



Specialized Purchasing Consultants

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2013-14 Annual Report

Year - End Photocopier Analysis

With projected costs for 2014-15

Bryan Lamirande
NHSAU 03 - Berlin Public Schools
183 Hillside Avenue
Berlin, NH 03570



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

September 2014

Skip Tilton
President

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

Dear Bryan:

VISIT US ON THE WEB:
www.spccopypro.com

Our staff at SPC would like to extend their gratitude for allowing us to provide beneficial services to you and your organization for the past *14 years*. Over the last two years, SPC has made major improvements to your services without increasing our cost to you. We hope you have experienced and enjoyed the benefits.

Since our inception in 1988, we have always strived to maximize your savings while improving productivity and reliability. As a major part of our services, **SPC STAR Doc.** * which was designed to predict both your year-end cost as well as set up your next year's budget as soon as January 1st, is fully functional. New features include...

- Mapped devices show a before and after Upgrade floor plan
- Devices not reporting are now factored into your budget so that you have a more accurate forecast
- Non-contracted devices are now flagged with potential cost savings

*Feel free to ask for a more detailed explanation

New to this year's Annual Report is a section for warranty replacements and equipment complaints that have taken place during the previous year. This will flag problem locations that may or may not need to be eventually upgraded. As always, the overview of your equipment usage and status for the past fiscal year is included. Recommendations are provided to address potential problem areas to avoid needless down time and improve equipment reliability for years to come.

Thank you again for allowing SPC the opportunity to be of service. We look forward to our personal presentation of this year's annual report.

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

Total Number of Machines:	110
Total Black Photocopiers	71
Total Color Photocopiers (including MFP)	8
Total Black Network Printers	0
Total Color Network Printers	31
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	0
# of Units Overused:	1
# of Units Underused:	1
# of Units Connected to Network with Print and/or Scan	110
Commencement Date:	7/1/2012
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	8/1/2017
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract Signed	Yes

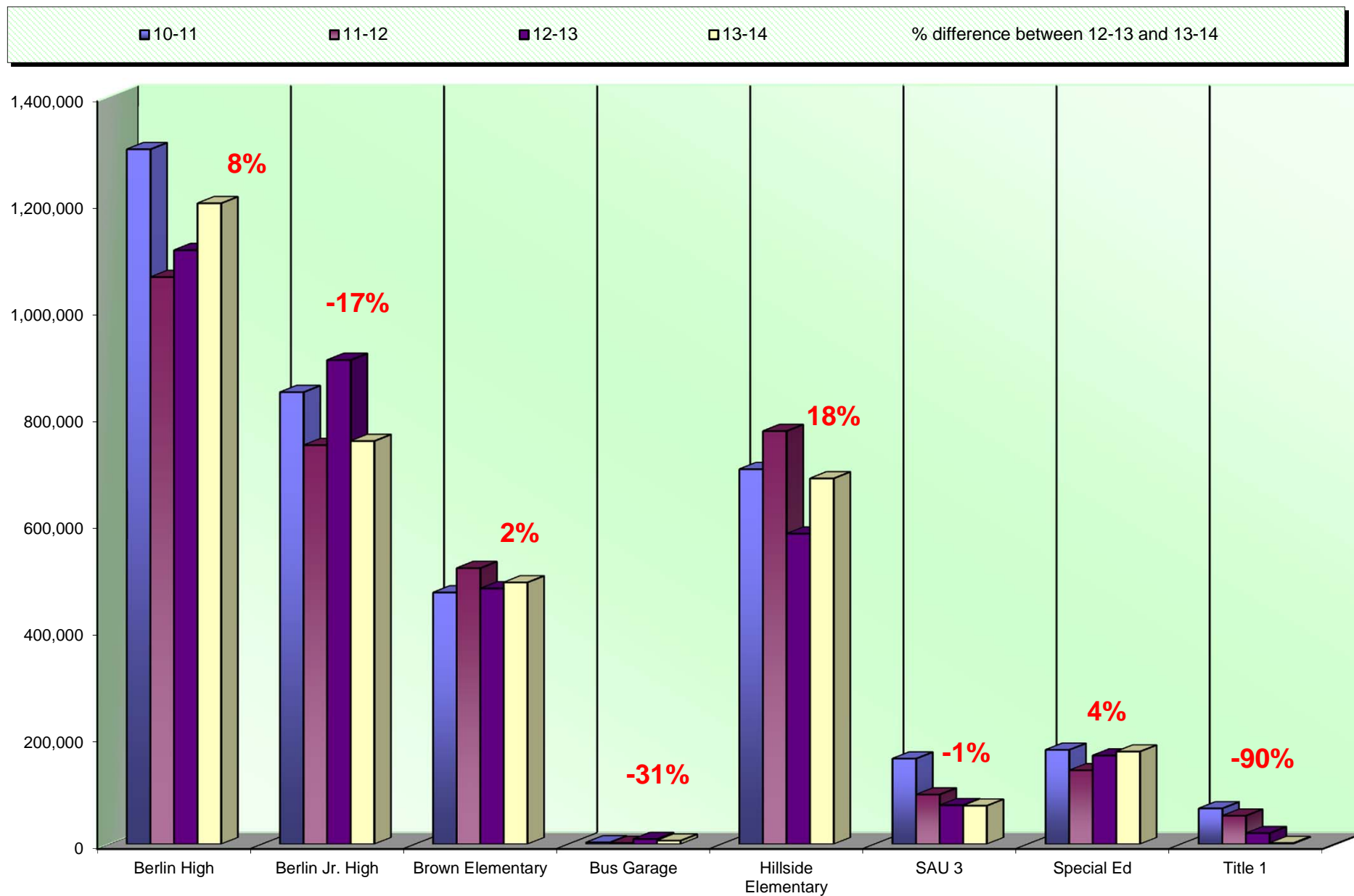
NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Hello Byan

