



Specialized Purchasing Consultants

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2015-2016 Annual Report

Year - End Photocopier Analysis

With projected costs for 2016-17

Edward Emond
NHSAU 30 - Laconia School District
39 Harvard Street
Laconia, NH 03247



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

September 2016

Skip Tilton
President

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Edward Emond
NHSAU 30 - Laconia School District
39 Harvard Street
Laconia, NH 03247

Dear Edward:

VISIT US ON THE WEB:
www.spccopypro.com

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is **now 9 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

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

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

Sincerely,

Skip Tilton
President

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The SPC Team...

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



Skip Tilton, President

Billie Jo Tilton, Vice President

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



Sue Penney

Administration & Finance Manager

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

Alex Webster

Director of Customer Relations

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



Robert B. Dutil

Director of Information Technology

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

Rachel Guay

Accounting Coordinator

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



The SPC Team Continued....



Pamela Weed

Client-Vendor Relations

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

clients and vendors to ensure smooth transitions or quick resolutions.

Joel Heffernan

Field Representative – Client Relations

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

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



Equipment Health Status

Total Number of Machines:	78
Total Black Photocopiers	10
Total Color Photocopiers	15
Total Black Network Printers	9
Total Color Network Printers	44
Total Removed from Service:	1
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	3
# of Units Overused:	0
# of Units Underused:	2
Commencement Date:	8/1/2015
# of Annual Payments Left on Lease	4
All Warranties and Service Contracts Expire:	6/30/2021
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract Signed	Yes

NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Dear Ed,

There are 3 machines that are getting up in age. I would not try to address them this year. I would definitely continue to pay down your principal on your capital lease by making your next payment. Each time you make a payment, you create additional funds for your next upgrade. The goal is to keep your capital cost at the same level or lower with your next upgrade.

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

Sincerely, Skip

Aging Equipment Summary

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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Huot Tech Center	Engineering	Konica Minolta MC 7450II GrafX	322700619	KMBS	01/2009
Laconia High School	Room 507	Konica Minolta MC 7450II GrafX	322701849	KMBS	01/2009

Warranty Progress Report

For Year 2015-2016

Equipment Details

Laconia High School

Room 507

		<i>Black Meter & Volume</i>		<i>Color Meter & Volume</i>	
Konica Minolta MC 7450II GrafX	<i>Begin Date:</i> 8/31/2015	<i>Begin Meter</i>	0	<i>Begin Meter</i>	0
322701849	<i>End Date:</i> 6/30/2016	<i>End Meter</i>	3,995	<i>End Meter</i>	6,979
KMBS -		<i>Black Volume:</i>	3,995	<i>Color Volume:</i>	6,979
<i>Model Intro Date:</i> 1/1/2009					

Date

Comments

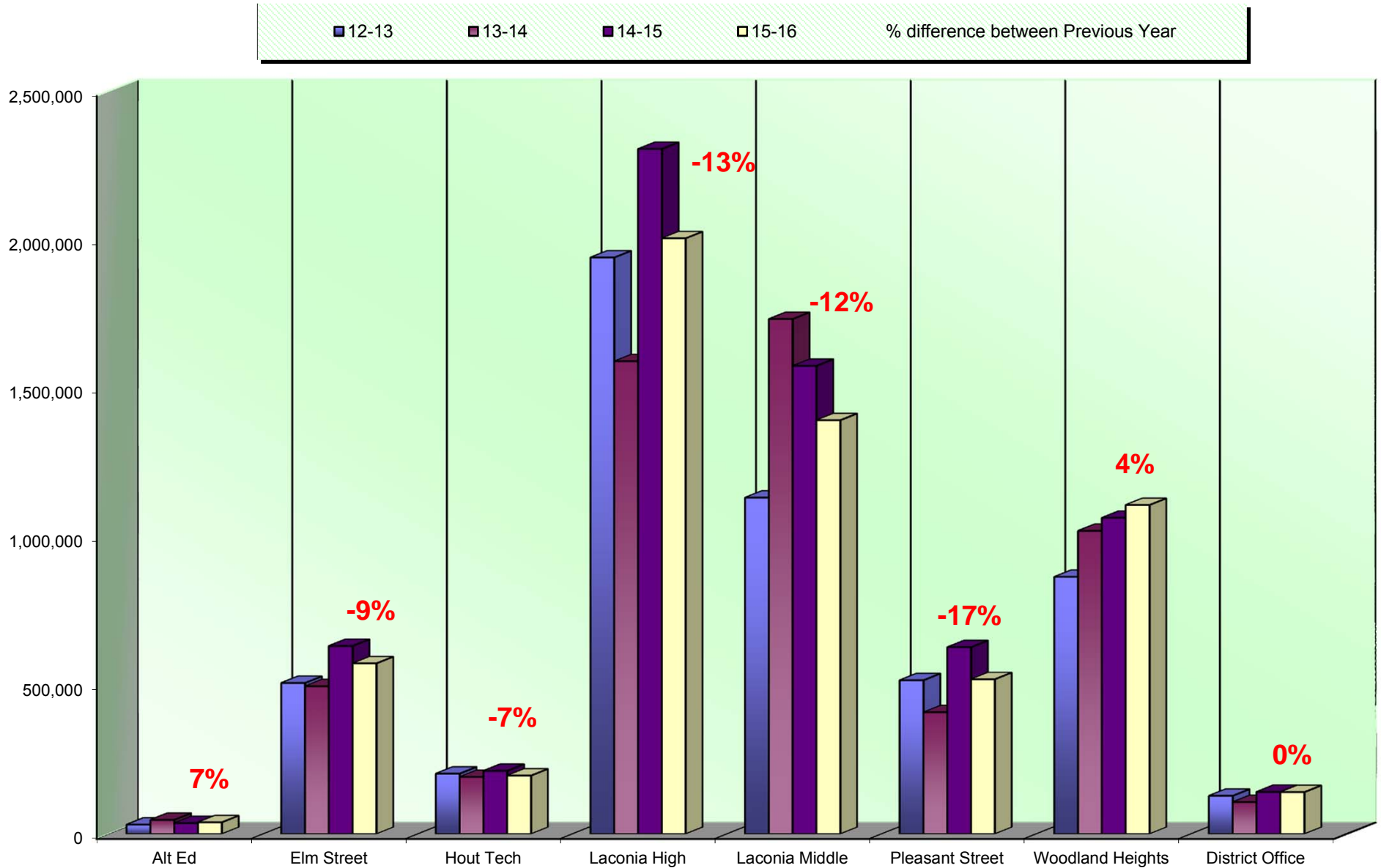
8/31/2015 Warranty replacement for 322701311, which was damaged in transit.

