



Specialized Purchasing Consultants

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Gorham, NH 03581

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www.spccopypro.com

2015-2016 Annual Report

Year - End Photocopier Analysis

With projected costs for 2016-17

Amanda Bergquist
NHSAU 18 - Franklin Hill School
District
119 Central Street
Franklin, NH 03235



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

September 2016

Skip Tilton
President

Corporate Office:
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Gorham, NH 03581
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Amanda Bergquist
NHSAU 18 - Franklin Hill School District
119 Central Street
Franklin, NH 03235

Dear Amanda:

VISIT US ON THE WEB:
www.spccopypro.com

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is **now 7 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

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

Again, we appreciate the opportunity to continue to provide you with the best possible pricing, service, and equipment. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton
President

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The SPC Team...

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



Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 87 clients (3,800+ machines with 1.6 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



Sue Penney

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Alex Webster

Director of Customer Relations

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



Robert B. Dutil

Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Rachel Guay

Accounting Coordinator

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



The SPC Team Continued....



Pamela Weed

Client-Vendor Relations

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

clients and vendors to ensure smooth transitions or quick resolutions.

Joel Heffernan

Field Representative – Client Relations

As Field Representative for SPC, I reach out to the customer to offer help as needed in and during the installation of equipment change over and in assisting in each event.

Also, I bring to this company over forty years in the Copier/Printer industry. It is my goal to assure our clients a pleasant experience in using SPC's services.



Equipment Health Status

Total Number of Machines:	61
Total Black Photocopiers	14
Total Color Photocopiers	10
Total Black Network Printers	35
Total Color Network Printers	2
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	0
# of Units Overused:	0
# of Units Underused:	2
Commencement Date:	5/1/2014
# of Annual Payments Left on Lease	N/A
All Warranties and Service Contracts Expire:	6/30/2019
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 Amanda,

There are 0 machines that are getting up in age. Your Warranty and Service & Supply contracts end on 6/30/2019. I would start looking at an upgrade starting in the Spring of 2018 in order to stay ahead of the reliability curve.

It is important to not ignore machines that are being overused or underused. In your case, we have 0 machines being overused and 2 that are being underused. One of our responsibilities as a consultant firm is to make sure you maximize your capital investment as well as minimize the cost of operation on your service contracts.

Sincerely, Skip

Warranty Progress Report

For Year 2015-2016

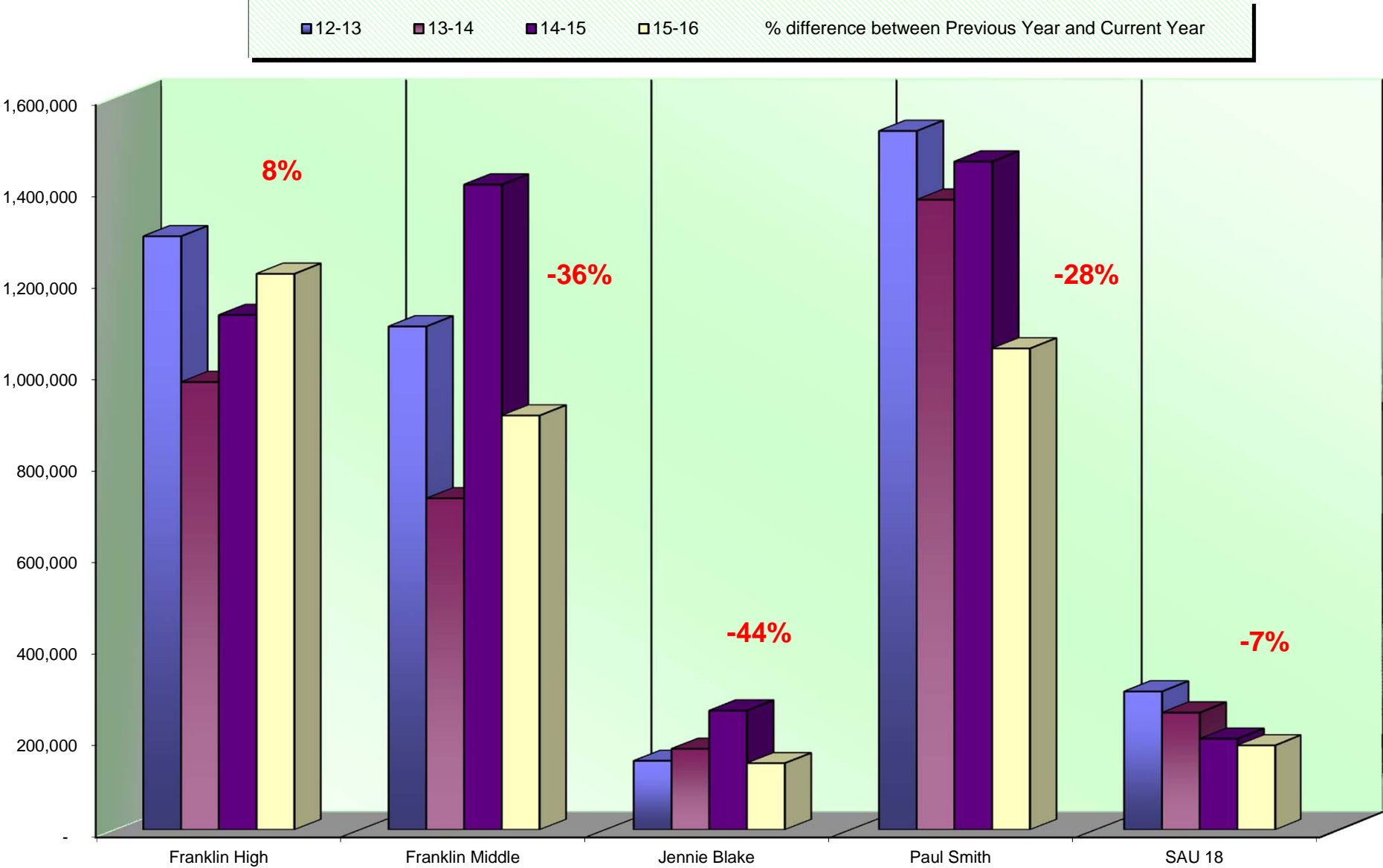
*Equipment Details***Jennie D. Blake School****Room 124 Teachers' Room**

