·SPC·

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

2018-2019 Annual Report

Year - End Photocopier Analysis

With projected costs for 2019-2020

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

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

October 2019

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

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Marion:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us. Our relationship is now 19 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.

2018/2019 was a busy year for SPC, where we added three new services; Papercut Installer, Vendor Service History Reports and Chromebook Group Purchasing. For the upcoming year, SPC plans to offer a New ***Five-Year Fleet Management*** interactive tool that studies your printing habits and allows you to control your usage more efficiently over the life of your equipment. With the click of one button, it will incorporate past, present and future usage flagging any potential problematic areas..

We appreciate the opportunity to provide you with the best possible pricing, service, and equipment. We look forward to our meeting. Feel free to share your thoughts and feelings concerning your overall experience with SPC.

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team

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. We have also been able to find ways to increase your equipment reliability, monitor and track usage variations throughout the year, and keep your costs under control.

Jessica Paradis
Accounting Coordinator

Jessica manages all billing, equipment contracts for service and supplies, and lease or purchase transactions.

Alex Webster
Operations & Marketing Manager

Alex manages the SPC STARDoc site, FM Audit, and equipment upgrades. He also works to market current and new SPC tools and services to existing and potential clients.

Pam Weed
Client-Vendor Relations

Pam maintains a good working relationship between clients and vendors regarding billing issues, equipment reliability, and equipment additions or upgrades. She also works to ensure equipment records are up to date and accurately maintained.

Robert Dutil
Information Technology

Bob works behind the scenes to keep our record-keeping data and programs running smoothly.

Jamin Tilton
Operations Support

Jamin plays a vital role in performing onsite surveys and equipment installation audits. He also assists with contact information updates.

James Cartwright
Operations Support

James provides key support for STARDoc as well as assisting with equipment installation audits.

Heidi Tilton
Office Support

Heidi assists with bookkeeping as well as supporting other office staff with their needs.

Equipment Health Status

Total Number of Machines: **109**

Total Black Photocopiers:	**69**
Total Color Photocopiers:	**9**
Total Black Network Printers:	**0**
Total Color Network Printers:	**31**
Total Removed From Service:	**0**

# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	109
# of Units Overused:	0
# of Units Underused:	2
Commencement Date:	07/01/2012
# of Annual Payments Left on Lease:	0
All Warranties and Service Contracts Expire:	06/30/2020
SPC's FM Audit Print Management Software Loaded:	Yes
Printer Contract Signed:	Yes

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

Dear Marion,

   Your color printing increased by 11% over last year, lower than the industry average, which is experiencing a rapid increase in color ... 19% from last year. Note also that your color usage of 353 copies per student is already much higher than the indisutry average of of 216 color copies per student.

   The good news is that SPC has developed **Right Size Print Management Software (RS-PMS)** that can take control of this cost with your next upgrade, which could happen as soon as 2020 (see pages 19-23).

   CPCs have also come down, and it is estimated that we could drop your cost for color to save you $37,460 over 5 years! (See page 62.) We anticipate that with implementing RS-PMS, we could drop your copies per student ratios, which would also lead to greater savings.

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	08/01/2010
Berlin High School	Guidance - Jess Russ	Oce VL3200x	2030067	CSA-VT	08/01/2010
Berlin High School	Level 3 Central Office	Oce VL3200x	2030126	CSA-VT	08/01/2010
Berlin High School	Level 3 Principal's Office	Oce VL3200x	2030123	CSA-VT	08/01/2010
Berlin High School	Math Lab Top Floor	Oce VL3200x	2030076	CSA-VT	08/01/2010
Berlin High School	Room 100	Oce VL3200x	2030127	CSA-VT	08/01/2010
Berlin High School	Room 101	Oce VL3200x	2030131	CSA-VT	08/01/2010
Berlin High School	Room 102	Oce VL3200x	2030130	CSA-VT	08/01/2010
Berlin High School	Room 301	Oce VL3200x	2030120	CSA-VT	08/01/2010
Berlin High School	Room 501	Oce VL3200x	2030132	CSA-VT	08/01/2010
Berlin High School	Room 502	Oce VL3200x	2030129	CSA-VT	08/01/2010
Berlin High School	Room 505	Oce VL3200x	2030156	CSA-VT	08/01/2010
Berlin High School	Room 506	Oce VL3200x	2030158	CSA-VT	08/01/2010
Berlin High School	Room 507	Oce VL3200x	2030135	CSA-VT	08/01/2010
Berlin High School	Room 508	Oce VL3200x	2030155	CSA-VT	08/01/2010
Berlin High School	Room 511	Oce VL3200x	2030159	CSA-VT	08/01/2010
Berlin High School	Room 512	Oce VL3200x	2030161	CSA-VT	08/01/2010
Berlin High School	Room 602	Oce VL3200x	2030153	CSA-VT	08/01/2010
Berlin High School	Room 603	Oce VL3200x	2030151	CSA-VT	08/01/2010
Berlin High School	Room 604	Oce VL3200x	2030152	CSA-VT	08/01/2010

Building	Department	Make/Model	Serial Number	Vendor Name	Intro Date
Berlin High School	Room 605	Oce VL3200x	2030077	CSA-VT	08/01/2010
Berlin High School	Room 611	Oce VL3200x	2030074	CSA-VT	08/01/2010
Berlin High School	Room 612	Oce VL3200x	2030079	CSA-VT	08/01/2010
Berlin High School	Room 613	Oce VL3200x	2030162	CSA-VT	08/01/2010
Berlin High School	Room 615	Oce VL3200x	2030078	CSA-VT	08/01/2010
Berlin High School	Room 616	Oce VL3200x	2030147	CSA-VT	08/01/2010
Berlin High School	Vice Principal's Office (Forestall)	Oce VL3200x	2030124	CSA-VT	08/01/2010
Berlin Middle School	Custodian's Office	Oce VL3200x	2030083	CSA-VT	08/01/2010
Berlin Middle School	Gym Office	Oce VL3200x	2030145	CSA-VT	08/01/2010
Berlin Middle School	Office 2nd Floor	Oce VL3200x	2030060	CSA-VT	08/01/2010
Berlin Middle School	Room 406	Oce VL3200x	2030144	CSA-VT	08/01/2010
Berlin Middle School	Room 504	Oce VL3200x	2030063	CSA-VT	08/01/2010
Berlin Middle School	Room 508	Oce VL3200x	2030154	CSA-VT	08/01/2010
Berlin Middle School	Room 509	Oce VL3200x	2030054	CSA-VT	08/01/2010
Berlin Middle School	Room 511	Oce VL3200x	2030055	CSA-VT	08/01/2010
Berlin Middle School	Room 514	Oce VL3200x	2030138	CSA-VT	08/01/2010
Berlin Middle School	Room 515 Speech	Oce VL3200x	2030148	CSA-VT	08/01/2010
Berlin Middle School	Room 601	Oce VL3200x	2030141	CSA-VT	08/01/2010
Berlin Middle School	Room 602	Oce VL3200x	2030139	CSA-VT	08/01/2010
Berlin Middle School	Room 603	Oce VL3200x	2030143	CSA-VT	08/01/2010

Building	Department	Make/Model	Serial Number	Vendor Name	Intro Date
Berlin Middle School	Room 606	Oce VL3200x	2030140	CSA-VT	08/01/2010
Berlin Middle School	Room 607	Oce VL3200x	2030146	CSA-VT	08/01/2010
Berlin Middle School	Room 609	Oce VL3200x	2030128	CSA-VT	08/01/2010
Berlin Middle School	Room 610	Oce VL3200x	2030137	CSA-VT	08/01/2010
Berlin Middle School	Room 612	Oce VL3200x	2030134	CSA-VT	08/01/2010
Hillside Elementary School	Art - Basement Level	Oce VL3200x	2030004	CSA-VT	08/01/2010
Hillside Elementary School	IT Office	Oce VL3200x	2030059	CSA-VT	08/01/2010
Hillside Elementary School	Room 201 Principal's Office	Oce VL3200x	2030056	CSA-VT	08/01/2010
Hillside Elementary School	Room 202	Oce VL3200x	2030037	CSA-VT	08/01/2010
Hillside Elementary School	Room 202	Oce VL3200x	2030136	CSA-VT	08/01/2010
Hillside Elementary School	Room 203	Oce VL3200x	2030061	CSA-VT	08/01/2010
Hillside Elementary School	Room 205	Oce VL3200x	2030080	CSA-VT	08/01/2010
Hillside Elementary School	Room 210	Oce VL3200x	2030082	CSA-VT	08/01/2010
Hillside Elementary School	Room 211	Oce VL3200x	2030085	CSA-VT	08/01/2010
Hillside Elementary School	Room 304	Oce VL3200x	2030058	CSA-VT	08/01/2010
Hillside Elementary School	Room 305	Oce VL3200x	2030057	CSA-VT	08/01/2010
Hillside Elementary School	Room 310	Oce VL3200x	2030084	CSA-VT	08/01/2010
Hillside Elementary School	Room 311 Special Ed	Oce VL3200x	2030052	CSA-VT	08/01/2010

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
CANON D1300 Series	HQR02193	172.16.8.102	2019-10-02 08:17:20
CANON D1300 Series	HQR12669	172.16.8.106	2019-10-02 08:17:20
ENVY 4520 series	TH57I1H24F0660	172.16.13.33	2019-10-01 08:16:56
HP Color LaserJet MFP M477fdw	VNB8K1Y3JP	172.16.12.254	2019-09-24 08:17:16
HP DesignJet T730	CN81A6M00J	172.16.13.152	2019-09-20 08:17:20
HP LASERJET P2055dn	VNB3S07437	172.16.10.89	2019-10-02 08:17:20
HP LASERJET P2055dn	VNB3Y02309	172.16.9.20	2019-10-02 08:17:20
HP LASERJET P3010 SERIES	VNB3S52875	172.16.9.134	2019-10-02 08:17:20
HP Photosmart 7520 series	CN28E2B1VP05XX	172.16.13.66	2019-10-01 08:16:56
HP Photosmart 7520 series	CN37G4B0K805YY	172.16.13.207	2019-10-02 08:17:20
HP Photosmart 7520 series	CN37G4B0KB05YY	172.16.13.204	2019-10-02 08:17:20
HP Photosmart 7520 series	CN37G4B0KN05YY	172.16.13.206	2019-10-02 08:17:20
HP Photosmart 7520 series	CN37G4B0N605YY	172.16.13.205	2019-10-02 08:17:20

SPC Timeline

1988 Specialized Purchasing Consultants opens its doors

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

SPC Timeline

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

2019 STARDoc – Service Histories, Chromebook Bid & Papercut Installers

- Request single, multiple, or fleet service history for a specific time period
- Request annual fleet service history
- Scroll through specific copiers or printers going over budget
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.
- 3 of SPC's team members became Certified Papercut installers.

