SPC

Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

www.spccopypro.com

2017-2018 Annual Report

Year - End Photocopier Analysis

With projected costs for 2018-19

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

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

October 2018

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

Dear Bryan:

We at Specialized Purchasing Consultants, wish to thank you for your continued confidence in us. Our relationship is now 18 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 as well as new services soon to be offered and how you can benefit from these services.

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 our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices possible while improving the quality of your service and equipment, as well as providing ways to increase your equipment reliability and the ability to monitor and track usage variations throughout the year to keep your costs under control.
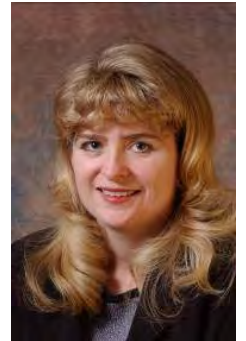
Jessica Paradis
Accounting Coordinator

As the new accounting director for SPC, my focus is to ensure transactions are handled with importance, accuracy, and timeliness. My goal is for all communication, with client or vendor, to be satisfactory for all parties. I am excited to be part of this team, and I am available to answer any billing or contract questions you may have.

Alex Webster
Operations Manager

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 *at no additional charge to our clients* features that normally cost thousands of dollars.

Pam Weed
Client-Vendor Relations

It is always my goal to ensure a good working relationship between clients and vendors. This applies to billing, upgrades, equipment reliability, and everything in between. I am available to assist you with smooth transitions and quick resolutions.

Joel Heffernan
Implementation Specialist

With over 40 years of experience in the copier/printer industry, I am able to deliver knowledgeable assistance before, during, and after equipment changeover. I am available to our clients to address any concerns they may have and to assure our clients have a pleasant experince with SPC.

Robert Dutil
Director of Information Technology

I work behind the scenes to keep everything running smoothly. I appreciate SPC's honesty, work ethic and loyalty, and it is my goal to make sure SPC has the tools it needs to continue improving their technology to better serve their clients and to be as productive as possible. 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.

Equipment Health Status

Total Number of Machines:	**110**
Total Black Photocopiers	**70**
Total Color Photocopiers	**9**
Total Black Network Printers	**0**
Total Color Network Printers	**32**
Total Removed from Service:	**1**
# of Units OFF Warranty:	**110**
# of Units Approaching End of Warranty:	**0**
# of Units Overused:	**0**
# of Units Underused:	**2**
Commencement Date:	**7/1/2012**
# of Annual Payments Left on Lease	**0**
All Warranties and Service Contracts Expire:	**6/30/2019**
SPC's FM Audit Print Management Software Loaded	**Yes**
Printer Contract	**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,

Per our agreement, we will continue to work with Canon to ensure we can keep your equipment under a service and supply agreement until your planned upgrade in 2020. Meanwhile, we are happy to take some time to showcase our newest features on STARDoc, which we feel will help many districts address machines that are being over used. See page 18 for details.

Color usage is very high compared to other districts. Our new feature in Stardoc could prove very beneficial in helping to control such cost.

There are 2 machines that we saw that are being underused. Those could be addresed in the upcoming upgrade.

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	Athletics Office - Melanson	Oce VL3200x	2030081	CSA-VT	08/2010
Berlin High School	CTE Office	Canon LBP 5460	MEMA001519	CSA-VT	08/2009
Berlin High School	Guidance - Jess Russ	Oce VL3200x	2030067	CSA-VT	08/2010
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	Level 3 Central Office	Oce VL3200x	2030126	CSA-VT	08/2010
Berlin High School	Level 3 Principal's Office	Oce VL3200x	2030123	CSA-VT	08/2010
Berlin High School	Level 3 Work Room	Canon IR6075	HTK16157	CSA-VT	06/2010
Berlin High School	Level 3 Work Room	Canon IR6075	HTK15506	CSA-VT	06/2010
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	Math Lab Top Floor	Oce VL3200x	2030076	CSA-VT	08/2010
Berlin High School	Room 100	Oce VL3200x	2030127	CSA-VT	08/2010
Berlin High School	Room 101	Oce VL3200x	2030131	CSA-VT	08/2010
Berlin High School	Room 102	Oce VL3200x	2030130	CSA-VT	08/2010
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 301	Oce VL3200x	2030120	CSA-VT	08/2010
Berlin High School	Room 302 Special Education	Canon IR3245i	DHK19572	CSA-VT	07/2008

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
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 501	Oce VL3200x	2030132	CSA-VT	08/2010
Berlin High School	Room 502	Oce VL3200x	2030129	CSA-VT	08/2010
Berlin High School	Room 504	Canon LBP 5460	MEMA001697	CSA-VT	08/2009
Berlin High School	Room 505	Oce VL3200x	2030156	CSA-VT	08/2010
Berlin High School	Room 506	Oce VL3200x	2030158	CSA-VT	08/2010
Berlin High School	Room 507	Oce VL3200x	2030135	CSA-VT	08/2010
Berlin High School	Room 508	Oce VL3200x	2030155	CSA-VT	08/2010
Berlin High School	Room 511	Oce VL3200x	2030159	CSA-VT	08/2010
Berlin High School	Room 512	Oce VL3200x	2030161	CSA-VT	08/2010
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 602	Oce VL3200x	2030153	CSA-VT	08/2010
Berlin High School	Room 603	Oce VL3200x	2030151	CSA-VT	08/2010
Berlin High School	Room 604	Oce VL3200x	2030152	CSA-VT	08/2010
Berlin High School	Room 605	Oce VL3200x	2030077	CSA-VT	08/2010
Berlin High School	Room 608 Science Lab	Canon LBP 5460	MEMA001517	CSA-VT	08/2009
Berlin High School	Room 611	Oce VL3200x	2030074	CSA-VT	08/2010
Berlin High School	Room 612	Oce VL3200x	2030079	CSA-VT	08/2010

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Berlin High School	Room 613	Oce VL3200x	2030162	CSA-VT	08/2010
Berlin High School	Room 615	Canon LBP 5460	MEMA001701	CSA-VT	08/2009
Berlin High School	Room 615	Oce VL3200x	2030078	CSA-VT	08/2010
Berlin High School	Room 616	Oce VL3200x	2030147	CSA-VT	08/2010
Berlin High School	Room 617	Canon LBP 5460	MEMA001518	CSA-VT	08/2009
Berlin High School	Vice Principal's Office (Forestall)	Oce VL3200x	2030124	CSA-VT	08/2010
Berlin Middle School	Custodian's Office	Oce VL3200x	2030083	CSA-VT	08/2010
Berlin Middle School	Gym Office	Oce VL3200x	2030145	CSA-VT	08/2010
Berlin Middle School	Library	Canon IRC5035	GNW64582	CSA-VT	10/2009
Berlin Middle School	Office 2nd Floor	Oce VL3200x	2030060	CSA-VT	08/2010
Berlin Middle School	Principal's Office	Canon IRC5051	GQM65369	CSA-VT	10/2009
Berlin Middle School	Room 403 Basement	Canon LBP 5460	MEMA001750	CSA-VT	08/2009
Berlin Middle School	Room 406	Oce VL3200x	2030144	CSA-VT	08/2010
Berlin Middle School	Room 501	Canon LBP 5460	MEMA001516	CSA-VT	08/2009
Berlin Middle School	Room 504	Oce VL3200x	2030063	CSA-VT	08/2010
Berlin Middle School	Room 508	Oce VL3200x	2030154	CSA-VT	08/2010
Berlin Middle School	Room 509	Oce VL3200x	2030054	CSA-VT	08/2010
Berlin Middle School	Room 511	Oce VL3200x	2030055	CSA-VT	08/2010
Berlin Middle School	Room 514	Oce VL3200x	2030138	CSA-VT	08/2010
Berlin Middle School	Room 515 Speech	Oce VL3200x	2030148	CSA-VT	08/2010
Berlin Middle School	Room 601	Oce VL3200x	2030141	CSA-VT	08/2010
Berlin Middle School	Room 602	Oce VL3200x	2030139	CSA-VT	08/2010
Berlin Middle School	Room 603	Oce VL3200x	2030143	CSA-VT	08/2010
Berlin Middle School	Room 605	Canon LBP 5460	MEMA001696	CSA-VT	08/2009

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Berlin Middle School	Room 606	Oce VL3200x	2030140	CSA-VT	08/2010
Berlin Middle School	Room 607	Oce VL3200x	2030146	CSA-VT	08/2010
Berlin Middle School	Room 609	Oce VL3200x	2030128	CSA-VT	08/2010
Berlin Middle School	Room 609	Canon LBP 5460	MEMA001499	CSA-VT	08/2009
Berlin Middle School	Room 610	Oce VL3200x	2030137	CSA-VT	08/2010
Berlin Middle School	Room 612	Oce VL3200x	2030134	CSA-VT	08/2010
Berlin Middle School	Teachers' Room	Canon IR6075	HTK15263	CSA-VT	06/2010
Berlin Middle School	Teachers' Room - Level 3	Canon LBP 5460	MEMA001710	CSA-VT	08/2009
Brown Elementary School	1st Floor Hall	Canon IR6075	HTK15518	CSA-VT	06/2010
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	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	Art - Basement Level	Oce VL3200x	2030004	CSA-VT	08/2010
Hillside Elementary School	IT Office	Oce VL3200x	2030059	CSA-VT	08/2010
Hillside Elementary School	Room 201 Principal's Office	Oce VL3200x	2030056	CSA-VT	08/2010
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 202	Oce VL3200x	2030136	CSA-VT	08/2010
Hillside Elementary School	Room 202	Oce VL3200x	2030037	CSA-VT	08/2010
Hillside Elementary School	Room 203	Oce VL3200x	2030061	CSA-VT	08/2010
Hillside Elementary School	Room 205	Oce VL3200x	2030080	CSA-VT	08/2010

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
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 210	Oce VL3200x	2030082	CSA-VT	08/2010
Hillside Elementary School	Room 211	Oce VL3200x	2030085	CSA-VT	08/2010
Hillside Elementary School	Room 304	Oce VL3200x	2030058	CSA-VT	08/2010
Hillside Elementary School	Room 305	Oce VL3200x	2030057	CSA-VT	08/2010
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
Hillside Elementary School	Room 310	Oce VL3200x	2030084	CSA-VT	08/2010
Hillside Elementary School	Room 311 Special Ed	Oce VL3200x	2030052	CSA-VT	08/2010
Hillside Elementary School	Teachers' Room	Canon IR6075	HTK15439	CSA-VT	06/2010
Hillside Elementary School	Teachers' Room	Canon IR6075	HTK15259	CSA-VT	06/2010
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

Non Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
HP LASERJET P2055dn	VNB3Y02309	172.16.9.20	10/10/2018 8:18:05 AM
HP LASERJET P2055dn	VNB3S07437	172.16.10.89	10/10/2018 8:18:05 AM
HP Designjet T610 44in	MY77T1C04V	172.16.12.30	7/11/2018 8:17:09 AM
HP LASERJET P3010 SERIES	VNB3S52875	172.16.9.134	10/10/2018 8:18:05 AM
HP Photosmart 7520 series	CN37G4B0K805YY	172.16.13.207	10/10/2018 8:18:05 AM
HP Photosmart 7520 series	CN37G4B0KB05YY	172.16.13.204	10/10/2018 8:18:05 AM
HP Photosmart 7520 series	CN37G4B0KN05YY	172.16.13.206	10/10/2018 8:18:05 AM
HP Photosmart 7520 series	CN37G4B0N605YY	172.16.13.205	10/10/2018 8:18:05 AM
HP Photosmart 7520 series	CN28E2B1VP05XX	172.16.13.66	10/10/2018 8:18:05 AM
ENVY 4520 series	TH57I1H24F0660	172.16.13.33	10/10/2018 8:18:05 AM
HP DesignJet T730	CN81A6M00J	172.16.13.65	10/10/2018 8:18:05 AM

Machine Count: 11... Our Goal with the next upgrade is to get all non contract devices under a CPC agreement.

