



Specialized Purchasing Consultants

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Gorham, NH 03581
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2010-11 Annual Report

Year - End Photocopier Analysis

With projected costs for 2011-12

James Campbell
NHSAU 18
119 Central Street
Franklin, NH 03235



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

December 2011

Skip Tilton
President

Corporate Office:
PO Box 190
Gorham, NH 03581
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James Campbell
NHSAU 18
119 Central Street
Franklin, NH 03235

VISIT US ON THE WEB: Dear James:
www.spccopypro.com

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *2 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 *23 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* 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

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The SPC Team

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



Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 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.



Joyce Cutts

Finance Director & Equipment Complaint Coordinator

I am committed to making the partnership between SPC and its clients unparalleled. I have taken pleasure in getting to know many of you over the phone. Thank you for the opportunity to serve you, and I look forward to continuing our partnership!

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.



Sarah Allbee

Administration & Marketing

I find it greatly satisfying to work for a company dedicated to cutting costs for our education systems. I am truly happy to be a part of the SPC staff in their commitment and focus on you and your individual needs. I look forward to serving all of you in the coming year!

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.



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.

Equipment Health Status

Total Number of Machines:	35
Total Black Photocopiers	19
Total Low Cost of Operation Black Network Printers	8
Total High-Speed Duplicators	0
Total Color Photocopiers (including MFP) and/or Network Printers	8
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	0
# of Units Overused:	0
# of Units Underused:	0
# of Units Connected to Network with Print and/or Scan	35
Commencement Date:	6/1/2009
# of Annual Payments Left on Lease	2
All Warranties and Service Contracts Expire:	6/30/2014
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."

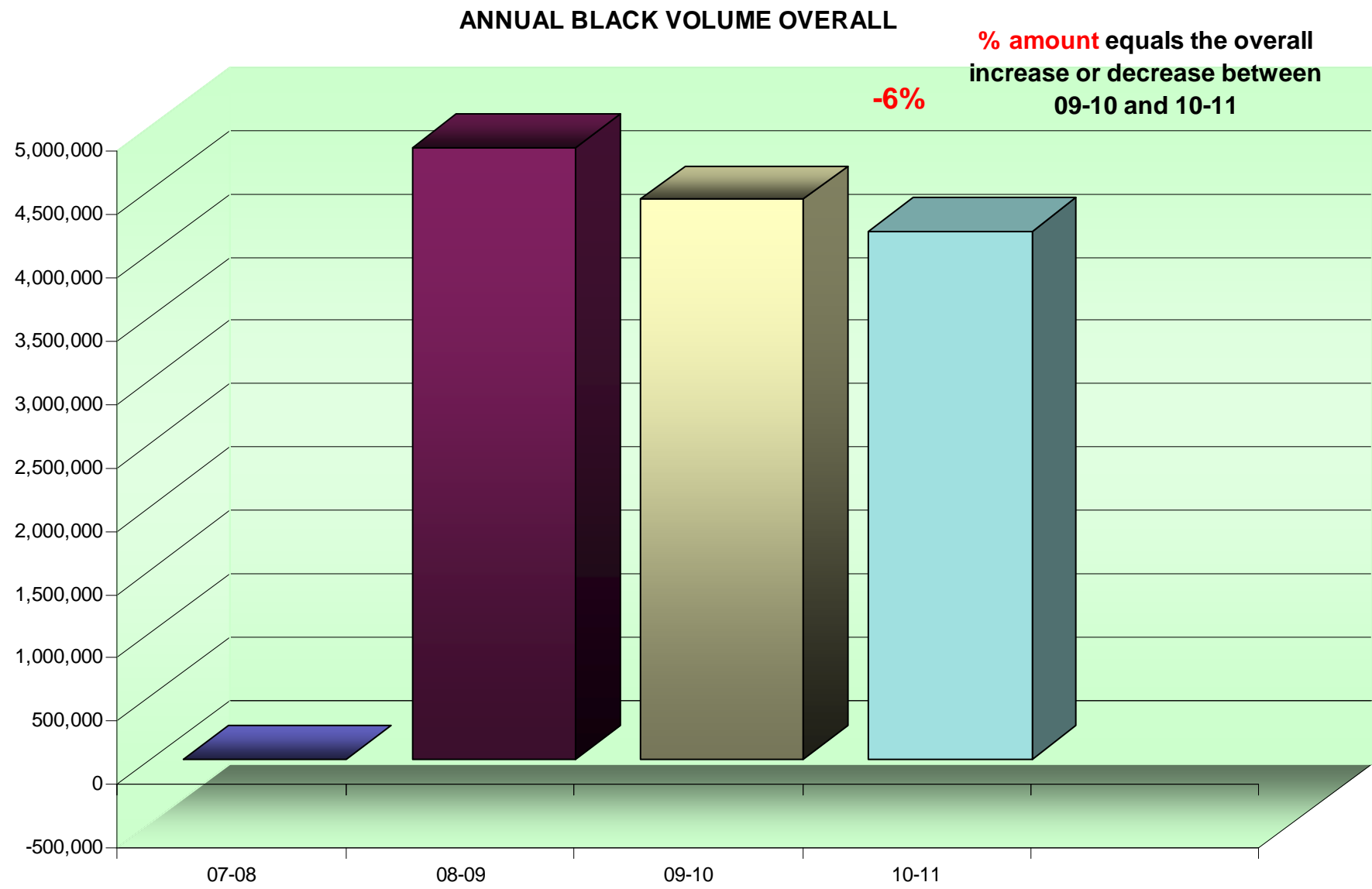
James,

No Major issues! Franklin Middle dropped dramatically in volume. Why? It may be wise to check the meters.

