.15 \$0.04995 \$304.89	None at this time.
Ricoh 2045 45 CPM J5937001241 / 11640120 1,000,000 / 05/2003 Black Photocopier Not Connected <b>IKON</b>	296,223	297,047	824	\$0.005290 \$4.36 \$0.00000 \$0.00	<b>Traded</b>
Xerox 8560MFP 30 CPM Black & Color CXF330826 / 750,000 / 02/2007 Color Photocopier Connected 1/30/2013 <b>VARY</b>	23,097	23,223	126	\$0.005290 \$0.67 \$0.08340 \$29.36	<b>Traded</b>

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<b>Berlin Junior High</b>					
<b>Main Office</b>					
Canon LBP5460 31 CPM	0	6,177	6,177	\$0.004900	None at this time.
MEMA001533 / GW2GG				\$30.27	
750,000 / 08/2011	0	5,271	5,271	\$0.04995	
Color Network Printer				\$263.29	
Connected					
<b>OCE VT</b>					
<b>Nurse's Office</b>					
Ricoh 1015 15 CPM	43,853	43,890	37	\$0.005290	<b>Traded</b>
H6637003183 / L8372				\$0.20	
150,000 / 07/2001	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
<b>IKON</b>					
<b>Office 2nd Floor</b>					
Oce VL3200x 32 CPM	0	10,190	10,190	\$0.004900	None at this time.
2030060 / GW2EV				\$49.93	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

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<b>Berlin Junior High</b>					
<b>Principal's Office</b>					
Ricoh 1055 55 CPM	2,726,820	2,735,795	8,975	\$0.005290	<b>Traded</b>
J5331001105 / 11640119				\$47.48	
3,000,000 / 11/2002	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
<b>IKON</b>					
Xerox 8560MFP 30 CPM Black & Color	11,862	12,630	768	\$0.005290	<b>Traded</b>
CXF331655 /				\$4.06	
750,000 / 02/2007	38,964	41,459	2,495	\$0.08340	
Color Photocopier				\$208.08	
Connected 3/6/2013					
<b>VARY</b>					
<b>Room 201 Principal's Office</b>					
Canon IRC5051	50	134,612	134,562	\$0.004500	None at this time.
GQM65369 / GW2HI				\$605.53	
3,000,000 / 10/2009	50	13,954	13,904	\$0.04995	
Color Photocopier				\$694.50	
Connected					
<b>OCE VT</b>					

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<b>Berlin Junior High</b>					
<b>Room 402</b>					
Canon LBP5460 31 CPM	0	1,164	1,164	\$0.004900	None at this time.
MEMA001750 / GW2GS				\$5.70	
750,000 / 08/2011	0	2,224	2,224	\$0.04995	
Color Network Printer				\$111.09	
Not Connected					
<b>OCE VT</b>					
<b>Room 406</b>					
Oce VL3200x 32 CPM	0	2,459	2,459	\$0.004900	None at this time.
2030144 / GW2FI				\$12.05	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 501</b>					
Canon LBP5460 31 CPM	0	5,690	5,690	\$0.004900	None at this time.
MEMA001516 / GW2GO				\$27.88	
750,000 / 08/2011	0	8,204	8,204	\$0.04995	
Color Network Printer				\$409.79	
Connected					
<b>OCE VT</b>					



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<b>Berlin Junior High</b>					
<b>Room 504</b>					
Oce VL3200x 32 CPM	0	6,271	6,271	\$0.004900	None at this time.
2030063 / GW2EX				\$30.73	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 508</b>					
Canon LBP5460 31 CPM	0	3,035	3,035	\$0.004900	None at this time.
MEMA001499 / GW2GR				\$14.87	
750,000 / 08/2011	0	1,602	1,602	\$0.04995	
Color Network Printer				\$80.02	
Connected					
<b>OCE VT</b>					
<b>Room 509</b>					
Oce VL3200x 32 CPM	6	1,788	1,782	\$0.004900	None at this time.
2030054 / GW2EZ				\$8.73	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

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<b>Berlin Junior High</b>					
<b>Room 512</b>					
Oce VL3200x 32 CPM	0	3,651	3,651	\$0.004900	None at this time.
2030055 / GW2F4				\$17.89	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 601</b>					
Oce VL3200x 32 CPM	0	2,364	2,364	\$0.004900	None at this time.
2030141 / GW2FN				\$11.58	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
<b>OCE VT</b>					
<b>Room 602</b>					
Oce VL3200x 32 CPM	0	4,981	4,981	\$0.004900	None at this time.
2030139 / GW2FP				\$24.41	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

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<b>Berlin Junior High</b>					
<b>Room 603</b>					
Oce VL3200x 32 CPM	0	2,660	2,660	\$0.004900	None at this time.
2030143 / GW2FL				\$13.03	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 605</b>					
Canon LBP5460 31 CPM	0	1,455	1,455	\$0.004900	None at this time.
MEMA001696 / GW2GU				\$7.13	
750,000 / 08/2011	0	902	902	\$0.04995	
Color Network Printer				\$45.05	
Connected					
<b>OCE VT</b>					
<b>Room 606</b>					
Oce VL3200x 32 CPM	0	1,444	1,444	\$0.004900	None at this time.
2030140 / GW2FK				\$7.08	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

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<b>Berlin Junior High</b>					
<b>Room 607</b>					
Oce VL3200x 32 CPM	0	4,084	4,084	\$0.004900	None at this time.
2030146 / GW2FH				\$20.01	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 609</b>					
Oce VL3200x 32 CPM	0	6,582	6,582	\$0.004900	None at this time.
2030128 / GW2FS				\$32.25	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 610</b>					
Oce VL3200x 32 CPM	0	6,017	6,017	\$0.004900	None at this time.
2030137 / GW2FQ				\$29.48	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

