



Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800)750-1538

FY20 Annual Report

Year - End Photocopier Analysis

With projected costs for FY21

**Jefferson Braman
NHSAU 18 - Franklin School District
119 Central Street
Franklin, NH 03235**



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

September 2020

Jefferson Braman
NHSAU 18 - Franklin School District
119 Central Street
Franklin, NH 03235

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Jeff:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us for the **past 11 years**. We hope we can continue this relationship for many years to come.

This year's Annual Report provides an overview of last year's reprographic equipment usage and status. We recognize that this was an unusual year and that accurate usage may not be fully reflected. However, it is still good to compare and review to see just how the pandemic has impacted usage. Recommendations have still been made to address any potential problem areas and 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. Hopefully you have been able to benefit from these services, and we hope to continue to offer new services. In fact, one new service is the Client Warranty and Relief Fund. A description of this valuable service is provided in this year's report. We are pleased to continue offering all of our services to you at no additional charge.

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

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team



Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices possible while improving the quality of your service and equipment. We have also been able to find ways to increase your equipment reliability, monitor and track usage variations throughout the year, and keep your costs under control.



Jessica Paradis
Accounting Coordinator

Jessica oversees billing, resolving any questions or issues as needed. She is also responsible for setting up lease and purchase transactions.

Alex Webster
Operations & Marketing Manager

Alex oversees STARDoc, FM Audit, and equipment upgrades. He also researches and markets current and new SPC tools and services to existing and potential clients.



Pam Weed
Client-Vendor Relations

Pam helps to maintain a good working relationship between clients and vendors, especially with regard to equipment reliability. She also oversees equipment upgrades and changes, warranty replacements, end-of-year meter collection and billing, and Annual Report scheduling. Pam assists with marketing SPC services to existing and potential clients.

Robert Dutil
Information Technology

Bob keeps SPC running by maintaining and updating database processes as well as assisting in updates to SPC's STARDoc website and the creation of code to create the many reports SPC generates to give you the accurate information of your usage.



Jamin Tilton
Operations Support

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

Heidi Tilton
Accounting Support

Heidi handles bookkeeping and billing for both clients and vendors, processing payments, and other office support.



Kelly Fortier
Office Support

Our newest team member, Kelly assists with maintaining service & supply contracts, managing equipment trades, and upgrades, bookkeeping and other general office work.



SPC Timeline

1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Reports

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail.
- Established Student Ratios.

2001 Meter Collection

- Began collecting meter reads directly from client and submitting to vendors via spreadsheet, providing more accurate and consistent billing.

2002 Bond Counsel Review

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

2003 Bond Counsel Review of Contracts and Warranties

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

2012 STARDoc and Simplified Billing Developed and Implemented

- Live Floor Plans: Allows IT administrators to move devices around on their own floor plans.
- STARDoc: Helps project out the end of year costs and potential overages.
- Simplified Billing: Designed to eliminate hundreds of invoices and condenses it down to 2 or 3 a year.

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

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

2015 STARDoc - Mapping Options and Asset Management

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



SPC Timeline

2018 STARDoc - Improved Pinpointing of Budget and Communications

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

2019 STARDoc – Service Histories, Chromebook Bid

- Mandatory annual fleet service history: Provides data on the overall reliability of the fleet.
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.

2020 Mock Bids - Warranty and Relief Fund

- Mock Bids: allows us to show where a client's pricing would come in without having to go out to bid. This allows them to buy off an existing bid, thus saving time and money.
- Warranty and Relief Fund: Due to the pandemic, there are serious upheavals in the industry. In an effort to cushion our clients, this fund was established. For more information, see the last page of the Annual Report.

2021 SPC Roadmap

- Major STARDoc facelift. User interface will be more modern.
- Update Bid Process to simplify bid submission for all of our vendors.
- Five Year Fleet Management (FYFM) - Projects out Five Year costs for all equipment based on current and past usage.

Equipment Health Status

Total Number of Machines: **56**

Total Black Photocopiers:	12
Total Color Photocopiers:	9
Total Black Network Printers:	35
Total Color Network Printers:	0
Total Removed From Service:	0

of Units OFF Warranty: 0

Approaching End of Warranty: Previous lease ... Owned **36**

of Units Overused: 0

of Units Underused: 0

Commencement Date: 08/02/2018

of Annual Payments Left on Lease: 3

All Warranties and Service Contracts Expire: 06/30/2024

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 Jeff,

Because of the change to remote learning in March, COVID-19 had a direct and significant impact on client budgets. Usage was dramatically affected and resulted in a year-end under usage credit of \$1,974.08. While this may seem like a positive – saving money on reprographic expenses – it has actually put a tremendous burden on the vendors as they are starting off the new fiscal year with a deficit. Combine this with other economic strains for the vendors, SPC is concerned, which is why we have developed the Warranty and Relief Fund (see page 49) to protect our clients.

In looking over the service history report for the last fiscal year, we have noticed that KMBS' response time is above the bid requirements. When we meet we will share KMBS service history report and address any of your specific concerns. We will closely monitor these statistics to see if they improve on these numbers.