Next Upgrade should be scheduled in fall of 2013! Lease payments will be paid off.

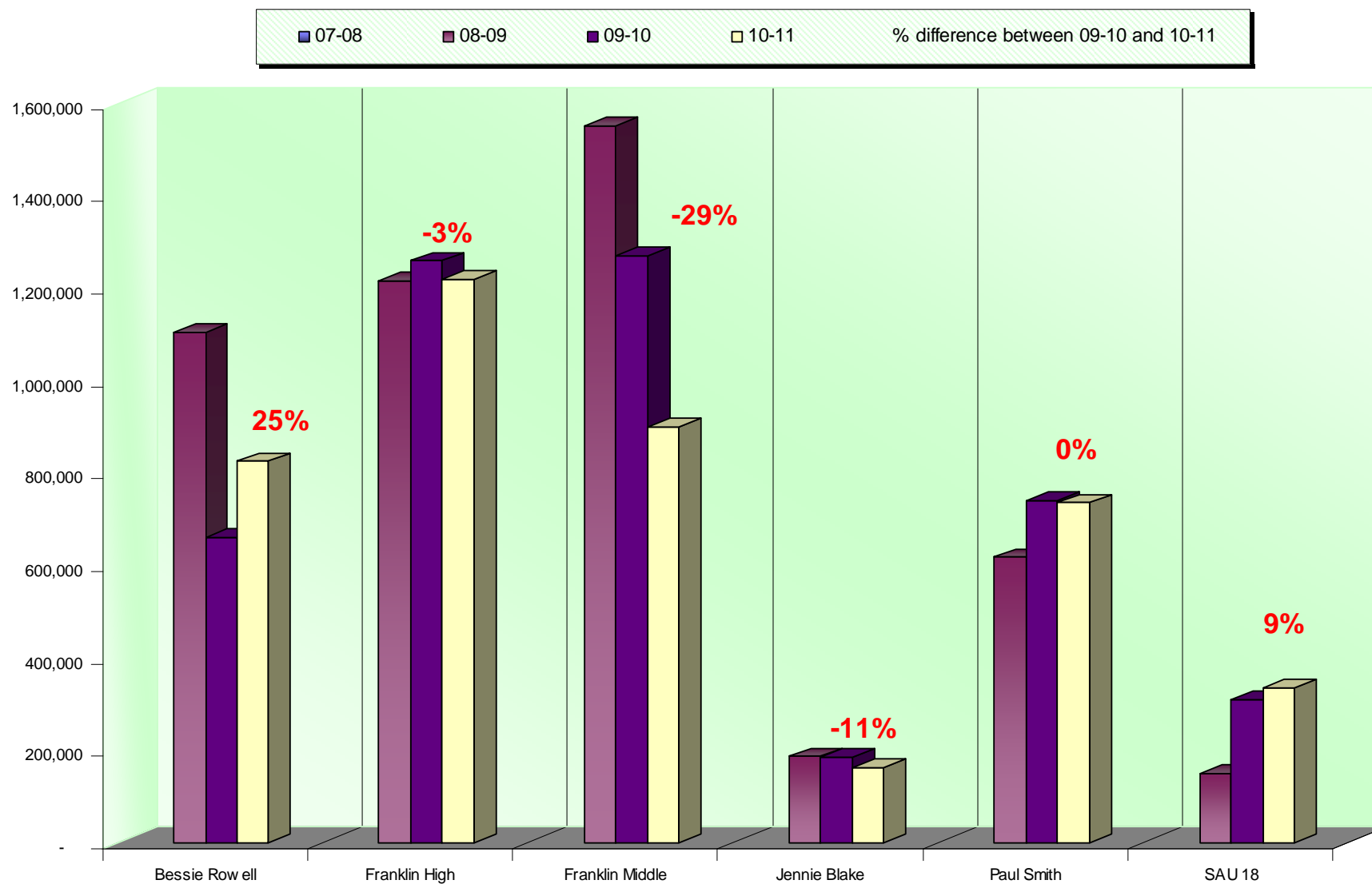
Skip

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.

ANNUAL BLACK VOLUME BY BUILDING



Average Student to Copy Usage – Black Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Bessie Rowell School	194	824,045	\$17,855.50	4,248	\$92.04
Franklin High	441	1,218,665	\$26,502.42	2,763	\$60.10
Franklin Middle	440	899,767	\$19,749.01	2,045	\$44.88
Jennie D. Blake School	81	162,967	\$3,539.04	2,012	\$43.69
Paul Smith School	315	734,693	\$15,938.18	2,332	\$50.60
SAU #18	0	334,971	\$7,280.16	0	\$0.00
Totals	1,471	4,175,108	\$90,864.32	2,838	\$61.77

