



Specialized Purchasing Consultants

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2011-12 Annual Report

Year - End Photocopier Analysis

With projected costs for 2012-13

Sue Caswell
NHSAU 05 Oyster River
36 Coe Drive
Durham, NH 03824



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

October 2012

Skip Tilton
President

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Sue Caswell
NHSAU 05 Oyster River
36 Coe Drive
Durham, NH 03824

VISIT US ON THE WEB:
www.spccopypro.com

Dear Sue:

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *5 years*. Though each year seems to pose unique challenges, we are thrilled with all that we have been able to accomplish on behalf of our clients for the past *24 years*.

In these difficult economic times, our staff continues to be fully committed to assisting your organization in achieving goals and objectives relative to new technologies and related costs. In relation to new services, we are excited to bring to your attention *new cost-savings initiatives as well as a new service called SPC STAR Doc* that will continue to meet our mutual goal of improving the quality of service and equipment while reducing your overall cost.

I hope you find the enclosed annual report useful. We are providing you an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem now or could become a problem in the near future.

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

Sincerely,

Skip Tilton
President

Table of Contents

The SPC Team	1
Equipment Health Status.....	3
Aging Equipment Summary	4
Average Student to Copy Usage – Black Only.....	7
Average Student to Copy Usage – Color Only	11
Black & Color Usage Comparisons	10
Usage Profile for Service & Supplies	12
SPC Service & Supply Cost Savings	27
Projected Equipment Costs by Building - Black	28
Service & Supply Usage Profile by Vendor - Black.....	29
Projected Equipment Costs by Building - Color.....	30
Service & Supply Usage Profile by Vendor - Color.....	31
Reprographic Equipment Assessment	32
Leased Equipment.....	33
Owned Equipment	34
Active Reprographic Equipment & Manufacturers	35
Improved SPC Services	36
SPC’s Service & Supply Contract – Purpose & Sample	39
SPC’s Dual-Layered Warranty – Purpose & Explanation.....	40

The SPC Team

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



Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 117 clients (3200+ machines with 1.7 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and



equipment.



Paul Garozzo

General Manager

As General Manager my goal is ensure our clients are pleased with our services and also provide solutions that are efficient, productive and reduce cost. With my 23 years in the copier industry, I will use my experiences to achieve this

goal. In addition, I will be utilizing our new SPC STARDoc system to further enhance SPC services. Clients will now have the benefit of visually seeing where all their devices are located and project future expenses. I could not be more excited to join the SPC team.

Glen Fortier

Auditor, Electronic Specialist & Equipment Implementation

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



Derik Brasher

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographic platforms to our community of clients. My 20+ years of experience in corporate management will be key in

strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Alex Webster

Director of Customer Relations

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



The SPC Team Continued....



Robert B. Dutil

Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is

constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Rachel Guay

Accounting Coordinator

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



Pam Weed

Client-Vendor Relations

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

clients and vendors to ensure smooth transitions or quick resolutions.

Anne Arbore

Administration

Since many of our clients are educational systems, I find it satisfying to know that my co-workers and I have made a contribution toward their success by assisting them in saving on their budgets for reprographic equipment, providing better quality equipment to work with and freeing their resources for other needs.



Laura Lynch

Marketing Coordinator & Client Relations

As a member of the SPC team for the past 12 years as their website designer, I am excited to take on this new position. Some of my responsibilities will include

scheduling essential meetings with our clients and vendors, creating new marketing collateral and developing new clients. I look forward to establishing a closer relationship with each of our clients.

Equipment Health Status

Total Number of Machines:	34
Total Black Photocopiers	19
Total Low Cost of Operation Black Network Printers	0
Total High-Speed Duplicators	0
Total Color Photocopiers (including MFP)	5
Total Low Cost of Operation Color Network Printers	7
Total Removed from Service:	3
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	4
# of Units Overused:	1
# of Units Underused:	1
# of Units Connected to Network with Print and/or Scan	28
Commencement Date:	2/1/2011
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	6/30/2016
Print Management Software Loaded	Yes
LENP 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."

Sue,

Overall your district is doing well. Your black volume and down slightly over last year's volume. Your color volume has increased 11% over last year which may be something you might want to keep an eye on. I'd like to also thank you for being a reference for our prospects and we look forward to a great relationship with SAU 05.