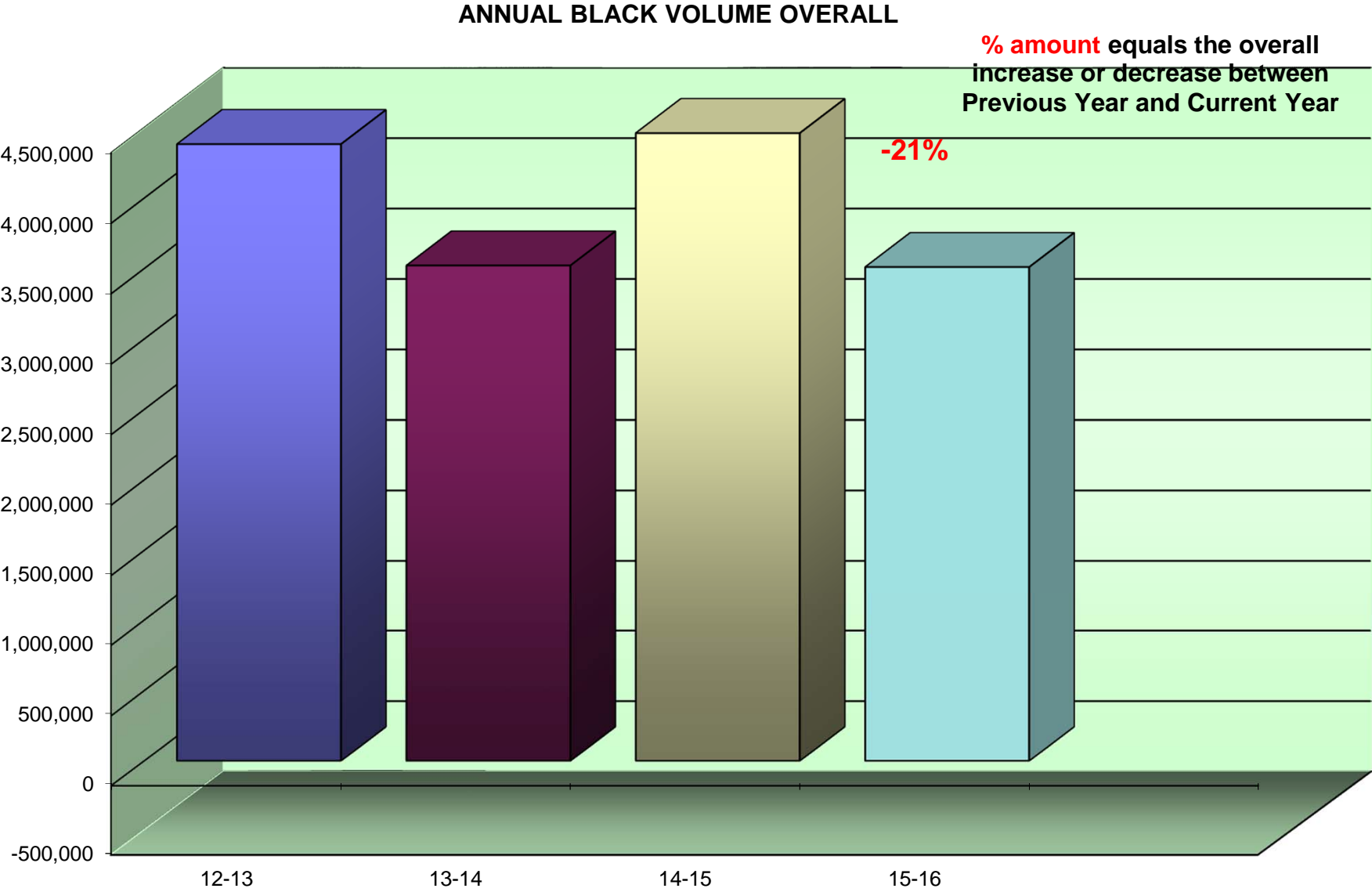
		<i>Black Meter & Volume</i>	<i>Color Meter & Volume</i>
Konica Minolta BH654	<i>Begin Date:</i> 7/1/2015	<i>Begin Meter</i> 35,873	
A5YN017004713	<i>End Date:</i> 6/30/2016	<i>End Meter</i> 131,002	
KMBS - 9348 5784		<i>Black Volume:</i> 95,129	

Model Intro Date: 2/1/2013

<i>Date</i>	<i>Comments</i>
3/3/2015	Warranty replacement for A5YN017001782 following CEC complaint.
9/6/2015	Client experiencing serious issues with replacement copier; sent information to vendor to resolve.
10/26/2015	Vendor stated tech did firmware upgrade and replaced a board. No additional calls since then. Requested sign-off on old complaint for previous copier to close out.
10/26/2015	Client did not formally sign the complaint release, but he did state in an e-mail "The ticken can be closed." is comment was that he had not received any complaints from the staff and even after checking in a few times, no problems have been reported.

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>
Franklin High	427	1,215,191	\$25,827.71	2,846	\$60.49
Franklin Middle	319	906,238	\$19,356.25	2,841	\$60.68
Jennie D. Blake School	65	147,912	\$3,137.42	2,276	\$48.27
Paul Smith School	364	1,052,529	\$22,247.96	2,892	\$61.12
SAU #18	0	187,438	\$4,013.03	0	\$0.00
Totals	1,175	3,509,308	\$74,582.37	2,987	\$63.47

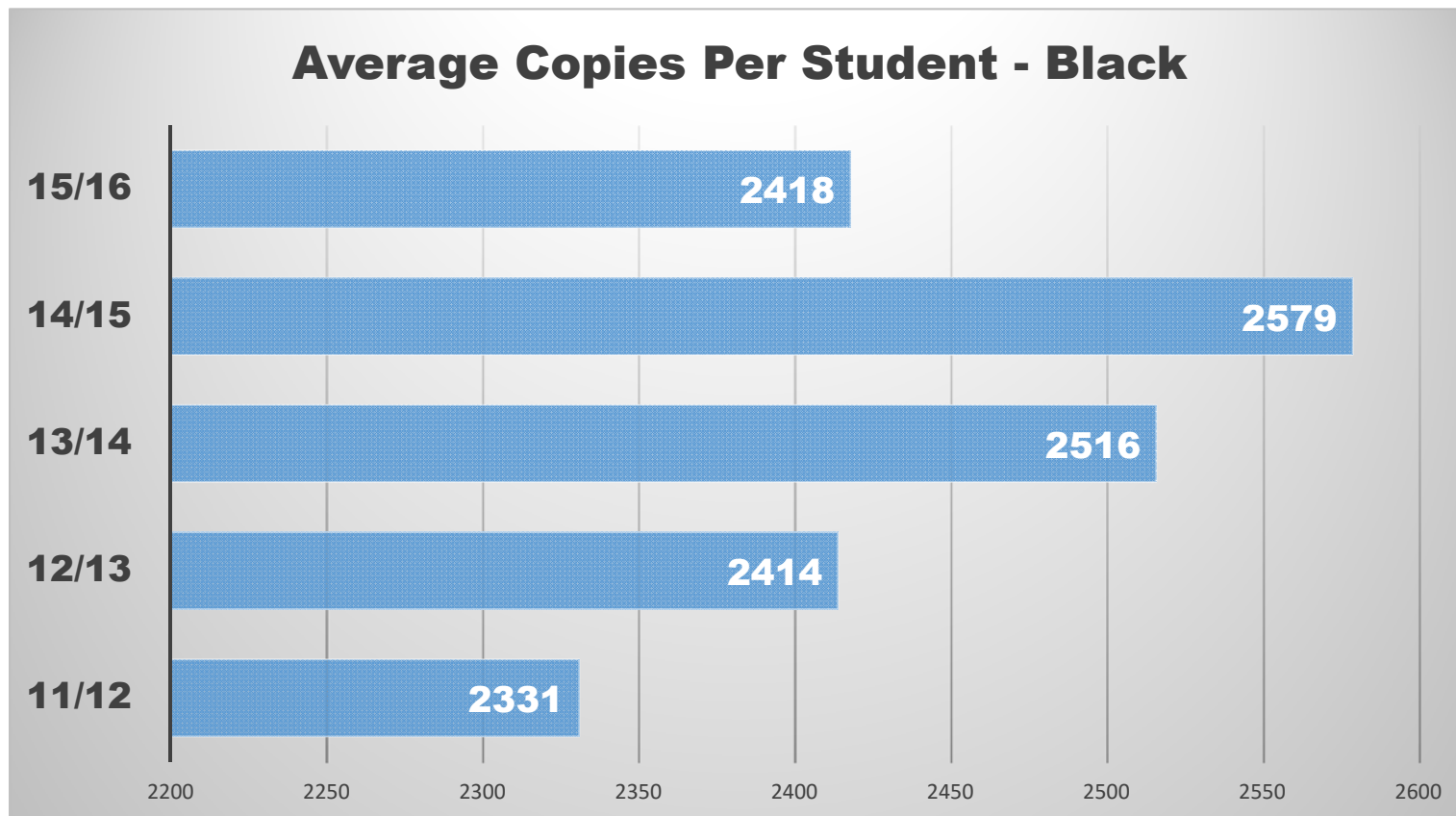
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black