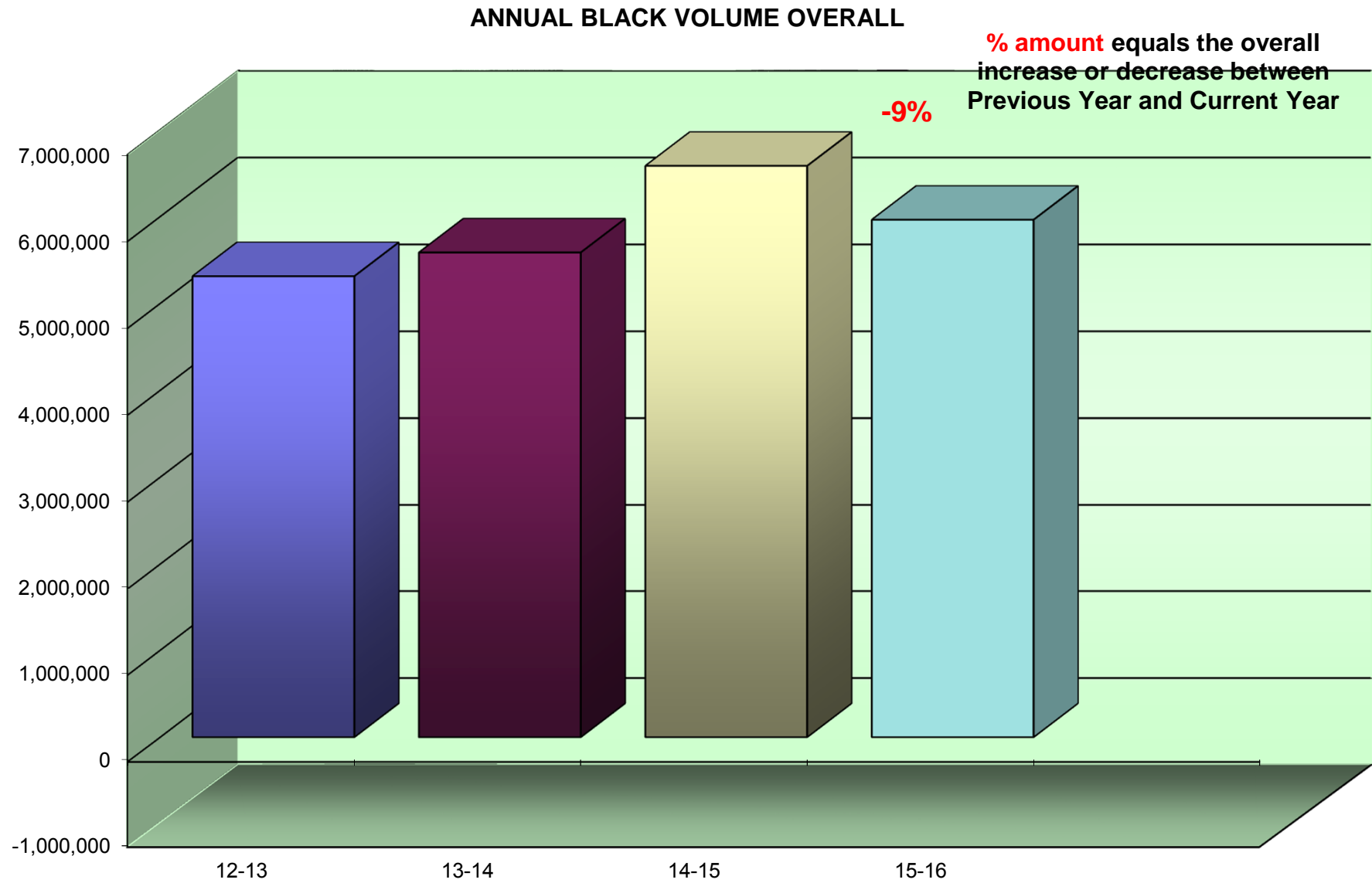
Warranty Replaced Machines

The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department / Room	Make Model	Serial #	Vendor Id #	Date of Trade
Laconia High School	Room 109	Konica Minolta MC 7450II Grafx	322701311	9357 6140	8/4/2015

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>
Elm Street School	283	570,797	\$11,101.81	2,017	\$39.23
Huot Tech Center	0	195,123	\$3,771.59	0	\$0.00
Laconia Alternative Education	25	38,894	\$704.13	1,556	\$28.17
Laconia High School	549	2,003,709	\$38,315.03	3,650	\$69.79
Laconia Middle School	424	1,390,979	\$25,412.58	3,281	\$59.94
Pleasant Street School	282	517,622	\$10,157.97	1,836	\$36.02
SAU #30	0	139,899	\$2,558.61	0	\$0.00
Woodland Heights Elementary	442	1,105,389	\$20,227.27	2,501	\$45.76
Totals	2,005	5,962,412	\$112,248.99	2,974	\$55.98

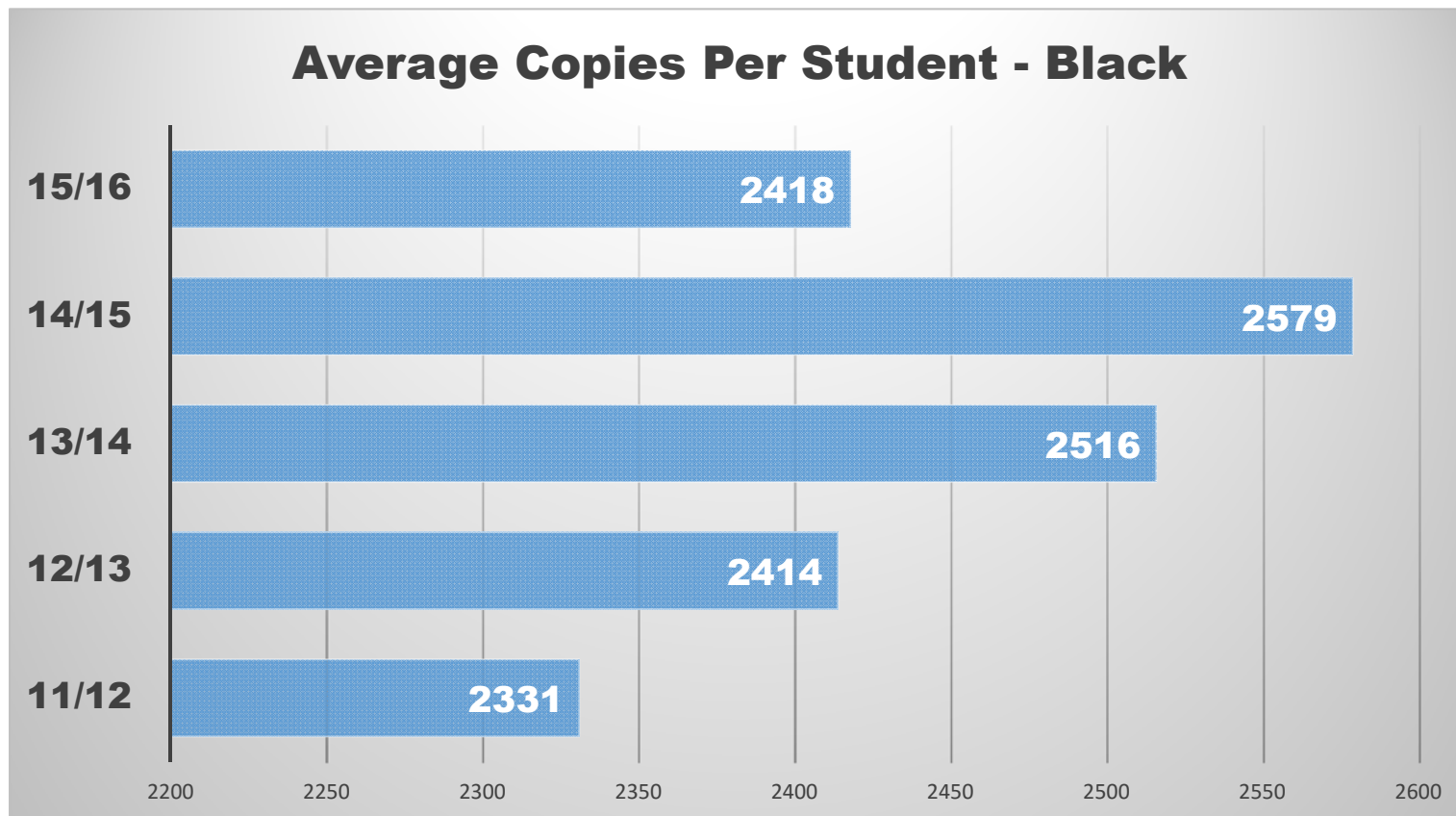
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black