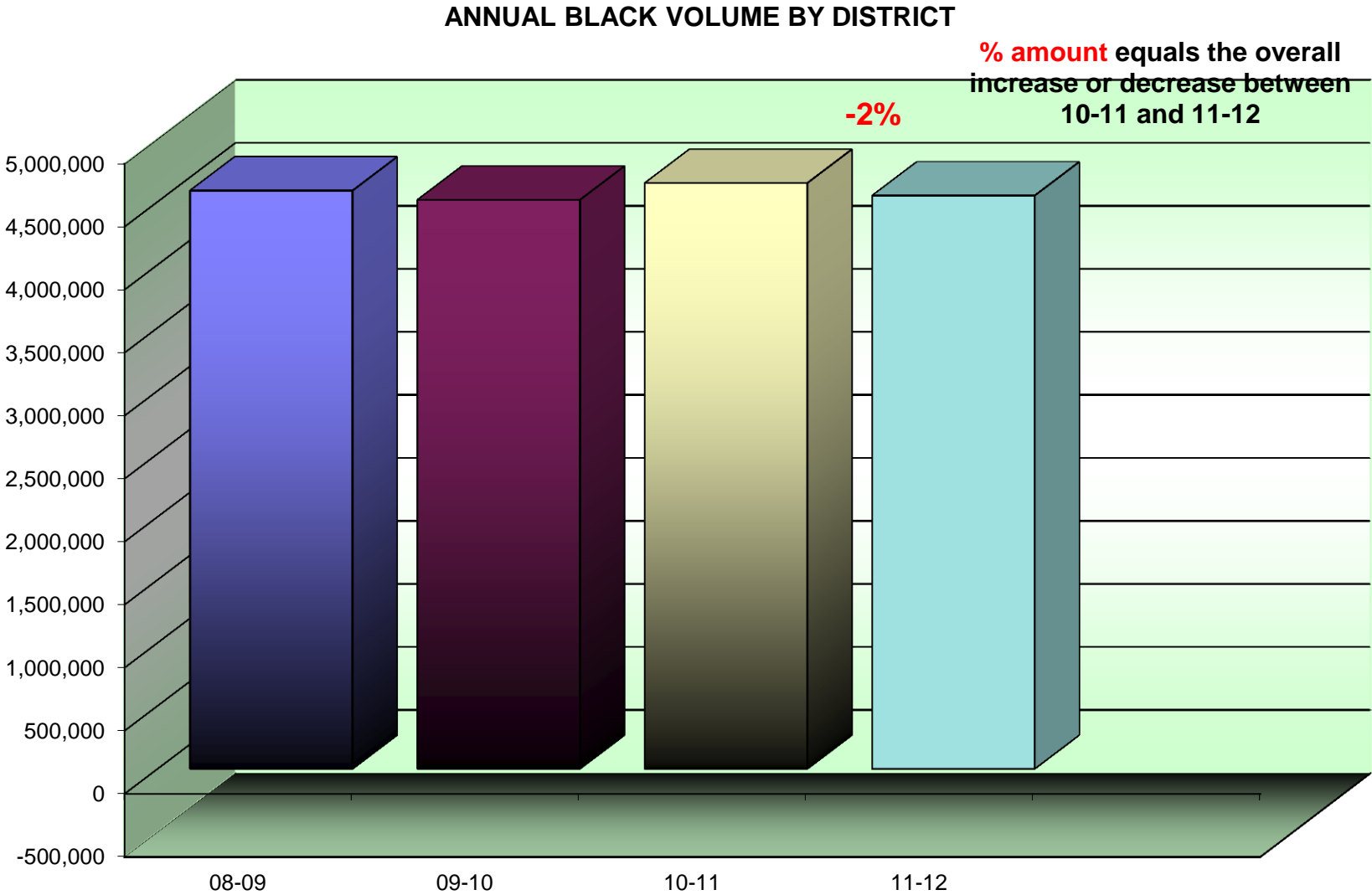
Skip

Aging Equipment Summary

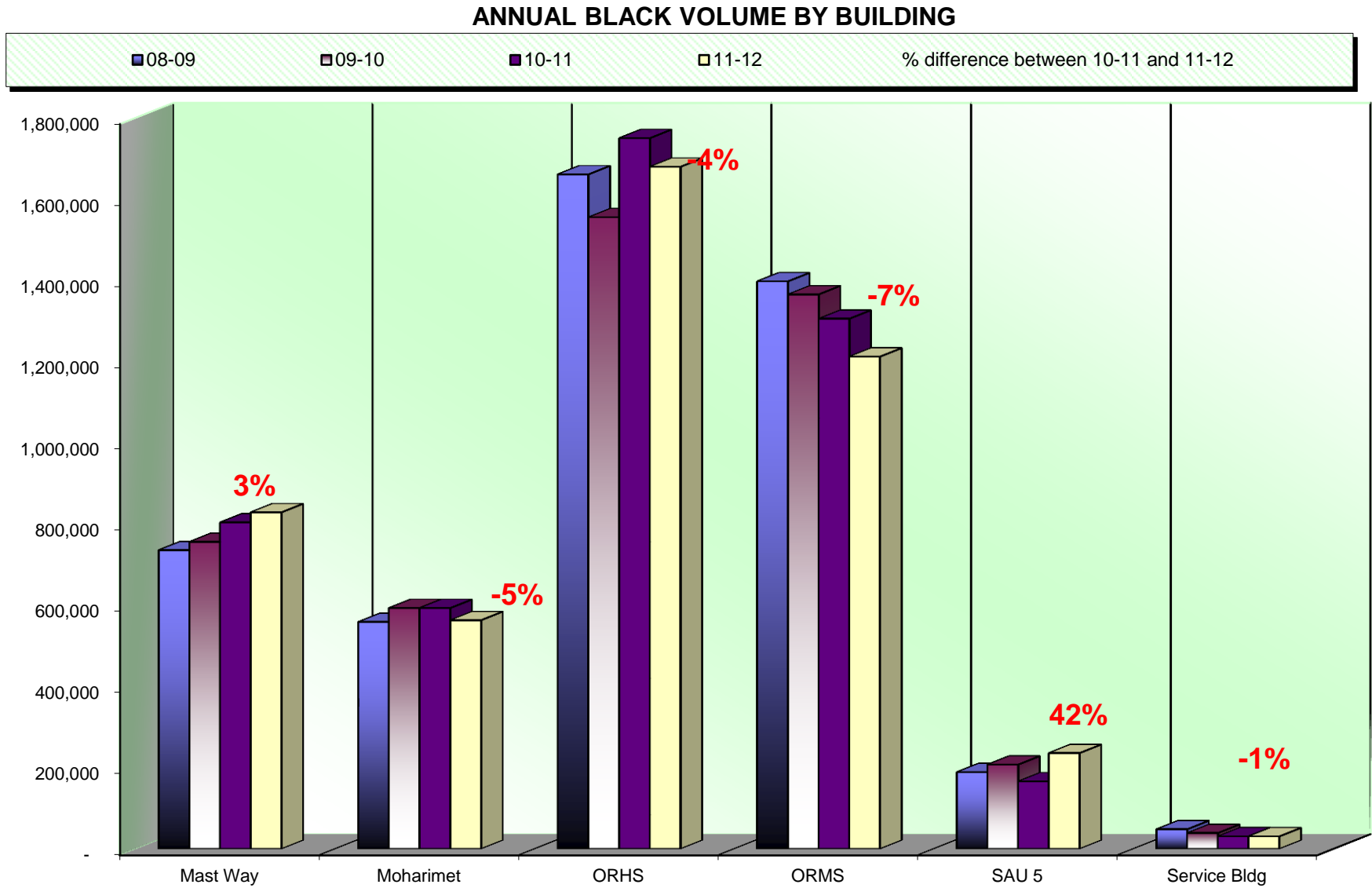
The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the date of Intro. Usage, age, and service history need to be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

Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
Mast Way School	Library	Konica Minolta BH250	31125267	8700 1573	6/2005
Moharimet School	Copy Room	Konica Minolta BH750	57AE05237	8702 4819	11/2005
Moharimet School	Kitchen	Toshiba E-Studio 162D	CJH720775	6202 4257	3/2005
Moharimet School	Library	Toshiba E-Studio 162D	CJH720810	6202 4259	3/2005
Oyster River High	Main Office Conference Room	Konica Minolta BH920	57GE03723	8802 5607	9/2005
Oyster River Middle	Teachers' Room South Wing	Konica Minolta BH750	57AE05181	8702 4818	11/2005

This report uses current trends for *black volume* to project future costs and potential equipment needs on an overall basis.



This report uses current trends for *black volume* to project future costs and potential equipment needs by building.



