



Specialized Purchasing Consultants

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www.spccopypro.com

2018-2019 Annual Report

Year - End Photocopier Analysis

With projected costs for 2019-1:

Christine Blouin
NHSAU 30 - Laconia School District
39 Harvard Street
Laconia, NH 03246



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

Ugr vgo dgt 2017

Skip Tilton
President

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Christine Blouin
NHSAU 30 - Laconia School District
39 Harvard Street
Laconia, NH 03246

Dear Christine:

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 10 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 our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices

possible while improving the quality of your service and equipment, as well as providing ways to increase your equipment reliability and the ability to monitor and track usage variations throughout the year to keep your costs under control.



Jessica Paradis

Accounting Coordinator

As the new accounting director for SPC, my focus is to ensure transactions are handled with importance, accuracy, and timeliness. My goal is for all communication, with client or vendor, to be satisfactory for all parties. I am

excited to be part of this team, and I am available to answer any billing or contract questions you may have.

Alex Webster

Operations Manager

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 *at no additional charge to our clients* features that normally cost thousands of dollars.



Pam Weed

Client-Vendor Relations

It is always my goal to ensure a good working relationship between clients and vendors. This applies to billing, upgrades, equipment reliability, and everything in between. I am available to assist you with smooth transitions and quick resolutions.

Joel Heffernan

Implementation Specialist

With over 40 years of experience in the copier/printer industry, I am able to deliver knowledgeable assistance before, during, and after equipment changeover. I am available to our clients to address any concerns they may have and to assure our clients have a pleasant experience with SPC.



Robert Dutil

Director of Information Technology

I work behind the scenes to keep everything running smoothly. I appreciate SPC's honesty, work ethic and loyalty, and it is my goal to make sure SPC has the tools it needs to continue improving their technology to better serve their clients and to be as productive as possible. 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.

Equipment Health Status

Total Number of Machines:	77
Total Black Photocopiers	10
Total Color Photocopiers	15
Total Black Network Printers	9
Total Color Network Printers	43
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	34
# of Units Overused:	0
# of Units Underused:	0
Commencement Date:	8/1/2015
# of Annual Payments Left on Lease	3
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 Christine,

There are 34 machines that are getting up there in age. These are the machines that were carried over from the old contract. I would not try to address them this year as they are under the same warranty as the rest of the equipment in the district. I would definitely continue to pay down your principal on your capital lease.

It is important to not ignore machines that are being overused or underused. In your case, we have 0 machines being overused and 1 machine being underused. One of our jobs is help flag these kinds of devices so that you can 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
Elm Street School NH30	Room 10	Konica Minolta MC 4750DN	A0VD012000895	KMBS	09/2010
Elm Street School NH30	Room 12	Konica Minolta MC 4750DN	A0VD012001158	KMBS	09/2010
Elm Street School NH30	Room 17 Special Ed	Konica Minolta MC 4750DN	A0VD012001177	KMBS	09/2010
Elm Street School NH30	Room 19	Konica Minolta MC 4750DN	A0VD012000492	KMBS	09/2010
Elm Street School NH30	Room 2	Konica Minolta MC 4750DN	A0VD012001169	KMBS	09/2010
Elm Street School NH30	Room 7	Konica Minolta MC 4750DN	A0VD012001161	KMBS	09/2010
Huot Tech Center	Business	Konica Minolta MC 4750DN	A0VD012001181	KMBS	09/2010
Huot Tech Center	Career Center	Konica Minolta MC 4750DN	A0VD012002588	KMBS	09/2010
Huot Tech Center	Engineering	Konica Minolta MC 7450II Grafx	322700619	KMBS	01/2009
Huot Tech Center	Multimedia Room	Konica Minolta MC 4750DN	A0VD012001183	KMBS	09/2010
Laconia High School	English Department	Konica Minolta MC 4750DN	A0VD012001171	KMBS	09/2010
Laconia High School	Library Lab 1	Konica Minolta MC 4750DN	A0VD012001175	KMBS	09/2010
Laconia High School	Library Lab 2nd Floor	Konica Minolta MC 4750DN	A0VD012001178	KMBS	09/2010
Laconia High School	Music	Konica Minolta MC 4750DN	A0VD012300158	KMBS	09/2010
Laconia High School	Room 213	Konica Minolta MC 4750DN	A0VD012001185	KMBS	09/2010
Laconia High School	Room 507	Konica Minolta MC 7450II Grafx	322701849	KMBS	01/2009
Laconia High School	Room 508 Bouffard	Konica Minolta MC 4750DN	A0VD012001188	KMBS	09/2010
Laconia High School	Room 509 Danielovich	Konica Minolta MC 4750DN	A0VD012001151	KMBS	09/2010
Laconia High School	Room 616 Math Office	Konica Minolta MC 4750DN	A0VD012000482	KMBS	09/2010
Laconia High School	Room G6 - English	Konica Minolta MC 4750DN	A0VD012001154	KMBS	09/2010
Laconia High School	Science Room	Konica Minolta MC 4750DN	A0VD012000101	KMBS	09/2010