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

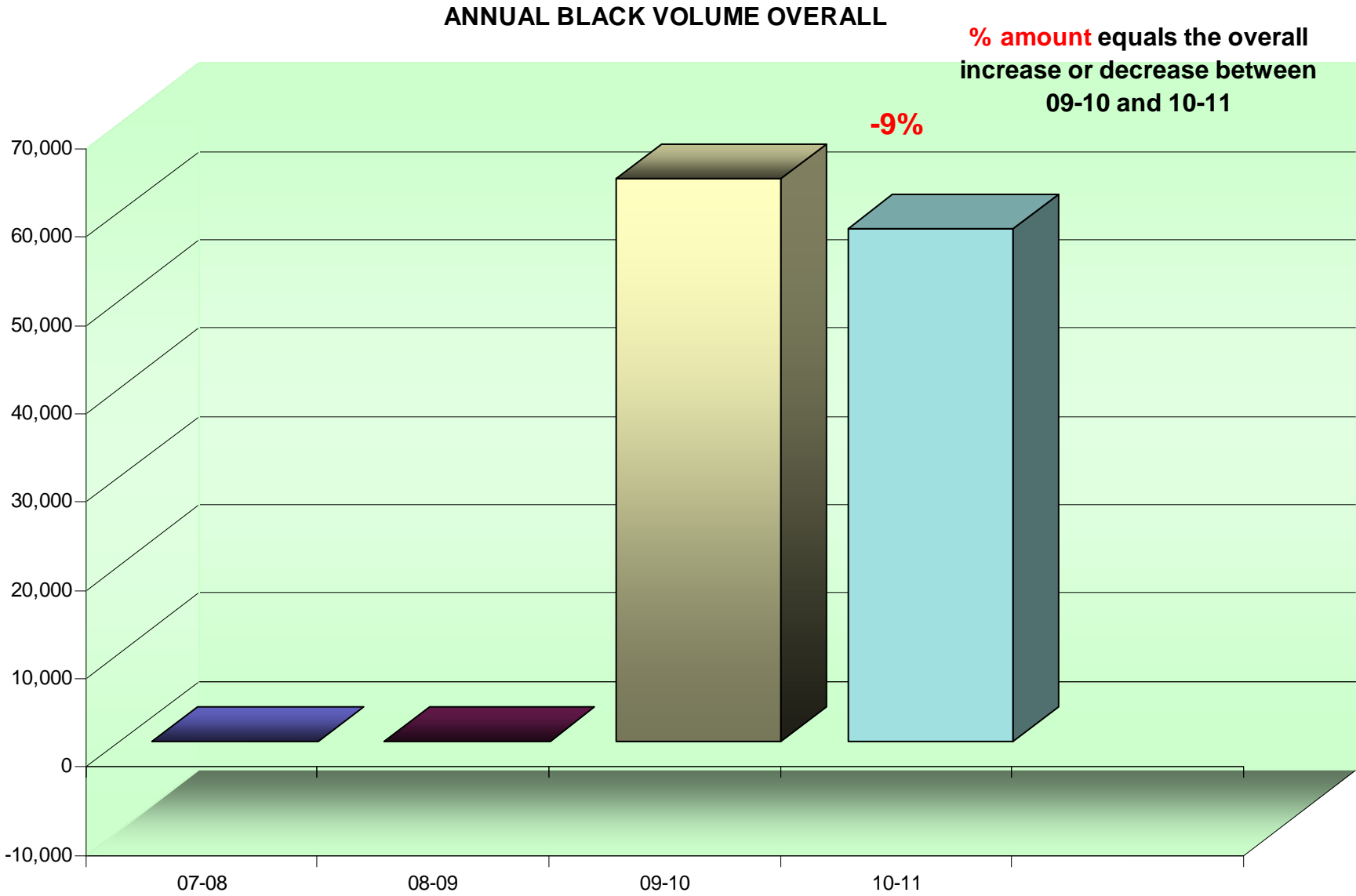
Cost Comparison Black Only

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.

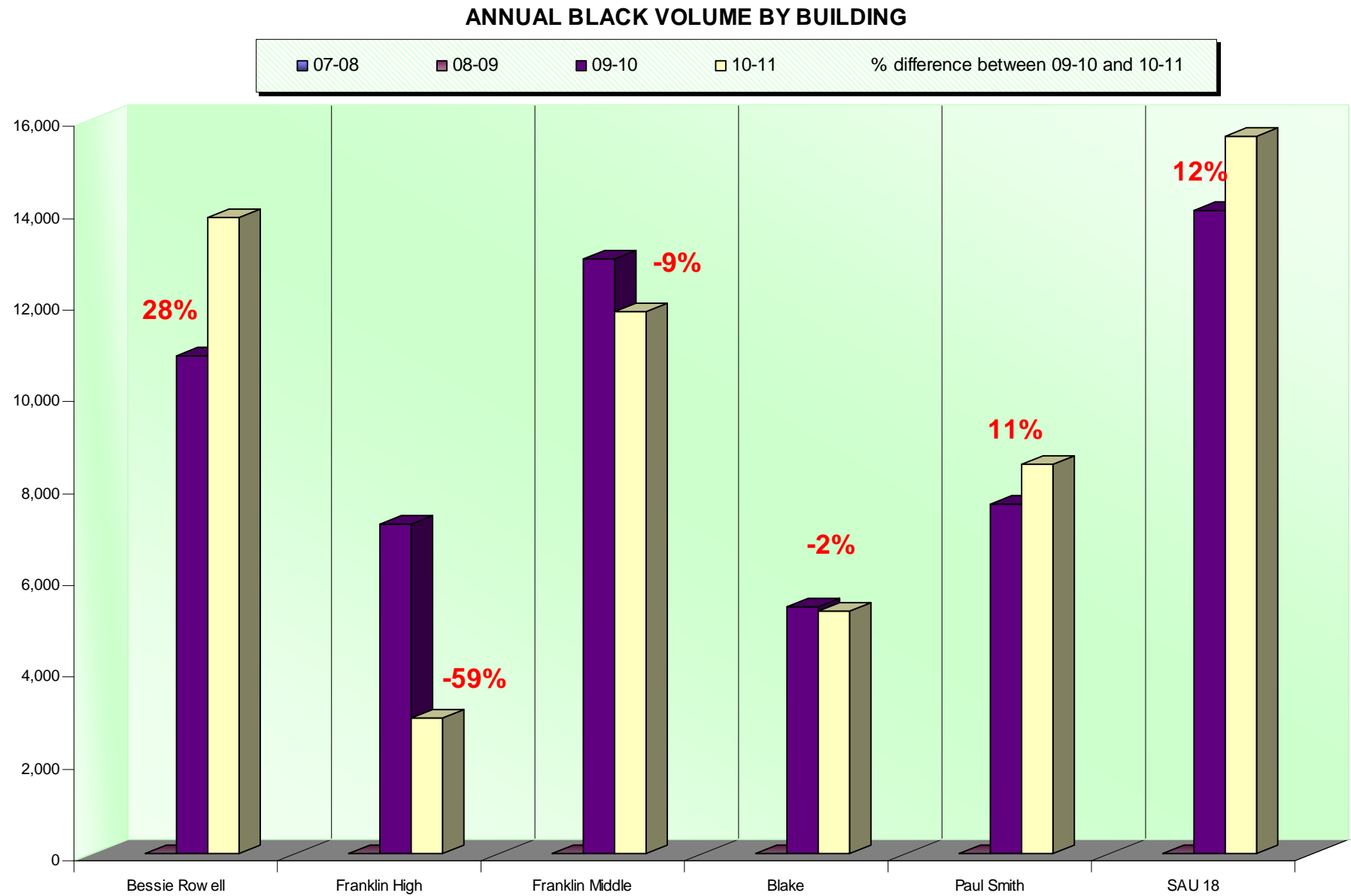
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	138,224	294,370,220	\$5,678,888.71	2,130	\$41.08