Sincerely,
Skip

Aging Equipment Summary

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

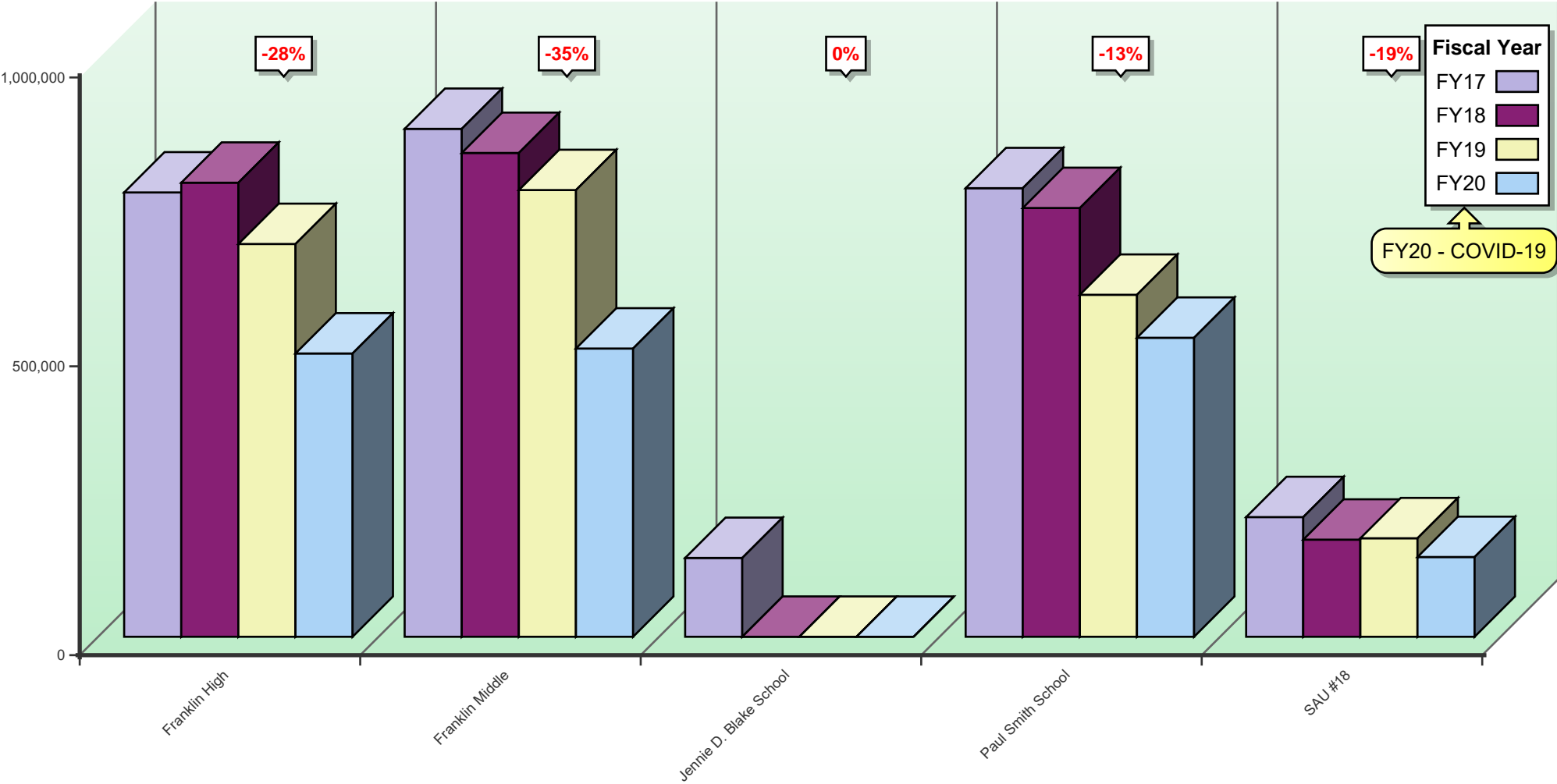
Building	Room	Make/Model	Serial Number	Vendor Name	Intro Date
Franklin High	CAP (St. Mary's)	Konica Minolta BH4000P	A63R011004663	KMBS	04/01/2013
Franklin High	Curriculum	Konica Minolta BH3300P	A63P011001248	KMBS	04/01/2013
Franklin High	Guidance Office	Konica Minolta BH554E	A61D011002491	KMBS	10/01/2013
Franklin High	Room 107 Music Department	Konica Minolta BH3300P	A63P011001239	KMBS	04/01/2013
Franklin High	Room 114 Adult Ed Classroom	Konica Minolta BH3300P	A63P011003020	KMBS	04/01/2013
Franklin High	Room 201 English Department	Konica Minolta BH4000P	A63R011004669	KMBS	04/01/2013
Franklin High	Room 210 Maintenance	Konica Minolta BH3300P	A63P011000501	KMBS	04/01/2013
Franklin High	Room 218 District Special Ed Office	Konica Minolta BH754	A55V017001529	KMBS	03/01/2013
Franklin High	Room 227 Nurse	Konica Minolta BH3300P	A63P011001221	KMBS	04/01/2013
Franklin High	Room 231 Athletics	Konica Minolta BH4000P	A63R011004667	KMBS	04/01/2013
Franklin High	Room 253	Konica Minolta BH3300P	A63P011001234	KMBS	04/01/2013
Franklin High	Room 256 Library Office	Konica Minolta BH3300P	A63P011001235	KMBS	04/01/2013
Franklin High	Room 305 Math Department	Konica Minolta BH4000P	A63R011004657	KMBS	04/01/2013
Franklin High	Room 310 Science	Konica Minolta BH4000P	A63R011004658	KMBS	04/01/2013
Franklin High	Special Ed Office	Konica Minolta BH554E	A61D011001579	KMBS	10/01/2013
Franklin Middle	Room 002 Principal's Office	Konica Minolta BH3300P	A63P011001232	KMBS	04/01/2013

Building	Room	Make/Model	Serial Number	Vendor Name	Intro Date
Franklin Middle	Room 003 Assistant Principal	Konica Minolta BH3300P	A63P011001231	KMBS	04/01/2013
Franklin Middle	Room 009 Nurse's Office	Konica Minolta BH3300P	A63P011001669	KMBS	04/01/2013
Franklin Middle	Room 011 Food Service Director	Konica Minolta BH3300P	A63P011001219	KMBS	04/01/2013
Franklin Middle	Room 019	Konica Minolta BH3300P	A63P011001236	KMBS	04/01/2013
Franklin Middle	Room 026 Library Side Office	Konica Minolta BH3300P	A63P011001113	KMBS	04/01/2013
Franklin Middle	Room 055 Guidance Office Lower Level	Konica Minolta BH3300P	A63P011001237	KMBS	04/01/2013
Franklin Middle	Room 058 Special Ed Therapy	Konica Minolta BH454E	A61E011004020	KMBS	11/01/2013
Franklin Middle	Room 065 Art Room	Konica Minolta BH3300P	A63P011001244	KMBS	04/01/2013
Franklin Middle	Room 115B	Konica Minolta BH3300P	A63P011001240	KMBS	04/01/2013
Franklin Middle	Room 23 Upstairs Lab	Konica Minolta BH4000P	A63R011004661	KMBS	04/01/2013
Franklin Middle	Room 33	Konica Minolta BH4000P	A63R011004655	KMBS	04/01/2013
Franklin Middle	Room 44	Konica Minolta BH4000P	A63R011004478	KMBS	04/01/2013
Franklin Middle	Room 62	Konica Minolta BH4000P	A63R011004675	KMBS	04/01/2013
Paul Smith School	Kindergarten Wing Color Copier	Konica Minolta BHC554	A5AY011007267	KMBS	08/01/2012
Paul Smith School	Room 106 Special Ed	Konica Minolta BH4000P	A63R011004672	KMBS	04/01/2013
Paul Smith School	Room 219 Special Ed	Konica Minolta BH3300P	A63P011001223	KMBS	04/01/2013
SAU #18	Accounting	Konica Minolta BH4000P	A63R011004678	KMBS	04/01/2013
SAU #18	Accounting Accounts Payable	Konica Minolta BH4000P	A63R011004680	KMBS	04/01/2013
SAU #18	Business Administrator	Konica Minolta BH3300P	A63P011001650	KMBS	04/01/2013
SAU #18	Superintendent	Konica Minolta BH3300P	A63P011001376	KMBS	04/01/2013

