



***Specialized Purchasing Consultants***

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

# **2015-2016 Annual Report**

## **Year - End Photocopier Analysis**

**With projected costs for 2016-17**

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



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

September 2016

Skip Tilton  
President

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

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is **now 16 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

The following Annual Report provides an overview of last year's reprographic equipment usage and status. Recommendations are included based on usage and remaining life expectancy to address potential problem areas. This will help to avoid needless down time and improve equipment reliability.

Every year we strive to improve or enhance our services to save our clients time, money, and effort. For the past number of years, numerous new features have been implemented to benefit our clients such as Simplified Billing, FMAudit automated meter reading, STARDoc and IT Asset Management. We hope you have found these services to be beneficial and time-saving. We are very pleased to offer these services at no additional charge.

During our meeting with you to review this report, we would like to take some time to review our current services and discuss how these are being utilized in your district. We also welcome suggestions for improvement to enhance your experience with SPC.

Again, we appreciate the opportunity to continue to provide you with the best possible pricing, service, and equipment. 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.



***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***

My top priority is ensuring that our clients receive the absolute best customer service possible. Whether you have a question about your SPC STARDoc site, an upcoming upgrade, or your existing equipment, I am here to answer any questions you may have. I am very excited about the new features that we have on STARDoc. We are now able to offer features that normally cost thousands of dollars at no additional charge for our clients.



***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.



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



***Pamela 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.



# Equipment Health Status

<b>Total Number of Machines:</b>	109
<b>Total Black Photocopiers</b>	70
<b>Total Color Photocopiers</b>	8
<b>Total Black Network Printers</b>	0
<b>Total Color Network Printers</b>	31
<b>Total Removed from Service:</b>	0
<b># of Units OFF Warranty:</b>	0
<b># of Units Approaching End of Warranty:</b>	45
<b># of Units Overused:</b>	0
<b># of Units Underused:</b>	0
<b>Commencement Date:</b>	7/1/2012
<b># of Annual Payments Left on Lease</b>	1
<b>All Warranties and Service Contracts Expire:</b>	6/30/2018
<b>SPC's FM Audit Print Management Software Loaded</b>	Yes
<b>Printer Contract Signed</b>	Yes

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

Dear Bryan,

It has been four years since your last upgrade and you will benefit from an onsite visit and an upgrade since costs have come down over the years. In order to stay ahead of the end of contract, that upgrade could take place around spring of 2017 . At that time you could address the 45 machines approaching the end of their warranty. I am confident that there are other needs that an onsite visit we will be able to address. It is always good to stay ahead of the reliability curve.

Sincerely, Skip

## Aging Equipment Summary

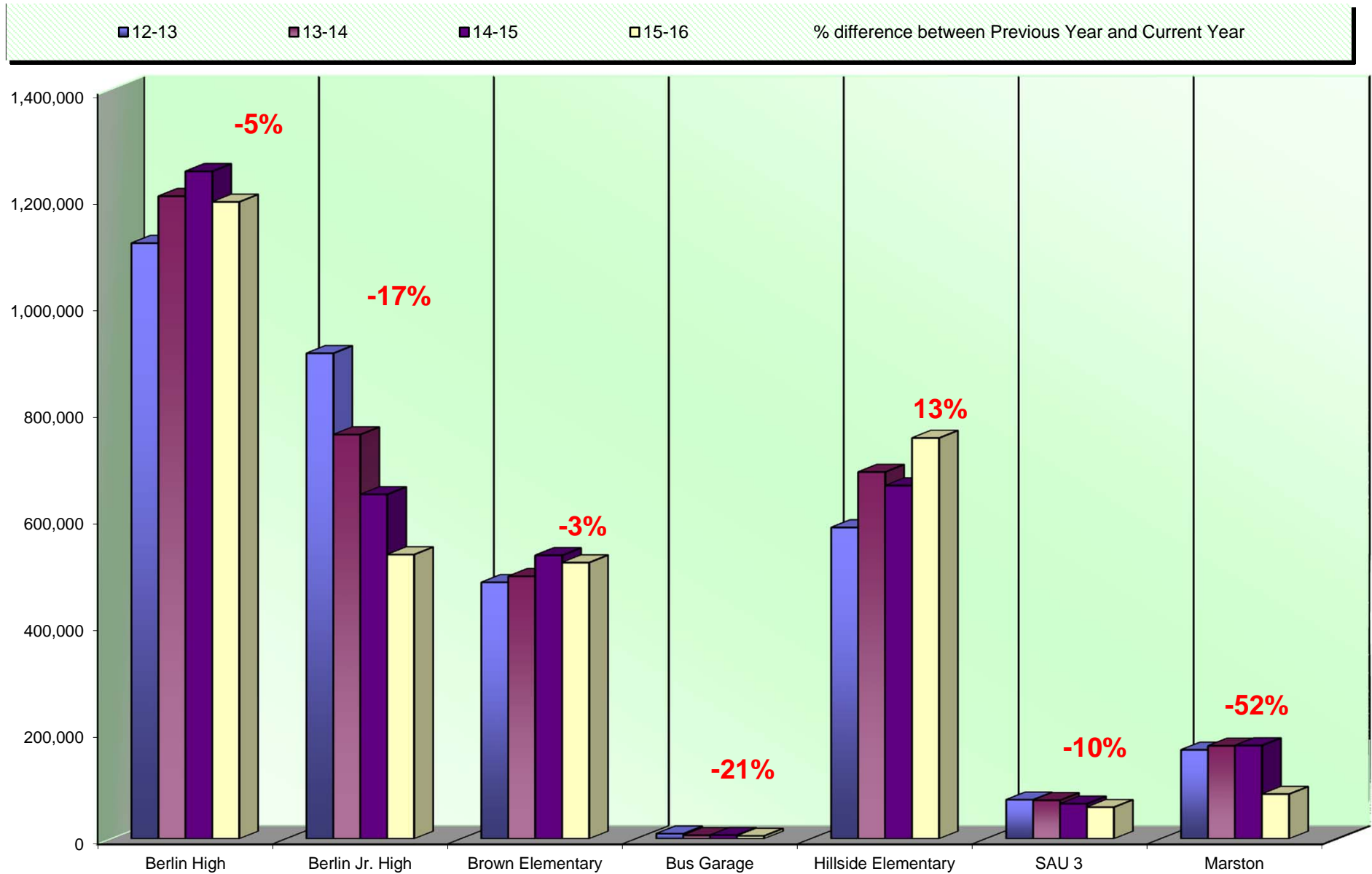
The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the Date of Introduction. Usage, age, and service history need to be considered to see if they are due for replacement soon.

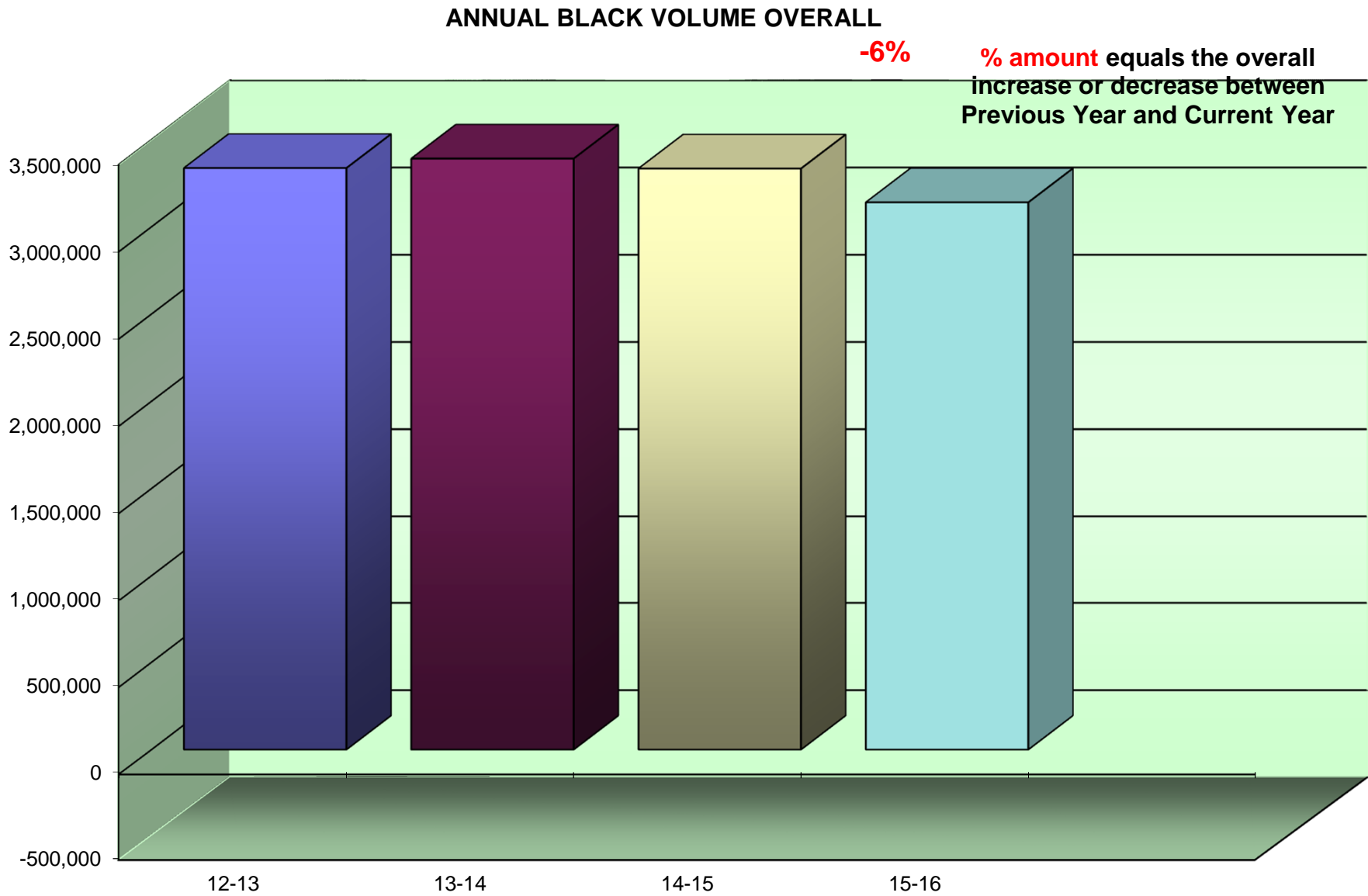
Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Berlin High School	CTE Office	Canon IR3245i	7070041	CSA-VT	07/2008
Berlin High School	CTE Office	Canon LBP 5460	MEMA001519	CSA-VT	08/2009
Berlin High School	Guidance Hall	Canon IR3245i	DHK17155	CSA-VT	07/2008
Berlin High School	Health Occupations	Canon LBP 5460	MEMA001520	CSA-VT	08/2009
Berlin High School	Level 3 Central Office	Canon LBP 5460	MEMA001694	CSA-VT	08/2009
Berlin High School	Library	Canon IRC5045	GPQ63455	CSA-VT	10/2009
Berlin High School	Main Office	Canon LBP 5460	MEMA001533	CSA-VT	08/2009
Berlin High School	Room 103	Canon LBP 5460	MEMA001487	CSA-VT	08/2009
Berlin High School	Room 300	Canon LBP 5460	MEMA001474	CSA-VT	08/2009
Berlin High School	Room 302 Special Education	Canon IR3245i	DHK19572	CSA-VT	07/2008
Berlin High School	Room 400 Art	Canon LBP 5460	MEMA001476	CSA-VT	08/2009
Berlin High School	Room 406 Special Ed	Canon LBP 5460	MEMA001716	CSA-VT	08/2009
Berlin High School	Room 500	Canon LBP 5460	MEMA001498	CSA-VT	08/2009
Berlin High School	Room 504	Canon LBP 5460	MEMA001697	CSA-VT	08/2009
Berlin High School	Room 513	Canon LBP 5460	MEMA001539	CSA-VT	08/2009
Berlin High School	Room 514 Graphic Arts	Canon IR ADV C7065	HJY53465	CSA-VT	10/2009
Berlin High School	Room 514 Graphic Arts	Canon LBP 5460	MEMA001537	CSA-VT	08/2009
Berlin High School	Room 516 Child Care	Canon LBP 5460	MEMA001535	CSA-VT	08/2009
Berlin High School	Room 517	Canon LBP 5460	MEMA001522	CSA-VT	08/2009
Berlin High School	Room 608 Science Lab	Canon LBP 5460	MEMA001517	CSA-VT	08/2009
Berlin High School	Room 617	Canon LBP 5460	MEMA001518	CSA-VT	08/2009