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<b>Berlin Junior High</b>					
<b>Room 612</b>					
Oce VL3200x 32 CPM	0	2,528	2,528	\$0.004900	None at this time.
2030134 / GW2FR				\$12.39	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Special Education Room 502</b>					
Oce VL3200x 32 CPM	0	51,121	51,121	\$0.004900	None at this time.
2030059 / GW2EY				\$250.49	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Special Education Room 514</b>					
Oce VL3200x 32 CPM	0	6,216	6,216	\$0.004900	None at this time.
2030138 / GW2FM				\$30.46	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

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<b>Berlin Junior High</b>					
<b>Special Education Room 515</b>					
Oce VL3200x 32 CPM	0	1,846	1,846	\$0.004900	None at this time.
2030148 / GW2FG				\$9.05	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
OCE VT					
<b>Teachers' Room</b>					
Canon IR6075	50	675,619	675,569	\$0.003600	None at this time.
HTK12563 / GW2H9				\$2,432.05	
4,000,000 / 10/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
OCE VT					
Ricoh MP5500 55 CPM	2,338,789	2,363,385	24,596	\$0.005290	Traded
L7775900639 / 11640097				\$130.11	
3,000,000 / 07/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
IKON					
	<b>Subtotals B&amp;W</b>		<b>1,002,003</b>	<b>\$3,983.43</b>	
	<b>Subtotals Color</b>		<b>41,058</b>	<b>\$2,146.08</b>	

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<b>Brown Elementary</b>					
<b>1st Floor Hall</b>					
Canon IR6075	50	309,029	308,979	\$0.003600	None at this time.
HTK15518 / GW2H8				\$1,112.32	
4,000,000 / 10/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
Canon LBP5460 31 CPM	0	2,877	2,877	\$0.004900	None at this time.
MEMA001700 / GW2GL				\$14.10	
750,000 / 08/2011	0	6,409	6,409	\$0.04995	
Color Network Printer				\$320.13	
Connected					
<b>OCE VT</b>					
<b>2nd Floor Hall</b>					
Canon LBP5460 31 CPM	0	5,008	5,008	\$0.004900	None at this time.
MEMA001703 / GW2GN				\$24.54	
750,000 / 08/2011	0	6,171	6,171	\$0.04995	
Color Network Printer				\$308.24	
Connected					
<b>OCE VT</b>					

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<b>Brown Elementary</b>					
<b>Basement Hall</b>					
Canon LBP5460 31 CPM	0	12,073	12,073	\$0.004900	None at this time.
MEMA001701 / GW2GM				\$59.16	
750,000 / 08/2011	0	10,064	10,064	\$0.04995	
Color Network Printer				\$502.70	
Connected					
<b>OCE VT</b>					
<b>Hall</b>					
Ricoh MP5500 55 CPM	1,537,475	1,557,579	20,104	\$0.005290	<b>Traded</b>
L7775900470 / 11640394				\$106.35	
3,000,000 / 07/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
<b>IKON</b>					
Xerox 8550DP 30 CPM Black & Color	83,885	85,047	1,162	\$0.005290	<b>Traded</b>
WYP332334 /				\$6.15	
750,000 / 06/2005	82,604	84,336	1,732	\$0.08340	
Color Network Printer				\$144.45	
Connected 10/18/2011					
<b>VARY</b>					



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<b>Brown Elementary</b>					
<b>Secretary's Office</b>					
Canon IR3245i 45 CPM	50	61,992	61,942	\$0.003600	None at this time.
DHK17152 / GW2H2				\$222.99	
1,000,000 / 07/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
Oce Imagistics im5520 55 CPM	742,975	774,485	31,510	\$0.005290	<b>Traded</b>
4100231 / GT0RE				\$166.69	
3,000,000 / 10/2003	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

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<b>Brown Elementary</b>					
<b>Top Floor</b>					
Canon IR3245i 45 CPM	50	89,920	89,870	\$0.003600	None at this time.
DHK20614 / GW2H4				\$323.53	
1,000,000 / 07/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
Oce im4530 45 CPM	426,090	429,488	3,398	\$0.004860	<b>Traded</b>
7070068 / GW0HN				\$16.51	
1,000,000 / 10/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
	<b>Subtotals B&amp;W</b>		<b>536,923</b>	<b>\$2,052.34</b>	
	<b>Subtotals Color</b>		<b>24,376</b>	<b>\$1,275.52</b>	

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<b>Bus Garage (NH3)</b>					
<b><i>Mechanic's Office</i></b>					
Oce im4530 45 CPM	371,833	381,460	9,627	\$0.003600	None at this time.
7080080 / GW0HO				\$34.66	
1,000,000 / 10/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
Oce Imagistics im5520 55 CPM	428,700	429,006	306	\$0.005290	<b>Traded</b>
4100047 / GT0OB				\$1.62	
3,000,000 / 10/2003	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
<b>OCE VT</b>					
	<b><i>Subtotals B&amp;W</i></b>		<b>9,933</b>	<b>\$36.28</b>	
	<b><i>Subtotals Color</i></b>		<b>0</b>	<b>\$0.00</b>	

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<b>Hillside Elementary Principal's Office</b>					
Canon IRC5045	50	79,837	79,787	\$0.004500	None at this time.
GPQ63462 / GW2HH				\$359.04	
1,000,000 / 10/2009	50	11,531	11,481	\$0.04995	
Color Photocopier				\$573.48	
Connected					
<b>OCE VT</b>					
Canon LBP5460 31 CPM	0	357	357	\$0.004900	Very Low Volume. Better Used?
MEMA001515 / GW2GV				\$1.75	
750,000 / 08/2011	0	22	22	\$0.04995	
Color Network Printer				\$1.10	
Connected					
<b>OCE VT</b>					
Oce im4530 45 CPM	567,496	571,236	3,740	\$0.004860	Traded
8010133 / GW0HI				\$18.18	
1,000,000 / 10/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

