



***Specialized Purchasing Consultants***

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Gorham, NH 03581

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[www.spccopypro.com](http://www.spccopypro.com)

# **2013-14 Annual Report**

## **Year - End Photocopier Analysis**

**With projected costs for 2014-15**

Dawna Duhamel  
NHSAU 25 - Bedford School District  
103 County Road  
Bedford, NH 03110



# Specialized Purchasing Consultants Corp.

*Serving Maine & New Hampshire since 1988*

November 2014

Skip Tilton  
President

Corporate Office:  
PO Box 190  
Gorham, NH 03581  
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Dawna Duhamel  
NHSAU 25 - Bedford School District  
103 County Road  
Bedford, NH 03110

Dear Dawna:

VISIT US ON THE WEB:  
[www.spccopypro.com](http://www.spccopypro.com)

Our staff at SPC would like to extend their gratitude for allowing us to provide beneficial services to you and your organization for the past *5 years*. Over the last two years, SPC has made major improvements to your services without increasing our cost to you. We hope you have experienced and enjoyed the benefits.

Since our inception in 1988, we have always strived to maximize your savings while improving productivity and reliability. As a major part of our services, **SPC STAR Doc.** \* which was designed to predict both your year-end cost as well as set up your next year's budget as soon as January 1st, is fully functional. New features include...

- Mapped devices show a before and after Upgrade floor plan
- Devices not reporting are now factored into your budget so that you have a more accurate forecast
- Non-contracted devices are now flagged with potential cost savings

\*Feel free to ask for a more detailed explanation

New to this year's Annual Report is a section for warranty replacements and equipment complaints that have taken place during the previous year. This will flag problem locations that may or may not need to be eventually upgraded. As always, the overview of your equipment usage and status for the past fiscal year is included. Recommendations are provided to address potential problem areas to avoid needless down time and improve equipment reliability for years to come.

Thank you again for allowing SPC the opportunity to be of service. We look forward to our personal presentation of this year's annual report.

Sincerely,

Skip Tilton  
President

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## ***The SPC Team...***

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



***Skip Tilton, President***

***Billie Jo Tilton, Vice President***

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



***Sue Penney***

***Administration & Finance Manager***

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I

will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

***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.



***Rachel Guay***

***Accounting Coordinator***

I am responsible for the majority of the accounting communications between SPC and its vendors and clients. I will rely upon my years of experience and my strong attention to detail to ensure our clients' needs are

well served. It is my goal to work accurately and efficiently and to uphold the high standards of customer satisfaction that SPC has provided to their customers. I look forward to establishing a strong working relationship with each and every one of you.



***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.

## The SPC Team Continued....



**Charles Baca**

*Operational Support*

I feel privileged to join SPC and honored that I am able to work with such an amazing team. I'm here to help make sure that the SPC headquarters runs as smoothly as possible. That includes technical issues and networking matters. I also make sure that all of our clients' data are up to date and as accurate as possible. I love working at SPC because it's a challenging work environment committed to their clients.

**Alex Webster**

*Director of Customer Relations*

It is a great pleasure for me to join the SPC team. One of my responsibilities involves creating detailed maps of your copiers and 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.



**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.

**Joel Heffernan**

*Field Representative – Client Relations*

As Field Representative for SPC, I reach out to the customer to offer help as needed in and during the installation of equipment change over and in assisting in each event. Also, I bring to this company over forty years in the Copier/Printer industry. It is my goal to assure our clients a pleasant experience in using SPC's services.



# Equipment Health Status

<b>Total Number of Machines:</b>	37
<b>Total Black Photocopiers</b>	27
<b>Total Color Photocopiers (including MFP)</b>	10
<b>Total Black Network Printers</b>	0
<b>Total Color Network Printers</b>	0
<b>Total Removed from Service:</b>	0
<b># of Units OFF Warranty:</b>	1
<b># of Units Approaching End of Warranty:</b>	1
<b># of Units Overused:</b>	0
<b># of Units Underused:</b>	0
<b># of Units Connected to Network with Print and/or Scan</b>	2
<b>Commencement Date:</b>	9/1/2013
<b># of Annual Payments Left on Lease</b>	3
<b>All Warranties and Service Contracts Expire:</b>	6/30/2018
<b>SPC's FM Audit Print Management Software Loaded</b>	Yes
<b>Printer Contract Signed</b>	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."