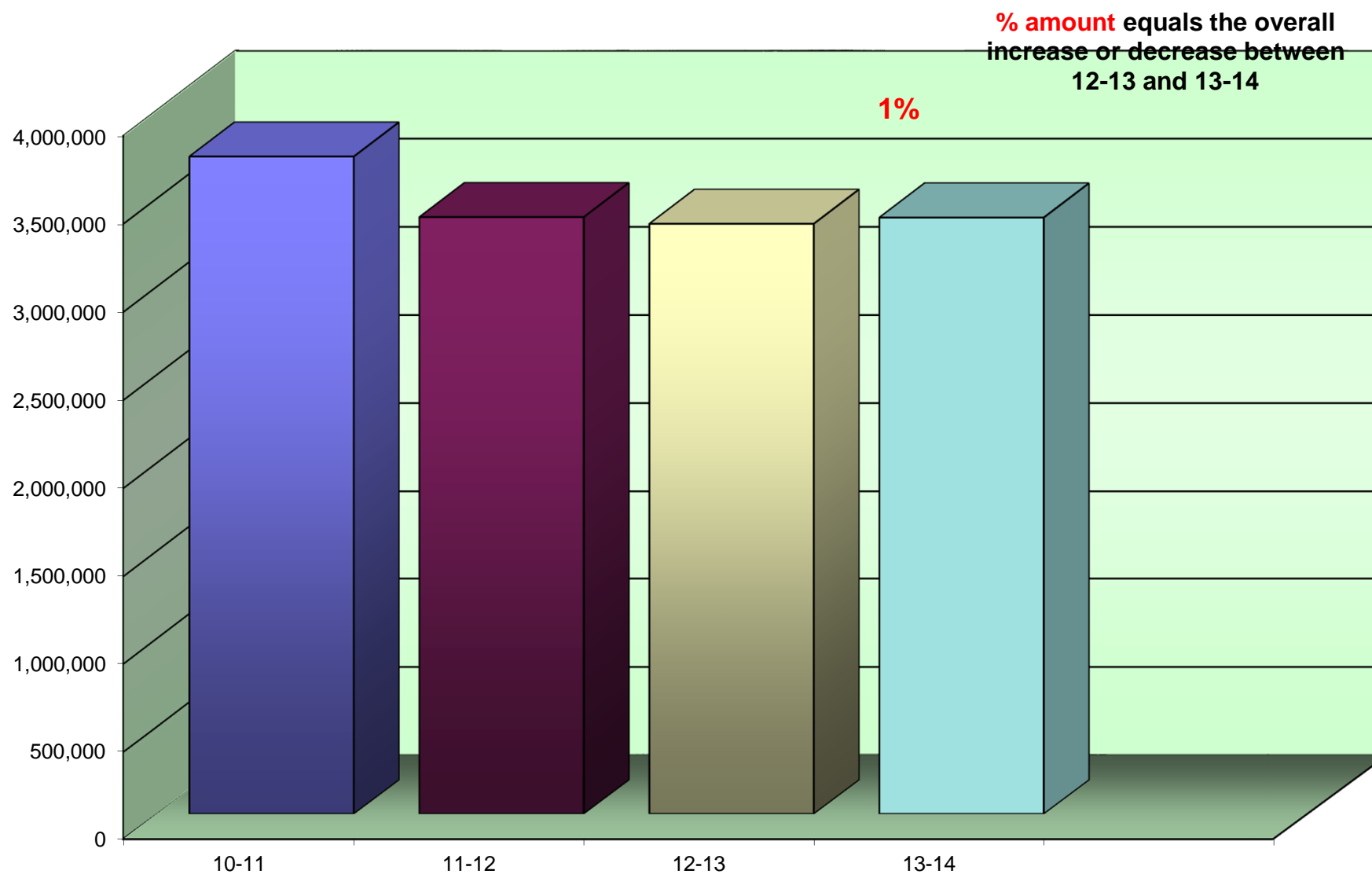
No major issues except one unit that is being overused. Also, your color volume is a little on the high side.

Skip

ANNUAL BLACK VOLUME BY BUILDING



ANNUAL BLACK VOLUME OVERALL



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 School	443	1,273,442	\$29,451.12	2,875	\$66.48
Berlin Junior High School	314	773,889	\$17,871.72	2,465	\$56.92
Brown Elementary School	274	492,047	\$11,254.28	1,796	\$41.07
Hillside Elementary School	244	698,267	\$16,106.29	2,862	\$66.01
Marston School	0	74,982	\$1,778.88	0	\$0.00
SAU 03	0	73,013	\$1,735.35	0	\$0.00
SAU 03 Bus Garage	0	6,656	\$151.71	0	\$0.00
<i>Totals</i>	1,275	3,392,296	\$78,349.33	2,661	\$61.45

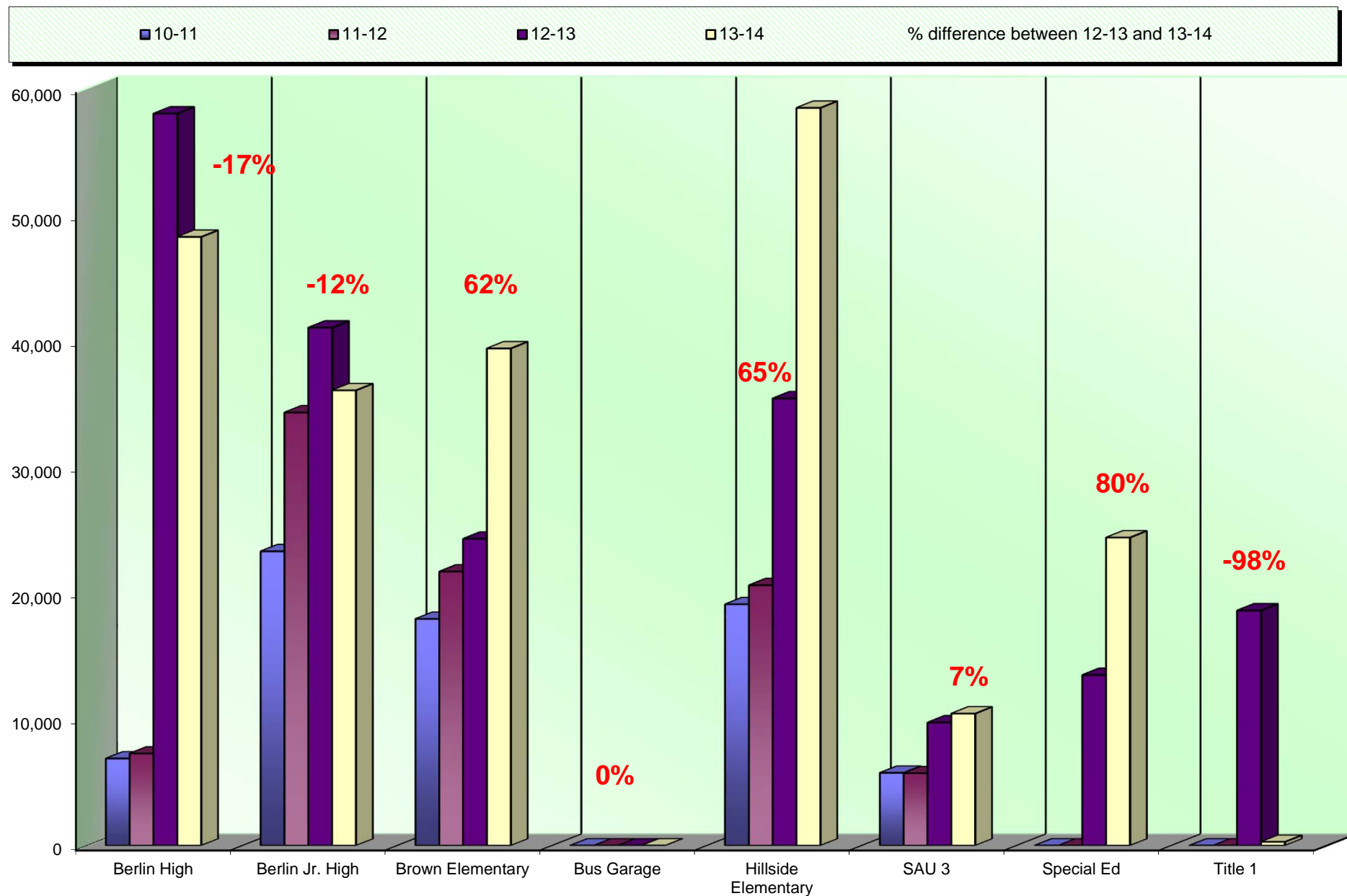
Cost Comparison Black Only

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>
All Schools w/student populations	114,558	228,223,654	\$5,292,743.97	2,516	\$46.20