<b>Building</b>	<b>Department</b>	<b>Make / Model</b>	<b>Serial Number</b>	<b>Vendor Name</b>	<b>Intro Date</b>
Berlin Junior High School	Library	Canon IRC5035	GNW64582	CSA-VT	10/2009
Berlin Junior High School	Principal's Office	Canon IRC5051	GQM65369	CSA-VT	10/2009
Berlin Junior High School	Room 403 Basement	Canon LBP 5460	MEMA001750	CSA-VT	08/2009
Berlin Junior High School	Room 501	Canon LBP 5460	MEMA001516	CSA-VT	08/2009
Berlin Junior High School	Room 605	Canon LBP 5460	MEMA001696	CSA-VT	08/2009
Berlin Junior High School	Room 609	Canon LBP 5460	MEMA001499	CSA-VT	08/2009
Berlin Junior High School	Teachers' Room - Level 3	Canon LBP 5460	MEMA001710	CSA-VT	08/2009
Brown Elementary School	1st Floor Hall	Canon LBP 5460	MEMA001700	CSA-VT	08/2009
Brown Elementary School	2nd Floor Hall	Canon LBP 5460	MEMA001703	CSA-VT	08/2009
Brown Elementary School	Basement	Canon IRC5045	GPQ63422	CSA-VT	10/2009
Brown Elementary School	Basement Hall	Canon LBP 5460	MEMA001701	CSA-VT	08/2009
Brown Elementary School	Library	Canon LBP 5460	MEMA001511	CSA-VT	08/2009
Brown Elementary School	Secretary's Office	Canon IR3245i	DHK17152	CSA-VT	07/2008
Brown Elementary School	Top Floor	Canon IR3245i	DHK20614	CSA-VT	07/2008
Hillside Elementary School	Room 201 Principal's Office	Canon LBP 5460	MEMA001515	CSA-VT	08/2009
Hillside Elementary School	Room 201 Principal's Office	Canon IRC5045	GPQ63462	CSA-VT	10/2009
Hillside Elementary School	Room 207	Canon LBP 5460	MEMA001713	CSA-VT	08/2009
Hillside Elementary School	Room 208	Canon LBP 5460	MEMA001704	CSA-VT	08/2009
Hillside Elementary School	Room 306	Canon LBP 5460	MEMA001450	CSA-VT	08/2009
Hillside Elementary School	Room 309	Canon LBP 5460	MEMA001709	CSA-VT	08/2009
Marston School	Special Education	Canon LBP 5460	MEMA001708	CSA-VT	08/2009
Marston School	Special Education	Canon IRC5045	GPQ62329	CSA-VT	10/2009
SAU 03	Main Office	Canon IRC5051	GQM63104	CSA-VT	10/2009
SAU 03 Bus Garage	Mechanic's Office	Canon IR3245i	7080080	CSA-VT	07/2008



### 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 School	437	1,189,489	\$30,791.91	2,722	\$70.46
Berlin Junior High School	270	532,529	\$13,800.28	1,972	\$51.11
Brown Elementary School	243	517,580	\$13,340.77	2,130	\$54.90
Hillside Elementary School	233	749,601	\$19,373.08	3,217	\$83.15
Marston School	0	84,750	\$2,247.84	0	\$0.00
SAU 03	0	59,860	\$1,586.18	0	\$0.00
SAU 03 Bus Garage	0	5,475	\$139.93	0	\$0.00
<b><i>Totals</i></b>	<b>1,183</b>	<b>3,139,284</b>	<b>\$81,279.99</b>	<b>2,654</b>	<b>\$68.71</b>

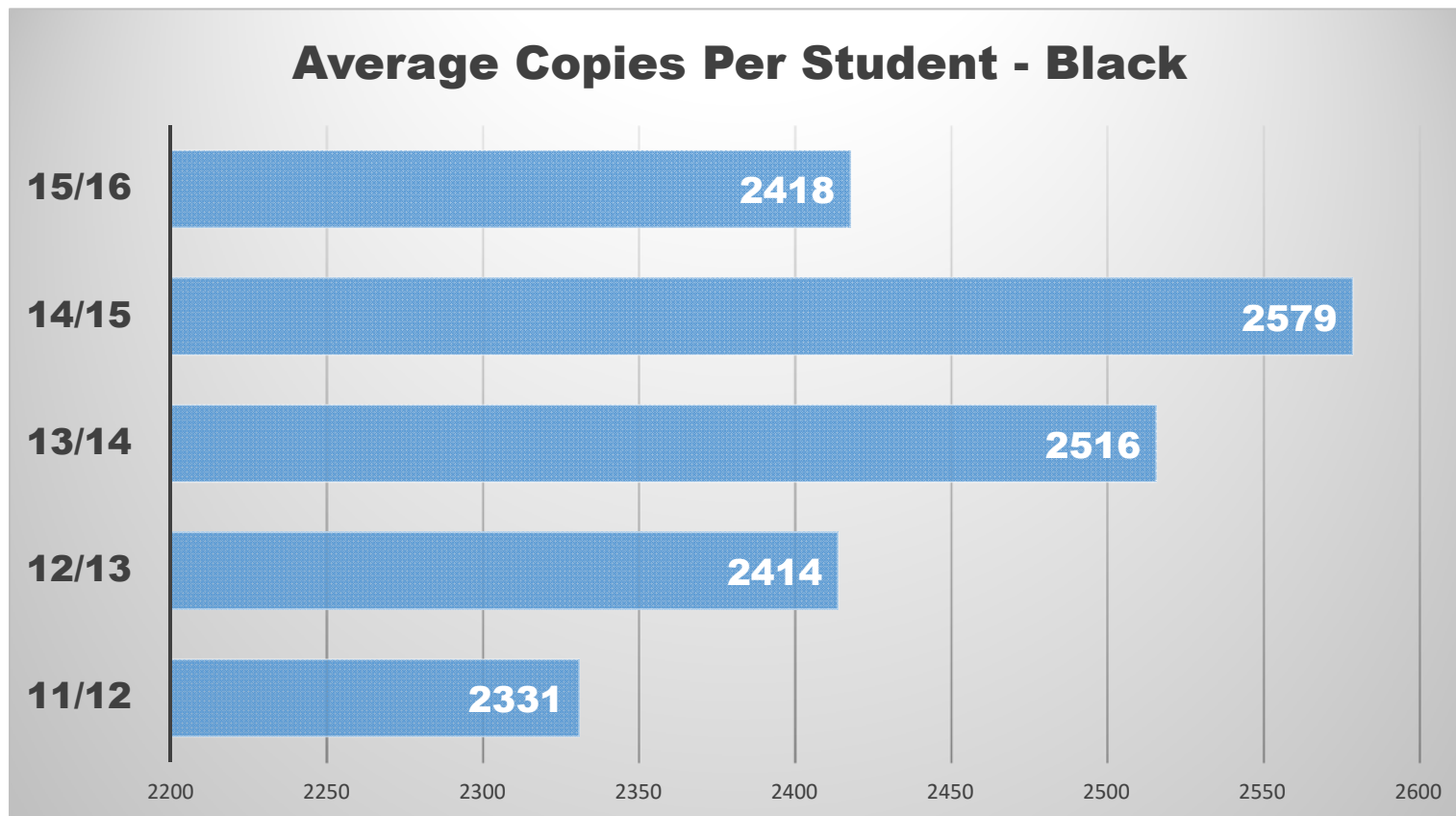
*\*Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