2020 SPC Roadmap

- Five Year Fleet Management (FYFM) - Projects out Five Year costs for all equipment based on current and past usage.
- Update Bid Process to simplify bid submission for all of our vendors.

STARDoc Features

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 trotal 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
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Non-reporting device listing for devices that haven't reported for more than 2 weeks
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectore, Apple TVs

Floorplan Administration

Who Benefits? Business Manager and IT

- Allows IT and Business Manager to move devices around on Floorplan
- 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 STARDoc
- Toggle Email all (Toner, Service Monthly Audits)

STARDoc Features

Device Listing Page

- 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

STARDoc Features

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

Over-Budget Report

- Catch overused equipment early, before equipment begins to break down due to overuse.
- 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:	$404

This building's average color prints per student is 314
The industry average for color prints per student is 185

Previous   Next

Check Black/Color Default   Close

Five Year Fleet Management (FYFM)

We have all heard the saying that Information is Power! Beginning with your next upgrade, FYFM will put you in the driver's seat.

Purpose of FYFM:

Interactive Tool you can alter with your printing habits. With the click of one button, it will incorporate both past, present and future usage, flagging any potential problematic areas. 'Right Size Print Management' will help to eliminate overused color copiers.

Setting up Future Budgets:

Projecting out your cost is crucial in setting up your budgets. With FYFM you will be able to take control of your future cost for the entire life of your fleet of copiers, MFP's and printers. STARDoc currently studies your printing habits and projects out for about eight months. FYFM will be able to project out your cost and volume for the entire life of your fleet, usually five years out.

Problematic Machines:

How would you know if your equipment is truly malfunctioning and needs to be replaced under warranty? FYFM will compare your service calls to all SPC's clients for like models and speeds. It will provide you with the number of service calls in a fiscal year and the average copies between calls so that you will know if your equipment is running efficiently and/or needs to be replaced under warranty at no charge. In awarding future bids, you will be able to see which company and which manufacturer is operating the best in your geographic area.

Annual Black Volume by Location

Fiscal Year
- 2015-2016
- 2016-2017
- 2017-2018
- 2018-2019
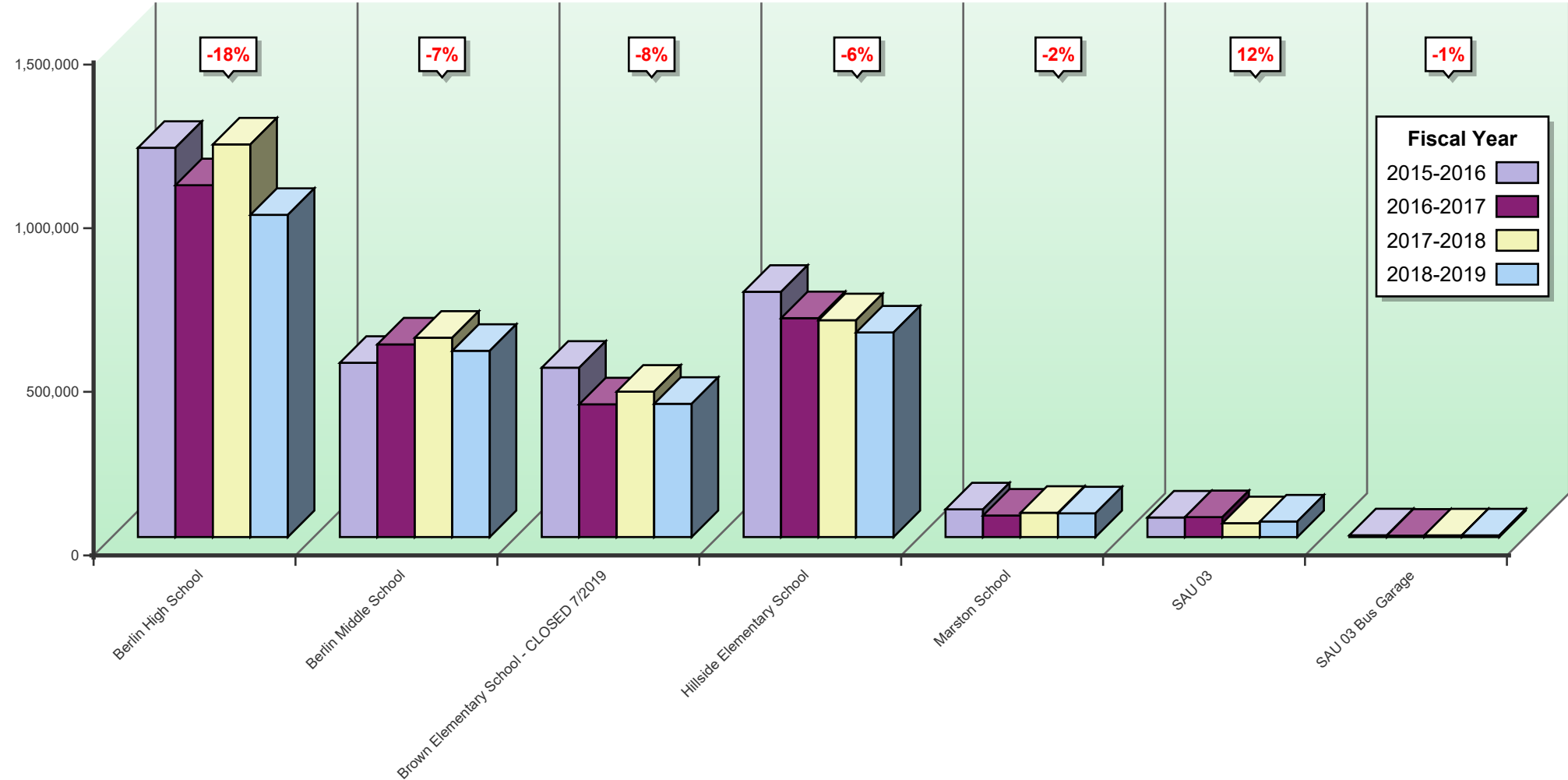
Annual Black Volume Overall
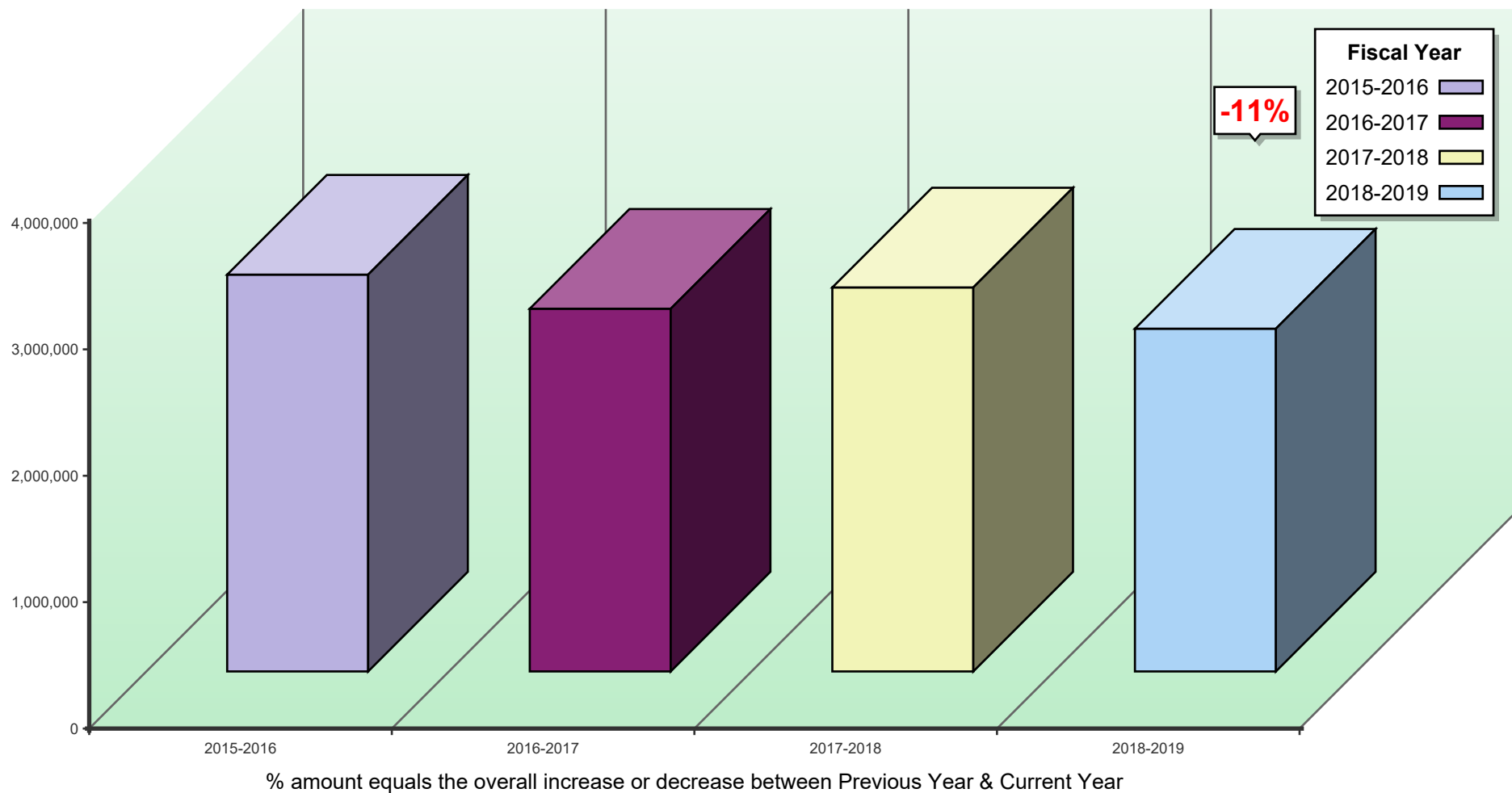
% amount equals the overall increase or decrease between Previous Year & Current Year