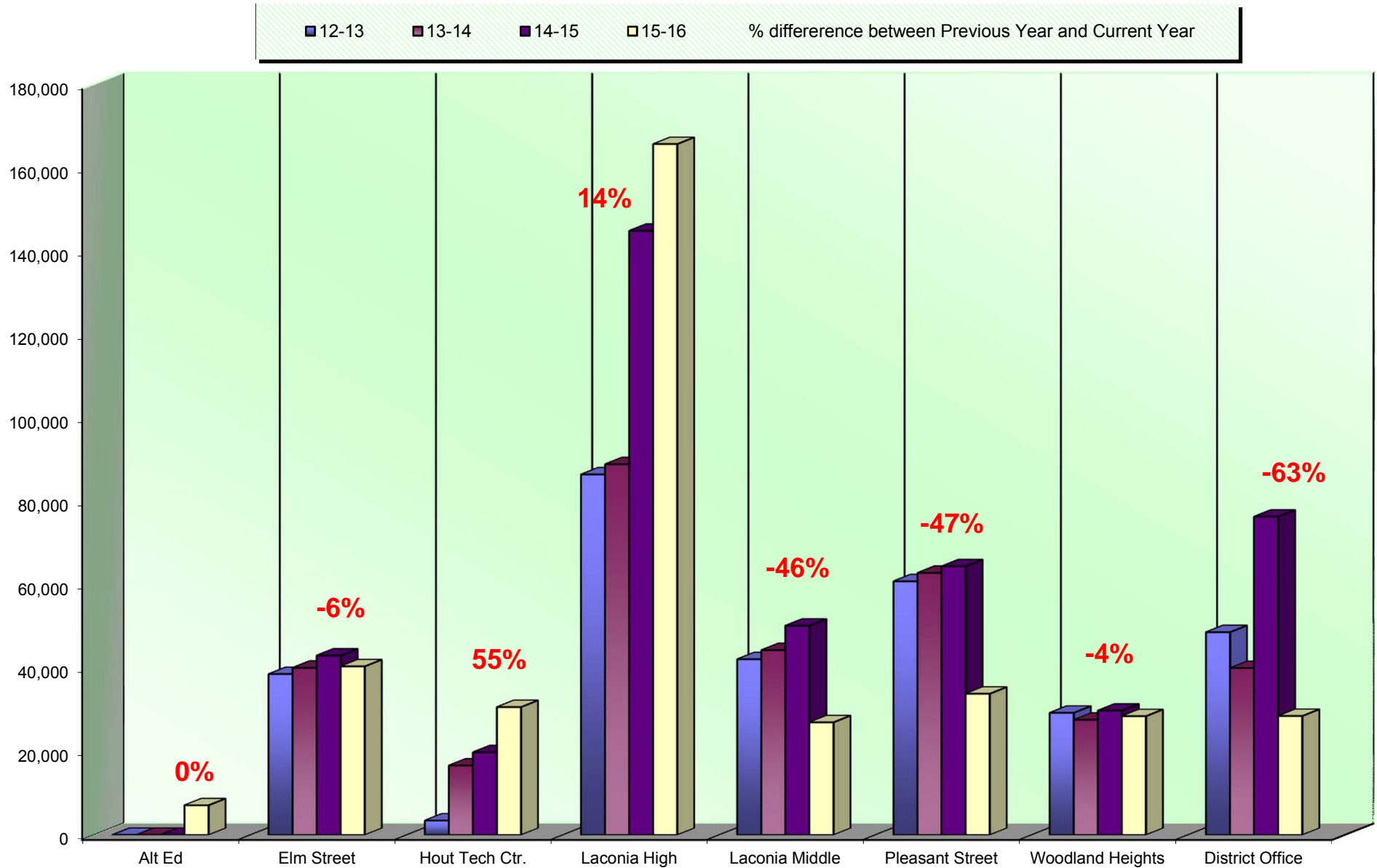
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

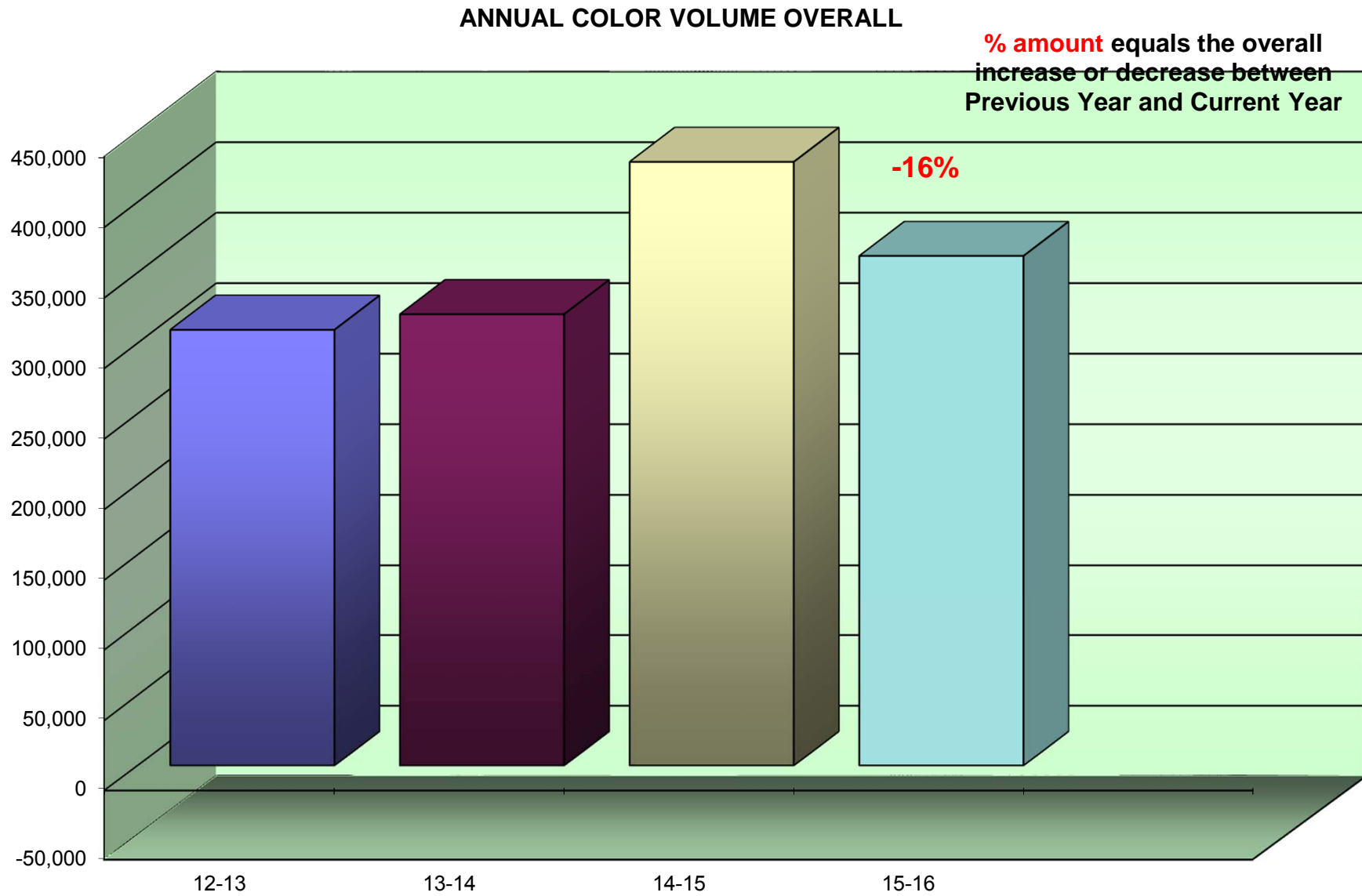
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	108,464	262,254,700	\$4,909,783	2,418	\$45.27

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



ANNUAL COLOR VOLUME BY BUILDING





Average Student to Copy Usage – Color Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Elm Street School	283	40,435	\$2,268.13	143	\$8.01
Huot Tech Center	0	30,673	\$1,738.88	0	\$0.00
Laconia Alternative Education	25	7,121	\$359.25	285	\$14.37
Laconia High School	549	165,622	\$8,966.30	302	\$16.33
Laconia Middle School	424	27,013	\$1,450.56	64	\$3.42
Pleasant Street School	282	33,868	\$1,893.45	120	\$6.71
SAU #30	0	28,533	\$1,453.47	0	\$0.00
Woodland Heights Elementary	442	28,493	\$1,577.25	64	\$3.57
Totals	2,005	361,758	\$19,707.29	180	\$9.83