Berlin High School

CTE Office

	Black Meter & Volume		*Color Meter & Volume*

Oce im4530

7070041

CSA-VT - GW0HK

Begin Date:	7/1/2017	*Begin Meter*	557,948
End Date:	10/24/2017	*End Meter*	557,948
		Black Volume:	0

Model Intro Date: 11/1/2006

Date	*Comments*
3/28/2017	Bryan Lamirande called regarding copier with frequent issues. Sent CEC; Roland Pinette completed and returned form. Key Op Danielle Demers stated, "Beginning in the summer of 2016, the scan function of the copier stopped working. A collaborative effort between our IT personnel and the copier service technician was not successful in restoring the scan function. Then, in late fall 2016, the copier stopped working completely. Several attempts to repair were unsuccessful. Finally, the service technician told us that parts were not available to fix this machine." Requested Service History from vendor.
4/5/2017	Service Manager Ed Benoit sent service history showing 3 service calls in August 2016 and 2 service calls in April within 2 days of each other. Reason for service calls is unknown.
5/1/2017	Called Ed Benoit. He said copier needs parts that they are having difficulty finding. He was in discussion with General Manager regarding a replacement.
5/3/2017	I called and spoke with Kevin Fisher, General Manager. He siad they were looking for a replacement but could not give me a time frame when it would take place.
5/10/2017	Client provided end meter read indicating it wasn't being used much. Complaint fell through the cracks because of end-of-year meter collection and billing.
8/3/2017	Sent follow up to Kevin and Ed for status. No response.
9/11/2017	Steven Foster sent an e-mail stating the copier was still having issues and when could it get replaced. After not receiving a response from Ed Benoit or Kevin Fisher, I called Kevin and spoke with him. He thought the copier was a Toshiba 4530, and that due to its age they had a hard time finding a replacement He stated Ed was out for training but that he would reach out to him and get back to me with an answer. We showed unit was a Canon IR3545; vendor said it was a Toshiba 4530. Confirmed with client the unit is a Canon im4530 (aka Oce). It is a comparable machine to the Toshiba 4530.
10/24/2017	Made Skip aware of the issue that Canon could not warranty the copier as it was now 11 years old. Skip had a conference call with Autie Hamilton and Bryan Lamirande to discuss the issue and the options. Client will not be going out to bid until Spring 2018 and upgrade over the summer, so replacement had to remain in place until then. Skip contacted Copex and was able to locate a color Canon copier that was inspected and installed on 10/24/17. At this time, client and department are extremely happy with the replacement copier.

Equipment Details

Berlin High School

Canon IR ADV C5255	*Begin Date:*	10/24/2017	*Begin Meter*	215,356	*Begin Meter*	86,162
JME10308	*End Date:*	6/30/2018	*End Meter*	234,387	*End Meter*	87,313
CSA-VT -			*Black Volume:*	19,031	*Color Volume:*	1,151

Model Intro Date: 10/1/2012

Date	*Comments*
10/24/2017	Warranty replacement for 7070041.

Warranty Replaced Machines

The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department / Room	Make Model	Serial #	Vendor Id #	Date of Trade
Berlin High School	CTE Office	Oce im4530	7070041	GW0HK	10/24/2017

1988	Specialized Purchasing Consultants opens its doors

- Began offering equipment at the sales representative's cost with continued cooperative buying power, obtaining competitive rates on leases, equipment, and service and supply contracts.

1999	Improved Annual Reports

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail
- Initiated 5% cost per print annual increase cap

2001	Solid-Ink Printers and Meter Collection

- Offered low-cost-of-operation solid-ink network printers to help reduce printing costs
- Began collecting meter reads directly from client and submitting to vendors via spreadsheet, providing more accurate and consistent billing

2002	Bond Counsel Review

- Added Bond Counsel Review to endure any and all funding sources provided legal documentation to meet State statutes and regulations

2003	Contracts and Warranties Updated

- Service & Supply Contracts revised to reflect SPC's commitment to managing a client's account for five years while allowing the client a 30-day cancel option
- Warranty revised to protect equipment, guaranteeing service or replacement at no charge, even if a vendor goes out of business

2005	Economic Municipal Relief Fund Established

2006	Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience

2007	Insurance Fund

- Insurance Fund established for equipment upgrades with SPC monitoring installations from start to finish. SPC absorbs cost of returning leased equipment, electrical or network drop installs or upgrades, and surge protectors (ESPs)

2012	STARDoc - Print Management Software Developed and Implemented

- Live Floor Plans allow IT administrators to move devices around on their own floor plans
- Low-end network printers added to contracts and monitored
- Simplified Billing introduced

2013	STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014	STARDoc - Monthly Audits

- Users can see a monthly snapshot of current usage and estimated projections

2015	STARDoc - Mapping Options and Asset Management

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

2018	STARDoc - Improved Pinpointing of Budget and Communications

- Improved pinpointing of machines projected to go over budget
- Facilitate communication with your vendor's service manager
- Request service history on any given printer or copier

- **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

New Features

Industry Wide
Consult: Secure Print Release, also known as Follow Me Print or Find-Me Printing.

➢ Print to a single global queue, walk up, and collect at any device.

➢ The application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD). It allows users to print at any area within the building as long as the MFD has the features needed by the user.

STARDoc
NEW! Over Budget Report feature

➢ Allows user to select the Over Budget feature to produce a report showing each machine currently running over projected volumes, listed with highest amount over first.

➢ Catch overused equipment early, before equipment begins to break down due to over use.

➢ Request service history on any machine right through STARDoc.

Over Budget	✖
Room:	Room 201 Principal's Office
Make & Model:	Canon IRC5051
Serial Number:	GQM65369
IP Address:	172.16.10.145
Projected Amount Over Budget:	$1,902