## Cost Comparison – Black

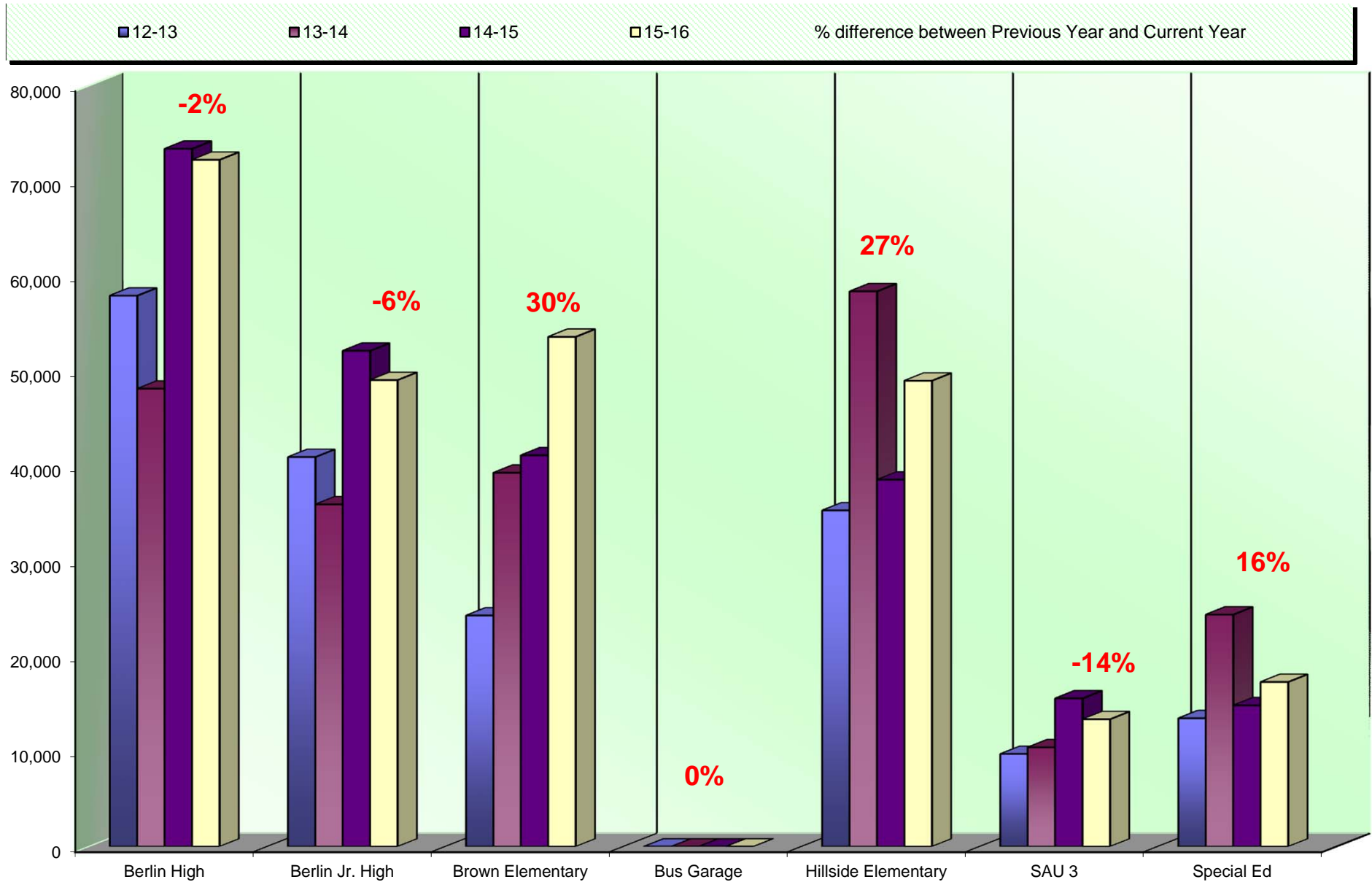
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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>108,464</b>	<b>262,254,700</b>	<b>\$4,909,783</b>	<b>2,418</b>	<b>\$45.27</b>

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

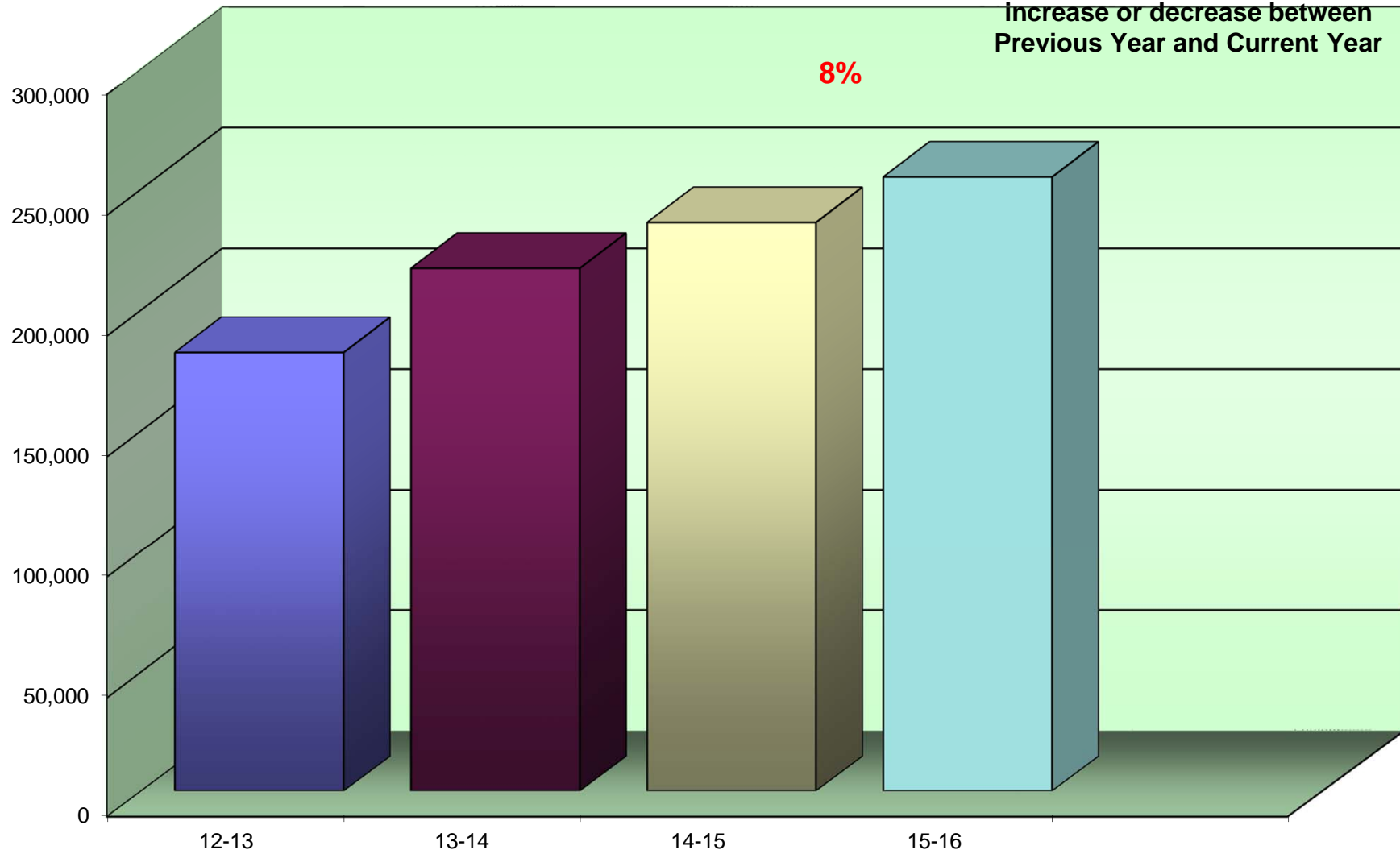


### ANNUAL COLOR VOLUME BY BUILDING



### ANNUAL COLOR VOLUME OVERALL

**% amount** equals the overall increase or decrease between Previous Year and Current Year



## 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	437	72,202	\$3,752.34	165	\$8.59
Berlin Junior High School	270	49,126	\$2,553.08	182	\$9.46
Brown Elementary School	243	53,656	\$2,788.50	221	\$11.48
Hillside Elementary School	233	49,053	\$2,549.28	211	\$10.94
Marston School	0	17,413	\$904.95	0	\$0.00
SAU 03	0	13,505	\$701.85	0	\$0.00
SAU 03 Bus Garage	0	0	\$0.00	0	\$0.00
<b><i>Totals</i></b>	<b>1,183</b>	<b>254,955</b>	<b>\$13,250.01</b>	<b>216</b>	<b>\$11.20</b>

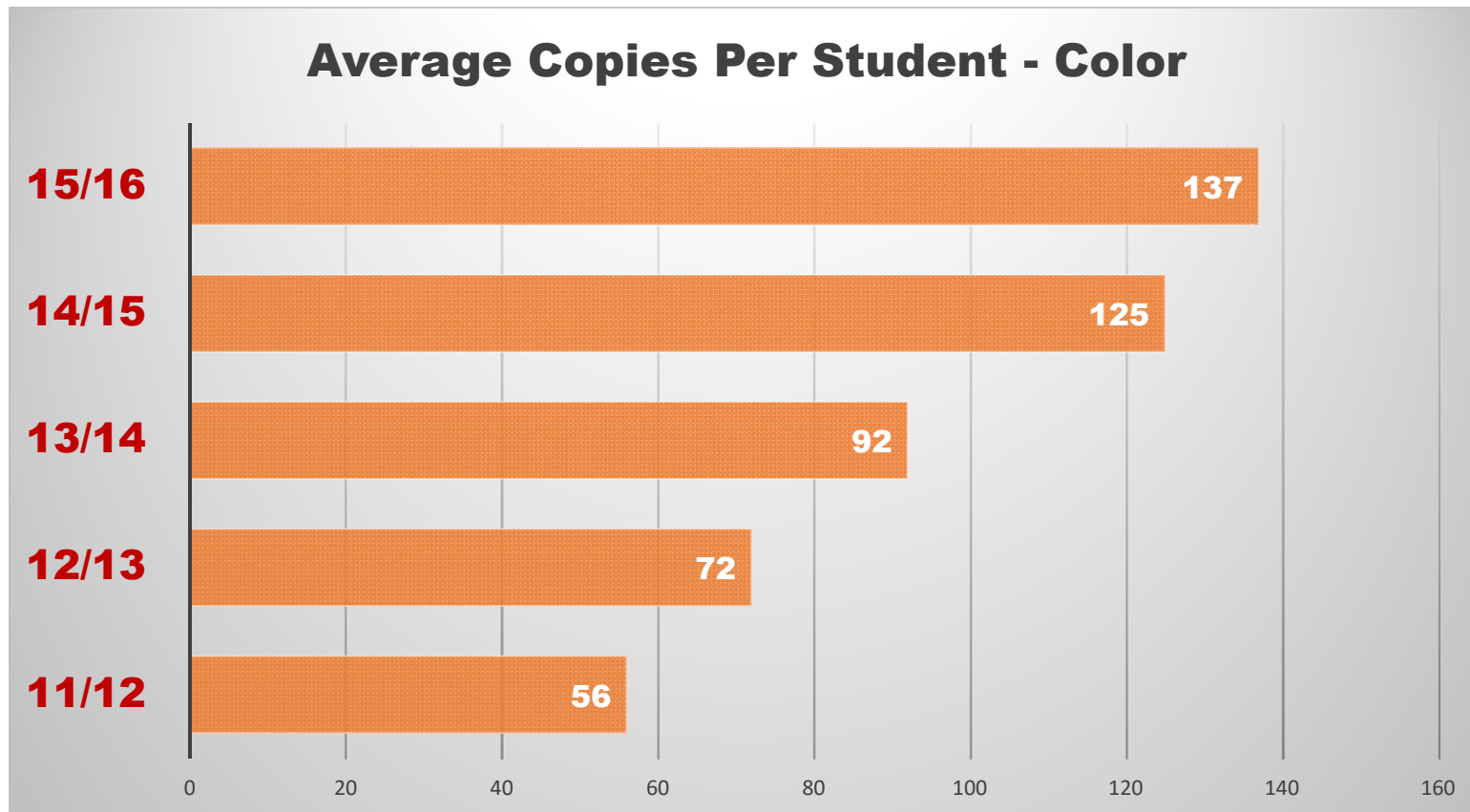
*\*Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

