



Specialized Purchasing Consultants

PO Box 190
Gorham, NH 03581
(800) 750-1538
www.spccopypro.com

2011-12 Annual Report

Year - End Photocopier Analysis

With projected costs for 2012-13

Dawna Duhamel
NHSAU 25 Bedford
103 County Road
Bedford, NH 03110



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

September 2012

Skip Tilton
President

Corporate Office:
PO Box 190
Gorham, NH 03581
(800) 750-1538
(866) 281-7596 Fax

Dawna Duhamel
NHSAU 25 Bedford
103 County Road
Bedford, NH 03110

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

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *3 years*. Though each year seems to pose unique challenges, we are thrilled with all that we have been able to accomplish on behalf of our clients for the past *24 years*.

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

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

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

Sincerely,

Skip Tilton
President

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The SPC Team

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



Skip Tilton, President

Billie Jo Tilton, Vice President

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



equipment.



Paul Garozzo

General Manager

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

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

Glen Fortier

Auditor, Electronic Specialist & Equipment Implementation

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



Derik Brasher

Administration & Finance Manager

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

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

Alex Webster

Director of Customer Relations

It is a great pleasure for me to join the SPC team. One of my responsibilities will be creating detailed maps of your Copiers/Printers and will be assisting the team in monitoring all of your equipment. My background as a

Network Technician and my experience in Customer Service will allow me to give our clients the level of service that they have come to expect from SPC. It is my personal goal to aid in fulfilling each and every promise made to our valued clients.



The SPC Team Continued....



Robert B. Dutil

Director of Information Technology

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

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

Rachel Guay

Accounting Coordinator

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



Pam Weed

Client-Vendor Relations

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

clients and vendors to ensure smooth transitions or quick resolutions.

Anne Arbore

Administration

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



Laura Lynch

Marketing Coordinator & Client Relations

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

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

Equipment Health Status

Total Number of Machines:	45
Total Black Photocopiers	36
Total Low Cost of Operation Black Network Printers	0
Total High-Speed Duplicators	0
Total Color Photocopiers (including MFP)	7
Total Low Cost of Operation Color Network Printers	0
Total Removed from Service:	2
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	8
# of Units Overused:	5
# of Units Underused:	0
# of Units Connected to Network with Print and/or Scan	42
Commencement Date:	9/1/2009
# of Annual Payments Left on Lease	1
All Warranties and Service Contracts Expire:	6/30/2014
Print Management Software Loaded	Yes
LENP Contract Signed	No

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."

Dawna,

As you know you are in the middle of an upgrade. But this report will help for budget purposes. Keep in mind that with your current bid your future cost will drop.