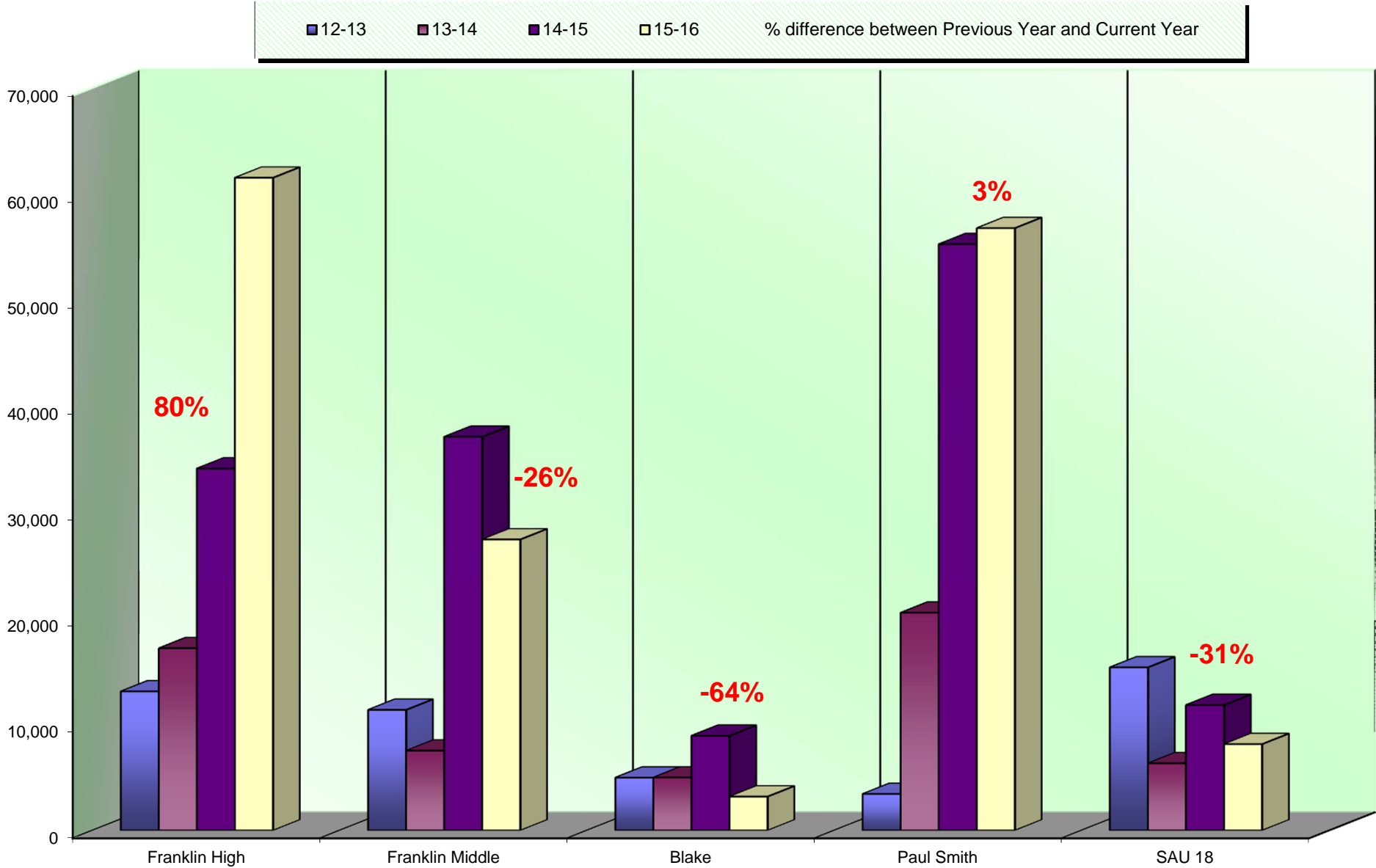
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