Average Student to Copy Usage – Black Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Mast Way School	323	828,408	\$15,581.36	2,565	\$42.42
Moharimet School	388	562,870	\$10,687.12	1,451	\$24.25
Oyster River High	616	1,679,295	\$31,777.06	2,726	\$45.40
Oyster River Middle	683	1,211,717	\$23,104.94	1,774	\$29.80
SAU #5	0	235,789	\$4,652.34	0	\$0.00
Service Building	0	30,724	\$606.21	0	\$0.00
Totals	2,010	4,548,803	\$86,409.03	2,263	\$37.85

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

Cost Comparison Black Only

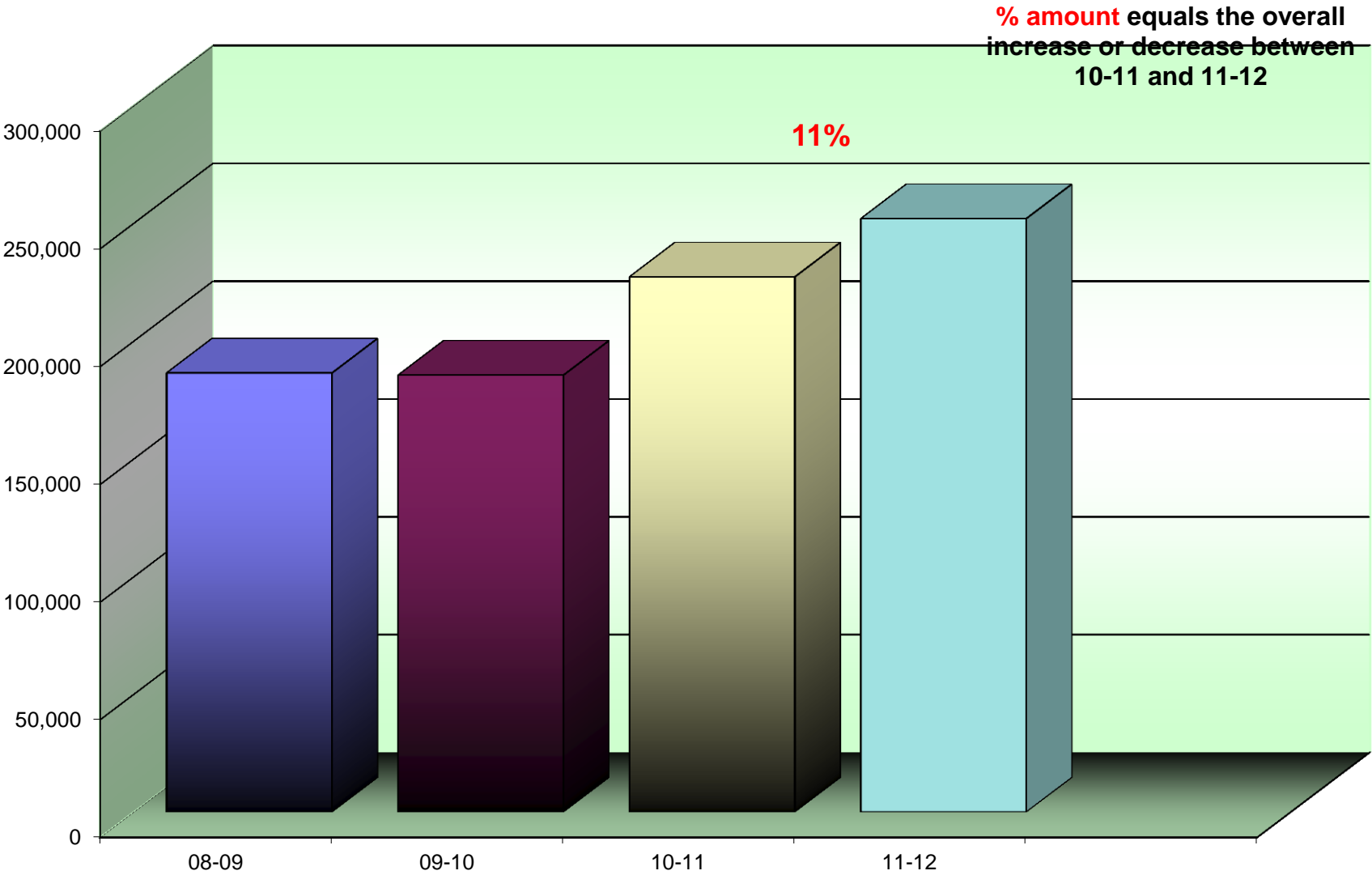
This is an SPC Comparison contrasting your district with 84 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	131,784	307,171,835	\$5,571,341.44	2,331	\$42.28

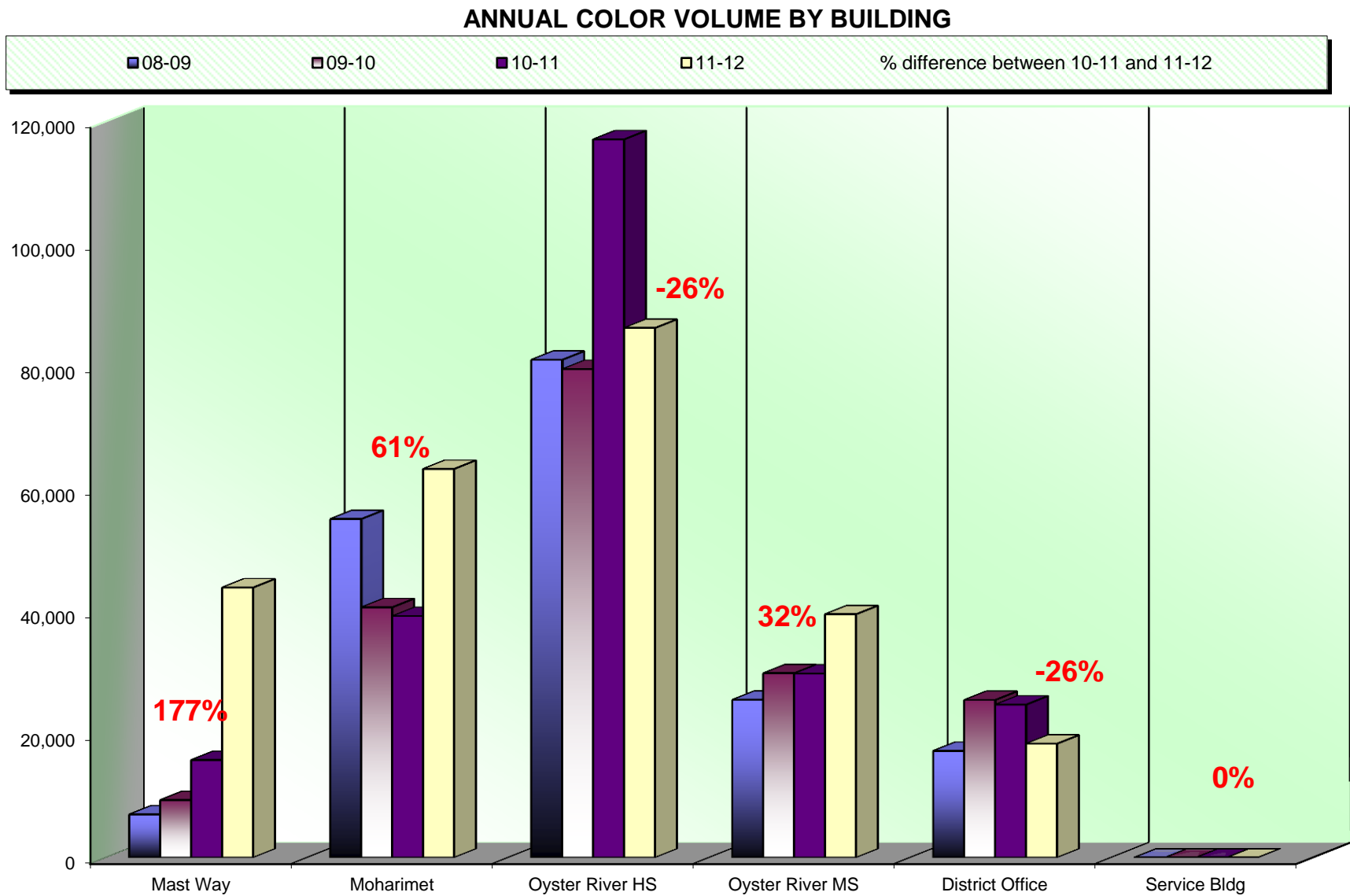
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.