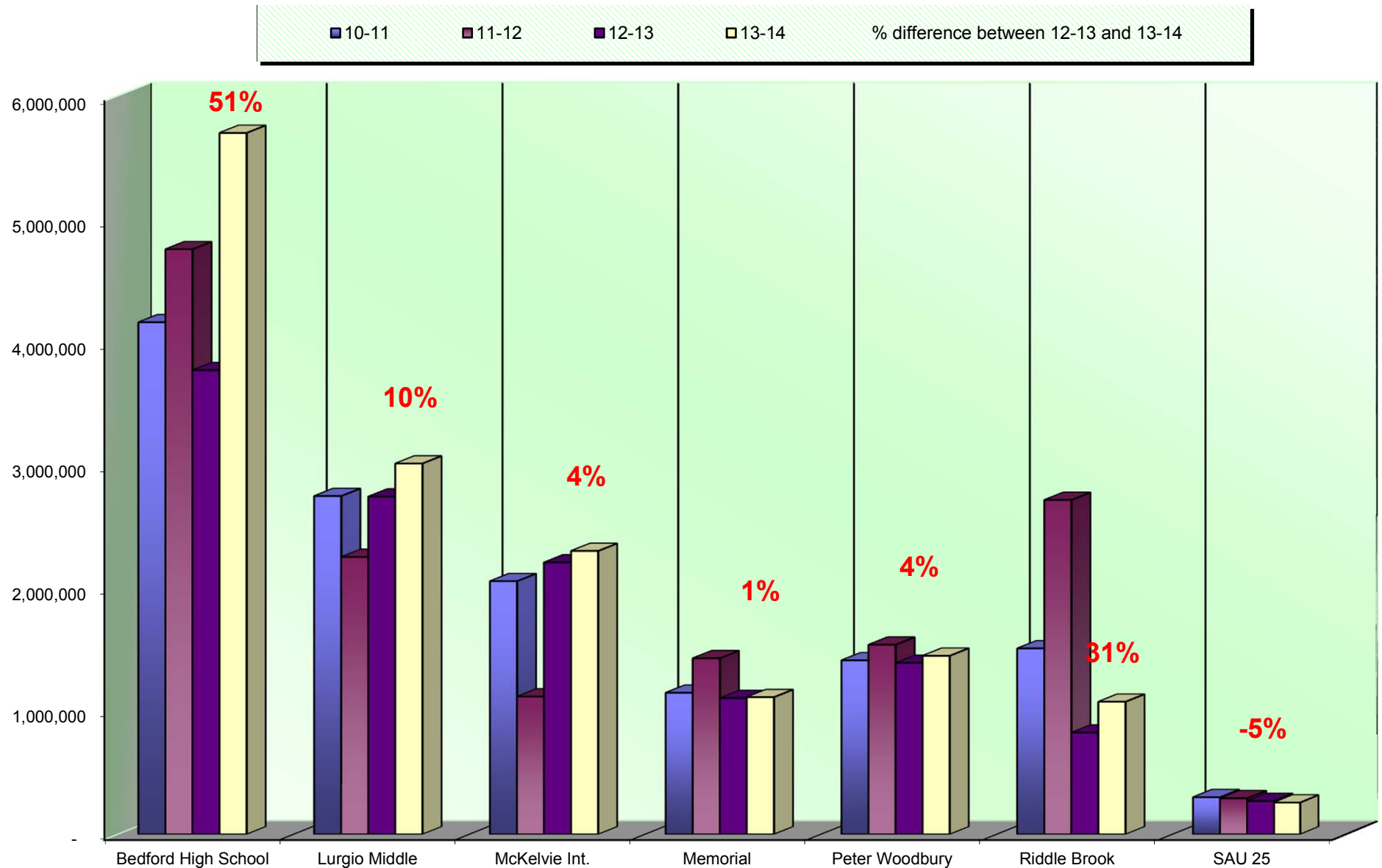
Dear Dawna

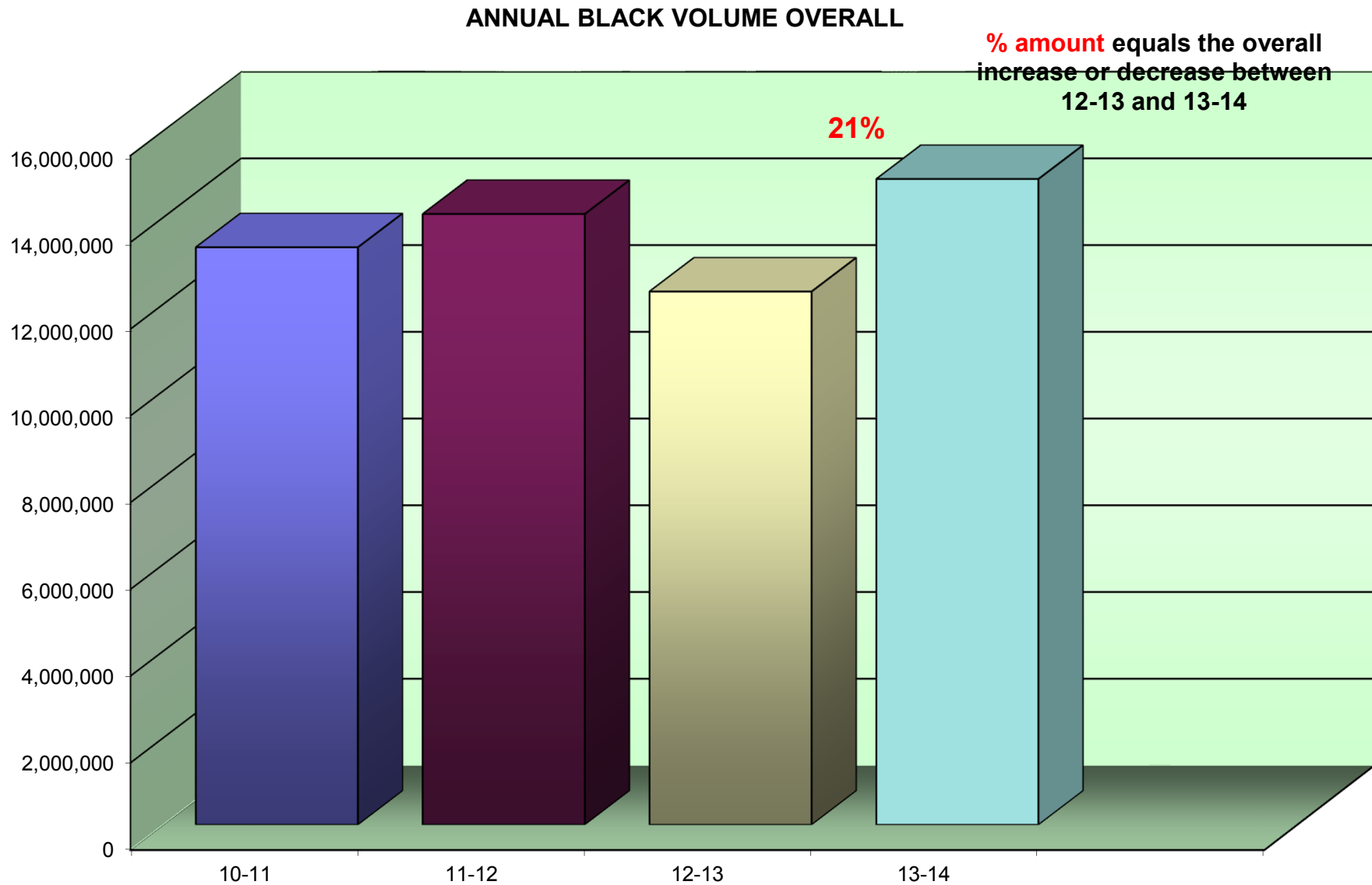
It's been 5 years since we have done business and it has been a pleasure working with you. Also, we have developed powerful new management tools such as STARDoc that can dramatically control future printing and thus control cost.

As your equipment ages, there is bound to be more reliability concerns. It should be our goal to stay ahead of that reliability curve. Also noteworthy is that all of your warranties and service contracts are scheduled to end on June 30 of 2018.

I would begin the process by surveying and writing a new five year plan as early as January of 2017.  
Skip

# 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	1,410	5,695,274	\$77,369.05	4,039	\$54.87
McKelvie Intermediate	739	2,296,793	\$35,709.38	3,108	\$48.32
Memorial Elementary	459	751,262	\$10,101.42	1,637	\$22.01
Peter Woodbury School	339	1,444,794	\$19,554.65	4,262	\$57.68
Riddle Brook Elementary	513	1,071,254	\$14,442.14	2,088	\$28.15
Ross A. Lurgio Middle	779	3,007,645	\$40,692.77	3,861	\$52.24
SAU 25	0	256,334	\$3,480.35	0	\$0.00
<b><i>Totals</i></b>	<b>4,239</b>	<b>14,523,356</b>	<b>\$201,349.75</b>	<b>3,426</b>	<b>\$47.50</b>

