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

FY22 Annual Report

With FY23 Projections

Christopher Roy
NHSAU 24 - Henniker
258 Western Ave
Henniker, NH 03242

Specialized Purchasing Consultants Inc.

Serving Maine, New Hampshire & Vermont since 1988

Skip Tilton
President

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

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www.spccopypro.com

October 2022

Christopher Roy
NHSAU 24 - Henniker
258 Western Ave
Henniker, NH 03242

Dear Christopher:

Specialized Purchasing Consultants is pleased to present your FY22 Annual Report, taking a look at where we are in recovering from the pandemic restrictions and changes, and looking ahead to continued cost savings and recommendations to maintain your equipment and ensure your vendors are giving the best service possible.

The past few years were unprecedented with the restrictions brought on by the pandemic, and this year was no exception. Because of the delays brought on by the pandemic we chose to submit our copier bid in February rather than wait until March/April. This proved to be a good move for many reasons.

The industry continues to experience major backorder issues on equipment, something we've not had to deal with in years past. Bidding early meant boards could approve results and orders could be placed early. We were also able to lock in new service and supply pricing for existing equipment while orders were delayed so as not to disrupt budgets already established for the new fiscal year based on upgrading equipment.

Even after our bids were received and awarded, though, one major vendor wanted to increase their pricing because of the increased inflation rate that took place after the bid process. We were able to negotiate with them and hold the pricing we received back in February. Again, starting the bid process early proved to be a positive move.

Finally, while the industry experienced an over 9% inflation rate, SPC was able to continue to hold down service and supply costs for all of our clients because of SPC's allowable CPC increase cap of 5%.

As always, we are grateful for your continued confidence in the services SPC provides and in our efforts to secure better pricing on equipment, service and supplies than can be obtained independently. We look forward to working with you another year and into the future.

Sincerely,

Skip Tilton
President

TABLE OF CONTENTS

Meet Your Team . . . 1
SPC Timeline . . . 2
Equipment Health Status . . . 4
Compare Present vs Proposed . . . 5
Non Contracted Devices . . . 6
Average Student to Copy Usage - Black . . . 7
Industry Average Copies per Student - Black . . . 8
Average Student to Copy Usage - Color . . . 9
Industry Average Copies per Student - Color . . . 10
Color-to-Total Volume Comparison . . . 11
Equipment Usage & Recommendations . . . 12
SPC Service & Supply Cost Savings . . . 37
Projected Equipment Cost by Building Black . . . 38
SPC Upgrades for 2022 . . . 39
Projected Equipment Cost by Building Color . . . 40
Service & Supply Usage Profile by Vendor Black . . . 41
Service & Supply Usage Profile by Vendor Color . . . 42
Leased/Owned Equipment Details . . . 43
Leased Equipment . . . 44
STARDoc User Names . . . 47
Benefits of Partnering With SPC - Clients . . . 48
Benefits of Partnering With SPC - Vendors . . . 50
STARDoc Features . . . 52
New Vendor Categories . . . 54
Warranty & Relief Fund . . . 55

MEET YOUR TEAM

Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, we 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.

Alex Webster
Operations, Marketing & IT Manager

Alex is involved in every aspect of SPC. He actively seeks to improve the cooperative bid process and is continually seeking to improve the buying power in New England. Alex organizes and prepares the bids for new and existing clients, tabulates the results, and presents them to our clients. He also maintains our office equipment and utilizes the latest technology to maintain STARDoc and FM Audit so our clients always have access to valuable information on their equipment.

Pam Weed
Client-Vendor Relations

Pam helps maintain a good relationship between clients and vendors, overseeing warranty complaints and replacements, equipment upgrades and changes, end-of-year meter collection and billing, and Annual Reports. Pam also assists with marketing SPC services.

Kelly Fortier
Finance Support

Kelly is a valuable asset to the SPC Finance Department. Her versatility in managing various aspects of accounting, lease documentation, and service and supply contracts benefits her team and the clients she works with.

Heidi Tilton
Office Support

Heidi assists with bookkeeping and billing for both clients and vendors, processing payments, contact information updates, and other office support.

Sue Penney
Administrative & Finance Manager

Sue coordinates and oversees all billing, leases, and contracts. Her decades of financial expertise benefit the Billing Team by her attention to detail and ability to prioritize to ensure accuracy and timeliness of all finance projects.

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 ensuring equipment surveys, installations, and trades go smoothly, coordinating with clients and vendors and maintaining a schedule that is beneficial for all. Jamin also assists Alex in many technical areas such as maintaining STARDoc and FM Audit as well as with computer maintenance.

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 & Supply contracts.

1999 Improved Annual Report

- 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 (Continued)

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.
- Five-Year Fleet Management (FYFM): Projecting out five-year costs for all equipment based on current and past usage.

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 Vendor Services and Warranty Relief Equipment

- Vendor Bid Portal allows vendors to electronically submit bids, ensuring accuracy and saving time when calculating bid results for presentation.
- Premier Vendors Classification notes which vendors are not only cooperative to SPC bids but who demonstrate willingness to support SPC's processes before, during, and after the bid.
- Warranty Relief Equipment Base: Premier Vendors will have access to SPC-traded high-quality, low-meter machines. For more information, see the last page of the Annual Report.

2022 Vendor Bid

- Put bid out in February instead of late spring.
- This early bidding saved clients thousands due to inflation and price increases that took place after bid pricing was locked in, preventing higher rates to our clients.
- This also allowed for early ordering to accommodate backorders.
- We were also able to lock in bid rates for existing equipment until new equipment could be installed after the start of the new fiscal year.

2023 SPC Roadmap

- STARDoc Upgrade: Process is in place to give STARDoc a more modern facelift.

EQUIPMENT HEALTH STATUS

Total Number of Machines	**90**
Total Black Photocopiers & MFPs:	5
Total Color Photocopiers & MFPs:	21
Total Black Network Printers:	54
Total Color Network Printers:	10
Total Removed From Service:	0
# of Units Not in Use for FY22	4
# of Units OFF Warranty**	0
# of Units Approaching End of Warranty	0
# of Units Overused	0
# of Units Underused	0
Contract Commencement Date	09/01/2021
All Warranties and Service Contracts Expire	06/30/2026
# of Annual Payments Left on Lease	3

**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 Christopher,

Despite increased inflation and a continued backlog of orders – unprecedented in SPC history – SPC managed to maintain the buying power we established three decades ago and keep equipment and service & supply pricing lower than anything found in the industry.

Because equipment continues to be backordered, SPC will again put our equipment bid out to our vendors in February of 2023 rather than wait until April or May. This allows SPC to lock in low pricing before increases take effect, for vendors to get orders placed early, and for client budgets to be planned for the new fiscal year.

One minor concern we want to address is your Color usage. Currently, your district averages 263 copies per student while the industry average is 243 (See pages 9 & 10). This is 8% higher than the industry. In 2020 & 2021, SPC aggressively started to add PaperCut in an effort to successfully bring color usage under control. We were able to do this without adding to your overall budget (See page 39).

We can discuss this and other concerns at our meeting.