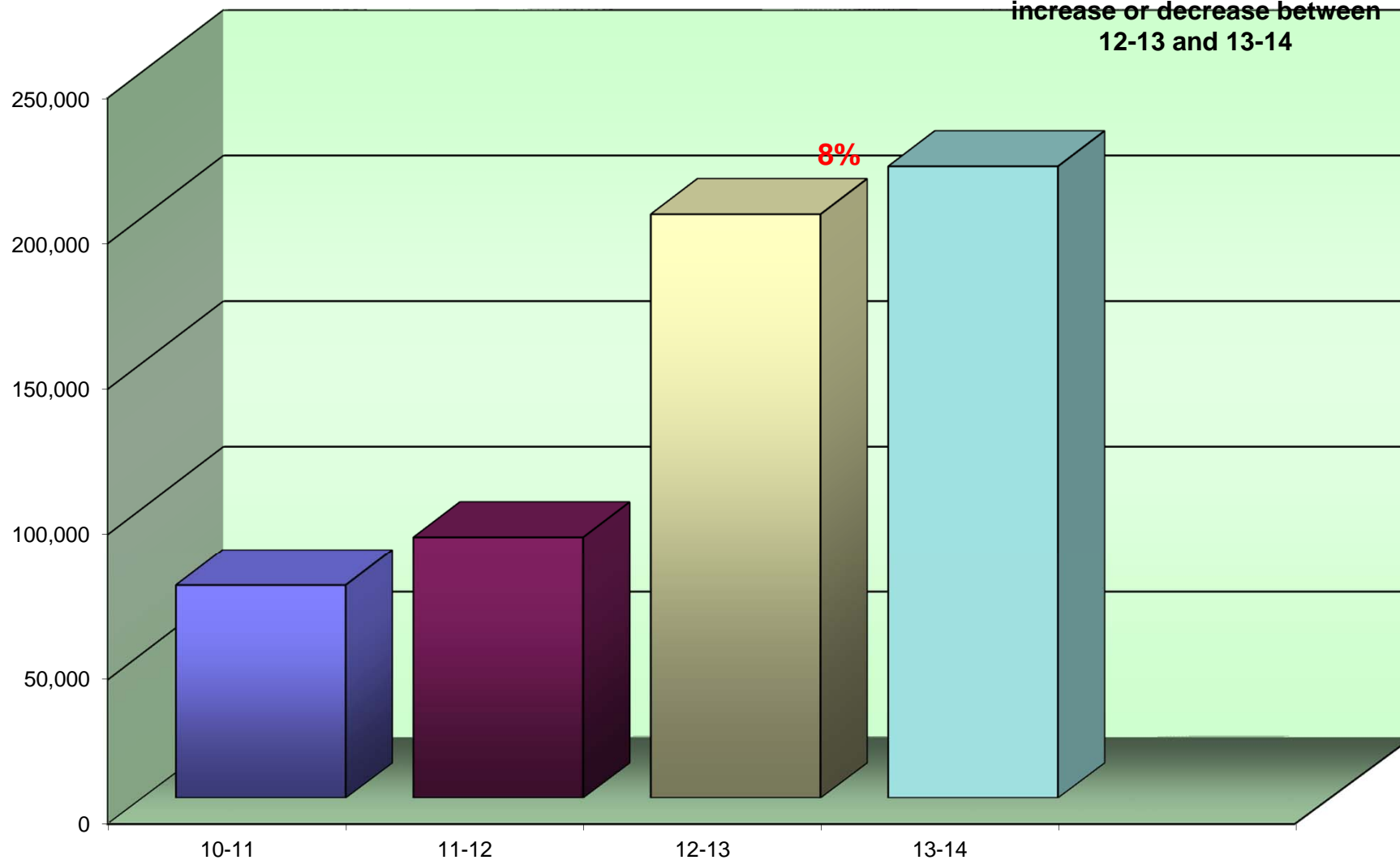
**Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*

ANNUAL COLOR VOLUME BY BUILDING



ANNUAL COLOR VOLUME OVERALL

% amount equals the overall
increase or decrease between
12-13 and 13-14



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.

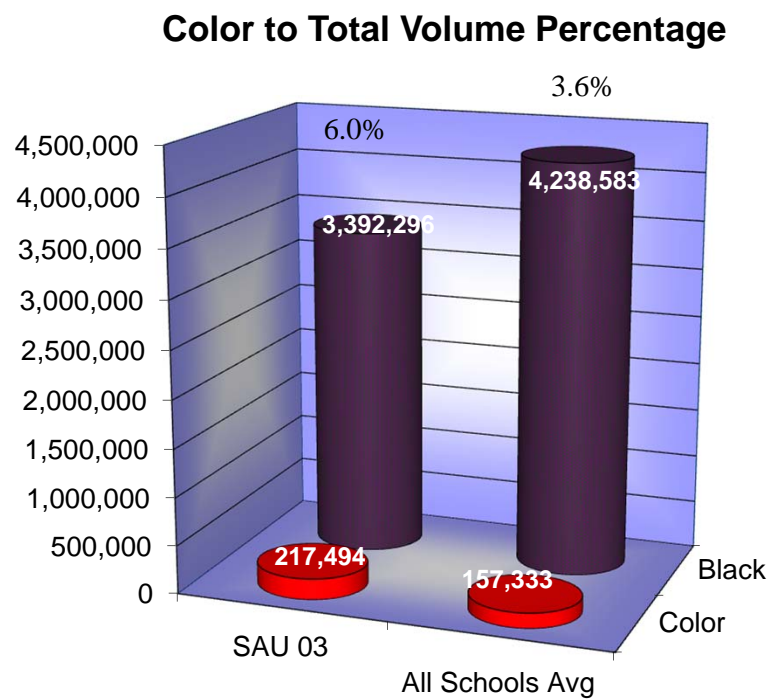
<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Berlin High School	443	51,868	\$2,669.13	117	\$6.03
Berlin Junior High School	314	36,102	\$1,857.81	115	\$5.92
Brown Elementary School	274	39,413	\$2,028.19	144	\$7.40
Hillside Elementary School	244	60,268	\$3,101.39	247	\$12.71
Marston School	0	19,280	\$992.15	0	\$0.00
SAU 03	0	10,563	\$543.57	0	\$0.00
SAU 03 Bus Garage	0	0	\$0.00	0	\$0.00
<i>Totals</i>	1,275	217,494	\$11,192.24	171	\$8.78