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Laconia High School	Social Studies	Konica Minolta MC 4750DN	A0VD012000560	KMBS	09/2010
Laconia High School	Special Ed across from Library	Konica Minolta MC 4750DN	A0VD012001141	KMBS	09/2010
Laconia Middle School	Library	Konica Minolta MC 4750DN	A0VD012001148	KMBS	09/2010
Laconia Middle School	Room 234	Konica Minolta MC 4750DN	A0VD012001152	KMBS	09/2010
Laconia Middle School	Room 338	Konica Minolta MC 4750DN	A0VD012001186	KMBS	09/2010
Laconia Middle School	Room 339	Konica Minolta MC 4750DN	A0VD012001142	KMBS	09/2010
Pleasant Street School	Kindergarten	Konica Minolta MC 4750DN	A0VD012001176	KMBS	09/2010
Pleasant Street School	Library	Konica Minolta MC 4750DN	A0VD012001187	KMBS	09/2010
Pleasant Street School	Room 112	Konica Minolta MC 4750DN	A0VD012001179	KMBS	09/2010
Pleasant Street School	Room 123	Konica Minolta MC 4750DN	A0VD012001182	KMBS	09/2010
Woodland Heights Elementary School	Commons	Konica Minolta MC 4750DN	A0VD012001156	KMBS	09/2010
Woodland Heights Elementary School	Computer Lab	Konica Minolta MC 4750DN	A0VD012001166	KMBS	09/2010
Woodland Heights Elementary School	Kindergarten	Konica Minolta MC 4750DN	A0VD012001162	KMBS	09/2010

Warranty Progress Report

For Year 2016-2017

Equipment Details

Laconia High School

Copy Center Left

		<i>Black Meter & Volume</i>	<i>Color Meter & Volume</i>
Konica Minolta BH951	<i>Begin Date:</i> 7/1/2016	<i>Begin Meter</i> 827,770	
A4EW011040064	<i>End Date:</i> 6/30/2017	<i>End Meter</i> 1,285,019	
KMBS - 9356 4883		<i>Black Volume:</i> 457,249	

Model Intro Date: 6/1/2012

<i>Date</i>	<i>Comments</i>
10/13/2016	Christine and Jeff told Skip at Annual Report Meeting on 10/12/16 that Karen Abrahams has been having a lot of jamming and reliability issues. Requested service history from vendor; sent CEC to client to complete.
10/14/2016	Client sent CEC stating, "If you look at the service records for this machine over the last year, you will see a number of calls for the same/similar reasons. Numerous jamming, which the technician has told us is due to the heat in the room, the paper, and that the machine is not made for a school setting." Service history does show a number of service calls for jamming since 7/12/16. Requested follow-up from Fred Veader.
10/28/2016	Fred wrote back that they checked out the machines and made some adjustments to the paper trays; copiers seem to be running much better. They will monitor the machines for service calls.
1/30/2017	Reached out to vendor for new service history and information on copier. Service history showed 2 calls in January 2017, 1 in December, 3 in November, 3 in October, and 3 in September.
8/3/2017	Realized no additional complaints had been received from client on copier, but decided to request service history from Fred Veader to see how copier was running.

Equipment Details

Laconia High School

Copy Center Right

		<i>Black Meter & Volume</i>	<i>Color Meter & Volume</i>
Konica Minolta BH951	<i>Begin Date:</i> 7/1/2016	<i>Begin Meter</i> 664,901	
A4EW011040131	<i>End Date:</i> 6/30/2017	<i>End Meter</i> 1,128,778	
KMBS - 9360 4001		<i>Black Volume:</i> 463,877	

Model Intro Date: 6/1/2012

<i>Date</i>	<i>Comments</i>
10/13/2016	Christine and Jeff told Skip at Annual Report Meeting on 10/12/16 that Karen Abrahams has been having a lot of jamming and reliability issues. Requested service history from vendor; sent CEC to client to complete.
10/14/2016	Client sent CEC stating, "If you look at the service records for this machine over the last year, you will see a number of calls for the same/similar reasons. Numerous jamming, which the technician has told us is due to the heat in the room, the paper, and that the machine is not made for a school setting." Service history does show a number of service calls for jamming since 7/12/16. Requested follow-up from Fred Veader.
10/28/2016	Fred wrote back that they checked out the machines and made some adjustments to the paper trays; copiers seem to be running much better. They will monitor the machines for service calls.
1/30/2017	Reached out to vendor for current service history. History showed 4 calls in August, 1 in September, 2 in October, 1 in November, 2 in December, and 1 in January.
8/3/2017	Reached out to Fred Veader to request current service history to see how copier is running.