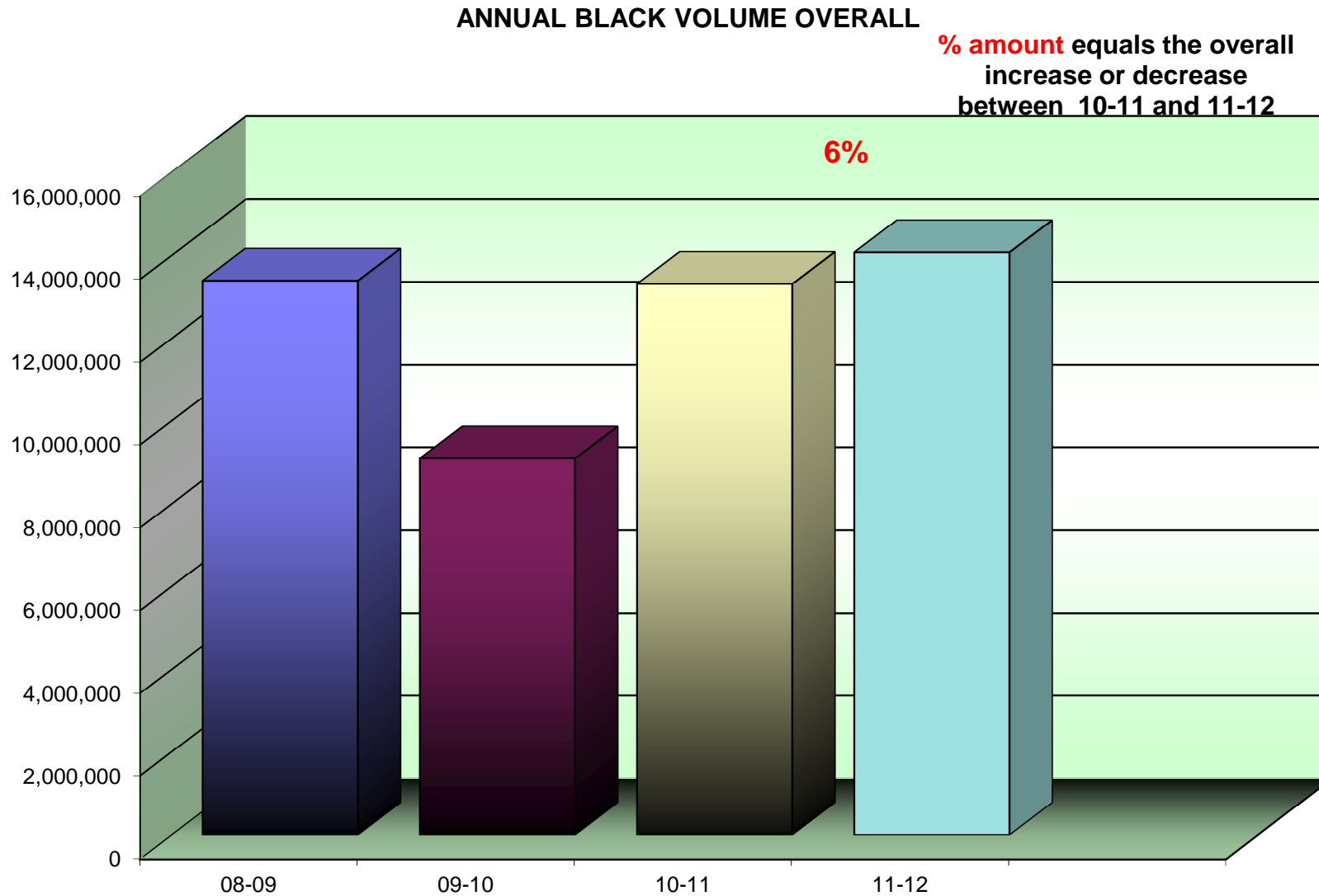
Skip

Aging Equipment Summary

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

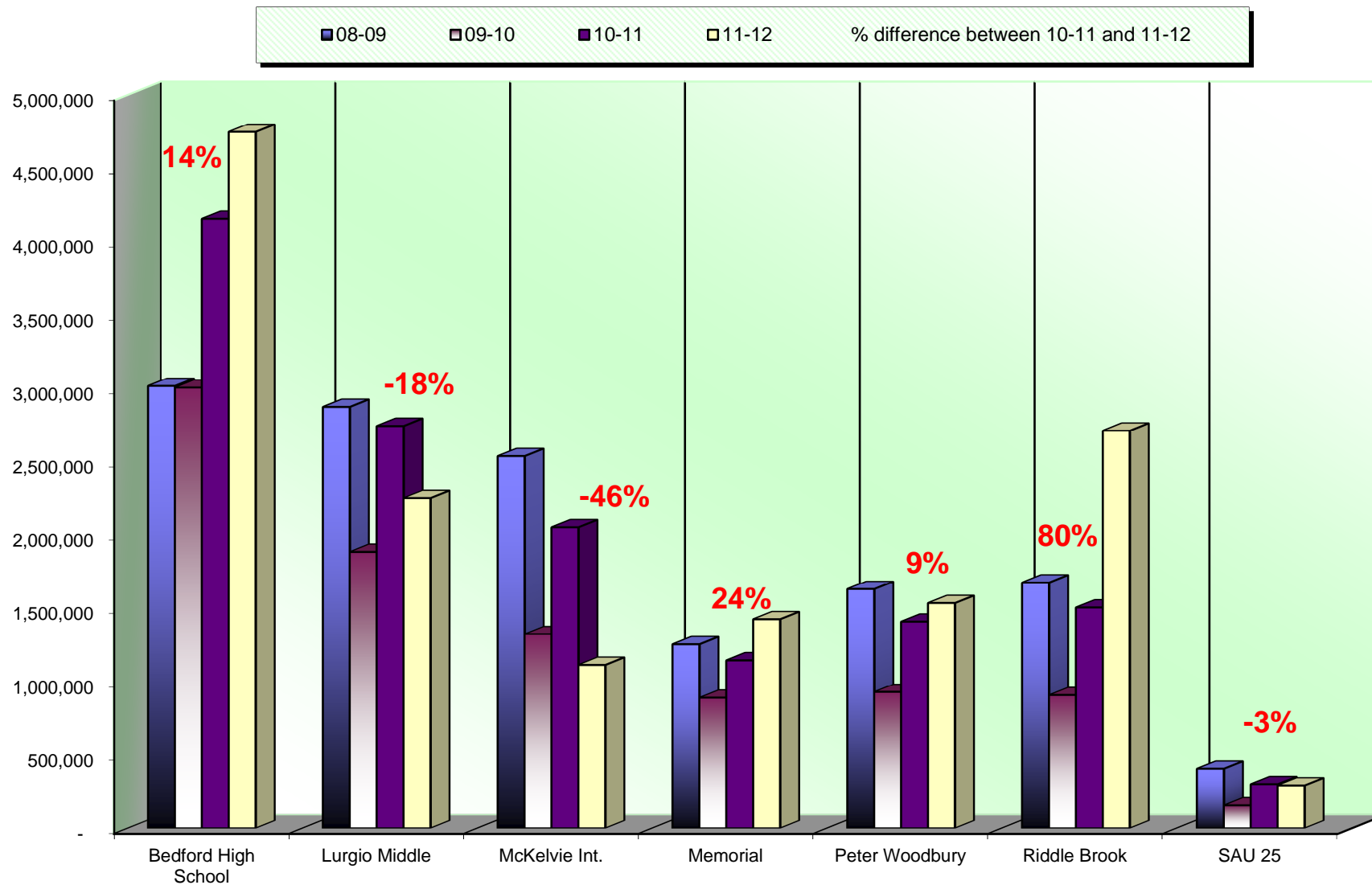
Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
McKelvie Intermediate	Guidance Office	Konica Minolta BH920	57GE02940	GA5GG	09/2005
McKelvie Intermediate	Main Office	Oce Imagistics im4510	3070114	GA5VS	10/2002
Memorial School	Staff Lounge	Konica Minolta BH920	57GE02943	GAACKC	09/2005
Peter Woodbury School	Teachers' Room	Konica Minolta BH920	57GE20930		09/2005
Peter Woodbury School	Teachers' Room	Oce im9220	57HE00840	GA5WK	11/2005
Ross A. Lurgio Middle	7 South Hall Red Pod	Konica Minolta BH920	57GE02925	8802 4023	09/2005
Ross A. Lurgio Middle	Media Center	Konica Minolta BH920	57GE03001	8802 4024	09/2005
SAU #25	East Hallway	Toshiba E-350	CPE420401	8901 9580	01/2004