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>
All Schools w/student populations	114,558	10,541,331	\$617,517.66	92	\$5.39

**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

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 7/1/2012	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Berlin High School						
Athletics Office - Melanson						
Oce VL3200x / 32 PPM	3,068	6,575	3,507	\$0.004949	None at this time.	
2030081 / GW2EI				\$17.36		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
CTE Office						
Canon IR3245i / 45 PPM	446,870	480,939	34,069	\$0.003636	None at this time.	
7070041 / GW0HK				\$123.87		
1,000,000 / 07/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Canon LPB5460 / 31 PPM	4,868	11,681	6,813	\$0.004949	None at this time.	
MEMA001519 / GW2GA				\$33.72		
750,000 / 08/2009	1,926	5,554	3,628	\$0.05045		
Color Network Printer				\$183.03		
Connected / 6/1/2018						
CSA-VT						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 7/1/2012</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Berlin High School					
Guidance Hall					
Canon IR3245i / 45 PPM	62,501	127,350	64,849	\$0.003636	None at this time.
DHK17155 / GW2H3				\$235.79	
1,000,000 / 07/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					
Health Occupations					
Canon LPB5460 / 31 PPM	2,269	4,967	2,698	\$0.004949	None at this time.
MEMA001520 / GW2G9				\$13.35	
750,000 / 08/2009	1,328	3,016	1,688	\$0.05045	
Color Network Printer				\$85.16	
Connected / 6/1/2018					
CSA-VT					

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<i>Make-Model / Speed</i>				<i>Date of Last Upgrade: 7/1/2012</i>	
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Berlin High School					
Level 3 Work Room					
Canon IR6075 / 75 PPM	422,282	835,889	413,607	\$0.003636	None at this time.
HTK16157 / GW2I5				\$1,503.88	
4,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					
Canon IR6075 / 75 PPM	333,351	667,671	334,320	\$0.003636	None at this time.
HTK15506 / GW2HC				\$1,215.59	
4,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					
Library					
Canon IRC5045 / 45 PPM	61,708	120,641	58,933	\$0.004545	None at this time.
GPO63455 / GW2HG				\$267.85	
1,000,000 / 10/2009	5,100	8,817	3,717	\$0.05045	
Color Photocopier				\$187.52	
Connected / 6/1/2018					
CSA-VT					

<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>Date of Last Upgrade: 7/1/2012</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Berlin High School						
Math Lab Top Floor						
Oce VL3200x / 32 PPM	5,476	11,924	6,448	\$0.004949	None at this time.	
2030076 / GW2EM				\$31.91		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Resource Room						
Canon LPB5460 / 31 PPM	0	4,456	4,456	\$0.004949	None at this time.	
MEMA001511 / GW2GC				\$22.05		
750,000 / 08/2009	0	1,160	1,160	\$0.05045		
Color Network Printer				\$58.52		
Connected / 6/1/2018						
CSA-VT						
Room 100						
Oce VL3200x / 32 PPM	1,060	1,863	803	\$0.004949	None at this time.	
2030127 / GW2FE				\$3.97		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 7/1/2012</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Berlin High School					
Room 101					
Oce VL3200x / 32 PPM	1,376	2,625	1,249	\$0.004949	None at this time.
2030131 / GW2FC				\$6.18	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					
Room 102					
Oce VL3200x / 32 PPM	2,262	6,601	4,339	\$0.004949	None at this time.
2030130 / GW2FF				\$21.47	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					
Room 103					
Canon LPB5460 / 31 PPM	1,064	2,230	1,166	\$0.004949	None at this time.
MEMA001487 / GW2GD				\$5.77	
750,000 / 08/2009	538	1,118	580	\$0.05045	
Color Network Printer				\$29.26	
Connected / 6/1/2018					
CSA-VT					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 7/1/2012</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Berlin High School					
Room 300					
Canon LPB5460 / 31 PPM	5,478	14,408	8,930	\$0.004949	None at this time.
MEMA001474 / GW2GX				\$44.19	
750,000 / 08/2009	3,140	6,666	3,526	\$0.05045	
Color Network Printer				\$177.89	
Connected / 6/1/2018					
CSA-VT					
Room 301					
Oce VL3200x / 32 PPM	5,881	12,040	6,159	\$0.004949	None at this time.
2030120 / GW2F9				\$30.48	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					
Room 302 Special Education					
Canon IR3245i / 45 PPM	81,692	147,374	65,682	\$0.003636	None at this time.
DHK19572 / GW2H5				\$238.82	
1,000,000 / 07/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 7/1/2012	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Berlin High School						
Room 400 Art						
Canon LPB5460 / 31 PPM	2,329	4,525	2,196	\$0.004949	None at this time.	
MEMA001476 / GW2GE				\$10.87		
750,000 / 08/2009	4,470	9,383	4,913	\$0.05045		
Color Network Printer				\$247.86		
Connected / 6/1/2018						
CSA-VT						
Room 500						
Canon LPB5460 / 31 PPM	307	3,383	3,076	\$0.004949	None at this time.	
MEMA001498 / GW2GF				\$15.22		
750,000 / 08/2009	220	3,144	2,924	\$0.05045		
Color Network Printer				\$147.52		
Connected / 6/1/2018						
CSA-VT						
Room 501						
Oce VL3200x / 32 PPM	5,565	12,444	6,879	\$0.004949	None at this time.	
2030132 / GW2FB				\$34.04		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						

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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>Date of Last Upgrade: 7/1/2012</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Berlin High School					
Room 514 Graphic Arts					
Canon IR ADV C7065 / 65 PPM	82,718	162,908	80,190	\$0.004545	None at this time.
HJY53465 / GW2MB				\$364.46	
3,000,000 / 10/2009	24,327	35,302	10,975	\$0.05045	
Color Photocopier				\$553.69	
Connected / 6/1/2018					
CSA-VT					
Canon LPB5460 / 31 PPM	944	1,733	789	\$0.004949	None at this time.
MEMA001537 / GW2G8				\$3.90	
750,000 / 08/2009	1,448	1,951	503	\$0.05045	
Color Network Printer				\$25.38	
Connected / 6/1/2018					
CSA-VT					
Canon LPB5460 / 31 PPM	0	2,633	2,633	\$0.004949	None at this time.
MEMA001716 / GW2G7				\$13.03	
750,000 / 08/2009	0	690	690	\$0.05045	
Color Network Printer				\$34.81	
Connected / 6/1/2018					
CSA-VT					
Room 516 Child Care					
Canon LPB5460 / 31 PPM	3,156	5,864	2,708	\$0.004949	None at this time.
MEMA001535 / GW2G6				\$13.40	
750,000 / 08/2009	1,431	3,515	2,084	\$0.05045	
Color Network Printer				\$105.14	
Connected / 6/1/2018					
CSA-VT					