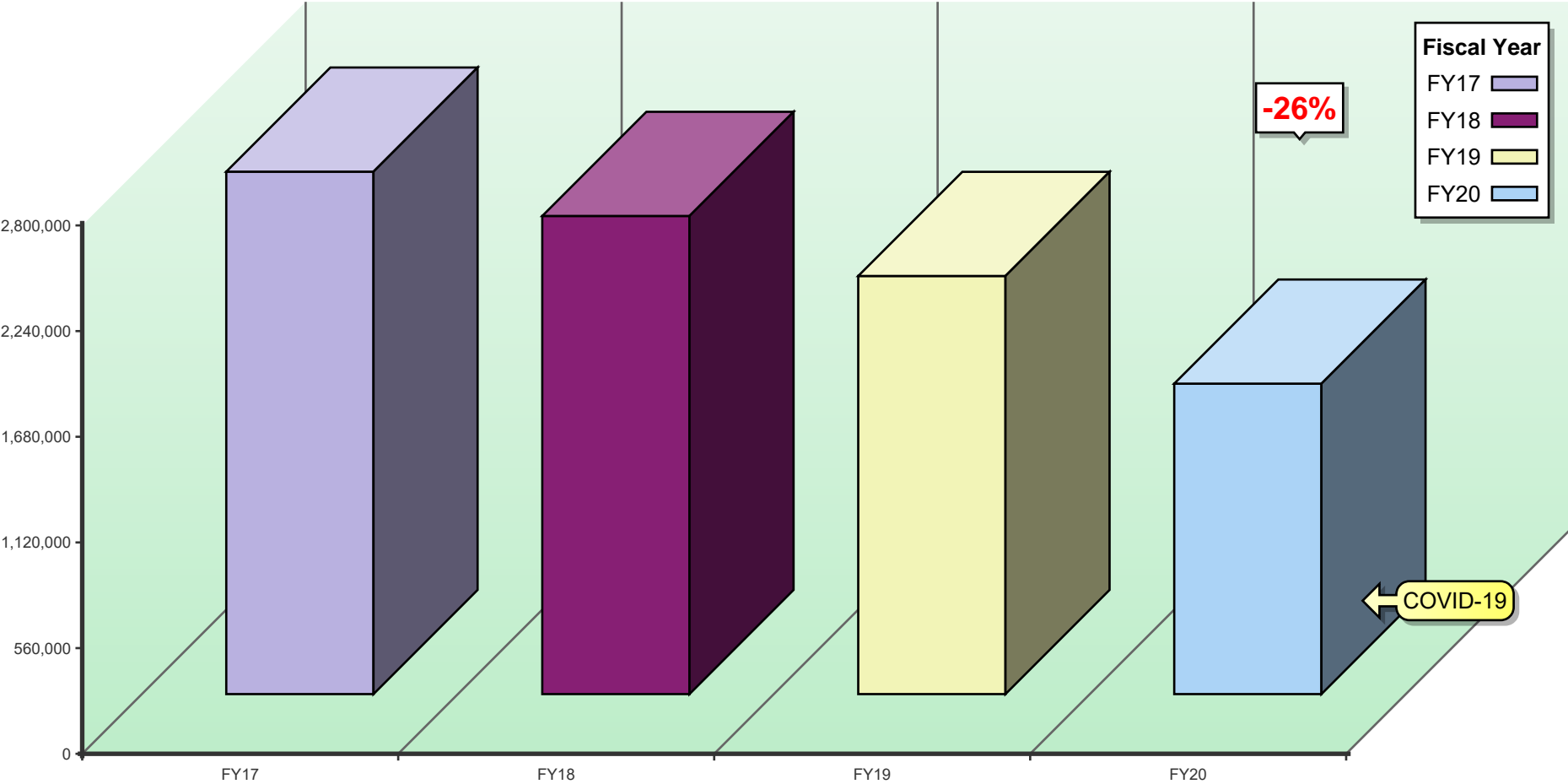
Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
HP LASERJET M402dn	PHB5H13354	172.16.136.204	2019-12-19 11:53:58

Annual Black Volume by Location



Annual Black Volume Overall



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

Average Student-to-Copy Usage - Black

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Franklin High	264	490,413	\$11,826.90	1,858	\$44.80
Franklin Middle	377	498,930	\$11,935.80	1,323	\$31.66
Paul Smith School	301	517,589	\$12,367.78	1,720	\$41.09
SAU #18	0	138,073	\$3,345.03	0	\$0.00
Totals	942	1,645,005	\$39,475.50	1,746	\$41.91

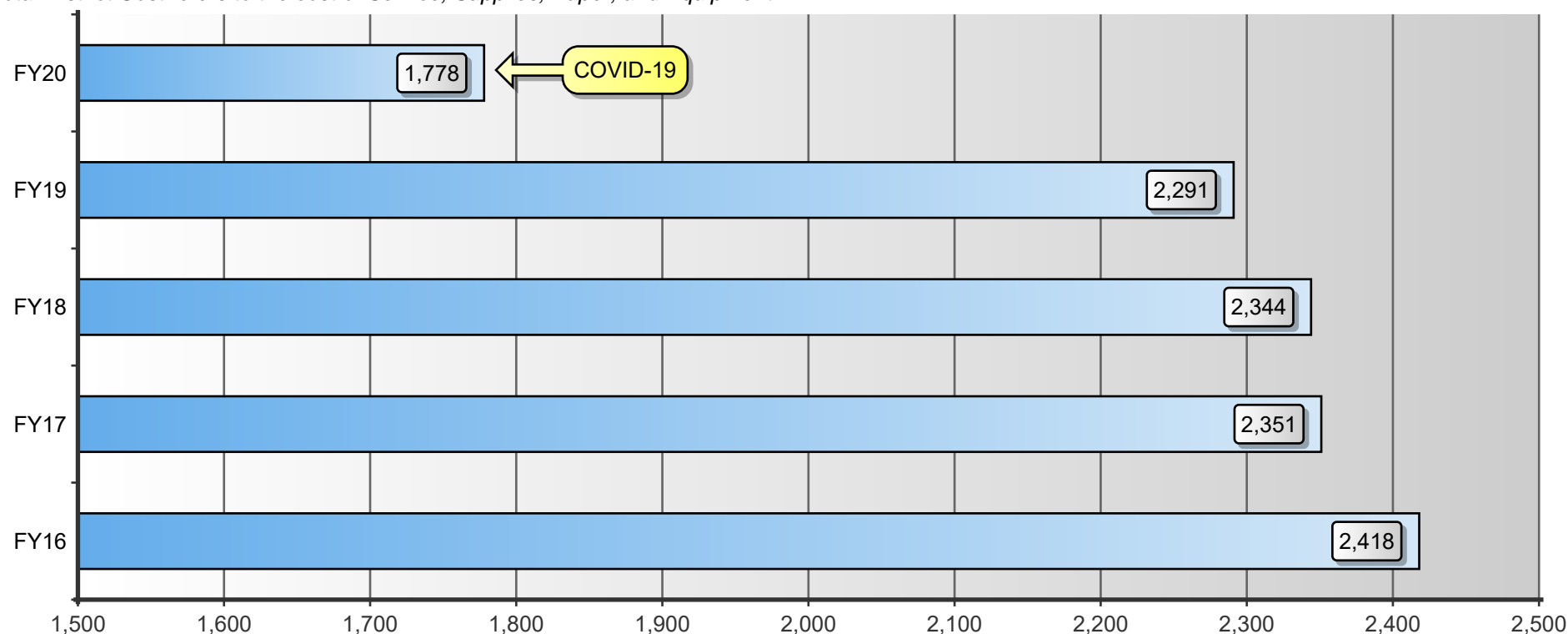
**Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.*