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



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

ANNUAL BLACK VOLUME BY BUILDING



Average Student to Copy Usage – Black Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Bedford High School	1357	4,749,654	\$60,655.80	3,500	\$44.70
McKelvie Intermediate	758	2,248,166	\$28,431.43	2,966	\$37.51
Memorial School NH25	518	1,113,427	\$14,092.85	2,149	\$27.21
Peter Woodbury School	520	1,424,486	\$18,154.45	2,739	\$34.91
Riddle Brook School	572	1,534,674	\$19,749.23	2,683	\$34.53
Ross A. Lurgio Middle	740	2,711,499	\$34,556.28	3,664	\$46.70
SAU #25	0	290,616	\$3,725.14	0	\$0.00
Totals	4,465	14,072,522	\$179,365.17	3,152	\$40.17

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

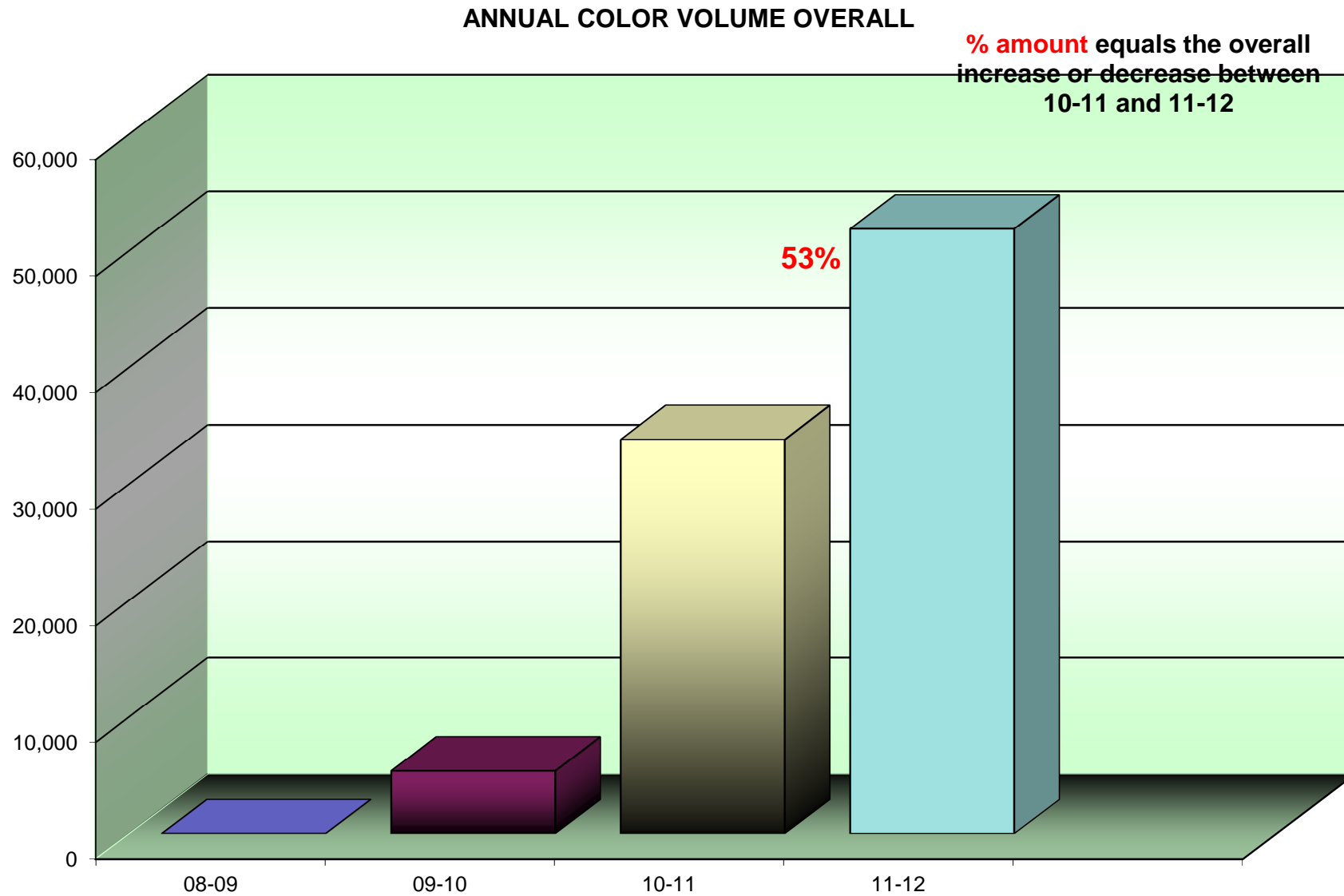
Cost Comparison Black Only

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

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