This report uses current trends for color volume to project future costs and potential equipment needs on an overall basis.

ANNUAL COLOR VOLUME BY DISTRICT

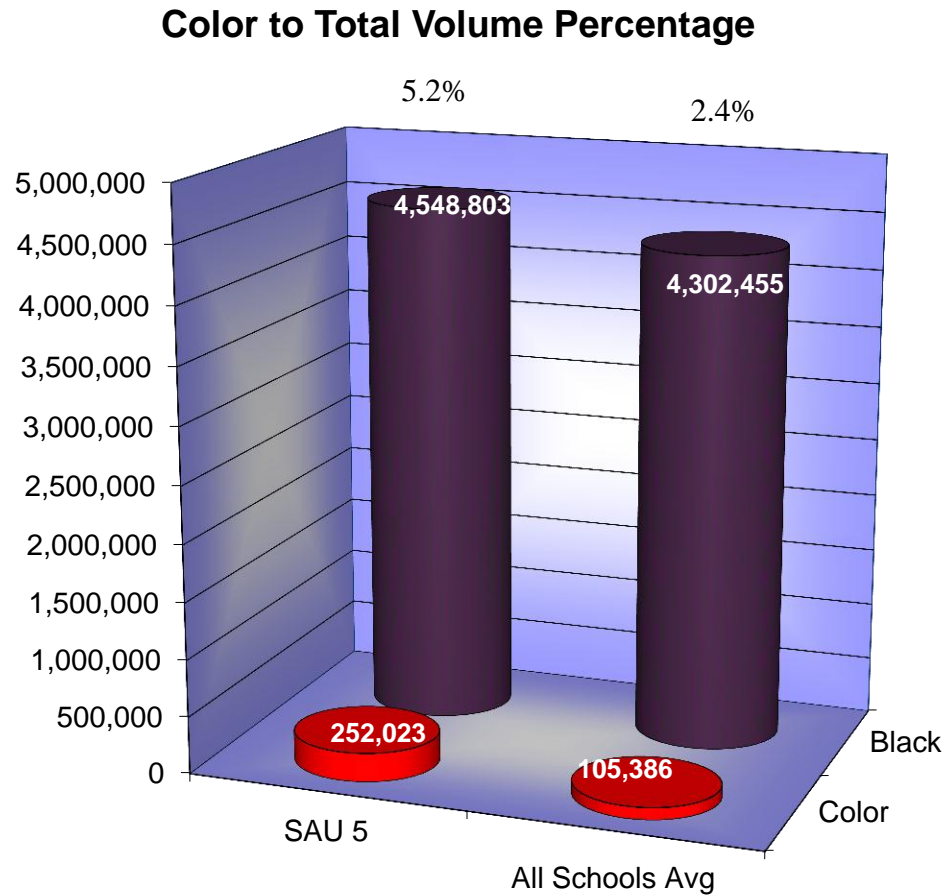


This report uses current trends for *color volume* to project future costs and potential equipment needs by building.



Black & Color Usage Comparisons

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



Average Student to Copy Usage – Color Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Mast Way School	323	44,043	\$2,469.14	136	\$7.64
Moharimet School	388	63,379	\$3,553.15	163	\$9.16
Oyster River High	616	86,342	\$6,311.32	140	\$10.25
Oyster River Middle	683	39,687	\$3,409.49	58	\$4.99
SAU #5	0	18,572	\$1,041.18	0	\$0.00
Service Building	0	0	\$0.00	0	\$0.00
Totals	2,010	252,023	\$16,784.28	125	\$8.35

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

Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 84 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	131,784	7,377,029	\$486,775.63	56	\$3.69

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

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 2/1/2011

Make-Model / Speed							
Serial Number / Vendor ID							
Life / Intro Date							
Connectivity / Printer Exp Date	7/1/2011	6/30/2012	2011/12	2012/13	Volume	Cost/Copy	
Vendor	Meter	Meter	Annual Volume	Projected Volume	Difference	Annual Cost	Recommendations
Mast Way School							
Computer Room							
Konica Minolta MC4750DN	492	5,481	4,989	0	4,989	\$0.004900	None at this time.
A0UD012000507 / 88026269						\$24.45	
750,000 / 09/2010	424	20,493	20,069	0	20,069	\$0.04995	
Color Network Printer						\$1,002.45	
Connected							
KMBS							
Copy Room							
Konica Minolta BH950 95 CPM	54,117	351,475	297,358	367,300	-69,942	\$0.002900	None at this time.
A0Y5011002755 / 88026398						\$862.34	
5,000,000 / 03/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Konica Minolta BH950 95 CPM	73,947	530,521	456,574	388,039	68,535	\$0.002900	None at this time.
A0Y5012000056 / 88026399						\$1,324.06	
5,000,000 / 03/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