Industry Average Copies per Student - Black

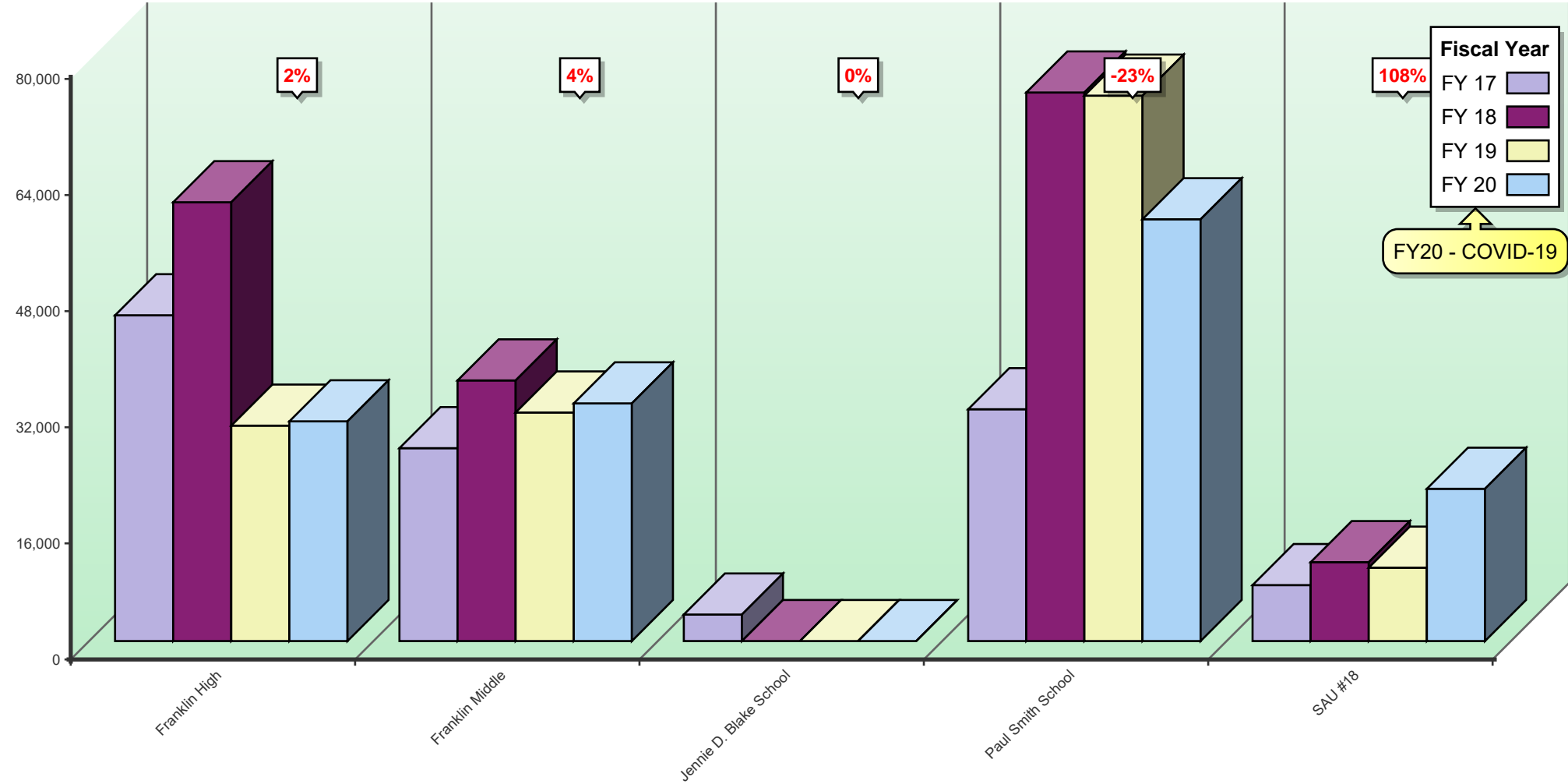
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<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	74,038	131,634,476	\$3,165,697.18	1,778	\$42.76

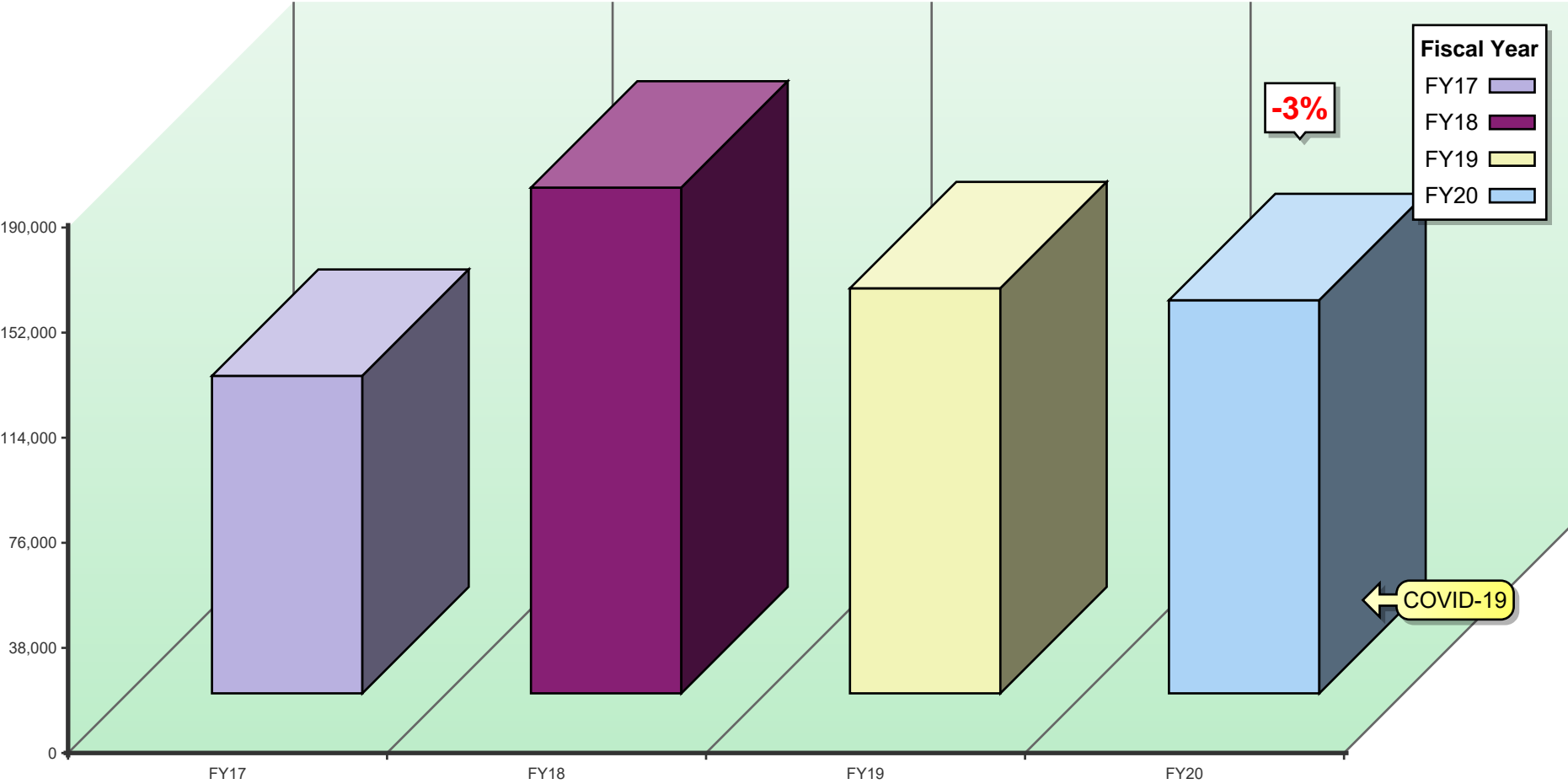
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



Annual Color Volume by Location



Annual Color Volume Overall



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

Average Student-to-Copy Usage - Color

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Franklin High	264	30,281	\$1,203.67	115	\$4.56
Franklin Middle	377	32,756	\$1,374.37	87	\$3.65
Paul Smith School	301	58,127	\$2,699.63	193	\$8.97
SAU #18	0	20,987	\$1,093.62	0	\$0.00
Totals	942	142,151	\$6,371.28	151	\$6.76

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

Note: STARDoc tool will flag any future high color usage. See page 47 of STARDoc Features. Current industry ratio averages 184 color prints per student per year. Your color volume this year averages 151 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