### Cost Comparison – Color

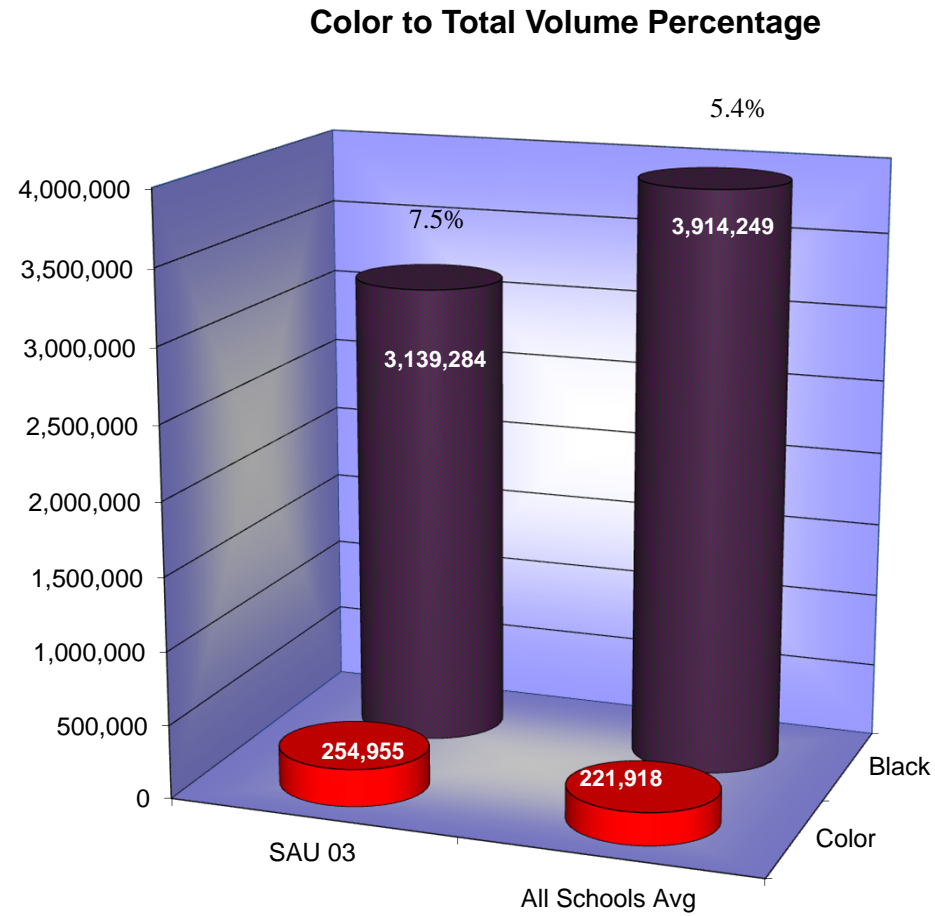
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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>108,464</b>	<b>14,868,490</b>	<b>\$787,820</b>	<b>137</b>	<b>\$7.25</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
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2015-16		
Vendor	7/1/2015	6/30/2016	Annual	Cost/Copy	Recommendations
	Meter	Meter	Volume	Annual Cost	
BERLIN HIGH SCHOOL					
Athletics Office - Melanson					
Oce VL3200x / 32 PPM	9,860	13,001	3,141	\$0.005050	None at this time.
2030081 / GW2EI				\$15.86	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
CTE Office					
Canon IR3245i / 45 PPM	517,074	544,449	27,375	\$0.003710	8 years from Intro.
7070041 / GW0HK				\$101.56	
1,000,000 / 07/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Canon LBP 5460 / 31 PPM	19,346	25,593	6,247	\$0.005050	7 years from Intro.
MEMA001519 / GW2GA				\$31.55	
750,000 / 08/2009	10,664	16,264	5,600	\$0.05146	
Color Network Printer				\$288.18	
CSA-VT					

Date of Last Upgrade: 7/1/2012					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN HIGH SCHOOL					
Guidance - Jess Russ					
Oce VL3200x / 32 PPM 2030067 / GW2ES 750,000 / 08/2010 Black Laser MFP	6,177  0	8,732  0	2,555  0	\$0.005050 \$12.90 \$0.00000 \$0.00	None at this time.
CSA-VT					
Guidance Hall					
Canon IR3245i / 45 PPM DHK17155 / GW2H3 1,000,000 / 07/2008 Black Photocopier	199,620  0	281,015  0	81,395  0	\$0.003710 \$301.98 \$0.00000 \$0.00	8 years from Intro.
CSA-VT					
Health Occupations					
Canon LBP 5460 / 31 PPM MEMA001520 / GW2G9 750,000 / 08/2009 Color Network Printer	7,887  4,476	11,235  5,530	3,348  1,054	\$0.005050 \$16.91 \$0.05146 \$54.24	7 years from Intro.
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2012
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN HIGH SCHOOL					
Level 3 Central Office					
Canon LBP 5460 / 31 PPM MEMA001694 / GW2HL 750,000 / 08/2009 Color Network Printer	5,576  14,809	7,449  17,914	1,873  3,105	\$0.005050 \$9.46 \$0.05146 \$159.78	7 years from Intro.
CSA-VT					
Oce VL3200x / 32 PPM 2030126 / GW2F7 750,000 / 08/2010 Black Laser MFP	40,528  0	52,938  0	12,410  0	\$0.005050 \$62.67 \$0.00000 \$0.00	None at this time.
CSA-VT					
Level 3 Principal's Office					
Oce VL3200x / 32 PPM 2030123 / GW2F8 750,000 / 08/2010 Black Laser MFP	4,611  0	6,255  0	1,644  0	\$0.005050 \$8.30 \$0.00000 \$0.00	None at this time.
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>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>BERLIN HIGH SCHOOL</b>					
<b>Level 3 Work Room</b>					
Canon IR6075 / 75 PPM	1,044,561	1,338,386	293,825	\$0.003710	None at this time.
HTK15506 / GW2HC				\$1,090.09	
4,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>CSA-VT</b>					
Canon IR6075 / 75 PPM	1,235,199	1,655,679	420,480	\$0.003710	None at this time.
HTK16157 / GW2I5				\$1,559.98	
4,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>CSA-VT</b>					
<b>Library</b>					
Canon IRC5045 / 45 PPM	154,221	185,976	31,755	\$0.004640	7 years from Intro.
GPQ63455 / GW2HG				\$147.34	
1,000,000 / 10/2009	11,007	19,767	8,760	\$0.05146	
Color Photocopier				\$450.79	
<b>CSA-VT</b>					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2012</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>BERLIN HIGH SCHOOL</b>					
<b>Main Office</b>					
Canon LBP 5460 / 31 PPM	19,515	24,260	4,745	\$0.005050	7 years from Intro.
MEMA001533 / GW2GG				\$23.96	
750,000 / 08/2009	12,836	19,771	6,935	\$0.05146	
Color Network Printer				\$356.88	
<b>CSA-VT</b>					
<b>Math Lab Top Floor</b>					
Oce VL3200x / 32 PPM	17,399	22,895	5,496	\$0.005050	None at this time.
2030076 / GW2EM				\$27.75	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
<b>CSA-VT</b>					
<b>Room 100</b>					
Oce VL3200x / 32 PPM	2,958	4,037	1,079	\$0.005050	None at this time.
2030127 / GW2FE				\$5.45	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
<b>CSA-VT</b>					

					Date of Last Upgrade: 7/1/2012
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN HIGH SCHOOL					
Room 101					
Oce VL3200x / 32 PPM	4,450	6,588	2,138	\$0.005050	None at this time.
2030131 / GW2FC				\$10.80	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 102					
Oce VL3200x / 32 PPM	11,346	13,901	2,555	\$0.005050	None at this time.
2030130 / GW2FF				\$12.90	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 103					
Canon LBP 5460 / 31 PPM	4,785	6,245	1,460	\$0.005050	7 years from Intro.
MEMA001487 / GW2GD				\$7.37	
750,000 / 08/2009	3,308	5,515	2,207	\$0.05146	
Color Network Printer				\$113.57	
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2012
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN HIGH SCHOOL					
Room 300					
Canon LBP 5460 / 31 PPM	24,263	28,643	4,380	\$0.005050	7 years from Intro.
MEMA001474 / GW2GX				\$22.12	
750,000 / 08/2009	11,411	12,569	1,158	\$0.05146	
Color Network Printer				\$59.59	
CSA-VT					
Room 301					
Oce VL3200x / 32 PPM	16,420	18,975	2,555	\$0.005050	None at this time.
2030120 / GW2F9				\$12.90	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 302 Special Education					
Canon IR3245i / 45 PPM	214,899	259,794	44,895	\$0.003710	8 years from Intro.
DHK19572 / GW2H5				\$166.56	
1,000,000 / 07/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					