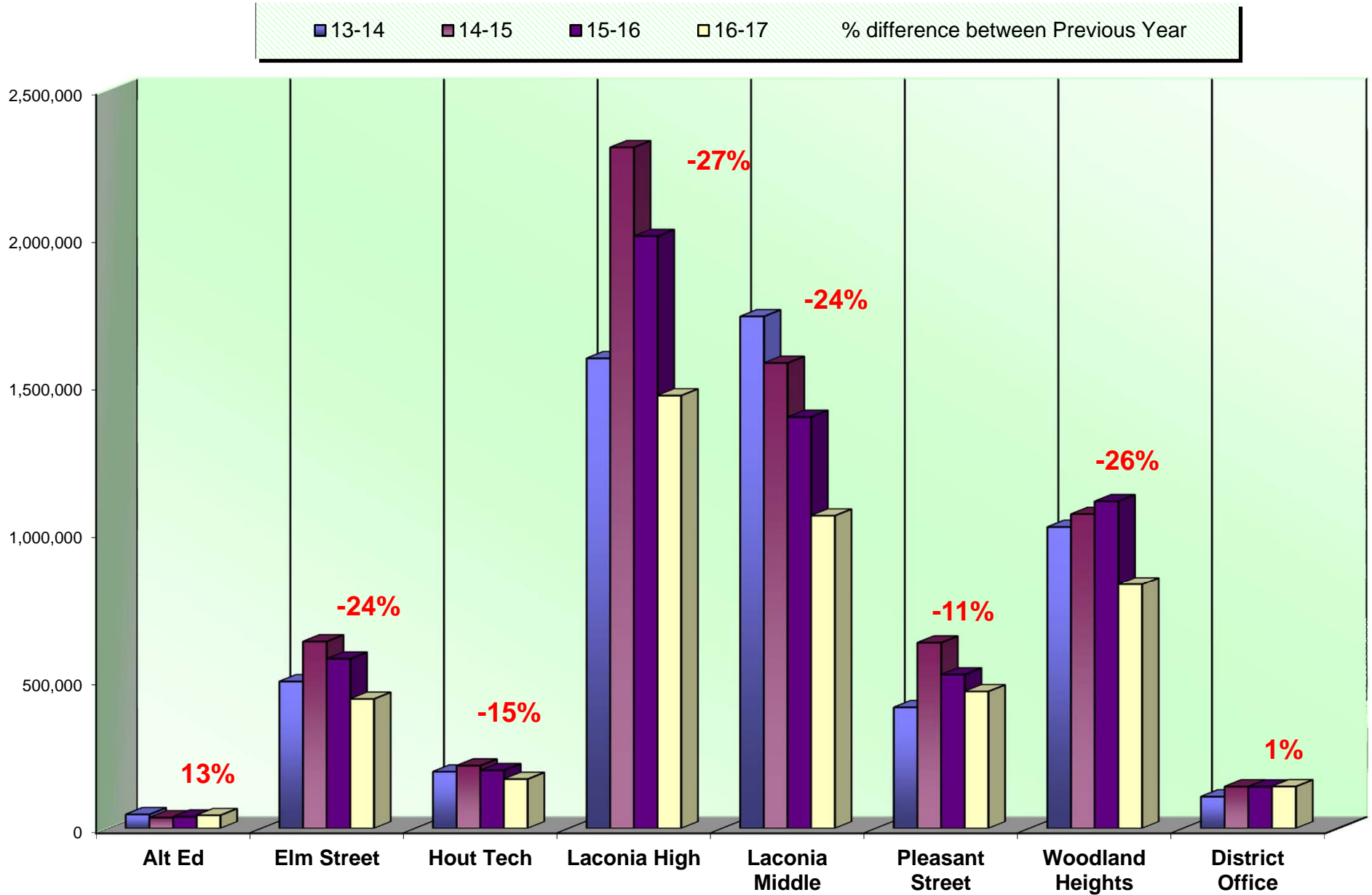
Room 507

		<i>Black Meter & Volume</i>	<i>Color Meter & Volume</i>
Konica Minolta MC 7450II Grafx	<i>Begin Date:</i> 7/1/2016	<i>Begin Meter</i> 3,995	<i>Begin Meter</i> 6,979
322701849	<i>End Date:</i> 6/30/2017	<i>End Meter</i> 4,874	<i>End Meter</i> 7,268
KMBS - 9355 5526		<i>Black Volume:</i> 879	<i>Color Volume:</i> 289