Sincerely, Skip

SAU 24 Henniker
Christopher Roy
258 Western Ave
Henniker, NH 03242

Five-Year Basis beginning with the 2021/2022 Fiscal Year

Copies-per-Year: 4,984,210

Present vs. Proposed Recommendations as of 09/01/2021

PRESENT SITUATION	**PROPOSED SITUATION**
1) Guarantees on Photocopiers: **3 years on some**	1) Guarantees for both New, Recons & Used Machines: **Five + Years**
2) Annual Price Ceilings Left: **3 years on some**	2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
3) Copiers with 3 million plus: **17**	3) Copiers with 3 Million plus: **16**
4) Units to be Traded: **93 (19 FMV Lease Returns)**	4) Replaced: **90 New**
5) Photocopiers: **26**	5) Photocopiers: **25**
6) Color Photocopiers: **11**	6) Color Photocopiers: **21**
7) MFPs: **3 (2 b/w and 1 color)**	7) MFPs: **1 Color**
8) Printers: **65 (54 b/w and 11 color)**	8) Printers: **64 (54 B/W and 10 Color)**
9) Duplexers: **78**	9) Duplexers: **90**
10) Finishers: **21**	10) Finishers: **25**
Total number of Units: **93**	Total number of Units: **90 (Closing out 3 devices)**

Overall Description of Equipment Fleet:
Presently, you have five different manufacturers with 46 different models. The copiers are on service contracts, but the printers are managed by IT and toner is purchased as needed from vendors like Conway Office. Based off your current invoices, printers are costing you $0.028 per black print & $0.20 for color without service. (See case study for further evaluation) With the new arrangement, you will have one vendor covering all printing devices in the district with a blanket contract with at most 3 invoices a year for the service and supplies.

Print Management: STARDoc for all devices and Papercut MF for select devices (25 Copiers).

Capital: Presently, you have **several overlapping** Fair Market Value leases (Commercial). These will all be bought out and the district will have **one** municipal master lease at 3.29**%** interest**.** Your first of five annual lease payments will be due on October 1, 2021. Future payments will be on August 1 of each year.

Service & Supplies:
Considering all of your consumable cost centers including service you are averaging **$0.010729 for black and $0.082561 for Color**. The new contract will come in at a CPC of **$0.003769 for Black and $0.033572 for Color.**

Vendor Packages:
SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bid for your School District:

	Cost Center	**Present FY21**	**Ricoh**
1.	**Service & Supplies Color:**	**$19,003.02**	**$7,726.02***
2.	**Service & Supplies Black:**	**$51,007.55**	**$17,914.96***
3.	**Annual Muni Lease:**	**$52,425.86 (17 Machines)**	**$97,562.07 (90 New)**
4.	**Forced Upgrades:**	**$20,550.00 (48 Machines)**	**$00.00**
	Totals:	**$142,986.43**	**$123,203.05**

Annual Cost Savings: $19,783.38 Five Year Cost Savings: $98,916.89

***Actual cost for FY22 will be less because it is only 10 months of usage.**

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy CPC billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30, 2022.** A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service/supply contracts and the warranty cards with the successful bidding vendors.

Security package: Hard Drive Wipes are included in these prices. It also includes return shipping and buyouts of leased equipment as of July 1, 2021. All compensation to SPC is included in these figures.

NON-CONTRACTED DEVICES

Make - Model	Serial Number	IP Address	Last Update
EPSON Stylus Pro 4880	JZ7E026491	172.16.20.180	2022-09-30 11:09:30
HP LaserJet Enterprise 600 M601dn	CNCCG4Q0KH	192.168.6.24	2022-10-13 00:02:43

With your next upgrade, we highly recommend you incorporate these machines into your next contract. Depending on volume, this could result in significant cost savings. For example, in buying supplies on your own and having your in-house IT staff service them, a color laser device color cost can average as much as 25 cents per print, while our bids are coming in at less than 5 cents per print.

In addition, not including the usage on these machines can throw off your usage ratios shown on the next few pages, which can also affect your future budget planning.

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	Student Population	Annual Black Volume	Total School Cost*	Average Annual Black Prints Per Student	Average Annual Black Cost Per Student
Center Woods Elementary School	545	414,274	$22,382.09	760	$41.07
Henniker Community School	397	471,528	$25,407.75	1,188	$64.00
James Faulkner Elementary School	61	67,654	$3,655.90	1,109	$59.93
John Stark Regional High School	579	739,251	$39,932.75	1,277	$68.97
SAU 24 District Office	0	72,402	$3,910.35	0	$0.00
Weare Middle School	337	459,295	$24,768.13	1,363	$73.50
Totals	**1,919**	**2,224,404**	**$120,056.97**	**1,159**	**$62.56**

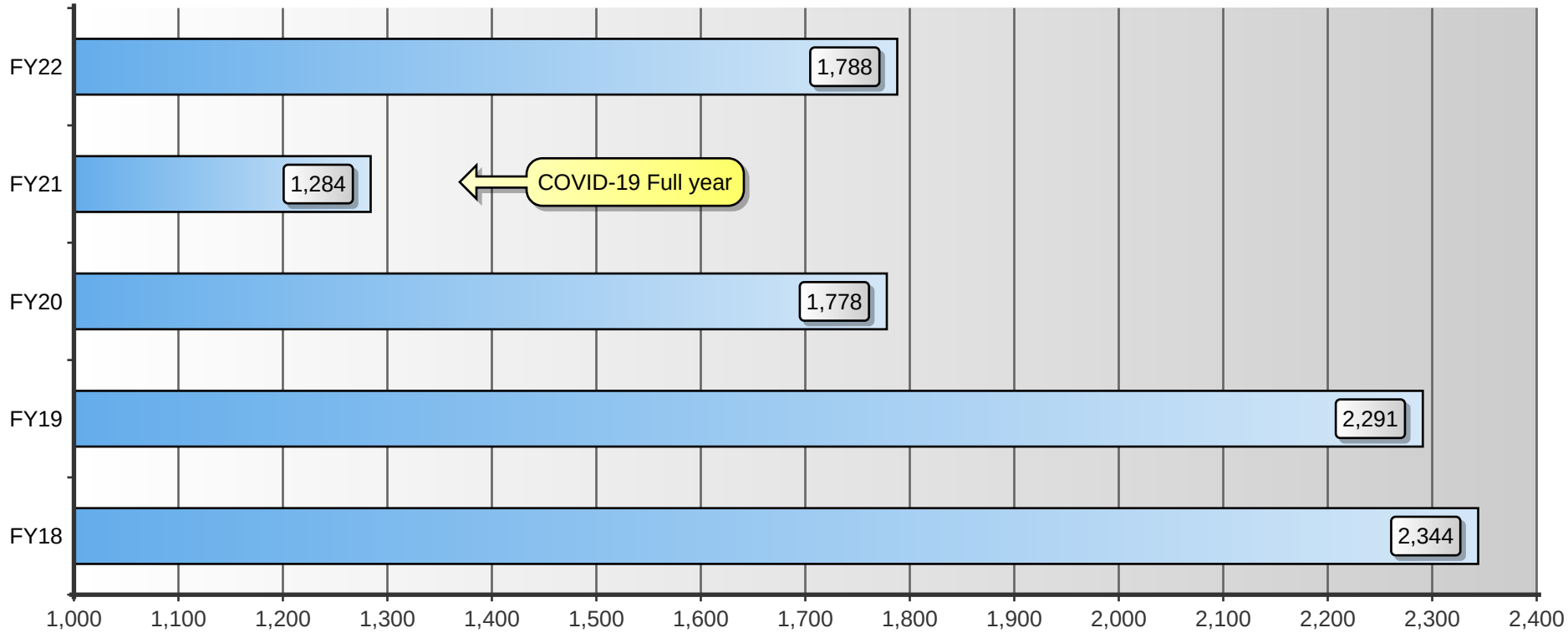
*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.

INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,741	149,723,855	$3,872,721.04	1,788	$46.25

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



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	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Center Woods Elementary School	545	27,532	$921.62	51	$1.69
Henniker Community School	397	94,737	$3,144.32	239	$7.92
James Faulkner Elementary School	61	12,008	$410.03	197	$6.72
John Stark Regional High School	579	164,381	$5,489.47	284	$9.48
SAU 24 District Office	0	52,255	$1,734.34	0	$0.00
Weare Middle School	337	153,197	$5,084.61	455	$15.09
Totals	**1,919**	**504,110**	**$16,784.39**	**263**	**$8.75**

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

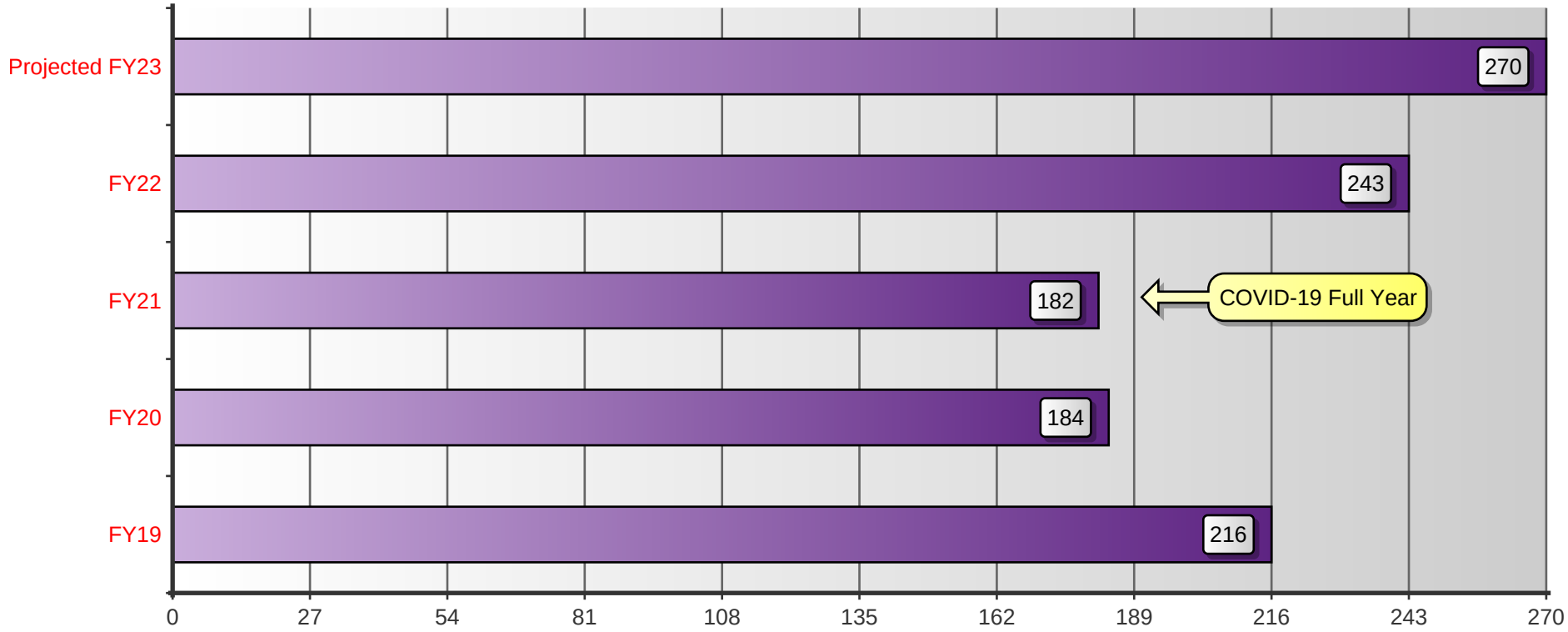
Note: STARDoc tool will flag any future high color usage. See page 52 of STARDoc Features. Current industry ratio averages 243 color prints per student per year. Your color volume this year averages 263 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

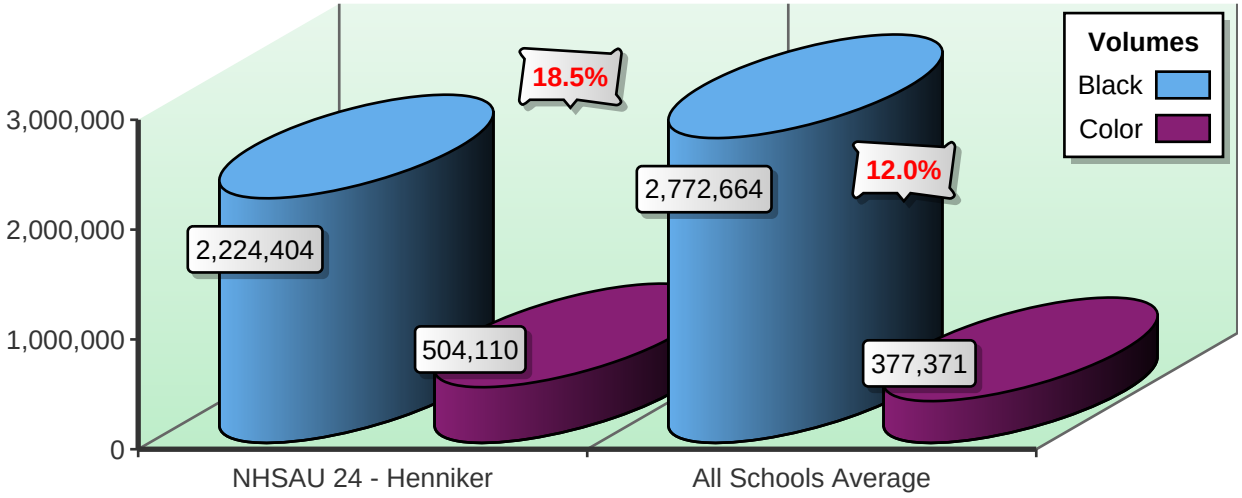
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,741	20,378,027	$929,875.30	243	$11.10

**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

Despite the significant drop in color usage over the past two years, color usage has not only recovered, it has soared. FY22 increased average color usage by 33% over FY21. Obviously, some color printing is necessary, but if it is not properly monitored it could negatively impact 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 Equipment 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.