*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.

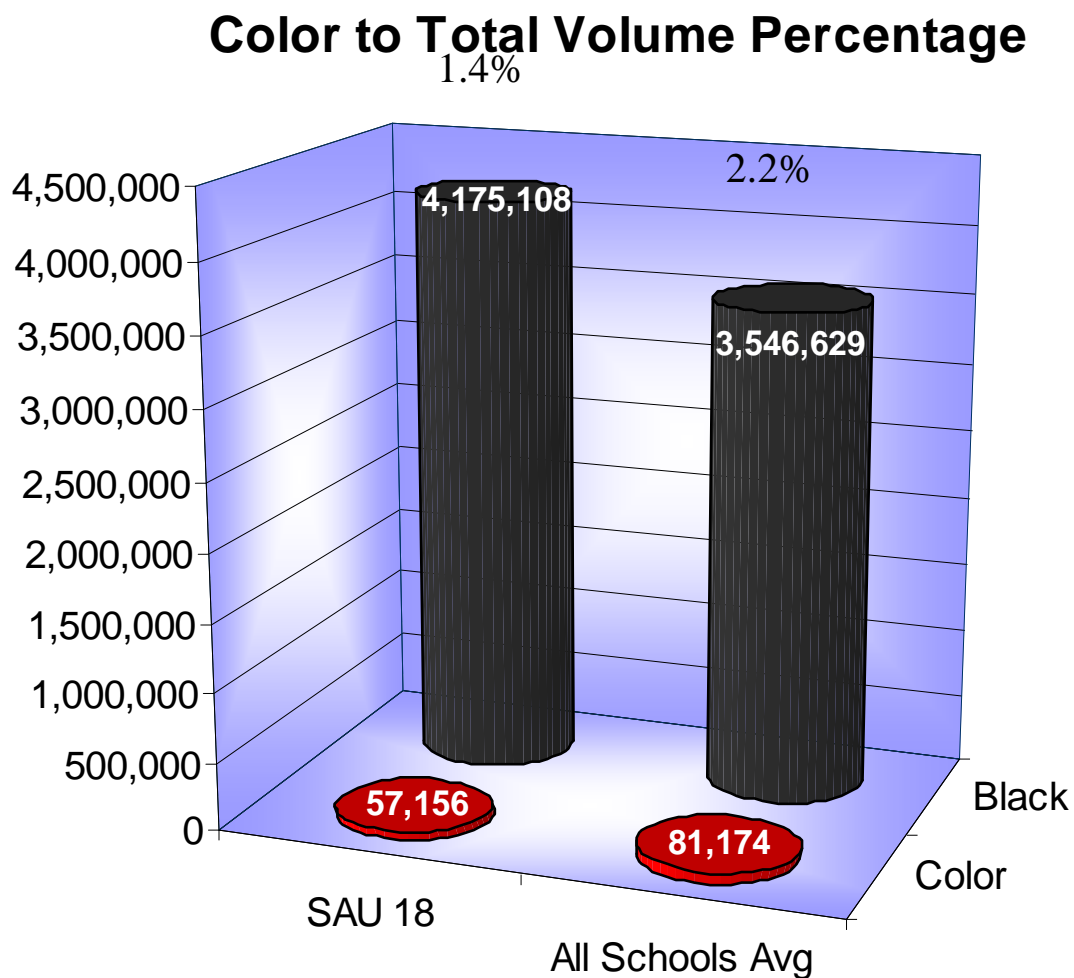


This report uses current trends for *color volume* to project future costs and potential equipment needs by building.