Previous   Next

Request Service History   Close

Annual Black Volume by Building
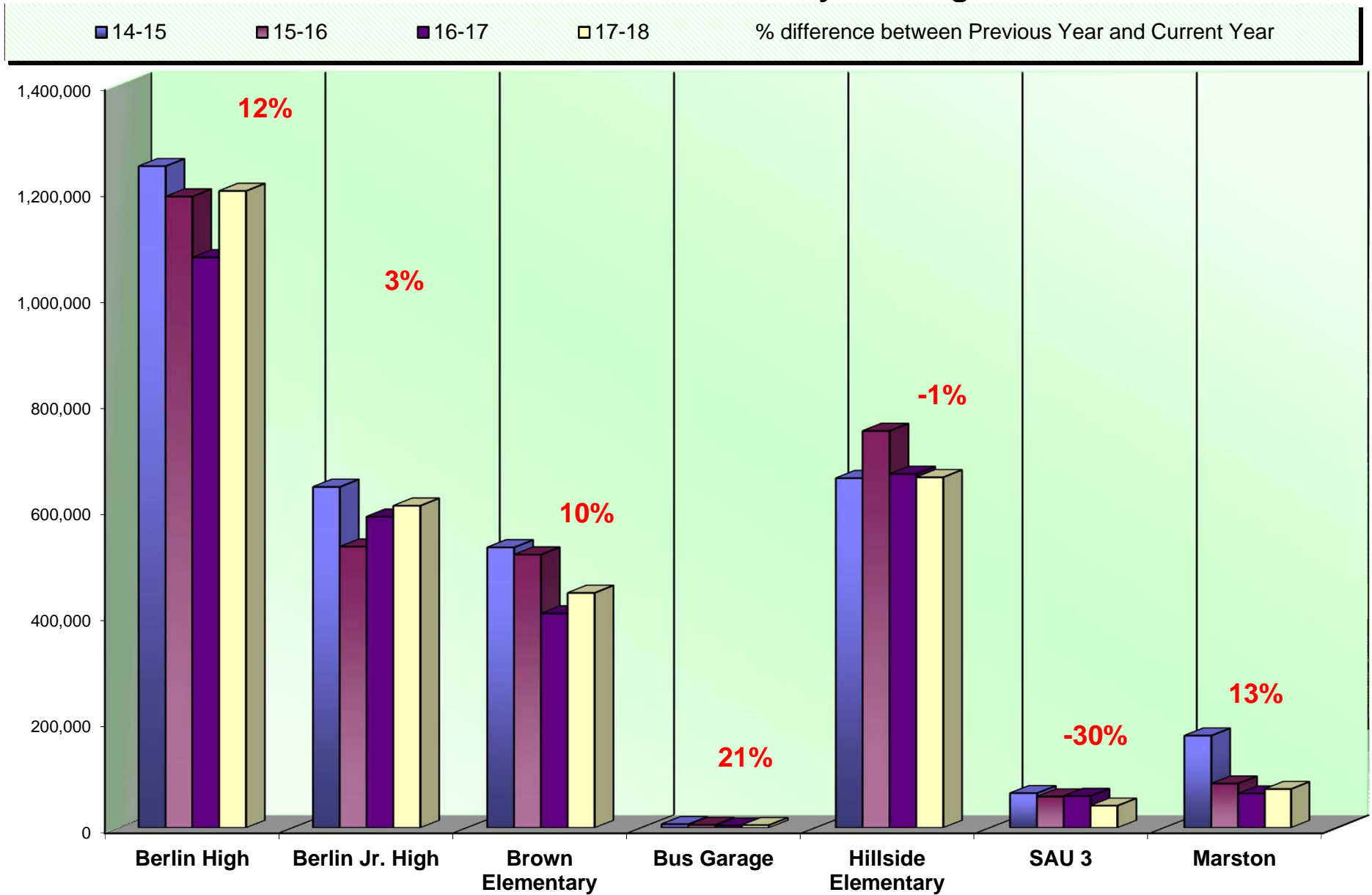
Annual Black Volume Overall
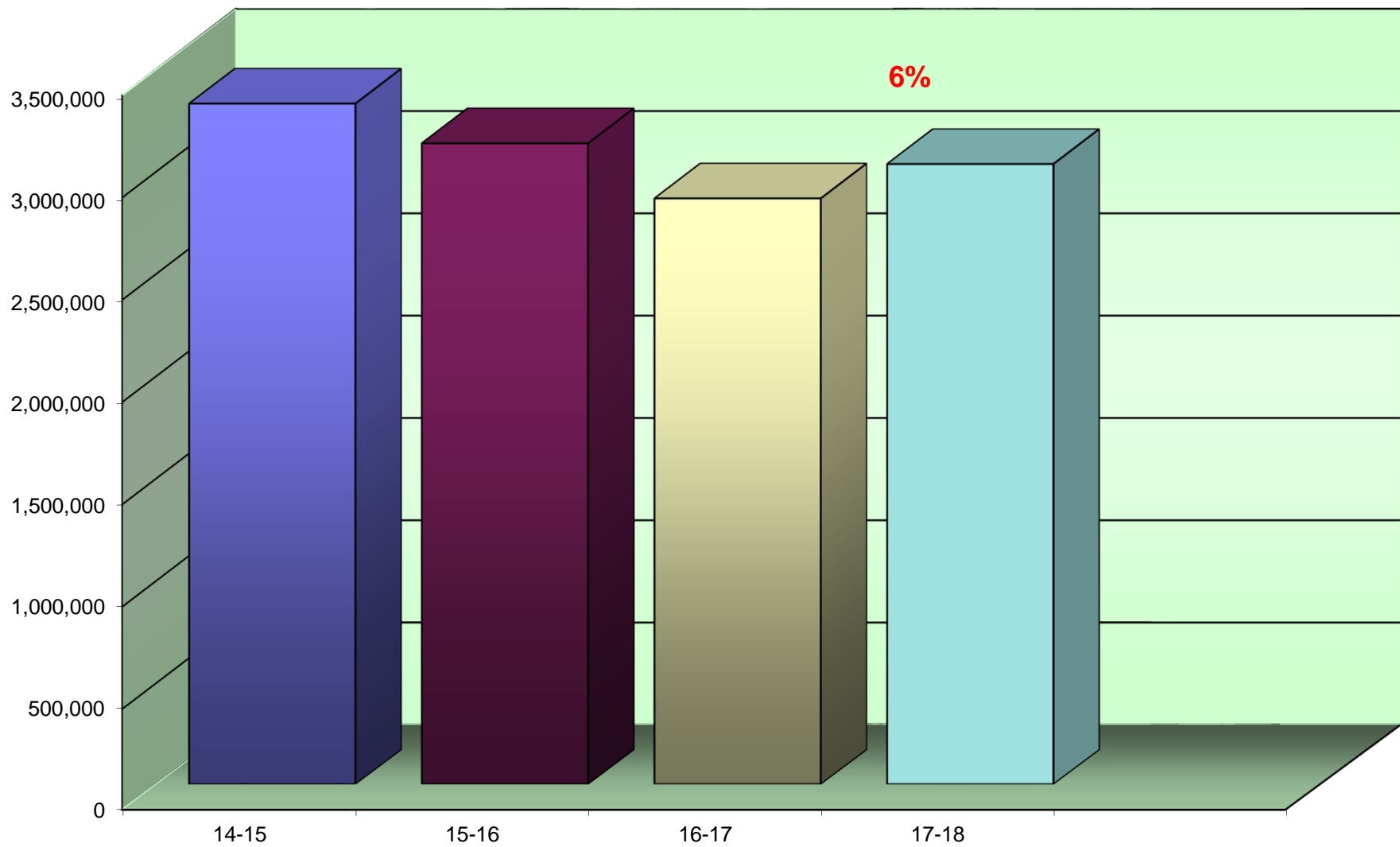
6%

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

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.

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Berlin High School	392	1,199,984	$32,704.27	3,061	$83.43
Berlin Middle School	286	609,275	$16,437.70	2,130	$57.47
Brown Elementary School	258	444,353	$11,925.60	1,722	$46.22
Hillside Elementary School	226	662,627	$17,902.54	2,932	$79.21
Marston School	0	74,254	$2,055.05	0	$0.00
SAU 03	0	42,379	$1,171.75	0	$0.00
SAU 03 Bus Garage	0	5,207	$138.45	0	$0.00
Totals	**1,162**	**3,038,079**	**$82,335.37**	**2,615**	**$70.86**

*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 Only

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	88,906	209,301,843	$4,194,294.05	2,354	$47.17

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

Average Copies Per Student - Black

Year	Value
16/17	2354
15/16	2351
14/15	2418
13/14	2579
12/13	2516
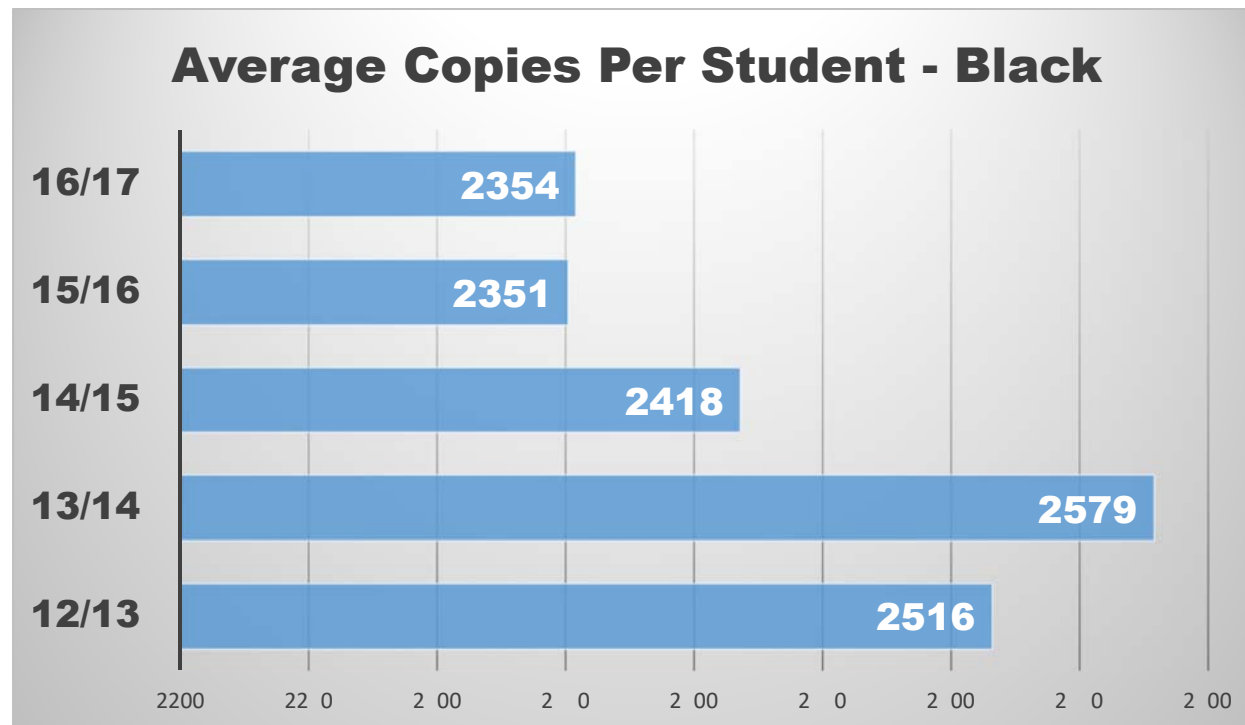
Annual Color Volume by Building

■ 14-15   ■ 15-16   ■ 16-17   □ 17-18   % difference between Previous Year and Current Year

Annual Color Volume Overall
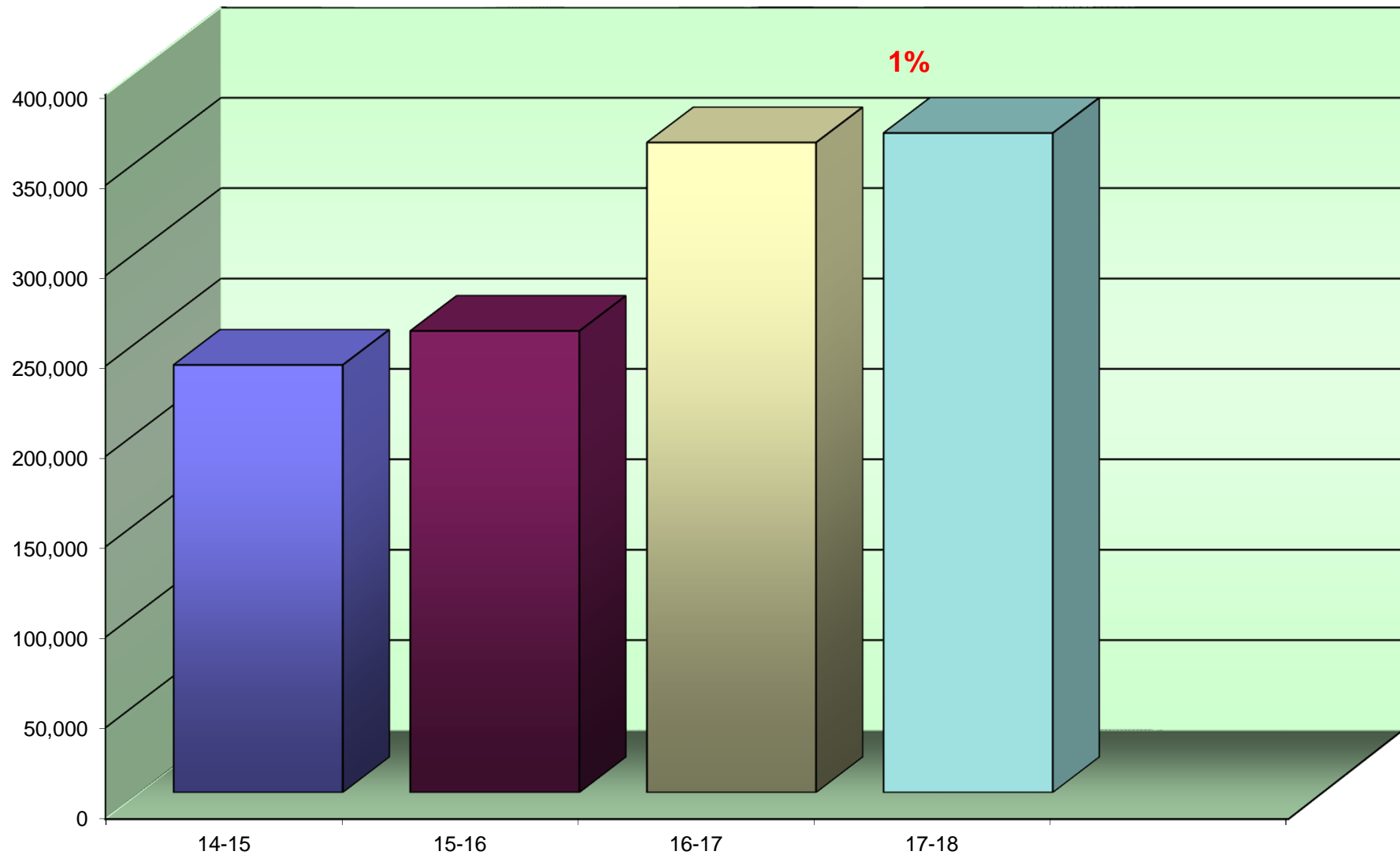
1%

% 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.