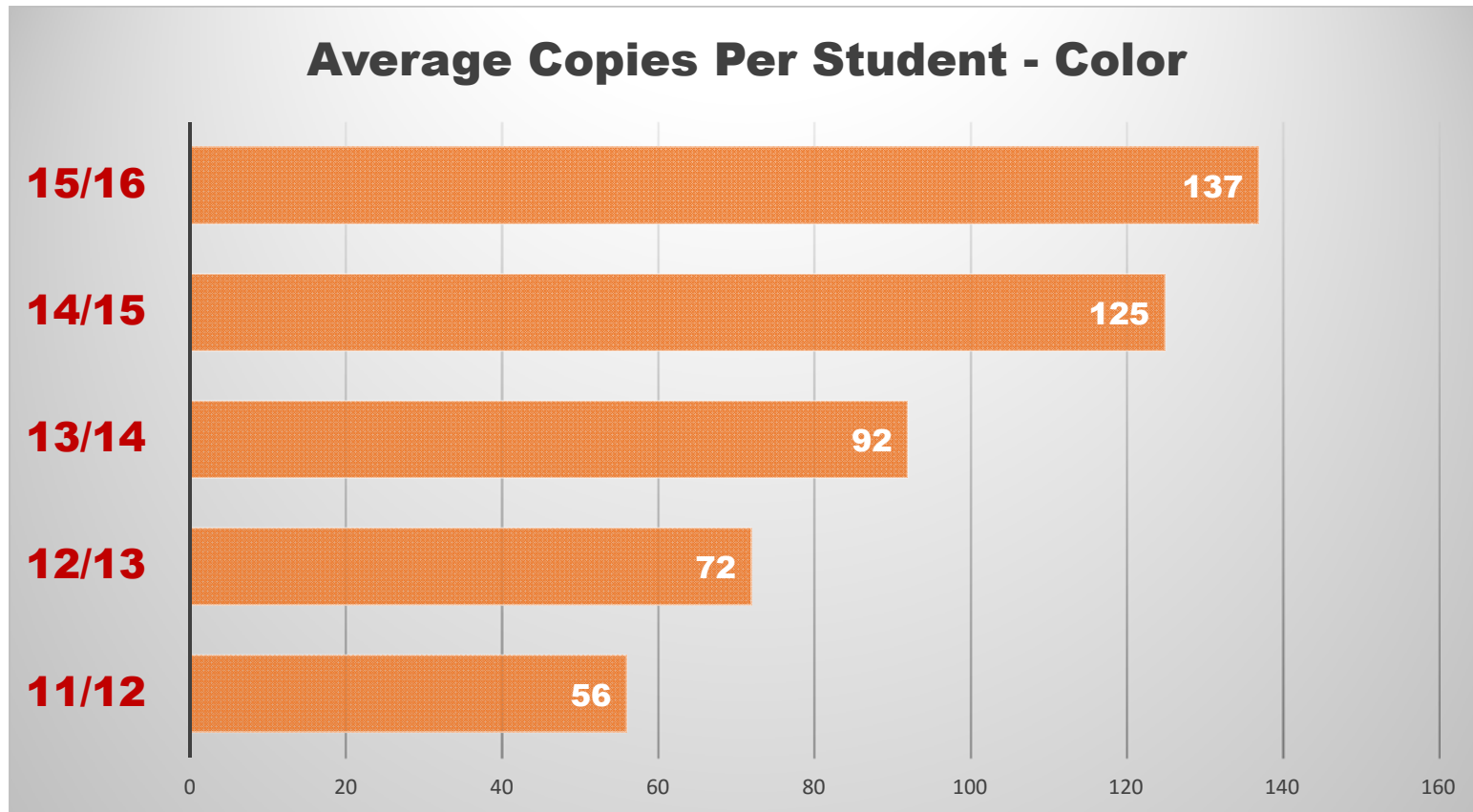
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

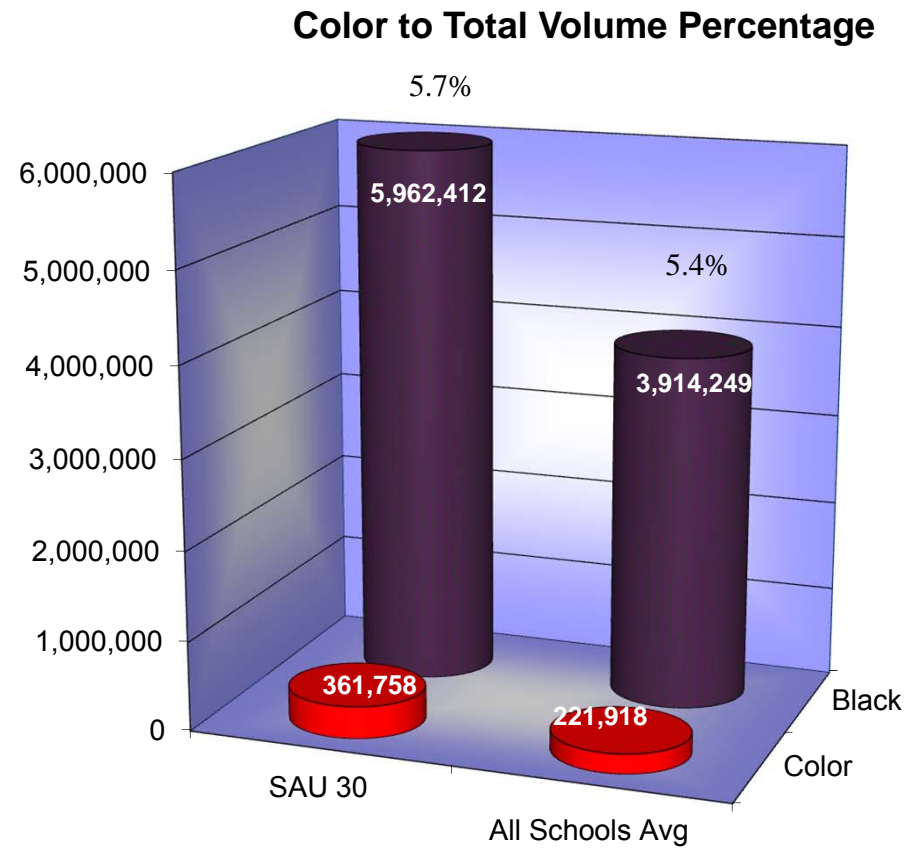
Cost Comparison – Color

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

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

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





Usage Profile for Service & Supplies

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

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2015</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2015-16</i>		
<i>Vendor</i>	<i>7/1/2015</i>	<i>6/30/2016</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>		
ELM STREET SCHOOL					
Main Office					
Konica Minolta BHC554 / 55 PPM	61	83,702	83,641	\$0.003200	None at this time.
A5AY011012927 / 9356 4841				\$267.65	
3,000,000 / 08/2012	61	16,169	16,108	\$0.04995	
Color Photocopier				\$804.59	
KMBS					
Konica Minolta MC 4750DN / 31 PPM	18,068	19,478	1,410	\$0.012910	None at this time.
A0VD012000492 / 8901 9564				\$18.20	
750,000 / 09/2010	33,269	34,147	878	\$0.05924	
Color Network Printer				\$52.01	
KMBS					
Room 10					
Konica Minolta MC 4750DN / 31 PPM	46,629	58,918	12,289	\$0.012910	None at this time.
A0VD012000895 / 8901 9567				\$158.65	
750,000 / 09/2010	47,961	55,499	7,538	\$0.05924	
Color Network Printer				\$446.55	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/1/2015
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
ELM STREET SCHOOL					
Room 12					
Konica Minolta MC 4750DN / 31 PPM	51,781	69,826	18,045	\$0.012910	None at this time.
A0VD012001158 /				\$232.96	
750,000 / 09/2010	12,153	15,960	3,807	\$0.05924	
Color Network Printer				\$225.53	
KMBS					
Room 17 Special Ed					
Konica Minolta MC 4750DN / 31 PPM	95,866	127,168	31,302	\$0.012910	None at this time.
A0VD012001177 /				\$404.11	
750,000 / 09/2010	20,897	28,020	7,123	\$0.05924	
Color Network Printer				\$421.97	
KMBS					
Room 2					
Konica Minolta MC 4750DN / 31 PPM	22,812	32,579	9,767	\$0.012910	None at this time.
A0VD012001169 /				\$126.09	
750,000 / 09/2010	19,425	22,989	3,564	\$0.05924	
Color Network Printer				\$211.13	
KMBS					