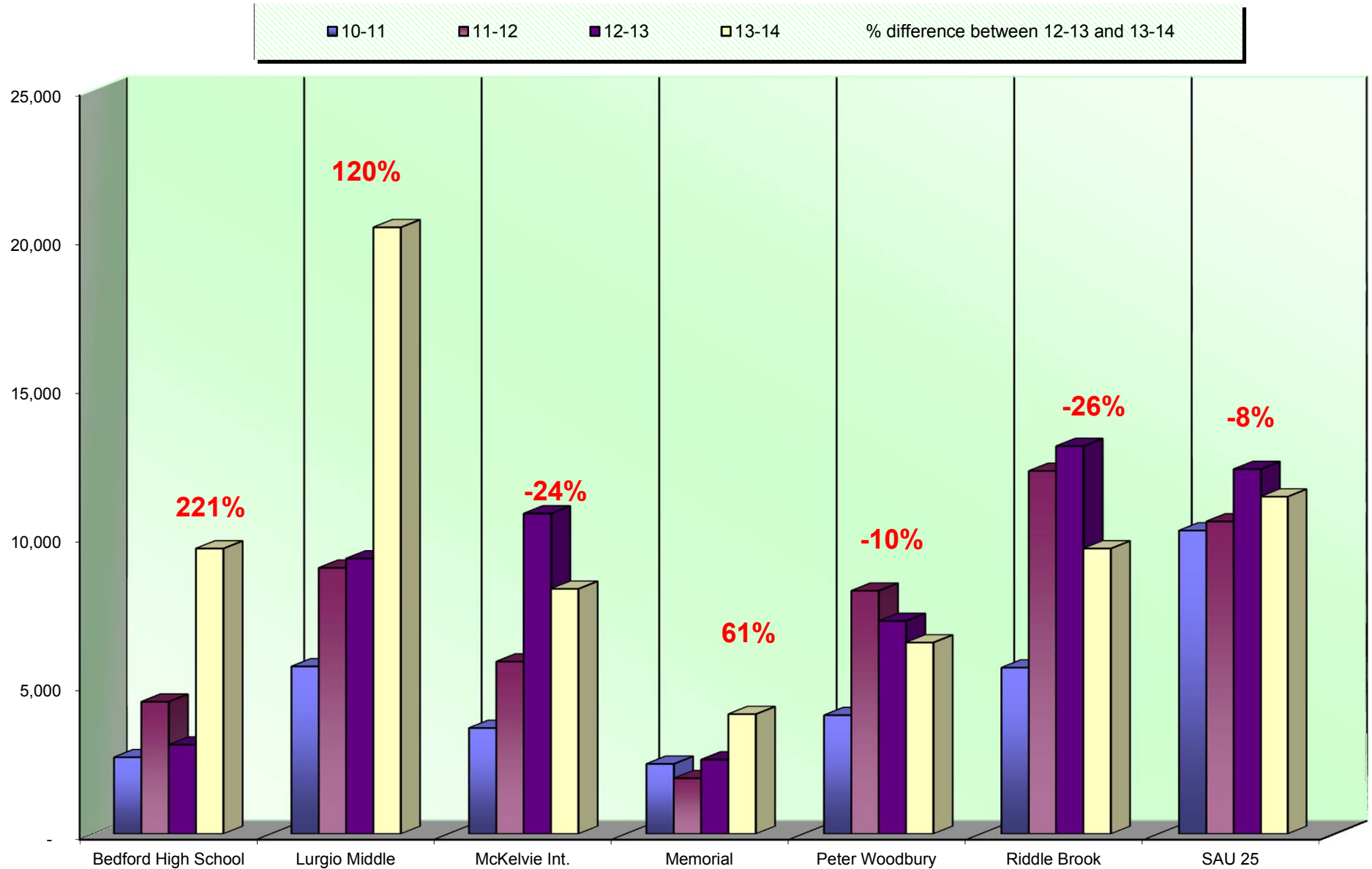
# **Cost Comparison - Black**

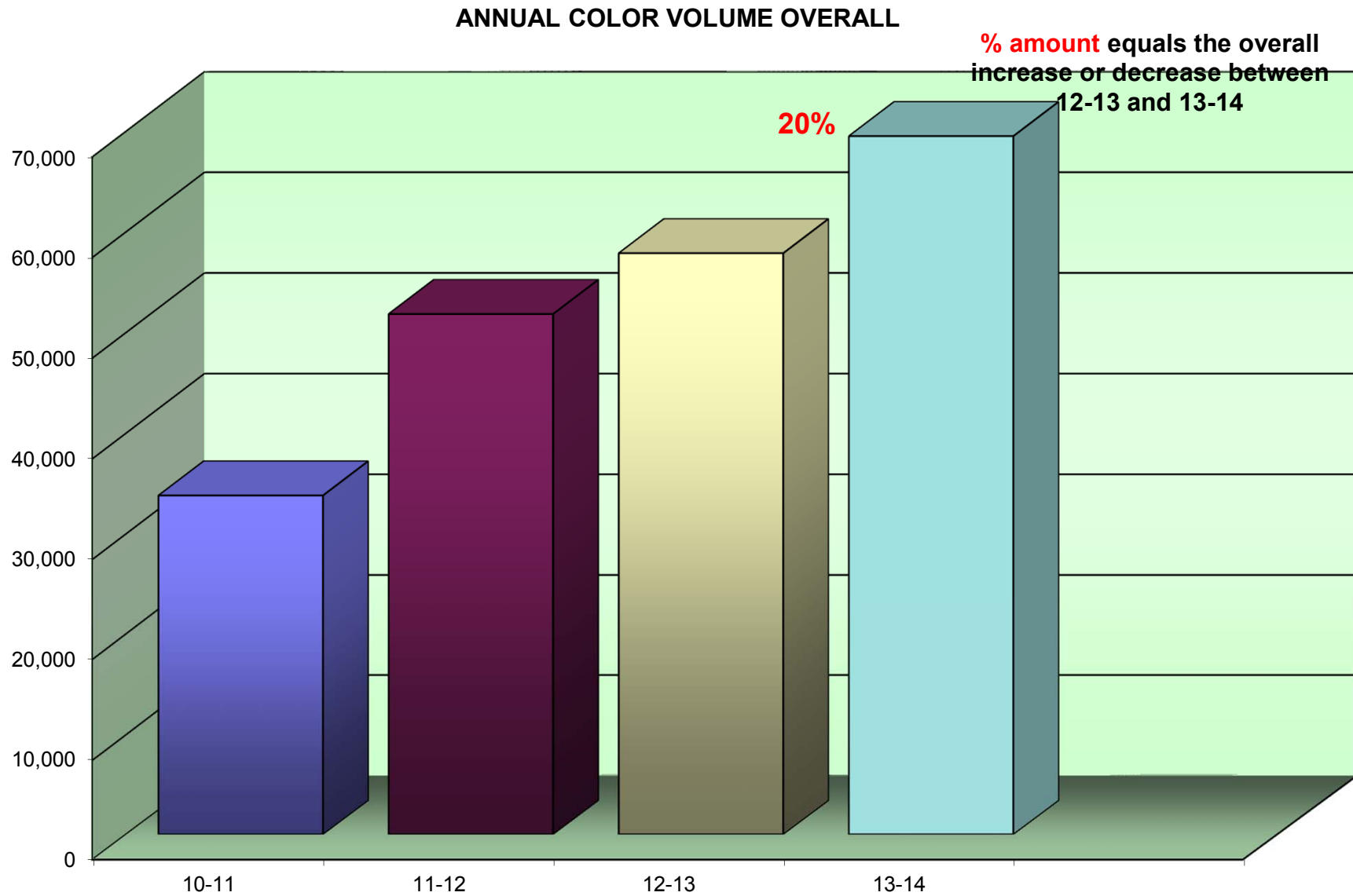
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
<b>All Schools w/student populations</b>	<b>114,558</b>	<b>228,223,654</b>	<b>\$5,292,743.97</b>	<b>2,516</b>	<b>\$46.20</b>