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>
Bessie Rowell School	194	13,876	\$799.84	72	\$4.12
Franklin High	441	2,967	\$171.02	7	\$0.39
Franklin Middle	440	11,814	\$680.98	27	\$1.55
Jennie D. Blake School	81	5,286	\$304.70	65	\$3.76
Paul Smith School	315	8,497	\$489.78	27	\$1.55
SAU #18	0	15,649	\$906.33	0	\$0.00
Totals	1,471	58,089	\$3,352.66	39	\$2.28

*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	138,224	6,737,445	\$556,969.76	49	\$4.03

*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: 6/1/2009

<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>7/1/2010</i> <i>Meter</i>	<i>6/30/2011</i> <i>Meter</i>	<i>2010/11</i> <i>Annual</i> <i>Volume</i>	<i>2011/12</i> <i>Projected</i> <i>Volume</i>	<i>Volume</i> <i>Difference</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Bessie Rowell School							
Library							
Konica Minolta BH40P 45 CPM	6,650	11,970	5,320	14,876	-9,556	\$0.007670	None at this time.
A0DX013002902 /						\$40.80	
1,000,000 / 03/2008	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
KMBS							
Main Office							
Konica Minolta BH421 45 CPM	73,538	155,915	82,377	88,103	-5,726	\$0.003990	None at this time.
A0R6011007825 / 87040353						\$328.68	
1,000,000 / 06/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Principal's Office							
Xerox 8860MFP 30 CPM Black & Color	1,441	3,508	2,067	15,000	-12,933	\$0.005010	None at this time.
HBB034145 /						\$10.36	
750,000 / 09/2007	10,848	24,724	13,876	0	13,876	\$0.05105	
Color Photocopier						\$708.37	
Connected 7/29/2014							
VARY							

Date of Last Upgrade: 6/1/2009

Make-Model / Speed
Serial Number / Vendor ID
Life / Intro Date
Connectivity / Printer Exp Date
Vendor

		2010/11	2011/12			
7/1/2010	6/30/2011	Annual	Projected	Volume	Cost/Copy	
Meter	Meter	Volume	Volume	Difference	Annual Cost	Recommendations

Bessie Rowell School

Special Ed Room

Konica Minolta BH751 75 CPM	252,438	583,936	331,498	400,000	-68,502	\$0.003990	None at this time.
A0PN011001095 / 87040365						\$1,322.68	
4,000,000 / 12/2008	0	0	0	0	0	\$0.000000	
Black Photocopier						\$0.00	
Connected							
KMBS							

Teachers' Room

Konica Minolta BH751 75 CPM	324,541	727,324	402,783	336,209	66,574	\$0.003990	None at this time.
A0PN011001474 / 87040364						\$1,607.10	
4,000,000 / 12/2008	0	0	0	0	0	\$0.000000	
Black Photocopier						\$0.00	
Connected							
KMBS							

Subtotals B&W	824,045	854,188	\$3,309.63
Subtotals Color	13,876	0	\$708.37

Date of Last Upgrade: 6/1/2009

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Franklin High							
Guidance Office							
Konica Minolta BH421 45 CPM	86,884	159,817	72,933	41,743	31,190	\$0.003990	None at this time.
A0R6011007819 / 82040356						\$291.00	
1,000,000 / 06/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Learning Lab							
Konica Minolta BH421 45 CPM	146,236	289,290	143,054	40,143	102,911	\$0.003990	None at this time.
A0R6011007826 / 87040352						\$570.79	
1,000,000 / 06/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Library							
Konica Minolta BH362 36 CPM	86,895	181,889	94,994	18,370	76,624	\$0.003990	None at this time.
A11U011000526 / 87040351						\$379.03	
750,000 / 02/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

Date of Last Upgrade: 6/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Franklin High							
Main Office							
Xerox 8860MFP 30 CPM Black & Color	4,828	6,052	1,224	30,000	-28,776	\$0.005010	None at this time.
HBB034470 /						\$6.13	
750,000 / 09/2007	5,742	8,709	2,967	0	2,967	\$0.05105	
Color Photocopier						\$151.47	
Connected 7/29/2014							
VARY							
Principal's Office							
Konica Minolta BH601 60 CPM	147,852	298,238	150,386	189,413	-39,027	\$0.003990	None at this time.
A0PP011003746 / 87040369						\$600.04	
3,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Room 119							
Konica Minolta BH751 75 CPM	220,714	466,094	245,380	400,000	-154,620	\$0.003990	None at this time.
A0PN011001455 / 87040367						\$979.07	
4,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

Date of Last Upgrade: 6/1/2009

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Franklin High							
Room 203							
Konica Minolta BH40P 45 CPM	6,277	12,867	6,590	12,638	-6,048	\$0.007670	None at this time.
A0DX013003061 /						\$50.55	
1,000,000 / 03/2008	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
KMBS							
Room 211							
Konica Minolta BH40P 45 CPM	7,396	15,193	7,797	12,638	-4,841	\$0.007670	None at this time.
A0DX013003125 /						\$59.80	
1,000,000 / 03/2008	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
KMBS							
Room 309							
Konica Minolta BH40P 45 CPM	16,911	36,226	19,315	12,638	6,677	\$0.007670	None at this time.
A0DX013003797 /						\$148.15	
1,000,000 / 03/2008	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
KMBS							

Date of Last Upgrade: 6/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Franklin High							
Teachers' Room							
Konica Minolta BH751 75 CPM	519,761	996,753	476,992	402,076	74,916	\$0.003990	None at this time.
A0PN011001433 / 87040378						\$1,903.20	
4,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Subtotals B&W			1,218,665	1,159,659		\$4,987.75	
Subtotals Color			2,967	0		\$151.47	