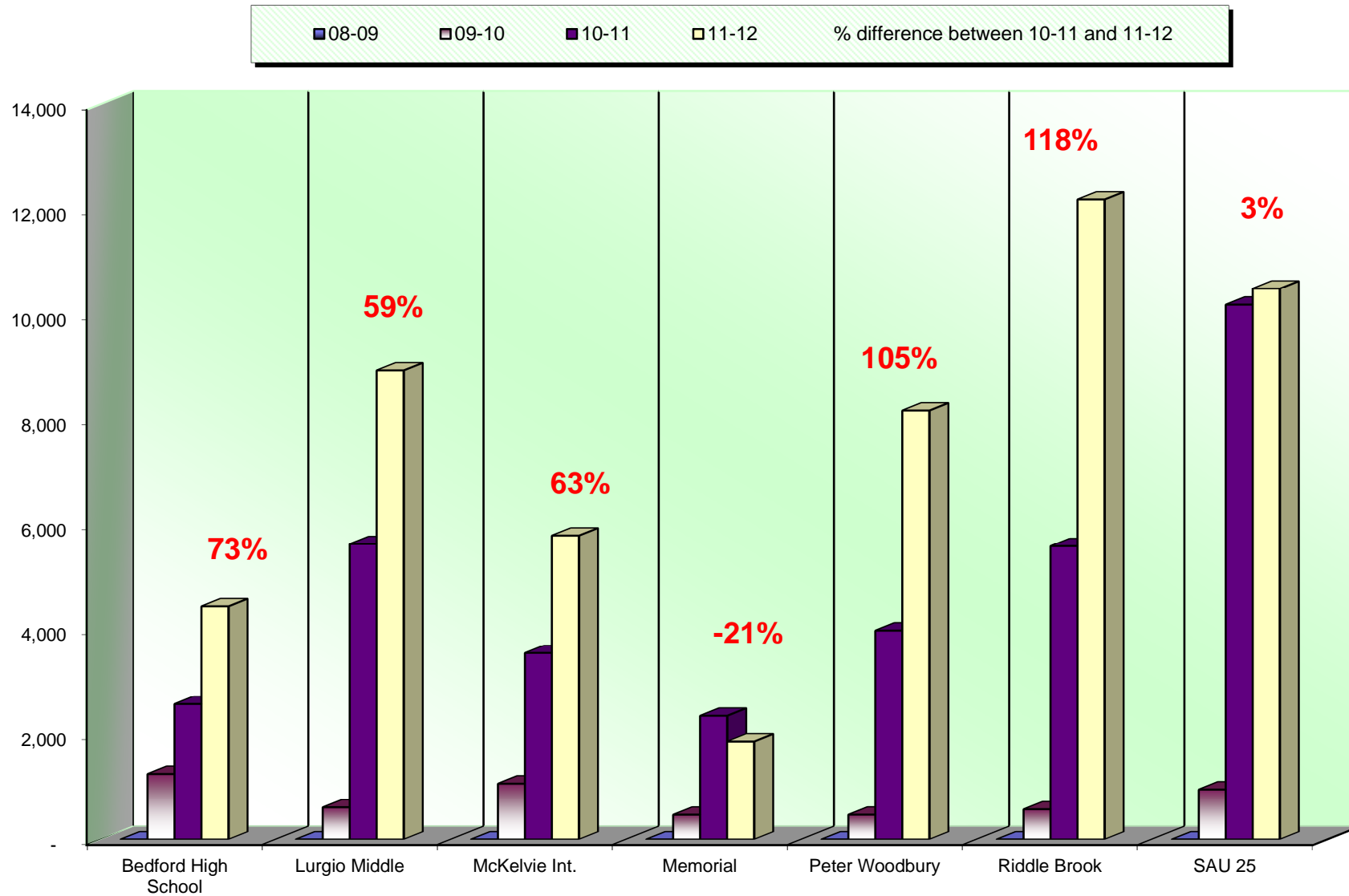
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.

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



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

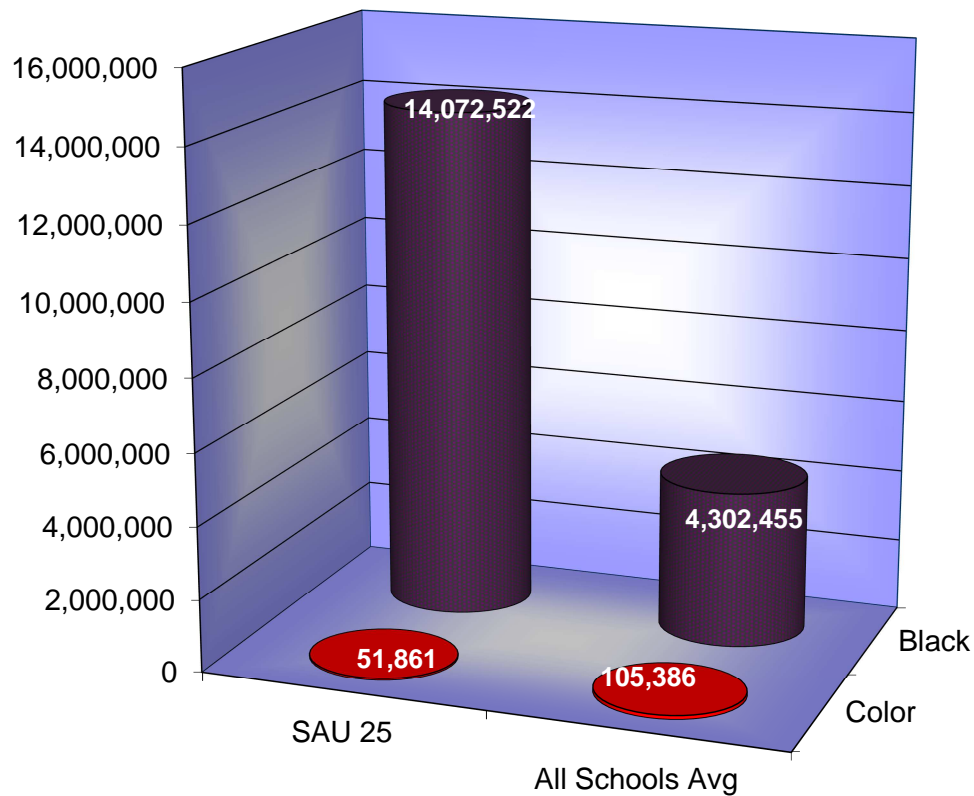
ANNUAL COLOR VOLUME BY BUILDING



Black & Color Usage Comparisons

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

Color to Total Volume Percentage



Master Color Usage: 2.4%

SAU 25 is at 0.4%

Average Student to Copy Usage – Color Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Bedford High School	1357	4,434	\$260.95	3	\$0.19
McKelvie Intermediate	758	5,784	\$340.40	8	\$0.45
Memorial School NH25	518	1,865	\$109.76	4	\$0.21
Peter Woodbury School	520	8,163	\$480.41	16	\$0.92
Riddle Brook School	572	12,189	\$717.35	21	\$1.25
Ross A. Lurgio Middle	740	8,934	\$525.78	12	\$0.71
SAU #25	0	10,492	\$617.48	0	\$0.00
Totals	4,465	51,861	\$3,052.12	12	\$0.68