NHSAU 05 Oyster River

Date of Last Upgrade: 2/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Mast Way School							
Library							
Konica Minolta BH250 25 CPM	80,842	90,135	9,293	7,250	2,043	\$0.003900	7 years from Intro.
31125267 / 87001573						\$36.24	
500,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Main Office							
Konica Minolta BHC452 45 CPM	12,264	72,458	60,194	49,431	10,763	\$0.003900	None at this time.
A0P2011009703 / 93097829						\$234.76	
750,000 / 09/2009	3,557	27,531	23,974	7,041	16,933	\$0.04995	
Color Photocopier						\$1,197.50	
Connected							
KMBS							
	Subtotals B&W		828,408	812,020		\$2,481.85	
	Subtotals Color		44,043	7,041		\$2,199.95	

NHSAU 05 Oyster River

Date of Last Upgrade: 2/1/2011

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Moharimet School											
Copy Room											
Konica Minolta BH750 75 CPM	57AE05237 / 87024819	4,000,000 / 11/2005	Black Photocopier	Connected	1,287,193	1,310,151	22,958	0	22,958	\$0.004200	7 years from Intro.
										\$96.42	
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											
Konica Minolta BH950 95 CPM	A0Y5011003068 / 93097796	5,000,000 / 03/2009	Black Photocopier	Connected	80,242	508,565	428,323	577,178	-148,855	\$0.002900	None at this time.
										\$1,242.14	
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											
Konica Minolta MC4750DN	A0UD012000160 / 88026286	750,000 / 09/2010	Color Network Printer	Connected	2,066	10,090	8,024	0	8,024	\$0.004900	None at this time.
										\$39.32	
					1,766	22,079	20,313	0	20,313	\$0.04995	
										\$1,014.63	
KMBS											

NHSAU 05 Oyster River

Date of Last Upgrade: 2/1/2011

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Moharimet School											
<i>Kitchen</i>											
Toshiba E-162D 16 CPM	CJH720775 / 62024257	300,000 / 03/2005	Black Photocopier	Not Connected	25,605	31,731	6,126	6,026	100	\$0.004200	7 years from Intro.
										\$25.73	
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											
<i>Library</i>											
Konica Minolta BH20 32 CPM	A32R012005577 /	750,000 / 08/2010	Black Photocopier	Connected	0	2,625	2,625	1,315	1,310	\$0.004200	None at this time.
										\$11.03	
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											
Toshiba E-162D 16 CPM	CJH720810 / 62024259	300,000 / 03/2005	Black Photocopier	Connected	5,758	5,871	113	0	113	\$0.004200	Traded
										\$0.47	
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											

NHSAU 05 Oyster River

Date of Last Upgrade: 2/1/2011

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>2011/12</i>	<i>2012/13</i>	<i>Volume</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2011</i>	<i>6/30/2012</i>	<i>Annual</i>	<i>Projected</i>	<i>Difference</i>	<i>Annual Cost</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Volume</i>			
Moharimet School							
Teachers' Room							
Konica Minolta BHc552 55 CPM	22,307	117,008	94,701	64,824	29,877	\$0.003900	None at this time.
A0P1011005577 / 93097807						\$369.33	
3,000,000 / 02/2009	8,366	51,432	43,066	55,219	-12,153	\$0.04995	
Color Photocopier						\$2,151.15	
Connected							
KMBS							
	Subtotals B&W		562,870	649,343		\$1,784.44	
	Subtotals Color		63,379	55,219		\$3,165.78	

NHSAU 05 Oyster River

Date of Last Upgrade: 2/1/2011

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Oyster River High											
Athletic Department											
Konica Minolta MC4750DN	A0UD012000846 / 88026267	750,000 / 09/2010	Color Network Printer	Connected	200	1,983	1,783	0	1,783	\$0.004900	None at this time.
										\$8.74	
					559	4,420	3,861	0	3,861	\$0.04995	
										\$192.86	
KMBS											
Copy Room											
Konica Minolta BH950 95 CPM	A0Y5012000086 / 93097703	5,000,000 / 03/2009	Black Photocopier	Connected	131,206	659,354	528,148	502,677	25,471	\$0.002900	None at this time.
										\$1,531.63	
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											
Konica Minolta BH950 95 CPM	A0Y5012000061 / 93097781	5,000,000 / 03/2009	Black Photocopier	Connected	245,205	1,124,954	879,749	588,430	291,319	\$0.002900	High usage
										\$2,551.27	
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											

NHSAU 05 Oyster River

Date of Last Upgrade: 2/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Oyster River High Guidance Office							
Konica Minolta BH421 45 CPM	198,119	266,960	68,841	46,507	22,334	\$0.004200	None at this time.
A0R6011000449 /						\$289.13	
1,000,000 / 06/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Toshiba E-352 35 CPM	189,939	205,065	15,126	0	15,126	\$0.004200	Traded
CGH740823 / 62024255						\$63.53	
750,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

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<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Oyster River High							
Library							
Toshiba E-232 23 CPM	14,144	47,801	33,657	1,372	32,285	\$0.004200	None at this time.
CRH749779 / 62024252						\$141.36	
500,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							
Xerox 8560DN 30 CPM Black & Color	17,136	20,214	3,078	22,063	-18,985	\$0.004900	None at this time.
XFN020671 /						\$15.08	
750,000 / 02/2007	9,657	27,972	18,315	20,248	-1,933	\$0.08769	
Color Network Printer						\$1,606.04	
Connected 10/29/2015							
VARY							
Main Office							
Konica Minolta BHC452 45 CPM	11,981	74,491	62,510	9,359	53,151	\$0.003973	None at this time.
A0P2011010022 / 93097828						\$248.38	
750,000 / 09/2009	12,353	56,730	44,377	43,165	1,212	\$0.04995	
Color Photocopier						\$2,216.63	
Connected							
KMBS							

NHSAU 05 Oyster River

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<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Oyster River High							
Main Office Conference Room							
Konica Minolta BH920 92 CPM	1,863,575	1,867,716	4,141	400,000	-395,859	\$0.004200	7 years from Intro. Low usage
57GE03723 / 88025607						\$17.39	
5,000,000 / 09/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Room 216							
Xerox 8560DN 30 CPM Black & Color	42,023	51,091	9,068	9,359	-291	\$0.004900	None at this time.
FBT077691 /						\$44.43	
750,000 / 02/2007	61,640	81,429	19,789	15,481	4,308	\$0.08769	
Color Network Printer						\$1,735.30	
Connected 10/29/2015							
VARY							
Special Education							
Konica Minolta BH600 60 CPM	541,548	614,742	73,194	86,666	-13,472	\$0.004200	None at this time.
57BE19173 / 88026368						\$307.41	
3,000,000 / 08/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
	Subtotals B&W		1,679,295	1,666,433		\$5,218.36	
	Subtotals Color		86,342	78,894		\$5,750.83	