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Berlin High School	392	111,834	$6,546.76	285	$16.70
Berlin Middle School	286	64,419	$3,771.09	225	$13.19
Brown Elementary School	258	76,718	$4,491.07	297	$17.41
Hillside Elementary School	226	50,443	$2,952.93	223	$13.07
Marston School	0	34,742	$2,033.80	0	$0.00
SAU 03	0	26,319	$1,540.71	0	$0.00
SAU 03 Bus Garage	0	0	$0.00	0	$0.00
Totals	**1,162**	**364,475**	**$21,336.37**	**314**	**$18.36**

Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report. Note: New STARDoc tool will flag the High Color Usage. See Page #18 under new STARDoc features. Industry Ratios are 185 color prints per student per year. Please contact our SPC technical team to provide training to your staff. Color usage is definitely higher than the industry average for School districts.

District Wide Black Totals	*3,038,079*	*$13,076.36*
District Wide Color Totals	*364,475*	*$19,397.36*

Cost Comparison – Color Only

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

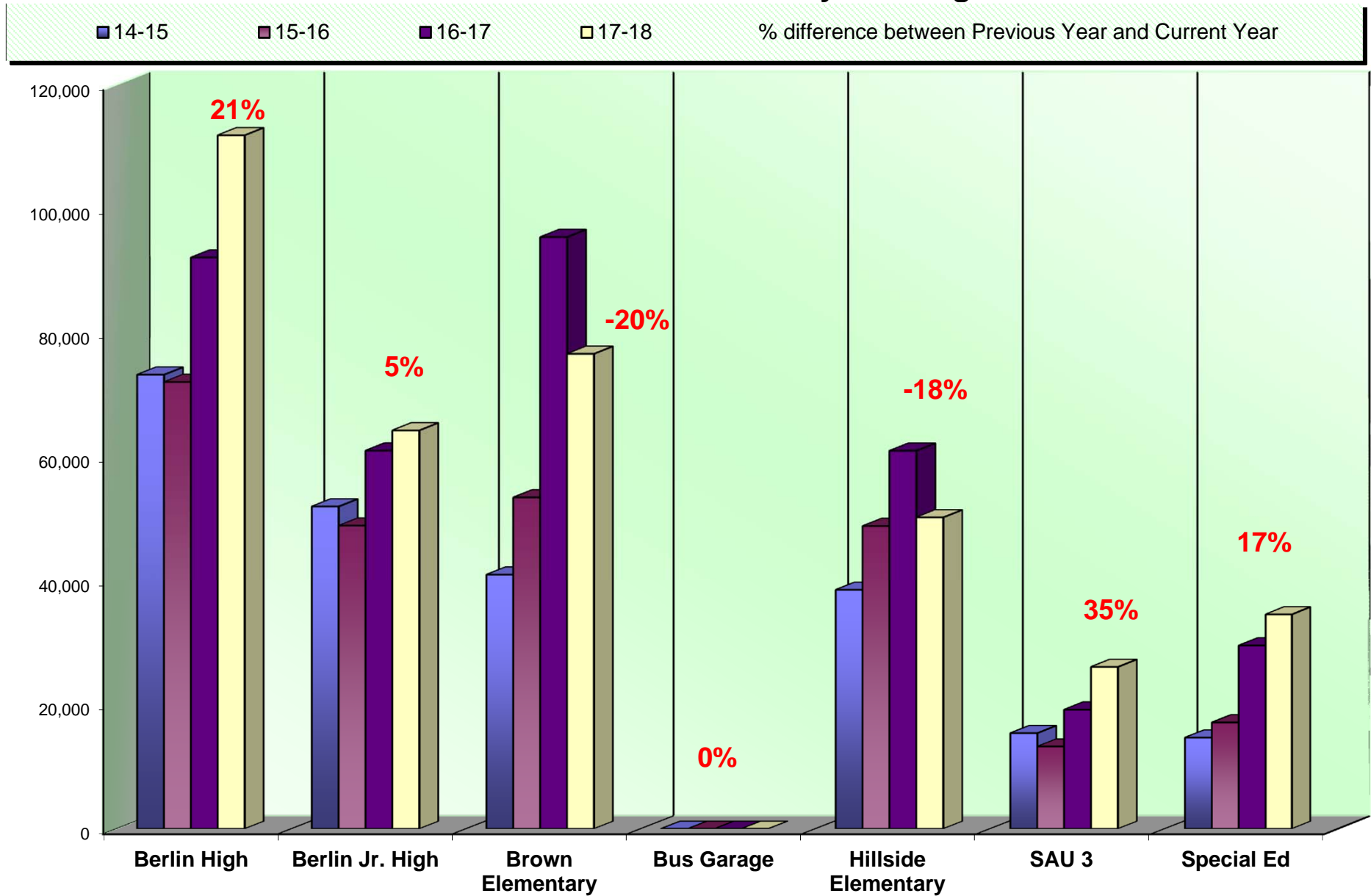|	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	88,906	16,474,996	$820,060.24	185	$9.22

* Total District Cost refers to the cost of Service and Supplies only; paper and equipment costs are calculated into the Black Comparison chart.

Average Copies Per Student - Color

16/17	185
15/16	167
14/15	137
13/14	125
12/13	92

(chart x-axis: 0, 20, 0, 0, 80, 100, 120, 1 0, 1 0, 180, 200)
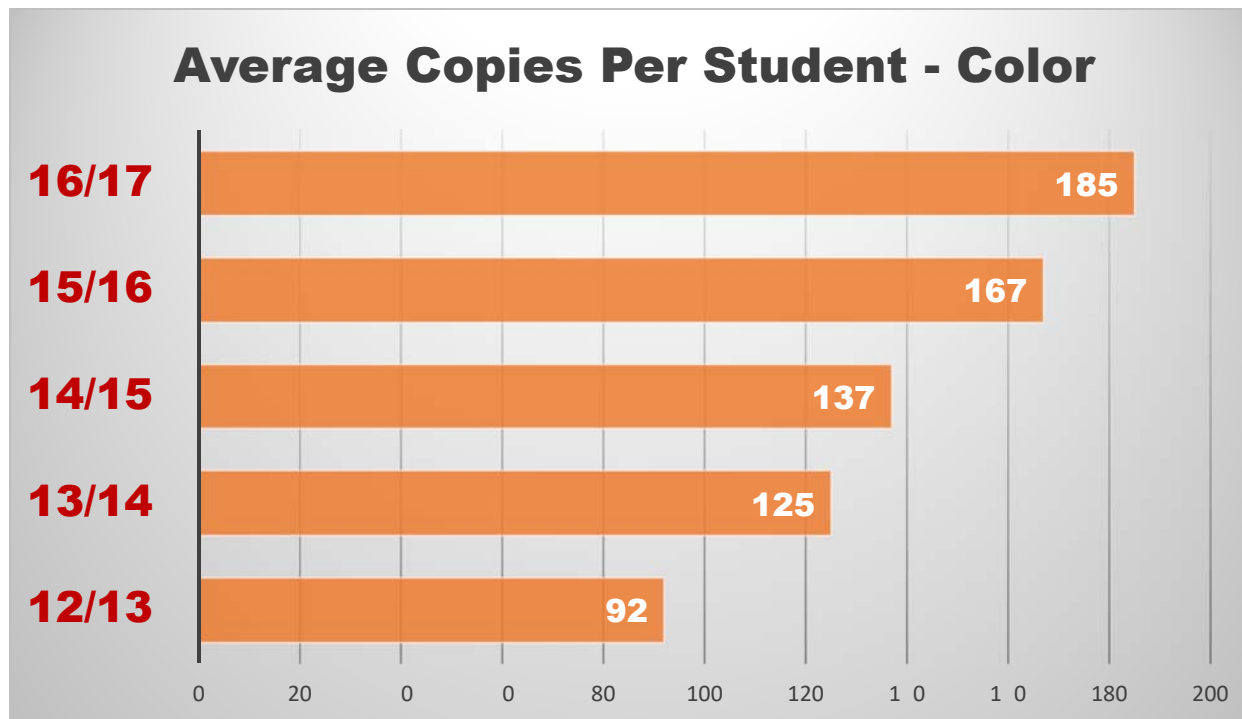
Color to Total Volume Percentage

7.3%

10.7%

3,805,488

3,038,079

4,000,000

3,500,000

3,000,000

2,500,000

2,000,000

1,500,000

1,000,000

500,000

0

364,475

299,545

Black

Color

SAU 03

All Schools Avg
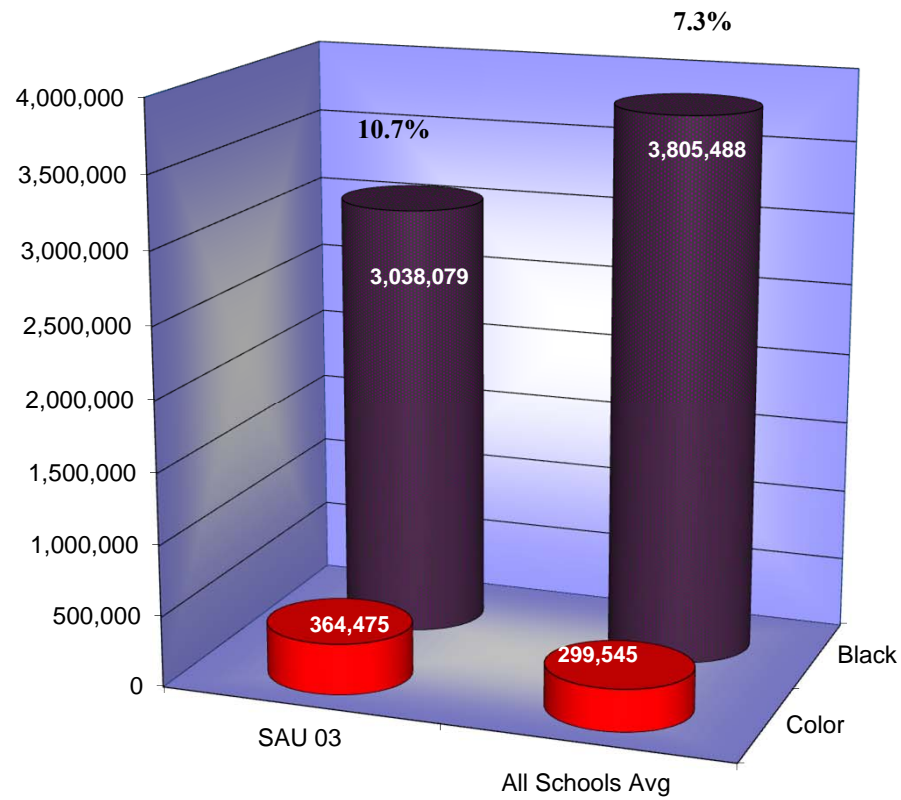
Usage Profile for Service & Supplies