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<b>Hillside Elementary</b>					
Xerox 8560MFP 30 CPM Black & Color	16,074	16,221	147	\$0.005290	<b>Traded</b>
CXF331618 /				\$0.78	
750,000 / 02/2007	86,221	87,113	892	\$0.08340	
Color Photocopier				\$74.39	
Connected 2/11/2013					
<b>VARY</b>					
<b>Room 201 Principal's Office</b>					
Oce VL3200x 32 CPM	0	1,872	1,872	\$0.004900	None at this time.
2030056 / GW2F2				\$9.17	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 203</b>					
Oce VL3200x 32 CPM	0	1,440	1,440	\$0.004900	None at this time.
2030061 / GW2EW				\$7.06	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

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<b>Hillside Elementary</b>					
<b>Room 204</b>					
Oce VL3200x 32 CPM	0	2,724	2,724	\$0.004900	None at this time.
2030085 / GW2EP				\$13.35	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 205</b>					
Oce VL3200x 32 CPM	0	4,549	4,549	\$0.004900	None at this time.
2030080 / GW2EQ				\$22.29	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 210</b>					
Oce VL3200x 32 CPM	0	2,275	2,275	\$0.004900	None at this time.
2030082 / GW2ER				\$11.15	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

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<b>Hillside Elementary</b>					
<b>Room 211</b>					
Oce VL3200x 32 CPM	0	1,773	1,773	\$0.004900	None at this time.
2030136 / GW2FO				\$8.69	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 302</b>					
Oce VL3200x 32 CPM	0	3,565	3,565	\$0.004900	None at this time.
2030004 / GW2F1				\$17.47	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Room 304</b>					
Oce VL3200x 32 CPM	0	1,398	1,398	\$0.004900	None at this time.
2030058 / GW2EU				\$6.85	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
<b>OCE VT</b>					

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<b>Hillside Elementary</b>					
<b>Room 305</b>					
Oce VL3200x 32 CPM	0	4,801	4,801	\$0.004900	None at this time.
2030057 / GW2F0				\$23.52	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
<b>OCE VT</b>					
<b>Room 306</b>					
Canon LBP5460 31 CPM	0	1,164	1,164	\$0.004900	None at this time.
MEMA001450 / GW2J4				\$5.70	
750,000 / 08/2011	0	2,304	2,304	\$0.04995	
Color Network Printer				\$115.08	
Connected					
<b>OCE VT</b>					
<b>Room 309</b>					
Canon LBP5460 31 CPM	0	2,891	2,891	\$0.004900	None at this time.
MEMA001709 / GW2GI				\$14.17	
750,000 / 08/2011	0	3,611	3,611	\$0.04995	
Color Network Printer				\$180.37	
Connected					
<b>OCE VT</b>					



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<b>Hillside Elementary</b>					
<b>Room 310</b>					
Oce VL3200x 32 CPM	0	2,027	2,027	\$0.004900	None at this time.
2030084 / GW2EN				\$9.93	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Special Education Room 202</b>					
Oce VL3200x 32 CPM	0	4,615	4,615	\$0.004900	None at this time.
2030037 / GW2ET				\$22.61	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
<b>Special Education Room 208</b>					
Canon LBP5460 31 CPM	0	1,685	1,685	\$0.004900	None at this time.
MEMA001704 / GW2GH				\$8.26	
750,000 / 08/2011	0	905	905	\$0.04995	
Color Network Printer				\$45.20	
Connected					
<b>OCE VT</b>					

*Date of Last Upgrade: 7/1/2012*

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Hillside Elementary</b>					
<b><i>Special Education Room 311</i></b>					
Oce VL3200x 32 CPM	0	2,776	2,776	\$0.004900	None at this time.
2030052 / GW2F3				\$13.60	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
<b>OCE VT</b>					
<b><i>Teachers' Room</i></b>					
Canon IR6075	50	319,616	319,566	\$0.003600	None at this time.
HTK15439 / GW2HB				\$1,150.44	
4,000,000 / 10/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

*Date of Last Upgrade: 7/1/2012*

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Hillside Elementary</b>					
<b>Teachers' Room (Continued)</b>					
Canon IR6075	50	149,062	149,012	\$0.003600	None at this time.
HTK15259 / GW2HA				\$536.44	
4,000,000 / 10/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
Canon LBP5460 31 CPM	0	3,804	3,804	\$0.004900	None at this time.
MEMA001710 / GW2GT				\$18.64	
750,000 / 08/2011	0	17,156	17,156	\$0.04995	
Color Network Printer				\$856.94	
Not Connected					
<b>OCE VT</b>					
Ricoh 1055 55 CPM	2,655,399	2,655,399	0	\$0.005290	<b>Traded</b>
J5331000876 / L8376				\$0.00	
3,000,000 / 11/2002	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
<b>IKON</b>					

*Date of Last Upgrade: 7/1/2012*

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>	<i>7/1/2012</i> <i>Meter</i>	<i>6/30/2013</i> <i>Meter</i>	<i>2012-13</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendation</i>
<b>Hillside Elementary</b>					
Ricoh MP5500 55 CPM	2,056,188	2,073,447	17,259	\$0.005290	<b>Traded</b>
L7775900458 / 473KT				\$91.30	
3,000,000 / 07/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected					
<b>IKON</b>					
	<b>Subtotals B&amp;W</b>		<b>613,227</b>	<b>\$2,370.38</b>	
	<b>Subtotals Color</b>		<b>36,371</b>	<b>\$1,846.57</b>	