EQUIPMENT USAGE & RECOMMENDATIONS

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

Date of Last Upgrade: 07/01/2016

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Center Woods Elementary School					
Art Room					
Ricoh SPC352dn / 30 PPM	0	194	194	$0.00463	None at this time.
X031R800004 / 14765256				$0.90	
750,000 / 12/2017	0	701	701	$0.03738	
Color Network Printer / RICOH				$26.20	
Computer Lab					
Ricoh SPC352dn / 30 PPM	0	403	403	$0.00463	None at this time.
X031R800014 / 14765335				$1.87	
750,000 / 12/2017	0	1,169	1,169	$0.03738	
Color Network Printer / RICOH				$43.70	
Hallway Outside 006					
Ricoh P 501 / 45 PPM	0	11,464	11,464	$0.00463	None at this time.
521IP701377 / 14762851				$53.08	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Hallway Outside 112					
Ricoh P 501 / 45 PPM	0	18,351	18,351	$0.00463	None at this time.
521IP701375 / 14762850				$84.97	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Hallway Outside 235					
Ricoh P 501 / 45 PPM	0	1,570	1,570	$0.00463	None at this time.
521IP801833 / 14764011				$7.27	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Library					
Ricoh P 501 / 45 PPM	0	2,358	2,358	$0.00463	None at this time.
521IP801622 / 14764021				$10.92	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Main Office					
Ricoh P 501 / 45 PPM	0	756	756	$0.00463	None at this time.
521IP801623 / 14764022				$3.50	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Ricoh P 501 / 45 PPM	0	6,168	6,168	$0.00463	None at this time.
521IP801828 / 14764057				$28.56	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Main Office					
Ricoh IMC6000 / 60 PPM	0	47,331	47,331	$0.00370	None at this time.
3141R600369 / 14776834				$175.12	
4,000,000 / 01/2019	0	25,662	25,662	$0.03319	
Color Photocopier / RICOH				$851.72	
Nurse					
Ricoh P 501 / 45 PPM	0	1,583	1,583	$0.00463	None at this time.
521IP801601 / 14784491				$7.33	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Room 109					
Ricoh P 501 / 45 PPM	0	4,164	4,164	$0.00463	None at this time.
521IP801836 / 14764005				$19.28	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 118					
Ricoh P 501 / 45 PPM	0	12,748	12,748	$0.00463	None at this time.
521IP801837 / 14764003				$59.02	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Room 12					
Ricoh P 501 / 45 PPM	0	1,680	1,680	$0.00463	None at this time.
521IP801627 / 14764017				$7.78	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Room 355					
Ricoh P 501 / 45 PPM	0	2,440	2,440	$0.00463	None at this time.
521IP801573 / 14764016				$11.30	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Teachers Room 151					
Ricoh IM 8000 / 80 PPM	0	210,971	210,971	$0.00370	None at this time.
4031C300723 / 14784595				$780.59	
5,000,000 / 10/2020	0	0	0	$0.00000	
Black Photocopier / RICOH				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Teachers Room Room 008					
Ricoh IM 8000 / 80 PPM	0	92,093	92,093	$0.00370	None at this time.
4031C600778 / 14784597				$340.74	
5,000,000 / 10/2020	0	0	0	$0.00000	
Black Photocopier / RICOH				$0.00	
		Subtotal Black	414,274	$1,592.22	
		Subtotal Color	27,532	$921.62	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Henniker Community School					
Main Office					
Ricoh IM C4500 / 45 PPM	0	27,385	27,385	$0.00370	None at this time.
3121R600050 / 14786017				$101.32	
1,000,000 / 01/2019	0	14,374	14,374	$0.03319	
Color Photocopier/RICOH				$477.07	
Special Ed Room 147					
Ricoh IM C4500 / 45 PPM	0	33,989	33,989	$0.00370	None at this time.
3121R103278 / 14786095				$125.76	
1,000,000 / 01/2019	0	9,007	9,007	$0.03319	
Color Photocopier / RICOH				$298.94	
Teacher's Room					
Ricoh IM C8000 / 80 PPM	0	179,731	179,731	$0.00370	None at this time.
3841C500008 / 14785700				$665.00	
5,000,000 / 10/2020	0	39,334	39,334	$0.03319	
Color Photocopier / RICOH				$1,305.50	
Teacher's Room					
Ricoh IM C8000 / 80 PPM	0	230,423	230,423	$0.00370	None at this time.
3841C500011 / 14785701				$852.57	
5,000,000 / 10/2020	0	32,022	32,022	$0.03319	
Color Photocopier / RICOH				$1,062.81	
		Subtotal Black	**471,528**	**$1,744.65**	
		Subtotal Color	**94,737**	**$3,144.32**	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
James Faulkner Elementary School					
Hallway Cart					
Ricoh P 501 / 45 PPM	0	2,143	2,143	$0.00463	None at this time.
521IP801819 / 14764025				$9.92	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer/RICOH				$0.00	
Hallway Cart					
Ricoh SPC352dn / 30 PPM	0	3,302	3,302	$0.00463	None at this time.
X031R800013 / 14764950				$15.29	
750,000 / 12/2017	0	2,740	2,740	$0.03738	
Color Network Printer / RICOH				$102.42	
Live Hot Swap					
Ricoh P 501 / 45 PPM	0	0	0	$0.00463	Not in use for FY22.
521IP801834 / 14764009				$0.00	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Main Office					
Ricoh IM C4500 / 45 PPM	0	56,432	56,432	$0.00370	None at this time.
312IR600221 / 14786093				$208.80	
1,000,000 / 01/2019	0	9,268	9,268	$0.03319	
Color Photocopier / RICOH				$307.60	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Modular					
Ricoh P 501 / 45 PPM	0	5,777	5,777	$0.00463	None at this time.
5211P801406 / 14763993				$26.75	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
		Subtotal Black	67,654	$260.76	
		Subtotal Color	12,008	$410.03	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
John Stark Regional High School					
Room 187 Performing Arts					
Ricoh P 501 / 45 PPM	0	2,173	2,173	$0.00463	None at this time.
521IP801618 / 14763995				$10.06	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer/RICOH				$0.00	
Area 51					
Ricoh P 501 / 45 PPM	0	2,141	2,141	$0.00463	None at this time.
521IP801829 / 14764024				$9.91	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Area 51					
Ricoh SPC352dn / 30 PPM	0	116	116	$0.00463	None at this time.
X031R800012 / 14764949				$0.54	
750,000 / 12/2017	0	307	307	$0.03738	
Color Network Printer / RICOH				$11.48	
Art					
Ricoh SPC352dn / 30 PPM	0	408	408	$0.00463	None at this time.
X031R800007 / 14765333				$1.89	
750,000 / 12/2017	0	1,863	1,863	$0.03738	
Color Network Printer / RICOH				$69.64	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Art Department					
Ricoh P 501 / 45 PPM	0	3,692	3,692	$0.00463	None at this time.
521IP801820 / 14764006				$17.09	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Bookkeeper					
Ricoh P 501 / 45 PPM	0	3,629	3,629	$0.00463	None at this time.
521IP801822 / 14763999				$16.80	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Café					
Ricoh IM430F / 45 PPM	0	3,065	3,065	$0.00725	None at this time.
335IP850110 / 14782849				$22.22	
1,000,000 / 03/2019	0	0	0	$0.00000	
Black Laser MFP / RICOH				$0.00	
Conference Room 141					
Ricoh P 501 / 45 PPM	0	3	3	$0.00463	None at this time.
521IP801620 / 14763996				$0.01	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Floater 02 Library					
Ricoh IM 5000 / 50 PPM	0	50,847	50,847	$0.00370	None at this time.
4451R500669 / 14762719				$188.13	
3,000,000 / 06/2021	0	0	0	$0.00000	
Black Photocopier / RICOH				$0.00	
Graphics Lab Room 177					
Ricoh P 501 / 45 PPM	0	428	428	$0.00463	None at this time.
5211P801600 / 14784486				$1.98	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Guidance					
Ricoh IM C4500 / 45 PPM	0	42,015	42,015	$0.00370	None at this time.
3121R201340 / 14786087				$155.46	
1,000,000 / 01/2019	0	12,607	12,607	$0.03319	
Color Photocopier / RICOH				$418.43	
Guidance					
Ricoh SPC352dn / 30 PPM	0	954	954	$0.00463	None at this time.
X031R700216 / 14765255				$4.42	
750,000 / 12/2017	0	1,767	1,767	$0.03738	
Color Network Printer / RICOH				$66.05	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Library					
Ricoh P 501 / 45 PPM	0	12,394	12,394	$0.00463	None at this time.
521IP801599 / 14784487				$57.38	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Library					
Ricoh IM C4500 / 45 PPM	0	122,804	122,804	$0.00370	None at this time.
312IR600468 / 14786360				$454.37	
1,000,000 / 01/2019	0	21,325	21,325	$0.03319	
Color Photocopier / RICOH				$707.78	
Main Office					
Ricoh P 501 / 45 PPM	0	5,648	5,648	$0.00463	None at this time.
521IP801494 / 14763994				$26.15	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Main Office					
Ricoh IMC6000 / 60 PPM	0	39,771	39,771	$0.00370	None at this time.
314IR600417 / 14776804				$147.15	
4,000,000 / 01/2019	0	7,980	7,980	$0.03319	
Color Photocopier / RICOH				$264.86	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Ricoh SPC352dn / 30 PPM	0	113	113	$0.00463	None at this time.
X031R800015 / 14765334				$0.52	
750,000 / 12/2017	0	397	397	$0.03738	
Color Network Printer / RICOH				$14.84	
Math Office Room 227 Floater 01					
Ricoh IM 5000 / 50 PPM	0	133,474	133,474	$0.00370	None at this time.
445IR501082 / 14762899				$493.85	
3,000,000 / 06/2021	0	0	0	$0.00000	
Black Photocopier / RICOH				$0.00	
Office 114					
Ricoh P 501 / 45 PPM	0	1,643	1,643	$0.00463	None at this time.