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* *Vendor*	*7/1/2017 Meter*	*6/30/2018 Meter*	*2017-18 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 7/1/2012* *Recommendations*
BERLIN HIGH SCHOOL					
Athletics Office - Melanson					
Oce VL3200x / 32 PPM	15,970	18,978	3,008	$0.005220	8 years from Intro.
2030081 / GW2EI				$15.70	
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 Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 7/1/2012 Recommendations
BERLIN HIGH SCHOOL					
CTE Office					
Canon IR ADV C5255 / 55 PPM JME10308 /	215,356	234,387	19,031	$0.004800 $91.35	None at this time. Replaced im4530.
3,000,000 / 10/2012	86,162	87,313	1,151	$0.05322	
Color Photocopier				$61.26	
CSA-VT					
Canon LBP 5460 / 31 PPM MEMA001519 / GW2GA	35,719	48,815	13,096	$0.005220 $68.36	9 years from Intro.
750,000 / 08/2009	23,258	29,458	6,200	$0.05322	
Color Network Printer				$329.96	
CSA-VT					
Oce im4530 / 45 PPM 7070041 / GW0HK	557,948	557,948	0	$0.003840 $0.00	Traded; Replaced under warranty.
1,000,000 / 11/2006	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Guidance - Jess Russ					
Oce VL3200x / 32 PPM 2030067 / GW2ES	10,781	12,935	2,154	$0.005220 $11.24	8 years from Intro.
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* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 7/1/2012* **Recommendations**
BERLIN HIGH SCHOOL					
Guidance Hall					
Canon IR3245i / 45 PPM	337,138	413,764	76,626	$0.003840 $294.24	10 years from Intro.
DHK17155 / GW2H3					
1,000,000 / 07/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Health Occupations					
Canon LBP 5460 / 31 PPM	13,013	14,932	1,919	$0.005220 $10.02	9 years from Intro.
MEMA001520 / GW2G9					
750,000 / 08/2009	6,376	7,850	1,474	$0.05322	
Color Network Printer				$78.45	
CSA-VT					
Level 3 Central Office					
Canon LBP 5460 / 31 PPM	10,687	17,281	6,594	$0.005220 $34.42	9 years from Intro.
MEMA001694 / GW2HL					
750,000 / 08/2009	21,599	26,283	4,684	$0.05322	
Color Network Printer				$249.28	
CSA-VT					
Oce VL3200x / 32 PPM	63,571	71,501	7,930	$0.005220 $41.39	8 years from Intro.
2030126 / GW2F7					
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* *Vendor*	*7/1/2017 Meter*	*6/30/2018 Meter*	*2017-18 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 7/1/2012* *Recommendations*
BERLIN HIGH SCHOOL					
Level 3 Principal's Office					
Oce VL3200x / 32 PPM	10,282	78,706	68,424	$0.005220	8 years from Intro.
2030123 / GW2F8				$357.17	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Level 3 Work Room					
Canon IR6075 / 75 PPM	2,008,039	2,334,152	326,113	$0.003840	8 years from Intro.
HTK16157 / GW2I5				$1,252.27	
4,000,000 / 06/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Canon IR6075 / 75 PPM	1,550,573	1,720,520	169,947	$0.003840	8 years from Intro.
HTK15506 / GW2HC				$652.60	
4,000,000 / 06/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Library					
Canon IRC5045 / 45 PPM	234,866	306,420	71,554	$0.004800	9 years from Intro.
GPQ63455 / GW2HG				$343.46	
1,000,000 / 10/2009	36,876	70,218	33,342	$0.05322	
Color Photocopier				$1,774.46	
CSA-VT					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 7/1/2012* *Recommendations*
BERLIN HIGH SCHOOL					
Main Office					
Canon LBP 5460 / 31 PPM	32,077	37,368	5,291	$0.005220 $27.62	9 years from Intro.
MEMA001533 / GW2GG					
750,000 / 08/2009	28,679	40,164	11,485	$0.05322	
Color Network Printer				$611.23	
CSA-VT					
Math Lab Top Floor					
Oce VL3200x / 32 PPM	29,414	33,686	4,272	$0.005220 $22.30	8 years from Intro.
2030076 / GW2EM					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 100					
Oce VL3200x / 32 PPM	5,153	6,259	1,106	$0.005220 $5.77	8 years from Intro.
2030127 / GW2FE					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 101					
Oce VL3200x / 32 PPM	8,106	9,556	1,450	$0.005220 $7.57	8 years from Intro.
2030131 / GW2FC					
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* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 7/1/2012* *Recommendations*
BERLIN HIGH SCHOOL					
Room 102					
Oce VL3200x / 32 PPM	14,097	14,562	465	$0.005220	8 years from Intro. Underused!
2030130 / GW2FF				$2.43	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 103					
Canon LBP 5460 / 31 PPM	8,469	11,048	2,579	$0.005220	9 years from Intro.
MEMA001487 / GW2GD				$13.46	
750,000 / 08/2009	6,907	8,591	1,684	$0.05322	
Color Network Printer				$89.62	
CSA-VT					
Room 300					
Canon LBP 5460 / 31 PPM	32,092	34,639	2,547	$0.005220	9 years from Intro.
MEMA001474 / GW2GX				$13.30	
750,000 / 08/2009	13,899	14,756	857	$0.05322	
Color Network Printer				$45.61	
CSA-VT					
Room 301					
Oce VL3200x / 32 PPM	20,875	22,875	2,000	$0.005220	8 years from Intro.
2030120 / GW2F9				$10.44	
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 Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 7/1/2012 Recommendations
BERLIN HIGH SCHOOL					
Room 302 Special Education					
Canon IR3245i / 45 PPM DHK19572 / GW2H5	322,413	334,269	11,856	$0.003840 $45.53	10 years from Intro.
1,000,000 / 07/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Room 400 Art					
Canon LBP 5460 / 31 PPM MEMA001476 / GW2GE	12,310	14,479	2,169	$0.005220 $11.32	9 years from Intro.
750,000 / 08/2009	27,005	31,304	4,299	$0.05322	
Color Network Printer				$228.79	
CSA-VT					
Room 406 Special Ed					
Canon LBP 5460 / 31 PPM MEMA001716 / GW2G7	21,691	32,587	10,896	$0.005220 $56.88	9 years from Intro.
750,000 / 08/2009	8,804	10,036	1,232	$0.05322	
Color Network Printer				$65.57	
CSA-VT					
Room 500					
Canon LBP 5460 / 31 PPM MEMA001498 / GW2GF	7,610	9,554	1,944	$0.005220 $10.15	9 years from Intro.
750,000 / 08/2009	9,845	12,403	2,558	$0.05322	
Color Network Printer				$136.14	
CSA-VT					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 7/1/2012* **Recommendations**
BERLIN HIGH SCHOOL					
Room 501					
Oce VL3200x / 32 PPM 2030132 / GW2FB	28,166	34,406	6,240	$0.005220 $32.57	8 years from Intro.
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 502					
Oce VL3200x / 32 PPM 2030129 / GW2FD	28,358	32,437	4,079	$0.005220 $21.29	8 years from Intro.
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 504					
Canon LBP 5460 / 31 PPM MEMA001697 / GW2HM	20,200	22,781	2,581	$0.005220 $13.47	9 years from Intro.
750,000 / 08/2009	6,513	7,034	521	$0.05322	
Color Network Printer				$27.73	
CSA-VT					
Room 505					
Oce VL3200x / 32 PPM 2030156 / GW2G2	22,305	39,260	16,955	$0.005220 $88.51	8 years from Intro.
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 Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 7/1/2012 Recommendations
BERLIN HIGH SCHOOL					
Room 506					
Oce VL3200x / 32 PPM	20,186	25,485	5,299	$0.005220 $27.66	8 years from Intro.
2030158 / GW2G0					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 507					
Oce VL3200x / 32 PPM	15,703	17,472	1,769	$0.005220 $9.23	8 years from Intro.
2030135 / GW2FA					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 508					
Oce VL3200x / 32 PPM	15,145	17,686	2,541	$0.005220 $13.26	8 years from Intro.
2030155 / GW2G3					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 511					
Oce VL3200x / 32 PPM	31,653	37,896	6,243	$0.005220 $32.59	8 years from Intro.
2030159 / GW2FZ					
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* Vendor	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 7/1/2012* **Recommendations**
BERLIN HIGH SCHOOL					
Room 512					
Oce VL3200x / 32 PPM 2030161 / GW2G1	35,672	43,417	7,745	$0.005220 $40.43	8 years from Intro.
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP **CSA-VT**				$0.00	
Room 513					
Canon LBP 5460 / 31 PPM MEMA001539 / GW2GW	10,672	12,214	1,542	$0.005220 $8.05	9 years from Intro.
750,000 / 08/2009	1,456	1,762	306	$0.05322	
Color Network Printer **CSA-VT**				$16.29	
Room 514 Graphic Arts					
Canon IR ADV C7065 / 65 PPM HJY53465 / GW2MB	450,656	659,944	209,288	$0.004800 $1,004.58	9 years from Intro.
3,000,000 / 10/2009	102,207	125,485	23,278	$0.05322	
Color Photocopier **CSA-VT**				$1,238.86	
Canon LBP 5460 / 31 PPM MEMA001537 / GW2G8	4,471	5,387	916	$0.005220 $4.78	9 years from Intro.
750,000 / 08/2009	4,824	5,622	798	$0.05322	
Color Network Printer **CSA-VT**				$42.47	