Average Student-to-Copy Usage - Black

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Berlin High School	383	984,627	$10,125.57	2,571	$26.44
Berlin Middle School	264	569,209	$5,733.74	2,156	$21.72
Brown Elementary School - CLOSED 7/2019	256	407,235	$4,044.67	1,591	$15.80
Hillside Elementary School	241	625,266	$6,302.48	2,594	$26.15
Marston School	0	72,535	$784.75	0	$0.00
SAU 03	0	47,655	$514.20	0	$0.00
SAU 03 Bus Garage	0	5,150	$49.96	0	$0.00
Totals	**1,144**	**2,711,677**	**$27,555.36**	**2,370**	**$24.09**

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

Industry Average Copies per Student - Black

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,897	192,210,359	$4,000,539.34	2,291	$47.68

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

Average Copies Per Student - Black
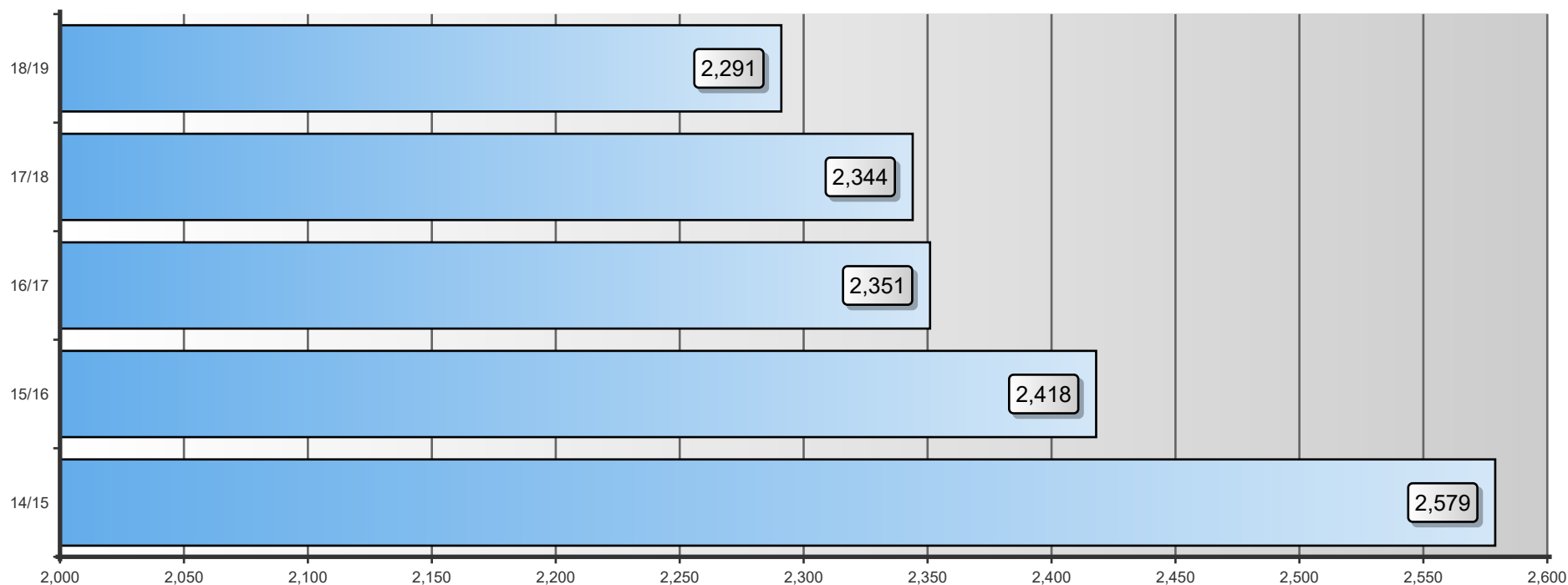
Annual Color Volume by Location
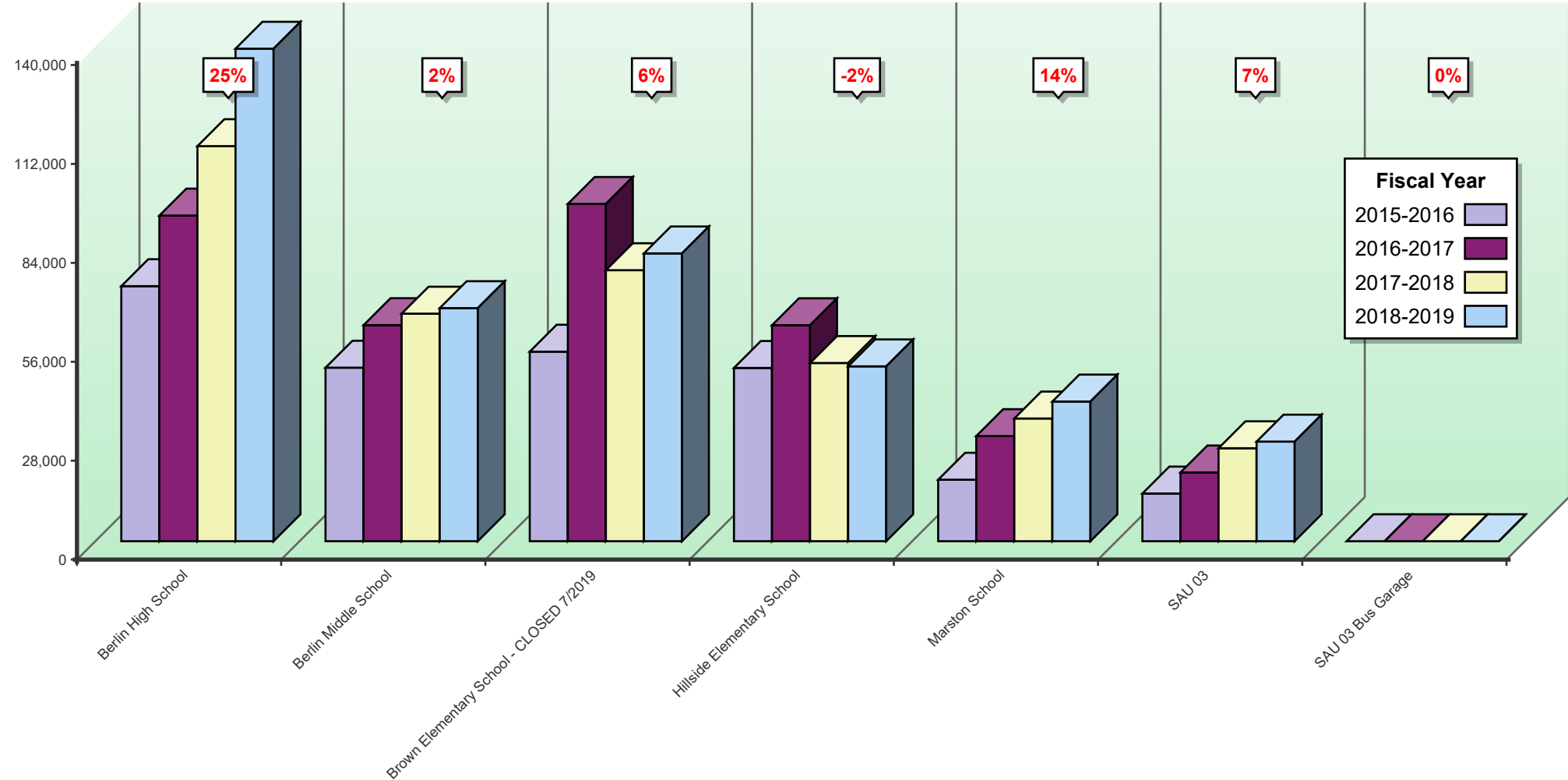
Annual Color Volume Overall
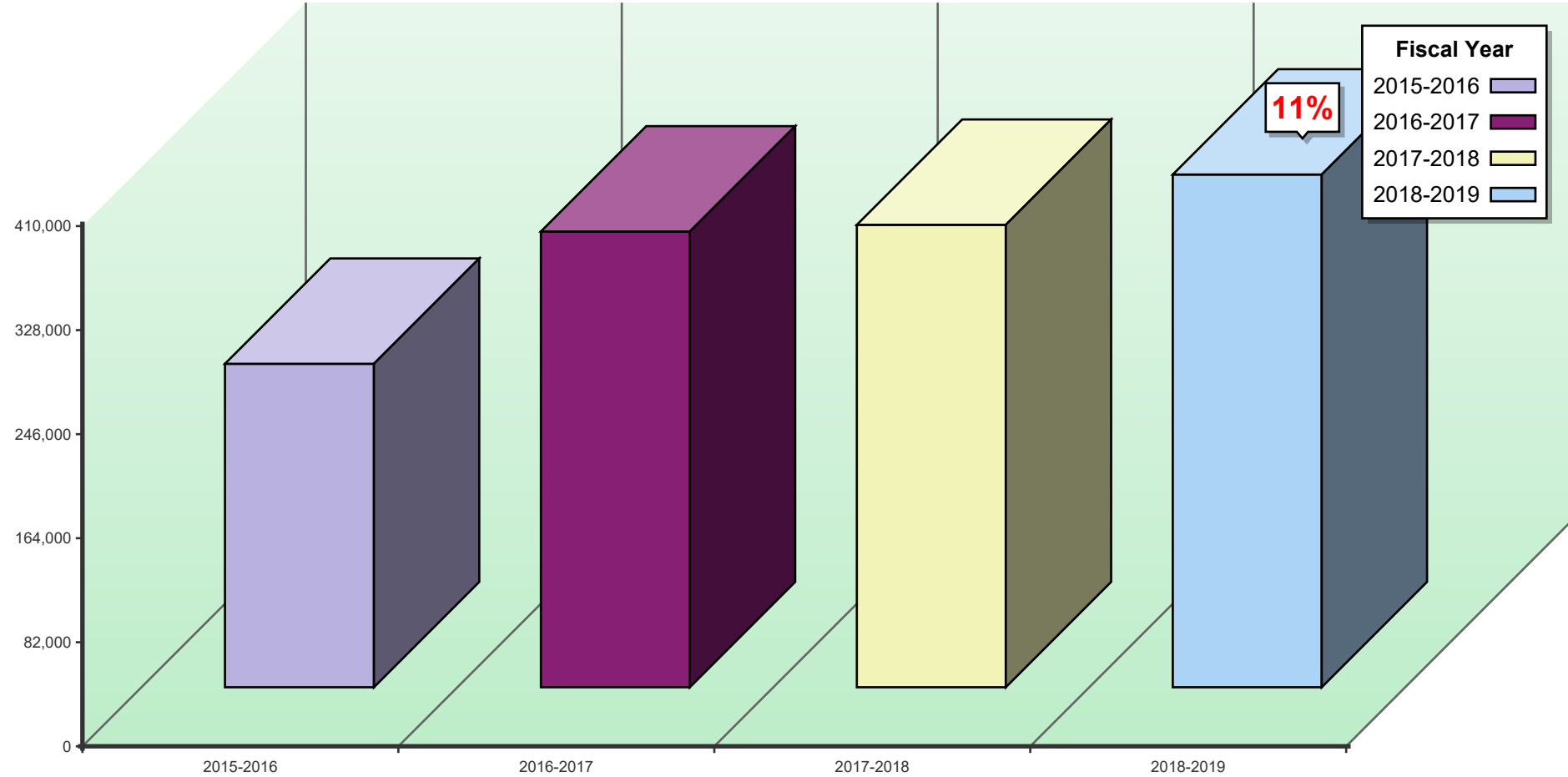
% amount equals the overall increase or decrease between Previous Year & Current Year