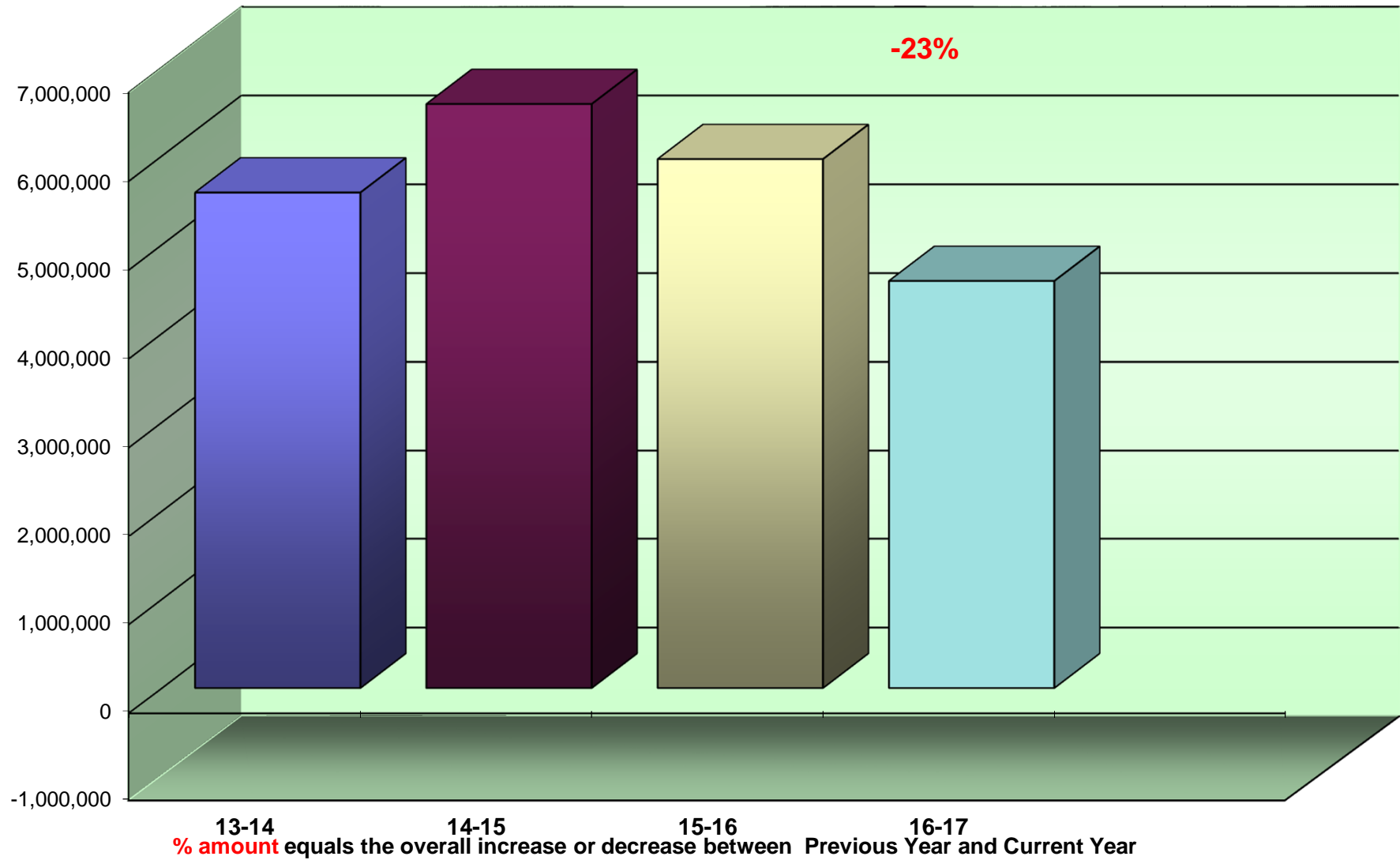
Model Intro Date: 1/1/2009

<i>Date</i>	<i>Comments</i>
8/31/2015	Warranty replacement for 322701311, which was damaged in transit.

Annual Black Volume by Building



Annual Black Volume Overall



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.

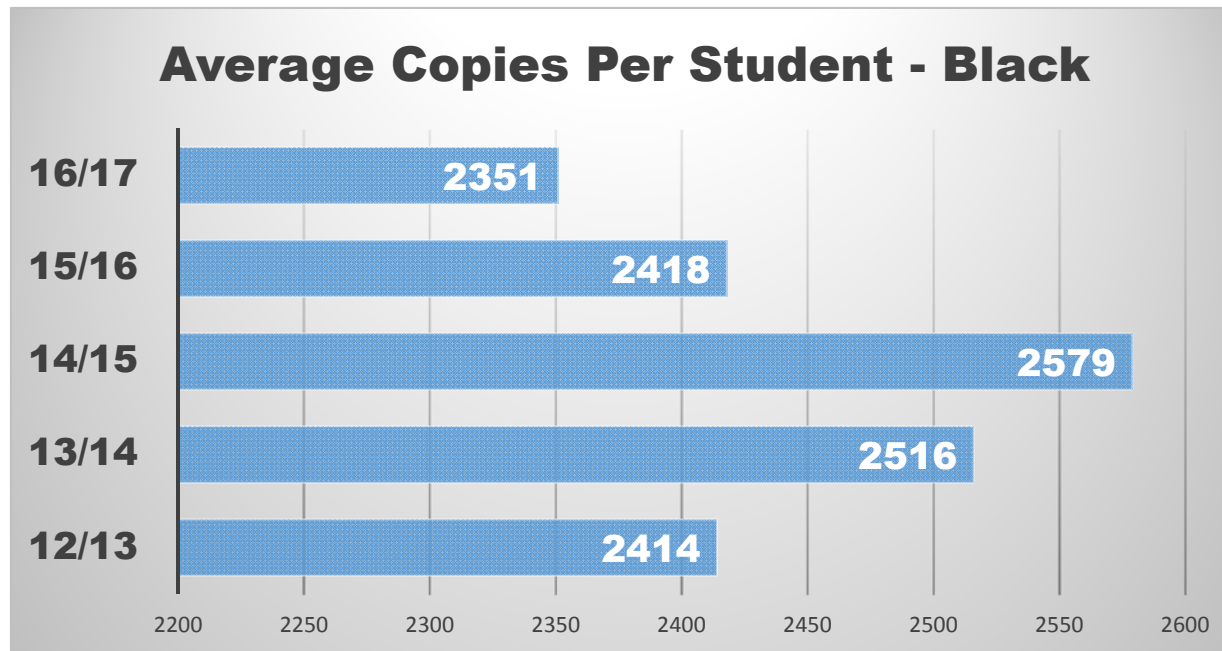
<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Elm Street School	317	435,405	\$9,812.63	1,374	\$30.95
Huot Tech Center	0	165,573	\$3,720.26	0	\$0.00
Laconia Alternative Education	25	44,073	\$932.05	1,763	\$37.28
Laconia High School	549	1,463,851	\$32,676.37	2,666	\$59.52
Laconia Middle School	414	1,056,758	\$22,568.88	2,553	\$54.51
Pleasant Street School	313	460,706	\$10,407.54	1,472	\$33.25
SAU #30	0	140,873	\$3,002.18	0	\$0.00
Woodland Heights Elementary	392	822,627	\$17,610.60	2,099	\$44.93
Totals	2,010	4,589,866	\$100,730.50	2,284	\$50.11