					Date of Last Upgrade: 8/1/2015
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2015	6/30/2016	2015-16		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
ELM STREET SCHOOL					
Room 7					
Konica Minolta MC 4750DN / 31 PPM	18,520	24,019	5,499	\$0.012910	None at this time.
A0VD012001161 /				\$70.99	
750,000 / 09/2010	19,010	20,427	1,417	\$0.05924	
Color Network Printer				\$83.94	
KMBS					
Staff Room					
Konica Minolta BH754E / 75 PPM	122	408,966	408,844	\$0.003200	None at this time.
A55V017003916 / 9356 4856				\$1,308.30	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			570,797	\$2,586.96	
Subtotals Color			40,435	\$2,245.73	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/1/2015	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
HUOT TECH CENTER						
Auto Shop Cart						
Konica Minolta BH3300P / 35 PPM A63P011001673 / 9438 5850 750,000 / 04/2013 Black Network Printer	0 0	205 0	205 0	\$0.006130 \$1.26 \$0.00000 \$0.00	None at this time.	
KMBS						
Automotive						
Konica Minolta BHC3350 / 35 PPM A4Y4011011748 / 9348 5856 750,000 / 01/2014 Color Laser MFP	10 87	2,930 1,158	2,920 1,071	\$0.003200 \$9.34 \$0.04995 \$53.50		None at this time.
KMBS						
Building Trades						
Konica Minolta BHC3100P / 32 PPM A6DR011003749 / 9348 5853 750,000 / 06/2014 Color Network Printer	0 0	2,635 130	2,635 130	\$0.006130 \$16.15 \$0.05625 \$7.31	None at this time.	
KMBS						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2015</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
HUOT TECH CENTER					
Business					
Konica Minolta MC 4750DN / 31 PPM	28,200	33,170	4,970	\$0.012910	None at this time.
A0VD012001181 /				\$64.16	
750,000 / 09/2010	13,002	18,119	5,117	\$0.05924	
Color Network Printer				\$303.13	
KMBS					
Career Center					
Konica Minolta MC 4750DN / 31 PPM	18,631	26,779	8,148	\$0.012910	None at this time.
A0VD012002588 /				\$105.19	
750,000 / 09/2010	22,857	33,858	11,001	\$0.05924	
Color Network Printer				\$651.70	
KMBS					
Culinary Arts					
Konica Minolta BHC3100P / 32 PPM	0	3,133	3,133	\$0.006130	None at this time.
A6DR011003429 / 9348 5854				\$19.21	
750,000 / 06/2014	0	101	101	\$0.05625	
Color Network Printer				\$5.68	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2015</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
HUOT TECH CENTER					
<i>ECE Room</i>					
Konica Minolta BHC3100P / 32 PPM	0	9,242	9,242	\$0.006130	None at this time.
A6DR011003709 / 9348 5852				\$56.65	
750,000 / 06/2014	0	2,761	2,761	\$0.05625	
Color Network Printer				\$155.31	
KMBS					
<i>Engineering</i>					
Konica Minolta MC 7450II Grafx / 24 PPM	0	1,973	1,973	\$0.006130	7 years from Intro.
322700619 / 8802 6403				\$12.09	
500,000 / 01/2009	0	985	985	\$0.05625	
Color Network Printer				\$55.41	
KMBS					
<i>Health Tech</i>					
Konica Minolta BHC3100P / 32 PPM	0	2,329	2,329	\$0.006130	None at this time.
A6DR011002416 / 9348 5855				\$14.28	
750,000 / 06/2014	0	0	0	\$0.05625	
Color Network Printer				\$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/1/2015
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
HUOT TECH CENTER					
Main Office					
Konica Minolta BH3300P / 35 PPM A63P011002916 / 9348 5849 750,000 / 04/2013 Black Network Printer	0 0	6,000 0	6,000 0	\$0.006130 \$36.78 \$0.00000 \$0.00	None at this time.
KMBS					
Konica Minolta BHC554 / 55 PPM A5AY011014735 / 9356 4858 3,000,000 / 08/2012 Color Photocopier	0 0	150,009 7,914	150,009 7,914	\$0.003200 \$480.03 \$0.04995 \$395.30	
KMBS					
Multimedia Room					
Konica Minolta MC 4750DN / 31 PPM A0VD012001183 / 750,000 / 09/2010 Color Network Printer	12,116 5,596	15,675 7,189	3,559 1,593	\$0.012910 \$45.95 \$0.05924 \$94.37	None at this time.
KMBS					
Subtotals Black					
Subtotals Color					
			195,123	\$861.09	
			30,673	\$1,721.71	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/1/2015</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
LACONIA ALTERNATIVE EDUCATION						
Office						
Konica Minolta BHC454 / 45 PPM	0	38,894	38,894	\$0.003200	None at this time.	
A5C0011023538 / 9356 4859				\$124.46		
1,000,000 / 07/2012	0	7,121	7,121	\$0.04995		
Color Photocopier				\$355.69		
KMBS						
Subtotals Black			38,894	\$124.46		
Subtotals Color			7,121	\$355.69		

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2015</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
Adult Ed G3					
Konica Minolta BH4700P / 50 PPM	0	1,347	1,347	\$0.006130	None at this time.
A63N011007892 / 9348 5825				\$8.26	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Adult Ed Secretary					
Konica Minolta BH4700P / 50 PPM	32	7,590	7,558	\$0.006130	None at this time.
A63N011007886 / 9348 5824				\$46.33	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Adult Education					
Konica Minolta BHC454 / 45 PPM	83	48,860	48,777	\$0.003200	None at this time.
A5C0011023547 / 9348 5833				\$156.09	
1,000,000 / 07/2012	52	1,895	1,843	\$0.04995	
Color Photocopier				\$92.06	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2015</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
<i>Copy Center Left</i>					
Konica Minolta BH951 / 95 PPM	173	827,770	827,597	\$0.003200	None at this time.
A4EW011040064 / 9356 4883				\$2,648.31	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<i>Copy Center Right</i>					
Konica Minolta BH951 / 95 PPM	147	664,901	664,754	\$0.003200	None at this time.
A4EW011040131 / 9360 4001				\$2,127.21	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<i>English Department</i>					
Konica Minolta MC 4750DN / 31 PPM	72,055	84,937	12,882	\$0.012910	None at this time.
A0VD012001171 /				\$166.31	
750,000 / 09/2010	8,585	10,859	2,274	\$0.05924	
Color Network Printer				\$134.71	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2015</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
Facility Manager					
Konica Minolta BH25e / 25 PPM	0	1,204	1,204	\$0.004000	None at this time.
DD136120159018 /				\$4.82	
500,000 / 09/2013	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Guidance Office					
Konica Minolta BHC554 / 55 PPM	67	41,528	41,461	\$0.003200	None at this time.
A5AY011012773 / 9348 5664				\$132.68	
3,000,000 / 08/2012	56	9,920	9,864	\$0.04995	
Color Photocopier				\$492.71	
KMBS					
IT Department					
Konica Minolta BHC3350 / 35 PPM	23	3,073	3,050	\$0.003200	None at this time.
A4Y4011012363 / 9348 5823				\$9.76	
750,000 / 01/2014	165	2,292	2,127	\$0.04995	
Color Laser MFP				\$106.24	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2015</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
Library Lab 1					
Konica Minolta MC 4750DN / 31 PPM	164,196	205,559	41,363	\$0.012910	None at this time.
A0VD012001175 /				\$534.00	
750,000 / 09/2010	28,763	41,217	12,454	\$0.05924	
Color Network Printer				\$737.77	
KMBS					
Library Lab 2nd Floor					
Konica Minolta MC 4750DN / 31 PPM	36,815	43,130	6,315	\$0.012910	None at this time.
A0VD012001178 /				\$81.53	
750,000 / 09/2010	7,370	8,165	795	\$0.05924	
Color Network Printer				\$47.10	
KMBS					
Main Office					
Konica Minolta BHC3350 / 35 PPM	16	19,609	19,593	\$0.003200	None at this time.
A4Y4011012517 / 9348 5844				\$62.70	
750,000 / 01/2014	69	26,401	26,332	\$0.04995	
Color Laser MFP				\$1,315.28	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/1/2015</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
Music					
Konica Minolta MC 4750DN / 31 PPM A0VD012300158 / 750,000 / 09/2010 Color Network Printer	5,528 9,277	11,385 14,277	5,857 5,000	\$0.012910 \$75.61 \$0.05924 \$296.20	None at this time.
KMBS					
Room 109					
Konica Minolta MC 7450II GrafX / 24 PPM 322701311 / 9357 6140 500,000 / 01/2009 Color Network Printer	237 51	237 51	0 0	\$0.006130 \$0.00 \$0.05625 \$0.00	Traded
KMBS					
Room 213					
Konica Minolta MC 4750DN / 31 PPM A0VD012001185 / 750,000 / 09/2010 Color Network Printer	46,456 17,101	57,666 17,991	11,210 890	\$0.012910 \$144.72 \$0.05924 \$52.72	None at this time.
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2015</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
Room 507					
Konica Minolta MC 7450II Grafx / 24 PPM	0	3,995	3,995	\$0.006130	7 years from Intro.
322701849 /				\$24.49	
500,000 / 01/2009	0	6,979	6,979	\$0.05625	
Color Network Printer				\$392.57	
KMBS					
Room 508 Bouffard					
Konica Minolta MC 4750DN / 31 PPM	5,564	8,159	2,595	\$0.012910	None at this time.
A0VD012001188 /				\$33.50	
750,000 / 09/2010	5,352	8,643	3,291	\$0.05924	
Color Network Printer				\$194.96	
KMBS					
Room 509 Danielovich					
Konica Minolta MC 4750DN / 31 PPM	68,704	71,972	3,268	\$0.012910	None at this time.
A0VD012001151 /				\$42.19	
750,000 / 09/2010	20,504	22,712	2,208	\$0.05924	
Color Network Printer				\$130.80	
KMBS					