Average Student-to-Copy Usage - Color

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Berlin High School	383	139,414	$8,324.41	364	$21.73
Berlin Middle School	264	65,981	$3,939.73	250	$14.92
Brown Elementary School - CLOSED 7/2019	256	81,470	$4,864.57	318	$19.00
Hillside Elementary School	241	49,500	$2,955.65	205	$12.26
Marston School	0	39,541	$2,360.99	0	$0.00
SAU 03	0	28,198	$1,683.70	0	$0.00
SAU 03 Bus Garage	0	0	$0.00	0	$0.00
Totals	**1,144**	**404,104**	**$24,129.05**	**353**	**$21.09**

*Total School Cost refers only to Service & Supplies as Paper and Equipment are included in the previous table for black prints.

Note: STARDoc tool will flag any future high color usage. See page 13 of STARDoc Features. Current industry ratio averages 216 color prints per student per year. Your color volume this year averages 353 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

|			
District Wide Black Totals	*2,711,677*	*$12,665.49*	
District Wide Color Totals	*404,104*	*$23,656.25*	

Industry Average Copies per Student - Color

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,897	18,097,200	$926,143.97	216	$11.04

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

Year	Copies per Student
Projected 20/21	306
Projected 19/20	257
18/19	216
17/18	185
16/17	167
15/16	137
14/15	125
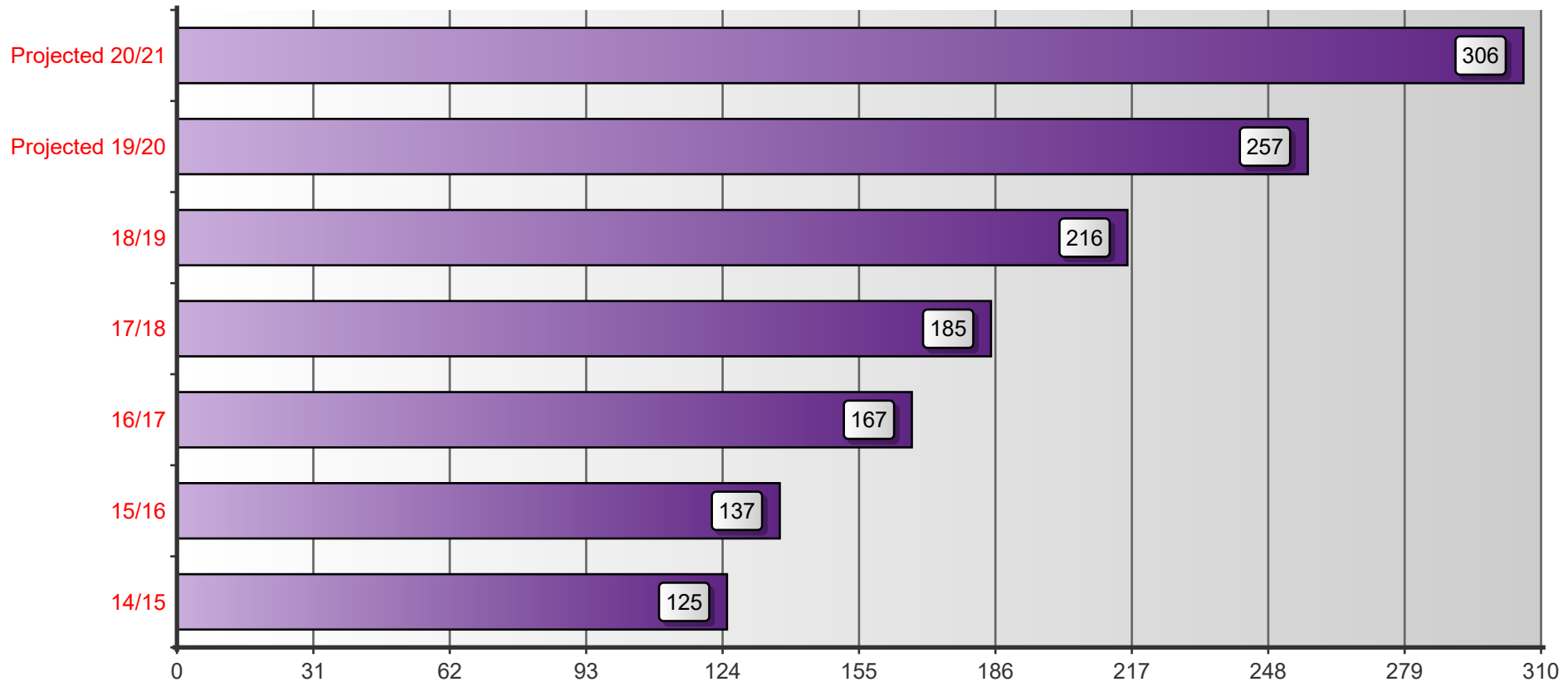
Color-to-Total Volume Comparison
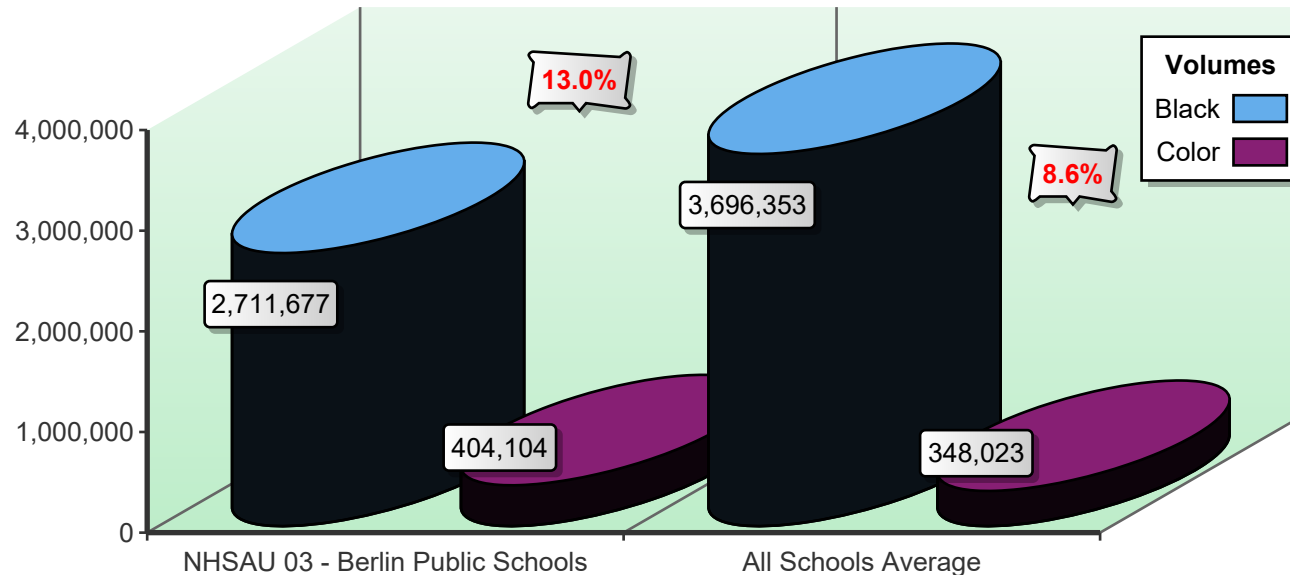
SPC Analysis

COLOR printing is skyrocketing out of control! A five-year study of 83,000 students across the Tri-State region revealed a rapid increase in the K-12 sector. In fact, last year alone, color printing increased by 19%!