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

### ANNUAL COLOR VOLUME BY BUILDING





## Average Student to Copy Usage – Color Only

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

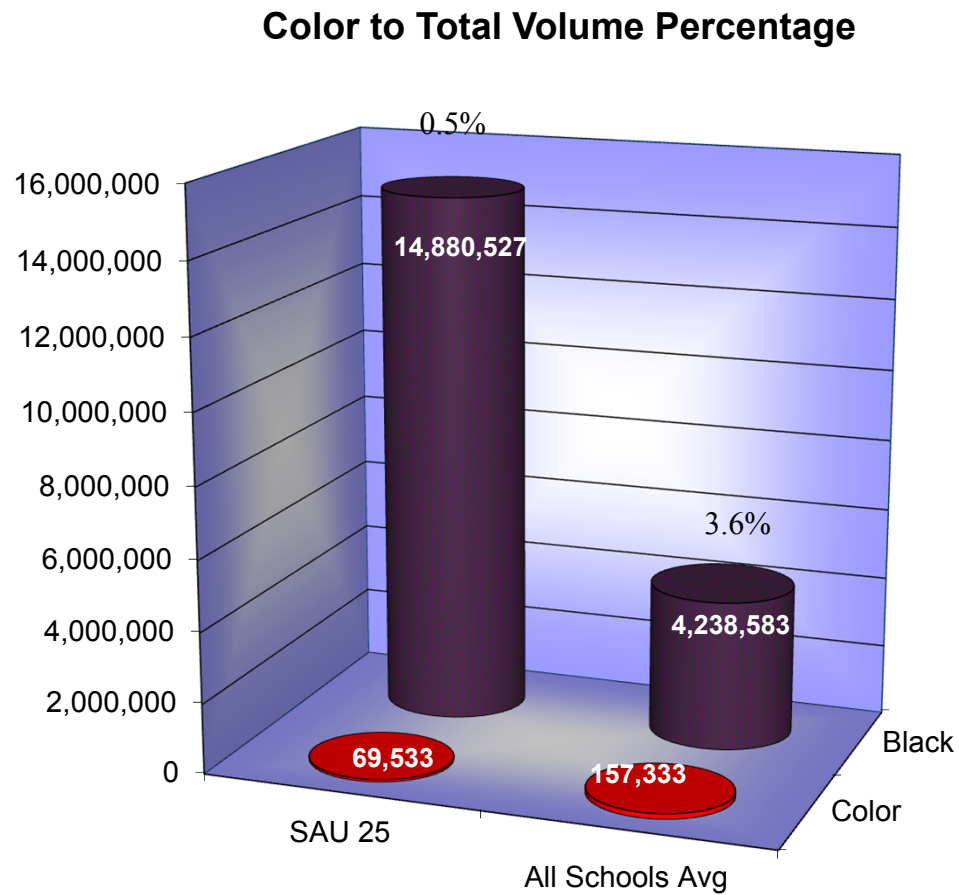
<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Bedford High	1,410	9,582	\$484.68	7	\$0.34
McKelvie Intermediate	739	8,226	\$443.50	11	\$0.60
Memorial Elementary	459	4,017	\$206.74	9	\$0.45
Peter Woodbury School	339	6,376	\$334.29	19	\$0.99
Riddle Brook Elementary	513	9,583	\$536.28	19	\$1.05
Ross A. Lurgio Middle	779	20,377	\$1,049.85	26	\$1.35
SAU 25	0	11,325	\$579.10	0	\$0.00
<b><i>Totals</i></b>	<b>4,239</b>	<b>69,486</b>	<b>\$3,634.45</b>	<b>16</b>	<b>\$0.86</b>

# **Cost Comparison - Color**

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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
<b>All Schools w/student populations</b>	<b>114,558</b>	<b>10,541,331</b>	<b>\$617,517.66</b>	<b>92</b>	<b>\$5.39</b>

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



Color usage is being done mostly on the printers!

## Usage Profile for Service Supplies

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

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 9/1/2013
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
<b>Bedford High</b>					
<b>Athletic Admin Room C102</b>					
Canon IR 4245 / 45 PPM	0	38,934	38,934	\$0.003700	None at this time.
OHP02786 / GAEDH				\$144.06	
1,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					
Toshiba e-Studio 452 / 45 PPM	594,160	635,690	41,530	\$0.004800	Traded
CIE730204 / 8901 9574				\$199.34	
1,000,000 / 01/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>KMBS</b>					



<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>Date of Last Upgrade: 9/1/2013</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
<b>Bedford High</b>						
<b>Guidance Office</b>						
Canon IR ADV 6255 / 55 PPM	0	44,798	44,798	\$0.003700	None at this time.	
NMU09328 / GAECT				\$165.75		
3,000,000 / 11/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
<b>CanonME</b>						
Oce VL5022 / 50 PPM	422,819	506,696	83,877	\$0.004150	Traded	
A0R5211000807 / GA5Y6				\$348.09		
2,000,000 / 12/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
<b>CanonME</b>						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 9/1/2013</i>	
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>Bedford High</b>						
<b>Library</b>						
Canon IR ADV 6255 / 55 PPM	0	132,038	132,038	\$0.003700	None at this time.	
NMU09299 / GAEDF				\$488.54		
3,000,000 / 11/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
<b>CanonME</b>						
Toshiba e-Studio 452 / 45 PPM	773,814	877,256	103,442	\$0.004800	Traded	
CID729581 / 8901 9571				\$496.52		
1,000,000 / 01/2006	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
<b>KMBS</b>						

<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>Date of Last Upgrade: 9/1/2013</i>	
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>Bedford High</b>						
<b>Main Office</b>						
Canon IR ADV C5255 / 55 PPM	0	32,605	32,605	\$0.003700	None at this time.	
JME08187 / GAEDI				\$120.64		
3,000,000 / 10/2012	0	8,229	8,229	\$0.04995		
Color Photocopier				\$411.04		
Connected /						
<b>CanonME</b>						
Konica Minolta BH501 / 50 PPM	441,646	508,879	67,233	\$0.004150	Traded	
A0R5011009257 / 8811 0181				\$279.02		
2,000,000 / 06/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
<b>KMBS</b>						
Xerox 8860MFP / 30 PPM	6,159	7,194	1,035	\$0.005230	Traded	
HBB402364 /				\$5.41		
750,000 / 09/2007	11,235	12,588	1,353	\$0.05443		
Color Photocopier				\$73.64		
Not Connected / 12/3/2014						
<b>VARY</b>						

<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>Date of Last Upgrade: 9/1/2013</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
<b>Bedford High</b>						
<b>Room B221 Left</b>						
Canon IR ADV 8295 / 95 PPM	0	385,792	385,792	\$0.003700	None at this time.	
KZZ02838 / GAECF				\$1,427.43		
5,000,000 / 11/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
<b>CanonME</b>						
Konica Minolta BH950 / 95 PPM	2,890,322	3,577,696	687,374	\$0.004150	Traded	
A0Y5011000722 / 8802 5583				\$2,852.60		
5,000,000 / 03/2009	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
<b>KMBS</b>						

<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>Date of Last Upgrade: 9/1/2013</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
<b>Bedford High</b>					
<b>Room B221 Right</b>					
Canon IR ADV 8295 / 95 PPM	0	543,104	543,104	\$0.003700	None at this time.
KZZ02821 / GAECE				\$2,009.48	
5,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					
Konica Minolta BH950 / 95 PPM	3,459,523	4,456,616	997,093	\$0.004150	Traded
A0Y5011000752 / 8811 0184				\$4,137.94	
5,000,000 / 03/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>KMBS</b>					

<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>Date of Last Upgrade: 9/1/2013</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
<b>Bedford High</b>						
<b>Room B328 Left</b>						
Canon IR ADV 8295 / 95 PPM	0	251,404	251,404	\$0.003700	None at this time.	
KZZ02820 / GAECD				\$930.19		
5,000,000 / 11/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
<b>CanonME</b>						
Konica Minolta BH950 / 95 PPM	3,585,213	4,221,604	636,391	\$0.004150	Traded	
A0Y5011000710 / 8811 0176				\$2,641.02		
5,000,000 / 03/2009	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
<b>KMBS</b>						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 9/1/2013</i>	
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>Bedford High</b>						
<b>Room B328 Right</b>						
Canon IR ADV 8295 / 95 PPM	0	518,584	518,584	\$0.003700	None at this time.	
KZZ02853 / GAECI				\$1,918.76		
5,000,000 / 11/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
<b>CanonME</b>						
Konica Minolta BH950 / 95 PPM	3,525,858	4,511,424	985,566	\$0.004150	Traded	
A0Y5011000759 / 8811 0183				\$4,090.10		
5,000,000 / 03/2009	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
<b>KMBS</b>						