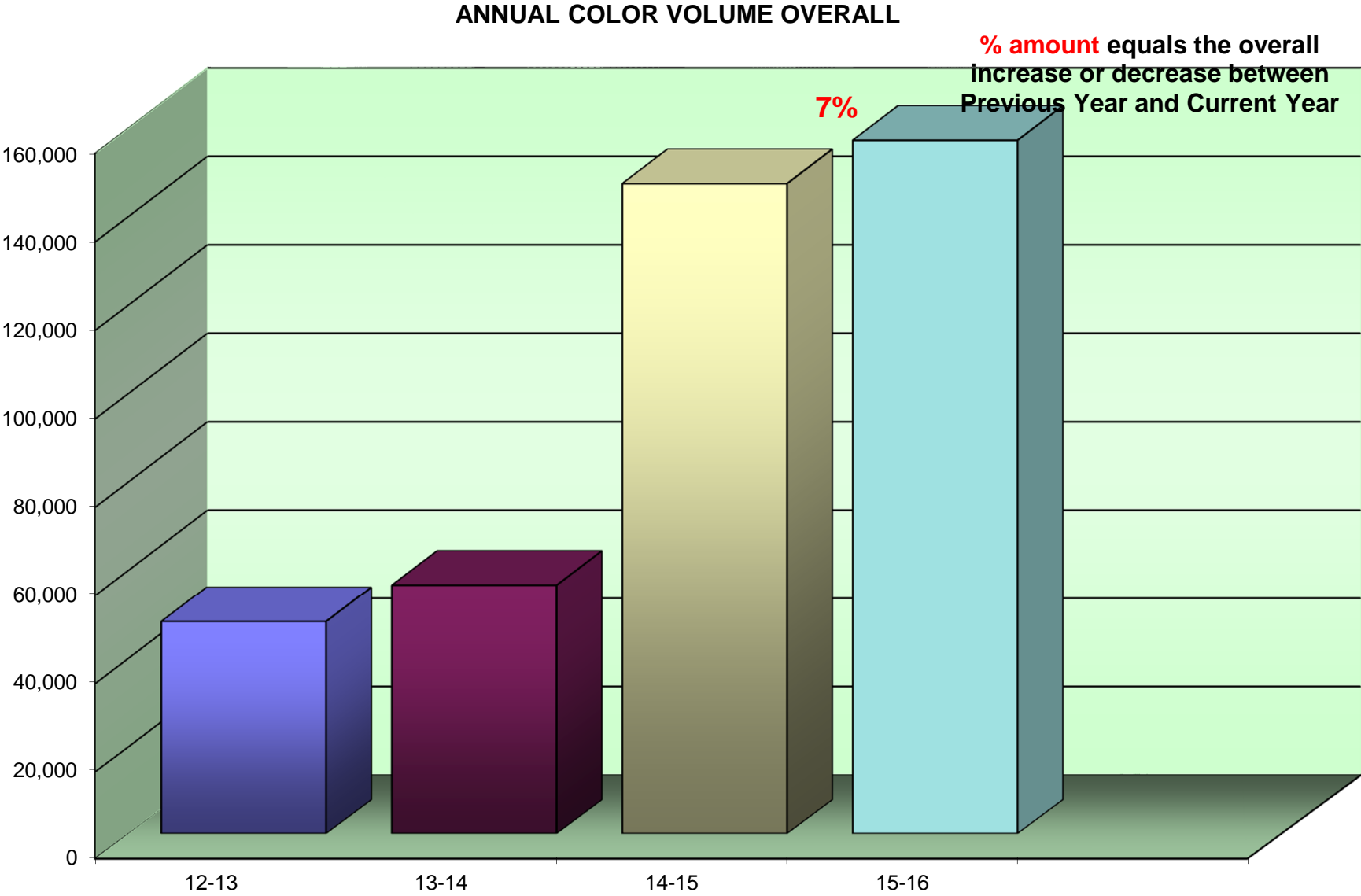
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	108,464	262,254,700	\$4,909,783	2,418	\$45.27

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



ANNUAL COLOR VOLUME BY BUILDING





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>
Franklin High	427	61,560	\$3,122.37	144	\$7.31
Franklin Middle	319	27,495	\$1,387.12	86	\$4.35
Jennie D. Blake School	65	3,196	\$161.24	49	\$2.48
Paul Smith School	364	56,815	\$2,899.50	156	\$7.97
SAU #18	0	8,152	\$411.27	0	\$0.00
Totals	1,175	157,218	\$7,981.50	134	\$6.79

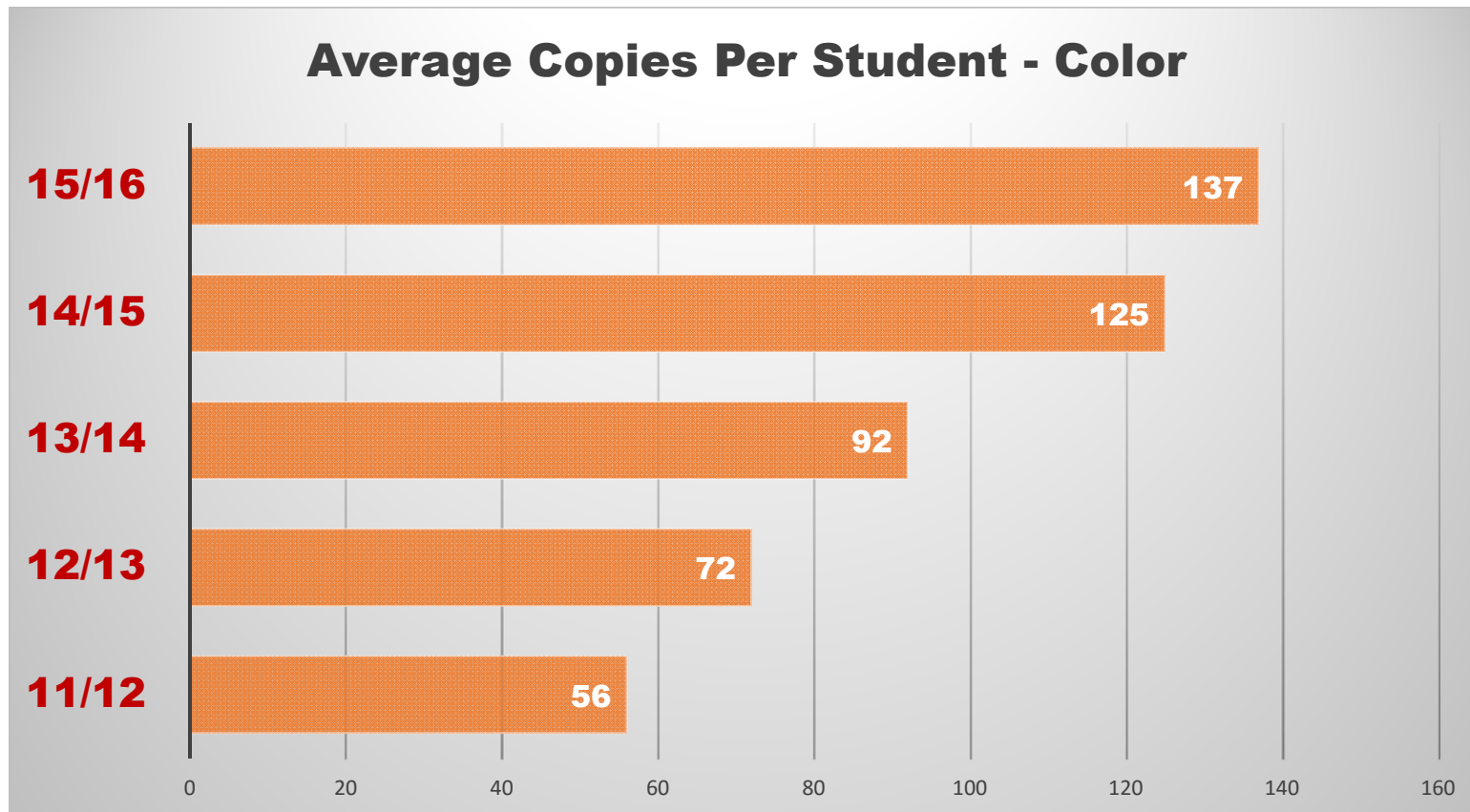
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