521IP801824 / 14764002				$7.61	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Office 213					
Ricoh P 501 / 45 PPM	0	21,556	21,556	$0.00463	None at this time.
521IP801827 / 14764013				$99.80	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Principal					
Ricoh P 501 / 45 PPM	0	2,951	2,951	$0.00463	None at this time.
521IP800098 / 14764056				$13.66	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Room 144					
Ricoh P 501 / 45 PPM	0	3,841	3,841	$0.00463	None at this time.
521IP801818 / 14764004				$17.78	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Room 168					
Ricoh P 501 / 45 PPM	0	1,223	1,223	$0.00463	None at this time.
521IP800115 / 14764055				$5.66	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Room 171					
Ricoh P 501 / 45 PPM	0	2,090	2,090	$0.00463	None at this time.
521IP801598 / 14784488				$9.68	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 175					
Ricoh P 501 / 45 PPM	0	1,117	1,117	$0.00463	None at this time.
521IP801626 / 14764018				$5.17	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Room 177					
Ricoh SPC352dn / 30 PPM	0	52	52	$0.00463	None at this time.
X031R700188 / 14765331				$0.24	
750,000 / 12/2017	0	831	831	$0.03738	
Color Network Printer / RICOH				$31.06	
Room 191					
Ricoh P 501 / 45 PPM	0	1,799	1,799	$0.00463	None at this time.
521IP800116 / 14764030				$8.33	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Room 193 Computer Lab					
Ricoh P 501 / 45 PPM	0	8,219	8,219	$0.00463	None at this time.
521IP801619 / 14764020				$38.05	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 197					
Ricoh P 501 / 45 PPM	0	3,487	3,487	$0.00463	None at this time.
521IP801817 / 14764026				$16.14	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Room 199					
Ricoh P 501 / 45 PPM	0	1,732	1,732	$0.00463	None at this time.
521IP800099 / 14764027				$8.02	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Room 213					
Ricoh IM C8000 / 80 PPM	0	112,908	112,908	$0.00370	None at this time.
384IC900089 / 14764745				$417.76	
5,000,000 / 10/2020	0	49,792	49,792	$0.03319	
Color Photocopier / RICOH				$1,652.60	
Room 227					
Ricoh P 501 / 45 PPM	0	3,051	3,051	$0.00463	None at this time.
521IP801629 / 14763991				$14.13	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 241					
Ricoh P 501 / 45 PPM	0	159	159	$0.00463	None at this time.
5211P801835 / 14764012				$0.74	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Room 244					
Ricoh P 501 / 45 PPM	0	2,167	2,167	$0.00463	None at this time.
5211P801823 / 14764000				$10.03	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Room 245					
Ricoh IM C8000 / 80 PPM	0	127,273	127,273	$0.00370	None at this time.
3841C900105 / 14764096				$470.91	
5,000,000 / 10/2020	0	60,317	60,317	$0.03319	
Color Photocopier / RICOH				$2,001.92	
Spare					
Ricoh P 501 / 45 PPM	0	0	0	$0.00463	Not in use for FY22.
5211P801621 / 14764019				$0.00	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Sped					
Ricoh SPC352dn / 30 PPM	0	1,957	1,957	$0.00463	None at this time.
X031R800009 / 14765332				$9.06	
750,000 / 12/2017	0	2,795	2,795	$0.03738	
Color Network Printer / RICOH				$104.48	
Sped					
Ricoh IM C4500 / 45 PPM	0	12,298	12,298	$0.00370	None at this time.
3121R201545 / 14786089				$45.50	
1,000,000 / 01/2019	0	4,325	4,325	$0.03319	
Color Photocopier / RICOH				$143.55	
Teachers Room 245					
Ricoh P 501 / 45 PPM	0	6,031	6,031	$0.00463	None at this time.
5211P801831 / 14764010				$27.92	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Tech Dir Office 170					
Ricoh SPC352dn / 30 PPM	0	22	22	$0.00463	None at this time.
X031R800006 / 14765330				$0.10	
750,000 / 12/2017	0	75	75	$0.03738	
Color Network Printer / RICOH				$2.80	
		Subtotal Black	**739,251**	**$2,834.27**	
		Subtotal Color	**164,381**	**$5,489.47**	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAU 24 District Office					
2nd Floor Conference Room					
Ricoh IM C4500 / 45 PPM	0	23,752	23,752	$0.00370	None at this time.
3121R201346 / 14786091				$87.88	
1,000,000 / 01/2019	0	23,546	23,546	$0.03319	
Color Photocopier/RICOH				$781.49	
Back Copy Room					
Ricoh IMC6000 / 60 PPM	0	38,921	38,921	$0.00370	None at this time.
3141R600501 / 14762520				$144.01	
4,000,000 / 01/2019	0	28,709	28,709	$0.03319	
Color Photocopier / RICOH				$952.85	
HR					
Ricoh P 501 / 45 PPM	0	1,850	1,850	$0.00463	None at this time.
5211P503043 /				$8.57	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Meredith's Office (Needs MICR)					
Ricoh P 501 / 45 PPM	0	5,237	5,237	$0.00463	None at this time.
5211P502952 /				$24.25	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Spare					
Ricoh P 501 / 45 PPM	0	2,642	2,642	$0.00463	None at this time.
521IP801603 / 14784490				$12.23	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Student Services					
Ricoh P 501 / 45 PPM	0	0	0	$0.00463	Not in use for FY22.
521IP801821 / 14764001				$0.00	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Superintendent Secretary					
Ricoh P 501 / 45 PPM	0	0	0	$0.00463	Not in use for FY22.
521IP800110 / 14764015				$0.00	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
		Subtotal Black	72,402	$276.94	
		Subtotal Color	52,255	$1,734.34	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Weare Middle School					
4th Grade Wing					
Ricoh P 501 / 45 PPM	0	946	946	$0.00463	None at this time.
521IP801571 / 14763990				$4.38	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer/RICOH				$0.00	
4th Grade Wing					
Ricoh IMC6000 / 60 PPM	0	88,289	88,289	$0.00370	None at this time.
314IR700083 / 14762720				$326.67	
4,000,000 / 01/2019	0	29,679	29,679	$0.03319	
Color Photocopier / RICOH				$985.05	
5th Grade Wing					
Ricoh P 501 / 45 PPM	0	953	953	$0.00463	None at this time.
521IP800114 / 14764029				$4.41	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
5th Grade Wing					
Ricoh IMC6000 / 60 PPM	0	90,608	90,608	$0.00370	None at this time.
314IR600348 / 14762533				$335.25	
4,000,000 / 01/2019	0	34,082	34,082	$0.03319	
Color Photocopier / RICOH				$1,131.18	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
6th Grade Wing					
Ricoh P 501 / 45 PPM	0	2,778	2,778	$0.00463	None at this time.
521IP800112 / 14763997				$12.86	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
6th Grade Wing					
Ricoh IMC6000 / 60 PPM	0	95,403	95,403	$0.00370	None at this time.
314IR710224 / 14763587				$352.99	
4,000,000 / 01/2019	0	18,976	18,976	$0.03319	
Color Photocopier / RICOH				$629.81	
7-8th Grade Wing					
Ricoh P 501 / 45 PPM	0	2,070	2,070	$0.00463	None at this time.
521IP801500 / 14764023				$9.58	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
7-8th Grade Wing					
Ricoh IMC6000 / 60 PPM	0	85,105	85,105	$0.00370	None at this time.
314IR600497 / 14776805				$314.89	
4,000,000 / 01/2019	0	33,481	33,481	$0.03319	
Color Photocopier / RICOH				$1,111.23	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Computer Lab					
Ricoh P 501 / 45 PPM	0	47	47	$0.00463	None at this time.
5211P801602 / 14784489				$0.22	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Guidance/Nurse					
Ricoh IMC6000 / 60 PPM	0	4,930	4,930	$0.00370	None at this time.
3141R600364 / 14762714				$18.24	
4,000,000 / 01/2019	0	1,158	1,158	$0.03319	
Color Photocopier / RICOH				$38.43	
Library					
Ricoh IM C4500 / 45 PPM	0	29,112	29,112	$0.00370	None at this time.
3120RB00874 / 14786094				$107.71	
1,000,000 / 01/2019	0	10,334	10,334	$0.03319	
Color Photocopier / RICOH				$342.99	
Library Office					
Ricoh P 501 / 45 PPM	0	2,782	2,782	$0.00463	None at this time.
5211P801825 / 14764014				$12.88	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Ricoh IM C4500 / 45 PPM	0	44,838	44,838	$0.00370	None at this time.
3121R201264 / 14786088				$165.90	
1,000,000 / 01/2019	0	25,487	25,487	$0.03319	
Color Photocopier / RICOH				$845.91	
N/A					
Ricoh P 501 / 45 PPM	0	4,292	4,292	$0.00463	None at this time.
5211P801830 / 14764007				$19.87	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Room U0030					
Ricoh P 501 / 45 PPM	0	3,587	3,587	$0.00463	None at this time.
5211P801832 / 14764008				$16.61	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Room U0070					
Ricoh P 501 / 45 PPM	0	468	468	$0.00463	None at this time.
5211P800101 / 14764028				$2.17	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	12/31/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room U0090					
Ricoh P 501 / 45 PPM	0	2,091	2,091	$0.00463	None at this time.
521IP801574 / 14763998				$9.68	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
Speech					
Ricoh P 501 / 45 PPM	0	996	996	$0.00463	None at this time.
521IP801628 / 14763992				$4.61	
1,000,000 / 04/2019	0	0	0	$0.00000	
Black Network Printer / RICOH				$0.00	
		Subtotal Black	459,295	$1,718.93	
		Subtotal Color	153,197	$5,084.61	
		Overall Black Totals	2,224,404	$8,427.77	
		Overall Color Totals	504,110	$16,784.39	Your Avg Color CPC is $0.0333