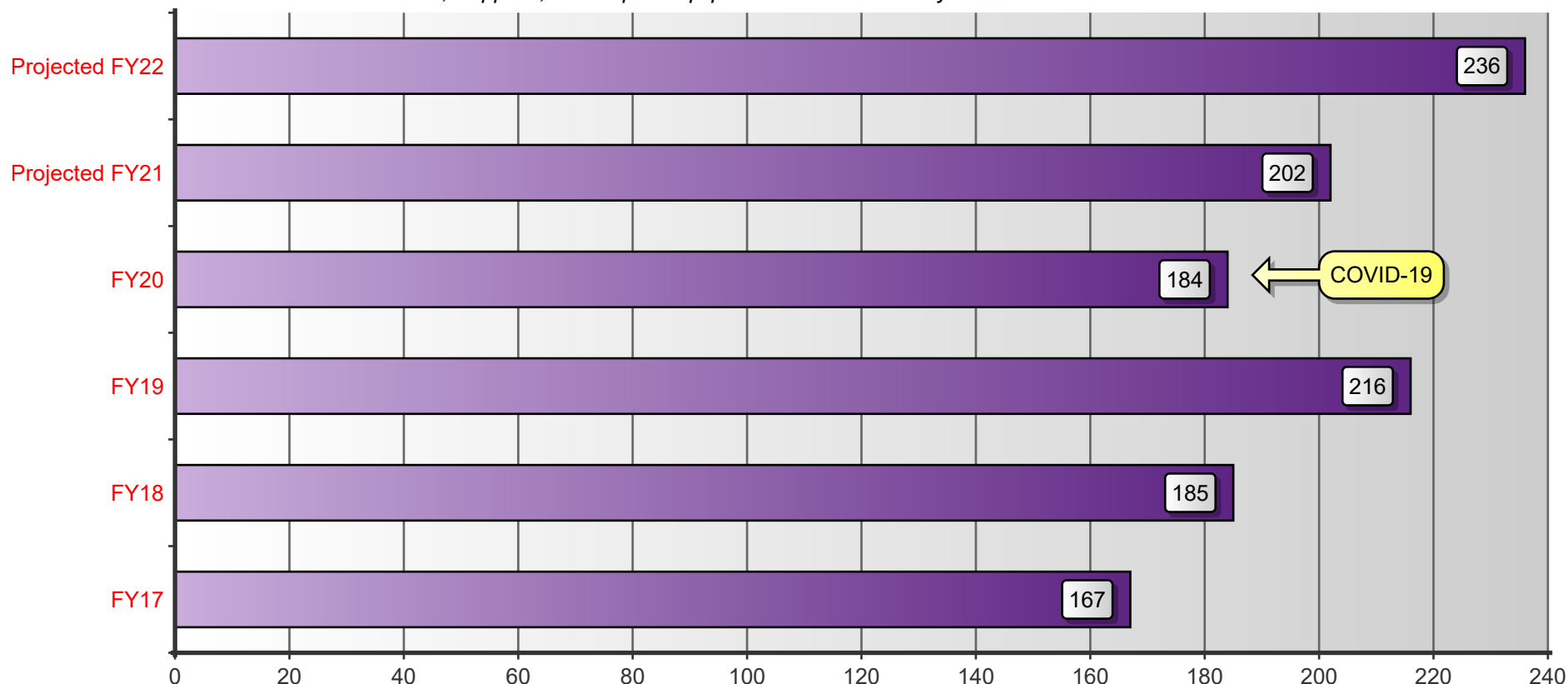
<i>District Wide Black Totals</i>	<i>1,645,005</i>	<i>\$6,084.87</i>
<i>District Wide Color Totals</i>	<i>142,151</i>	<i>\$6,352.15</i>

Industry Average Copies per Student - Color

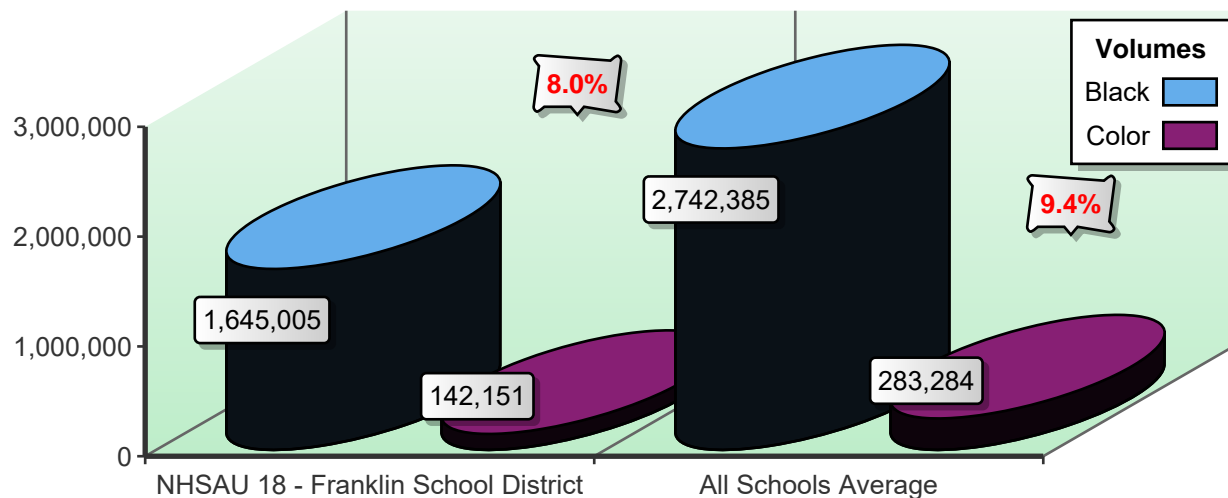
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<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	74,038	13,597,620	\$725,023.31	184	\$9.79

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



Color-to-Total Volume Comparison



SPC Analysis

COLOR printing is skyrocketing out of control! A five-year study of 83,000 students across the Tri-State region revealed a rapid increase in the K-12 sector. In fact, in FY19, color printing increased by 19%! Of course FY20 was dramatically different because of COVID-19. Therefore, we should assume that color volume will continue to increase unless the proper controls are put in place. Obviously, some color printing is necessary. However, if color printing is not monitored properly, it could blow up your entire printing budget. The best time to financially achieve the color control goal is when you do your next upgrade. For that recommendation, please review the Health Status page.

SOLUTION: SPC has incorporated into our bids Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire organization to change all printing habits, SPC focuses only on problematic locations.

Usage Profile for Service & Supplies

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC.