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

Cost Comparison – Color Only

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

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

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

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 9/1/2009

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>	<i>7/1/2011</i> <i>Meter</i>	<i>6/30/2012</i> <i>Meter</i>	<i>2011/12</i> <i>Annual</i> <i>Volume</i>	<i>2012/13</i> <i>Projected</i> <i>Volume</i>	<i>Volume</i> <i>Difference</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Bedford High School							
C102 Athletic Administration							
Toshiba E-452 45 CPM	457,418	523,896	66,478	24,909	41,569	\$0.004640	None at this time.
CIE730204 / 8901 9574						\$308.46	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Guidance Office							
Oce VL5022 50 CPM	175,232	309,749	134,517	190,180	-55,663	\$0.004020	None at this time.
A0R5211000807 / GA5Y6						\$540.76	
1,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Library							
Toshiba E-452 45 CPM	457,566	583,325	125,759	124,709	1,050	\$0.004640	None at this time.
CID729581 / 8901 9571						\$583.52	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

NHSAU 25 Bedford

Date of Last Upgrade: 9/1/2009

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Bedford High School							
Main Office							
Konica Minolta BH501 50 CPM	218,676	338,969	120,293	165,379	-45,086	\$0.004020	None at this time.
A0R5011009257 / 8811 0181						\$483.58	
1,000,000 / 06/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Xerox 8860MFP 30 CPM Black & Color	1,671	4,155	2,484	22,500	-20,016	\$0.005060	None at this time.
HBB402364 /						\$12.57	
750,000 / 09/2007	3,813	8,247	4,434	0	4,434	\$0.05268	
Color Photocopier						\$233.58	
Connected 12/3/2014							
VARY							
Rm. 229 Special Education							
Konica Minolta BH601 60 CPM	157,206	273,224	116,018	0	116,018	\$0.004020	None at this time.
A0PP011005406 / 8811 0287						\$466.39	
3,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

NHSAU 25 Bedford

Date of Last Upgrade: 9/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Bedford High School							
Room B221							
Konica Minolta BH950 95 CPM	1,711,697	2,746,952	1,035,255	585,000	450,255	\$0.004020	Overused!
A0Y5011000752 / 8811 0184						\$4,161.73	
5,000,000 / 03/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Room B221 Left side							
Konica Minolta BH950 95 CPM	1,242,982	2,212,040	969,058	615,234	353,824	\$0.004020	Overused!
A0Y5011000722 / 8802 5583						\$3,895.61	
5,000,000 / 03/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Room B328 Left side							
Konica Minolta BH950 95 CPM	1,539,127	2,583,171	1,044,044	699,967	344,077	\$0.004020	Overused!
A0Y5011000710 / 8811 0176						\$4,197.06	
5,000,000 / 03/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

NHSAU 25 Bedford

Date of Last Upgrade: 9/1/2009

Make-Model / Speed

Serial Number / Vendor ID

Life / Intro Date

Connectivity / Printer Exp Date

Vendor

7/1/2011
Meter

6/30/2012
Meter

**2011/12
Annual
Volume**

**2012/13
Projected
Volume**

Volume Difference

Cost/Copy

Annual Cost Recommendations

Bedford High School

Room B328 right side

Konica Minolta BH950 95 CPM

1,604,055

2,739,803

1,135,748

585,000

550,748

\$0.004020

Overused!

A0Y5011000759 / 8811 0183

\$4,565.71

5,000,000 / 03/2009

0

0

0

0

0

\$0.00000

Black Photocopier

\$0.00

Connected

KMBS

Subtotals B&W

4,749,654

3,012,878

\$19,215.38

Subtotals Color

4,434

0

\$233.58

NHSAU 25 Bedford

Date of Last Upgrade: 9/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
McKelvie Intermediate							
Conference Room							
Toshiba E-453 45 CPM	101,222	105,108	3,886	70,164	-66,278	\$0.005060	None at this time.
CIF844468 / GA5GH						\$19.66	
1,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE ME							
Guidance Office							
Konica Minolta BH920 92 CPM	2,511,274	3,023,001	511,727	750,000	-238,273	\$0.004020	7 years from Intro.
57GE02940 / GA5GG						\$2,057.14	
5,000,000 / 09/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
IT Office							
Toshiba E-452 45 CPM	462,763	469,706	6,943	0	6,943	\$0.005060	None at this time.
CID729584 / 8901 9572						\$35.13	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							

NHSAU 25 Bedford

Date of Last Upgrade: 9/1/2009

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
McKelvie Intermediate							
Library							
Xerox 8860MFP 30 CPM Black & Color	1,485	2,924	1,439	23,960	-22,521	\$0.005060	None at this time.
HBB402361 /						\$7.28	
750,000 / 09/2007	4,613	10,397	5,784	0	5,784	\$0.05268	
Color Photocopier						\$304.70	
Connected 12/3/2014							
VARY							
Main Office							
Oce im4512 45 CPM	328,571	334,216	5,645	36,063	-30,418	\$0.004020	None at this time.
7110256 / GA51V						\$22.69	
1,000,000 / 12/2007	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE NH							
Oce Imagistics im4510 45 CPM	473,955	524,896	50,941	0	50,941	\$0.005060	Warranty Swap
3070114 / GA5VS						\$257.76	
1,000,000 / 10/2002	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							