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 05/01/2021 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 22 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
2,224,404	$0.01073	$23,867.85

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,224,404	$0.00379	$8,430.49	$15,437.36	$77,186.82

*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 $15,437.36 x 1 year as a Client = $15,437.36 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 payments 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
Center Woods Elementary School	414,274	$1,592.22	$2,619.87	$18,170.00	$22,382.09
Henniker Community School	471,528	$1,744.65	$2,981.94	$20,681.16	$25,407.75
James Faulkner Elementary School	67,654	$260.76	$427.84	$2,967.30	$3,655.90
John Stark Regional High School	739,251	$2,834.27	$4,675.02	$32,423.45	$39,932.75
SAU 24 District Office	72,402	$276.94	$457.87	$3,175.54	$3,910.35
Weare Middle School	459,295	$1,718.93	$2,904.58	$20,144.62	$24,768.13
TOTALS	**2,224,404**	**$8,427.77**	**$14,067.13**	**$97,562.07**	**$120,056.97**

SPC Upgrades for 2022

Client	Contact	Total Annual Volume	Number of Machines	Former Vendor	Vendor Awarded	Annual Cost Savings	5 Year Cost Savings	Print Management Software Added*
SAU 36 - White Mountains Regional SD	Kris Franklin	2,884,577	46	Visual Edge-OSV	Symquest	$11,704.62	$58,523.10	STARDoc Only
SAU 61 - Farmington	Brian Cisneros	2,857,215	42	Same	KMBS	$7,383.00	$36,915.00	PaperCut & STARDoc
SAU 66 - Hopkinton	Michael Flynn	2,460,750	78	Global-Conway	KMBS	$29,956.00	$149,780.00	PaperCut & STARDoc
SAU 68 - Lincoln/Woodstock	Debbie O'Connor	815,437	13	Same	KMBS	$4,302.00	$21,510.00	PaperCut & STARDoc
SAU 80 - Shaker Regional SD	Debbie Thompson	2,896,042	23	Same	Budget	$5,550.00	$27,750.00	PaperCut & STARDoc
SAU 87 - Mascenic	Lizabeth Baker	2,834,149	59	Same	KMBS	$15,634.00	$78,170.00	STARDoc Only
Great Bay E-Learning Charter School	Peter Stackhouse	246,262	8	Same	KMBS	$1,744.00	$8,720.00	STARDoc Only
MSAD 37 - Harrington Maine	Ron Ramsay	1,776,270	56	Visual Edge-A-Copi	Ricoh	$6,953.00	$34,765.00	STARDoc Only
SAU 54 -Rochester NH	Linda Bartlett	11,900,000	215	Same	KMBS	-$1,920.00	-$9,600.00	PaperCut & STARDoc
East Millinocket Schools Maine	Luci Milewski	1,113,369	4	Visual Edge-A-Copi	Ricoh	$6,449.00	$32,245.00	STARDoc Only
Washington Central UUSD	Mark Kline	4,000,000	68	Canon & Conway	Symquest	$26,757.00	$133,785.00	STARDoc Only
RSU 64 - East Corinth	Rhonda Sperrey	2,698,445	28	Visual Edge-A-Copi	Symquest	$9,304.00	$46,520.00	PaperCut & STARDoc
RSU 06 - Bonny Eagle	Scott Nason	8,328,355	109	Visual Edge-A-Copi	Symquest	$21,350.00	$106,750.00	PaperCut & STARDoc
RSU 14 - Windham Raymond	Bob Hickey	7,539,568	211	Visual Edge-A-Copi	Symquest	$48,135.00	$240,675.00	STARDoc Only
Orleans Southwest Supervisory Union VT	David Martin	2,846,049	24	Visual Edge-OSV	National	$4,390.00	$21,950.00	PaperCut & STARDoc
Essex Westford School District VT	Peter Drescher	10,741,439	265	Visual Edge-OSV & National	Symquest	$100,004.00	$500,020.00	PaperCut & STARDoc
Sullivan County NH	Derek Ferland	911,018	40	Canon	Symquest	$14,033.00	$70,165.00	PaperCut & STARDoc
Winooski School District VT	Nicole Mace	1,848,750	87	Canon	Symquest	$42,364.00	$211,820.00	PaperCut & STARDoc
Windham Northeast Supervisory Union VT	Andrew Haas	3,000,000	46	Canon	Symquest	$39,323.00	$196,615.00	PaperCut & STARDoc
SAU 43 - Newport NH	Ed Emond	1,772,242	10	Visual Edge-OSV	Symquest	$18,656.00	$93,280.00	STARDoc Only
Totals		73,469,937	1,432			$412,071.62	$2,060,358.10	

*** Print Management Software: All Clients have SPC STARDoc but some have chosen to acquire additional support that they did not have previously.**

TOTALS	82,468,260	69,686,229	73,469,937	
Total New Clients	14,950,000	41,249,400	17,952,178	<< 8 Clients
Total Existing Clients	67,518,260	28,436,829	55,517,759	<< 12 Clients

2022 Award Evaluation	Manufacturer	Volume	Machines
Symquest	Konica Minolta	43,724,394	910
KMBS	Konica Minolta	21,113,813	415
Budget	Konica Minolta	2,896,042	23
Ricoh	Ricoh	2,889,639	60
National	Kyocera	2,846,049	24
TOTALS		73,469,937	1,432

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 averaged annual lease payments are NOT figured in to this table, as they are covered in the black prints report.

Building	Projected Color Volume	Service & Supply Cost
Center Woods Elementary School	27,532	$921.62
Henniker Community School	94,737	$3,144.32
James Faulkner Elementary School	12,008	$410.03
John Stark Regional High School	164,381	$5,489.47
SAU 24 District Office	52,255	$1,734.34
Weare Middle School	153,197	$5,084.61
TOTALS	**504,110**	**$16,784.39**

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - BLACK

This table represents ACTUAL and PROJECTED Service & Supply expenses for BLACK usage broken down by equipment type and vendor. Under SPC's 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. Although inflation has increased by 9.5% over last year, SPC has capped that increase for FY23 to only 5%. In the 30+ years of SPC's history, this is the first time this cap was necessary, but it clearly benefits the client as we continue to save you money.