Date of Last Upgrade: 6/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Franklin Middle							
Lab Upstairs							
Konica Minolta BH40P 45 CPM	10,262	21,745	11,483	12,138	-655	\$0.007670	None at this time.
A0DX013003795 /						\$88.07	
1,000,000 / 03/2008	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
KMBS							
Main Office							
Xerox 8860MFP 30 CPM Black & Color	10,708	23,787	13,079	31,345	-18,266	\$0.005010	None at this time.
HBB034163 /						\$65.53	
750,000 / 09/2007	12,969	24,783	11,814	0	11,814	\$0.05105	
Color Photocopier						\$603.10	
Connected 7/29/2014							
VARY							
Principal's Office							
Konica Minolta BH501 50 CPM	159,403	318,443	159,040	201,714	-42,674	\$0.003990	None at this time.
A0R5011006933 / 87040348						\$634.57	
1,000,000 / 06/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

Date of Last Upgrade: 6/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Franklin Middle							
Special Education							
Konica Minolta BH421 45 CPM	81,856	156,178	74,322	100,000	-25,678	\$0.003990	None at this time.
A0R6011007853 / 87040357						\$296.54	
1,000,000 / 06/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Teachers' Room							
Konica Minolta BH920 92 CPM	1,172,324	1,444,808	272,484	471,394	-198,910	\$0.003990	None at this time.
57GE02019 /						\$1,087.21	
5,000,000 / 09/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected 8/31/2011							
KMBS							
Konica Minolta BH950 95 CPM	615,704	927,214	311,510	612,359	-300,849	\$0.003990	None at this time.
A0Y5011000644 / 87040459						\$1,242.92	
5,000,000 / 03/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

Date of Last Upgrade: 6/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Franklin Middle							
Tech Ed Room							
Konica Minolta BH40P 45 CPM	38,106	85,710	47,604	12,138	35,466	\$0.007670	None at this time.
A0DX013003796 /						\$365.12	
1,000,000 / 03/2008	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
KMBS							
Therapy Room							
Konica Minolta BH40P 45 CPM	10,600	20,845	10,245	12,139	-1,894	\$0.007670	None at this time.
A0DX013003800 /						\$78.58	
1,000,000 / 03/2008	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
KMBS							
Subtotals B&W			899,767	1,453,227		\$3,858.55	
Subtotals Color			11,814	0		\$603.10	

Drastic drop in Volume! Why?

Date of Last Upgrade: 6/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Jennie D. Blake School							
Main Office							
Konica Minolta BH501 50 CPM A0R5011006931 / 87040350 1,000,000 / 06/2008 Black Photocopier Connected	166,172	317,444	151,272	173,417	-22,145	\$0.003990 \$603.58	None at this time.
KMBS	0	0	0	0	0	\$0.00000 \$0.00	
Xerox 8860MFP 30 CPM Black & Color HBB034195 / 750,000 / 09/2007 Color Photocopier Connected 7/29/2014	16,907	28,602	11,695	12,474	-779	\$0.005010 \$58.59	None at this time.
VARY	5,386	10,672	5,286	0	5,286	\$0.05105 \$269.85	
Subtotals B&W			162,967	185,891		\$662.17	
Subtotals Color			5,286	0		\$269.85	

Date of Last Upgrade: 6/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Paul Smith School							
Book Room							
Konica Minolta BH751 75 CPM	516,099	1,001,050	484,951	356,242	128,709	\$0.003990	None at this time.
A0PN011001421 / 87040368						\$1,934.95	
4,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Main Office							
Xerox 8860MFP 30 CPM Black & Color	23,339	35,353	12,014	25,000	-12,986	\$0.005010	None at this time.
HBB034459 /						\$60.19	
750,000 / 09/2007	7,633	16,130	8,497	0	8,497	\$0.05105	
Color Photocopier						\$433.77	
Connected 7/29/2014							
VARY							
Multi-Purpose Room							
Konica Minolta BH40P 45 CPM	5,876	12,766	6,890	23,510	-16,620	\$0.007670	None at this time.
A0DX013003505 /						\$52.85	
1,000,000 / 03/2008	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
KMBS							

Date of Last Upgrade: 6/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Paul Smith School							
Principal's Office							
Konica Minolta BH421 45 CPM	81,480	162,817	81,337	99,384	-18,047	\$0.003990	None at this time.
A0R6011007865 / 87040349						\$324.53	
1,000,000 / 06/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Special Ed Room #214							
Konica Minolta BH751 75 CPM	111,990	261,491	149,501	350,000	-200,499	\$0.003990	None at this time.
A0PN011001261 / 87040366						\$596.51	
4,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Subtotals B&W			734,693	854,136		\$2,969.03	
Subtotals Color			8,497	0		\$433.77	

Date of Last Upgrade: 6/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
SAU #18							
Accounting Department							
Konica Minolta C353 35 CPM	15,000	37,568	22,568	23,465	-897	\$0.003990	None at this time.
A02E010017554 / 87040355						\$90.05	
750,000 / 12/2007	1,500	2,433	933	0	933	\$0.05550	
Color Photocopier						\$51.78	
Connected							
KMBS							
Bookkeeping John & Crystal							
Konica Minolta BH350 35 CPM	164,330	188,632	24,302	13,773	10,529	\$0.003990	None at this time.
30AE02320 / 87040375						\$96.96	
750,000 / 10/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