<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2012</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>BERLIN HIGH SCHOOL</b>					
<b>Room 400 Art</b>					
Canon LBP 5460 / 31 PPM	8,175	10,202	2,027	\$0.005050	7 years from Intro.
MEMA001476 / GW2GE				\$10.24	
750,000 / 08/2009	17,413	22,397	4,984	\$0.05146	
Color Network Printer				\$256.48	
<b>CSA-VT</b>					
<b>Room 406 Special Ed</b>					
Canon LBP 5460 / 31 PPM	7,743	13,218	5,475	\$0.005050	7 years from Intro.
MEMA001716 / GW2G7				\$27.65	
750,000 / 08/2009	1,785	3,610	1,825	\$0.05146	
Color Network Printer				\$93.91	
<b>CSA-VT</b>					
<b>Room 500</b>					
Canon LBP 5460 / 31 PPM	4,113	4,929	816	\$0.005050	7 years from Intro.
MEMA001498 / GW2GF				\$4.12	
750,000 / 08/2009	3,874	5,041	1,167	\$0.05146	
Color Network Printer				\$60.05	
<b>CSA-VT</b>					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2012
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN HIGH SCHOOL					
Room 501					
Oce VL3200x / 32 PPM	18,649	24,124	5,475	\$0.005050	None at this time.
2030132 / GW2FB				\$27.65	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 502					
Oce VL3200x / 32 PPM	20,014	24,759	4,745	\$0.005050	None at this time.
2030129 / GW2FD				\$23.96	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 504					
Canon LBP 5460 / 31 PPM	10,111	13,375	3,264	\$0.005050	7 years from Intro.
MEMA001697 / GW2HM				\$16.48	
750,000 / 08/2009	3,471	4,726	1,255	\$0.05146	
Color Network Printer				\$64.58	
CSA-VT					

					Date of Last Upgrade: 7/1/2012
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN HIGH SCHOOL					
Room 505					
Oce VL3200x / 32 PPM	10,607	14,622	4,015	\$0.005050	None at this time.
2030156 / GW2G2				\$20.28	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 506					
Oce VL3200x / 32 PPM	11,881	16,261	4,380	\$0.005050	None at this time.
2030158 / GW2G0				\$22.12	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 507					
Oce VL3200x / 32 PPM	9,951	14,260	4,309	\$0.005050	None at this time.
2030135 / GW2FA				\$21.76	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2012
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN HIGH SCHOOL					
Room 508					
Oce VL3200x / 32 PPM	10,359	12,549	2,190	\$0.005050	None at this time.
2030155 / GW2G3				\$11.06	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 511					
Oce VL3200x / 32 PPM	20,662	26,137	5,475	\$0.005050	None at this time.
2030159 / GW2FZ				\$27.65	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 512					
Oce VL3200x / 32 PPM	23,232	28,127	4,895	\$0.005050	None at this time.
2030161 / GW2G1				\$24.72	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2012</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>BERLIN HIGH SCHOOL</b>					
<b>Room 513</b>					
Canon LBP 5460 / 31 PPM	5,911	8,788	2,877	\$0.005050	7 years from Intro.
MEMA001539 / GW2GW				\$14.53	
750,000 / 08/2009	1,034	1,309	275	\$0.05146	
Color Network Printer				\$14.15	
<b>CSA-VT</b>					
<b>Room 514 Graphic Arts</b>					
Canon IR ADV C7065 / 65 PPM	262,188	335,918	73,730	\$0.004640	7 years from Intro.
HJY53465 / GW2MB				\$342.11	
3,000,000 / 10/2009	63,772	83,117	19,345	\$0.05146	
Color Photocopier				\$995.49	
<b>CSA-VT</b>					
Canon LBP 5460 / 31 PPM	2,828	3,617	789	\$0.005050	7 years from Intro.
MEMA001537 / GW2G8				\$3.98	
750,000 / 08/2009	3,046	3,938	892	\$0.05146	
Color Network Printer				\$45.90	
<b>CSA-VT</b>					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2012
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN HIGH SCHOOL					
Room 516 Child Care					
Canon LBP 5460 / 31 PPM	9,514	12,069	2,555	\$0.005050	7 years from Intro.
MEMA001535 / GW2G6				\$12.90	
750,000 / 08/2009	5,705	7,895	2,190	\$0.05146	
Color Network Printer				\$112.70	
CSA-VT					
Room 517					
Canon LBP 5460 / 31 PPM	7,461	12,090	4,629	\$0.005050	7 years from Intro.
MEMA001522 / GW2GB				\$23.38	
750,000 / 08/2009	6,082	9,012	2,930	\$0.05146	
Color Network Printer				\$150.78	
CSA-VT					
Room 602					
Oce VL3200x / 32 PPM	24,151	29,261	5,110	\$0.005050	None at this time.
2030153 / GW2FT				\$25.81	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2012
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN HIGH SCHOOL					
Room 603					
Oce VL3200x / 32 PPM	5,757	7,217	1,460	\$0.005050	None at this time.
2030151 / GW2FV				\$7.37	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 604					
Oce VL3200x / 32 PPM	11,492	16,237	4,745	\$0.005050	None at this time.
2030152 / GW2FU				\$23.96	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 605					
Oce VL3200x / 32 PPM	13,422	18,897	5,475	\$0.005050	None at this time.
2030077 / GW2EL				\$27.65	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2012
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN HIGH SCHOOL					
Room 608 Science Lab					
Canon LBP 5460 / 31 PPM	18,328	27,088	8,760	\$0.005050	7 years from Intro.
MEMA001517 / GW2GJ				\$44.24	
750,000 / 08/2009	4,586	6,494	1,908	\$0.05146	
Color Network Printer				\$98.19	
CSA-VT					
Room 611					
Oce VL3200x / 32 PPM	15,441	20,551	5,110	\$0.005050	None at this time.
2030074 / GW2EJ				\$25.81	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 612					
Oce VL3200x / 32 PPM	15,145	22,080	6,935	\$0.005050	None at this time.
2030079 / GW2EH				\$35.02	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					



					Date of Last Upgrade: 7/1/2012
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN HIGH SCHOOL					
Room 613					
Oce VL3200x / 32 PPM	25,775	37,820	12,045	\$0.005050	None at this time.
2030162 / GW2FY				\$60.83	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 615					
Oce VL3200x / 32 PPM	22,125	25,410	3,285	\$0.005050	None at this time.
2030078 / GW2EK				\$16.59	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 616					
Oce VL3200x / 32 PPM	7,706	10,553	2,847	\$0.005050	None at this time.
2030147 / GW2FX				\$14.38	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2012
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN HIGH SCHOOL					
Room 617					
Canon LBP 5460 / 31 PPM	102,312	147,207	44,895	\$0.005050	7 years from Intro.
MEMA001518 / GW2GP				\$226.72	
750,000 / 08/2009	14,481	21,093	6,612	\$0.05146	
Color Network Printer				\$340.25	
CSA-VT					
Vice Principal's Office (Forestall)					
Oce VL3200x / 32 PPM	6,866	8,691	1,825	\$0.005050	None at this time.
2030124 / GW2F6				\$9.22	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Subtotals Black			1,189,489	\$4,800.59	
Subtotals Color			72,202	\$3,715.51	

					Date of Last Upgrade: 7/1/2012
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN JUNIOR HIGH SCHOOL					
Custodian's Office					
Oce VL3200x / 32 PPM	3,644	5,286	1,642	\$0.005050	None at this time.
2030083 / GW2EO				\$8.29	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Gym Office					
Oce VL3200x / 32 PPM	13,045	16,330	3,285	\$0.005050	None at this time.
2030145 / GW2FJ				\$16.59	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Library					
Canon IRC5035 / 35 PPM	53,296	67,531	14,235	\$0.004640	7 years from Intro.
GNW64582 / GW2HK				\$66.05	
750,000 / 10/2009	15,015	18,665	3,650	\$0.05146	
Color Photocopier				\$187.83	
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>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>BERLIN JUNIOR HIGH SCHOOL</b>					
<b>Office 2nd Floor</b>					
Oce VL3200x / 32 PPM	21,441	24,263	2,822	\$0.005050	None at this time.
2030060 / GW2EV				\$14.25	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
<b>CSA-VT</b>					
<b>Principal's Office</b>					
Canon IRC5051 / 51 PPM	291,414	338,134	46,720	\$0.004640	7 years from Intro.
GQM65369 / GW2HI				\$216.78	
3,000,000 / 10/2009	46,041	64,656	18,615	\$0.05146	
Color Photocopier				\$957.93	
<b>CSA-VT</b>					
<b>Room 403 Basement</b>					
Canon LBP 5460 / 31 PPM	2,627	2,956	329	\$0.005050	7 years from Intro.
MEMA001750 / GW2GS				\$1.66	
750,000 / 08/2009	6,199	7,301	1,102	\$0.05146	
Color Network Printer				\$56.71	
<b>CSA-VT</b>					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2012	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
BERLIN JUNIOR HIGH SCHOOL						
Room 406						
Oce VL3200x / 32 PPM	8,253	12,268	4,015	\$0.005050	None at this time.	
2030144 / GW2FI				\$20.28		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
CSA-VT						
Room 501						
Canon LBP 5460 / 31 PPM	15,425	15,426	1	\$0.005050	7 years from Intro.	
MEMA001516 / GW2GO				\$0.01		
750,000 / 08/2009	16,207	16,512	305	\$0.05146		
Color Network Printer				\$15.70		
CSA-VT						
Room 502						
Oce VL3200x / 32 PPM	14,345	20,915	6,570	\$0.005050	None at this time.	
2030059 / GW2EY				\$33.18		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
CSA-VT						

					Date of Last Upgrade: 7/1/2012
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN JUNIOR HIGH SCHOOL					
Room 504					
Oce VL3200x / 32 PPM	22,816	24,441	1,625	\$0.005050	None at this time.
2030063 / GW2EX				\$8.21	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 508					
Oce VL3200x / 32 PPM	24,463	30,303	5,840	\$0.005050	None at this time.
2030154 / GW2FS				\$29.49	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 509					
Oce VL3200x / 32 PPM	6,027	15,517	9,490	\$0.005050	None at this time.
2030054 / GW2EZ				\$47.92	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					