					Date of Last Upgrade: 8/1/2015
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
LACONIA HIGH SCHOOL					
Room 616 Math Office					
Konica Minolta MC 4750DN / 31 PPM	120,185	154,479	34,294	\$0.012910	None at this time.
A0VD012000482 / 8802 6411				\$442.74	
750,000 / 09/2010	19,650	25,761	6,111	\$0.05924	
Color Network Printer				\$362.02	
KMBS					
Room 916 Special Education					
Konica Minolta BHC3100P / 32 PPM	0	8,279	8,279	\$0.006130	None at this time.
A6DR011003718 /				\$50.75	
750,000 / 06/2014	0	2,570	2,570	\$0.05625	
Color Network Printer				\$144.56	
KMBS					
Room G6 - English					
Konica Minolta MC 4750DN / 31 PPM	51,054	53,170	2,116	\$0.012910	None at this time.
A0VD012001154 /				\$27.32	
750,000 / 09/2010	5,592	7,323	1,731	\$0.05924	
Color Network Printer				\$102.54	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2015</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
Science Classroom - Ashworth					
Konica Minolta BHC3100P / 32 PPM	0	2,673	2,673	\$0.006130	None at this time.
A6DR011003712 /				\$16.39	
750,000 / 06/2014	0	1,480	1,480	\$0.05625	
Color Network Printer				\$83.25	
KMBS					
Science Room					
Konica Minolta MC 4750DN / 31 PPM	40,038	50,389	10,351	\$0.012910	None at this time.
A0VD012000101 / 8802 6410				\$133.63	
750,000 / 09/2010	29,246	35,416	6,170	\$0.05924	
Color Network Printer				\$365.51	
KMBS					
Social Studies					
Konica Minolta MC 4750DN / 31 PPM	104,262	154,607	50,345	\$0.012910	None at this time.
A0VD012000560 / 8802 6412				\$649.95	
750,000 / 09/2010	47,982	57,707	9,725	\$0.05924	
Color Network Printer				\$576.11	
KMBS					

Make-Model / Speed					Date of Last Upgrade: 8/1/2015	
Serial Number / Vendor ID						
Life / Intro Date				2015-16		
Vendor	7/1/2015 Meter	6/30/2016 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations	
LACONIA HIGH SCHOOL						
Special Ed across from Library						
Konica Minolta MC 4750DN / 31 PPM	98,805	118,900	20,095	\$0.012910	None at this time.	
A0VD012001141 /				\$259.43		
750,000 / 09/2010	18,525	25,501	6,976	\$0.05924		
Color Network Printer				\$413.26		
KMBS						
Special Education Office						
Konica Minolta BHC554 / 55 PPM	42	103,489	103,447	\$0.003200	None at this time.	
A5AY011012946 / 9398 5835				\$331.03		
3,000,000 / 08/2012	43	8,070	8,027	\$0.04995		
Color Photocopier				\$400.95		
KMBS						
Student Activity Office						
Konica Minolta BHC554 / 55 PPM	63	69,346	69,283	\$0.003200	None at this time.	
A5AY011014751 / 9348 5837				\$221.71		
3,000,000 / 08/2012	39	48,814	48,775	\$0.04995		
Color Photocopier				\$2,436.31		
KMBS						
Subtotals Black			2,003,709	\$8,431.43		
Subtotals Color			165,622	\$8,877.64		

					Date of Last Upgrade: 8/1/2015
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2015-16		
Vendor	7/1/2015 Meter	6/30/2016 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
LACONIA MIDDLE SCHOOL					
Alt. Program					
Konica Minolta BH3300P / 35 PPM	0	4,352	4,352	\$0.006130	None at this time.
A63P011003033 /				\$26.68	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Custodian Office					
Konica Minolta BH3300P / 35 PPM	0	85	85	\$0.006130	Underused!
A63P011003459 /				\$0.52	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Family/Consumer Science					
Konica Minolta BH3300P / 35 PPM	0	9,112	9,112	\$0.006130	None at this time.
A63P011003402 /				\$55.86	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/1/2015</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA MIDDLE SCHOOL					
Library					
Konica Minolta MC 4750DN / 31 PPM A0VD012001148 / 750,000 / 09/2010 Color Network Printer	34,078	40,178	6,100	\$0.012910 \$78.75	None at this time.
	3,158	4,765	1,607	\$0.05924 \$95.20	
KMBS					
Main Office					
Konica Minolta BHC554 / 55 PPM A5AY011014700 / 9348 5838 3,000,000 / 08/2012 Color Photocopier	54	72,291	72,237	\$0.003200 \$231.16	None at this time.
	31	16,612	16,581	\$0.04995 \$828.22	
KMBS					
Room 150 Guidance					
Konica Minolta BHC3100P / 32 PPM A6DR011003715 / 750,000 / 06/2014 Color Network Printer	0	8,552	8,552	\$0.006130 \$52.42	None at this time.
	0	3,343	3,343	\$0.05625 \$188.04	
KMBS					