Date of Last Upgrade: 6/1/2009

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU #18							
Main Office							
Konica Minolta BH601 60 CPM A0PP011003747 / 87040371 3,000,000 / 12/2008 Black Photocopier Connected	290,285 0	548,800 0	258,515 0	252,800 0	5,715 0	\$0.003990 \$1,031.47 \$0.00000 \$0.00	None at this time.
KMBS							
Xerox 8860MFP 30 CPM Black & Color HBB034482 / 750,000 / 09/2007 Color Photocopier Connected 6/28/2014	6,109 5,684	27,087 13,707	20,978 8,023	25,000 0	-4,022 8,023	\$0.005010 \$105.10 \$0.05105 \$409.57	None at this time.
VARY							
Room 115C							
Xerox 8860MFP 30 CPM Black & Color HBB034144 / 750,000 / 09/2007 Color Photocopier Connected 7/29/2014	8,854 14,033	17,462 20,726	8,608 6,693	11,500 0	-2,892 6,693	\$0.005010 \$43.13 \$0.05105 \$341.68	None at this time.
VARY							
	Subtotals B&W		334,971	326,538		\$1,366.71	
	Subtotals Color		15,649	0		\$803.03	
District Wide Black Totals			4,175,108	4,833,639		\$17,153.84	
District Wide Color Totals			58,089	0		\$2,969.60	

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 6/1/2009. 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>
4,808,639	\$0.00809	\$0.00424	\$0.00385	\$18,513.26	\$92,566.30

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
Bessie Rowell School	824,045	\$3,417.45	\$4,088.91	\$10,349.14	\$17,855.50
Franklin High	1,218,665	\$5,150.25	\$6,047.02	\$15,305.15	\$26,502.42
Franklin Middle	899,767	\$3,984.23	\$4,464.64	\$11,300.13	\$19,749.00
Jennie D. Blake School	162,967	\$683.70	\$808.64	\$2,046.69	\$3,539.04
Paul Smith School	734,693	\$3,065.66	\$3,645.55	\$9,226.97	\$15,938.18
SAU #18	334,971	\$1,411.15	\$1,662.13	\$4,206.88	\$7,280.16
<i>Totals</i>	<i>4,175,108</i>	<i>\$17,712.45</i>	<i>\$20,716.89</i>	<i>\$52,434.98</i>	<i>\$90,864.31</i>

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. This year's increase was **3.2%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2010/11 Annual Volume</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Total Cost</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Projected Cost</i>
Konica-Minolta	Color Photocopier	22,568	\$0.00399	\$90.05	\$0.00412	\$92.98
Konica-Minolta	Black Photocopier	3,967,631	\$0.00399	\$15,830.85	\$0.00412	\$16,346.64
Konica-Minolta	Black Network Printer	108,354	\$0.00767	\$831.08	\$0.00792	\$858.16
Konica-Minolta	Black Network Printer	6,890	\$0.00767	\$52.85	\$0.00791	\$54.50
Vary Technologies	Color Photocopier	69,665	\$0.00501	\$349.02	\$0.00517	\$360.17
<i>Totals and Averages</i>		<i>4,175,108</i>	<i>\$0.00411</i>	<i>\$17,153.84</i>	<i>\$0.00424</i>	<i>\$17,712.45</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
Bessie Rowell School	13,876	\$730.99	\$68.85	\$799.84
Franklin High	2,967	\$156.30	\$14.72	\$171.02
Franklin Middle	11,814	\$622.36	\$58.62	\$680.98
Jennie D. Blake School	5,286	\$278.47	\$26.23	\$304.70
Paul Smith School	8,497	\$447.62	\$42.16	\$489.78
SAU #18	15,649	\$828.68	\$77.65	\$906.33
<i>Totals</i>	<i>58,089</i>	<i>\$3,064.42</i>	<i>\$288.24</i>	<i>\$3,352.66</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. This year's increase was **3.2%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2010/11 Annual Volume</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Actual Cost</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Projected Cost</i>
Konica-Minolta Business Solutions	Color	933	\$0.05550	\$51.78	\$0.05728	\$53.44
Vary Technologies	Color Photocopier	57,156	\$0.05105	\$2,917.81	\$0.05268	\$3,010.98
<i>Totals and Averages</i>		<i>58,089</i>	<i>\$0.05112</i>	<i>\$2,969.60</i>	<i>\$0.05275</i>	<i>\$3,064.42</i>

Reprographic Equipment Assessment

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

Total # of Units	35
# of Units on Lease	34
# of Units Owned	1
Lease Company	Northway Bank
Lease Start Date	6/1/2009
Lease End Date	8/1/2013
Term	5 Annual
Annual Payment usually due on 8/1	\$52,434.98
Remaining Payments	2

**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 #
Bessie Rowell School	Konica Minolta	BH751	A0PN011001095
Bessie Rowell School	Konica Minolta	BH40P	A0DX013002902
Bessie Rowell School	Konica Minolta	BH751	A0PN011001474
Bessie Rowell School	Konica Minolta	BH421	A0R6011007825
Bessie Rowell School	Xerox	8860MFP	HBB034145
Franklin High	Konica Minolta	BH40P	A0DX013003797
Franklin High	Konica Minolta	BH421	A0R6011007826
Franklin High	Konica Minolta	BH362	A11U011000526
Franklin High	Konica Minolta	BH40P	A0DX013003061
Franklin High	Konica Minolta	BH40P	A0DX013003125
Franklin High	Konica Minolta	BH601	A0PP011003746
Franklin High	Konica Minolta	BH751	A0PN011001433
Franklin High	Konica Minolta	BH751	A0PN011001455
Franklin High	Konica Minolta	BH421	A0R6011007819
Franklin High	Xerox	8860MFP	HBB034470
Franklin Middle	Konica Minolta	BH40P	A0DX013003800
Franklin Middle	Konica Minolta	BH40P	A0DX013003795
Franklin Middle	Konica Minolta	BH40P	A0DX013003796
Franklin Middle	Konica Minolta	BH501	A0R5011006933
Franklin Middle	Konica Minolta	BH421	A0R6011007853
Franklin Middle	Konica Minolta	BH950	A0Y5011000644
Franklin Middle	Konica Minolta	BH920	57GE02019
Franklin Middle	Xerox	8860MFP	HBB034163
Jennie D. Blake School	Konica Minolta	BH501	A0R5011006931
Jennie D. Blake School	Xerox	8860MFP	HBB034195
Paul Smith School	Konica Minolta	BH40P	A0DX013003505