Date of Last Upgrade: 08/02/2018

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Franklin High					
CAP (St. Mary's)					
Konica Minolta BH4000P / 42 PPM	15,935	16,217	282	\$0.00647	7 years from Intro.
A63R011004663 / 8802 4412				\$1.82	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Curriculum					
Konica Minolta BH3300P / 35 PPM	11,984	12,668	684	\$0.00647	7 years from Intro.
A63P011001248 / 8802 4405				\$4.43	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Guidance Office					
Konica Minolta BH554E / 55 PPM	198,365	231,052	32,687	\$0.00411	7 years from Intro.
A61D011002491 / 9357 6378				\$134.34	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Main Office Workroom					
Konica Minolta BHC558 / 55 PPM	60,515	102,735	42,220	\$0.00326	None at this time.
A79K011015700 / 9486 1863				\$137.64	
3,000,000 / 02/2017	15,059	27,546	12,487	\$0.03963	
Color Photocopier				\$494.86	
KMBS					
Room 104A Cooking Room					
Konica Minolta BH3301P / 35 PPM	732	1,392	660	\$0.00625	None at this time.
A63P015001737 / 9323 8204				\$4.13	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 107 Music Department					
Konica Minolta BH3300P / 35 PPM	8,919	10,098	1,179	\$0.00647	7 years from Intro.
A63P011001239 / 8802 4408				\$7.63	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 114 Adult Ed Classroom					
Konica Minolta BH3300P / 35 PPM	27,965	30,935	2,970	\$0.00647	7 years from Intro.
A63P011003020 / 9460 6630				\$19.22	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 119 Copy Room Downstairs					
Konica Minolta BH808 / 80 PPM	128,153	199,330	71,177	\$0.00326	None at this time.
A8KN011008020 / 9486 1405				\$232.04	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 201 English Department					
Konica Minolta BH4000P / 42 PPM	10,731	13,270	2,539	\$0.00647	7 years from Intro.
A63R011004669 / 8802 4411				\$16.43	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 206 Teachers Room Upstairs					
Konica Minolta BH808 / 80 PPM	224,297	355,727	131,430	\$0.00326	None at this time.
A8KN011008234 / 9486 1410				\$428.46	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 210 Maintenance					
Konica Minolta BH3300P / 35 PPM	9,174	9,906	732	\$0.00647	7 years from Intro.
A63P011000501 / 8802 4413				\$4.74	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 218 District Special Ed Office					
Konica Minolta BH754 / 75 PPM	347,259	385,723	38,464	\$0.00411	7 years from Intro.
A55V017001529 / 9357 6347				\$158.09	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 227 Nurse					
Konica Minolta BH3300P / 35 PPM	3,138	3,514	376	\$0.00647	7 years from Intro.
A63P011001221 / 9342 4734				\$2.43	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 231 Athletics					
Konica Minolta BH4000P / 42 PPM	26,148	28,156	2,008	\$0.00647	7 years from Intro.
A63R011004667 / 8802 4415				\$12.99	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 253					
Konica Minolta BH3300P / 35 PPM	17,965	19,357	1,392	\$0.00647	7 years from Intro.
A63P011001234 / 8802 4409				\$9.01	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 255 Library					
Konica Minolta BHC558 / 55 PPM	75,096	162,116	87,020	\$0.00326	None at this time.
A79K011016231 / 9486 1366				\$283.69	
3,000,000 / 02/2017	13,428	31,222	17,794	\$0.03963	
Color Photocopier				\$705.18	
KMBS					
Room 256 Library Office					
Konica Minolta BH3300P / 35 PPM	885	1,681	796	\$0.00647	7 years from Intro.
A63P011001235 / 8802 4406				\$5.15	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 305 Math Department					
Konica Minolta BH4000P / 42 PPM	79,948	109,185	29,237	\$0.00647	7 years from Intro.
A63R011004657 / 8802 4414				\$189.16	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 310 Science					
Konica Minolta BH4000P / 42 PPM	95,435	111,459	16,024	\$0.00647	7 years from Intro.
A63R011004658 / 9357 6135				\$103.68	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Special Ed Office					
Konica Minolta BH554E / 55 PPM	251,427	279,963	28,536	\$0.00411	7 years from Intro.
A61D011001579 / 9357 5106				\$117.28	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
	Subtotal Black		490,413	\$1,872.34	
	Subtotal Color		30,281	\$1,200.04	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Franklin Middle					
Copy Room Down					
Konica Minolta BH808 / 80 PPM	249,344	389,387	140,043	\$0.00326	None at this time.
A8KN011007863 / 9486 1347				\$456.54	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 002 Principal's Office					
Konica Minolta BH3300P / 35 PPM	19,126	19,850	724	\$0.00647	7 years from Intro.
A63P011001232 / 9342 4732				\$4.68	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 003 Assistant Principal					
Konica Minolta BH3300P / 35 PPM	11,180	11,774	594	\$0.00647	7 years from Intro.
A63P011001231 / 8802 4425				\$3.84	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 005 Main Office					
Konica Minolta BH658 / 65 PPM	50,199	93,024	42,825	\$0.00326	None at this time.
AA6R011001562 / 9486 1352				\$139.61	
4,000,000 / 05/2017	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 009 Nurse's Office					
Konica Minolta BH3300P / 35 PPM	4,406	5,864	1,458	\$0.00647	7 years from Intro.
A63P011001669 / 93555742				\$9.43	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 011 Food Service Director					
Konica Minolta BH3300P / 35 PPM	36,267	43,183	6,916	\$0.00647	7 years from Intro.
A63P011001219 / 8802 4426				\$44.75	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 019					
Konica Minolta BH3300P / 35 PPM	36,910	43,533	6,623	\$0.00647	7 years from Intro.
A63P011001236 / 8802 4430				\$42.85	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 024 Library					
Konica Minolta BHC558 / 55 PPM	113,831	164,712	50,881	\$0.00326	None at this time.
A79K011015739 / 9486 1367				\$165.87	
3,000,000 / 02/2017	29,614	58,712	29,098	\$0.03963	
Color Photocopier				\$1,153.15	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 026 Library Side Office					
Konica Minolta BH3300P / 35 PPM	5,034	5,204	170	\$0.00647	7 years from Intro.
A63P011001113 / 8802 4428				\$1.10	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 055 Guidance Office Lower Level					
Konica Minolta BH3300P / 35 PPM	5,892	5,933	41	\$0.00647	7 years from Intro.
A63P011001237 / 8802 4427				\$0.27	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 058 Special Ed Therapy					
Konica Minolta BH454E / 45 PPM	362,760	398,144	35,384	\$0.00411	7 years from Intro.
A61E011004020 / 9357 6382				\$145.43	
1,000,000 / 11/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 065 Art Room					
Konica Minolta BH3300P / 35 PPM	23,686	25,961	2,275	\$0.00647	7 years from Intro.
A63P011001244 / 8802 4433				\$14.72	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 066 Guidance Office					
Konica Minolta BHC3350 / 35 PPM	41,821	43,638	1,817	\$0.00514	None at this time.
A4Y4011002429 / 9357 6357				\$9.34	
750,000 / 01/2014	26,870	29,354	2,484	\$0.05934	
Color Laser MFP				\$147.40	
KMBS					
Room 115A Tech Office					
Konica Minolta BHC3350 / 35 PPM	28,456	31,685	3,229	\$0.00514	None at this time.
A4Y4011003102 / 9357 5078				\$16.60	
750,000 / 01/2014	11,218	12,392	1,174	\$0.05934	
Color Laser MFP				\$69.67	
KMBS					
Room 115B					
Konica Minolta BH3300P / 35 PPM	8,505	10,064	1,559	\$0.00647	7 years from Intro.
A63P011001240 / 8802 4407				\$10.09	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 12 Teachers' Room Upstairs					
Konica Minolta BH808 / 80 PPM	234,481	414,875	180,394	\$0.00326	None at this time.
A8KN011007801 / 9486 1372				\$588.08	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 23 Upstairs Lab					
Konica Minolta BH4000P / 42 PPM	16,927	18,292	1,365	\$0.00647	7 years from Intro.
A63R011004661 / 8802 4432				\$8.83	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 33					
Konica Minolta BH4000P / 42 PPM	96,884	102,366	5,482	\$0.00647	7 years from Intro.
A63R011004655 / 8802 4429				\$35.47	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 44					
Konica Minolta BH4000P / 42 PPM	69,228	76,991	7,763	\$0.00647	7 years from Intro.
A63R011004478 / 8802 4431				\$50.23	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 62					
Konica Minolta BH4000P / 42 PPM	60,380	69,767	9,387	\$0.00647	7 years from Intro.
A63R011004675 / 8802 4434				\$60.73	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Subtotal Black			498,930	\$1,808.46	
Subtotal Color			32,756	\$1,370.22	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Paul Smith School					
Kindergarten Wing Color Copier					
Konica Minolta BHC554 / 55 PPM	450,962	529,275	78,313	\$0.00422	8 years from Intro.
A5AY011007267 / 9357 5109				\$330.48	
3,000,000 / 08/2012	86,107	112,811	26,704	\$0.05416	
Color Photocopier				\$1,446.29	
KMBS					
Main Office Workroom					
Konica Minolta BHC558 / 55 PPM	98,573	173,022	74,449	\$0.00326	None at this time.
A79K011016097 / 9486 1377				\$242.70	
3,000,000 / 02/2017	53,050	84,473	31,423	\$0.03963	
Color Photocopier				\$1,245.29	
KMBS					
Room 101 Nurse's Office					
Konica Minolta BH3301P / 35 PPM	1,495	3,219	1,724	\$0.00625	None at this time.
A63P015001814 / 9323 8205				\$10.78	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 105 New Wing					
Konica Minolta BH808 / 80 PPM	173,659	299,106	125,447	\$0.00326	None at this time.
A8KN011007839 / 9483 6999				\$408.96	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 106 Special Ed					
Konica Minolta BH4000P / 42 PPM	16,936	34,724	17,788	\$0.00647	7 years from Intro.
A63R011004672 / 8802 4422				\$115.09	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer KMBS				\$0.00	
Room 219 Special Ed					
Konica Minolta BH3300P / 35 PPM	27,739	28,340	601	\$0.00647	7 years from Intro.
A63P011001223 / 8802 4421				\$3.89	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer KMBS				\$0.00	
Room 226					
Konica Minolta BH3301P / 35 PPM	2,612	5,375	2,763	\$0.00625	None at this time.
A63P015002042 / 9323 8211				\$17.27	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer KMBS				\$0.00	
Room 226 Bookroom					
Konica Minolta BH808 / 80 PPM	217,788	425,287	207,499	\$0.00326	None at this time.
A8KN011008238 / 9467 2039				\$676.45	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier KMBS				\$0.00	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Title 1 Alley					
Konica Minolta BH3301P / 35 PPM	7,913	16,918	9,005	\$0.00625	None at this time.
A63P015002030 / 9467 2002				\$56.28	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
	Subtotal Black		517,589	\$1,861.89	
	Subtotal Color		58,127	\$2,691.58	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU #18					
Accounting					
Konica Minolta BHC458 / 45 PPM	8,439	24,412	15,973	\$0.00326	None at this time.
A79M011027274 / 9486 1391				\$52.07	
1,000,000 / 08/2016	5,428	13,295	7,867	\$0.03963	
Color Photocopier				\$311.77	
KMBS					
Accounting					
Konica Minolta BH4000P / 42 PPM	58,227	66,215	7,988	\$0.00647	7 years from Intro.
A63R011004678 / 8802 4404				\$51.68	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Accounting Accounts Payable					
Konica Minolta BH4000P / 42 PPM	43,409	51,913	8,504	\$0.00647	7 years from Intro.
A63R011004680 / 8802 4003				\$55.02	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Business Administrator					
Konica Minolta BH3300P / 35 PPM	12,726	12,919	193	\$0.00647	7 years from Intro.
A63P011001650 / 9355 5738				\$1.25	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Main Office					
Konica Minolta BHC3350 / 35 PPM	45,320	64,029	18,709	\$0.00514	None at this time.
A4Y4011002616 / 9357 5075				\$96.16	
750,000 / 01/2014	18,441	31,561	13,120	\$0.05934	
Color Laser MFP				\$778.54	
KMBS					
Main Office					
Konica Minolta BH808 / 80 PPM	103,574	189,243	85,669	\$0.00326	None at this time.
A8KN011007774 / 9486 1378				\$279.28	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Superintendent					
Konica Minolta BH3300P / 35 PPM	6,717	7,754	1,037	\$0.00647	7 years from Intro.
A63P011001376 /				\$6.71	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
		Subtotal Black	138,073	\$542.18	
		Subtotal Color	20,987	\$1,090.31	
		District Wide Black Totals	1,645,005	\$6,084.87	
		District Wide Color Totals	142,151	\$6,352.15	Your Avg Color CPC is \$0.0447