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 9/1/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Bedford High</b>					
<b>Special Education Room 229</b>					
Canon IR ADV 6265 / 65 PPM	0	59,369	59,369	\$0.003700	None at this time.
NML03053 / GAECU				\$219.67	
3,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					
Konica Minolta BH601 / 60 PPM	382,237	467,342	85,105	\$0.004150	Traded
A0PP011005406 / 8811 0287				\$353.19	
3,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>KMBS</b>					
<b>Subtotals BW</b>			<b>5,695,274</b>	<b>\$22,827.75</b>	
<b>Subtotals Color</b>			<b>9,582</b>	<b>\$484.68</b>	



Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 9/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
McKelvie Intermediate						
Conference Room						
Toshiba E-453 / 45 PPM	106,616	106,622	6	\$0.005230	Traded	
CIF844468 / GA5GH				\$0.03		
1,000,000 / 01/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
CanonME						
Guidance Office						
Canon IR ADV 8295 / 95 PPM	0	223,145	223,145	\$0.003700	None at this time.	
KZZ02871 / GAECH				\$825.64		
5,000,000 / 11/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected /						
CanonME						
Konica Minolta BH920 / 92 PPM	3,506,954	3,842,372	335,418	\$0.004150	Traded	
57GE02940 / GA5GG				\$1,391.98		
5,000,000 / 09/2005	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
CanonME						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 9/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>McKelvie Intermediate</b>					
<b>IT Office</b>					
Canon IR4225 / 25 PPM	0	2,971	2,971	\$0.003700	None at this time.
OHJ02389 / GAEDG				\$10.99	
500,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					
Oce im3512 / 35 PPM	369,216	374,631	5,415	\$0.005230	Traded
9050014 / G25W9				\$28.32	
750,000 / 12/2007	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					
<b>Library</b>					
Xerox 8860MFP / 30 PPM	5,523	6,930	1,407	\$0.005230	Traded
HBB402361 /				\$7.36	
750,000 / 09/2007	21,154	28,434	7,280	\$0.05443	
Color Photocopier				\$396.25	
Not Connected / 12/3/2014					
<b>VARY</b>					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 9/1/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2013-14</i>		
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2013</i>	<i>6/30/2014</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<b>McKelvie Intermediate</b>					
<b>Main Office</b>					
Canon IR ADV C5255 / 55 PPM	0	13,667	13,667	\$0.003700	None at this time.
JME08084 / GAEDK				\$50.57	
3,000,000 / 10/2012	0	946	946	\$0.04995	
Color Photocopier				\$47.25	
Not Connected /					
<b>CanonME</b>					
Oce im4512 / 45 PPM	373,047	401,523	28,476	\$0.004150	Traded
7110256 / GA51V				\$118.18	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 9/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
McKelvie Intermediate						
Teachers' Room 1st Floor						
Canon IR ADV 8295 / 95 PPM	0	349,704	349,704	\$0.003700	None at this time.	
KZZ02605 / GAECG				\$1,293.90		
5,000,000 / 11/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
CanonME						
Canon IR ADV 8295 / 95 PPM	0	349,704	349,704	\$0.003700	None at this time.	
KZZ02605 / GAECG				\$1,293.90		
5,000,000 / 11/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
CanonME						
Oce VL9522 / 95 PPM	3,215,096	3,761,942	546,846	\$0.004150	Traded	
A0Y5211000186 / GA5V9				\$2,269.41		
5,000,000 / 07/2009	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
CanonME						

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 9/1/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>McKelvie Intermediate</b>					
<b>Teachers' Room 2nd Floor</b>					
Canon IR ADV 8295 / 95 PPM	0	450,523	450,523	\$0.003700	None at this time.
KZZ02849 / GAECJ				\$1,666.94	
5,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					
Oce VL9522 / 95 PPM	2,739,662	3,078,877	339,215	\$0.004150	Traded
A0Y5211000175 / GA5VB				\$1,407.74	
5,000,000 / 07/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					
<b>Subtotals BW</b>			<b>2,646,497</b>	<b>\$10,364.97</b>	
<b>Subtotals Color</b>			<b>8,226</b>	<b>\$443.50</b>	

<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>Date of Last Upgrade: 9/1/2013</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
<b>Memorial Elementary</b>						
<b>Copy Room</b>						
Canon IR ADV 8295 / 95 PPM	0	248,153	248,153	\$0.003700	None at this time.	
KZZ02631 / GAECK				\$918.17		
5,000,000 / 11/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
<b>CanonME</b>						
Oce VL9522 / 95 PPM	2,310,995	2,310,995	0	\$0.004150	Traded	
A0Y5211000191 / GA5VC				\$0.00		
5,000,000 / 07/2009	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
<b>CanonME</b>						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 9/1/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2013-14</i>		
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2013</i>	<i>6/30/2014</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<b>Memorial Elementary</b>					
<b>Library</b>					
Canon IR 400 / 40 PPM	0	2,611	2,611	\$0.003700	15 years from Intro.
OLA04814 / GAEDT				\$9.66	
1,000,000 / 03/1999	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					
Canon IR1025 MFP / 25 PPM	71,052	74,172	3,120	\$0.005230	None at this time
DOX00374 / GAC0X				\$16.32	
500,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 9/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Memorial Elementary						
Main Office						
Canon IR ADV C5255 / 55 PPM	0	19,693	19,693	\$0.003700	None at this time.	
JME08316 / GAEE3				\$72.86		
3,000,000 / 10/2012	0	2,657	2,657	\$0.04995		
Color Photocopier				\$132.72		
Not Connected /						
CanonME						
Oce im3512 / 35 PPM	383,582	412,110	28,528	\$0.004150	Traded	
7090247 / GA51H				\$118.39		
750,000 / 12/2007	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
CanonME						
Principal's Office						
Xerox 8860MFP / 30 PPM	973	1,086	113	\$0.005230	Traded	
HBB402359 /				\$0.59		
750,000 / 09/2007	7,170	8,530	1,360	\$0.05443		
Color Photocopier				\$74.02		
Not Connected / 12/3/2014						
VARY						



<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 9/1/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Memorial Elementary</b>					
<b>Staff Lounge</b>					
Canon IR ADV 8295 / 95 PPM	0	205,844	205,844	\$0.003700	None at this time.
KZZ02715 / GAECY				\$761.62	
5,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					
Konica Minolta BH920 / 92 PPM	3,211,617	3,454,817	243,200	\$0.004150	Traded
57GE02943 / GAAKC				\$1,009.28	
5,000,000 / 09/2005	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					
<b>Subtotals BW</b>			<b>751,262</b>	<b>\$2,906.89</b>	
<b>Subtotals Color</b>			<b>4,017</b>	<b>\$206.74</b>	