Vendor	Equipment Type	FY22 Black Volume	FY22 Black Cost/Copy	FY22 Black S & S Costs	FY23 Black Cost/Copy	FY23 Projected Black S & S Costs
Ricoh USA	Black Laser MFP	3,065	$0.00725	$22.22	$0.00725	$22.22
Ricoh USA	Black Network Printer	193,115	$0.00463	$894.12	$0.00463	$894.12
Ricoh USA	Black Photocopier	487,385	$0.00370	$1,803.32	$0.00370	$1,803.32
Ricoh USA	Color Network Printer	7,521	$0.00463	$34.82	$0.00463	$34.82
Ricoh USA	Color Photocopier	1,533,318	$0.00370	$5,673.28	$0.00370	$5,673.28
TOTALS AND AVERAGES		2,224,404	$0.00379	$8,427.77	$0.00379	$8,427.77

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - COLOR

This table represents ACTUAL and PROJECTED Service & Supply expenses for COLOR usage broken down by equipment type and vendor. Under SPC's 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. Although inflation has increased by 9.5% over last year, SPC has capped that increase for FY23 to only 5%. In the 30+ years of SPC's history, this is the first time this cap was necessary, but it clearly benefits the client as we continue to save you money.

Vendor	Equipment Type	FY22 Color Volume	FY22 Color Cost/Copy	FY22 Color S & S Costs	FY23 Color Cost/Copy	FY23 Projected Color S & S Costs
Ricoh USA	Color Network Printer	12,645	$0.03738	$472.67	$0.03738	$472.67
Ricoh USA	Color Photocopier	491,465	$0.03319	$16,311.72	$0.03319	$16,311.72
TOTALS AND AVERAGES		504,110	$0.03330	$16,784.39	$0.03330	$16,784.39

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	90
Number of Machines on Lease	90
Number of Machines Owned	0
Number of Rental/Loaner Machines	0

Lease Company	Norway Savings Bank
Term	5 Annual
Annual Payment usually due on 8/1	$97,562.07
Lease Start Date	09/01/2021
Lease End Date	08/01/2025
Remaining Payments	3

*The Lease End Date has no bearing on Service & Supply and Warranty Contracts.

LEASED EQUIPMENT

Building	Room	Make/Model	Serial Number
Center Woods Elementary School	Art Room	Ricoh SPC352dn	X031R800004
Center Woods Elementary School	Computer Lab	Ricoh SPC352dn	X031R800014
Center Woods Elementary School	Hallway Outside 006	Ricoh P 501	521IP701377
Center Woods Elementary School	Hallway Outside 112	Ricoh P 501	521IP701375
Center Woods Elementary School	Hallway Outside 235	Ricoh P 501	521IP801833
Center Woods Elementary School	Library	Ricoh P 501	521IP801622
Center Woods Elementary School	Main Office	Ricoh IMC6000	3141R600369
Center Woods Elementary School	Main Office	Ricoh P 501	521IP801623
Center Woods Elementary School	Main Office	Ricoh P 501	521IP801828
Center Woods Elementary School	Nurse	Ricoh P 501	521IP801601
Center Woods Elementary School	Room 109	Ricoh P 501	521IP801836
Center Woods Elementary School	Room 118	Ricoh P 501	521IP801837
Center Woods Elementary School	Room 12	Ricoh P 501	521IP801627
Center Woods Elementary School	Room 355	Ricoh P 501	521IP801573
Center Woods Elementary School	Teachers Room 151	Ricoh IM 8000	4031C300723
Center Woods Elementary School	Teachers Room Room 008	Ricoh IM 8000	4031C600778
Henniker Community School	Main Office	Ricoh IM C4500	3121R600050
Henniker Community School	Special Ed Room 147	Ricoh IM C4500	3121R103278
Henniker Community School	Teacher's Room	Ricoh IM C8000	3841C500008
Henniker Community School	Teacher's Room	Ricoh IM C8000	3841C500011
James Faulkner Elementary School	Hallway Cart	Ricoh P 501	521IP801819
James Faulkner Elementary School	Hallway Cart	Ricoh SPC352dn	X031R800013
James Faulkner Elementary School	Live Hot Swap	Ricoh P 501	521IP801834
James Faulkner Elementary School	Main Office	Ricoh IM C4500	3121R600221
James Faulkner Elementary School	Modular	Ricoh P 501	521IP801406
John Stark Regional High School	Room 187 Performing Arts	Ricoh P 501	521IP801618
John Stark Regional High School	Area 51	Ricoh P 501	521IP801829
John Stark Regional High School	Area 51	Ricoh SPC352dn	X031R800012
John Stark Regional High School	Art	Ricoh SPC352dn	X031R800007
John Stark Regional High School	Art Department	Ricoh P 501	521IP801820
John Stark Regional High School	Bookkeeper	Ricoh P 501	521IP801822
John Stark Regional High School	Café	Ricoh IM430F	3351P850110
John Stark Regional High School	Conference Room 141	Ricoh P 501	521IP801620
John Stark Regional High School	Floater 02 Library	Ricoh IM 5000	4451R500669
John Stark Regional High School	Graphics Lab Room 177	Ricoh P 501	521IP801600
John Stark Regional High School	Guidance	Ricoh IM C4500	3121R201340

Building	Room	Make/Model	Serial Number
John Stark Regional High School	Guidance	Ricoh SPC352dn	X031R700216
John Stark Regional High School	Library	Ricoh IM C4500	3121R600468
John Stark Regional High School	Library	Ricoh P 501	5211P801599
John Stark Regional High School	Main Office	Ricoh IMC6000	3141R600417
John Stark Regional High School	Main Office	Ricoh P 501	5211P801494
John Stark Regional High School	Main Office	Ricoh SPC352dn	X031R800015
John Stark Regional High School	Math Office Room 227 Floater 01	Ricoh IM 5000	4451R501082
John Stark Regional High School	Office 114	Ricoh P 501	5211P801824
John Stark Regional High School	Office 213	Ricoh P 501	5211P801827
John Stark Regional High School	Principal	Ricoh P 501	5211P800098
John Stark Regional High School	Room 144	Ricoh P 501	5211P801818
John Stark Regional High School	Room 168	Ricoh P 501	5211P800115
John Stark Regional High School	Room 171	Ricoh P 501	5211P801598
John Stark Regional High School	Room 175	Ricoh P 501	5211P801626
John Stark Regional High School	Room 177	Ricoh SPC352dn	X031R700188
John Stark Regional High School	Room 191	Ricoh P 501	5211P800116
John Stark Regional High School	Room 193 Computer Lab	Ricoh P 501	5211P801619
John Stark Regional High School	Room 197	Ricoh P 501	5211P801817
John Stark Regional High School	Room 199	Ricoh P 501	5211P800099
John Stark Regional High School	Room 213	Ricoh IM C8000	3841C900089
John Stark Regional High School	Room 227	Ricoh P 501	5211P801629
John Stark Regional High School	Room 241	Ricoh P 501	5211P801835
John Stark Regional High School	Room 244	Ricoh P 501	5211P801823
John Stark Regional High School	Room 245	Ricoh IM C8000	3841C900105
John Stark Regional High School	Spare	Ricoh P 501	5211P801621
John Stark Regional High School	Sped	Ricoh IM C4500	3121R201545
John Stark Regional High School	Sped	Ricoh SPC352dn	X031R800009
John Stark Regional High School	Teachers Room 245	Ricoh P 501	5211P801831
John Stark Regional High School	Tech Dir Office 170	Ricoh SPC352dn	X031R800006
SAU 24 District Office	2nd Floor Conference Room	Ricoh IM C4500	3121R201346
SAU 24 District Office	Back Copy Room	Ricoh IMC6000	3141R600501
SAU 24 District Office	HR	Ricoh P 501	5211P503043
SAU 24 District Office	Meredith's Office (Needs MICR)	Ricoh P 501	5211P502952
SAU 24 District Office	Spare	Ricoh P 501	5211P801603
SAU 24 District Office	Student Services	Ricoh P 501	5211P801821
SAU 24 District Office	Superintendent Secretary	Ricoh P 501	5211P800110
Weare Middle School	4th Grade Wing	Ricoh IMC6000	3141R700083