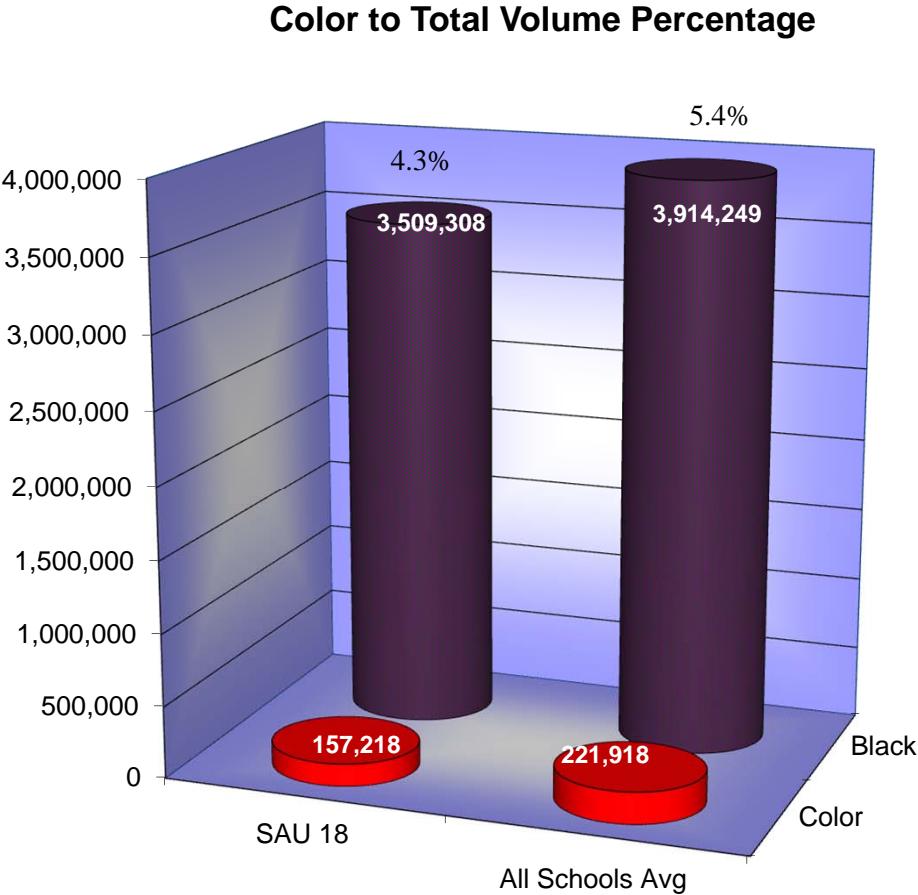
Cost Comparison – Color

This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	108,464	14,868,490	\$787,820	137	\$7.25

**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.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 5/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
FRANKLIN HIGH					
Adult Ed Classroom					
Konica Minolta BH3300P / 35 PPM A63P011003020 / 750,000 / 04/2013 Black Network Printer	0 0	4,895 0	4,895 0	\$0.006130 \$30.01 \$0.00000 \$0.00	None at this time.
KMBS					
Alt Ed - St. Paul's Church					
Konica Minolta BH4000P / 42 PPM A63R011004663 / 88024412 1,000,000 / 04/2013 Black Network Printer	8,395 0	12,981 0	4,586 0	\$0.006130 \$28.11 \$0.00000 \$0.00	None at this time.
KMBS					

Date of Last Upgrade: 5/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
FRANKLIN HIGH					
Guidance Office					
Konica Minolta BH554E / 55 PPM A61D011002491 / 93576378 3,000,000 / 10/2013 Black Photocopier	51,515 0	101,968 0	50,453 0	\$0.003900 \$196.77 \$0.00000 \$0.00	None at this time.
KMBS					
Main Office Workroom					
Konica Minolta BHC554 / 55 PPM A5AY011007221 / 93575108 3,000,000 / 08/2012 Color Photocopier	120,865 10,252	247,854 29,505	126,989 19,253	\$0.003900 \$495.26 \$0.04995 \$961.69	None at this time.
KMBS					
Room 104A Cooking Room					
Konica Minolta MC 3730 / 25 PPM A0VD017300323 / 88024410 500,000 / 11/2010 Color Network Printer	365 730	1,352 3,350	987 2,620	\$0.006130 \$6.05 \$0.05625 \$147.38	None at this time.
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 5/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
FRANKLIN HIGH						
Room 115A Tech Office						
Konica Minolta BHC3350 / 35 PPM	5,922	9,668	3,746	\$0.003900	None at this time.	
A4Y4011003102 / 93575078				\$14.61		
750,000 / 01/2014	3,332	6,394	3,062	\$0.04995		
Color Laser MFP				\$152.95		
KMBS						
Room 115B						
Konica Minolta BH3300P / 35 PPM	2,190	3,805	1,615	\$0.006130	None at this time.	
A63P011001240 / 88024407				\$9.90		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Room 119 Copy Room Downstairs						
Konica Minolta BH754 / 75 PPM	204,198	480,117	275,919	\$0.003900	None at this time.	
A55V017000830 / 93424756				\$1,076.08		
4,000,000 / 03/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 5/1/2014</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
FRANKLIN HIGH					
Room 124 Music Room					
Konica Minolta BH3300P / 35 PPM	1,460	4,165	2,705	\$0.006130	None at this time.
A63P011001239 / 88024408				\$16.58	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 206 Teachers Room Upstairs					
Konica Minolta BH754 / 75 PPM	366,875	830,509	463,634	\$0.003900	None at this time.
A55V017001603 / 93576345				\$1,808.17	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 209					
Konica Minolta BH3300P / 35 PPM	5,840	9,890	4,050	\$0.006130	None at this time.
A63P011001234 / 88024409				\$24.83	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 5/1/2014</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
FRANKLIN HIGH					
Room 218 District Special Ed Office					
Konica Minolta BH454E / 45 PPM	43,120	80,544	37,424	\$0.003900	None at this time.
A61E011005275 / 93575569				\$145.95	
1,000,000 / 11/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 227 Nurse					
Konica Minolta BH3300P / 35 PPM	730	1,256	526	\$0.006130	None at this time.
A63P011001221 / 93424734				\$3.22	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 255 Library					
Konica Minolta BHC454 / 45 PPM	54,435	149,631	95,196	\$0.003900	None at this time.
A5C0011011210 / 93576380				\$371.26	
1,000,000 / 07/2012	17,570	54,195	36,625	\$0.04995	
Color Photocopier				\$1,829.42	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 5/1/2014</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
FRANKLIN HIGH					
Room 256 Library Office					
Konica Minolta BH3300P / 35 PPM	365	456	91	\$0.006130	Underused!
A63P011001235 / 88024406				\$0.56	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 300 Lab					
Konica Minolta BH4000P / 42 PPM	10,220	28,340	18,120	\$0.006130	None at this time.
A63R011004657 / 88024414				\$111.08	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 302 Plato Lab					
Konica Minolta BH4000P / 42 PPM	5,110	12,026	6,916	\$0.006130	None at this time.
A63R011004667 / 88024415				\$42.40	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 5/1/2014</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
FRANKLIN HIGH					
Room 304 WIA Program					
Konica Minolta BH3300P / 35 PPM	1,825	7,181	5,356	\$0.006130	None at this time.
A63P011000501 / 88024413				\$32.83	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 307					
Konica Minolta BH4000P / 42 PPM	6	3,433	3,427	\$0.006130	None at this time.
A63R011004669 / 88024411				\$21.01	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 310 Science					
Konica Minolta BH4000P / 42 PPM	18,980	40,180	21,200	\$0.006130	None at this time.
A63R011004658 / 93576135				\$129.96	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