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 9/1/2013</i>	
<i>Serial Number / Vendor ID</i>						
<i>Life / Intro Date</i>			<i>2013-14</i>			
<i>Connectivity / Printer Exp Date</i>			<i>7/1/2013</i>	<i>6/30/2014</i>	<i>Annual</i>	<i>Cost/Copy</i>
<i>Vendor</i>			<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>
<i>Recommendations</i>						
<hr/>						
<b>Peter Woodbury School</b>						
<b><i>Library</i></b>						
Canon IR-C1030iF / 30 PPM			0	580	580	\$0.003700
NZG05927 / GAEDE						\$2.15
750,000 / 11/2010			0	76	76	\$0.11433
Color Photocopier						\$8.69
Not Connected /						
<b>CanonME</b>						
<hr/>						
Oce fx3000 / 30 PPM			6,872	7,233	361	\$0.004150
9060731 / GA5VD						\$1.50
750,000 / 09/2006			0	0	0	\$0.00000
Black Photocopier						\$0.00
Not Connected /						
<b>CanonME</b>						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 9/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Peter Woodbury School						
Main Office						
Canon IR ADV C5255 / 55 PPM JME08183 / GAEDJ 3,000,000 / 10/2012 Color Photocopier Not Connected / CanonME	0  0	25,112  3,863	25,112  3,863	\$0.003700 \$92.91 \$0.04995 \$192.96	None at this time.	
Oce VL4222 / 42 PPM A0R6211001361 / GA5VJ 1,000,000 / 12/2008 Black Photocopier Not Connected / CanonME	215,595  0	252,263  0	36,668  0	\$0.004150 \$152.17 \$0.00000 \$0.00	Traded	
Xerox 8860MFP / 30 PPM HBB402357 / 750,000 / 09/2007 Color Photocopier Not Connected / 12/3/2014 VARY	2,820  19,758	3,259  22,195	439  2,437	\$0.005230 \$2.30 \$0.05443 \$132.65	Traded	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 9/1/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2013-14</i>		
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2013</i>	<i>6/30/2014</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<b>Peter Woodbury School</b>					
<b>Maintenance Office</b>					
Canon IR-C1030iF / 30 PPM	0	3,249	3,249	\$0.003700	None at this time.
NZG05149 / GAEDV				\$12.02	
750,000 / 11/2010	0	0	0	\$0.11433	
Color Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					
Oce fx3000 / 30 PPM	37,084	43,406	6,322	\$0.004150	Traded
9060022 / GA5VK				\$26.24	
750,000 / 09/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 9/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Peter Woodbury School</b>					
<b>Teachers' Room</b>					
Canon IR ADV 8295 / 95 PPM	0	299,531	299,531	\$0.003700	None at this time.
KZZ02854 / GAECF				\$1,108.26	
5,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					
Canon IR ADV 8295 / 95 PPM	0	289,112	289,112	\$0.003700	None at this time.
KZZ02875 / GAECN				\$1,069.71	
5,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					
Konica Minolta BH920 / 92 PPM	4,659,701	5,088,631	428,930	\$0.004150	Traded
57GE20930 /				\$1,780.06	
5,000,000 / 09/2005	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					
Oce im9220 / 92 PPM	2,282,605	2,637,095	354,490	\$0.004150	Traded
57HE00840 / GA5WK				\$1,471.13	
5,000,000 / 11/2005	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 9/1/2013</i>	
<i>Serial Number / Vendor ID</i>						
<i>Life / Intro Date</i>			<i>2013-14</i>			
<i>Connectivity / Printer Exp Date</i>			<i>7/1/2013</i>	<i>6/30/2014</i>	<i>Annual</i>	<i>Cost/Copy</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>	
<b>Peter Woodbury School</b>						
<b>Subtotals BW</b>			<b>1,444,794</b>	<b>\$5,718.46</b>		
<b>Subtotals Color</b>			<b>6,376</b>	<b>\$334.29</b>		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 9/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Riddle Brook Elementary						
Copy Room 1st Floor						
Canon IR ADV 8295 / 95 PPM	0	310,145	310,145	\$0.003700	None at this time.	
KZZ02874 / GAECO				\$1,147.54		
5,000,000 / 11/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / CanonME						
Copy Room 1st Floor Rm 161						
Konica Minolta BH920 / 92 PPM	2,820,585	3,225,821	405,236	\$0.004150	Traded	
A0Y5211000160 / GA5VE				\$1,681.73		
5,000,000 / 09/2005	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / CanonME						
Xerox 8860MFP / 30 PPM	2,899	3,738	839	\$0.005230	Traded	
HBB402332 /				\$4.39		
750,000 / 09/2007	31,364	37,354	5,990	\$0.05443		
Color Photocopier				\$326.04		
Not Connected / 12/3/2014 VARY						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 9/1/2013</i>	
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>Riddle Brook Elementary</b>						
<b>Copy Room 2nd Floor</b>						
Canon IR ADV 8295 / 95 PPM	0	232,626	232,626	\$0.003700	None at this time.	
KZZ02602 / GAECO				\$860.72		
5,000,000 / 11/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / CanonME						
<b>Library</b>						
Canon IR-C1030iF / 30 PPM	0	989	989	\$0.003700	None at this time.	
NZG05302 / GAEDW				\$3.66		
750,000 / 11/2010	0	478	478	\$0.11433		
Color Photocopier				\$54.65		
Not Connected / CanonME						
Oce fx3000 / 30 PPM	11,137	18,335	7,198	\$0.004150	Traded	
9060517 / GA5Y4				\$29.87		
750,000 / 09/2006	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / CanonME						



<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 9/1/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Riddle Brook Elementary</b>					
<b>Main Office</b>					
Canon IR ADV C5255 / 55 PPM	0	41,645	41,645	\$0.003700	None at this time.
JME08171 / GAEDM				\$154.09	
3,000,000 / 10/2012	0	3,115	3,115	\$0.04995	
Color Photocopier				\$155.59	
Not Connected /					
<b>CanonME</b>					
Oce VL4222 / 42 PPM	335,743	408,319	72,576	\$0.004150	Traded
A0R6211001294 / GA5VO				\$301.19	
1,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					
		<b>Subtotals BW</b>	<b>1,071,254</b>	<b>\$4,183.18</b>	
		<b>Subtotals Color</b>	<b>9,583</b>	<b>\$536.28</b>	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 9/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Ross A. Lurgio Middle						
7 South Hall Red Pod						
Canon IR ADV 8295 / 95 PPM	0	301,713	301,713	\$0.003700	None at this time.	
KZZ02818 / GAECR				\$1,116.34		
5,000,000 / 11/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / CanonME						
Konica Minolta BH920 / 92 PPM	4,568,272	4,983,588	415,316	\$0.004150	Traded	
57GE02925 / 8802 4023				\$1,723.56		
5,000,000 / 09/2005	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / KMBS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 9/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Ross A. Lurgio Middle						
7 West Hall Green Pod						
Canon IR ADV 8295 / 95 PPM	0	314,401	314,401	\$0.003700	None at this time.	
KZZ02634 / GAECS				\$1,163.28		
5,000,000 / 11/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
CanonME						
Konica Minolta BH950 / 95 PPM	2,802,053	3,217,182	415,129	\$0.004150	Traded	
A0Y5011000781 / 8811 0159				\$1,722.79		
5,000,000 / 03/2009	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
KMBS						
Conference Room						
Xerox 8860MFP / 30 PPM	2,560	3,350	790	\$0.005230	Traded	
HBB402363 /				\$4.13		
750,000 / 09/2007	24,408	31,556	7,148	\$0.05443		
Color Photocopier				\$389.07		
Not Connected / 12/3/2014						
VARY						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 9/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Ross A. Lurgio Middle						
Guidance Office						
Canon IR 4245 / 45 PPM	0	22,677	22,677	\$0.003700	None at this time.	
OHP02792 / GAEEC				\$83.90		
1,000,000 / 10/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / CanonME						
Konica Minolta BH420 / 42 PPM	323,115	365,283	42,168	\$0.004150	Traded	
42GE06376 / 8700 4866				\$175.00		
1,000,000 / 03/2006	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / KMBS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 9/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Ross A. Lurgio Middle</b>					
<b>Main Office</b>					
Canon IR ADV C5255 / 55 PPM	0	67,470	67,470	\$0.003700	None at this time.
JME08228 / GAEDO				\$249.64	
3,000,000 / 10/2012	0	13,229	13,229	\$0.04995	
Color Photocopier				\$660.79	
Not Connected /					
<b>CanonME</b>					
Konica Minolta BH421 / 45 PPM	308,079	396,533	88,454	\$0.004150	Traded
A0R6011007688 / 8811 0157				\$367.08	
1,000,000 / 06/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>KMBS</b>					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 9/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Ross A. Lurgio Middle						
Media Center Left						
Canon IR ADV 8295 / 95 PPM	0	363,545	363,545	\$0.003700	None at this time.	
KZZ02865 / GAECC				\$1,345.12		
5,000,000 / 11/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / CanonME						
Konica Minolta BH920 / 92 PPM	5,143,847	5,445,011	301,164	\$0.004150	Traded	
57GE03001 / 8802 4024				\$1,249.83		
5,000,000 / 09/2005	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / KMBS						