*Date of Last Upgrade: 7/1/2012*

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Marston School</b>					
<b>Special Education</b>					
Canon IRC5045	50	62,623	62,573	\$0.004500	None at this time.
GPQ62329 / GW2HF				\$281.58	
1,000,000 / 10/2009	50	10,743	10,693	\$0.04995	
Color Photocopier				\$534.12	
Connected					
<b>OCE VT</b>					
Canon LBP5460 31 CPM	0	630	630	\$0.004900	None at this time.
MEMA001708 / GW2GK				\$3.09	
750,000 / 08/2011	0	970	970	\$0.04995	
Color Network Printer				\$48.45	
Connected					
<b>OCE VT</b>					
Oce im4530 45 CPM	340,948	350,042	9,094	\$0.004860	<b>Traded</b>
7070033 / GW0HL				\$44.20	
1,000,000 / 10/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					

*Date of Last Upgrade: 7/1/2012*

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
<b>Marston School</b>					
<b>Title One</b>					
Canon IRC5045	50	20,856	20,806	\$0.004500	None at this time.
GPQ63422 / GW2HJ				\$93.63	
1,000,000 / 10/2009	50	18,760	18,710	\$0.04995	
Color Photocopier Connected				\$934.56	
<b>OCE VT</b>					
Oce im4530 45 CPM	322,291	328,174	5,883	\$0.004860	<b>Traded</b>
8010125 / GW0HJ				\$28.59	
1,000,000 / 10/2006	0	0	0	\$0.00000	
Black Photocopier Connected				\$0.00	
<b>OCE VT</b>					
	<b>Subtotals B&amp;W</b>		<b>98,986</b>	<b>\$451.08</b>	
	<b>Subtotals Color</b>		<b>30,373</b>	<b>\$1,517.13</b>	

*Date of Last Upgrade: 7/1/2012*

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>	<i>7/1/2012</i> <i>Meter</i>	<i>6/30/2013</i> <i>Meter</i>	<i>2012-13</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendation</i>
<b>SAU #3</b>					
<b>Main Office</b>					
Canon IRC5051	50	63,712	63,662	\$0.004500	None at this time.
GQM63104 / GW2I6				\$286.48	
3,000,000 / 10/2009	50	7,417	7,367	\$0.04995	
Color Photocopier				\$367.98	
Connected					
<b>OCE VT</b>					
Canon LBP5460 31 CPM	0	10,294	10,294	\$0.004900	None at this time.
MEMA001713 / GW2GQ				\$50.44	
750,000 / 08/2011	0	1,724	1,724	\$0.04995	
Color Network Printer				\$86.11	
Not Connected					
<b>OCE VT</b>					

Date of Last Upgrade: 7/1/2012

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>	<i>7/1/2012</i> <i>Meter</i>	<i>6/30/2013</i> <i>Meter</i>	<i>2012-13</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendation</i>
<b>SAU #3</b>					
<b>Office</b>					
Oce im4530 45 CPM	300,529	310,325	9,796	\$0.004860	<b>Traded</b>
8010136 / GW0HP				\$47.61	
1,000,000 / 10/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
<b>OCE VT</b>					
Xerox 8560DN 30 CPM Black & Color	95,353	97,936	2,583	\$0.005290	<b>Traded</b>
FBT162970 /				\$13.66	
750,000 / 02/2007	17,835	18,604	769	\$0.08340	
Color Network Printer				\$64.13	
Connected 2/11/2013					
<b>VARY</b>					
	<b>Subtotals B&amp;W</b>		<b>86,335</b>	<b>\$398.19</b>	
	<b>Subtotals Color</b>		<b>9,860</b>	<b>\$518.23</b>	
<b>District Wide Black Totals</b>			<b>3,713,177</b>	<b>\$14,709.44</b>	
<b>District Wide Color Totals</b>			<b>201,051</b>	<b>\$10,278.05</b>	

*Understanding the past can help you to  
plan the Future!*



## Recent Upgrade Comparison

This form reflects the Compare report prepared at your last upgrade.

**SAU 3 Bryan Lamirande**

**183 Hillside Avenue**

**Berlin, NH 03570**

**Five-Year Basis beginning with the 2012/2013 Fiscal Year**

**Copies-per-Year: 4,174,757**

**Present vs. Proposed Recommendations as of 7/1/12**

### PRESENT SITUATION

- 1) Guarantees on Photocopiers...**One Year**
- 2) Annual Price Ceilings Left...**One Year**
- 3) High Volume Console Units...**7**
- 4) Units to be Traded...**170**
- 5) Photocopiers...**25** Incl Color  
Computer Interfaced...**14**
- 6) Low End Network Printers...**142 w/ 37 Color**
- 7) High End Network Printers...**3 > Color**
- 8) Color Photocopiers Networked ...**4**
- Total number of Units...**170**

#### **Printers**

- 9) Duplex's...**28**
- 10) Sorter's...**28**
- 11) Finisher's...**20**

### PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Photos..**Five+ Years**
- 2) 5% or CPI Annual Ceilings, whichever is less..**Five+ Years**
- 3) High Volume Console Units with 3 Million plus...**Six**
- 4) Replaced **107 New Units**
- 5) Photocopiers...**78**  
Computer Interfaced...**78** with Print &-Or Scan
- 6) Low End Network Printers...**15 w/1 Color**
- 7) High End Network Printers...**31 Color**
- 8) Low Cost Color Photocopiers Networked...**8**
- Total number of Units...**124...Closing out 46 >26 Ink Jet**

- 9) Duplex's... **109**
- 10) Sorter's...**24**
- 11) Finisher's... **20**

#### **Overall Description of Equipment Fleet:**

Presently, you have **Fifteen different Printer Manufacturers with multiple models** many of which will be traded out. Your IT is currently servicing all these units. The proposed package will only need **One** Make with only two different models all being serviced by an outside vendor. This will greatly simplify the print drivers and improve reliability. Also, please consider the reduction in labor cost that can now be reallocated toward more technical applications! The entire fleet will be networked and able to be monitored using **SPC's STAR Doc** (System for **T**racking **A**nd **R**eporting **D**ocuments) innovative Technology.