Date of Last Upgrade: 7/1/2012					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2013-14		
Connectivity / Printer Exp Date	7/1/2013	6/30/2014	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
Berlin High School					
Room 517					
Canon LPB5460 / 31 PPM	1,426	4,541	3,115	\$0.004949	None at this time.
MEMA001522 / GW2GB				\$15.42	
750,000 / 08/2009	1,044	3,527	2,483	\$0.05045	
Color Network Printer				\$125.27	
Connected / 6/1/2018					
CSA-VT					
Room 600					
Oce VL3200x / 32 PPM	3,499	3,553	54	\$0.004949	Underused
2030150 / GW2FW				\$0.27	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					
Room 602					
Oce VL3200x / 32 PPM	8,909	16,486	7,577	\$0.004949	None at this time.
2030153 / GW2FT				\$37.50	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 7/1/2012	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Berlin High School						
Room 603						
Oce VL3200x / 32 PPM	969	3,202	2,233	\$0.004949	None at this time.	
2030151 / GW2FV				\$11.05		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Room 604						
Oce VL3200x / 32 PPM	2,933	7,112	4,179	\$0.004949	None at this time.	
2030152 / GW2FU				\$20.68		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Room 605						
Oce VL3200x / 32 PPM	4,979	9,407	4,428	\$0.004949	None at this time.	
2030077 / GW2EL				\$21.91		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						

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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>Date of Last Upgrade: 7/1/2012</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Berlin High School					
Vice Principal's Office (Forestall)					
Oce VL3200x / 32 PPM	2,500	4,311	1,811	\$0.004949	None at this time.
2030124 / GW2F6				\$8.96	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					
	Subtotals BW		1,273,442	\$5,047.91	
	Subtotals Color		51,868	\$2,616.76	

Date of Last Upgrade: 7/1/2012					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
Berlin Junior High School					
Custodian's Office					
Oce VL3200x / 32 PPM 2030083 / GW2EO 750,000 / 08/2010 Black Photocopier Connected / 6/1/2018 CSA-VT	987 0	2,184 0	1,197 0	\$0.004949 \$5.92 \$0.00000 \$0.00	None at this time.
Gym Office					
Oce VL3200x / 32 PPM 2030145 / GW2FJ 750,000 / 08/2010 Black Photocopier Connected / 6/1/2018 CSA-VT	3,587 0	7,935 0	4,348 0	\$0.004949 \$21.52 \$0.00000 \$0.00	None at this time.
Library					
Canon IRC5035 / 35 PPM GNW64582 / GW2HK 750,000 / 10/2009 Color Photocopier Connected / 6/1/2018 CSA-VT	20,305 6,154	43,441 12,095	23,136 5,941	\$0.004545 \$105.15 \$0.05045 \$299.72	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 7/1/2012
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
Berlin Junior High School					
Main Office					
Canon LPB5460 / 31 PPM	6,177	13,675	7,498	\$0.004949	None at this time.
MEMA001533 / GW2GG				\$37.11	
750,000 / 08/2009	5,271	7,726	2,455	\$0.05045	
Color Network Printer				\$123.85	
Connected / 6/1/2018					
CSA-VT					
Office 2nd Floor					
Oce VL3200x / 32 PPM	10,190	16,696	6,506	\$0.004949	None at this time.
2030060 / GW2EV				\$32.20	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					
Principal's Office					
Canon IRC5051 / 51 PPM	134,612	219,509	84,897	\$0.004545	None at this time.
GOM65369 / GW2HI				\$385.86	
3,000,000 / 10/2009	13,954	31,806	17,852	\$0.05045	
Color Photocopier				\$900.63	
Connected / 6/1/2018					
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 7/1/2012	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Berlin Junior High School						
Room 402						
Canon LPB5460 / 31 PPM	1,164	1,897	733	\$0.004949	None at this time.	
MEMA001750 / GW2GS				\$3.63		
750,000 / 08/2009	2,224	4,374	2,150	\$0.05045		
Color Network Printer				\$108.47		
Connected / 6/1/2018						
CSA-VT						
Room 406						
Oce VL3200x / 32 PPM	2,459	4,968	2,509	\$0.004949	None at this time.	
2030144 / GW2FI				\$12.42		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Room 501						
Canon LPB5460 / 31 PPM	5,690	10,680	4,990	\$0.004949	None at this time.	
MEMA001516 / GW2GO				\$24.70		
750,000 / 08/2009	8,204	13,287	5,083	\$0.05045		
Color Network Printer				\$256.44		
Connected / 6/1/2018						
CSA-VT						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 7/1/2012</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Berlin Junior High School					
Room 502					
Oce VL3200x / 32 PPM	5,112	8,870	3,758	\$0.004949	None at this time.
2030059 / GW2EY				\$18.60	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					
Room 504					
Oce VL3200x / 32 PPM	6,271	12,961	6,690	\$0.004949	None at this time.
2030063 / GW2EX				\$33.11	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					
Room 508					
Canon LPB5460 / 31 PPM	3,035	5,918	2,883	\$0.004949	None at this time.
MEMA001499 / GW2GR				\$14.27	
750,000 / 08/2009	1,602	2,791	1,189	\$0.05045	
Color Network Printer				\$59.99	
Connected / 6/1/2018					
CSA-VT					

Date of Last Upgrade: 7/1/2012					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
Berlin Junior High School					
Room 509					
Oce VL3200x / 32 PPM	1,788	4,202	2,414	\$0.004949	None at this time.
2030054 / GW2EZ				\$11.95	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					
Room 512					
Oce VL3200x / 32 PPM	3,651	8,498	4,847	\$0.004949	None at this time.
2030055 / GW2F4				\$23.99	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					
Room 514					
Oce VL3200x / 32 PPM	6,216	16,995	10,779	\$0.004949	None at this time.
2030138 / GW2FM				\$53.35	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					