NHSAU 25 Bedford

Date of Last Upgrade: 9/1/2009

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
McKelvie Intermediate							
Teachers' Room 1st Floor							
Oce VL9522 95 CPM	1,366,529	2,329,351	962,822	771,266	191,556	\$0.004020	Overused!
A0Y5211000186 / GA5V9						\$3,870.54	
5,000,000 / 07/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Teachers' Room 2nd Floor							
Oce VL9522 95 CPM	1,250,737	1,955,500	704,763	886,304	-181,541	\$0.004020	None at this time.
A0Y5211000175 / GA5VB						\$2,833.15	
5,000,000 / 07/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
	Subtotals B&W		2,248,166	2,537,757		\$9,103.36	
	Subtotals Color		5,784	0		\$304.70	

NHSAU 25 Bedford

Date of Last Upgrade: 9/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Memorial School NH25							
Copy Room							
Oce VL9522 95 CPM	1,075,442	1,691,205	615,763	705,084	-89,321	\$0.004020	None at this time.
A0Y5211000191 / GA5VC						\$2,475.37	
5,000,000 / 07/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Library							
Oce fx2081	3,735	13,311	9,576	2,093	7,483	\$0.005060	None at this time.
9041210 / GA5UW						\$48.45	
250,000 / 04/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							

NHSAU 25 Bedford

Date of Last Upgrade: 9/1/2009

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Memorial School							
Main Office							
Oce im3511 35 CPM	227,574	249,816	22,242	0	22,242	\$0.004020	Warranty Swap
3071400 / GA63R						\$89.41	
750,000 / 05/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE NH							
Oce im3512 35 CPM	336,938	340,867	3,929	34,909	-30,980	\$0.004020	None at this time.
7090247 / GA51H						\$15.79	
750,000 / 12/2007	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE NH							
Principal's Office							
Xerox 8860MFP 30 CPM Black & Color	334	829	495	24,700	-24,205	\$0.005060	None at this time.
HBB402359 /						\$2.50	
750,000 / 09/2007	2,815	4,680	1,865	0	1,865	\$0.05268	
Color Photocopier						\$98.25	
Connected 12/3/2014							
VARY							

NHSAU 25 Bedford

Date of Last Upgrade: 9/1/2009

Make-Model / Speed

Serial Number / Vendor ID

Life / Intro Date

Connectivity / Printer Exp Date

Vendor

7/1/2011
Meter

6/30/2012
Meter

**2011/12
Annual
Volume**

**2012/13
Projected
Volume**

Volume Difference

Cost/Copy

Annual Cost Recommendations

Memorial School

Staff Lounge

Konica Minolta BH920 92 CPM
57GE02943 / GAAKC

2,320,770

2,782,192

461,422

485,274

-23,852

\$0.004020

7 years from Intro.

57GE02943 / GAAKC

\$1,854.92

5,000,000 / **09/2005**

0

0

0

0

0

\$0.00000

Black Photocopier

\$0.00

Connected

OCE ME

Subtotals B&W

1,113,427

1,252,060

\$4,486.45

Subtotals Color

1,865

0

\$98.25

NHSAU 25 Bedford

Date of Last Upgrade: 9/1/2009

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Peter Woodbury School							
Library							
Oce fx3000 30 CPM	4,134	5,684	1,550	2,054	-504	\$0.004020	None at this time.
9060731 / GA5VD						\$6.23	
750,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Main Office							
Oce VL4222 42 CPM	99,164	158,150	58,986	54,742	4,244	\$0.004020	None at this time.
A0R6211001361 / GA5VJ						\$237.12	
1,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Xerox 8860MFP 30 CPM Black & Color	973	1,571	598	25,028	-24,430	\$0.005060	None at this time.
HBB402357 /						\$3.03	
750,000 / 09/2007	4,449	12,612	8,163	0	8,163	\$0.05268	
Color Photocopier						\$430.03	
Connected 12/3/2014							
VARY							

NHSAU 25 Bedford

Date of Last Upgrade: 9/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Peter Woodbury School							
Maintenance Office							
Oce fx3000 30 CPM	7,869	27,157	19,288	3,553	15,735	\$0.004020	None at this time.
9060022 / GA5VK						\$77.54	
750,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Teachers' Room							
Konica Minolta BH920 92 CPM	3,149,501	3,864,261	714,760	755,708	-40,948	\$0.004020	7 years from Intro.
57GE20930 /						\$2,873.34	
5,000,000 / 09/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Oce im9220 92 CPM	1,131,950	1,761,254	629,304	789,481	-160,177	\$0.004020	7 years from Intro.
57HE00840 / GA5WK						\$2,529.80	
5,000,000 / 11/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Subtotals B&W			1,424,486	1,630,566		\$5,727.06	
Subtotals Color			8,163	0		\$430.03	