Taking Control What that means: If you are a school district of 1,000 students, the average color volume is 216,000 copies, which could be costing you from $7,500 > (CPC is at $0.35) to $10,000 per year. If current trends stay the same, then year five cost would be between $17,897-$23,863. Obviously, some color printing is necessary. However, if color printing is not monitored properly, it could blow up your entire printing budget.

SOLUTION: SPC has developed Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire district to change all printing habits, SPC focuses only on the problematic locations. Best of all, by means of our tremendous buying power, that software comes to you at no charge! In fact, studies have shown that SPC saves a school district of 1,000 students an average of $74,000 over five years, with our compensation included (a $74.00 per student average cost savings).

So why overwhelm the entire district with very expensive, intrusive software to control this color printing explosion? Direct your blows with SPC's unique Right-Sized Print Management Software. Call Skip Tilton or Alex Webster to set up an in-person demonstration today.

Other beneficial features include Follow-Me Printing.

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.

Date of Last Upgrade: 07/01/2012

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Berlin High School					
Athletics Office - Melanson					
Oce VL3200x / 32 PPM	18,978	22,123	3,145	$0.00574	9 years from Intro.
2030081 / GW2EI				$18.05	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Copy Room off min office					
Canon IR6075 / 75 PPM	2,334,152	2,679,316	345,164	$0.00422	9 years from Intro.
HTK16157 / GW2I5				$1,456.59	
4,000,000 / 6/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
CTE Office					
Canon IR ADV C5255 / 55 PPM	234,387	262,426	28,039	$0.00528	7 years from Intro.
JME10308 /				$148.05	
3,000,000 / 10/2012	87,313	90,166	2,853	$0.05854	
Color Photocopier				$167.01	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
CTE Office					
Canon LBP 5460 / 31 PPM	48,815	58,925	10,110	$0.00574	10 years from Intro.
MEMA001519 / GW2GA				$58.03	
750,000 / 8/2009	29,458	32,226	2,768	$0.05854	
Color Network Printer				$162.04	
CSA-VT					
Guidance - Jess Russ					
Oce VL3200x / 32 PPM	12,935	15,103	2,168	$0.00574	9 years from Intro.
2030067 / GW2ES				$12.44	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Guidance Hall					
Canon IR3245i / 45 PPM	413,764	462,307	48,543	$0.00422	11 years from Intro.
DHK17155 / GW2H3				$204.85	
1,000,000 / 7/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Health Occupations					
Canon LBP 5460 / 31 PPM	14,932	16,235	1,303	$0.00574	10 years from Intro.
MEMA001520 / GW2G9				$7.48	
750,000 / 8/2009	7,850	9,366	1,516	$0.05854	
Color Network Printer				$88.75	
CSA-VT					
Level 3 Central Office					
Canon LBP 5460 / 31 PPM	17,281	27,243	9,962	$0.00574	10 years from Intro.
MEMA001694 / GW2HL				$57.18	
750,000 / 8/2009	26,283	35,101	8,818	$0.05854	
Color Network Printer				$516.21	
CSA-VT					
Level 3 Central Office					
Oce VL3200x / 32 PPM	71,501	75,367	3,866	$0.00574	9 years from Intro.
2030126 / GW2F7				$22.19	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed			*2018-2019*		
Serial Number/Vendor Machine ID				*Cost/Copy*	
Life/Intro Date	*07/01/2018*	*06/30/2019*	*Annual*		
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

Level 3 Principal's Office

Oce VL3200x / 32 PPM	78,706	78,706	0	$0.00574	9 years from Intro. Underused!
2030123 / GW2F8				$0.00	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Library

Canon IRC5045 / 45 PPM	306,420	388,626	82,206	$0.00528	10 years from Intro.
GPQ63455 / GW2HG				$434.05	
1,000,000 / 10/2009	70,218	123,616	53,398	$0.05854	
Color Photocopier				$3,125.92	
CSA-VT					

Main Office

Canon LBP 5460 / 31 PPM	37,368	44,413	7,045	$0.00574	10 years from Intro.
MEMA001533 / GW2GG				$40.44	
750,000 / 8/2009	40,164	51,191	11,027	$0.05854	
Color Network Printer				$645.52	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Math Lab Top Floor					
Oce VL3200x / 32 PPM	33,686	38,560	4,874	$0.00574	9 years from Intro.
2030076 / GW2EM				$27.98	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 100					
Oce VL3200x / 32 PPM	6,259	7,167	908	$0.00574	9 years from Intro.
2030127 / GW2FE				$5.21	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 101					
Oce VL3200x / 32 PPM	9,556	10,784	1,228	$0.00574	9 years from Intro.
2030131 / GW2FC				$7.05	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 102					
Oce VL3200x / 32 PPM	14,562	18,302	3,740	$0.00574	9 years from Intro.
2030130 / GW2FF				$21.47	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 103					
Canon LBP 5460 / 31 PPM	11,048	12,488	1,440	$0.00574	10 years from Intro.
MEMA001487 / GW2GD				$8.27	
750,000 / 8/2009	8,591	10,214	1,623	$0.05854	
Color Network Printer				$95.01	
CSA-VT					
Room 300					
Canon LBP 5460 / 31 PPM	34,639	38,042	3,403	$0.00574	10 years from Intro.
MEMA001474 / GW2GX				$19.53	
750,000 / 8/2009	14,756	15,151	395	$0.05854	
Color Network Printer				$23.12	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 301					
Oce VL3200x / 32 PPM	22,875	25,127	2,252	$0.00574	9 years from Intro.
2030120 / GW2F9				$12.93	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 400 Art					
Canon LBP 5460 / 31 PPM	14,479	16,697	2,218	$0.00574	10 years from Intro.
MEMA001476 / GW2GE				$12.73	
750,000 / 8/2009	31,304	36,875	5,571	$0.05854	
Color Network Printer				$326.13	
CSA-VT					
Room 406 Special Ed					
Canon LBP 5460 / 31 PPM	32,587	37,954	5,367	$0.00574	10 years from Intro.
MEMA001716 / GW2G7				$30.81	
750,000 / 8/2009	10,036	13,974	3,938	$0.05854	
Color Network Printer				$230.53	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 500					
Canon IR6075 / 75 PPM	1,720,520	1,855,362	134,842	$0.00422	9 years from Intro.
HTK15506 / GW2HC				$569.03	
4,000,000 / 6/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Room 500					
Canon LBP 5460 / 31 PPM	9,554	12,016	2,462	$0.00574	10 years from Intro.
MEMA001498 / GW2GF				$14.13	
750,000 / 8/2009	12,403	15,185	2,782	$0.05854	
Color Network Printer				$162.86	
CSA-VT					
Room 501					
Oce VL3200x / 32 PPM	34,406	39,311	4,905	$0.00574	9 years from Intro.
2030132 / GW2FB				$28.15	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 502					
Oce VL3200x / 32 PPM	32,437	38,526	6,089	$0.00574	9 years from Intro.
2030129 / GW2FD				$34.95	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 504					
Canon LBP 5460 / 31 PPM	22,781	25,761	2,980	$0.00574	10 years from Intro.
MEMA001697 / GW2HM				$17.11	
750,000 / 8/2009	7,034	8,140	1,106	$0.05854	
Color Network Printer				$64.75	
CSA-VT					
Room 505					
Oce VL3200x / 32 PPM	39,260	44,430	5,170	$0.00574	9 years from Intro.
2030156 / GW2G2				$29.68	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 506					
Oce VL3200x / 32 PPM	25,485	31,192	5,707	$0.00574	9 years from Intro.
2030158 / GW2G0				$32.76	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 507					
Oce VL3200x / 32 PPM	17,472	18,651	1,179	$0.00574	9 years from Intro.
2030135 / GW2FA				$6.77	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 508					
Oce VL3200x / 32 PPM	17,686	19,553	1,867	$0.00574	9 years from Intro.
2030155 / GW2G3				$10.72	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 511					
Oce VL3200x / 32 PPM	37,896	42,831	4,935	$0.00574	9 years from Intro.
2030159 / GW2FZ				$28.33	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 512					
Oce VL3200x / 32 PPM	43,417	47,454	4,037	$0.00574	9 years from Intro.
2030161 / GW2G1				$23.17	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 513					
Canon LBP 5460 / 31 PPM	12,214	13,944	1,730	$0.00574	10 years from Intro.
MEMA001539 / GW2GW				$9.93	
750,000 / 8/2009	1,762	2,064	302	$0.05854	
Color Network Printer				$17.68	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 514 Graphic Arts					
Canon LBP 5460 / 31 PPM	5,387	6,105	718	$0.00574	10 years from Intro.
MEMA001537 / GW2G8				$4.12	
750,000 / 8/2009	5,622	6,987	1,365	$0.05854	
Color Network Printer				$79.91	
CSA-VT					
Room 514 Graphic Arts					
Canon IR ADV C7065 / 65 PPM	659,944	837,163	177,219	$0.00528	10 years from Intro.
HJY53465 / GW2MB				$935.72	
3,000,000 / 10/2009	125,485	152,677	27,192	$0.05854	
Color Photocopier				$1,591.82	
CSA-VT					
Room 516 Child Care					
Canon LBP 5460 / 31 PPM	17,419	21,208	3,789	$0.00574	10 years from Intro.
MEMA001535 / GW2G6				$21.75	
750,000 / 8/2009	13,909	18,976	5,067	$0.05854	
Color Network Printer				$296.62	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 517					
Canon LBP 5460 / 31 PPM	16,757	19,988	3,231	$0.00574	10 years from Intro.
MEMA001522 / GW2GB				$18.55	
750,000 / 8/2009	10,803	11,164	361	$0.05854	
Color Network Printer				$21.13	
CSA-VT					
Room 602					
Oce VL3200x / 32 PPM	56,092	58,618	2,526	$0.00574	9 years from Intro.
2030153 / GW2FT				$14.50	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 603					
Oce VL3200x / 32 PPM	13,708	17,493	3,785	$0.00574	9 years from Intro.
2030151 / GW2FV				$21.73	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 604					
Oce VL3200x / 32 PPM	23,712	26,626	2,914	$0.00574	9 years from Intro.
2030152 / GW2FU				$16.73	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 605					
Oce VL3200x / 32 PPM	25,071	29,915	4,844	$0.00574	9 years from Intro.
2030077 / GW2EL				$27.80	
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	45,226	53,229	8,003	$0.00574	10 years from Intro.
MEMA001517 / GW2GJ				$45.94	
750,000 / 8/2009	16,345	21,350	5,005	$0.05854	
Color Network Printer				$292.99	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 611					
Oce VL3200x / 32 PPM	29,436	34,735	5,299	$0.00574	9 years from Intro.
2030074 / GW2EJ				$30.42	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 612					
Oce VL3200x / 32 PPM	50,884	54,694	3,810	$0.00574	9 years from Intro.
2030079 / GW2EH				$21.87	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 613					
Oce VL3200x / 32 PPM	60,495	69,597	9,102	$0.00574	9 years from Intro.
2030162 / GW2FY				$52.25	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 615					
Oce VL3200x / 32 PPM	35,664	39,039	3,375	$0.00574	9 years from Intro.
2030078 / GW2EK				$19.37	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 615					
Canon LBP 5460 / 31 PPM	52,565	58,657	6,092	$0.00574	10 years from Intro.
MEMA001701 / GW2GM				$34.97	
750,000 / 8/2009	32,964	35,832	2,868	$0.05854	
Color Network Printer				$167.89	
CSA-VT					
Room 616					
Oce VL3200x / 32 PPM	19,622	23,492	3,870	$0.00574	9 years from Intro.
2030147 / GW2FX				$22.21	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* Vendor	*07/01/2018* **Meter**	*06/30/2019* **Meter**	*2018-2019* *Annual* **Volume**	*Cost/Copy* **Annual Cost**	**Recommendations**
Room 617					
Canon LBP 5460 / 31 PPM	202,290	204,177	1,887	$0.00574	10 years from Intro.
MEMA001518 / GW2GP				$10.83	
750,000 / 8/2009	32,219	33,678	1,459	$0.05854	
Color Network Printer				$85.41	
CSA-VT					
Unknown					
Canon IR3245i / 45 PPM	334,269	334,269	0	$0.00422	11 years from Intro. Underused!
DHK19572 / GW2H5				$0.00	
1,000,000 / 7/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Vice Principal's Office (Forestall)					
Oce VL3200x / 32 PPM	12,013	13,292	1,279	$0.00574	9 years from Intro.
2030124 / GW2F6				$7.34	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
	Subtotal Black	984,627	$4,716.13		
	Subtotal Color	139,414	$8,161.30		