#### **Capital:**

Presently, you have **one** municipal lease that will be paid off. This will prevent an overlapping effect which causes major fluctuations from year to year. With the new arrangement, you will again have **one** 'municipal' master lease at **3.09%** interest. Your first of Six annual lease payments will be due on August 1'st 2012. 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 **\$0.00924 for black and \$0.233 for Color**. The new contract will come in at a CPC of **\$0.004021 for Black and \$0.04995 for Color**.

#### **Vendor Packages:**

SPC has brought to you **Six** 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 to be **Oce with Canon, Brother & HP**

Cost Center	Present	Proposed	
1. Service & Supplies Color Photo only	\$ 26,306.78	\$ 5,547.33>>	Invoiced Quarterly in Arrears
2. Service & Supplies Black Photo only	\$ 37,545.89	\$16,250.12>>	Invoiced Annually 80% of projected-Reconciled End of Year
3. Annual Muni Lease	\$ 34,058.47	\$47,900.60 >>	Six Payments w/ 1'st treated like a down payment (Over Five Years)
4. Forced Upgrade	\$ 34,650.00	\$ 00.00	
Totals	\$132,561.14	\$69,698.05	
Annual Cost Savings			\$62,863.09
Five Year Cost Savings			\$314,315.47

## *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 2012-13 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

### *BEFORE SPC*

Current Annual Volume	Average Prior CPC	Average Annual Charges
3,713,177	\$.02018	\$74,931.91

### *CURRENTLY WITH SPC*

Current Annual Volume	Current CPC (new year)	Average Annual Charges	Average Annual Cost Savings	Average 5-Year Cost Savings
3,713,177	\$.00400	\$14,852.71	\$60,079.20	\$300,396.01

***Today the Cooperative Buying of SPC has netted annual cost savings,  
on average, of \$60,079.20 x 5 as a Client =  
\$300,396.01 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.

<b>Building Name</b>	<b>Projected Volume</b>	<b>Service &amp; Supply Cost</b>	<b>Paper Cost \$24.81/Case</b>	<b>Equipment Cost</b>	<b>Total Cost</b>
Berlin High	1,365,770	\$5,471.98	\$6,776.95	\$17,618.66	\$29,867.59
Berlin Junior High	1,002,003	\$4,023.16	\$4,971.94	\$12,926.00	\$21,921.10
Brown Elementary	536,923	\$2,072.72	\$2,664.21	\$6,926.39	\$11,663.33
Bus Garage (NH3)	9,933	\$36.64	\$49.29	\$128.14	\$214.06
Hillside Elementary	613,227	\$2,394.04	\$3,042.83	\$7,910.73	\$13,347.60
Marston School	98,986	\$455.61	\$491.17	\$1,276.94	\$2,223.71
SAU #3	86,335	\$402.18	\$428.39	\$1,113.74	\$1,944.31
<b><i>Totals</i></b>	<b><i>3,713,177</i></b>	<b><i>\$14,856.32</i></b>	<b><i>\$18,424.78</i></b>	<b><i>\$47,900.59</i></b>	<b><i>\$81,181.70</i></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. **Next year's increase will be 1.1%.**

<i>Vendor</i>	<i>Equipment</i>	<i>2012-13 Annual Volume</i>	<i>2012-13 Cost Per Copy</i>	<i>2012-13 Total Cost</i>	<i>2013-14 Cost Per Copy</i>	<i>2013-14 Projected Cost</i>
Ricoh USA	Black Photocopier	76,665	\$0.00529	\$405.56	\$0.00534	\$409.39
Oce Vermont	High Production Color	82,668	\$0.00450	\$372.01	\$0.00455	\$375.73
Oce Vermont	Color Photocopier	443,303	\$0.00450	\$1,994.86	\$0.00455	\$2,014.81
Oce Vermont	Color Network Printer	122,749	\$0.00490	\$601.47	\$0.00495	\$607.48
Oce Vermont	Black Photocopier	37,044	\$0.00529	\$195.96	\$0.00534	\$197.81
Oce Vermont	Black Photocopier	284,194	\$0.00490	\$1,392.55	\$0.00495	\$1,406.48
Oce Vermont	Black Photocopier	103,246	\$0.00486	\$501.78	\$0.00491	\$506.94
Oce Vermont	Black Photocopier	2,553,042	\$0.00360	\$9,190.95	\$0.00364	\$9,282.86
Vary Technologies	Color Photocopier	2,329	\$0.00529	\$12.32	\$0.00534	\$12.44
Vary Technologies	Color Network Printer	7,937	\$0.00529	\$41.99	\$0.00534	\$42.38
<b><i>Totals and Averages</i></b>		<b><i>3,713,177</i></b>	<b><i>\$0.00396</i></b>	<b><i>\$14,709.44</i></b>	<b><i>\$0.00400</i></b>	<b><i>\$14,856.32</i></b>

### *Projected Equipment Costs by Building - Color*

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Approximate current paper costs are figured in to provide budget information for the upcoming fiscal year. Annual Equipment Lease payment is not calculated with color usage.