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

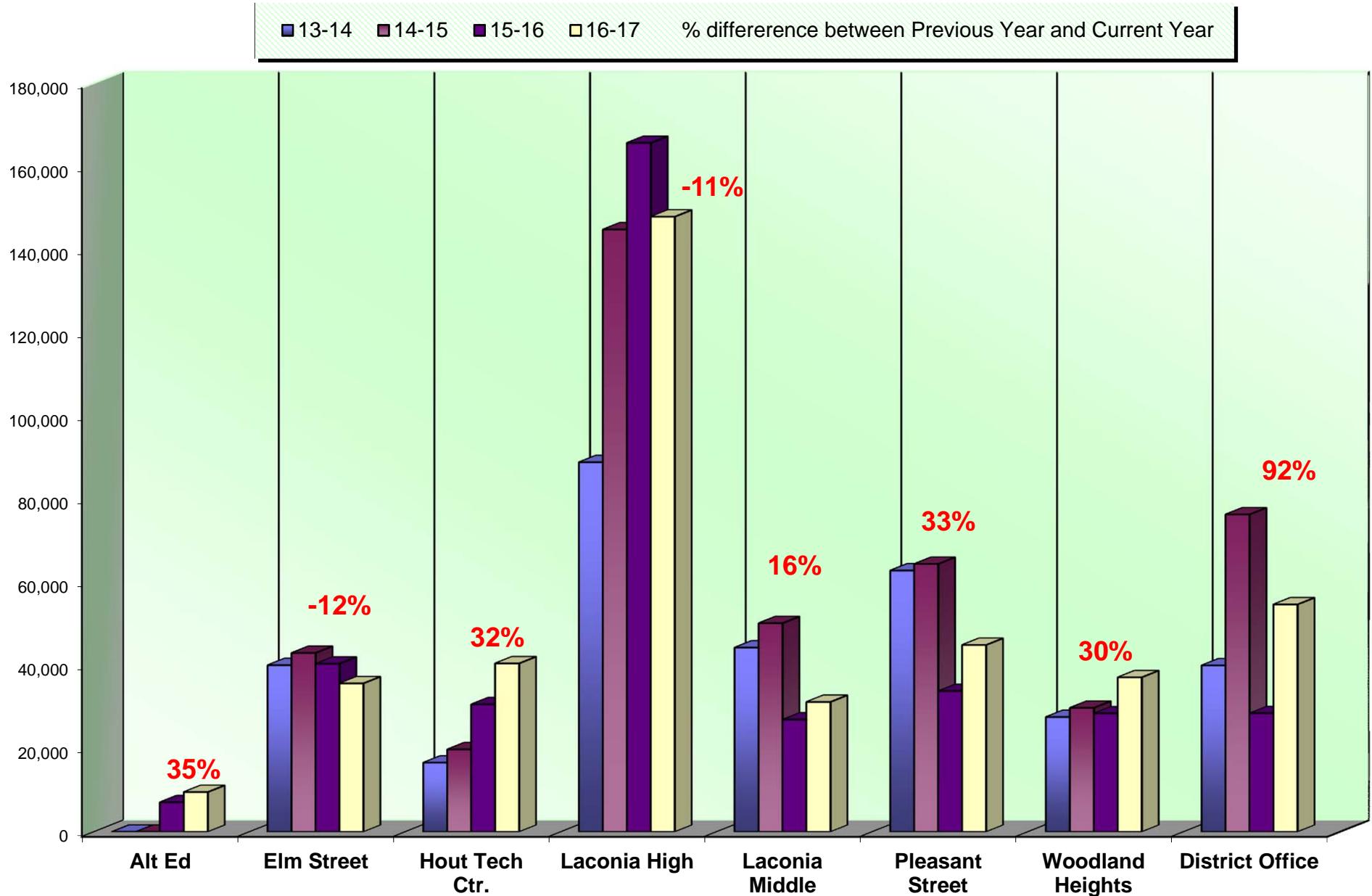
Cost Comparison / Black Only

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

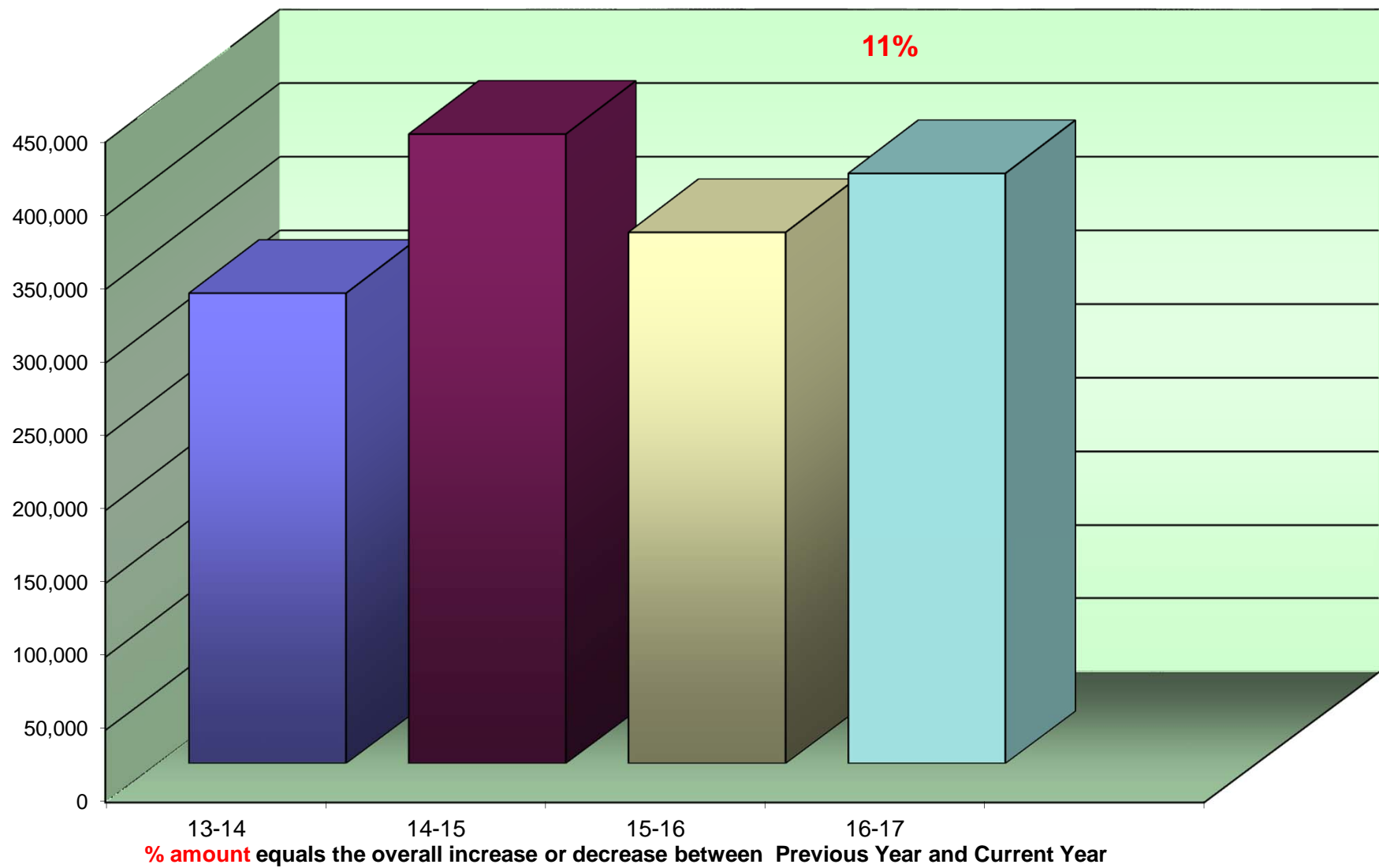
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	85,149	200,180,673	\$3,977,633.44	2,351	\$46.71
<i>*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.</i>					



Annual Color Volume By Building



Annual Color Volume Overall



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	317	35,718	\$2,101.87	113	\$6.63
Huot Tech Center	0	40,517	\$2,303.11	0	\$0.00
Laconia Alternative Education	25	9,578	\$494.80	383	\$19.79
Laconia High School	549	147,889	\$8,169.34	269	\$14.88
Laconia Middle School	414	31,253	\$1,736.61	75	\$4.19
Pleasant Street School	313	44,945	\$2,528.75	144	\$8.08
SAU #30	0	54,693	\$2,857.53	0	\$0.00
Woodland Heights Elementary	392	37,169	\$2,068.69	95	\$5.28
Totals	2,010	401,762	\$22,260.71	200	\$11.07