NHSAU 05 Oyster River

Date of Last Upgrade: 2/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2011</i>	<i>6/30/2012</i>	<i>2011/12</i>	<i>2012/13</i>	<i>Volume</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Projected</i>	<i>Difference</i>	<i>Annual Cost</i>	<i>Recommendations</i>
Oyster River Middle							
Asst. Principal							
Xerox 8560DN 30 CPM Black & Color	9,861	17,576	7,715	2,225	5,490	\$0.004900	None at this time.
FBT077690 /						\$37.80	
750,000 / 02/2007	4,999	19,675	14,676	1,316	13,360	\$0.08769	
Color Network Printer						\$1,286.94	
Connected 10/29/2015							
VARY							
Computer Lab Room 220							
Xerox 8560DN 30 CPM Black & Color	45,379	54,025	8,646	11,655	-3,009	\$0.004900	None at this time.
FBT077697 /						\$42.37	
750,000 / 02/2007	72,963	88,975	16,012	22,361	-6,349	\$0.08769	
Color Network Printer						\$1,404.09	
Connected 10/29/2015							
VARY							

NHSAU 05 Oyster River

Date of Last Upgrade: 2/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Oyster River Middle							
Copy Room							
Konica Minolta BH950 95 CPM A0Y5011003084 / 93097795 5,000,000 / 03/2009 Black Photocopier Connected KMBS	197,813	757,570	559,757	533,951	25,806	\$0.002900 \$1,623.30 \$0.00000 \$0.00	None at this time.
Konica Minolta BH950 95 CPM A0Y5011002729 / 93097797 5,000,000 / 03/2009 Black Photocopier Connected KMBS	17,267	352,726	335,459	555,512	-220,053	\$0.002900 \$972.83 \$0.00000 \$0.00	None at this time.

NHSAU 05 Oyster River

Date of Last Upgrade: 2/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Oyster River Middle Library							
Konica Minolta BH20 32 CPM A32R012005620 / 750,000 / 08/2010 Black Photocopier Not Connected KMBS	0	2,738	2,738	3,013	-275	\$0.004200 \$11.50 \$0.00000 \$0.00	None at this time.
Toshiba E-162D 16 CPM CJH720850 / 62024258 300,000 / 03/2005 Black Photocopier Not Connected KMBS	11,435	11,894	459	0	459	\$0.004200 \$1.93 \$0.00000 \$0.00	Traded
Main Office							
Konica Minolta c300 30 CPM Black & Color A02E010000655 / 750,000 / 06/2006 Color Photocopier Connected KMBS	186,659	236,301	49,642	60,609	-10,967	\$0.004200 \$208.50 \$0.04995 \$449.50	None at this time.

NHSAU 05 Oyster River

Date of Last Upgrade: 2/1/2011

<i>Make-Model / Speed</i>			<i>2011/12</i>	<i>2012/13</i>			
<i>Serial Number / Vendor ID</i>			<i>Annual</i>	<i>Projected</i>	<i>Volume</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
<i>Life / Intro Date</i>			<i>Volume</i>	<i>Volume</i>	<i>Difference</i>	<i>Annual Cost</i>	
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2011</i>	<i>6/30/2012</i>					
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>					
Oyster River Middle							
Teachers' Room South Wing							
Konica Minolta BH750 75 CPM	1,172,734	1,420,035	247,301	168,506	78,795	\$0.004200	7 years from Intro.
57AE05181 / 87024818						\$1,038.66	
4,000,000 / 11/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
	Subtotals B&W		1,211,717	1,335,471		\$3,936.88	
	Subtotals Color		39,687	27,469		\$3,140.53	

NHSAU 05 Oyster River

Date of Last Upgrade: 2/1/2011

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU #5							
Copy Room							
Konica Minolta BH751 75 CPM	10,592	103,679	93,087	190,006	-96,919	\$0.003900	None at this time.
A0PN011005287 / 93097803						\$363.04	
4,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Main Office							
Konica Minolta BHC452 45 CPM	24,081	166,783	142,702	38,794	103,908	\$0.003900	None at this time.
A0P2011007595 / 93097806						\$556.54	
750,000 / 09/2009	3,122	21,694	18,572	0	18,572	\$0.04995	
Color Photocopier						\$927.67	
Connected							
KMBS							
	Subtotals B&W		235,789	228,800		\$919.58	
	Subtotals Color		18,572	0		\$927.67	

Date of Last Upgrade: 2/1/2011

Date of Last Upgrade: 2/1/2011

Service Building

Main Hall

[illegible]

District Wide Black Totals

District Wide Color Totals

SPC Service & Supply Cost Savings

This table compares your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client with your projected cost per copy through SPC presently. Annual Volume represents actual projected volume when you first became an SPC client on 10/1/2007. If all things remained the same, this table demonstrates your average annual and five-year savings.

<i>Annual Volume</i>	<i>Before SPC CPC</i>	<i>After SPC CPC</i>	<i>SPC's CPC Savings</i>	<i>SPC's Annual Cost Savings</i>	<i>SPC's 5-year Cost Savings</i>
5,971,618	\$0.01392	\$0.00317	\$0.01074	\$64,135.18	\$320,675.90

Projected Equipment Costs by Building - Black

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

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Equipment Cost	Total Cost
Mast Way School	828,408	\$2,541.43	\$4,110.56	\$8,929.37	\$15,581.36
Moharimet School	562,870	\$1,827.01	\$2,792.96	\$6,067.15	\$10,687.12
Oyster River High	1,679,295	\$5,343.35	\$8,332.66	\$18,101.04	\$31,777.05
Oyster River Middle	1,211,717	\$4,031.36	\$6,012.54	\$13,061.04	\$23,104.94
SAU #5	235,789	\$940.80	\$1,169.99	\$2,541.56	\$4,652.34
Service Building	30,724	\$122.59	\$152.45	\$331.17	\$606.22
Totals	4,548,803	\$14,806.54	\$22,571.16	\$49,031.33	\$86,409.03