					Date of Last Upgrade: 5/1/2014
Make-Model / Speed					
Serial Number / Vendor ID			2015-16		
Life / Intro Date	7/1/2015	6/30/2016	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	Recommendations
FRANKLIN HIGH					
Room 312 Learning Lab					
Konica Minolta BH754 / 75 PPM	111,339	133,956	22,617	\$0.003900	None at this time.
A55V017001529 / 93576347				\$88.21	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Special Ed Office					
Konica Minolta BH554E / 55 PPM	42,390	106,546	64,156	\$0.003900	None at this time.
A61D011001579 / 93575106				\$250.21	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Tornado Café School Store					
Konica Minolta BH3300P / 35 PPM	730	1,313	583	\$0.006130	None at this time.
A63P011001248 / 88024405				\$3.57	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Subtotals Black			1,215,191	\$4,906.62	
Subtotals Color			61,560	\$3,091.43	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 5/1/2014</i>	
	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
FRANKLIN MIDDLE						
<i>Assistant Principal</i>						
Konica Minolta BH3300P / 35 PPM	3,285	5,248	1,963	\$0.006130	None at this time.	
A63P011001231 / 88024425				\$12.03		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
<i>Copy Room Down</i>						
Konica Minolta BH654 / 65 PPM	252,995	495,954	242,959	\$0.003900	None at this time.	
A5YN017001980 / 93575073				\$947.54		
3,000,000 / 02/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
<i>Food Service Director</i>						
Konica Minolta BH3300P / 35 PPM	6,935	13,593	6,658	\$0.006130	None at this time.	
A63P011001219 / 88024426				\$40.81		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 5/1/2014</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
FRANKLIN MIDDLE					
<i>Guidance Office</i>					
Konica Minolta BHC3350 / 35 PPM	8,475	21,980	13,505	\$0.003900	None at this time.
A4Y4011002429 / 93576357				\$52.67	
750,000 / 01/2014	11,377	16,056	4,679	\$0.04995	
Color Laser MFP				\$233.72	
KMBS					
<i>Guidance Office Lower Level</i>					
Konica Minolta BH3300P / 35 PPM	1,095	2,384	1,289	\$0.006130	None at this time.
A63P011001237 / 88024427				\$7.90	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<i>Library</i>					
Konica Minolta BH754 / 75 PPM	72,047	133,852	61,805	\$0.003900	None at this time.
A55V017001530 / 93576346				\$241.04	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 5/1/2014</i>	
<i>Serial Number / Vendor ID</i>						
<i>Life / Intro Date</i>						
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
FRANKLIN MIDDLE						
<i>Library Side Office</i>						
Konica Minolta BH3300P / 35 PPM	1,095	1,542	447	\$0.006130	None at this time.	
A63P011001113 / 88024428				\$2.74		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
<i>Main Office</i>						
Konica Minolta BHC554 / 55 PPM	214,060	292,443	78,383	\$0.003900	None at this time.	
A5AY011007262 / 93576381				\$305.69		
3,000,000 / 08/2012	24,516	47,332	22,816	\$0.04995		
Color Photocopier				\$1,139.66		
KMBS						
<i>Nurse's Office</i>						
Konica Minolta BH3300P / 35 PPM	365	753	388	\$0.006130	None at this time.	
A63P011001669 /				\$2.38		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 5/1/2014</i>	
	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
FRANKLIN MIDDLE						
Principal's Office						
Konica Minolta BH3300P / 35 PPM	4,380	8,932	4,552	\$0.006130	None at this time.	
A63P011001232 / 93424732				\$27.90		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Room 239 Special Ed Therapy						
Konica Minolta BH454E / 45 PPM	93,465	156,920	63,455	\$0.003900	None at this time.	
A61E011004020 / 93576382				\$247.47		
1,000,000 / 11/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Room 505						
Konica Minolta BH3300P / 35 PPM	9,125	17,007	7,882	\$0.006130	None at this time.	
A63P011001236 / 88024430				\$48.32		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 5/1/2014</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
FRANKLIN MIDDLE					
Room 506 Art Room					
Konica Minolta BH3300P / 35 PPM	6,205	10,749	4,544	\$0.006130	None at this time.
A63P011001244 / 88024433				\$27.85	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 603 6th Grade					
Konica Minolta BH4000P / 42 PPM	13,870	51,719	37,849	\$0.006130	None at this time.
A63R011004655 / 88024429				\$232.01	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 703 7th Grade					
Konica Minolta BH4000P / 42 PPM	12,045	26,903	14,858	\$0.006130	None at this time.
A63R011004478 / 88024431				\$91.08	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

				Date of Last Upgrade: 5/1/2014	
Make-Model / Speed					
Serial Number / Vendor ID			2015-16		
Life / Intro Date	7/1/2015	6/30/2016	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	Recommendations
FRANKLIN MIDDLE					
Room 805 8th Grade					
Konica Minolta BH4000P / 42 PPM	8,395	23,576	15,181	\$0.006130	None at this time.
A63R011004675 / 88024434				\$93.06	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 806 Upstairs Lab					
Konica Minolta BH4000P / 42 PPM	9,125	11,730	2,605	\$0.006130	None at this time.
A63R011004661 / 88024432				\$15.97	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Teachers' Room Upstairs					
Konica Minolta BH951 / 95 PPM	355,296	703,211	347,915	\$0.003900	None at this time.
A4EW011003908 / 93576360				\$1,356.87	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			906,238	\$3,753.35	
Subtotals Color			27,495	\$1,373.38	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 5/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
JENNIE D. BLAKE SCHOOL						
Main Office						
Konica Minolta BHc364 / 36 PPM A5C1011016001 / 93576379 750,000 / 06/2012 Color Photocopier	50,397 8,395	96,846 11,591	46,449 3,196	\$0.003900 \$181.15 \$0.04995 \$159.64	None at this time.	
KMBS						
Room 114						
Konica Minolta BH3300P / 35 PPM A63P011001225 / 88024417 750,000 / 04/2013 Black Network Printer	1,095 0	2,724 0	1,629 0	\$0.006130 \$9.99 \$0.00000 \$0.00	None at this time.	
KMBS						
Room 117						
Konica Minolta BH3300P / 35 PPM A63P011001238 / 88024418 750,000 / 04/2013 Black Network Printer	382 0	1,314 0	932 0	\$0.006130 \$5.71 \$0.00000 \$0.00	None at this time.	
KMBS						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 5/1/2014</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
JENNIE D. BLAKE SCHOOL					
Room 124 Teachers' Room					
Konica Minolta BH654 / 65 PPM	35,873	131,002	95,129	\$0.003900	None at this time.
A5YN017004713 / 9348 5784				\$371.00	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 208					
Konica Minolta BH3300P / 35 PPM	3,302	6,976	3,674	\$0.006130	None at this time.
A63P011001228 / 88024419				\$22.52	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 210					
Konica Minolta BH3300P / 35 PPM	1,433	1,532	99	\$0.006130	Underused!
A63P011001233 / 88024420				\$0.61	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Subtotals Black			147,912	\$590.98	
Subtotals Color			3,196	\$159.64	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 5/1/2014</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
PAUL SMITH SCHOOL					
<i>Main Office Workroom</i>					
Konica Minolta BHC554 / 55 PPM	103,345	179,162	75,817	\$0.003900	None at this time.
A5AY011007267 / 93575109				\$295.69	
3,000,000 / 08/2012	5,506	8,460	2,954	\$0.04995	
Color Photocopier				\$147.55	
KMBS					
<i>Room 102 Grades 3-4 Wing</i>					
Konica Minolta BH951 / 95 PPM	601,935	1,091,028	489,093	\$0.003900	None at this time.
A4EW011003891 / 93575564				\$1,907.46	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<i>Room 216 Title One</i>					
Konica Minolta MC 3730 / 25 PPM	2,555	5,777	3,222	\$0.006130	None at this time.
A0VD017300311 / 93424755				\$19.75	
500,000 / 11/2010	5,475	10,693	5,218	\$0.05625	
Color Network Printer				\$293.51	
KMBS					