Date of Last Upgrade: 8/1/2015					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
LACONIA MIDDLE SCHOOL					
Room 234					
Konica Minolta MC 4750DN / 31 PPM	12,615	17,512	4,897	\$0.012910	None at this time.
A0VD012001152 /				\$63.22	
750,000 / 09/2010	6,810	10,042	3,232	\$0.05924	
Color Network Printer				\$191.46	
KMBS					
Room 338					
Konica Minolta MC 4750DN / 31 PPM	12,961	16,621	3,660	\$0.012910	None at this time.
A0VD012001186 /				\$47.25	
750,000 / 09/2010	6,189	8,140	1,951	\$0.05924	
Color Network Printer				\$115.58	
KMBS					
Room 339					
Konica Minolta MC 4750DN / 31 PPM	13,199	15,383	2,184	\$0.012910	None at this time.
A0VD012001142 /				\$28.20	
750,000 / 09/2010	1,674	1,973	299	\$0.05924	
Color Network Printer				\$17.71	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/1/2015
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
LACONIA MIDDLE SCHOOL					
Teachers' Room 1st Floor					
Konica Minolta BH951 / 95 PPM	76	480,018	479,942	\$0.003200	None at this time.
A4EW011040163 / 9348 5843				\$1,535.81	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Teachers' Room 2nd Floor					
Konica Minolta BH951 / 95 PPM	160	416,099	415,939	\$0.003200	None at this time.
A4EW011040213 / 9360 4002				\$1,331.00	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Teachers' Room 3rd Floor					
Konica Minolta BH951 / 95 PPM	285	384,204	383,919	\$0.003200	None at this time.
A4EW011040150 / 9356 4884				\$1,228.54	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			1,390,979	\$4,679.41	
Subtotals Color			27,013	\$1,436.22	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2015</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
PLEASANT STREET SCHOOL					
Kindergarten					
Konica Minolta MC 4750DN / 31 PPM	42,807	73,599	30,792	\$0.012910	None at this time.
A0VD012001176 /				\$397.52	
750,000 / 09/2010	35,739	43,479	7,740	\$0.05924	
Color Network Printer				\$458.52	
KMBS					
Library					
Konica Minolta MC 4750DN / 31 PPM	31,313	40,904	9,591	\$0.012910	None at this time.
A0VD012001187 /				\$123.82	
750,000 / 09/2010	19,921	24,744	4,823	\$0.05924	
Color Network Printer				\$285.71	
KMBS					
Main Office					
Konica Minolta BHC554 / 55 PPM	0	125,618	125,618	\$0.003200	None at this time.
A5AY011014713 / 9356 4878				\$401.98	
3,000,000 / 08/2012	0	14,159	14,159	\$0.04995	
Color Photocopier				\$707.24	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/1/2015</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
PLEASANT STREET SCHOOL					
Room 112					
Konica Minolta MC 4750DN / 31 PPM	22,161	31,690	9,529	\$0.012910	None at this time.
A0VD012001179 /				\$123.02	
750,000 / 09/2010	4,461	5,830	1,369	\$0.05924	
Color Network Printer				\$81.10	
KMBS					
Room 123					
Konica Minolta MC 4750DN / 31 PPM	113,107	143,420	30,313	\$0.012910	None at this time.
A0VD012001182 /				\$391.34	
750,000 / 09/2010	21,234	26,990	5,756	\$0.05924	
Color Network Printer				\$340.99	
KMBS					
Special Ed Airprint					
Konica Minolta BHC3100P / 32 PPM	0	18	18	\$0.006130	Underused!
A6DR011003721 / 9348 5863				\$0.11	
750,000 / 06/2014	0	21	21	\$0.05625	
Color Network Printer				\$1.18	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2015</i>	
	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
PLEASANT STREET SCHOOL						
<i>Teachers' Work Room</i>						
Konica Minolta BH754E / 75 PPM	138	311,899	311,761	\$0.003200	None at this time.	
A55V017004400 / 9348 5856				\$997.64		
4,000,000 / 01/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
<i>Subtotals Black</i>			517,622	\$2,435.43		
<i>Subtotals Color</i>			33,868	\$1,874.74		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/1/2015</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU #30					
Food Service					
Konica Minolta BHC3100P / 32 PPM A6DR011003673 / 9348 5851 750,000 / 06/2014 Color Network Printer	0	6,338	6,338	\$0.006130 \$38.85 \$0.05625 \$123.64	None at this time.
KMBS					
Office					
Konica Minolta BHC454 / 45 PPM A5C0011023517 / 9356 4888 1,000,000 / 07/2012 Color Photocopier	78	33,634	33,556	\$0.003200 \$107.38 \$0.04995 \$657.29	None at this time.
KMBS					
Office 2nd Floor					
Konica Minolta BHC554 / 55 PPM A5AY011014701 / 9348 5857 3,000,000 / 08/2012 Color Photocopier	73	97,663	97,590	\$0.003200 \$312.29 \$0.04995 \$658.14	None at this time.
KMBS					

Make-Model / Speed					Date of Last Upgrade: 8/1/2015
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAU #30					
Upstairs					
Konica Minolta BH3300P / 35 PPM	23	2,438	2,415	\$0.006130	None at this time.
A63P011001716 / 9348 5847				\$14.80	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Subtotals Black			139,899	\$473.32	
Subtotals Color			28,533	\$1,439.07	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/1/2015</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
WOODLAND HEIGHTS ELEMENTARY					
Commons					
Konica Minolta MC 4750DN / 31 PPM A0VD012001156 / 750,000 / 09/2010 Color Network Printer	40,000	51,450	11,450	\$0.012910 \$147.82	None at this time.
	13,982	23,616	9,634	\$0.05924 \$570.72	
KMBS					
Computer Lab					
Konica Minolta MC 4750DN / 31 PPM A0VD012001166 / 750,000 / 09/2010 Color Network Printer	16,271	17,390	1,119	\$0.012910 \$14.45	None at this time.
	10,139	10,670	531	\$0.05924 \$31.46	
KMBS					
Kindergarten					
Konica Minolta MC 4750DN / 31 PPM A0VD012001162 / 750,000 / 09/2010 Color Network Printer	34,927	41,537	6,610	\$0.012910 \$85.34	None at this time.
	23,533	28,270	4,737	\$0.05924 \$280.62	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2015</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
WOODLAND HEIGHTS ELEMENTARY					
Library					
Konica Minolta BH951 / 95 PPM	0	641,671	641,671	\$0.003200	None at this time.
A4EW011040164 / 9356 5664				\$2,053.35	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Main Office					
Konica Minolta BHC554 / 55 PPM	57	143,826	143,769	\$0.003200	None at this time.
A5AY011014680 / 9348 5859				\$460.06	
3,000,000 / 08/2012	35	13,626	13,591	\$0.04995	
Color Photocopier				\$678.87	
KMBS					
POD 4 Netbook on Desk					
Konica Minolta BH3300P / 35 PPM	0	9,263	9,263	\$0.006130	None at this time.
A63P011003688 /				\$56.78	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/1/2015</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
WOODLAND HEIGHTS ELEMENTARY					
<i>Teachers' Room</i>					
Konica Minolta BH951 / 95 PPM	0	291,507	291,507	\$0.003200	None at this time.
A4EW011040156 / 9360 4004				\$932.82	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<i>Subtotals Black</i>			1,105,389	\$3,750.61	
<i>Subtotals Color</i>			28,493	\$1,561.66	

<i>District Wide Black Totals</i>	5,962,412	\$23,342.72
<i>District Wide Color Totals</i>	361,758	\$19,512.46

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 5/1/2007 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2015-16 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
5,962,412	\$0.00946	\$56,404.42

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
5,962,412	\$0.00391	\$23,313.03	\$33,091.39	\$165,456.93

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$33,091.39 x 9 years as a Client

=\$297,822.48 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
Elm Street School NH30	570,797	\$2,611.92	\$2,832.29	\$5,657.61	\$11,101.81
Huot Tech Center	195,123	\$869.38	\$968.20	\$1,934.01	\$3,771.59
Laconia Alternative Education	38,894	\$125.63	\$192.99	\$385.51	\$704.13
Laconia High School	2,003,709	\$8,512.34	\$9,942.40	\$19,860.29	\$38,315.03
Laconia Middle School	1,390,979	\$4,723.49	\$6,902.04	\$13,787.06	\$25,412.58
Pleasant Street School	517,622	\$2,458.98	\$2,568.44	\$5,130.55	\$10,157.97
SAU #30	139,899	\$477.78	\$694.18	\$1,386.65	\$2,558.61
Woodland Heights Elementary School	1,105,389	\$3,785.97	\$5,484.94	\$10,956.35	\$20,227.27
Total	5,962,412	\$23,565.48	\$29,585.49	\$59,098.02	\$112,248.99

SPC Equipment Bids:

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

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Elm Street School NH30	40,435	\$2,268.13
Huot Tech Center	30,673	\$1,738.88
Laconia Alternative Education	7,121	\$359.25
Laconia High School	165,622	\$8,966.30
Laconia Middle School	27,013	\$1,450.56
Pleasant Street School	33,868	\$1,893.45
SAU #30	28,533	\$1,453.47
Woodland Heights Elementary School	28,493	\$1,577.25
Total	361,758	\$19,707.29

Service & Supply Usage Profile by Vendor - Black

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

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	1,204	\$0.00400	\$4.82	\$0.00404	\$4.86
Konica-Minolta Business Solutions	Black Network Printer	40,337	\$0.00613	\$247.27	\$0.00619	\$249.69
Konica-Minolta Business Solutions	Black Photocopier	4,425,934	\$0.00320	\$14,162.99	\$0.00323	\$14,295.77
Konica-Minolta Business Solutions	Color Laser MFP	25,563	\$0.00320	\$81.80	\$0.00323	\$82.57
Konica-Minolta Business Solutions	Color Network Printer	49,167	\$0.00613	\$301.39	\$0.00619	\$304.34
Konica-Minolta Business Solutions	Color Network Printer	411,925	\$0.01291	\$5,317.95	\$0.01304	\$5,371.50
Konica-Minolta Business Solutions	Color Photocopier	1,008,282	\$0.00320	\$3,226.50	\$0.00323	\$3,256.75
Total		5,962,412	\$0.00391	\$23,342.72	\$0.00395	\$23,565.48