Building	Make	Model	Serial #
Paul Smith School	Konica Minolta	BH751	A0PN011001261
Paul Smith School	Konica Minolta	BH421	A0R6011007865
Paul Smith School	Konica Minolta	BH751	A0PN011001421
Paul Smith School	Xerox	8860MFP	HBB034459
SAU #18	Konica Minolta	C353	A02E010017554
SAU #18	Konica Minolta	BH350	30AE02320
SAU #18	Konica Minolta	BH601	A0PP011003747
SAU #18	Xerox	8860MFP	HBB034144

Owned Equipment

Equipment currently owned by client.

Building	Make	Model	Serial #
SAU #18	Xerox	8860MFP	HBB034482

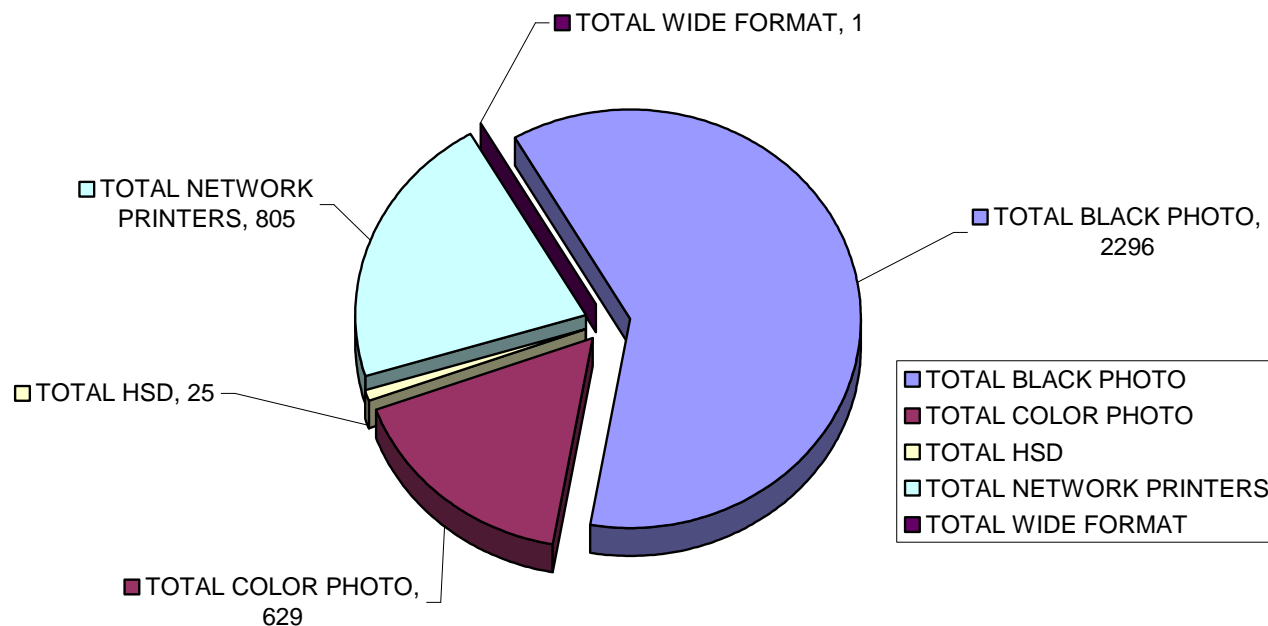
NOTE: With your next upgrade, your current Leased Equipment would be listed as Owned, and any new equipment would be listed as Leased. Your current Owned Equipment would be traded out.

Active Reprographic Equipment & Manufacturers

SPC currently maintains 3,756 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

- Current Manufacturers Represented (12):**
- Canon
 - Gestetner
 - Hewlett-Packard
 - Konica-Minolta
 - Kyocera
 - Lexmark
 - Océ
 - Ricoh
 - Risograph
 - Samsung
 - Savin
 - Sharp
 - Toshiba
 - Xerox



Total Number of Active Equipment is 3,756

Current Vendors Represented (18):

- **A-COPI**
- Catamount/Lockrows
- Conway
- **Ikon - Ricoh**
- **KMBS**
- **Levesque**
- Lyndonville
- **Océ**
- Offtech New England
- Spillers
- SymQuest
- Toshiba
- UBM
- **Vary Tech**
- Xerox

Those marked in bold have won bids in the last 12 months.

Improved SPC Services

Print Management Software 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.

In 2009 we have contracted with Vary Technologies who will offer to personally install this Print Management Software for free (MAC or PC environment). In addition, they are able to service, on a cost-per-print basis, all of your legacy printers including HP, Lexmark and Brother. Vary Technologies was first contacted by Xerox on behalf of SPC clients to service all of the solid ink color units as a local service provider in an effort to improve the overall response time and reliability. As a side benefit, Vary will be able to fill a void for servicing all of our low-volume legacy printers on a cost-per-print basis that includes...

- Service
- Supplies
- Equipment

Vary Technologies will be able to provide this service at a lower cost than what most clients are paying just for supplies. This should improve the quality of service and equipment at thousands of dollars less each year!

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:	_____