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 06/01/2009 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 20 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	Prior CPC	Average Annual Cost
1,645,005	\$0.00809	\$13,308.09

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
1,645,005	\$0.00370	\$6,086.52	\$7,221.57	\$36,107.86

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

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$7,221.57 x 11 years as a Client
= \$79,437.29 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	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Franklin High	490,413	\$1,877.83	\$2,648.23	\$7,300.84	\$11,826.90
Franklin Middle	498,930	\$1,813.94	\$2,694.22	\$7,427.63	\$11,935.80
Paul Smith School	517,589	\$1,867.39	\$2,794.98	\$7,705.41	\$12,367.78
SAU #18	138,073	\$543.92	\$745.59	\$2,055.51	\$3,345.03
Total	1,645,005	\$6,103.08	\$8,883.03	\$24,489.39	\$39,475.50

SPC Equipment Bids:

Presently our bids are coming in between **15% to 23% of Retail**, while the current Salesman's Cost is 50% of Retail.

For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a **Retail Cost of \$45,640** is coming in at **\$7,342...16% of Retail!** Our prices are negotiated with and supported directly by the manufacturer.

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Franklin High	30,281	\$1,203.67
Franklin Middle	32,756	\$1,374.37
Paul Smith School	58,127	\$2,699.63
SAU #18	20,987	\$1,093.62
Total	142,151	\$6,371.28

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 0.03%.**

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Black Network Printer	14,152	\$0.00625	\$88.45	\$0.00627	\$88.73
Konica-Minolta Business Solutions	Black Network Printer	138,687	\$0.00647	\$897.30	\$0.00649	\$900.08
Konica-Minolta Business Solutions	Black Photocopier	984,484	\$0.00326	\$3,209.42	\$0.00327	\$3,219.26
Konica-Minolta Business Solutions	Black Photocopier	135,071	\$0.00411	\$555.14	\$0.00412	\$556.49
Konica-Minolta Business Solutions	Color Laser MFP	23,755	\$0.00514	\$122.10	\$0.00516	\$122.58
Konica-Minolta Business Solutions	Color Photocopier	270,543	\$0.00326	\$881.97	\$0.00327	\$884.68
Konica-Minolta Business Solutions	Color Photocopier	78,313	\$0.00422	\$330.48	\$0.00423	\$331.26
Total		1,645,005	\$0.00370	\$6,084.87	\$0.00371	\$6,103.08

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 0.03%.**

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Color Laser MFP	16,778	\$0.05934	\$995.61	\$0.05952	\$998.63
Konica-Minolta Business Solutions	Color Photocopier	98,669	\$0.03963	\$3,910.25	\$0.03975	\$3,922.09
Konica-Minolta Business Solutions	Color Photocopier	26,704	\$0.05416	\$1,446.29	\$0.05432	\$1,450.56
Total		142,151	\$0.04469	\$6,352.15	\$0.04482	\$6,371.28

Reprographic Equipment Assessment

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

Total Number of Units	56
Total Number of Units on Lease	16
Total Number of Units Owned	40
Lease Company	Norway Savings Bank
Lease Start Date	08/02/2018
Lease End Date	08/01/2023
Term	5 Annual
Annual Payment usually due on 8/1	\$24,489.39
Remaining Payments	3

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

Leased Equipment

Building	Make/Model	Serial Number
Franklin High	Konica Minolta BH3301P	A63P015001737
Franklin High	Konica Minolta BHC558	A79K011015700
Franklin High	Konica Minolta BHC558	A79K011016231
Franklin High	Konica Minolta BH808	A8KN011008020
Franklin Middle	Konica Minolta BHC558	A79K011015739
Franklin Middle	Konica Minolta BH808	A8KN011007801
Franklin Middle	Konica Minolta BH808	A8KN011007863
Franklin Middle	Konica Minolta BH658	AA6R011001562
Paul Smith School	Konica Minolta BH3301P	A63P015001814
Paul Smith School	Konica Minolta BH3301P	A63P015002030
Paul Smith School	Konica Minolta BH3301P	A63P015002042
Paul Smith School	Konica Minolta BHC558	A79K011016097
Paul Smith School	Konica Minolta BH808	A8KN011007839
Paul Smith School	Konica Minolta BH808	A8KN011008238
SAU #18	Konica Minolta BHC458	A79M011027274
SAU #18	Konica Minolta BH808	A8KN011007774