NHSAU 25 Bedford

Date of Last Upgrade: 9/1/2009

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Riddle Brook School							
Copy Room 1st Floor Rm 161							
Oce VL9522 95 CPM	1,277,086	2,108,405	831,319	794,230	37,089	\$0.004020	None at this time.
A0Y5211000160 / GA5VE						\$3,341.90	
5,000,000 / 07/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Xerox 8860MFP 30 CPM Black & Color	719	1,721	1,002	23,960	-22,958	\$0.005060	None at this time.
HBB402332 /						\$5.07	
750,000 / 09/2007	6,151	18,340	12,189	0	12,189	\$0.05268	
Color Photocopier						\$642.12	
Connected 12/3/2014							
VARY							
Copy Room 2nd Floor							
Xerox 4595 95 CPM	1,821,894	2,415,966	594,072	735,000	-140,928	\$0.004330	None at this time.
FBH473864 / DY662						\$2,572.33	
5,000,000 / 04/2007	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected 8/1/2010							
CONWAY							

NHSAU 25 Bedford

Date of Last Upgrade: 9/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Ross A. Lurgio Middle							
7 South Hall Red Pod							
Konica Minolta BH920 92 CPM	3,634,921	4,157,251	522,330	813,421	-291,091	\$0.004020	7 years from Intro.
57GE02925 / 8802 4023						\$2,099.77	
5,000,000 / 09/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
7 West Hall Green Pod							
Konica Minolta BH950 95 CPM	1,161,745	1,954,402	792,657	750,000	42,657	\$0.004020	None at this time.
A0Y5011000781 / 8811 0159						\$3,186.48	
5,000,000 / 03/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Conference Room							
Xerox 8860MFP 30 CPM Black & Color	497	1,093	596	17,040	-16,444	\$0.005060	None at this time.
HBB402363 /						\$3.02	
750,000 / 09/2007	6,229	15,163	8,934	0	8,934	\$0.05268	
Color Photocopier						\$470.64	
Connected 12/3/2014							
VARY							

NHSAU 25 Bedford

Date of Last Upgrade: 9/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Ross A. Lurgio Middle							
Guidance Office							
Konica Minolta BH420 42 CPM	192,070	264,650	72,580	77,296	-4,716	\$0.004020	None at this time.
42GE06376 / 8700 4866						\$291.77	
1,000,000 / 03/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Main Office							
Konica Minolta BH421 45 CPM	126,035	213,227	87,192	86,800	392	\$0.004020	None at this time.
A0R6011007688 / 8811 0157						\$350.51	
1,000,000 / 06/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

NHSAU 25 Bedford

Date of Last Upgrade: 9/1/2009

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU #25							
East Hallway							
Toshiba E-350 35 CPM	185,259	215,952	30,693	57,170	-26,477	\$0.004640	8 years from Intro.
CPE420401 / 8901 9580						\$142.42	
750,000 / 01/2004	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Work Room							
Oce VL6022 60 CPM	385,581	643,770	258,189	325,818	-67,629	\$0.004020	None at this time.
A0PP211000298 / GA5VL						\$1,037.92	
3,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Xerox 8860MFP 30 CPM Black & Color	2,038	3,772	1,734	21,500	-19,766	\$0.005060	None at this time.
HBB402345 /						\$8.77	
750,000 / 09/2007	11,138	21,630	10,492	0	10,492	\$0.05268	
Color Photocopier						\$552.72	
Connected 12/3/2014							
VARY							
	Subtotals B&W		290,616	404,488		\$1,189.11	
	Subtotals Color		10,492	0		\$552.72	
District Wide Black Totals			14,072,522	13,334,782		\$56,976.80	
District Wide Color Totals			51,861	0		\$2,732.04	

SPC Service & Supply Cost Savings

This table compares your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client with your projected cost per copy through SPC presently. Annual Volume represents actual projected volume when you first became an SPC client on 9/1/2009. If all things remained the same, this table demonstrates your average annual and five-year savings.

<i>Annual Volume</i>	<i>Before SPC CPC</i>	<i>After SPC CPC</i>	<i>SPC's CPC Savings</i>	<i>SPC's Annual Cost Savings</i>	<i>SPC's 5-year Cost Savings</i>
13,324,782	\$0.00651	\$0.00411	\$0.00240	\$31,979.48	\$159,897.40

Projected Equipment Costs by Building - Black

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

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Equipment Cost	Total Cost
Bedford High School	4,749,654	\$19,646.77	\$23,567.78	\$17,441.25	\$60,655.80
McKelvie Intermediate	2,248,166	\$9,020.52	\$11,155.40	\$8,255.51	\$28,431.43
Memorial School	1,113,427	\$4,479.40	\$5,524.82	\$4,088.63	\$14,092.85
Peter Woodbury School	1,424,486	\$5,855.28	\$7,068.30	\$5,230.87	\$18,154.45
Riddle Brook School	1,534,674	\$6,498.69	\$7,615.05	\$5,635.49	\$19,749.23
Ross A. Lurgio Middle	2,711,499	\$11,144.90	\$13,454.46	\$9,956.92	\$34,556.28
SAU #25	290,616	\$1,215.93	\$1,442.04	\$1,067.17	\$3,725.14
Totals	14,072,522	\$57,861.48	\$69,827.85	\$51,675.84	\$179,365.18

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Vendor typically invoices 80% of projected costs annually in advance. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Total Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Conway Office	Black Photocopier	594,072	\$0.00433	\$2,572.33	\$0.00443	\$2,631.74
Konica-Minolta	Black Photocopier	222,930	\$0.00464	\$1,034.40	\$0.00475	\$1,058.92
Konica-Minolta	Black Photocopier	7,131,319	\$0.00402	\$28,667.90	\$0.00411	\$29,309.72
Oce Maine	Black Photocopier	20,405	\$0.00506	\$103.25	\$0.00518	\$105.70
Oce Maine	Black Photocopier	50,941	\$0.00506	\$257.76	\$0.00000	\$0.00
Oce Maine	Black Photocopier	6,012,691	\$0.00402	\$24,171.02	\$0.00411	\$24,712.16
Oce NH	Black Photocopier	31,816	\$0.00402	\$127.90	\$0.00000	\$0.00
Vary Technologies	Color Photocopier	8,348	\$0.00506	\$42.24	\$0.00518	\$43.24
<i>Totals and Averages</i>		<i>14,072,522</i>	<i>\$0.00405</i>	<i>\$56,976.80</i>	<i>\$0.00411</i>	<i>\$57,861.48</i>