Make-Model/Speed *Serial Number/VendorID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**

Berlin Middle School

Custodian's Office

Oce VL3200x / 32 PPM	8,984	10,123	1,139	$0.00574	9 years from Intro.
2030083 / GW2EO				$6.54	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Gym Office

Oce VL3200x / 32 PPM	21,973	25,212	3,239	$0.00574	9 years from Intro.
2030145 / GW2FJ				$18.59	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Library

Canon IRC5035 / 35 PPM	90,770	103,673	12,903	$0.00528	10 years from Intro.
GNW64582 / GW2HK				$68.13	
750,000 / 10/2009	29,997	35,769	5,772	$0.05854	
Color Photocopier				$337.89	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Office 2nd Floor					
Oce VL3200x / 32 PPM	28,934	30,880	1,946	$0.00574	9 years from Intro.
2030060 / GW2EV				$11.17	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Principal's Office					
Canon IRC5051 / 51 PPM	446,021	500,151	54,130	$0.00528	10 years from Intro.
GQM65369 / GW2HI				$285.81	
3,000,000 / 10/2009	111,023	137,096	26,073	$0.05854	
Color Photocopier				$1,526.31	
CSA-VT					
Room 403 Basement					
Canon LBP 5460 / 31 PPM	5,252	6,787	1,535	$0.00574	10 years from Intro.
MEMA001750 / GW2GS				$8.81	
750,000 / 8/2009	9,627	11,374	1,747	$0.05854	
Color Network Printer				$102.27	
CSA-VT					

Make-Model/Speed			*2018-2019*		
Serial Number/Vendor Machine ID					
Life/Intro Date	*07/01/2018*	*06/30/2019*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

Room 406

Oce VL3200x / 32 PPM	19,393	22,027	2,634	$0.00574	9 years from Intro.
2030144 / GW2FI				$15.12	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Room 501

Canon LBP 5460 / 31 PPM	22,255	26,915	4,660	$0.00574	10 years from Intro.
MEMA001516 / GW2GO				$26.75	
750,000 / 8/2009	26,463	31,890	5,427	$0.05854	
Color Network Printer				$317.70	
CSA-VT					

Room 504

Oce VL3200x / 32 PPM	31,268	35,287	4,019	$0.00574	9 years from Intro.
2030063 / GW2EX				$23.07	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 508					
Oce VL3200x / 32 PPM	36,743	39,853	3,110	$0.00574	9 years from Intro.
2030154 / GW2FS				$17.85	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 509					
Oce VL3200x / 32 PPM	30,446	39,627	9,181	$0.00574	9 years from Intro.
2030054 / GW2EZ				$52.70	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 511					
Oce VL3200x / 32 PPM	23,877	25,485	1,608	$0.00574	9 years from Intro.
2030055 / GW2F4				$9.23	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 514					
Oce VL3200x / 32 PPM	35,110	38,370	3,260	$0.00574	9 years from Intro.
2030138 / GW2FM				$18.71	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 515 Speech					
Oce VL3200x / 32 PPM	34,212	39,944	5,732	$0.00574	9 years from Intro.
2030148 / GW2FG				$32.90	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 601					
Oce VL3200x / 32 PPM	12,203	13,797	1,594	$0.00574	9 years from Intro.
2030141 / GW2FN				$9.15	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 602					
Oce VL3200x / 32 PPM	38,409	40,407	1,998	$0.00574	9 years from Intro.
2030139 / GW2FP				$11.47	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 603					
Oce VL3200x / 32 PPM	32,213	41,659	9,446	$0.00574	9 years from Intro.
2030143 / GW2FL				$54.22	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 605					
Canon LBP 5460 / 31 PPM	13,637	13,876	239	$0.00574	10 years from Intro.
MEMA001696 / GW2GU				$1.37	
750,000 / 8/2009	8,575	9,257	682	$0.05854	
Color Network Printer				$39.92	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 606					
Oce VL3200x / 32 PPM	9,178	12,007	2,829	$0.00574	9 years from Intro.
2030140 / GW2FK				$16.24	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 607					
Oce VL3200x / 32 PPM	23,083	26,216	3,133	$0.00574	9 years from Intro.
2030146 / GW2FH				$17.98	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 609					
Canon LBP 5460 / 31 PPM	21,525	25,139	3,614	$0.00574	10 years from Intro.
MEMA001499 / GW2GR				$20.74	
750,000 / 8/2009	9,476	11,299	1,823	$0.05854	
Color Network Printer				$106.72	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 609					
Oce VL3200x / 32 PPM	59,208	70,511	11,303	$0.00574	9 years from Intro.
2030128 / GW2FS				$64.88	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 610					
Oce VL3200x / 32 PPM	34,682	38,350	3,668	$0.00574	9 years from Intro.
2030137 / GW2FQ				$21.05	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 612					
Oce VL3200x / 32 PPM	13,181	14,624	1,443	$0.00574	9 years from Intro.
2030134 / GW2FR				$8.28	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Teachers' Room					
Canon IR6075 / 75 PPM	2,942,985	3,355,258	412,273	$0.00422	9 years from Intro.
HTK15263 / GW2H9				$1,739.79	
4,000,000 / 6/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Teachers' Room - Level 3					
Canon LBP 5460 / 31 PPM	43,073	51,646	8,573	$0.00574	10 years from Intro.
MEMA001710 / GW2GT				$49.21	
750,000 / 8/2009	141,116	165,573	24,457	$0.05854	
Color Network Printer				$1,431.71	
CSA-VT					

	Subtotal Black	569,209	$2,609.77
	Subtotal Color	65,981	$3,862.53

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations

Brown Elementary School - CLOSED 7/2019

1st Floor Hall

Canon IR6075 / 75 PPM	1,618,376	1,852,649	234,273	$0.00422	9 years from Intro.
HTK15518 / GW2H8				$988.63	
4,000,000 / 6/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