Make-Model / Speed					*Date of Last Upgrade: 7/1/2012*
Serial Number / Vendor ID			*2017-18*		
Life / Intro Date	*7/1/2017*	*6/30/2018*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	*Recommendations*
BERLIN HIGH SCHOOL					
Room 516 Child Care					
Canon LBP 5460 / 31 PPM	14,637	17,419	2,782	$0.005220	9 years from Intro.
MEMA001535 / GW2G6				$14.52	
750,000 / 08/2009	10,409	13,909	3,500	$0.05322	
Color Network Printer				$186.27	
CSA-VT					
Room 517					
Canon LBP 5460 / 31 PPM	14,809	16,757	1,948	$0.005220	9 years from Intro.
MEMA001522 / GW2GB				$10.17	
750,000 / 08/2009	10,130	10,803	673	$0.05322	
Color Network Printer				$35.82	
CSA-VT					
Room 602					
Oce VL3200x / 32 PPM	40,968	56,092	15,124	$0.005220	8 years from Intro.
2030153 / GW2FT				$78.95	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 603					
Oce VL3200x / 32 PPM	10,763	13,708	2,945	$0.005220	8 years from Intro.
2030151 / GW2FV				$15.37	
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* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 7/1/2012* *Recommendations*
BERLIN HIGH SCHOOL					
Room 604					
Oce VL3200x / 32 PPM	18,710	23,712	5,002	$0.005220 $26.11	8 years from Intro.
2030152 / GW2FU					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 605					
Oce VL3200x / 32 PPM	20,146	25,071	4,925	$0.005220 $25.71	8 years from Intro.
2030077 / GW2EL					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 608 Science Lab					
Canon LBP 5460 / 31 PPM	35,069	45,226	10,157	$0.005220 $53.02	9 years from Intro.
MEMA001517 / GW2GJ					
750,000 / 08/2009	12,222	16,345	4,123	$0.05322	
Color Network Printer				$219.43	
CSA-VT					
Room 611					
Oce VL3200x / 32 PPM	25,250	29,436	4,186	$0.005220 $21.85	8 years from Intro.
2030074 / GW2EJ					
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* *Vendor*	*7/1/2017 Meter*	*6/30/2018 Meter*	*2017-18 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 7/1/2012* *Recommendations*

BERLIN HIGH SCHOOL

Room 612

Oce VL3200x / 32 PPM	27,024	50,884	23,860	$0.005220	8 years from Intro.
2030079 / GW2EH				$124.55	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Room 613

Oce VL3200x / 32 PPM	49,837	60,495	10,658	$0.005220	8 years from Intro.
2030162 / GW2FY				$55.63	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Room 615

Canon LBP 5460 / 31 PPM	47,882	52,565	4,683	$0.005220	9 years from Intro.
MEMA001701 / GW2GM				$24.45	
750,000 / 08/2009	28,374	32,964	4,590	$0.05322	
Color Network Printer				$244.28	
CSA-VT					

Oce VL3200x / 32 PPM	30,119	35,664	5,545	$0.005220	8 years from Intro.
2030078 / GW2EK				$28.94	
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 Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 7/1/2012 Recommendations
BERLIN HIGH SCHOOL					
Room 616					
Oce VL3200x / 32 PPM	14,682	19,622	4,940	$0.005220 $25.79	8 years from Intro.
2030147 / GW2FX					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 617					
Canon LBP 5460 / 31 PPM	179,023	202,290	23,267	$0.005220 $121.45	9 years from Intro.
MEMA001518 / GW2GP					
750,000 / 08/2009	27,140	32,219	5,079	$0.05322	
Color Network Printer				$270.30	
CSA-VT					
Vice Principal's Office (Forestall)					
Oce VL3200x / 32 PPM	10,220	12,013	1,793	$0.005220 $9.36	8 years from Intro.
2030124 / GW2F6					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
	Subtotals Black	1,199,984	$5,331.30		
	Subtotals Color	111,834	$5,951.81		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 7/1/2012 Recommendations
BERLIN MIDDLE SCHOOL					
Custodian's Office					
Oce VL3200x / 32 PPM	7,324	8,984	1,660	$0.005220 $8.67	8 years from Intro.
2030083 / GW2EO					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Gym Office					
Oce VL3200x / 32 PPM	18,383	21,973	3,590	$0.005220 $18.74	8 years from Intro.
2030145 / GW2FJ					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Library					
Canon IRC5035 / 35 PPM	78,381	90,770	12,389	$0.004800 $59.47	9 years from Intro.
GNW64582 / GW2HK					
750,000 / 10/2009	23,428	29,997	6,569	$0.05322	
Color Photocopier				$349.60	
CSA-VT					
Office 2nd Floor					
Oce VL3200x / 32 PPM	26,917	28,934	2,017	$0.005220 $10.53	8 years from Intro.
2030060 / GW2EV					
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* *Vendor*	*7/1/2017 Meter*	*6/30/2018 Meter*	*2017-18 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 7/1/2012* **Recommendations**
BERLIN MIDDLE SCHOOL					
Principal's Office					
Canon IRC5051 / 51 PPM	390,349	446,021	55,672	$0.004800 $267.23	9 years from Intro.
GQM65369 / GW2HI					
3,000,000 / 10/2009	90,506	111,023	20,517	$0.05322	
Color Photocopier				$1,091.91	
CSA-VT					
Room 403 Basement					
Canon LBP 5460 / 31 PPM	3,785	5,252	1,467	$0.005220 $7.66	9 years from Intro.
MEMA001750 / GW2GS					
750,000 / 08/2009	8,257	9,627	1,370	$0.05322	
Color Network Printer				$72.91	
CSA-VT					
Room 406					
Oce VL3200x / 32 PPM	15,532	19,393	3,861	$0.005220 $20.15	8 years from Intro.
2030144 / GW2FI					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 501					
Canon LBP 5460 / 31 PPM	18,417	22,255	3,838	$0.005220 $20.03	9 years from Intro.
MEMA001516 / GW2GO					
750,000 / 08/2009	19,861	26,463	6,602	$0.05322	
Color Network Printer				$351.36	
CSA-VT					

Make-Model / Speed			*2017-18*		*Date of Last Upgrade: 7/1/2012*
Serial Number / Vendor ID					
Life / Intro Date	*7/1/2017*	*6/30/2018*	*Annual*	*Cost/Copy*	
	Meter	*Meter*	*Volume*	*Annual Cost*	**Recommendations**
Vendor					

BERLIN MIDDLE SCHOOL

Room 504

Oce VL3200x / 32 PPM	26,940	31,268	4,328	$0.005220	8 years from Intro.
2030063 / GW2EX				$22.59	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Room 508

Oce VL3200x / 32 PPM	32,886	36,743	3,857	$0.005220	8 years from Intro.
2030154 / GW2FS				$20.13	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Room 509

Oce VL3200x / 32 PPM	23,216	30,446	7,230	$0.005220	8 years from Intro.
2030054 / GW2EZ				$37.74	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Room 511

Oce VL3200x / 32 PPM	21,637	23,877	2,240	$0.005220	8 years from Intro.
2030055 / GW2F4				$11.69	
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* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 7/1/2012* *Recommendations*

BERLIN MIDDLE SCHOOL

Room 514

Oce VL3200x / 32 PPM	30,484	35,110	4,626	$0.005220	8 years from Intro.
2030138 / GW2FM				$24.15	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Room 515 Speech

Oce VL3200x / 32 PPM	25,399	34,212	8,813	$0.005220	8 years from Intro.
2030148 / GW2FG				$46.00	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Room 601

Oce VL3200x / 32 PPM	10,403	12,203	1,800	$0.005220	8 years from Intro.
2030141 / GW2FN				$9.40	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Room 602

Oce VL3200x / 32 PPM	31,498	38,409	6,911	$0.005220	8 years from Intro.
2030139 / GW2FP				$36.08	
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* *Vendor*	*7/1/2017 Meter*	*6/30/2018 Meter*	*2017-18 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 7/1/2012* **Recommendations**
BERLIN MIDDLE SCHOOL					
Room 603					
Oce VL3200x / 32 PPM	23,404	32,213	8,809	$0.005220 $45.98	8 years from Intro.
2030143 / GW2FL					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 605					
Canon LBP 5460 / 31 PPM	9,771	13,637	3,866	$0.005220 $20.18	9 years from Intro.
MEMA001696 / GW2GU					
750,000 / 08/2009	8,179	8,575	396	$0.05322	
Color Network Printer				$21.08	
CSA-VT					
Room 606					
Oce VL3200x / 32 PPM	7,489	9,178	1,689	$0.005220 $8.82	8 years from Intro.
2030140 / GW2FK					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 607					
Oce VL3200x / 32 PPM	17,675	23,083	5,408	$0.005220 $28.23	8 years from Intro.
2030146 / GW2FH					
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* *Vendor*	*7/1/2017 Meter*	*6/30/2018 Meter*	*2017-18 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
					Date of Last Upgrade: 7/1/2012

BERLIN MIDDLE SCHOOL

Room 609

Canon LBP 5460 / 31 PPM	18,343	21,525	3,182	$0.005220 $16.61	9 years from Intro.
MEMA001499 / GW2GR					
750,000 / 08/2009	8,112	9,476	1,364	$0.05322 $72.59	
Color Network Printer					
CSA-VT					
Oce VL3200x / 32 PPM	47,131	59,208	12,077	$0.005220 $63.04	8 years from Intro.
2030128 / GW2FS					
750,000 / 08/2010	0	0	0	$0.00000 $0.00	
Black Laser MFP					
CSA-VT					

Room 610

Oce VL3200x / 32 PPM	29,711	34,682	4,971	$0.005220 $25.95	8 years from Intro.
2030137 / GW2FQ					
750,000 / 08/2010	0	0	0	$0.00000 $0.00	
Black Laser MFP					
CSA-VT					