<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>Date of Last Upgrade: 7/1/2012</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Berlin Junior High School						
Room 515 Speech						
Oce VL3200x / 32 PPM	1,846	5,098	3,252	\$0.004949	None at this time.	
2030148 / GW2FG				\$16.09		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Room 601						
Oce VL3200x / 32 PPM	2,364	5,304	2,940	\$0.004949	None at this time.	
2030141 / GW2FN				\$14.55		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Room 602						
Oce VL3200x / 32 PPM	4,981	11,714	6,733	\$0.004949	None at this time.	
2030139 / GW2FP				\$33.32		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 7/1/2012</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2013-14</i>		
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2013</i>	<i>6/30/2014</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	
Berlin Junior High School					
Room 603					
Oce VL3200x / 32 PPM	2,660	5,016	2,356	\$0.004949	None at this time.
2030143 / GW2FL				\$11.66	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					
Room 605					
Canon LPB5460 / 31 PPM	1,455	3,791	2,336	\$0.004949	None at this time.
MEMA001696 / GW2GU				\$11.56	
750,000 / 08/2009	902	2,334	1,432	\$0.05045	
Color Network Printer				\$72.24	
Connected / 6/1/2018					
CSA-VT					
Room 606					
Oce VL3200x / 32 PPM	1,444	2,895	1,451	\$0.004949	None at this time.
2030140 / GW2FK				\$7.18	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 7/1/2012	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Berlin Junior High School						
Room 607						
Oce VL3200x / 32 PPM	4,084	7,969	3,885	\$0.004949	None at this time.	
2030146 / GW2FH				\$19.23		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Room 609						
Oce VL3200x / 32 PPM	6,582	12,282	5,700	\$0.004949	None at this time.	
2030128 / GW2FS				\$28.21		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Room 610						
Oce VL3200x / 32 PPM	6,017	13,356	7,339	\$0.004949	None at this time.	
2030137 / GW2FO				\$36.32		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 7/1/2012	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Berlin Junior High School						
Room 612						
Oce VL3200x / 32 PPM	2,528	6,230	3,702	\$0.004949	None at this time.	
2030134 / GW2FR				\$18.32		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Teachers' Room						
Canon IR6075 / 75 PPM	675,619	1,242,629	567,010	\$0.003636	Overused!. Swap around with a lower volume unit of the same model.	
HTK15263 / GW2H9				\$2,061.65		
4,000,000 / 06/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Subtotals BW			773,889	\$3,041.85		
Subtotals Color			36,102	\$1,821.35		

<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>Date of Last Upgrade: 7/1/2012</i> <i>2013-14</i> <i>Annual</i> <i>Volume</i>		 <i>Cost/Copy</i> <i>Annual Cost</i>		 <i>Recommendations</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>							
Brown Elementary School									
1st Floor Hall									
Canon IR6075 / 75 PPM	309,029	609,347	300,318		\$0.003636		None at this time.		
HTK15518 / GW2H8					\$1,091.96				
4,000,000 / 06/2010	0	0	0		\$0.00000				
Black Photocopier					\$0.00				
Connected / 6/1/2018									
CSA-VT									
Canon LPB5460 / 31 PPM	2,877	8,574	5,697		\$0.004949		None at this time.		
MEMA001700 / GW2GL					\$28.19				
750,000 / 08/2009	6,409	21,000	14,591		\$0.05045				
Color Network Printer					\$736.12				
Connected / 6/1/2018									
CSA-VT									
2nd Floor Hall									
Canon LPB5460 / 31 PPM	5,008	11,646	6,638		\$0.004949		None at this time.		
MEMA001703 / GW2GN					\$32.85				
750,000 / 08/2009	6,171	18,084	11,913		\$0.05045				
Color Network Printer					\$601.01				
Connected / 6/1/2018									
CSA-VT									

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 7/1/2012</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Brown Elementary School					
Basement Hall					
Canon LPB5460 / 31 PPM	12,073	29,098	17,025	\$0.004949	None at this time.
MEMA001701 / GW2GM				\$84.26	
750,000 / 08/2009	10,064	22,973	12,909	\$0.05045	
Color Network Printer				\$651.26	
Connected / 6/1/2018					
CSA-VT					
Secretary's Office					
Canon IR3245i / 45 PPM	61,992	143,893	81,901	\$0.003636	None at this time.
DHK17152 / GW2H2				\$297.79	
1,000,000 / 07/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					
Top Floor					
Canon IR3245i / 45 PPM	89,920	170,388	80,468	\$0.003636	None at this time.
DHK20614 / GW2H4				\$292.58	
1,000,000 / 07/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
CSA-VT					
Subtotals BW			492,047	\$1,827.63	
Subtotals Color			39,413	\$1,988.39	

<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>Date of Last Upgrade: 7/1/2012</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Hillside Elementary School						
Room 203						
Oce VL3200x / 32 PPM	1,440	4,085	2,645	\$0.004949	None at this time.	
2030061 / GW2EW				\$13.09		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Room 204						
Oce VL3200x / 32 PPM	2,724	5,141	2,417	\$0.004949	None at this time.	
2030085 / GW2EP				\$11.96		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Room 205						
Oce VL3200x / 32 PPM	4,549	11,812	7,263	\$0.004949	None at this time.	
2030080 / GW2EO				\$35.94		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 7/1/2012	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Hillside Elementary School						
Room 208						
Canon LPB5460 / 31 PPM	1,685	4,765	3,080	\$0.004949	None at this time.	
MEMA001704 / GW2GH				\$15.24		
750,000 / 08/2009	905	2,751	1,846	\$0.05045		
Color Network Printer				\$93.13		
Connected / 6/1/2018						
CSA-VT						
Room 210						
Oce VL3200x / 32 PPM	2,275	4,013	1,738	\$0.004949	None at this time.	
2030082 / GW2ER				\$8.60		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Room 211						
Oce VL3200x / 32 PPM	1,773	3,790	2,017	\$0.004949	None at this time.	
2030136 / GW2FO				\$9.98		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						

<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>Date of Last Upgrade: 7/1/2012</i>	
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
Hillside Elementary School						
Room 302						
Oce VL3200x / 32 PPM	3,565	8,265	4,700	\$0.004949	None at this time.	
2030004 / GW2F1				\$23.26		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Room 304						
Oce VL3200x / 32 PPM	1,398	5,592	4,194	\$0.004949	None at this time.	
2030058 / GW2EU				\$20.76		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Room 305						
Oce VL3200x / 32 PPM	4,801	14,865	10,064	\$0.004949	None at this time.	
2030057 / GW2F0				\$49.81		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						

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Date of Last Upgrade: 7/1/2012

<i>Make-Model / Speed</i>					
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2013-14</i>		
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2013</i>	<i>6/30/2014</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>