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. Vendor typically invoices 80% of projected costs annually in advance. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Total Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Konica-Minolta	Color Photocopier	49,642	\$0.00420	\$208.50	\$0.00430	\$213.46
Konica-Minolta	Color Photocopier	62,510	\$0.00397	\$248.38	\$0.00406	\$253.79
Konica-Minolta	Color Photocopier	297,597	\$0.00390	\$1,160.63	\$0.00399	\$1,187.41
Konica-Minolta	Color Network Printer	14,796	\$0.00490	\$72.50	\$0.00501	\$74.13
Konica-Minolta	Black Photocopier	477,279	\$0.00420	\$2,004.57	\$0.00430	\$2,052.30
Konica-Minolta	Black Photocopier	133,104	\$0.00390	\$519.11	\$0.00399	\$531.08
Konica-Minolta	Black Photocopier	3,485,368	\$0.00290	\$10,107.57	\$0.00297	\$10,351.54
Vary Technologies	Color Network Printer	28,507	\$0.00490	\$139.68	\$0.00501	\$142.82
<i>Totals and Averages</i>		<i>4,548,803</i>	<i>\$0.00318</i>	<i>\$14,460.93</i>	<i>\$0.00326</i>	<i>\$14,806.53</i>

Projected Equipment Costs by Building - Color

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

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Total Cost
Mast Way School	44,043	\$2,250.60	\$218.54	\$2,469.14
Moharimet School	63,379	\$3,238.67	\$314.49	\$3,553.15
Oyster River High	86,342	\$5,882.89	\$428.43	\$6,311.32
Oyster River Middle	39,687	\$3,212.56	\$196.93	\$3,409.49
SAU #5	18,572	\$949.03	\$92.15	\$1,041.18
Service Building	0	\$0.00	\$0.00	\$0.00
<i>Totals</i>	<i>252,023</i>	<i>\$15,533.75</i>	<i>\$1,250.54</i>	<i>\$16,784.28</i>

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. Color copies are typically billed in arrears quarterly or semi-annually. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Actual Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Konica-Minolta Business Solutions	Color	138,988	\$0.04995	\$6,942.45	\$0.05110	\$7,102.29
Konica-Minolta Business Solutions	Color Network	44,243	\$0.04995	\$2,209.94	\$0.05110	\$2,260.82
Vary Technologies	Color Network Printer	68,792	\$0.08769	\$6,032.37	\$0.08970	\$6,170.64
<i>Totals and Averages</i>		252,023	\$0.06025	\$15,184.76	\$0.06164	\$15,533.75

Reprographic Equipment Assessment

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

Total # of Units	31
# of Units on Lease	16
# of Units Owned	15
Lease Company	Norway Savings Bank
Lease Start Date	2/1/2011
Lease End Date	8/1/2015
Term	5 Annual
Annual Payment usually due on 8/1	\$49,031.33
Remaining Payments	3

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

Leased Equipment

Equipment currently held as collateral under SPC-monitored or private lease.

Building	Make	Model	Serial #
Mast Way School	Konica Minolta	BHC452	A0P2011009703
Mast Way School	Konica Minolta	BH950	A0Y5011002755
Mast Way School	Konica Minolta	MC4750DN	A0UD012000507
Mast Way School	Konica Minolta	BH950	A0Y5012000056
Moharimet School	Konica Minolta	BHc552	A0P1011005577
Moharimet School	Konica Minolta	BH950	A0Y5011003068
Moharimet School	Konica Minolta	MC4750DN	A0UD012000160
Oyster River High	Konica Minolta	BH950	A0Y5012000061
Oyster River High	Konica Minolta	MC4750DN	A0UD012000846
Oyster River High	Konica Minolta	BHC452	A0P2011010022
Oyster River High	Konica Minolta	BH950	A0Y5012000086
Oyster River High	Xerox	8560DN	XFN020671
Oyster River Middle	Konica Minolta	BH950	A0Y5011002729
Oyster River Middle	Konica Minolta	BH950	A0Y5011003084
SAU #5	Konica Minolta	BHC452	A0P2011007595
SAU #5	Konica Minolta	BH751	A0PN011005287

Owned Equipment

Equipment currently owned by client.

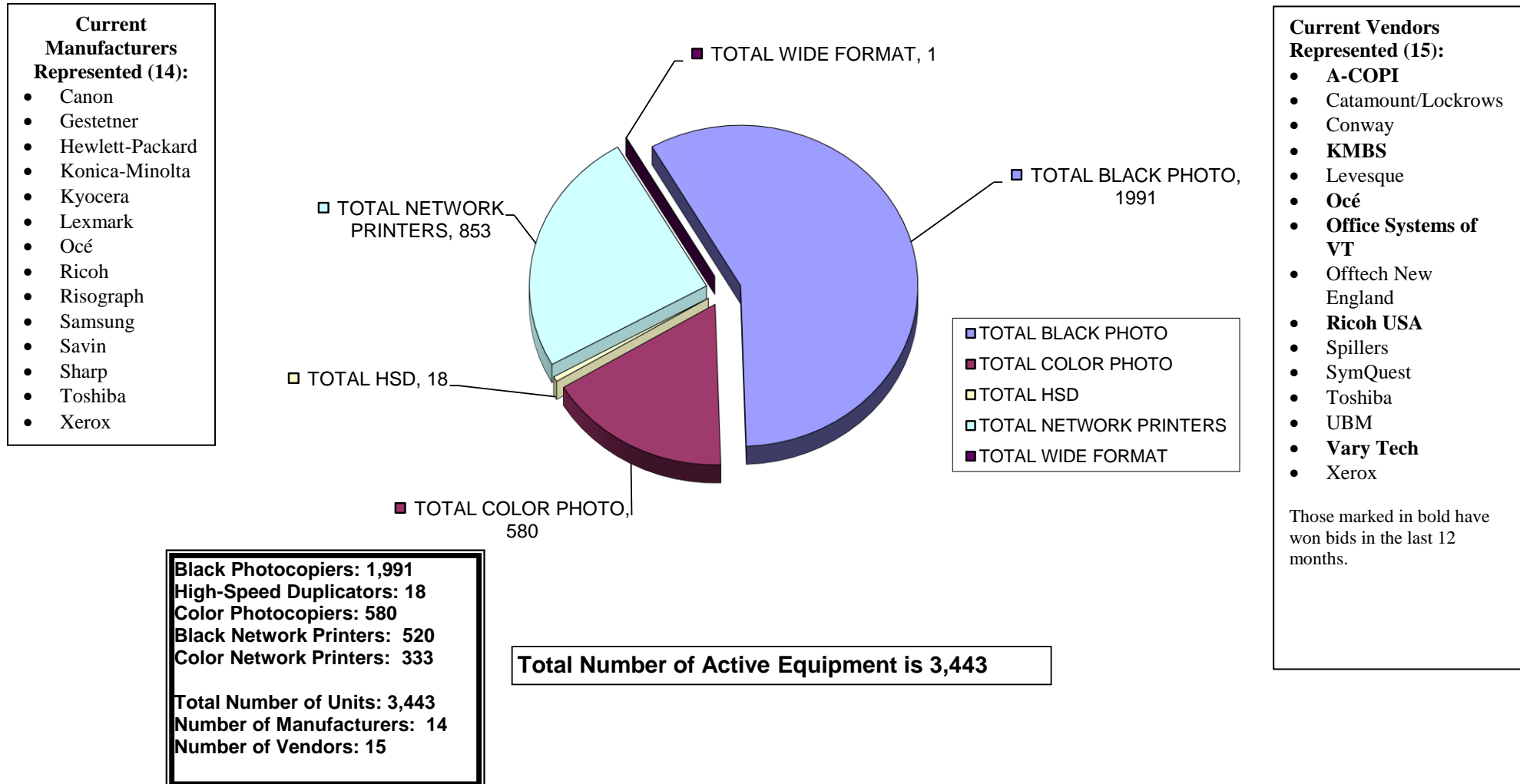
Building	Make	Model	Serial #
Mast Way School	Konica Minolta	BH250	31125267
Moharimet School	Konica Minolta	BH20	A32R012005577
Moharimet School	Konica Minolta	BH750	57AE05237
Moharimet School	Toshiba	E-162D	CJH720775
Oyster River High	Konica Minolta	BH920	57GE03723
Oyster River High	Konica Minolta	BH600	57BE19173
Oyster River High	Konica Minolta	BH421	A0R6011000449
Oyster River High	Toshiba	E-232	CRH749779
Oyster River High	Xerox	8560DN	FBT077691
Oyster River Middle	Konica Minolta	BH750	57AE05181
Oyster River Middle	Konica Minolta	c300	A02E010000655
Oyster River Middle	Konica Minolta	BH20	A32R012005620
Oyster River Middle	Xerox	8560DN	FBT077690
Oyster River Middle	Xerox	8560DN	FBT077697
Service Building NH5	Konica Minolta	BH501	A0R5012000151