Make-Model / Speed				Date of Last Upgrade: 5/1/2014	
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
PAUL SMITH SCHOOL					
Room 216 Title One Hall					
Konica Minolta BHC3350 / 35 PPM	132,180	234,129	101,949	\$0.003900	None at this time.
A4Y4011003918 / 93575077				\$397.60	
750,000 / 01/2014	43,485	92,128	48,643	\$0.04995	
Color Laser MFP				\$2,429.72	
KMBS					
Room 224 Special Ed					
Konica Minolta BH3300P / 35 PPM	5,851	9,018	3,167	\$0.006130	None at this time.
A63P011001223 / 88024421				\$19.41	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 226 Bookroom					
Konica Minolta BH951 / 95 PPM	564,872	939,987	375,115	\$0.003900	None at this time.
A4EW011003905 / 93575088				\$1,462.95	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 5/1/2014</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
PAUL SMITH SCHOOL						
Special Ed						
Konica Minolta BH4000P / 42 PPM	6,582	10,748	4,166	\$0.006130	None at this time.	
A63R011004672 / 88024422				\$25.54		
1,000,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Subtotals Black			1,052,529	\$4,128.40		
Subtotals Color			56,815	\$2,870.78		

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Date of Last Upgrade: 5/1/2014</i> <i>Recommendations</i>
SAU #18					
Accounting					
Konica Minolta BH4000P / 42 PPM A63R011004680 / 88024403 1,000,000 / 04/2013 Black Network Printer	5,859 0	14,437 0	8,578 0	\$0.006130 \$52.58 \$0.00000 \$0.00	None at this time.
KMBS					
Konica Minolta BH4000P / 42 PPM A63R011004678 / 88024404 1,000,000 / 04/2013 Black Network Printer	13,179 0	26,254 0	13,075 0	\$0.006130 \$80.15 \$0.00000 \$0.00	None at this time.
KMBS					
Konica Minolta BHC454 / 45 PPM A5C0011011030 / 93575107 1,000,000 / 07/2012 Color Photocopier	29,333 8,058	59,233 12,671	29,900 4,613	\$0.003900 \$116.61 \$0.04995 \$230.42	None at this time.
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 5/1/2014</i>	
	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
SAU #18						
Business Administrator						
Konica Minolta BH3300P / 35 PPM	2,920	5,223	2,303	\$0.006130	None at this time.	
A63P011001650 /				\$14.12		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Main Office						
Konica Minolta BH654 / 65 PPM	114,660	246,009	131,349	\$0.003900	None at this time.	
A5YN017001823 / 93575559				\$512.26		
3,000,000 / 02/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Konica Minolta BHC3350 / 35 PPM	1,189	2,814	1,625	\$0.003900	None at this time.	
A4Y4011002616 / 93575075				\$6.34		
750,000 / 01/2014	2,577	6,116	3,539	\$0.04995		
Color Laser MFP				\$176.77		
KMBS						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 5/1/2014</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
SAU #18						
Superintendent						
Konica Minolta BH3300P / 35 PPM	1,460	2,068	608	\$0.006130	None at this time.	
A63P011001376 /				\$3.73		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Subtotals Black			187,438	\$785.79		
Subtotals Color			8,152	\$407.19		

<i>District Wide Black Totals</i>	3,509,308	\$14,165.14
<i>District Wide Color Totals</i>	157,218	\$7,902.42

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 6/1/2009 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2015-16 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
3,509,308	\$0.00809	\$28,390.30

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
3,509,308	\$0.00404	\$14,177.60	\$14,212.70	\$71,063.49

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$14,212.70 x 7 years as a Client

=\$99,488.88 Cost Savings!

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Franklin High	1,215,191	\$4,956.73	\$6,029.78	\$14,841.20	\$25,827.71
Franklin Middle	906,238	\$3,791.56	\$4,496.75	\$11,067.94	\$19,356.25
Jennie D. Blake School	147,912	\$597.02	\$733.94	\$1,806.46	\$3,137.42
Paul Smith School	1,052,529	\$4,170.71	\$5,222.65	\$12,854.60	\$22,247.96
SAU #18	187,438	\$793.77	\$930.07	\$2,289.19	\$4,013.03
Total	3,509,308	\$14,309.81	\$17,413.19	\$42,859.38	\$74,582.37

SPC Equipment Bids:

Presently our Bids are coming in at **14.5%** to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Ricoh MP 9003 SP RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 90 Copies per Minute are coming in at **\$7,435** with a Retail Cost of \$51,053....**15% of Retail!**

Projected Equipment Costs by Building - Color

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Current paper case costs and current annual lease payment are NOT figured in to this table, as they are covered in the Black prints report.

Building	Projected Color Volume	Service & Supply Cost
Franklin High	61,560	\$3,122.37
Franklin Middle	27,495	\$1,387.12
Jennie D. Blake School	3,196	\$161.24
Paul Smith School	56,815	\$2,899.50
SAU #18	8,152	\$411.27
<i>Total</i>	157,218	\$7,981.50

Service & Supply Usage Profile by Vendor - Black

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

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Black Network Printer	210,517	\$0.00613	\$1,290.47	\$0.00619	\$1,303.10
Konica-Minolta Business Solutions	Black Photocopier	2,721,023	\$0.00390	\$10,611.99	\$0.00394	\$10,720.83
Konica-Minolta Business Solutions	Color Laser MFP	120,825	\$0.00390	\$471.22	\$0.00394	\$476.05
Konica-Minolta Business Solutions	Color Network Printer	4,209	\$0.00613	\$25.80	\$0.00619	\$26.05
Konica-Minolta Business Solutions	Color Photocopier	452,734	\$0.00390	\$1,765.66	\$0.00394	\$1,783.77
Total		3,509,308	\$0.00404	\$14,165.14	\$0.00408	\$14,309.81