Owned Equipment

Building	Make/Model	Serial Number
Franklin High	Konica MinoltaBH754	A55V017001529
Franklin High	Konica MinoltaBH554E	A61D011001579
Franklin High	Konica MinoltaBH554E	A61D011002491
Franklin High	Konica MinoltaBH3300P	A63P011000501
Franklin High	Konica MinoltaBH3300P	A63P011001221
Franklin High	Konica MinoltaBH3300P	A63P011001234
Franklin High	Konica MinoltaBH3300P	A63P011001235
Franklin High	Konica MinoltaBH3300P	A63P011001239
Franklin High	Konica MinoltaBH3300P	A63P011001248
Franklin High	Konica MinoltaBH3300P	A63P011003020
Franklin High	Konica MinoltaBH4000P	A63R011004657
Franklin High	Konica MinoltaBH4000P	A63R011004658
Franklin High	Konica MinoltaBH4000P	A63R011004663
Franklin High	Konica MinoltaBH4000P	A63R011004667
Franklin High	Konica MinoltaBH4000P	A63R011004669
Franklin High	Konica MinoltaBH808	A8KN011008234
Franklin Middle	Konica MinoltaBHC3350	A4Y4011002429
Franklin Middle	Konica MinoltaBHC3350	A4Y4011003102
Franklin Middle	Konica MinoltaBH454E	A61E011004020
Franklin Middle	Konica MinoltaBH3300P	A63P011001113
Franklin Middle	Konica MinoltaBH3300P	A63P011001219
Franklin Middle	Konica MinoltaBH3300P	A63P011001231
Franklin Middle	Konica MinoltaBH3300P	A63P011001232
Franklin Middle	Konica MinoltaBH3300P	A63P011001236
Franklin Middle	Konica MinoltaBH3300P	A63P011001237
Franklin Middle	Konica MinoltaBH3300P	A63P011001240
Franklin Middle	Konica MinoltaBH3300P	A63P011001244
Franklin Middle	Konica MinoltaBH3300P	A63P011001669
Franklin Middle	Konica MinoltaBH4000P	A63R011004478
Franklin Middle	Konica MinoltaBH4000P	A63R011004655
Franklin Middle	Konica MinoltaBH4000P	A63R011004661
Franklin Middle	Konica MinoltaBH4000P	A63R011004675

Building	Make/Model	Serial Number
Paul Smith School	Konica MinoltaBHC554	A5AY011007267
Paul Smith School	Konica MinoltaBH3300P	A63P011001223
Paul Smith School	Konica MinoltaBH4000P	A63R011004672
SAU #18	Konica MinoltaBHC3350	A4Y4011002616
SAU #18	Konica MinoltaBH3300P	A63P011001376
SAU #18	Konica MinoltaBH3300P	A63P011001650
SAU #18	Konica MinoltaBH4000P	A63R011004678
SAU #18	Konica MinoltaBH4000P	A63R011004680

STARDoc User Names

Name	User Name
Carrie Charette	ccharette@gm.sau18.org
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Jefferson Braman	jbraman@gm.sau18.org
Jim Dunlap	jdunlap@gm.sau18.org
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Robyn Keane	rkeane@gm.sau18.org
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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 63 clients with over 3,700 devices doing more than **155** million copies and prints per year. We purchase approximately 1,100 units annually with 80 million prints out to bid!
- We will save you time by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis, and managing the implementation.
- We will save you frustration. We manage your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

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

3. Simplified Billing Program

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



Benefits of partnering with SPC

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

SPC has been serving their clients since 1989, saving millions of dollars along the way.

Based on current actual volumes and CPCs, SPC has generated Annual Savings of more than \$2 million for all of our clients. That translates into Savings of more than \$10 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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



SPC Values Our Vendors

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STARDoc: System for Tracking And Reporting Documents... Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

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

SPC manages over 3,700 pieces of equipment;
Our relationship with our vendors has never been stronger!



STARDoc Features

Cost Projection by Department or Building

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

Floorplan Administration

Who Benefits? Business Manager and IT

- Allows IT and Business Manager to move devices around on Floorplan
- Paper trail of device locations after summer break
- Will show Previous Devices, Present Equipment, and Proposed Equipment

Contacts Page

Who Benefits? Business Manager and IT

- Control Access and Permissions to STARDoc
- Toggle Email all (Toner, Service Monthly Audits)



STARDoc Features

Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Tracks additional non-contract devices
- IP Addresses and MAC addresses automatically imported
- Strikethrough on machines that have been removed

Monthly Audits

Who Benefits? Business Manager and Superintendent

- Monthly Cost Snapshot
- Shows amount of devices not reporting to help improve accuracy of projections

Timeline

Who Benefits? Business Manager

- Track historical volume and cost per building

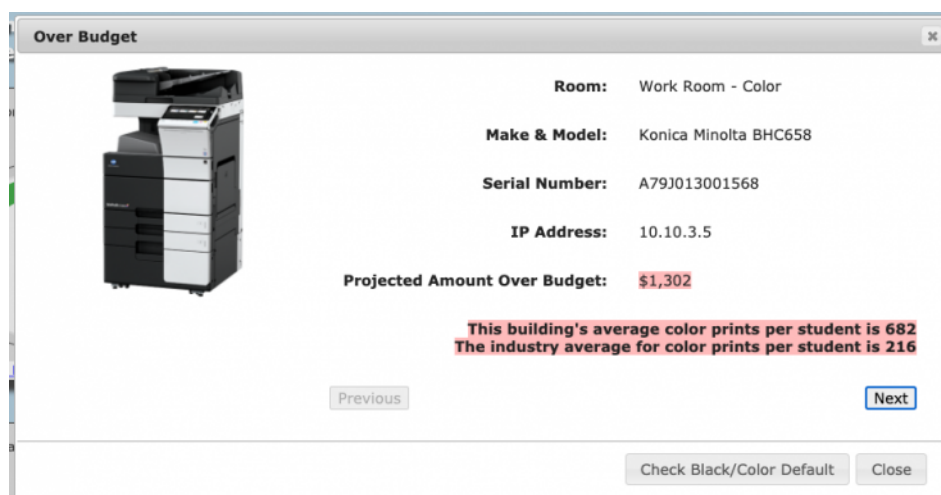
Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client

Over-Budget Report

- Request service history on any machine right through STARDoc.
- Catch overused equipment early, before equipment begins to break down due to overuse.



SPC'S CLIENT WARRANTY AND RELIEF INSURANCE FUND

AVAILABLE IMMEDIATELY!

WHY IS IT NEEDED?

With the recent pandemic, schools and businesses shut down. We are now seeing massive credits overall owed in the vicinity of \$389,820.78!* However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news to our clients, what if the vendor is unable or unwilling to repay those funds? Many companies outside of the copier industry are already filing for bankruptcy. SPC's legitimate concern is, what if this hits the Copier Industry and we can no longer access the funds owed to the client?

OTHER CONCERNS:

- Vendor refuses to honor a Warranty
- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Service-and-Supply Contract at the agreed-upon pricing.
- Vendor gets sold to a venture capitalist entity or to a risky new owner with limited cash reserves

PURPOSE:

Since 1989, SPC's goal is to shelter our clients from Industry upheavals. This fund is to set aside monies that can be used by any client, if a need arises.

Funding Source: Initially, \$200,000 no-interest personal loan. To be paid back from two sources...

- Wholesale Trades... For over 10 years these funds have been set aside for warranty replacement units since the industry would provide the same cash price with or without the trade.
- Equipment Purchases... 2% of the gross will be set aside with each upgrade.

WHO BENEFITS:

All SPC clients...like any insurance fund, by pooling funds from SPC's entire client base, any losses are eliminated.

*CREDITS ANTICIPATED JUNE 30, 2020	
A-COPI (Owned by Visual Edge)	(\$77,605.18)
AXIS	(\$16,858.50)
BUDGET	(\$20,200.73)
CANON	(\$31,240.99)
KMBS	(\$154,659.88)
NATIONAL	(\$38,961.67)
OSV (Owned by Visual Edge)	(\$64,920.06)
RICOH	(\$3,432.44)
SYMQUEST (Owned by KMBS)	(\$11,027.80)
XEROX	(\$913.53)
TOTAL UNUSED	(\$389,820.78)