<b>Building Name</b>	<b>Projected Volume</b>	<b>Service &amp; Supply Cost</b>	<b>Paper Cost \$24.81/Case</b>	<b>Total Cost</b>
Berlin High	59,013	\$3,004.30	\$292.82	\$3,297.12
Berlin Junior High	41,058	\$2,167.55	\$203.73	\$2,371.28
Brown Elementary	24,376	\$1,288.28	\$120.95	\$1,409.23
Bus Garag	0	\$0.00	\$0.00	\$0.00
Hillside Elementary	36,371	\$1,865.05	\$180.47	\$2,045.52
Marston School	30,373	\$1,532.32	\$150.71	\$1,683.03
SAU #3	9,860	\$523.41	\$48.93	\$572.34
<b><i>Totals</i></b>	<b><i>201,051</i></b>	<b><i>\$10,380.90</i></b>	<b><i>\$997.62</i></b>	<b><i>\$11,378.52</i></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 increased by 1.1%.**

<i>Vendor</i>	<i>Equipment</i>	<i>2012-13 Annual Volume</i>	<i>2012-13 Cost Per Copy</i>	<i>2012-13 Actual Cost</i>	<i>2013-14 Cost Per Copy</i>	<i>2013-14 Projected Cost</i>
Oce Vermont	Color Photocopier	73,309	\$0.04995	\$3,661.78	\$0.05045	\$3,698.44
Oce Vermont	Color Network Printer	96,423	\$0.04995	\$4,816.33	\$0.05045	\$4,864.54
Oce Vermont	Color Network Printer	0	\$0.04995	\$0.00	\$0.04995	\$0.00
Vary Technologies	Color Photocopier	4,052	\$0.08340	\$337.94	\$0.08423	\$341.30
Vary Technologies	Color Network Printer	2,990	\$0.08340	\$249.37	\$0.08423	\$251.85
<b><i>Totals and Averages</i></b>		<b><i>176,774</i></b>	<b><i>\$0.05128</i></b>	<b><i>\$9,065.42</i></b>	<b><i>\$0.05180</i></b>	<b><i>\$9,156.13</i></b>

## Reprographic Equipment Assessment

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

<b>Total # of Units</b>	<b>110</b>
<b># of Units on Lease</b>	<b>108</b>
<b># of Units Owned</b>	<b>2</b>
<b>Lease Company</b>	<b>Northway Bank</b>
<b>Lease Start Date</b>	<b>7/1/2012</b>
<b>Lease End Date</b>	<b>8/1/2017</b>
<b>Term</b>	<b>5 Annual</b>
<b>Annual Payment usually due on 8/1</b>	<b>\$47,900.59</b>
<b>Remaining Payments</b>	<b>4</b>

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

## *Leased Equipment*

<b>Building</b>	<b>Make</b>	<b>Model</b>	<b>Serial #</b>
Berlin High	Canon	IRC7065	HJY53465
Berlin High	Canon	LBP5460	MEMA001474
Berlin High	Canon	LBP5460	MEMA001522
Berlin High	Canon	LBP5460	MEMA001694
Berlin High	Canon	LBP5460	MEMA001518
Berlin High	Canon	LBP5460	MEMA001517
Berlin High	Canon	IR3245i	DHK19572
Berlin High	Canon	LBP5460	MEMA001476
Berlin High	Canon	LBP5460	MEMA001539
Berlin High	Canon	IRC5045	GPQ63455
Berlin High	Canon	LBP5460	MEMA001511
Berlin High	Canon	LBP5460	MEMA001697
Berlin High	Canon	LBP5460	MEMA001520
Berlin High	canon	LBP5460	MEMA001519
Berlin High	Canon	LBP5460	MEMA001716
Berlin High	Canon	LBP5460	MEMA001537
Berlin High	Canon	LBP5460	MEMA001535
Berlin High	Canon	IR3245i	DHK17155
Berlin High	Canon	IR6075	HTK16157
Berlin High	Canon	IR6075	HTK15506
Berlin High	Canon	LBP5460	MEMA001498
Berlin High	Canon	LBP5460	MEMA001487
Berlin High	Oce	VL3200x	2030131
Berlin High	Oce	VL3200x	2030076
Berlin High	Oce	VL3200x	2030079
Berlin High	Oce	VL3200x	2030130
Berlin High	Oce	VL3200x	2030147
Berlin High	Oce	VL3200x	2030078



<b>Building</b>	<b>Make</b>	<b>Model</b>	<b>Serial #</b>
Berlin High	Oce	VL3200x	2030126
Berlin High	Oce	VL3200x	2030074
Berlin High	Oce	VL3200x	2030153
Berlin High	Oce	VL3200x	2030127
Berlin High	Oce	VL3200x	2030124
Berlin High	Oce	VL3200x	2030155
Berlin High	Oce	VL3200x	2030135
Berlin High	Oce	VL3200x	2030161
Berlin High	Oce	VL3200x	2030123
Berlin High	Oce	VL3200x	2030158
Berlin High	Oce	VL3200x	2030162
Berlin High	Oce	VL3200x	2030156
Berlin High	Oce	VL3200x	2030159
Berlin High	Oce	VL3200x	2030132
Berlin High	Oce	VL3200x	2030150
Berlin High	Oce	VL3200x	2030120
Berlin High	Oce	VL3200x	2030151
Berlin High	Oce	VL3200x	2030152
Berlin High	Oce	VL3200x	2030077
Berlin High	Oce	VL3200x	2030067
Berlin High	Oce	VL3200x	2030154
Berlin High	Oce	VL3200x	2030081
Berlin High	Oce	VL3200x	2030129
Berlin Junior High	Canon	IRC5051	GQM65369
Berlin Junior High	Canon	LBP5460	MEMA001533
Berlin Junior High	Canon	IRC5035	GNW64582
Berlin Junior High	Canon	LBP5460	MEMA001516
Berlin Junior High	Canon	LBP5460	MEMA001499
Berlin Junior High	Canon	IR6075	HTK12563