Projected Equipment Costs by Building - Color

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

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Total Cost
Bedford High School	4,434	\$238.95	\$22.00	\$260.95
McKelvie Intermediate	5,784	\$311.70	\$28.70	\$340.40
Memorial School	1,865	\$100.50	\$9.25	\$109.76
Peter Woodbury School	8,163	\$439.90	\$40.50	\$480.41
Riddle Brook School	12,189	\$656.87	\$60.48	\$717.35
Ross A. Lurgio Middle	8,934	\$481.45	\$44.33	\$525.78
SAU #25	10,492	\$565.41	\$52.06	\$617.48
Totals	51,861	\$2,794.79	\$257.33	\$3,052.12

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Color copies are typically billed in arrears quarterly or semi-annually. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be 2.3%.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Actual Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Vary Technologies	Color Photocopier	51,861	\$0.05268	\$2,732.04	\$0.05389	\$2,794.79
Totals and Averages		51,861	\$0.05268	\$2,732.04	\$0.05389	\$2,794.79

Reprographic Equipment Assessment

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

Total # of Units	43
# of Units on Lease	21
# of Units Owned	22
Lease Company	Northway Bank
Lease Start Date	9/1/2009
Lease End Date	8/1/2013
Term	4 Annual
Annual Payment usually due on 8/1	\$51,675.84
Remaining Payments	1

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

Leased Equipment

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

Building	Make	Model	Serial #
Bedford High School	Oce	VL5022	A0R5211000807
Bedford High School	Xerox	8860MFP	HBB402364
McKelvie Intermediate	Oce	VL9522	A0Y5211000186
McKelvie Intermediate	Oce	VL9522	A0Y5211000175
McKelvie Intermediate	Xerox	8860MFP	HBB402361
Memorial School NH25	Oce	VL9522	A0Y5211000191
Memorial School NH25	Xerox	8860MFP	HBB402359
Peter Woodbury School	Oce	fx3000	9060731
Peter Woodbury School	Oce	fx3000	9060022
Peter Woodbury School	Oce	VL4222	A0R6211001361
Peter Woodbury School	Xerox	8860MFP	HBB402357
Riddle Brook School	Oce	fx3000	9060517
Riddle Brook School	Oce	VL4222	A0R6211001294
Riddle Brook School	Oce	VL9522	A0Y5211000160
Riddle Brook School	Xerox	4595	FBH473864
Riddle Brook School	Xerox	8860MFP	HBB402332
Ross A. Lurgio Middle	Konica Minolta	BH421	A0R6011007688
Ross A. Lurgio Middle	Konica Minolta	BH950	A0Y5011000720
Ross A. Lurgio Middle	Xerox	8860MFP	HBB402363
SAU #25	Oce	VL6022	A0PP211000298
SAU #25	Xerox	8860MFP	HBB402345

Owned Equipment

Equipment currently owned by client.

Building	Make	Model	Serial #
Bedford High School	Konica Minolta	BH601	A0PP011005406
Bedford High School	Konica Minolta	BH501	A0R5011009257
Bedford High School	Konica Minolta	BH950	A0Y5011000759
Bedford High School	Konica Minolta	BH950	A0Y5011000710
Bedford High School	Konica Minolta	BH950	A0Y5011000752
Bedford High School	Konica Minolta	BH950	A0Y5011000722
Bedford High School	Toshiba	E-452	CID729581
Bedford High School	Toshiba	E-452	CIE730204
McKelvie Intermediate	Konica Minolta	BH920	57GE02940
McKelvie Intermediate	Oce	im4512	7110256
McKelvie Intermediate	Toshiba	E-453	CIF844468
McKelvie Intermediate	Toshiba	E-452	CID729584
Memorial School NH25	Konica Minolta	BH920	57GE02943
Memorial School NH25	Oce	fx2081	9041210
Memorial School NH25	Oce	im3512	7090247
Peter Woodbury School	Konica Minolta	BH920	57GE20930
Peter Woodbury School	Oce	im9220	57HE00840
Ross A. Lurgio Middle	Konica Minolta	BH950	A0Y5011000781
Ross A. Lurgio Middle	Konica Minolta	BH420	42GE06376
Ross A. Lurgio Middle	Konica Minolta	BH920	57GE03001
Ross A. Lurgio Middle	Konica Minolta	BH920	57GE02925
SAU #25	Toshiba	E-350	CPE420401

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

Active Reprographic Equipment & Manufacturers

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

Improved SPC Services

Print Management Software (MagicSoft) with its Benefits

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

Collect meter reads daily. Benefits...

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

Automatic ordering of consumable items. Benefits...

- Eliminate the need of valuable time spent ordering supplies manually

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

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

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

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

Announcing : STAR Doc!

SPC would like to introduce an exciting new tool:



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

Anticipated released date: September 2012

SPC's Service & Supply Contract – Purpose & Sample

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

CONTRACT SAMPLE:

SERVICE AND SUPPLY CONTRACT (LEASED EQUIPMENT)

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

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

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

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

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

SPC's Dual-Layered Warranty – Purpose & Explanation

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

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

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

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

WARRANTY SAMPLE:

**WARRANTY
(LEASED EQUIPMENT)**

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

The only exclusions to this Warranty are as follows:

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

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