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 9/1/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Ross A. Lurgio Middle</b>					
<b>Media Center Right</b>					
Canon IR ADV 8295 / 95 PPM	0	247,512	247,512	\$0.003700	None at this time.
KZZ02817 / GAEDN				\$915.79	
5,000,000 / 11/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>CanonME</b>					
Konica Minolta BH950 / 95 PPM	2,100,664	2,527,970	427,306	\$0.004150	Traded
A0Y5011000720 / 8811 0179				\$1,773.32	
5,000,000 / 03/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
<b>KMBS</b>					
<b>Subtotals BW</b>			<b>3,007,645</b>	<b>\$11,889.79</b>	
<b>Subtotals Color</b>			<b>20,377</b>	<b>\$1,049.85</b>	

<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>Date of Last Upgrade: 9/1/2013</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
SAU 25						
East Hallway						
Canon IR 4245 / 45 PPM	0	40,571	40,571	\$0.003700	None at this time.	
OHP02791 / GAEEB				\$150.11		
1,000,000 / 10/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
CanonME						
Toshiba e-Studio 452 / 45 PPM	247,192	266,430	19,238	\$0.004800	Traded	
CPE420401 / 8901 9580				\$92.34		
1,000,000 / 01/2006	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected /						
KMBS						



Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 9/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SAU 25						
Work Room						
Canon IR ADV C5255 / 55 PPM	0	73,277	73,277	\$0.003700	None at this time.	
JME08190 / GAEDL				\$271.12		
3,000,000 / 10/2012	0	8,331	8,331	\$0.04995		
Color Photocopier				\$416.13		
Not Connected / CanonME						
Oce VL6022 / 60 PPM	879,504	1,002,302	122,798	\$0.004150	Traded	
A0PP211000298 / GA5VL				\$509.61		
3,000,000 / 06/2009	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Not Connected / CanonME						
Xerox 8860MFP / 30 PPM	5,376	5,826	450	\$0.005230	Traded	
HBB402345 /				\$2.35		
750,000 / 09/2007	33,880	36,874	2,994	\$0.05443		
Color Photocopier				\$162.96		
Not Connected / 12/3/2014 VARY						
Subtotals BW			256,334	\$1,025.55		
Subtotals Color			11,325	\$579.10		

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<i>District Wide Black Totals</i>	14,873,060	\$58,916.58
<i>District Wide Color Totals</i>	69,486	\$3,634.45

## 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 9/1/2009 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2013-14 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

### BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
14,523,356	\$0.00651	\$94,547.05

### CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
14,523,356	\$0.00394	\$57,222.02	\$37,325.02	\$186,625.12

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$37,325.02 x 5 years as a Client  
= \$186,625.12 Cost Savings!*

## *Projected Equipment Costs by Building - Black*

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Bedford High	5,695,274	\$22,827.75	\$28,259.95	\$26,281.35	\$77,369.05
Ross A. Lurgio Middle	3,007,645	\$11,889.79	\$14,923.93	\$13,879.04	\$40,692.77
McKelvie Intermediate	2,646,497	\$10,364.97	\$13,131.92	\$12,212.49	\$35,709.38
Memorial Elementary	751,262	\$2,906.89	\$3,727.76	\$3,466.76	\$10,101.42
Peter Woodbury School	1,444,794	\$5,718.46	\$7,169.07	\$6,667.13	\$19,554.65
Riddle Brook Elementary	1,071,254	\$4,183.18	\$5,315.56	\$4,943.40	\$14,442.14
SAU 25	256,334	\$1,025.55	\$1,271.93	\$1,182.88	\$3,480.35
<b>Total</b>	<b>14,873,060</b>	<b>\$58,916.58</b>	<b>\$73,800.12</b>	<b>\$68,633.05</b>	<b>\$201,349.75</b>

### SPC Equipment Bids:

Presently our Bids are coming in at 14.5% to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Xerox 5890PT RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print-Fax 90 Copies per Minute are coming in at \$6,333 with a Retail Cost

## *Projected Equipment Costs by Building - Color*

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

Building	Projected Color Volume	Service & Supply Cost
Bedford High	9,582	\$484.68
Ross A. Lurgio Middle	20,377	\$1,049.85
McKelvie Intermediate	8,226	\$443.50
Memorial Elementary	4,017	\$206.74
Peter Woodbury School	6,376	\$334.29
Riddle Brook Elementary	9,583	\$536.28
SAU 25	11,325	\$579.10
<b><i>Total</i></b>	<b>69,486</b>	<b>\$3,634.45</b>

## *Service & Supply Usage Profile by Vendor - Black*

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.2%.**

Vendor	Equipment Type	Annual Volume	2013-2014 Cost / Copy	Total Cost	2014-2015 Cost / Copy	Projected Cost
Canon Solutions Maine	Black Photocopier	6,228,511	\$0.00370	\$23,045.49	\$0.00370	\$23,045.49
Canon Solutions Maine	Black Photocopier	3,040,139	\$0.00415	\$12,616.58	\$0.00415	\$12,616.58
Canon Solutions Maine	Black Photocopier	8,541	\$0.00523	\$44.67	\$0.00523	\$44.67
Canon Solutions Maine	Color Photocopier	278,287	\$0.00370	\$1,029.66	\$0.00370	\$1,029.66
Konica-Minolta Business Solutions	Black Photocopier	5,148,299	\$0.00415	\$21,365.44	\$0.00415	\$21,365.44
Konica-Minolta Business Solutions	Black Photocopier	164,210	\$0.00480	\$788.21	\$0.00480	\$788.21
Vary Technologies	Color Photocopier	5,073	\$0.00523	\$26.53	\$0.00523	\$26.53
<b>Total</b>		<b>14,873,060</b>	<b>\$0.00396</b>	<b>\$58,916.58</b>	<b>\$0.00396</b>	<b>\$58,916.58</b>

## *Service & Supply Usage Profile by Vendor - Color*

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.2%.**

Vendor	Equipment Type	Annual Volume	2013-2014 Cost / Copy	Total Cost	2014-2015 Cost / Copy	Projected Cost
Canon Solutions Maine	Color Photocopier	40,370	\$0.04995	\$2,016.48	\$0.04995	\$2,016.48
Canon Solutions Maine	Color Photocopier	554	\$0.11433	\$63.34	\$0.11433	\$63.34
Vary Technologies	Color Photocopier	28,562	\$0.05443	\$1,554.63	\$0.05443	\$1,554.63
<b>Total</b>		<b>69,486</b>	<b>\$0.05230</b>	<b>\$3,634.45</b>	<b>\$0.05230</b>	<b>\$3,634.45</b>