1st Floor Hall

Canon LBP 5460 / 31 PPM	39,138	47,309	8,171	$0.00574	10 years from Intro.
MEMA001700 / GW2GL				$46.90	
750,000 / 8/2009	94,107	113,878	19,771	$0.05854	
Color Network Printer				$1,157.39	
CSA-VT					

2nd Floor Hall

Canon LBP 5460 / 31 PPM	36,903	43,563	6,660	$0.00574	10 years from Intro.
MEMA001703 / GW2GN				$38.23	
750,000 / 8/2009	65,338	77,790	12,452	$0.05854	
Color Network Printer				$728.94	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Basement					
Canon IRC5045 / 45 PPM	304,287	360,373	56,086	$0.00528	10 years from Intro.
GPQ63422 / GW2HJ				$296.13	
1,000,000 / 10/2009	134,167	179,120	44,953	$0.05854	
Color Photocopier				$2,631.55	
CSA-VT					
Library					
Canon LBP 5460 / 31 PPM	37,693	44,385	6,692	$0.00574	10 years from Intro.
MEMA001511 / GW2GC				$38.41	
750,000 / 8/2009	28,235	32,529	4,294	$0.05854	
Color Network Printer				$251.37	
CSA-VT					
Secretary's Office					
Canon IR3245i / 45 PPM	425,049	469,425	44,376	$0.00422	11 years from Intro.
DHK17152 / GW2H2				$187.27	
1,000,000 / 7/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Top Floor					
Canon IR3245i / 45 PPM	390,139	441,116	50,977	$0.00422	11 years from Intro.
DHK20614 / GW2H4				$215.12	
1,000,000 / 7/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
		Subtotal Black	407,235	$1,810.70	
		Subtotal Color	81,470	$4,769.25	

Make-Model/Speed *Serial Number/VendorID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Hillside Elementary School					
Art - Basement Level					
Oce VL3200x / 32 PPM	29,816	35,334	5,518	$0.00574	9 years from Intro.
2030004 / GW2F1				$31.67	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
IT Office					
Oce VL3200x / 32 PPM	24,787	26,168	1,381	$0.00574	9 years from Intro.
2030059 / GW2EY				$7.93	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 201 Principal's Office					
Oce VL3200x / 32 PPM	33,146	35,495	2,349	$0.00574	9 years from Intro.
2030056 / GW2F2				$13.48	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 201 Principal's Office					
Canon IRC5045 / 45 PPM	699,666	807,526	107,860	$0.00528	10 years from Intro.
GPQ63462 / GW2HH				$569.50	
1,000,000 / 10/2009	158,385	191,935	33,550	$0.05854	
Color Photocopier				$1,964.02	
CSA-VT					
Room 201 Principal's Office					
Canon LBP 5460 / 31 PPM	2,689	3,377	688	$0.00574	10 years from Intro.
MEMA001515 / GW2F2				$3.95	
750,000 / 8/2009	2,610	3,897	1,287	$0.05854	
Color Network Printer				$75.34	
CSA-VT					
Room 202					
Oce VL3200x / 32 PPM	21,088	24,797	3,709	$0.00574	9 years from Intro.
2030037 / GW2ET				$21.29	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 202					
Oce VL3200x / 32 PPM	23,456	26,988	3,532	$0.00574	9 years from Intro.
2030136 / GW2FO				$20.27	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 203					
Oce VL3200x / 32 PPM	19,877	23,535	3,658	$0.00574	9 years from Intro.
2030061 / GW2EW				$21.00	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Room 205					
Oce VL3200x / 32 PPM	46,154	57,254	11,100	$0.00574	9 years from Intro.
2030080 / GW2EQ				$63.71	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 207					
Canon LBP 5460 / 31 PPM	26,340	29,044	2,704	$0.00574	10 years from Intro.
MEMA001713 / GW2GQ				$15.52	
750,000 / 8/2009	10,416	12,009	1,593	$0.05854	
Color Network Printer				$93.25	
CSA-VT					
Room 208					
Canon LBP 5460 / 31 PPM	18,091	18,708	617	$0.00574	10 years from Intro.
MEMA001704 / GW2GH				$3.54	
750,000 / 8/2009	8,637	10,599	1,962	$0.05854	
Color Network Printer				$114.86	
CSA-VT					
Room 210					
Oce VL3200x / 32 PPM	34,866	39,636	4,770	$0.00574	9 years from Intro.
2030082 / GW2ER				$27.38	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed			*2018-2019*		
Serial Number/Vendor Machine ID					
Life/Intro Date	*07/01/2018*	*06/30/2019*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

Room 211

Oce VL3200x / 32 PPM	29,083	32,916	3,833	$0.00574	9 years from Intro.
2030085 / GW2EP				$22.00	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Room 304

Oce VL3200x / 32 PPM	47,231	62,496	15,265	$0.00574	9 years from Intro.
2030058 / GW2EU				$87.62	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Room 305

Oce VL3200x / 32 PPM	43,308	47,017	3,709	$0.00574	9 years from Intro.
2030057 / GW2F0				$21.29	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 306					
Canon LBP 5460 / 31 PPM	20,068	23,124	3,056	$0.00574	10 years from Intro.
MEMA001450 / GW2J4				$17.54	
750,000 / 8/2009	24,901	28,821	3,920	$0.05854	
Color Network Printer				$229.48	
CSA-VT					
Room 309					
Canon LBP 5460 / 31 PPM	21,698	23,397	1,699	$0.00574	10 years from Intro.
MEMA001709 / GW2GI				$9.75	
750,000 / 8/2009	51,398	58,586	7,188	$0.05854	
Color Network Printer				$420.79	
CSA-VT					
Room 310					
Oce VL3200x / 32 PPM	26,783	30,761	3,978	$0.00574	9 years from Intro.
2030084 / GW2EN				$22.83	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 311 Special Ed					
Oce VL3200x / 32 PPM	29,890	35,635	5,745	$0.00574	9 years from Intro.
2030052 / GW2F3				$32.98	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
CSA-VT					
Teachers' Room					
Canon IR6075 / 75 PPM	1,354,537	1,503,229	148,692	$0.00422	9 years from Intro.
HTK15439 / GW2HB				$627.48	
4,000,000 / 6/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					
Teachers' Room					
Canon IR6075 / 75 PPM	1,522,307	1,813,710	291,403	$0.00422	9 years from Intro.
HTK15259 / GW2HA				$1,229.72	
4,000,000 / 6/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

	Subtotal Black	**625,266**	**$2,870.47**
	Subtotal Color	**49,500**	**$2,897.73**

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations

Marston School

Special Education

Canon LBP 5460 / 31 PPM	15,232	19,783	4,551	$0.00574	10 years from Intro.
MEMA001708 / GW2GK				$26.12	
750,000 / 8/2009	17,419	26,343	8,924	$0.05854	
Color Network Printer				$522.41	
CSA-VT					

Special Education

Canon IRC5045 / 45 PPM	416,184	484,168	67,984	$0.00528	10 years from Intro.
GPQ62329 / GW2HF				$358.96	
1,000,000 / 10/2009	104,680	135,297	30,617	$0.05854	
Color Photocopier				$1,792.32	
CSA-VT					

| | | **Subtotal Black** | **72,535** | **$385.08** | |
| | | **Subtotal Color** | **39,541** | **$2,314.73** | |

Make-Model/Speed *Serial Number/VendorID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
SAU 03					
Main Office					
Canon IRC5051 / 51 PPM	358,289	405,944	47,655	$0.00528	10 years from Intro.
GQM63104 / GW2I6				$251.62	
3,000,000 / 10/2009	91,770	119,968	28,198	$0.05854	
Color Photocopier				$1,650.71	
CSA-VT					

		Subtotal Black	47,655	$251.62	
		Subtotal Color	28,198	$1,650.71	

Make-Model/Speed *Serial Number/VendorID* *Life/Intro Date* Vendor	*07/01/2018* **Meter**	*06/30/2019* **Meter**	*2018-2019* *Annual* **Volume**	*Cost/Copy* **Annual Cost**	**Recommendations**

SAU 03 Bus Garage

Mechanic's Office

Canon IR3245i / 45 PPM	410,053	415,203	5,150	$0.00422	11 years from Intro.
7080080 / GW0HO				$21.73	
1,000,000 / 7/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
CSA-VT					

	Subtotal Black	**5,150**	**$21.73**

	Subtotal Color	**0**	**$0.00**

	District Wide Black Totals	**2,711,677**	**$12,665.49**

	District Wide Color Totals	**404,104**	**$23,656.25**

Your average Color CPC is $0.0585. Solution: Renegotiate Color CPC down to $0.04, saving $37,460 over 5 years!