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

Active Reprographic Equipment & Manufacturers

SPC currently maintains 3,4 high-end production reprographic units across the tri-state region. They are currently running over 301 million annual prints (black and color), culminating into over 1.5 billion prints over five years!

SPC Total Active Equipment



Improved SPC Services

Print Management Software (MagicSoft) with its Benefits

In 2007 we initiated what is called **Print Management Software**. It was designed to capture meter reads and order supplies electronically on most, if not all, of your networked printing devices automatically. This software offers the following benefits:

Collect meter reads daily. Benefits...

- IT staff can isolate problem volume locations
- Monitor over-use or under-use locations and make the adjustments sooner
- Know when to shift from expensive laser and inkjet printers to low-cost-of-operation reprographic units
- Project cost on both black and color prints before the invoice arrives

Automatic ordering of consumable items. Benefits...

- Eliminate the need of valuable time spent ordering supplies manually

Automatic service alert sent to service provider. Benefit...

- E-mail sent out to both IT staff and service provider. Provider will then call to verify service need with IT staff to qualify the issue and send out a technician.

Cost per print plan for networking printing devices such as HP and Lexmark network printers. Benefits...

- Instead of individual expensive purchase of supply items, a cost-per-print quarterly in arrears at about half what you are currently paying will be offered.

SPC's *Value Add* to Our Cooperative Vendors

Dear Valued Vendor:

We truly do provide a value add to you before, during and after the installation process. Here is a few of our services to the client that benefit the Vendors as well.

Overall Benefit to You

- Opportunities brought to you – Hundreds of machines each year
- SPC is well respected in industry – You are partnering with them
- SPC values our vendors and speaks highly of them to our clients
- National Contracts that are all negotiated with the manufacturers at your disposal

Your 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)
- Allow for the Vendor to sell directly to the client after the bids are in. A chance to explain your 'Value Add' directly to our clients. Customer has the right to pay more than low bid.

Your Benefits Before & During Installation

- Digital Needs Analysis: Matching up the machine to installation site
- Schedule & 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

Your Ongoing Support

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

Version Date: 10-9-2012

Announcing : STAR Doc!

SPC would like to introduce an exciting new tool:



STAR Doc has been custom developed and designed by SPC to assist their clients in efficiently and effectively managing all their assets. The detailed floor maps feature for all of our clients' devices is unique and invaluable. The floor maps will provide online, real-time information on each device daily, including meter reads. SPC realizes how important it is for their clients to be aligned with their budget. In response to that need, **STAR Doc** has the ability to project your budget and determine if you are on target or falling behind. This valuable feature provides our clients the access to information needed to make important budget decisions before the end of the year. Additionally, **STAR Doc** will store all your documents, which will include your most recent Upgrade Report, Annual Report, Compare Report, and Total Bid Analysis. At SPC we strive to improve our services and optimize our clients' resources; we are proud to be able to offer our clients all the benefits of the **STAR Doc** system.

Anticipated released date: September 2012

SPC’s Service & Supply Contract – Purpose & Sample

In an effort to serve our clients better, at our own expense, SPC hired Bond Counsel to set up your Service & Supply Contract to ensure accuracy and protection to our Clients. Integrated into and tailored to mirror the Lease-Purchase Agreement, this contract protects equipment held as collateral under the Lease-Purchase Agreement or for equipment already owned and purchased outright. Please note that it provides you with the option to upgrade your service contract with a 30-day termination notice. This provides you tremendous flexibility.

CONTRACT SAMPLE:

SERVICE AND SUPPLY CONTRACT
(LEASED EQUIPMENT)

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

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

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

Vendor: _____
Street Address: _____
City/State/Zip: _____
By (signature): _____
Name: _____
Title: _____

Lessee: _____
Street Address: _____
City/State/Zip: _____
By (signature): _____
Name: _____
Title: _____

SPC's Dual-Layered Warranty – Purpose & Explanation

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

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

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

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

WARRANTY SAMPLE:

**WARRANTY
(LEASED EQUIPMENT)**

The Vendor identified below of the equipment described on Schedule A(P) attached hereto (the “Equipment”) sold by Vendor to _____ (the “Owner”) hereby warrants to Owner that, if any such Equipment malfunctions through no fault of Owner during a term commencing on _____ and terminating on _____ and such Equipment cannot be repaired promptly, Vendor promptly will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Owner.

The only exclusions to this Warranty are as follows:

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

Vendor:	_____
Street Address:	_____
City/State/Zip:	_____
By (signature):	_____
Name:	_____
Title:	_____