## *Reprographic Equipment Assessment*

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

<b>Total Number of Units</b>	<b>37</b>
<b>Total Number of Units on Lease</b>	<b>37</b>
<b>Total Number of Units Owned</b>	<b>0</b>
<b>Lease Company</b>	<b>Northway Bank</b>
<b>Lease Start Date</b>	<b>9/1/2013</b>
<b>Lease End Date</b>	<b>08/01/2017</b>
<b>Term</b>	<b>5 Annual</b>
<b>Annual Payment usually due on 8/1</b>	<b>\$68,633.05</b>
<b>Remaining Payments</b>	<b>3</b>

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



*Leased Equipment*

Building	Make	Model	Serial Number
Bedford High	Canon	IR ADV 8295	KZZ02853
Bedford High	Canon	IR ADV 6255	NMU09328
Bedford High	Canon	IR ADV 6255	NMU09299
Bedford High	Canon	IR ADV C5255	JME08187
Bedford High	Canon	IR ADV 6265	NML03053
Bedford High	Canon	IR ADV 8295	KZZ02821
Bedford High	Canon	IR ADV 8295	KZZ02838
Bedford High	Canon	IR ADV 8295	KZZ02820
Bedford High	Canon	IR 4245	QHP02786
McKelvie Intermediate	Canon	IR ADV 8295	KZZ02849
McKelvie Intermediate	Canon	IR ADV 8295	KZZ02605
McKelvie Intermediate	Canon	IR ADV 8295	KZZ02605
McKelvie Intermediate	Canon	IR ADV C5255	JME08084
McKelvie Intermediate	Canon	IR ADV 8295	KZZ02871
McKelvie Intermediate	Canon	IR4225	QHJ02389
Memorial Elementary	Canon	IR ADV C5255	JME08316
Memorial Elementary	Canon	IR 400	QLA04814
Memorial Elementary	Canon	IR ADV 8295	KZZ02631
Memorial Elementary	Canon	IR ADV 8295	KZZ02715
Peter Woodbury School	Oce	fx3000	9060731
Peter Woodbury School	Canon	IR-C1030iF	NZG05927
Peter Woodbury School	Canon	IR ADV C5255	JME08183
Peter Woodbury School	Canon	IR-C1030iF	NZG05149
Peter Woodbury School	Canon	IR ADV 8295	KZZ02875
Peter Woodbury School	Canon	IR ADV 8295	KZZ02854
Riddle Brook Elementary	Canon	IR ADV 8295	KZZ02602
Riddle Brook Elementary	Canon	IR-C1030iF	NZG05302
Riddle Brook Elementary	Canon	IR ADV 8295	KZZ02874

<b>Building</b>	<b>Make</b>	<b>Model</b>	<b>Serial Number</b>
Riddle Brook Elementary	Canon	IR ADV C5255	JME08171
Ross A. Lurgio Middle	Canon	IR ADV 8295	KZZ02818
Ross A. Lurgio Middle	Canon	IR ADV 8295	KZZ02634
Ross A. Lurgio Middle	Canon	IR 4245	QHP02792
Ross A. Lurgio Middle	Canon	IR ADV 8295	KZZ02865
Ross A. Lurgio Middle	Canon	IR ADV 8295	KZZ02817
Ross A. Lurgio Middle	Canon	IR ADV C5255	JME08228
SAU 25	Canon	IR ADV C5255	JME08190
SAU 25	Canon	IR 4245	QHP02791

## *StarDoc User Names*

Name	User Name
<b>Cheryl Daley</b>	DaleyC@sau25.net
<b>Dawna Duhamel</b>	duhameld@sau25.net
<b>Debbie Gelinas</b>	gelinasd@sau25.net
<b>Denise Boyle</b>	boyled@sau25.net
<b>Denise Roy</b>	royc@sau25.net
<b>Jen Wasylak</b>	wasylakj@sau25.net
<b>Jill Vitagliano</b>	vitaglianoj@sau25.net
<b>Joyce Edward</b>	JoyceE@sau25.net
<b>Kim Lamper</b>	lamperk@sau25.net
<b>Mary Cody</b>	codym@sau25.net
<b>Michael Fournier</b>	FournierM@sau25.net
<b>Molly McCarthy</b>	McCarthyM@sau25.net
<b>Pam Ilg</b>	IlgP@sau25.net
<b>Randy Prothero</b>	protheror@sau25.net
<b>Susan VanArsdell</b>	vanasrsdells@sau25.net
<b>Terry Bullard</b>	bullardt@sau25.net
<b>Timothy Mayes</b>	mayest@sau25.net
<b>William Hagen</b>	hagenw@sau25.net

\*If you need to verify your password or if you need to add users, please contact Alex Webster at [awebster@spccopypro.com](mailto:awebster@spccopypro.com)

## : **SERVICE AND SUPPLY CONTRACT**

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 NHSAU 25 - Bedford School District, as lessee (the "Lessee"), commencing on September 1, 2013, (the "Lease-Purchase") hereby contracts with Lessee for the term of the Lease-Purchase (terminating on June 30, 2018) 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.

### *Client Acknowledgement of Vendor Commitment*

<b>Vendor:</b>	_____	<b>Lessee:</b>	<b>NHSAU 25 - Bedford School District</b>
<b>Street Address:</b>	_____	<b>Street Address:</b>	<b>103 County Road</b>
<b>City/State/Zip:</b>	_____	<b>City/State/Zip:</b>	<b>Bedford, NH 03110</b>
<b>By (signature):</b>	_____	<b>By (signature):</b>	_____
<b>Name:</b>	_____	<b>Name:</b>	_____
<b>Title:</b>	_____	<b>Title:</b>	_____

## *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**

## **(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 NHSAU 25 - Bedford School District, as lessee (the "Lessee"), commencing on September 1, 2013, (the "Lease-Purchase") hereby warrants to Lessee that, if any such Equipment malfunctions through no fault of Lessee during the term of the Lease-Purchase (terminating on June 30, 2018) 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 Lessee.

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:** \_\_\_\_\_



## SPC Values Our Vendors

### Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: In 2013 there were over a thousand.
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

### Vendor Benefits Pre-Bid & During the Bid Process

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

### Vendor Benefits Before & During Installation

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

### Vendor Ongoing Support

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

### Why do some vendors hesitate to bid?

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

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



## Benefits of partnering with SPC

### Top Benefits to **our CLIENTS**:

#### 1. Cooperative Buying

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

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will ***save you money*** benefiting from the combined purchasing power of more than 90 clients with over 3,443 devices doing more than 314 million copies and prints per year. In 2013 we purchased approximately 1,000 printing devices.
- We will ***save you time*** by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.
- We will ***save you frustration***. We manage your contracts for up to five years from the date of installation.

#### 2. Exclusive **STAR Doc Software**

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

#### 3. Simplified Billing Program

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

#### 4. Five-Year Equipment Replacement Schedule

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

#### 5. Annual Report

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

#### 6. Vendor Neutral

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

**SPC has been serving their clients since 1988, saving millions of dollars along the way.**

***Based on current actual volumes and CPCs, SPC has generated***

***Annual Savings of almost \$3.5 million for all of our clients.***

***That translates into Savings of more than \$17.2 million over five years!***