Hillside Elementary School

Subtotals BW	698,267	\$2,725.91
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Subtotals Color	60,268	\$3,040.52
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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 7/1/2012	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Marston School						
Special Education						
Canon IRC5045 / 45 PPM	62,623	135,289	72,666	\$0.004545	None at this time.	
GPO62329 / GW2HF				\$330.27		
1,000,000 / 10/2009	10,743	29,324	18,581	\$0.05045		
Color Photocopier				\$937.41		
Connected / 6/1/2018						
CSA-VT						
Canon LPB5460 / 31 PPM	630	928	298	\$0.004949	None at this time.	
MEMA001708 / GW2GK				\$1.47		
750,000 / 08/2009	970	1,373	403	\$0.05045		
Color Network Printer				\$20.33		
Connected / 6/1/2018						
CSA-VT						
Title One						
Canon IRC5045 / 45 PPM	20,856	22,874	2,018	\$0.004545	None at this time.	
GPO63422 / GW2HJ				\$9.17		
1,000,000 / 10/2009	18,760	19,056	296	\$0.05045		
Color Photocopier				\$14.93		
Connected / 6/1/2018						
CSA-VT						
Subtotals BW			74,982	\$340.91		
Subtotals Color			19,280	\$972.68		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 7/1/2012</i>	
<i>Vendor</i>	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU 03					
Main Office					
Canon IRC5051 / 51 PPM	63,712	128,667	64,955	\$0.004545	None at this time.
GOM63104 / GW2I6				\$295.22	
3,000,000 / 10/2009	7,417	16,783	9,366	\$0.05045	
Color Photocopier				\$472.51	
Connected / 6/1/2018					
CSA-VT					
Canon LPB5460 / 31 PPM	10,294	18,352	8,058	\$0.004949	None at this time.
MEMA001713 / GW2GO				\$39.88	
750,000 / 08/2009	1,724	2,921	1,197	\$0.05045	
Color Network Printer				\$60.39	
Connected / 6/1/2018					
CSA-VT					
Subtotals BW			73,013	\$335.10	
Subtotals Color			10,563	\$532.90	

<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>Date of Last Upgrade: 7/1/2012</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
SAU 03 Bus Garage						
Mechanic's Office						
Canon IR3245i / 45 PPM	381,460	388,116	6,656	\$0.003636	None at this time.	
7080080 / GW0HO				\$24.20		
1,000,000 / 07/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
CSA-VT						
Subtotals BW			6,656	\$24.20		
Subtotals Color			0	\$0.00		

<i>District Wide Black Totals</i>	3,392,296	\$13,343.52
<i>District Wide Color Totals</i>	217,494	\$10,972.58

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 2013-14 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 Volume	PriorCPC	Average Annual Cost
3,392,296	\$0.02018	\$68,456.53

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
3,392,296	\$0.00401	\$13,603.11	\$54,853.43	\$274,267.13

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$54,853.43 x 14 years as a Client
= \$767,947.97 Cost Savings!*

Projected Equipment Costs by Building - Black

This table represents projected expenses for BLACK prints or copies by building based on recent activity. Approximate current paper case costs and averaged current annual lease payment are figured in to provide budget information for the upcoming fiscal year.

Building	Projected Black Volume	Projected Black Usage Cost	Approx. Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Brown Elementary School	492,047	\$1,864.84	\$2,441.54	\$6,947.90	\$11,254.28
SAU 03 Bus Garage	6,656	\$24.69	\$33.03	\$93.99	\$151.71
Hillside Elementary School	698,267	\$2,781.68	\$3,464.80	\$9,859.81	\$16,106.29
Berlin High School	1,273,442	\$5,150.78	\$6,318.82	\$17,981.52	\$29,451.12
Berlin Junior High School	773,889	\$3,104.05	\$3,840.04	\$10,927.63	\$17,871.72
Marston School	74,982	\$348.04	\$372.06	\$1,058.78	\$1,778.88
SAU 03	73,013	\$342.08	\$362.29	\$1,030.97	\$1,735.35
Total	3,392,296	\$13,616.17	\$16,832.57	\$47,900.59	\$78,349.33

SPC Equipment Bids:

Presently our Bids are coming in at 14.5% to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Xerox 5890PT RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print-Fax 90 Copies per Minute are coming in at \$6,333 with a Retail Cost of \$43,495....14.5% of Retail!

Projected Equipment Costs by Building - Color

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Current paper case costs and current annual lease payment are NOT figured in to this table, as they are covered in the Black prints report.

Building	Projected Color Volume	Service & Supply Cost
Brown Elementary School	39,413	\$2,028.19
SAU 03 Bus Garage	0	\$0.00
Hillside Elementary School	60,268	\$3,101.39
Berlin High School	51,868	\$2,669.13
Berlin Junior High School	36,102	\$1,857.81
Marston School	19,280	\$992.15
SAU 03	10,563	\$543.57
<i>Total</i>	217,494	\$11,192.24

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.2%.**

Vendor	Equipment Type	Annual Volume	2013-2014 Cost / Copy	Total Cost	2014-2015 Cost / Copy	Projected Cost
Canon Solutions Vermont	Black Photocopier	2,471,497	\$0.00364	\$8,986.36	\$0.00371	\$9,169.25
Canon Solutions Vermont	Black Photocopier	54	\$0.00495	\$0.27	\$0.00000	\$0.00
Canon Solutions Vermont	Black Photocopier	274,871	\$0.00495	\$1,360.34	\$0.00505	\$1,388.10
Canon Solutions Vermont	Color Network Printer	151,116	\$0.00495	\$747.87	\$0.00505	\$763.14
Canon Solutions Vermont	Color Photocopier	494,758	\$0.00455	\$2,248.68	\$0.00464	\$2,295.68
Total		3,392,296	\$0.00393	\$13,343.52	\$0.00401	\$13,616.17

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.2%.**

Vendor	Equipment Type	Annual Volume	2013-2014 Cost / Copy	Total Cost	2014-2015 Cost / Copy	Projected Cost
Canon Solutions Vermont	Color Network Printer	1,160	\$0.05045	\$58.52	\$0.05146	\$59.69
Canon Solutions Vermont	Color Network Printer	128,821	\$0.05045	\$6,499.02	\$0.05146	\$6,629.13
Canon Solutions Vermont	Color Photocopier	87,513	\$0.05045	\$4,415.03	\$0.05146	\$4,503.42
Total		217,494	\$0.05045	\$10,972.58	\$0.05146	\$11,192.24

Reprographic Equipment Assessment

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

Total Number of Units	110
Total Number of Units on Lease	108
Total Number of Units Owned	2
Lease Company	Northway Bank
Lease Start Date	7/1/2012
Lease End Date	8/1/2017
Term	5 Annual
Annual Payment usually due on 8/1	\$0.00
Remaining Payments	3

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

Leased Equipment

Building	Make	Model	Serial Number
Berlin High School	Oce	VL3200x	2030156
Berlin High School	Oce	VL3200x	2030127
Berlin High School	Canon	LPB5460	MEMA001697
Berlin High School	Oce	VL3200x	2030162
Berlin High School	Oce	VL3200x	2030079
Berlin High School	Oce	VL3200x	2030153
Berlin High School	Oce	VL3200x	2030078
Berlin High School	Canon	LPB5460	MEMA001522
Berlin High School	Oce	VL3200x	2030147
Berlin High School	Canon	LPB5460	MEMA001518
Berlin High School	Canon	LPB5460	MEMA001517
Berlin High School	Canon	LPB5460	MEMA001511
Berlin High School	Oce	VL3200x	2030158
Berlin High School	Oce	VL3200x	2030154
Berlin High School	Oce	VL3200x	2030131
Berlin High School	Oce	VL3200x	2030130
Berlin High School	Canon	LPB5460	MEMA001487
Berlin High School	Canon	LPB5460	MEMA001474
Berlin High School	Canon	LPB5460	MEMA001476
Berlin High School	Canon	LPB5460	MEMA001498
Berlin High School	Oce	VL3200x	2030132
Berlin High School	Canon	LPB5460	MEMA001535
Berlin High School	Oce	VL3200x	2030129
Berlin High School	Oce	VL3200x	2030081
Berlin High School	Canon	IR3245i	DHK19572
Berlin High School	Oce	VL3200x	2030159
Berlin High School	Canon	IR6075	HTK16157
Berlin High School	Canon	IR6075	HTK15506
Berlin High School	Canon	LPB5460	MEMA001694