					Date of Last Upgrade: 7/1/2012
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN JUNIOR HIGH SCHOOL					
Room 511					
Oce VL3200x / 32 PPM	16,163	18,385	2,222	\$0.005050	None at this time.
2030055 / GW2F4				\$11.22	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 514					
Oce VL3200x / 32 PPM	22,105	27,945	5,840	\$0.005050	None at this time.
2030138 / GW2FM				\$29.49	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 515 Speech					
Oce VL3200x / 32 PPM	10,938	17,379	6,441	\$0.005050	None at this time.
2030148 / GW2FG				\$32.53	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2012
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN JUNIOR HIGH SCHOOL					
Room 601					
Oce VL3200x / 32 PPM	7,129	8,427	1,298	\$0.005050	None at this time.
2030141 / GW2FN				\$6.55	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 602					
Oce VL3200x / 32 PPM	17,189	23,759	6,570	\$0.005050	None at this time.
2030139 / GW2FP				\$33.18	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 603					
Oce VL3200x / 32 PPM	9,761	15,966	6,205	\$0.005050	None at this time.
2030143 / GW2FL				\$31.34	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					



Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2012
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN JUNIOR HIGH SCHOOL					
Room 605					
Canon LBP 5460 / 31 PPM	6,346	8,019	1,673	\$0.005050	7 years from Intro.
MEMA001696 / GW2GU				\$8.45	
750,000 / 08/2009	7,444	7,837	393	\$0.05146	
Color Network Printer				\$20.22	
CSA-VT					
Room 606					
Oce VL3200x / 32 PPM	3,625	5,991	2,366	\$0.005050	None at this time.
2030140 / GW2FK				\$11.95	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 607					
Oce VL3200x / 32 PPM	12,349	15,102	2,753	\$0.005050	None at this time.
2030146 / GW2FH				\$13.90	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					

					Date of Last Upgrade: 7/1/2012
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2015	6/30/2016	2015-16		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
BERLIN JUNIOR HIGH SCHOOL					
Room 609					
Canon LBP 5460 / 31 PPM	9,203	14,624	5,421	\$0.005050	7 years from Intro.
MEMA001499 / GW2GR				\$27.38	
750,000 / 08/2009	4,251	5,774	1,523	\$0.05146	
Color Network Printer				\$78.37	
CSA-VT					
Oce VL3200x / 32 PPM	16,297	30,167	13,870	\$0.005050	None at this time.
2030128 / GW2FS				\$70.04	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 610					
Oce VL3200x / 32 PPM	19,561	24,862	5,301	\$0.005050	None at this time.
2030137 / GW2FQ				\$26.77	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2012	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
BERLIN JUNIOR HIGH SCHOOL						
Room 612						
Oce VL3200x / 32 PPM	9,880	10,395	515	\$0.005050	None at this time.	
2030134 / GW2FR				\$2.60		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
CSA-VT						
Teachers' Room						
Canon IR6075 / 75 PPM	1,713,114	2,086,509	373,395	\$0.003710	None at this time.	
HTK15263 / GW2H9				\$1,385.30		
4,000,000 / 06/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
CSA-VT						
Teachers' Room - Level 3						
Canon LBP 5460 / 31 PPM	18,486	20,571	2,085	\$0.005050	7 years from Intro.	
MEMA001710 / GW2GT				\$10.53		
750,000 / 08/2009	66,406	89,944	23,538	\$0.05146		
Color Network Printer				\$1,211.27		
CSA-VT						
Subtotals Black			532,529	\$2,163.93		
Subtotals Color			49,126	\$2,528.02		

					Date of Last Upgrade: 7/1/2012
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2015-16		
Vendor	7/1/2015 Meter	6/30/2016 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>BROWN ELEMENTARY SCHOOL</b>					
<b>1st Floor Hall</b>					
Canon IR6075 / 75 PPM	902,077	1,169,622	267,545	\$0.003710	None at this time.
HTK15518 / GW2H8				\$992.59	
4,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Canon LBP 5460 / 31 PPM	16,969	23,539	6,570	\$0.005050	7 years from Intro.
MEMA001700 / GW2GL				\$33.18	
750,000 / 08/2009	38,155	54,945	16,790	\$0.05146	
Color Network Printer				\$864.01	
CSA-VT					
<b>2nd Floor Hall</b>					
Canon LBP 5460 / 31 PPM	19,676	26,986	7,310	\$0.005050	7 years from Intro.
MEMA001703 / GW2GN				\$36.92	
750,000 / 08/2009	31,954	42,953	10,999	\$0.05146	
Color Network Printer				\$566.01	
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2012
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BROWN ELEMENTARY SCHOOL					
Basement					
Canon IRC5045 / 45 PPM	78,354	149,164	70,810	\$0.004640	7 years from Intro.
GPQ63422 / GW2HJ				\$328.56	
1,000,000 / 10/2009	24,896	42,051	17,155	\$0.05146	
Color Photocopier				\$882.80	
CSA-VT					
Basement Hall					
Canon LBP 5460 / 31 PPM	39,318	47,348	8,030	\$0.005050	7 years from Intro.
MEMA001701 / GW2GM				\$40.55	
750,000 / 08/2009	25,528	27,523	1,995	\$0.05146	
Color Network Printer				\$102.66	
CSA-VT					
Library					
Canon LBP 5460 / 31 PPM	8,471	20,516	12,045	\$0.005050	7 years from Intro.
MEMA001511 / GW2GC				\$60.83	
750,000 / 08/2009	2,985	9,702	6,717	\$0.05146	
Color Network Printer				\$345.66	
CSA-VT					

					Date of Last Upgrade: 7/1/2012
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BROWN ELEMENTARY SCHOOL					
Secretary's Office					
Canon IR3245i / 45 PPM	226,748	301,938	75,190	\$0.003710	8 years from Intro.
DHK17152 / GW2H2				\$278.95	
1,000,000 / 07/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Top Floor					
Canon IR3245i / 45 PPM	239,738	309,818	70,080	\$0.003710	8 years from Intro.
DHK20614 / GW2H4				\$260.00	
1,000,000 / 07/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Subtotals Black			517,580	\$2,031.57	
Subtotals Color			53,656	\$2,761.14	

					Date of Last Upgrade: 7/1/2012
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2015	6/30/2016	2015-16		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
HILLSIDE ELEMENTARY SCHOOL					
Art - Basement Level					
Oce VL3200x / 32 PPM	11,550	15,264	3,714	\$0.005050	None at this time.
2030004 / GW2F1				\$18.76	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
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>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HILLSIDE ELEMENTARY SCHOOL</b>					
<b>Room 201 Principal's Office</b>					
Canon IRC5045 / 45 PPM	320,660	439,650	118,990	\$0.004640	7 years from Intro.
GPQ63462 / GW2HH				\$552.11	
1,000,000 / 10/2009	54,581	83,319	28,738	\$0.05146	
Color Photocopier				\$1,478.86	
<b>CSA-VT</b>					
Canon LBP 5460 / 31 PPM	1,002	1,790	788	\$0.005050	7 years from Intro.
MEMA001515 / GW2GV				\$3.98	
750,000 / 08/2009	1,594	2,063	469	\$0.05146	
Color Network Printer				\$24.13	
<b>CSA-VT</b>					
Oce VL3200x / 32 PPM	12,374	15,910	3,536	\$0.005050	None at this time.
2030056 / GW2F2				\$17.86	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
<b>CSA-VT</b>					



<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>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HILLSIDE ELEMENTARY SCHOOL</b>					
<b>Room 202</b>					
Oce VL3200x / 32 PPM	7,440	10,518	3,078	\$0.005050	None at this time.
2030136 / GW2FO				\$15.54	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
<b>CSA-VT</b>					
Oce VL3200x / 32 PPM	11,293	14,194	2,901	\$0.005050	None at this time.
2030037 / GW2ET				\$14.65	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
<b>CSA-VT</b>					
<b>Room 203</b>					
Oce VL3200x / 32 PPM	8,100	11,331	3,231	\$0.005050	None at this time.
2030061 / GW2EW				\$16.32	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
<b>CSA-VT</b>					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2012
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
HILLSIDE ELEMENTARY SCHOOL					
Room 205					
Oce VL3200x / 32 PPM	20,572	29,330	8,758	\$0.005050	None at this time.
2030080 / GW2EQ				\$44.23	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 207					
Canon LBP 5460 / 31 PPM	20,907	22,905	1,998	\$0.005050	7 years from Intro.
MEMA001713 / GW2GQ				\$10.09	
750,000 / 08/2009	5,111	6,276	1,165	\$0.05146	
Color Network Printer				\$59.95	
CSA-VT					
Room 208					
Canon LBP 5460 / 31 PPM	9,875	13,890	4,015	\$0.005050	7 years from Intro.
MEMA001704 / GW2GH				\$20.28	
750,000 / 08/2009	4,576	6,766	2,190	\$0.05146	
Color Network Printer				\$112.70	
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2012
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
HILLSIDE ELEMENTARY SCHOOL					
Room 210					
Oce VL3200x / 32 PPM	12,408	20,073	7,665	\$0.005050	None at this time.
2030082 / GW2ER				\$38.71	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 211					
Oce VL3200x / 32 PPM	11,346	18,281	6,935	\$0.005050	None at this time.
2030085 / GW2EP				\$35.02	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
CSA-VT					
Room 304					
Oce VL3200x / 32 PPM	9,972	16,333	6,361	\$0.005050	None at this time.
2030058 / GW2EU				\$32.12	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
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>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HILLSIDE ELEMENTARY SCHOOL</b>					
<b>Room 305</b>					
Oce VL3200x / 32 PPM	20,705	28,851	8,146	\$0.005050	None at this time.
2030057 / GW2F0				\$41.14	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
<b>CSA-VT</b>					
<b>Room 306</b>					
Canon LBP 5460 / 31 PPM	8,738	12,023	3,285	\$0.005050	7 years from Intro.
MEMA001450 / GW2J4				\$16.59	
750,000 / 08/2009	10,715	15,095	4,380	\$0.05146	
Color Network Printer				\$225.39	
<b>CSA-VT</b>					
<b>Room 309</b>					
Canon LBP 5460 / 31 PPM	10,306	13,344	3,038	\$0.005050	7 years from Intro.
MEMA001709 / GW2GI				\$15.34	
750,000 / 08/2009	19,975	32,086	12,111	\$0.05146	
Color Network Printer				\$623.23	
<b>CSA-VT</b>					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2012</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HILLSIDE ELEMENTARY SCHOOL</b>					
<b>Room 310</b>					
Oce VL3200x / 32 PPM	10,741	14,060	3,319	\$0.005050	None at this time.
2030084 / GW2EN				\$16.76	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
<b>CSA-VT</b>					
<b>Room 311 Special Ed</b>					
Oce VL3200x / 32 PPM	14,095	19,503	5,408	\$0.005050	None at this time.
2030052 / GW2F3				\$27.31	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
<b>CSA-VT</b>					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2012
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
HILLSIDE ELEMENTARY SCHOOL					
Teachers' Room					
Canon IR6075 / 75 PPM	933,489	1,069,999	136,510	\$0.003710	None at this time.
HTK15439 / GW2HB				\$506.45	
4,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Canon IR6075 / 75 PPM	517,706	935,631	417,925	\$0.003710	None at this time.
HTK15259 / GW2HA				\$1,550.50	
4,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
Subtotals Black			749,601	\$2,993.76	
Subtotals Color			49,053	\$2,524.27	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2012</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MARSTON SCHOOL</b>					
<b>Special Education</b>					
Canon IRC5045 / 45 PPM	205,369	284,939	79,570	\$0.004640	7 years from Intro.
GPQ62329 / GW2HF				\$369.20	
1,000,000 / 10/2009	38,449	52,684	14,235	\$0.05146	
Color Photocopier				\$732.53	
<b>CSA-VT</b>					
Canon LBP 5460 / 31 PPM	1,293	6,473	5,180	\$0.005050	7 years from Intro.
MEMA001708 / GW2GK				\$26.16	
750,000 / 08/2009	1,738	4,916	3,178	\$0.05146	
Color Network Printer				\$163.54	
<b>CSA-VT</b>					
<b>Subtotals Black</b>			<b>84,750</b>	<b>\$395.36</b>	
<b>Subtotals Color</b>			<b>17,413</b>	<b>\$896.07</b>	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2012</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>SAU 03</b>					
<b>Main Office</b>					
Canon IRC5051 / 51 PPM	195,097	254,957	59,860	\$0.004640	7 years from Intro.
GQM63104 / GW2I6				\$277.75	
3,000,000 / 10/2009	32,478	45,983	13,505	\$0.05146	
Color Photocopier				\$694.97	
<b>CSA-VT</b>					
<b>Subtotals Black</b>			<b>59,860</b>	<b>\$277.75</b>	
<b>Subtotals Color</b>			<b>13,505</b>	<b>\$694.97</b>	