Room 612

Oce VL3200x / 32 PPM	11,539	13,181	1,642	$0.005220 $8.57	8 years from Intro.
2030134 / GW2FR					
750,000 / 08/2010	0	0	0	$0.00000 $0.00	
Black Laser MFP					
CSA-VT					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 7/1/2012 Recommendations
BERLIN MIDDLE SCHOOL					
Teachers' Room					
Canon IR6075 / 75 PPM HTK15263 / GW2H9	2,510,562	2,942,985	432,423	$0.003840 $1,660.50	8 years from Intro.
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 MEMA001710 / GW2GT	32,164	43,073	10,909	$0.005220 $56.94	9 years from Intro.
750,000 / 08/2009	113,515	141,116	27,601	$0.05322	
Color Network Printer				$1,468.93	
CSA-VT					
	Subtotals Black	**609,275**		**$2,555.09**	
	Subtotals Color	**64,419**		**$3,428.38**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 7/1/2012 Recommendations
BROWN ELEMENTARY SCHOOL					
1st Floor Hall					
Canon IR6075 / 75 PPM HTK15518 / GW2H8	1,374,235	1,618,376	244,141	$0.003840 $937.50	8 years from Intro.
4,000,000 / 06/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Canon LBP 5460 / 31 PPM MEMA001700 / GW2GL	30,832	39,138	8,306	$0.005220 $43.36	9 years from Intro.
750,000 / 08/2009	73,984	94,107	20,123	$0.05322	
Color Network Printer				$1,070.95	
CSA-VT					
2nd Floor Hall					
Canon LBP 5460 / 31 PPM MEMA001703 / GW2GN	31,920	36,903	4,983	$0.005220 $26.01	9 years from Intro.
750,000 / 08/2009	53,994	65,338	11,344	$0.05322	
Color Network Printer				$603.73	
CSA-VT					
Basement					
Canon IRC5045 / 45 PPM GPQ63422 / GW2HJ	225,374	304,287	78,913	$0.004800 $378.78	9 years from Intro.
1,000,000 / 10/2009	91,539	134,167	42,628	$0.05322	
Color Photocopier				$2,268.66	
CSA-VT					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 7/1/2012* *Recommendations*
BROWN ELEMENTARY SCHOOL					
Library					
Canon LBP 5460 / 31 PPM MEMA001511 / GW2GC	33,272	37,693	4,421	$0.005220 $23.08	9 years from Intro.
750,000 / 08/2009 Color Network Printer CSA-VT	25,612	28,235	2,623	$0.05322 $139.60	
Secretary's Office					
Canon IR3245i / 45 PPM DHK17152 / GW2H2	360,751	425,049	64,298	$0.003840 $246.90	10 years from Intro.
1,000,000 / 07/2008 Black Photocopier CSA-VT	0	0	0	$0.00000 $0.00	
Top Floor					
Canon IR3245i / 45 PPM DHK20614 / GW2H4	350,848	390,139	39,291	$0.003840 $150.88	10 years from Intro.
1,000,000 / 07/2008 Black Photocopier CSA-VT	0	0	0	$0.00000 $0.00	
Subtotals Black			444,353	$1,806.51	
Subtotals Color			76,718	$4,082.93	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 7/1/2012* **Recommendations**
HILLSIDE ELEMENTARY SCHOOL					
Art - Basement Level					
Oce VL3200x / 32 PPM	23,885	29,816	5,931	$0.005220 $30.96	8 years from Intro.
2030004 / GW2F1					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
IT Office					
Canon LBP 5460 / 31 PPM	47,882	47,882	0	$0.005220 $0.00	Moved to BHS Room 615.
MEMA001701a / GW2GM					
750,000 / 08/2009	28,374	28,374	0	$0.05322	
Color Network Printer				$0.00	
CSA-VT					
Oce VL3200x / 32 PPM	21,076	24,787	3,711	$0.005220 $19.37	8 years from Intro.
2030059 / GW2EY					
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* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
				Date of Last Upgrade: 7/1/2012	

HILLSIDE ELEMENTARY SCHOOL

Room 201 Principal's Office

Make-Model / Speed	7/1/2017 Meter	6/30/2018 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
Canon IRC5045 / 45 PPM GPQ63462 / GW2HH	578,934	699,666	120,732	$0.004800 $579.51	9 years from Intro.
1,000,000 / 10/2009	125,832	158,385	32,553	$0.05322	
Color Photocopier				$1,732.47	
CSA-VT					
Canon LBP 5460 / 31 PPM MEMA001515 / GW2GV	2,343	2,689	346	$0.005220 $1.81	9 years from Intro. Underused!
750,000 / 08/2009	2,503	2,610	107	$0.05322	
Color Network Printer				$5.69	
CSA-VT					
Oce VL3200x / 32 PPM 2030056 / GW2F2	22,647	33,146	10,499	$0.005220 $54.80	8 years from Intro.
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 Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 7/1/2012 Recommendations
HILLSIDE ELEMENTARY SCHOOL					
Room 202					
Oce VL3200x / 32 PPM	19,264	23,456	4,192	$0.005220 $21.88	8 years from Intro.
2030136 / GW2FO					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Oce VL3200x / 32 PPM	16,811	21,088	4,277	$0.005220 $22.33	8 years from Intro.
2030037 / GW2ET					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 203					
Oce VL3200x / 32 PPM	15,337	19,877	4,540	$0.005220 $23.70	8 years from Intro.
2030061 / GW2EW					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 205					
Oce VL3200x / 32 PPM	37,396	46,154	8,758	$0.005220 $45.72	8 years from Intro.
2030080 / GW2EQ					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model / Speed					
Serial Number / Vendor ID			*2017-18*		*Date of Last Upgrade: 7/1/2012*
Life / Intro Date	*7/1/2017*	*6/30/2018*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	*Recommendations*

HILLSIDE ELEMENTARY SCHOOL

Room 207

Canon LBP 5460 / 31 PPM	24,202	26,340	2,138	$0.005220	9 years from Intro.
MEMA001713 / GW2GQ				$11.16	
750,000 / 08/2009	8,860	10,416	1,556	$0.05322	
Color Network Printer				$82.81	
CSA-VT					

Room 208

Canon LBP 5460 / 31 PPM	16,852	18,091	1,239	$0.005220	9 years from Intro.
MEMA001704 / GW2GH				$6.47	
750,000 / 08/2009	7,788	8,637	849	$0.05322	
Color Network Printer				$45.18	
CSA-VT					

Room 210

Oce VL3200x / 32 PPM	28,333	34,866	6,533	$0.005220	8 years from Intro.
2030082 / GW2ER				$34.10	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Room 211

Oce VL3200x / 32 PPM	23,651	29,083	5,432	$0.005220	8 years from Intro.
2030085 / GW2EP				$28.36	
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 Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	*Date of Last Upgrade: 7/1/2012* Recommendations
HILLSIDE ELEMENTARY SCHOOL					
Room 304					
Oce VL3200x / 32 PPM	31,486	47,231	15,745	$0.005220 $82.19	8 years from Intro.
2030058 / GW2EU					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 305					
Oce VL3200x / 32 PPM	33,210	43,308	10,098	$0.005220 $52.71	8 years from Intro.
2030057 / GW2F0					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 306					
Canon LBP 5460 / 31 PPM	18,003	20,068	2,065	$0.005220 $10.78	9 years from Intro.
MEMA001450 / GW2J4					
750,000 / 08/2009	19,370	24,901	5,531	$0.05322	
Color Network Printer				$294.36	
CSA-VT					
Room 309					
Canon LBP 5460 / 31 PPM	17,967	21,698	3,731	$0.005220 $19.48	9 years from Intro.
MEMA001709 / GW2GI					
750,000 / 08/2009	41,551	51,398	9,847	$0.05322	
Color Network Printer				$524.06	
CSA-VT					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 7/1/2012* *Recommendations*
HILLSIDE ELEMENTARY SCHOOL					
Room 310					
Oce VL3200x / 32 PPM	20,328	26,783	6,455	$0.005220	8 years from Intro.
2030084 / GW2EN				$33.70	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 311 Special Ed					
Oce VL3200x / 32 PPM	23,098	29,890	6,792	$0.005220	8 years from Intro.
2030052 / GW2F3				$35.45	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Teachers' Room					
Canon IR6075 / 75 PPM	1,221,517	1,354,537	133,020	$0.003840	8 years from Intro.
HTK15439 / GW2HB				$510.80	
4,000,000 / 06/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Canon IR6075 / 75 PPM	1,215,914	1,522,307	306,393	$0.003840	8 years from Intro.
HTK15259 / GW2HA				$1,176.55	
4,000,000 / 06/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

		Subtotals Black	**662,627**	**$2,801.82**	
		Subtotals Color	**50,443**	**$2,684.58**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 7/1/2012 Recommendations
MARSTON SCHOOL					
Special Education					
Canon IRC5045 / 45 PPM	346,239	416,184	69,945	$0.004800 $335.74	9 years from Intro.
GPQ62329 / GW2HF					
1,000,000 / 10/2009	76,824	104,680	27,856	$0.05322	
Color Photocopier				$1,482.50	
CSA-VT					
Canon LBP 5460 / 31 PPM	10,923	15,232	4,309	$0.005220 $22.49	9 years from Intro.
MEMA001708 / GW2GK					
750,000 / 08/2009	10,533	17,419	6,886	$0.05322	
Color Network Printer				$366.47	
CSA-VT					

	Subtotals Black	**74,254**	**$358.23**
	Subtotals Color	**34,742**	**$1,848.97**

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 7/1/2012* *Recommendations*
SAU 03					
Main Office					
Canon IRC5051 / 51 PPM GQM63104 / GW2I6	315,910	358,289	42,379	$0.004800 $203.42	9 years from Intro.
3,000,000 / 10/2009 Color Photocopier **CSA-VT**	65,451	91,770	26,319	$0.05322 $1,400.70	
		Subtotals Black	**42,379**	**$203.42**	
		Subtotals Color	**26,319**	**$1,400.70**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 7/1/2012 Recommendations
SAU 03 BUS GARAGE					
Mechanic's Office					
Canon IR3245i / 45 PPM	404,846	410,053	5,207	$0.003840 $19.99	10 years from Intro.
7080080 / GW0HO					
1,000,000 / 07/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

	Subtotals Black	**5,207**	**$19.99**
	Subtotals Color	**0**	**$0.00**

District Wide Black Totals	*3,038,079*	*$13,076.36*
District Wide Color Totals	*364,475*	*$19,397.36*

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 2017-18 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
3,038,079	$0.02018	$61,308.43

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
3,038,079	$0.00430	$13,063.74	$48,244.69	$241,223.47

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $48,244.69 x 18 years as a Client

=$868,404.50 Cost Savings!

*This CPC is an average of your copiers and printers together. Your copier cpc is substantially lower than this average.

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 <u>upcoming fiscal year</u>.

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Berlin High School	1,199,984	$5,861.46	$5,954.32	$20,888.48	$32,704.27
Berlin Middle School	609,275	$2,808.65	$3,023.22	$10,605.83	$16,437.70
Brown Elementary School	444,353	$1,985.74	$2,204.88	$7,734.99	$11,925.60
Hillside Elementary School	662,627	$3,080.03	$3,287.96	$11,534.55	$17,902.54
Marston School	74,254	$394.04	$368.45	$1,292.56	$2,055.05
SAU 03	42,379	$223.76	$210.28	$737.70	$1,171.75
SAU 03 Bus Garage	5,207	$21.97	$25.84	$90.64	$138.45
Total	**3,038,079**	**$14,375.66**	**$15,074.95**	**$52,884.76**	**$82,335.37**

SPC Equipment Bids:
Presently our bids are coming in between 14.77% to 20.87% of Retail while the current Salesman's Cost is 50% of Retail. For Example: An Konica Minolta BH 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 95 Copies per Minute with a Retail Cost of $45,640 is coming in at $7,342....16% of Retail! Our prices are negotiated and supported directly by the manufacturer.