Building	Make	Model	Serial Number
Berlin High School	Canon	IR3245i	DHK17155
Berlin High School	Oce	VL3200x	2030126
Berlin High School	Oce	VL3200x	2030123
Berlin High School	Canon	IR ADV C7065	HJY53465
Berlin High School	Oce	VL3200x	2030074
Berlin High School	Canon	LPB5460	MEMA001716
Berlin High School	Oce	VL3200x	2030067
Berlin High School	Canon	LPB5460	MEMA001520
Berlin High School	Oce	VL3200x	2030155
Berlin High School	Oce	VL3200x	2030135
Berlin High School	Oce	VL3200x	2030161
Berlin High School	Canon	LPB5460	MEMA001539
Berlin High School	Oce	VL3200x	2030150
Berlin High School	Oce	VL3200x	2030124
Berlin High School	Oce	VL3200x	2030120
Berlin High School	Oce	VL3200x	2030151
Berlin High School	Canon	IRC5045	GPQ63455
Berlin High School	Oce	VL3200x	2030152
Berlin High School	Oce	VL3200x	2030076
Berlin High School	Canon	LPB5460	MEMA001519
Berlin High School	Oce	VL3200x	2030077
Berlin High School	Canon	LPB5460	MEMA001537
Berlin Junior High School	Oce	VL3200x	2030060
Berlin Junior High School	Canon	LPB5460	MEMA001533
Berlin Junior High School	Oce	VL3200x	2030145
Berlin Junior High School	Oce	VL3200x	2030083
Berlin Junior High School	Canon	LPB5460	MEMA001499
Berlin Junior High School	Canon	IRC5035	GNW64582
Berlin Junior High School	Oce	VL3200x	2030140
Berlin Junior High School	Canon	IR6075	HTK15263
Berlin Junior High School	Oce	VL3200x	2030148

Building	Make	Model	Serial Number
Berlin Junior High School	Oce	VL3200x	2030134
Berlin Junior High School	Oce	VL3200x	2030137
Berlin Junior High School	Oce	VL3200x	2030063
Berlin Junior High School	Oce	VL3200x	2030146
Berlin Junior High School	Oce	VL3200x	2030144
Berlin Junior High School	Canon	LPB5460	MEMA001696
Berlin Junior High School	Oce	VL3200x	2030143
Berlin Junior High School	Oce	VL3200x	2030059
Berlin Junior High School	Oce	VL3200x	2030128
Berlin Junior High School	Canon	LPB5460	MEMA001516
Berlin Junior High School	Oce	VL3200x	2030139
Berlin Junior High School	Canon	LPB5460	MEMA001750
Berlin Junior High School	Canon	IRC5051	GQM65369
Berlin Junior High School	Oce	VL3200x	2030054
Berlin Junior High School	Oce	VL3200x	2030055
Berlin Junior High School	Oce	VL3200x	2030138
Berlin Junior High School	Oce	VL3200x	2030141
Brown Elementary School	Canon	LPB5460	MEMA001700
Brown Elementary School	Canon	LPB5460	MEMA001703
Brown Elementary School	Canon	LPB5460	MEMA001701
Brown Elementary School	Canon	IR3245i	DHK17152
Brown Elementary School	Canon	IR3245i	DHK20614
Brown Elementary School	Canon	IR6075	HTK15518
Hillside Elementary School	Oce	VL3200x	2030052
Hillside Elementary School	Canon	IR6075	HTK15259
Hillside Elementary School	Canon	IR6075	HTK15439
Hillside Elementary School	Canon	LPB5460	MEMA001709
Hillside Elementary School	Canon	LPB5460	MEMA001704
Hillside Elementary School	Canon	LPB5460	MEMA001515
Hillside Elementary School	Canon	IRC5045	GPQ63462
Hillside Elementary School	Oce	VL3200x	2030056

Building	Make	Model	Serial Number
Hillside Elementary School	Canon	LPB5460	MEMA001710
Hillside Elementary School	Oce	VL3200x	2030004
Hillside Elementary School	Oce	VL3200x	2030058
Hillside Elementary School	Oce	VL3200x	2030084
Hillside Elementary School	Canon	LPB5460	MEMA001450
Hillside Elementary School	Oce	VL3200x	2030136
Hillside Elementary School	Oce	VL3200x	2030082
Hillside Elementary School	Oce	VL3200x	2030080
Hillside Elementary School	Oce	VL3200x	2030085
Hillside Elementary School	Oce	VL3200x	2030061
Hillside Elementary School	Oce	VL3200x	2030037
Hillside Elementary School	Oce	VL3200x	2030057
Marston School	Canon	LPB5460	MEMA001708
Marston School	Canon	IRC5045	GPQ62329
Marston School	Canon	IRC5045	GPQ63422
SAU 03	Canon	IRC5051	GQM63104
SAU 03	Canon	LPB5460	MEMA001713

Owned Equipment

Building	Make	Model	Serial Number
Berlin High School	Canon	IR3245i	7070041
SAU 03 Bus Garage	Canon	IR3245i	7080080

StarDoc User Names

Name	User Name
Alex Baker	abaker
Amy Huter	ahuter
Autie Hamilton	ahamilton
Brian Lamirande	blamirande
Corinne Cascadden	ccascadden
Dan Record	drecord
Deborah Dupuis	ddupuis
Gary Bisson	gbisson
Holly Paquette	hpaquette
Judy Roy	jroy
Julie King	jking
Marilyn Labbe	mlabbe
new User	newuser
Paul Garozzo	SAU03
Sharon Michalik	smichalik
Test User	testuser

*If you need to verify your password or if you need to add users, please contact Alex Webster at awebster@spccopypro.com

: **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 - Berlin Public Schools, 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

Vendor:	_____	Lessee:	NHSAU 03 - Berlin Public Schools
Street Address:	_____	Street Address:	183 Hillside Avenue
City/State/Zip:	_____	City/State/Zip:	Berlin, NH 03570
By (signature):	_____	By (signature):	_____
Name:	_____	Name:	_____
Title:	_____	Title:	_____

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 - Berlin Public Schools, 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.

Vendor: _____

Street Address: _____

City/State/Zip: _____

By (signature): _____

Name: _____

Title: _____