<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2012</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>SAU 03 BUS GARAGE</b>					
<b><i>Mechanic's Office</i></b>					
Canon IR3245i / 45 PPM	395,051	400,526	5,475	\$0.003710	8 years from Intro.
7080080 / GW0HO				\$20.31	
1,000,000 / 07/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
CSA-VT					
<b><i>Subtotals Black</i></b>			<b>5,475</b>	<b>\$20.31</b>	
<b><i>Subtotals Color</i></b>			<b>0</b>	<b>\$0.00</b>	

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<i>District Wide Black Totals</i>	3,139,284	\$12,683.28
<i>District Wide Color Totals</i>	254,955	\$13,119.98

## 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 2015-16 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
3,139,284	\$0.02018	\$63,350.75

### CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
3,139,284	\$0.00404	\$12,682.71	\$50,668.04	\$253,340.22

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$50,668.04 x 16 years as a Client*

***=\$810,688.70 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
Berlin High School	1,189,489	\$4,851.39	\$5,902.24	\$20,038.28	\$30,791.91
Berlin Junior High School	532,529	\$2,186.82	\$2,642.41	\$8,971.05	\$13,800.28
Brown Elementary School	517,580	\$2,053.33	\$2,568.23	\$8,719.22	\$13,340.77
Hillside Elementary School	749,601	\$3,025.69	\$3,719.52	\$12,627.87	\$19,373.08
Marston School	84,750	\$399.60	\$420.53	\$1,427.71	\$2,247.84
SAU 03	59,860	\$280.74	\$297.03	\$1,008.41	\$1,586.18
SAU 03 Bus Garage	5,475	\$20.53	\$27.17	\$92.23	\$139.93
<b>Total</b>	<b>3,139,284</b>	<b>\$12,818.10</b>	<b>\$15,577.13</b>	<b>\$52,884.76</b>	<b>\$81,279.99</b>

### 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 Ricoh MP 9003 SP RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 90 Copies per Minute are coming in at **\$7,435** with a Retail Cost of \$51,053....**15% 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
Berlin High School	72,202	\$3,752.34
Berlin Junior High School	49,126	\$2,553.08
Brown Elementary School	53,656	\$2,788.50
Hillside Elementary School	49,053	\$2,549.28
Marston School	17,413	\$904.95
SAU 03	13,505	\$701.85
SAU 03 Bus Garage	0	\$0.00
<b>Total</b>	<b>254,955</b>	<b>\$13,250.01</b>

## *Service & Supply Usage Profile by Vendor - Black*

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.1%.**

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Canon Solutions Vermont	Black Laser MFP	269,616	\$0.00505	\$1,361.56	\$0.00510	\$1,375.04
Canon Solutions Vermont	Black Photocopier	2,214,090	\$0.00371	\$8,214.27	\$0.00375	\$8,302.84
Canon Solutions Vermont	Color Network Printer	159,908	\$0.00505	\$807.54	\$0.00510	\$815.53
Canon Solutions Vermont	Color Photocopier	495,670	\$0.00464	\$2,299.91	\$0.00469	\$2,324.69
<b>Total</b>		<b>3,139,284</b>	<b>\$0.00404</b>	<b>\$12,683.28</b>	<b>\$0.00408</b>	<b>\$12,818.10</b>

## *Service & Supply Usage Profile by Vendor - Color*

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.1%.**

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Canon Solutions Vermont	Color Network Printer	130,952	\$0.05146	\$6,738.79	\$0.05197	\$6,805.58
Canon Solutions Vermont	Color Photocopier	124,003	\$0.05146	\$6,381.19	\$0.05197	\$6,444.44
<b>Total</b>		<b>254,955</b>	<b>\$0.05146</b>	<b>\$13,119.98</b>	<b>\$0.05197</b>	<b>\$13,250.01</b>

## *Reprographic Equipment Assessment*

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

<b>Total Number of Units</b>	<b>109</b>
<b>Total Number of Units on Lease</b>	<b>107</b>
<b>Total Number of Units Owned</b>	<b>2</b>
<b>Lease Company</b>	<b>MST Government Leasing</b>
<b>Lease Start Date</b>	<b>7/1/2012</b>
<b>Lease End Date</b>	<b>8/1/2016</b>
<b>Term</b>	<b>5 Annual</b>
<b>Annual Payment usually due on 8/1</b>	<b>\$ 4,984.17</b>
<b>Remaining Payments</b>	<b>0</b>

<b>Total Number of Units</b>	<b>109</b>
<b>Total Number of Units on Lease</b>	<b>107</b>
<b>Total Number 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>6 Annual</b>
<b>Annual Payment usually due on 8/1</b>	<b>\$47,900.59</b>
<b>Remaining Payments</b>	<b>1</b>

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



## *Leased Equipment*

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Berlin High School	Canon LBP 5460	MEMA001533
Berlin High School	Oce VL3200x	2030076
Berlin High School	Oce VL3200x	2030081
Berlin High School	Oce VL3200x	2030074
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 LBP 5460	MEMA001522
Berlin High School	Oce VL3200x	2030147
Berlin High School	Canon LBP 5460	MEMA001518
Berlin High School	Oce VL3200x	2030067
Berlin High School	Canon IR3245i	DHK19572
Berlin High School	Canon IRC5045	GPQ63455
Berlin High School	Oce VL3200x	2030129
Berlin High School	Oce VL3200x	2030132
Berlin High School	Canon LBP 5460	MEMA001498
Berlin High School	Oce VL3200x	2030127
Berlin High School	Oce VL3200x	2030131
Berlin High School	Oce VL3200x	2030130
Berlin High School	Canon LBP 5460	MEMA001487
Berlin High School	Canon LBP 5460	MEMA001474
Berlin High School	Canon LBP 5460	MEMA001535
Berlin High School	Canon LBP 5460	MEMA001476
Berlin High School	Canon LBP 5460	MEMA001517
Berlin High School	Oce VL3200x	2030135
Berlin High School	Canon IR3245i	DHK17155
Berlin High School	Canon LBP 5460	MEMA001520
Berlin High School	Canon IR6075	HTK16157
Berlin High School	Canon LBP 5460	MEMA001716

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Berlin High School	Canon IR6075	HTK15506
Berlin High School	Canon LBP 5460	MEMA001694
Berlin High School	Oce VL3200x	2030126
Berlin High School	Canon LBP 5460	MEMA001697
Berlin High School	Canon LBP 5460	MEMA001537
Berlin High School	Oce VL3200x	2030077
Berlin High School	Canon IR ADV C7065	HJY53465
Berlin High School	Oce VL3200x	2030158
Berlin High School	Oce VL3200x	2030155
Berlin High School	Oce VL3200x	2030159
Berlin High School	Oce VL3200x	2030161
Berlin High School	Canon LBP 5460	MEMA001539
Berlin High School	Oce VL3200x	2030124
Berlin High School	Oce VL3200x	2030120
Berlin High School	Oce VL3200x	2030123
Berlin High School	Oce VL3200x	2030151
Berlin High School	Oce VL3200x	2030152
Berlin High School	Canon LBP 5460	MEMA001519
Berlin High School	Oce VL3200x	2030156
Berlin Junior High School	Oce VL3200x	2030083
Berlin Junior High School	Oce VL3200x	2030060
Berlin Junior High School	Oce VL3200x	2030154
Berlin Junior High School	Oce VL3200x	2030145
Berlin Junior High School	Canon LBP 5460	MEMA001750
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
Berlin Junior High School	Oce VL3200x	2030134
Berlin Junior High School	Oce VL3200x	2030137
Berlin Junior High School	Canon LBP 5460	MEMA001710