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 2018-2019 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
2,711,677	$0.02018	$54,721.64

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,711,677	$0.00467	$12,663.53	$42,058.11	$210,290.55

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $42,058.11 x 19 years as a Client
= $799,104.10 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	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Berlin High School	984,627	$4,808.58	$5,316.99	$0.00	$10,125.57
Berlin Middle School	569,209	$2,660.01	$3,073.73	$0.00	$5,733.74
Brown Elementary School - CLOSED 7/2019	407,235	$1,845.60	$2,199.07	$0.00	$4,044.67
Hillside Elementary School	625,266	$2,926.04	$3,376.44	$0.00	$6,302.48
Marston School	72,535	$393.06	$391.69	$0.00	$784.75
SAU 03	47,655	$256.86	$257.34	$0.00	$514.20
SAU 03 Bus Garage	5,150	$22.15	$27.81	$0.00	$49.96
Total	**2,711,677**	**$12,912.31**	**$14,643.06**	**$0.00**	**$27,555.36**

SPC Equipment Bids:
Presently our bids are coming in between 15% to 23% *of Retail, while the current Salesman's Cost is 50% of Retail.*
For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a Retail Cost of $45,640 *is coming in at* $7,342...16% of Retail! *Our prices are negotiated with 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	139,414	$8,324.41
Berlin Middle School	65,981	$3,939.73
Brown Elementary School - CLOSED 7/2019	81,470	$4,864.57
Hillside Elementary School	49,500	$2,955.65
Marston School	39,541	$2,360.99
SAU 03	28,198	$1,683.70
SAU 03 Bus Garage	0	$0.00
Total	**404,104**	**$24,129.05**

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 2%.==

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Canon Solutions Vermont	Black Laser MFP	236,703	$0.00574	$1,358.68	$0.00585	$1,384.71
Canon Solutions Vermont	Black Photocopier	1,715,693	$0.00422	$7,240.22	$0.00430	$7,377.48
Canon Solutions Vermont	Color Network Printer	125,199	$0.00574	$718.64	$0.00585	$732.41
Canon Solutions Vermont	Color Photocopier	634,082	$0.00528	$3,347.95	$0.00539	$3,417.70
	Total	**2,711,677**	**$0.00467**	**$12,665.49**	**$0.00476**	**$12,912.31**

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%.</mark>

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Canon Solutions Vermont	Color Network Printer	151,498	$0.05854	$8,868.69	$0.05971	$9,045.95
Canon Solutions Vermont	Color Photocopier	252,606	$0.05854	$14,787.56	$0.05971	$15,083.10
	Total	**404,104**	**$0.05854**	**$23,656.25**	**$0.05971**	**$24,129.05**

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	**07/01/2012**
Lease End Date	**8/1/2017**
Term	**N/A**
Annual Payment usually due on 8/1	**$47,900.59 // $4,984.17**
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	OceVL3200x	2030067
Berlin High School	OceVL3200x	2030074
Berlin High School	OceVL3200x	2030076
Berlin High School	OceVL3200x	2030077
Berlin High School	OceVL3200x	2030078
Berlin High School	OceVL3200x	2030079
Berlin High School	OceVL3200x	2030081
Berlin High School	OceVL3200x	2030120
Berlin High School	OceVL3200x	2030123
Berlin High School	OceVL3200x	2030124
Berlin High School	OceVL3200x	2030126
Berlin High School	OceVL3200x	2030127
Berlin High School	OceVL3200x	2030129
Berlin High School	OceVL3200x	2030130
Berlin High School	OceVL3200x	2030131
Berlin High School	OceVL3200x	2030132
Berlin High School	OceVL3200x	2030135
Berlin High School	OceVL3200x	2030147
Berlin High School	OceVL3200x	2030151
Berlin High School	OceVL3200x	2030152
Berlin High School	OceVL3200x	2030153
Berlin High School	OceVL3200x	2030155
Berlin High School	OceVL3200x	2030156
Berlin High School	OceVL3200x	2030158
Berlin High School	OceVL3200x	2030159
Berlin High School	OceVL3200x	2030161
Berlin High School	OceVL3200x	2030162
Berlin High School	CanonIR3245i	DHK17155
Berlin High School	CanonIR3245i	DHK19572
Berlin High School	CanonIRC5045	GPQ63455
Berlin High School	CanonIR ADV C7065	HJY53465
Berlin High School	CanonIR6075	HTK15506
Berlin High School	CanonIR6075	HTK16157

Building	Make/Model	Serial Number
Berlin High School	CanonLBP 5460	MEMA001474
Berlin High School	CanonLBP 5460	MEMA001476
Berlin High School	CanonLBP 5460	MEMA001487
Berlin High School	CanonLBP 5460	MEMA001498
Berlin High School	CanonLBP 5460	MEMA001517
Berlin High School	CanonLBP 5460	MEMA001518
Berlin High School	CanonLBP 5460	MEMA001519
Berlin High School	CanonLBP 5460	MEMA001520
Berlin High School	CanonLBP 5460	MEMA001522
Berlin High School	CanonLBP 5460	MEMA001533
Berlin High School	CanonLBP 5460	MEMA001535
Berlin High School	CanonLBP 5460	MEMA001537
Berlin High School	CanonLBP 5460	MEMA001539
Berlin High School	CanonLBP 5460	MEMA001694
Berlin High School	CanonLBP 5460	MEMA001697
Berlin High School	CanonLBP 5460	MEMA001701
Berlin High School	CanonLBP 5460	MEMA001716
Berlin Middle School	OceVL3200x	2030054
Berlin Middle School	OceVL3200x	2030055
Berlin Middle School	OceVL3200x	2030060
Berlin Middle School	OceVL3200x	2030063
Berlin Middle School	OceVL3200x	2030083
Berlin Middle School	OceVL3200x	2030128
Berlin Middle School	OceVL3200x	2030134
Berlin Middle School	OceVL3200x	2030137
Berlin Middle School	OceVL3200x	2030138
Berlin Middle School	OceVL3200x	2030139
Berlin Middle School	OceVL3200x	2030140
Berlin Middle School	OceVL3200x	2030141
Berlin Middle School	OceVL3200x	2030143
Berlin Middle School	OceVL3200x	2030144
Berlin Middle School	OceVL3200x	2030145
Berlin Middle School	OceVL3200x	2030146
Berlin Middle School	OceVL3200x	2030148

Building	Make/Model	Serial Number
Berlin Middle School	OceVL3200x	2030154
Berlin Middle School	CanonIRC5035	GNW64582
Berlin Middle School	CanonIRC5051	GQM65369
Berlin Middle School	CanonIR6075	HTK15263
Berlin Middle School	CanonLBP 5460	MEMA001499
Berlin Middle School	CanonLBP 5460	MEMA001516
Berlin Middle School	CanonLBP 5460	MEMA001696
Berlin Middle School	CanonLBP 5460	MEMA001710
Berlin Middle School	CanonLBP 5460	MEMA001750
Brown Elementary School - CLOSED 7/2019	CanonIR3245i	DHK17152
Brown Elementary School - CLOSED 7/2019	CanonIR3245i	DHK20614
Brown Elementary School - CLOSED 7/2019	CanonIRC5045	GPQ63422
Brown Elementary School - CLOSED 7/2019	CanonIR6075	HTK15518
Brown Elementary School - CLOSED 7/2019	CanonLBP 5460	MEMA001511
Brown Elementary School - CLOSED 7/2019	CanonLBP 5460	MEMA001700
Brown Elementary School - CLOSED 7/2019	CanonLBP 5460	MEMA001703
Hillside Elementary School	OceVL3200x	2030004
Hillside Elementary School	OceVL3200x	2030037
Hillside Elementary School	OceVL3200x	2030052
Hillside Elementary School	OceVL3200x	2030056
Hillside Elementary School	OceVL3200x	2030057
Hillside Elementary School	OceVL3200x	2030058
Hillside Elementary School	OceVL3200x	2030059
Hillside Elementary School	OceVL3200x	2030061
Hillside Elementary School	OceVL3200x	2030080
Hillside Elementary School	OceVL3200x	2030082
Hillside Elementary School	OceVL3200x	2030084
Hillside Elementary School	OceVL3200x	2030085
Hillside Elementary School	OceVL3200x	2030136
Hillside Elementary School	CanonIRC5045	GPQ63462

Hillside Elementary School	CanonIR6075	HTK15259
Hillside Elementary School	CanonIR6075	HTK15439
Hillside Elementary School	CanonLBP 5460	MEMA001450
Hillside Elementary School	CanonLBP 5460	MEMA001515

Building	Make/Model	Serial Number
Hillside Elementary School	CanonLBP 5460	MEMA001704
Hillside Elementary School	CanonLBP 5460	MEMA001709
Hillside Elementary School	CanonLBP 5460	MEMA001713
Marston School	CanonIRC5045	GPQ62329
Marston School	CanonLBP 5460	MEMA001708
SAU 03	CanonIRC5051	GQM63104
SAU 03 Bus Garage	CanonIR3245i	7080080

Building	Make/Model	Serial Number

STARDoc User Names

Name	User Name
Autie Hamilton	ahamilton
Barbara Anderson	banderson
Bryan Lamirande	blamirande
Corinne Cascadden	ccascadden
Debora Payeur	dpayeur@sau3.org
Deborah Dupuis	ddupuis@sau3.org
Holly Paquette	hpaquette
Irina Williams	Iwilliams
Julie King	jking
Kayla Steady	ksteady
Kevin Carpenter	kcarpenter
Marilyn Labbe	mlabbe
Mike Kelley	mkelley
Sharon Michalik	smichalik
Tammy Fauteux	tfauteux@sau3.org
Tom Sutton	tsutton@sau3.org

Top Benefits to <mark>our CLIENTS</mark>:

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 69 clients with over 3,900 devices doing more than <mark>239</mark> million copies and prints per year. We purchase approximately 1,100 units annually with 80 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 __STARDoc__ Software

- STARDoc: System for Tracking And Reporting Documents.

- Maps all devices and sets up 'Interactive Live Floor Plans' of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.

- STARDoc studies your printing habits and is able to predict your year-end-cost months in advance before you receive your year-end reconciliation invoice.

- Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

- Removes the confusion out of billing.

- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.

- 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.

Benefits of partnering with SPC

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 more than $2 million for all of our clients. That translates into Savings of more than $10 million over five years!

Overall Benefits to <mark>our VENDORS</mark>

- Opportunities brought to you - Over 1,100 units purchased annually running over 80 million prints!
- SPC is well respected in the industry.
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

- Sharing of previous bid results that help you to negotiate with your manufacturers.
- On-Site Survey of client requirements including mapping all devices.
- Writing of the *Five-Year Equipment Replacement Schedule* (Bid Specs).
- 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..

SPC Values Our Vendors

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.
- STARDoc: System for Tracking And Reporting Documents... Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

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

SPC manages over 3,900 pieces of equipment;
Our relationship with our vendors has never been stronger!