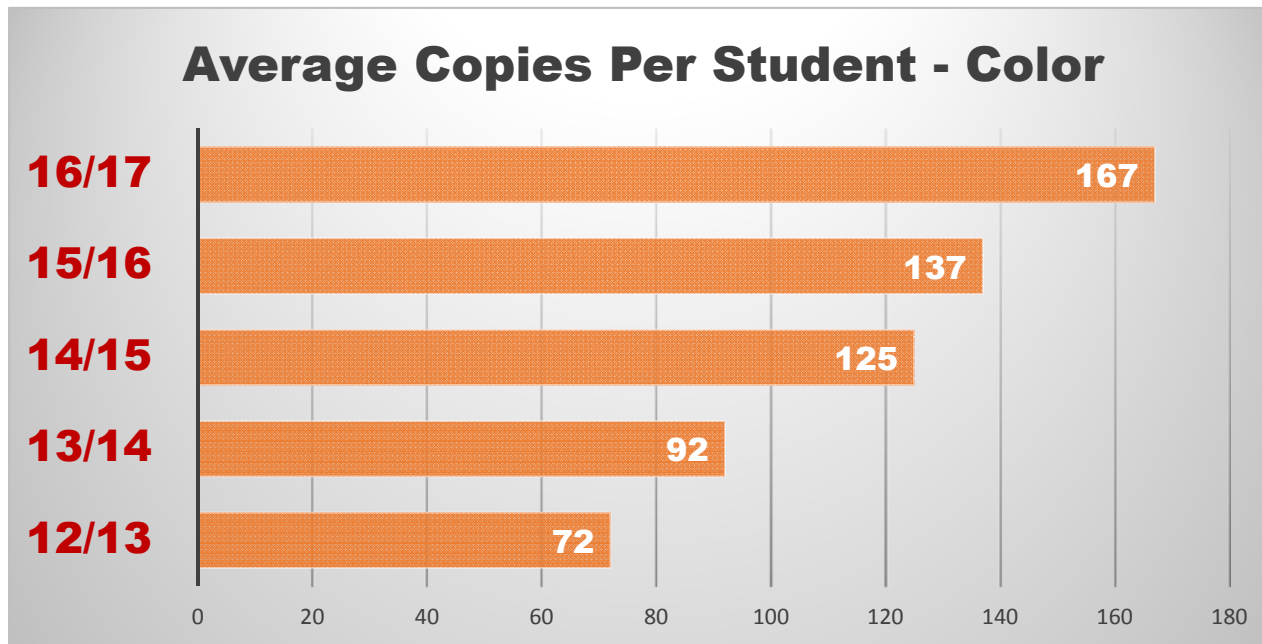
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Color Only

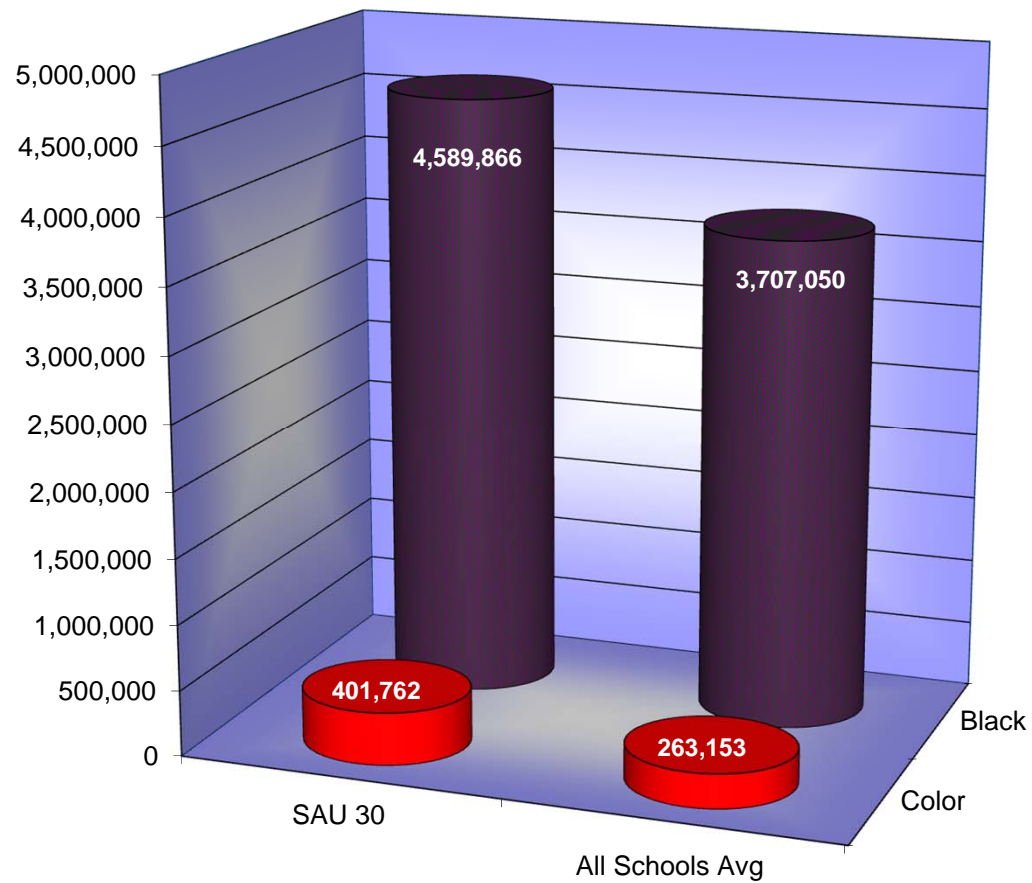
This is an SPC Comparison contrasting your district with 54 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	85,149	14,210,264	\$726,269.21	167	\$8.53