Building	Room	Make/Model	Serial Number
Weare Middle School	4th Grade Wing	Ricoh P 501	521IP801571
Weare Middle School	5th Grade Wing	Ricoh IMC6000	3141R600348
Weare Middle School	5th Grade Wing	Ricoh P 501	521IP800114
Weare Middle School	6th Grade Wing	Ricoh IMC6000	3141R710224
Weare Middle School	6th Grade Wing	Ricoh P 501	521IP800112
Weare Middle School	7-8th Grade Wing	Ricoh IMC6000	3141R600497
Weare Middle School	7-8th Grade Wing	Ricoh P 501	521IP801500
Weare Middle School	Computer Lab	Ricoh P 501	521IP801602
Weare Middle School	Guidance/Nurse	Ricoh IMC6000	3141R600364
Weare Middle School	Library	Ricoh IM C4500	3120RB00874
Weare Middle School	Library Office	Ricoh P 501	521IP801825
Weare Middle School	Main Office	Ricoh IM C4500	3121R201264
Weare Middle School	N/A	Ricoh P 501	521IP801830
Weare Middle School	Room U0030	Ricoh P 501	521IP801832
Weare Middle School	Room U0070	Ricoh P 501	521IP800101
Weare Middle School	Room U0090	Ricoh P 501	521IP801574
Weare Middle School	Speech	Ricoh P 501	521IP801628

STARDoc USER NAMES

Name	User Name
Christopher Roy	christopher.roy@sau24.org
Lee Despres	lee.despres@sau24.org

STARDoc user names are managed by the Account Administrator, usually the IT Director. If there are any changes that need to be made, please notify your Account Administrator or SPC.

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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 69 clients with almost 4500 devices doing 176 million copies and prints annually. For FY22 we purchased 1,432 machines with over 73 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*** by managing 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 monthly and/or quarterly.
- THREE detailed, easy-to-read 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 overusage.
- 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 $1.5 million for all of our clients.
That translates into Savings of more than $7 million over five years!

SPC specialized purchasing consultants

SPC Values Our Vendors

Overall Benefits to Our Vendors

- Opportunities brought to vendor - Over 1,400 units purchased in FY22 running over 73 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)
- Vendor Bid Portal: Greatly reduces bid input time; reduces time from bid submission to bid presentation to the clients in our cooperative
- Control of Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment)
- Selling of vendors' 'Value Add' directly to our clients after the bids are in; Client has the right to pay more than low bid, if desired

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 costs
- Manage and audit installation
- Capture final meter reads and close books on old devices & contracts

Vendor Ongoing Support

- Yearly meter reads
- Simplified Billing: SPC manages billing and payment directly with 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 managed over 4,500 Photocopiers and Printers last year.
Our relationship with our vendors has never been stronger!

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STARDoc Features

Cost Projection by Department or Building

- Allows you to formulate next year's budget 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 floorplans
- Timeline - allows you to track historical volume and costs to compare current budget with past years

Map your devices on Floorplans

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device Information tab allows easy access to the printer/copier web interface
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TVs)

Floorplan Administration

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

Contacts Page

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

Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Non-Reporting Device listing for devices that haven't reported for more than two weeks
- Tracks additional non-contracted devices
- IP Addresses and MAC addresses imported automatically
- Strikethrough on machines that have been removed

Monthly Audits

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

Last Sync Date

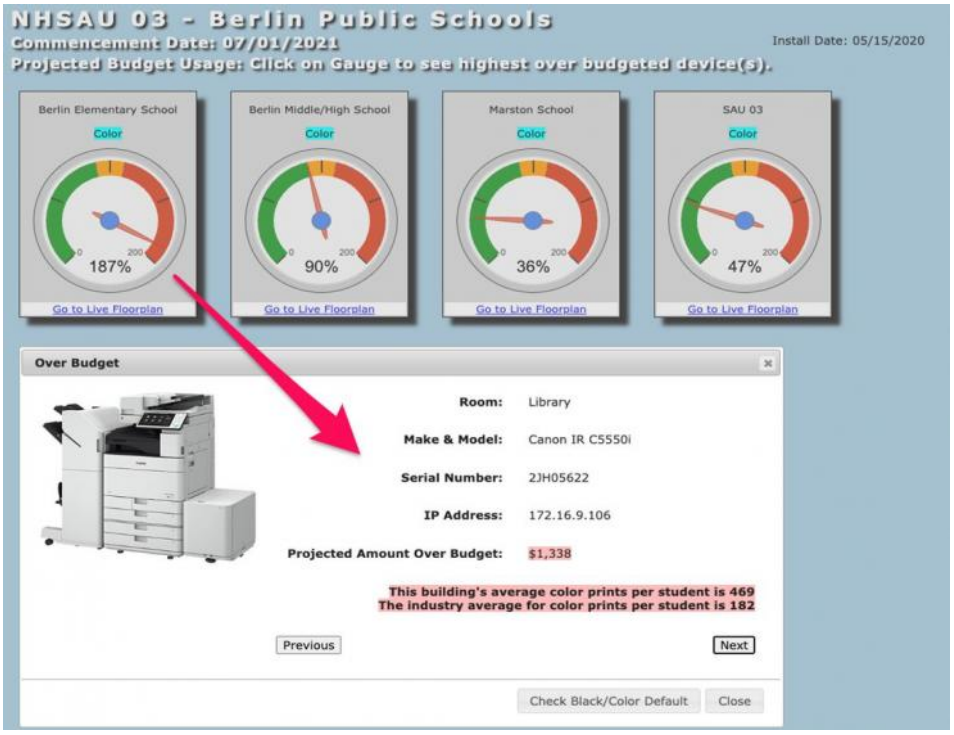
- Shows the last time FM Audit synced for equipment

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.

Five-Year Fleet Management (FYFM)

- Interactive tool that examines printing habits
- Flags potential problem areas
- Helps identify equipment with high color usage



NEW VENDOR CATEGORIES

In the past we had two vendor categories: Cooperative and Uncooperative. In 2021 we added a third category:

Premier: defined as consistently providing ...

- Quality bids to SPC
- Quality service with a four-hour or less average response time
- Reliable equipment and competitive pricing
- Support to SPC and our mutual clients to resolve concerns
- **Current Premier Vendors**
    - Budget Document Technologies
    - Konica Minolta Business Solutions
    - National 1927
    - Ricoh USA
    - SymQuest Group

Cooperative: defined as ...

- Providing bids as required but lacking in one or more areas listed above, or they have yet to provide a history of strong support

Uncooperative: defined as ...

- Rarely submitting bids to SPC
- Encourages SPC clients to breach existing contracts and undermines SPC's bid process

WARRANTY RELIEF FUND

Why is it Needed?

With the recent pandemic, schools and businesses shut down. In FY20 credits owed were around $389,000. However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news, 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.

WARRANTY RELIEF EQUIPMENT BASE

Why is it Needed?

As with credits owed to clients for unused copies, sometimes equipment needs to be replaced or added but there are no funds in the budget. Rather than relying solely on the Warranty Relief Fund, SPC will have an inventory of high-quality, low-meter copiers and printers to use as replacements or additional equipment as needed at a lower cost to the client than a new machine.

Other Concerns:

- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Warranty
- Equipment is damaged by user and not covered under the Warranty

Purpose:

- To replace or add a machine when needed

Who Benefits?

- All SPC clients...by pooling high-quality equipment from past client upgrades, equipment can be replaced with minimal impact on the client