Service & Supply Usage Profile by Vendor - Color

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

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Color Laser MFP	29,530	\$0.04995	\$1,475.02	\$0.05045	\$1,489.79
Konica-Minolta Business Solutions	Color Network Printer	20,568	\$0.05625	\$1,156.95	\$0.05681	\$1,168.47
Konica-Minolta Business Solutions	Color Network Printer	141,342	\$0.05924	\$8,373.10	\$0.05983	\$8,456.49
Konica-Minolta Business Solutions	Color Photocopier	170,318	\$0.04995	\$8,507.38	\$0.05045	\$8,592.54
Total		361,758	\$0.05394	\$19,512.46	\$0.05448	\$19,707.29

Reprographic Equipment Assessment

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

Total Number of Units	77
Total Number of Units on Lease	44
Total Number of Units Owned	33
Lease Company	Norway Savings Bank
Lease Start Date	8/1/2015
Lease End Date	8/1/2020
Term	5 Annual
Annual Payment usually due on 8/1	\$59,098.02
Remaining Payments	4

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

Leased Equipment

Building	Make/Model	Serial Number
Elm Street School NH30	Konica Minolta BHC554	A5AY011012927
Elm Street School NH30	Konica Minolta BH754E	A55V017003916
Huot Tech Center	Konica Minolta MC 7450II Grafx	322700619
Huot Tech Center	Konica Minolta BHC3350	A4Y4011011748
Huot Tech Center	Konica Minolta BH3300P	A63P011001673
Huot Tech Center	Konica Minolta BHC3100P	A6DR011003429
Huot Tech Center	Konica Minolta BHC3100P	A6DR011002416
Huot Tech Center	Konica Minolta BH3300P	A63P011002916
Huot Tech Center	Konica Minolta BHC554	A5AY011014735
Huot Tech Center	Konica Minolta BHC3100P	A6DR011003709
Huot Tech Center	Konica Minolta BHC3100P	A6DR011003749
Laconia Alternative Education	Konica Minolta BHC454	A5C0011023538
Laconia High School	Konica Minolta BHC3100P	A6DR011003718
Laconia High School	Konica Minolta BHC454	A5C0011023547
Laconia High School	Konica Minolta BHC554	A5AY011012946
Laconia High School	Konica Minolta BH4700P	A63N011007892
Laconia High School	Konica Minolta BH4700P	A63N011007886
Laconia High School	Konica Minolta BH951	A4EW011040131
Laconia High School	Konica Minolta BH951	A4EW011040064
Laconia High School	Konica Minolta BH25e	DD136120159018
Laconia High School	Konica Minolta BHC554	A5AY011012773
Laconia High School	Konica Minolta BHC3350	A4Y4011012363
Laconia High School	Konica Minolta BHC3350	A4Y4011012517
Laconia High School	Konica Minolta BHC3100P	A6DR011003712
Laconia High School	Konica Minolta BHC554	A5AY011014751
Laconia Middle School	Konica Minolta BH951	A4EW011040150
Laconia Middle School	Konica Minolta BH951	A4EW011040163
Laconia Middle School	Konica Minolta BHC3100P	A6DR011003715
Laconia Middle School	Konica Minolta BHC554	A5AY011014700
Laconia Middle School	Konica Minolta BH3300P	A63P011003402

Building	Make/Model	Serial Number
Laconia Middle School	Konica Minolta BH3300P	A63P011003033
Laconia Middle School	Konica Minolta BH951	A4EW011040213
Laconia Middle School	Konica Minolta BH3300P	A63P011003459
Pleasant Street School	Konica Minolta BHC3100P	A6DR011003721
Pleasant Street School	Konica Minolta BHC554	A5AY011014713
Pleasant Street School	Konica Minolta BH754E	A55V017004400
SAU #30	Konica Minolta BHC454	A5C0011023517
SAU #30	Konica Minolta BHC3100P	A6DR011003673
SAU #30	Konica Minolta BH3300P	A63P011001716
SAU #30	Konica Minolta BHC554	A5AY011014701
Woodland Heights Elementary School	Konica Minolta BHC554	A5AY011014680
Woodland Heights Elementary School	Konica Minolta BH3300P	A63P011003688
Woodland Heights Elementary School	Konica Minolta BH951	A4EW011040164
Woodland Heights Elementary School	Konica Minolta BH951	A4EW011040156

Owned Equipment

Building	Make/Model	Serial Number
Elm Street School NH30	Konica Minolta MC 4750DN	A0VD012001158
Elm Street School NH30	Konica Minolta MC 4750DN	A0VD012000895
Elm Street School NH30	Konica Minolta MC 4750DN	A0VD012000492
Elm Street School NH30	Konica Minolta MC 4750DN	A0VD012001161
Elm Street School NH30	Konica Minolta MC 4750DN	A0VD012001169
Elm Street School NH30	Konica Minolta MC 4750DN	A0VD012001177
Huot Tech Center	Konica Minolta MC 4750DN	A0VD012001183
Huot Tech Center	Konica Minolta MC 4750DN	A0VD012001181
Huot Tech Center	Konica Minolta MC 4750DN	A0VD012002588
Laconia High School	Konica Minolta MC 4750DN	A0VD012001188
Laconia High School	Konica Minolta MC 4750DN	A0VD012300158
Laconia High School	Konica Minolta MC 4750DN	A0VD012000482
Laconia High School	Konica Minolta MC 4750DN	A0VD012000101
Laconia High School	Konica Minolta MC 4750DN	A0VD012000560
Laconia High School	Konica Minolta MC 4750DN	A0VD012001151
Laconia High School	Konica Minolta MC 4750DN	A0VD012001178
Laconia High School	Konica Minolta MC 4750DN	A0VD012001185
Laconia High School	Konica Minolta MC 4750DN	A0VD012001171
Laconia High School	Konica Minolta MC 4750DN	A0VD012001154
Laconia High School	Konica Minolta MC 4750DN	A0VD012001175
Laconia High School	Konica Minolta MC 4750DN	A0VD012001141
Laconia Middle School	Konica Minolta MC 4750DN	A0VD012001142
Laconia Middle School	Konica Minolta MC 4750DN	A0VD012001186
Laconia Middle School	Konica Minolta MC 4750DN	A0VD012001148
Laconia Middle School	Konica Minolta MC 4750DN	A0VD012001152
Pleasant Street School	Konica Minolta MC 4750DN	A0VD012001182
Pleasant Street School	Konica Minolta MC 4750DN	A0VD012001187
Pleasant Street School	Konica Minolta MC 4750DN	A0VD012001176
Pleasant Street School	Konica Minolta MC 4750DN	A0VD012001179

Building	Make/Model	Serial Number
Woodland Heights Elementary School	Konica Minolta MC 4750DN	A0VD012001166
Woodland Heights Elementary School	Konica Minolta MC 4750DN	A0VD012001156
Woodland Heights Elementary School	Konica Minolta MC 4750DN	A0VD012001162



Service and Supply Contract - Client

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

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

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

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

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

AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

AGREED AND ACCEPTED BY:
Client

By: _____

Title: _____

Date: _____

Signature: _____

Named Contracted Vendor: Vendor

Warranty

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

The only exclusions to this Warranty are as follows:

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

**AGREED AND ACCEPTED BY:
Vendor**

By: John Cox

Title: Market Vice President

Date:

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By:

Title:

Date:

Signature: _____

StarDoc User Names

Name	User Name
David Levesque	dlevesque@laconiaschools.org
David Warrender	dwarrender@laconiaschools.org
Edward Emond	eemond@laconiaschools.org
Eric Johnson	ejohnson@laconiaschools.org
Jeff Twombly	jtwombly@laconiaschools.org
Jennifer Mitchell	jmittchell@laconiaschools.org
Jim McCollum	jmccollum@laconiaschools.org
Michelle Plourde	mplourde@laconiaschools.org
P McCormack	pmccormack@laconiaschools.org
Tara Beauchemin	tbeauchemin@laconiaschools.org

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



2012

STARDOC created

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

2013

Daily Tracking

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

2014

Monthly Audits

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

2015

New Mapping Options & Asset Management

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



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

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



Benefits of partnering with SPC

Top Benefits to **our CLIENTS:**

1. Cooperative Buying

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

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

2. Exclusive STAR Doc Software

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

3. Simplified Billing Program

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

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

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



SPC Values Our Vendors

Overall Benefits to our VENDORS

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

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