<b>Building</b>	<b>Make</b>	<b>Model</b>	<b>Serial #</b>
Berlin Junior High	Canon	LBP5460	MEMA001750
Berlin Junior High	Canon	LBP5460	MEMA001696
Berlin Junior High	Oce	VL3200x	2030083
Berlin Junior High	Oce	VL3200x	2030145
Berlin Junior High	Oce	VL3200x	2030137
Berlin Junior High	Oce	VL3200x	2030148
Berlin Junior High	Oce	VL3200x	2030059
Berlin Junior High	Oce	VL3200x	2030134
Berlin Junior High	Oce	VL3200x	2030060
Berlin Junior High	Oce	VL3200x	2030128
Berlin Junior High	Oce	VL3200x	2030146
Berlin Junior High	Oce	VL3200x	2030140
Berlin Junior High	Oce	VL3200x	2030143
Berlin Junior High	Oce	VL3200x	2030141
Berlin Junior High	Oce	VL3200x	2030138
Berlin Junior High	Oce	VL3200x	2030055
Berlin Junior High	Oce	VL3200x	2030054
Berlin Junior High	Oce	VL3200x	2030063
Berlin Junior High	Oce	VL3200x	2030144
Berlin Junior High	Oce	VL3200x	2030139
Brown Elementary	Canon	LBP5460	MEMA001700
Brown Elementary	Canon	IR3245i	DHK20614
Brown Elementary	Canon	IR3245i	DHK17152
Brown Elementary	Canon	LBP5460	MEMA001703
Brown Elementary	Canon	IR6075	HTK15518
Brown Elementary	Canon	LBP5460	MEMA001701
Hillside Elementary	Canon	LBP5460	MEMA001710
Hillside Elementary	Canon	LBP5460	MEMA001450
Hillside Elementary	Canon	IRC5045	GPQ63462

<b>Building</b>	<b>Make</b>	<b>Model</b>	<b>Serial #</b>
Hillside Elementary	Canon	LBP5460	MEMA001515
Hillside Elementary	Canon	LBP5460	MEMA001704
Hillside Elementary	Canon	LBP5460	MEMA001709
Hillside Elementary	Canon	IR6075	HTK15439
Hillside Elementary	Canon	IR6075	HTK15259
Hillside Elementary	Oce	VL3200x	2030082
Hillside Elementary	Oce	VL3200x	2030084
Hillside Elementary	Oce	VL3200x	2030085
Hillside Elementary	Oce	VL3200x	2030058
Hillside Elementary	Oce	VL3200x	2030004
Hillside Elementary	Oce	VL3200x	2030136
Hillside Elementary	Oce	VL3200x	2030080
Hillside Elementary	Oce	VL3200x	2030061
Hillside Elementary	Oce	VL3200x	2030037
Hillside Elementary	Oce	VL3200x	2030056
Hillside Elementary	Oce	VL3200x	2030057
Hillside Elementary	Oce	VL3200x	2030052
Marston School	Canon	LBP5460	MEMA001708
Marston School	Canon	IRC5045	GPQ62329
Marston School	Canon	IRC5045	GPQ63422
SAU #3	Canon	LBP5460	MEMA001713
SAU #3	Canon	IRC5051	GQM63104

## *Owned Equipment*

<b>Building</b>	<b>Make</b>	<b>Model</b>	<b>Serial #</b>
Berlin High	Oce	im4530	7070041
Bus Garage	Oce	im4530	7080080

***NOTE: With your next upgrade, your current Leased Equipment would be listed as Owned, and any new equipment would be listed as Leased. Your current Owned Equipment would be traded out.***

## *Improved SPC Services*

### **2012-2013 Simplified Billing Implemented**

In January 2013, SPC developed the Simplified Billing Program, designed to streamline the invoicing process and further help to eliminate billing errors. Some of its features include:

#### ***TWO Pre-Billing invoices annually from ONE billing source. Benefits...***

- One half of your projected annual volume is billed twice per year: July and January.
- No need to review pages and pages of confusing invoices from multiple vendors, whose systems produce a variety of invoicing formats.

#### ***Eliminate confusing variety of invoices from multiple vendors that come annually and/or quarterly. Benefit...***

- Different vendors utilize different invoicing programs, producing a wide variety of lengthy and often confusing invoices; you receive each invoice directly from SPC, in one, easy to read format.
- Accompanying spreadsheets break out the totals owed for pre-billing or reconciliation by building or cost center to allow you to allocate costs to specific locations.

#### ***Standardized billing to eliminate chasing meter reads during the year. Benefits...***

- Staff no longer need to collect color or low-end printer meter reads on a quarterly basis.
- Billing is based on previous year's actual usage.
- Most meter reads can now be captured electronically, with only a small handful of printers needing a manual meter reading, thus saving valuable staff time at the end of the fiscal year.

#### ***SPC's managed spreadsheet includes all copy and printing devices within your organization for all locations and all vendors. Benefits...***

- Spreadsheets associated with each invoice show the itemized equipment in each location, the projected volume, and the semi-annual pre-billing or reconciliation.
- Again, one simplified invoice for all equipment and one billing source rather than multiple varied invoices from several billing sources.

## *SPC's Newest Service*

### **SPC STAR Doc**

Throughout the 2012-13 year, SPC designed, developed, and implemented a new online program that allows our clients to effectively manage all of their reprographic assets.