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Berlin Junior High School	Oce VL3200x	2030059
Berlin Junior High School	Oce VL3200x	2030146
Berlin Junior High School	Canon IRC5051	GQM65369
Berlin Junior High School	Canon LBP 5460	MEMA001696
Berlin Junior High School	Oce VL3200x	2030143
Berlin Junior High School	Canon LBP 5460	MEMA001516
Berlin Junior High School	Oce VL3200x	2030128
Berlin Junior High School	Oce VL3200x	2030144
Berlin Junior High School	Oce VL3200x	2030139
Berlin Junior High School	Oce VL3200x	2030063
Berlin Junior High School	Canon LBP 5460	MEMA001499
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 IR6075	HTK15518
Brown Elementary School	Canon LBP 5460	MEMA001700
Brown Elementary School	Canon LBP 5460	MEMA001703
Brown Elementary School	Canon LBP 5460	MEMA001701
Brown Elementary School	Canon IR3245i	DHK17152
Brown Elementary School	Canon IR3245i	DHK20614
Brown Elementary School	Canon IRC5045	GPQ63422
Brown Elementary School	Canon LBP 5460	MEMA001511
Hillside Elementary School	Oce VL3200x	2030061
Hillside Elementary School	Oce VL3200x	2030052
Hillside Elementary School	Canon IR6075	HTK15259
Hillside Elementary School	Canon IR6075	HTK15439
Hillside Elementary School	Canon LBP 5460	MEMA001709
Hillside Elementary School	Canon LBP 5460	MEMA001704
Hillside Elementary School	Canon LBP 5460	MEMA001515
Hillside Elementary School	Oce VL3200x	2030056

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Hillside Elementary School	Canon LBP 5460	MEMA001713
Hillside Elementary School	Oce VL3200x	2030004
Hillside Elementary School	Oce VL3200x	2030058
Hillside Elementary School	Oce VL3200x	2030084
Hillside Elementary School	Canon LBP 5460	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	2030037
Hillside Elementary School	Oce VL3200x	2030057
Hillside Elementary School	Canon IRC5045	GPQ63462
Marston School	Canon LBP 5460	MEMA001708
Marston School	Canon IRC5045	GPQ62329
SAU 03	Canon IRC5051	GQM63104

*Owned Equipment*

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



## Service and Supply Contract - Client

Specialized Purchasing Consultants ("SPC") hereby contracts with \_\_\_\_\_ ("Client") to provide comprehensive services, supplies, and maintenance to equipment described on Schedule A ("Equipment") using the Contracted Vendor shown below at a cost per print shown on said Schedule A, commencing on \_\_\_\_\_ and terminating on June 30, \_\_\_\_\_. This Service and Supply Contract ("Contract") shall exclude only the cost of paper, transparencies, and staples. Refer to Schedule A for Additional Provisions, if any.

SPC assumes responsibility for all billing and vendor payment. SPC shall invoice Client one-half of the annual projected number of pages multiplied by the cost per print listed on Schedule A. This semi-annual billing will take place July 1 and January 1. Actual meter reads will be collected by SPC either electronically or from Client staff during the month of June. A final Reconciliation spreadsheet and invoice will then be completed and sent to client. Upon payment of each billing invoice during the year, SPC will reimburse Contracted Vendor appropriately. Client is responsible for making payment in full within 30 days of said invoicing to avoid suspension of supplies by Contracted Vendor.

On July 1 of each calendar year during the afore-mentioned term, SPC shall credit Client any unused prepaid pages to Client if fewer copies were made by Client during the Contract period ending on or before June 30 annually than were originally estimated under this Contract for such period. If more pages were consumed than billed in the combined semi-annual billing, an overage invoice will be generated. Following semi-annual billing will be based on previous year volume.

On July 1 of each calendar year during the term of this Contract, SPC, at its option, may increase such costs per print under this Service and Supply 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.

Client may terminate Contract at any time with a 30-day written notice. Client will be required to provide final meter reads on all Equipment listed on Schedule A, including those added during the Contract term. Any credits owed to Client after reconciling actual usage versus projected will be paid to Client. Client must return any unused consumables to Contracted Vendor.

**AGREED AND ACCEPTED BY:  
Specialized Purchasing Consultants**

By: Skip Tilton

Title: President/Owner

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

**AGREED AND ACCEPTED BY:  
Client**

By: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

**Named Contracted Vendor: Vendor**

# Warranty

Vendor ("Contracted Vendor") hereby warrants to \_\_\_\_\_ ("Client") that, if any such Equipment described on Schedule B attached hereto malfunctions through no fault of Client during the term commencing on \_\_\_\_\_ and terminating on June 30, \_\_\_\_\_, and such Equipment cannot be repaired promptly, Contracted Vendor, *through Specialized Purchasing Consultants*, 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 Client. Refer to Schedule B for Additional Provisions to this Warranty.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the Warranty Life of such item of Equipment in number of copies, as shown on Schedule B 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 B attached hereto.

**AGREED AND ACCEPTED BY:**  
**Vendor**

By: John Cox

Title: Market Vice President

Date:

Signature: \_\_\_\_\_

**AGREED AND ACCEPTED BY:**  
**Client**

By:

Title:

Date:

Signature: \_\_\_\_\_

*StarDoc User Names*

<b>Name</b>	<b>User Name</b>
<b>Amy Huter</b>	ahuter
<b>Autie Hamilton</b>	ahamilton
<b>Brian Lamirande</b>	blamirande
<b>Corinne Cascadden</b>	ccascadden
<b>Dan Record</b>	drecord
<b>Debora Payeur</b>	dpayeur@sau3.org
<b>Deborah Dupuis</b>	ddupuis@sau3.org
<b>Holly Paquette</b>	hpaquette
<b>Irina Williams</b>	Iwilliams
<b>Judy Roy</b>	jroy
<b>Julie King</b>	jking
<b>Kevin Carpenter</b>	kcarpenter
<b>Marilyn Labbe</b>	mlabbe
<b>Sharon Michalik</b>	smichalik
<b>Tom Sutton</b>	tsutton@sau3.org

\*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)



**2012****STARDOC created**

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- Live Floor Plans - Allows IT administrators to move devices around on their own floor plans.

**2013****Daily Tracking**

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- Meters gathered daily to track usage
- Daily adjusts projected annual volumes for fiscal year

**2014****Monthly Audits**

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- Allows user to see monthly snapshot of current usage and estimated projections

**2015****New Mapping Options & Asset Management**

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- Allows mapping of other IT devices (Wireless Access Points, IP Camera, Projectors, VOIP phones)
- IT Asset Management tracks all IT purchases, warranty expirations, etc.



- **Cost Projection by Department or Building** - Who Benefits? Accounts Payable, Business Manager and Superintendent
  - Allows you to formulate next year's budgets as early as December
  - Allows you to see the projected usage bill in advance
  - Tabulate total budgets and total costs district wide
  - Volume or cost pages allow you to pinpoint specific machines on the floor plans
  - Timeline - allowing you to go back to see how your budget compares to previous years
- **Map your devices on Floorplans** - Who Benefits? Business Manager, IT
  - Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
  - Device information tab will allow you to easily access the web interface of the printer/copier
  - Non-Reporting device listing for devices that haven't reported for more than 2 weeks
  - Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TV's)
- **Floor Plans Admin** - Who Benefits? Business Manager and IT
  - Allows IT and Business Manager to move devices around on Floor Plan
  - Paper trail of device locations after summer break
  - Will show Previous Devices, Present Equipment and Proposed Equipment

- **Contacts Page** - Who Benefits? Business Manager and IT
  - Control Access and Permissions to Star Doc
  - Toggle Email all (Toner, Service Monthly Audits)
- **Device Listing Page** - Who Benefits? Business Manager and IT
  - Centralized location for detailed information of District's assets
  - Exportable device listing to Excel or PDF
  - Tracks additional non-contract devices
  - IP Addresses and MAC addresses automatically imported
  - Strikethrough on machines that have been removed
- **Monthly Audits** - Who Benefits? Business Manager and Superintendent
  - Monthly Cost Snapshot
  - Shows amount of devices not reporting to help improve accuracy of projections
- **Timeline:** Who Benefits? Business Manager
  - Track historical volume and cost per building
- **"Last Sync Date"** Who Benefits? IT Manager
  - Shows the last time that FMAudit synced for that client



## Benefits of partnering with SPC

### Top Benefits to **our CLIENTS:**

#### 1. Cooperative Buying

By definition, is a model that allows a group of buyers with a common interest to pool their buying power in order to negotiate more favorable pricing and better service. SPC's model allows you to pick your preferred vendor!

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will ***save you money*** benefiting from the combined purchasing power of more than 84 clients with over 5,000 devices doing more than 306 million copies and prints per year. In 2015 we purchased approximately 1,070 printing devices, with over 83 million prints out to bid.
- We will ***save you time*** by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.
- We will ***save you frustration***. We manage your contracts for up to five years from the date of installation.

#### 2. Exclusive STAR Doc Software

- Maps all devices and sets up "Interactive Live Floor Plans" of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.
- STAR Doc studies your printing habits and is able to predict your year-end cost months in advance, before you receive your year-end reconciliation invoice.
- Sets up your next year's budget at the click of a mouse.

#### 3. Simplified Billing Program

- Removes the confusion out of billing.
- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.
- With SPC's Simplified Billing Program, TWO invoices are sent each year from ONE billing source.
- Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

#### 4. Five-Year Equipment Replacement Schedule

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

#### 5. Annual Report

- A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as over usage
- You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem

#### 6. Vendor Neutral

- SPC does not recommend just one brand; we suggest what's best for you with serviceability in mind.
- We present you with the bid results and offer recommendations, yet the decision is yours to make.

**SPC has been serving their clients since 1988, saving millions of dollars along the way. Based on current actual volumes and CPCs, SPC has generated **Annual Savings of almost \$3.5 million for all of our clients.** That translates into **Savings of more than \$17.4 million over five years!****



## SPC Values Our Vendors

### Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: In 2015 there were over a thousand.
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

### Vendor Benefits Pre-Bid & During the Bid Process

- Sharing of previous bid results that help you to negotiate with your manufacturers.
- On-Site Survey of client requirements including mapping all devices.
- Writing of the *Five-Year Equipment Replacement Schedule* (Bid Specs).
- Controls the Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment).
- A chance to sell your 'Value Add' directly to our clients after the bids are in. Customer has the right to pay more than low bid.

### Vendor Benefits Before & During Installation

- Digital Needs Analysis: Matching up the machine to installation site.
- Schedule and coordinate Vendor meeting with Client.
- Cover the cost of ESP surge protectors, electrical wiring, computer interface and any unexpected cost!
- Manage installation.
- Audit installation.
- Capture final meter reads for old contracts.
- Close books on old devices & contracts.

### Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STAR Doc: **S**ystem for **T**racking **A**nd **R**eporting **D**ocuments...Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

### Why do some vendors hesitate to bid?

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

**SPC manages over 5,000 pieces of equipment;**  
**Our relationship with our vendors has never been stronger!**