Service & Supply Usage Profile by Vendor - Color

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

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Color Laser MFP	59,923	\$0.04995	\$2,993.15	\$0.05045	\$3,023.12
Konica-Minolta Business Solutions	Color Network Printer	7,838	\$0.05625	\$440.89	\$0.05681	\$445.28
Konica-Minolta Business Solutions	Color Photocopier	89,457	\$0.04995	\$4,468.38	\$0.05045	\$4,513.11
Total		157,218	\$0.05026	\$7,902.42	\$0.05077	\$7,981.50

Reprographic Equipment Assessment

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

Total Number of Units	61
Total Number of Units on Lease	0
Total Number of Units Owned	61
Lease Company	Cash Sale
Lease Start Date	5/1/2014
Lease End Date	N/A
Term	5 Year Straight-Line Depreciation
Annual Depreciation	\$42,859.38
Remaining Payments	N/A

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

Owned Equipment - 1

Building	Make/Model	Serial Number
Franklin High	Konica Minolta BH3300P	A63P011001234
Franklin High	Konica Minolta BH754	A55V017001529
Franklin High	Konica Minolta BH4000P	A63R011004658
Franklin High	Konica Minolta BH4000P	A63R011004669
Franklin High	Konica Minolta BH3300P	A63P011000501
Franklin High	Konica Minolta BH4000P	A63R011004667
Franklin High	Konica Minolta BH4000P	A63R011004657
Franklin High	Konica Minolta BH3300P	A63P011001235
Franklin High	Konica Minolta BHC454	A5C0011011210
Franklin High	Konica Minolta BH3300P	A63P011001221
Franklin High	Konica Minolta BH4000P	A63R011004663
Franklin High	Konica Minolta BH754	A55V017001603
Franklin High	Konica Minolta BH3300P	A63P011001239
Franklin High	Konica Minolta BH754	A55V017000830
Franklin High	Konica Minolta BH3300P	A63P011001240
Franklin High	Konica Minolta BHC3350	A4Y4011003102
Franklin High	Konica Minolta MC 3730	A0VD017300323
Franklin High	Konica Minolta BHC554	A5AY011007221
Franklin High	Konica Minolta BH554E	A61D011001579
Franklin High	Konica Minolta BH554E	A61D011002491
Franklin High	Konica Minolta BH3300P	A63P011001248
Franklin High	Konica Minolta BH454E	A61E011005275
Franklin Middle	Konica Minolta BH3300P	A63P011001219
Franklin Middle	Konica Minolta BHC3350	A4Y4011002429
Franklin Middle	Konica Minolta BH654	A5YN017001980
Franklin Middle	Konica Minolta BH4000P	A63R011004661
Franklin Middle	Konica Minolta BH3300P	A63P011001231
Franklin Middle	Konica Minolta BH951	A4EW011003908
Franklin Middle	Konica Minolta BH4000P	A63R011004675
Franklin Middle	Konica Minolta BH4000P	A63R011004478

Building	Make/Model	Serial Number
Franklin Middle	Konica Minolta BH4000P	A63R011004655
Franklin Middle	Konica Minolta BH3300P	A63P011001244
Franklin Middle	Konica Minolta BH3300P	A63P011001236
Franklin Middle	Konica Minolta BH754	A55V017001530
Franklin Middle	Konica Minolta BH3300P	A63P011001232
Franklin Middle	Konica Minolta BHC554	A5AY011007262
Franklin Middle	Konica Minolta BH3300P	A63P011001237
Franklin Middle	Konica Minolta BH3300P	A63P011001113
Franklin Middle	Konica Minolta BH454E	A61E011004020
Jennie D. Blake School	Konica Minolta BH3300P	A63P011001238
Jennie D. Blake School	Konica Minolta BH3300P	A63P011001225
Jennie D. Blake School	Konica Minolta BH3300P	A63P011001233
Jennie D. Blake School	Konica Minolta BH654	A5YN017004713
Jennie D. Blake School	Konica Minolta BHc364	A5C1011016001
Jennie D. Blake School	Konica Minolta BH3300P	A63P011001228
Paul Smith School	Konica Minolta BHC554	A5AY011007267
Paul Smith School	Konica Minolta BH951	A4EW011003891
Paul Smith School	Konica Minolta BHC3350	A4Y4011003918
Paul Smith School	Konica Minolta MC 3730	A0VD017300311
Paul Smith School	Konica Minolta BH3300P	A63P011001223
Paul Smith School	Konica Minolta BH951	A4EW011003905
Paul Smith School	Konica Minolta BH4000P	A63R011004672
SAU #18	Konica Minolta BHC454	A5C0011011030
SAU #18	Konica Minolta BHC3350	A4Y4011002616
SAU #18	Konica Minolta BH654	A5YN017001823
SAU #18	Konica Minolta BH4000P	A63R011004680
SAU #18	Konica Minolta BH4000P	A63R011004678

Owned Equipment - 2

Building	Make/Model	Serial Number
Franklin High	Konica Minolta BH3300P	A63P011003020
Franklin Middle	Konica Minolta BH3300P	A63P011001669
SAU #18	Konica Minolta BH3300P	A63P011001650
SAU #18	Konica Minolta BH3300P	A63P011001376



Service and Supply Contract - Client

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

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

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

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

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

AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

AGREED AND ACCEPTED BY:
Client

By: _____

Title: _____

Date: _____

Signature: _____

Named Contracted Vendor: Vendor

Warranty

Vendor ("Contracted Vendor") hereby warrants to _____ ("Client") that, if any such Equipment described on Schedule B attached hereto malfunctions through no fault of Client during the term commencing on _____ and terminating on June 30, _____, and such Equipment cannot be repaired promptly, Contracted Vendor, *through Specialized Purchasing Consultants*, will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Client. Refer to Schedule B for Additional Provisions to this Warranty.

The only exclusions to this Warranty are as follows:

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

**AGREED AND ACCEPTED BY:
Vendor**

By: John Cox

Title: Market Vice President

Date:

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By:

Title:

Date:

Signature: _____

StarDoc User Names

Name	User Name
Adam Hollins	ahollins@sau18.org
Amanda Bergquist	abergquist@sau18.org
Jan Andrus	jandrus@sau18.org
Jay Lewis	jlewis@sau18.org
Jim Dunlap	jdunlap@sau18.org
Kevin Barbour	kbarbour@sau18.org
Michael Hoyt	mhoyt@sau18.org
Micheal Keane	mkeane@sau18.org
Richard Towne	rtowne@sau18.org
Robert McKenney	rmckenney@sau18.org
Robin Keane	rkeane@sau18.org
Tammy Baker	tbaker@sau18.org
Vivica Duffield	vduffield@sau18.org

*If you need to verify your password or if you need to add users, please contact Alex Webster at awebster@spccopypro.com



2012

STARDOC created

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

2013

Daily Tracking

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

2014

Monthly Audits

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

2015

New Mapping Options & Asset Management

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



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

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



Benefits of partnering with SPC

Top Benefits to **our CLIENTS:**

1. Cooperative Buying

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

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

2. Exclusive STAR Doc Software

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

3. Simplified Billing Program

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

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

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



SPC Values Our Vendors

Overall Benefits to our VENDORS

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

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