### ***STAR Doc: System for Tracking and Reporting Documents. Benefits...***

- Detailed floor maps identifying each copier and printer within your fleet, including make, model, serial number, meter read, building, and department.
- Online, real-time information daily.
- Allows you to project your usage in comparison with your budget to determine if you are on target or if you need to make some adjustments.
- Allows you to identify problem areas and address them immediately, before your annual billing invoice.
- All your SPC-related documents stored in one location: Five-Year Equipment Replacement Schedule, Compare Report, Total Bid Analysis, Annual Report.

At SPC we are always striving to improve our services and optimize our clients' resources. We are proud to be able to offer our clients all the benefits of the new **STAR Doc** system.

## *SPC STARDoc Current User Names\**

<b>Name</b>	<b>Username</b>
Bryan Lamirande	blamirande
Autie Hamilton	ahamilton
Judy Roy	jroy
Gary Bisson	gbisson
Holly Paquette	hpaquette
Dan Record	drecord
Elizabeth Deen	edeen
Marilyn Labbe	mlabbe
Amy Hunter	ahunter
Sharon Michalik	smichalik
Corinne Cascadden	ccascadden

\*If you need to verify your password or if you need to add users please contact Alex Webster at [awebster@spccopypro.com](mailto:awebster@spccopypro.com)

## *SPC's Service & Supply Contract – Purpose & Sample*

In an effort to serve our clients better, at our own expense, SPC hired Bond Counsel to set up your Service & Supply Contract to ensure accuracy and protection to our Clients. Integrated into and tailored to mirror the Lease-Purchase Agreement, this contract protects equipment held as collateral under the Lease-Purchase Agreement or for equipment already owned and purchased outright.

Please note that this contract provides you with the option to upgrade your service contract with a 30-day termination notice. This provides you tremendous flexibility.



## : SERVICE AND SUPPLY CONTRACT

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the "Equipment") to a Master Lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the "Lessor") and NHSAU 03, as lessee (the "Lessee"), commencing on July 1, 2012, (the "Lease-Purchase") hereby contracts with Lessee for the term of the Lease-Purchase (terminating on June 30, 2017) to provide comprehensive services, supplies, and maintenance to such Equipment, excluding only the cost of paper, transparencies, and staples, at a cost per copy per item of Equipment as shown on Schedule A attached hereto. In addition, for high-speed duplicators, Vendor may charge the cost shown on Schedule A attached hereto for masters used when the number of copies made by use of such masters is, on an annual average, fewer than 100. Vendor shall provide a four-hour response time to all service calls.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor, at its option, may increase such costs per copy under this Service and Supply Contract (the "Contract") by 5% or by a percentage equal to the increase during the immediately preceding 12-month period of "The Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average for All Items, 1982-84 = 100," whichever is less.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor shall credit to Lessee any cost of this Contract prepaid by Lessee and unused by Lessee because fewer copies were made by Lessee during the Contract period ending on such July 1 than were originally estimated under this Contract to be made by Lessee during such period. If the Lease-Purchase is terminated prior to the end of its term, Vendor shall prorate and return to Lessee, within 30 days of such termination, any cost of this Contract prepaid by Lessee and unused by Lessee because of such early termination of the Lease-Purchase.

### *Client Acknowledgement of Vendor Commitment*

<b>Vendor:</b>	<u>Canon Solutions USA</u>	<b>Lessee:</b>	<u>NHSAU 03</u>
<b>Street Address:</b>	<u>520 Avenue D</u>	<b>Street Address:</b>	<u>183 Hillside Avenue</u>
<b>City/State/Zip:</b>	<u>Williston, VT 05495</u>	<b>City/State/Zip:</b>	<u>Berlin, NH 03570</u>
<b>By (signature):</b>	<u></u>	<b>By (signature):</b>	<u></u>
<b>Name:</b>	<u></u>	<b>Name:</b>	<u>Bryan Lamirande</u>
<b>Title:</b>	<u></u>	<b>Title:</b>	<u>Business Manager</u>

## ***SPC's Dual-Layered Warranty – Purpose & Explanation***

Reprographic equipment is expensive and does not hold its value. Therefore, it is crucial for you and the banking industry holding the collateral to secure this asset.

Our unique Dual-Layered Warranty guarantees a like-for-like no-charge replacement unit in the event of equipment not performing satisfactorily.

1. **Servicing Vendor**; implemented in 1988
2. **ESP Electrical**; implemented in 2007, all photocopiers with such units will be warranted from electrical damage by ESP.

**ESPs** (Electronic Surge Protectors) with our most recent upgrades are being installed by SPC on 40 CPM units and faster in order to cut down on approximately 30% of all service calls. These units will not only protect from electrical surges but will also filter out electronic noise that creates havoc with boards and the operation of your equipment.

## **WARRANTY**

### **(LEASED EQUIPMENT)**

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the “Equipment”) to a Master lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the “Lessor”) and NHSAU 03, as lessee (the “Lessee”), commencing on July 1, 2012, (the “Lease-Purchase”) hereby warrants to Lessee that, if any such Equipment malfunctions through no fault of Lessee during the term of the Lease-Purchase (terminating on June 30, 2017) and such Equipment cannot be repaired promptly, Vendor promptly will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Lessee.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the life expectancy of such item of Equipment in number of copies, as shown on Schedule A(P) attached hereto, is exceeded;
2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule A(P) attached hereto.

<b>Vendor:</b>	<b>Canon Solutions USA</b>
<b>Street Address:</b>	<b>520 Avenue D</b>
<b>City/State/Zip:</b>	<b>Williston, VT 05495</b>
<b>By (signature):</b>	
<b>Name:</b>	
<b>Title:</b>	