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	111,834	$6,546.76
Berlin Middle School	64,419	$3,771.09
Brown Elementary School	76,718	$4,491.07
Hillside Elementary School	50,443	$2,952.93
Marston School	34,742	$2,033.80
SAU 03	26,319	$1,540.71
SAU 03 Bus Garage	0	$0.00
Total	**364,475**	**$21,336.37**

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. <mark>Current year's increase is 2.8%.</mark>

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Canon Solutions Vermont	Black Laser MFP	399,150	$0.00522	$2,083.56	$0.00574	$2,291.12
Canon Solutions Vermont	Black Photocopier	1,809,315	$0.00384	$6,947.77	$0.00422	$7,635.31
Canon Solutions Vermont	Color Network Printer	149,711	$0.00522	$781.49	$0.00574	$859.34
Canon Solutions Vermont	Color Photocopier	679,903	$0.00480	$3,263.53	$0.00528	$3,589.89
Total		**3,038,079**	**$0.00430**	**$13,076.36**	**$0.00473**	**$14,375.66**

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. <mark>Current year's increase is 2.8%.</mark>

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Canon Solutions Vermont	Color Network Printer	150,262	$0.05322	$7,996.94	$0.05854	$8,796.34
Canon Solutions Vermont	Color Photocopier	214,213	$0.05322	$11,400.42	$0.05854	$12,540.03
Total		**364,475**	**$0.05322**	**$19,397.36**	**$0.05854**	**$21,336.37**

Reprographic Equipment Assessment

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

Total Number of Units	**109**
Total Number of Units on Lease	**0**
Total Number of Units Owned	**109**
Lease Company	**Northway Bank, MST Government Leasing**
Lease Start Date	**7/1/2012**
Lease End Date	**8/1/2017**
Term	**6 Annual**
Annual Payment usually due on 8/1	**$52,884.76**
Remaining Payments	**0**

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

Owned Equipment

Building	Make/Model	Serial Number
Berlin High School	Canon LBP 5460	MEMA001487
Berlin High School	Oce VL3200x	2030130
Berlin High School	Canon IR3245i	DHK17155
Berlin High School	Oce VL3200x	2030162
Berlin High School	Oce VL3200x	2030079
Berlin High School	Oce VL3200x	2030153
Berlin High School	Canon LBP 5460	MEMA001518
Berlin High School	Canon LBP 5460	MEMA001522
Berlin High School	Canon LBP 5460	MEMA001517
Berlin High School	Canon IR3245i	DHK19572
Berlin High School	Canon LBP 5460	MEMA001533
Berlin High School	Oce VL3200x	2030131
Berlin High School	Oce VL3200x	2030156
Berlin High School	Oce VL3200x	2030078
Berlin High School	Canon LBP 5460	MEMA001474
Berlin High School	Canon LBP 5460	MEMA001716
Berlin High School	Canon LBP 5460	MEMA001476
Berlin High School	Canon LBP 5460	MEMA001498
Berlin High School	Oce VL3200x	2030132
Berlin High School	Oce VL3200x	2030129
Berlin High School	Canon LBP 5460	MEMA001697
Berlin High School	Oce VL3200x	2030081
Berlin High School	Canon LBP 5460	MEMA001535
Berlin High School	Canon LBP 5460	MEMA001537
Berlin High School	Canon IR ADV C7065	HJY53465
Berlin High School	Canon LBP 5460	MEMA001701
Berlin High School	Canon LBP 5460	MEMA001519

Building	Make/Model	Serial Number
Berlin High School	Canon LBP 5460	MEMA001520
Berlin High School	Oce VL3200x	2030158
Berlin High School	Canon IR6075	HTK16157
Berlin High School	Canon IR6075	HTK15506
Berlin High School	Canon LBP 5460	MEMA001694
Berlin High School	Oce VL3200x	2030126
Berlin High School	Oce VL3200x	2030123
Berlin High School	Canon IRC5045	GPQ63455
Berlin High School	Oce VL3200x	2030076
Berlin High School	Oce VL3200x	2030135
Berlin High School	Oce VL3200x	2030155
Berlin High School	Oce VL3200x	2030147
Berlin High School	Oce VL3200x	2030159
Berlin High School	Oce VL3200x	2030120
Berlin High School	Oce VL3200x	2030067
Berlin High School	Oce VL3200x	2030077
Berlin High School	Oce VL3200x	2030127
Berlin High School	Oce VL3200x	2030151
Berlin High School	Oce VL3200x	2030074
Berlin High School	Oce VL3200x	2030124
Berlin High School	Canon LBP 5460	MEMA001539
Berlin High School	Oce VL3200x	2030161
Berlin High School	Oce VL3200x	2030152
Berlin Middle School	Oce VL3200x	2030060
Berlin Middle School	Canon IRC5035	GNW64582
Berlin Middle School	Oce VL3200x	2030083
Berlin Middle School	Oce VL3200x	2030145
Berlin Middle School	Canon LBP 5460	MEMA001499
Berlin Middle School	Oce VL3200x	2030154

Building	Make/Model	Serial Number
Berlin Middle School	Oce VL3200x	2030146
Berlin Middle School	Canon IR6075	HTK15263
Berlin Middle School	Oce VL3200x	2030148
Berlin Middle School	Oce VL3200x	2030134
Berlin Middle School	Oce VL3200x	2030137
Berlin Middle School	Oce VL3200x	2030063
Berlin Middle School	Oce VL3200x	2030128
Berlin Middle School	Oce VL3200x	2030144
Berlin Middle School	Oce VL3200x	2030140
Berlin Middle School	Canon LBP 5460	MEMA001696
Berlin Middle School	Canon LBP 5460	MEMA001750
Berlin Middle School	Canon LBP 5460	MEMA001710
Berlin Middle School	Canon LBP 5460	MEMA001516
Berlin Middle School	Oce VL3200x	2030143
Berlin Middle School	Canon IRC5051	GQM65369
Berlin Middle School	Oce VL3200x	2030054
Berlin Middle School	Oce VL3200x	2030055
Berlin Middle School	Oce VL3200x	2030138
Berlin Middle School	Oce VL3200x	2030141
Berlin Middle School	Oce VL3200x	2030139
Brown Elementary School	Canon LBP 5460	MEMA001700
Brown Elementary School	Canon LBP 5460	MEMA001703
Brown Elementary School	Canon IR3245i	DHK17152
Brown Elementary School	Canon IR3245i	DHK20614
Brown Elementary School	Canon LBP 5460	MEMA001511
Brown Elementary School	Canon IRC5045	GPQ63422
Brown Elementary School	Canon IR6075	HTK15518
Hillside Elementary School	Oce VL3200x	2030059
Hillside Elementary School	Canon IR6075	HTK15259

Building	Make/Model	Serial Number
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	Canon IRC5045	GPQ63462
Hillside Elementary School	Canon LBP 5460	MEMA001713
Hillside Elementary School	Oce VL3200x	2030056
Hillside Elementary School	Oce VL3200x	2030058
Hillside Elementary School	Oce VL3200x	2030004
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	2030061
Hillside Elementary School	Oce VL3200x	2030037
Hillside Elementary School	Oce VL3200x	2030057
Hillside Elementary School	Oce VL3200x	2030052
Marston School	Canon LBP 5460	MEMA001708
Marston School	Canon IRC5045	GPQ62329
SAU 03	Canon IRC5051	GQM63104
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*

12/23/13

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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:

Title:

Date:

_____
Signature:

_____

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date:

_____
Signature:

_____

12/23/13

StarDoc User Names

Name	User Name
Amy Huter	ahuter
Autie Hamilton	ahamilton
Brian Lamirande	blamirande
Corinne Cascadden	ccascadden
Debora Payeur	dpayeur@sau3.org
Deborah Dupuis	ddupuis@sau3.org
Holly Paquette	hpaquette
Irina Williams	Iwilliams
Judy Roy	jroy
Julie King	jking
Kayla Steady	ksteady
Kevin Carpenter	kcarpenter
Marilyn Labbe	mlabbe
Sharon Michalik	smichalik
Tammy Fauteux	tfauteux@sau3.org
Tom Sutton	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

Benefits of partnering with SPC

SPC
specialized purchasing consultants

Top Benefits to our CLIENTS:

1. Cooperative Buying

y 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.

➢ e will _save you money_ benefiting from the combined purchasing power of more than   clients with over ,100 devices doing more than 2   million copies and prints per year. Annually, we purchase appro imately 1,100 units running over 80 million prints

➢ e will _save you time_ by preparing your bid, negotiating with vendors manufacturers, presenting a total bid analysis and managing the implementation.

➢ e will _save you frustration_.   e manage your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

➢ Maps all devices and sets up   nteractive ive loor Plans of all printing devices, showing you a   efore and After   pgrade look provides a visual for all decision makers over the ne t 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 ne t year s budget at the click of a mouse.

3. Simplified Billing Program

➢ Removes the confusion out of billing.

➢ liminates variety of invoices from multiple vendors that come annually and or quarterly.

➢ ith SPC s Simplified illing Program, T O invoices are sent each year from O   billing source.

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

4. Five-Year Equipment Replacement Schedule

➢ SPC s staff surveys key locations that determine life of e isting equipment.

➢ Specs out new equipment needed Does not allow vendors to undersi e during the bidding process.

➢ Manages the entire bid process down to the install.

5. Annual Report

➢ A crucial document that e tends the life of your equipment, often getting 8 to 10 years of guaranteed performance   lags copying trends within your organi ation such as over usage

➢ ou 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 ust one brand we suggest what s best for you with serviceability in mind.

➢ e 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 more than $2.5 million for all of our clients.
That translates into Savings of more than $12 million over five years!

SPC Values Our Vendors

•SPC•
specialized purchasing consultants

Overall Benefits to our VENDORS

- Opportunities brought to you   Annually, we purchase appro imately 1,100 units running over 80 million prints
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- ational 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.
- riting of the *Five-Year Equipment Replacement Schedule*   id Specs .
- Controls the id Specs   ot allowing any vendor to underbid or offer discontinued equipment .
- A chance to sell your   alue 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   eeds Analysis Matching up the machine to installation site.
- Schedule and coordinate   endor meeting with Client.
- Cover the cost of   SP surge protectors, electrical wiring, computer interface and any une pected cost
- Manage installation.
- Audit installation.
- Capture final meter reads for old contracts.
- Close books on old devices   contracts.

Vendor Ongoing Support

- early meter reads.
- Simplified   illing SPC collects service funds for the   endor.
- Collection of all meter reads annually and reconciling them with the Client and   endor.
- 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?
- endors worry that bidding will reduce their margins.
- f word gets out on pricing, they feel that their other customers will call and ask for similar prices.
- ose 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.

<div align="center">

SPC manages over 4,100 pieces of equipment;

Our relationship with our vendors has never been *stronger*!

</div>