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



Color to Total Volume Percentage



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 Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/1/2015</i>	
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
ELM STREET SCHOOL						
Main Office						
Konica Minolta BHC554 / 55 PPM	83,702	144,512	60,810	\$0.003230	None at this time.	
A5AY011012927 / 9356 4841				\$196.42		
3,000,000 / 08/2012	16,169	25,177	9,008	\$0.05045		
Color Photocopier				\$454.45		
KMBS						
Room 10						
Konica Minolta MC 4750DN / 31 PPM	58,918	72,763	13,845	\$0.013040	7 years from Intro.	
A0VD012000895 / 8901 9567				\$180.54		
750,000 / 09/2010	55,499	64,999	9,500	\$0.05983		
Color Network Printer				\$568.39		
KMBS						

Date of Last Upgrade: 8/1/2015					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
ELM STREET SCHOOL NH30					
Room 12					
Konica Minolta MC 4750DN / 31 PPM	69,826	81,837	12,011	\$0.013040	7 years from Intro.
A0VD012001158 /				\$156.62	
750,000 / 09/2010	15,960	21,831	5,871	\$0.05983	
Color Network Printer				\$351.26	
KMBS					
Room 17 Special Ed					
Konica Minolta MC 4750DN / 31 PPM	127,168	149,356	22,188	\$0.013040	7 years from Intro.
A0VD012001177 /				\$289.33	
750,000 / 09/2010	28,020	32,565	4,545	\$0.05983	
Color Network Printer				\$271.93	
KMBS					
Room 19					
Konica Minolta MC 4750DN / 31 PPM	19,478	20,280	802	\$0.013040	7 years from Intro.
A0VD012000492 / 8901 9564				\$10.46	
750,000 / 09/2010	34,147	34,957	810	\$0.05983	
Color Network Printer				\$48.46	
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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ELM STREET SCHOOL NH30					
Room 2					
Konica Minolta MC 4750DN / 31 PPM	32,579	40,026	7,447	\$0.013040	7 years from Intro.
A0VD012001169 /				\$97.11	
750,000 / 09/2010	22,989	27,340	4,351	\$0.05983	
Color Network Printer				\$260.32	
KMBS					
Room 7					
Konica Minolta MC 4750DN / 31 PPM	24,019	27,964	3,945	\$0.013040	7 years from Intro.
A0VD012001161 /				\$51.44	
750,000 / 09/2010	20,427	22,060	1,633	\$0.05983	
Color Network Printer				\$97.70	
KMBS					
Staff Room					
Konica Minolta BH754E / 75 PPM	408,966	723,323	314,357	\$0.003230	None at this time.
A55V017003916 / 9356 4856				\$1,015.37	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			435,405	\$1,997.29	
Subtotals Color			35,718	\$2,052.51	

<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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
HUOT TECH CENTER					
Auto Shop Cart					
Konica Minolta BH3300P / 35 PPM	205	875	670	\$0.006190	None at this time.
A63P011001673 / 9438 5850				\$4.15	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Automotive					
Konica Minolta BHC3350 / 35 PPM	2,930	5,616	2,686	\$0.003230	None at this time.
A4Y4011011748 / 9348 5856				\$8.68	
750,000 / 01/2014	1,158	3,531	2,373	\$0.05045	
Color Laser MFP				\$119.72	
KMBS					
Building Trades					
Konica Minolta BHC3100P / 32 PPM	2,635	5,800	3,165	\$0.006190	None at this time.
A6DR011003749 / 9348 5853				\$19.59	
750,000 / 06/2014	130	615	485	\$0.05681	
Color Network Printer				\$27.55	
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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
HUOT TECH CENTER					
Business					
Konica Minolta MC 4750DN / 31 PPM	33,170	37,347	4,177	\$0.013040	7 years from Intro.
A0VD012001181 /				\$54.47	
750,000 / 09/2010	18,119	20,351	2,232	\$0.05983	
Color Network Printer				\$133.54	
KMBS					
Career Center					
Konica Minolta MC 4750DN / 31 PPM	26,779	36,179	9,400	\$0.013040	7 years from Intro.
A0VD012002588 /				\$122.58	
750,000 / 09/2010	33,858	48,015	14,157	\$0.05983	
Color Network Printer				\$847.01	
KMBS					
Culinary Arts					
Konica Minolta BHC3100P / 32 PPM	3,133	5,642	2,509	\$0.006190	None at this time.
A6DR011003429 / 9348 5854				\$15.53	
750,000 / 06/2014	101	258	157	\$0.05681	
Color Network Printer				\$8.92	
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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
HUOT TECH CENTER					
<i>ECE Room</i>					
Konica Minolta BHC3100P / 32 PPM	9,242	13,760	4,518	\$0.006190	None at this time.
A6DR011003709 / 9348 5852				\$27.97	
750,000 / 06/2014	2,761	5,992	3,231	\$0.05681	
Color Network Printer				\$183.55	
KMBS					
<i>Engineering</i>					
Konica Minolta MC 7450II Grafx / 24 PPM	1,973	3,096	1,123	\$0.006190	8 years from Intro.
322700619 / 8802 6403				\$6.95	
500,000 / 01/2009	985	2,832	1,847	\$0.05681	
Color Network Printer				\$104.93	
KMBS					
<i>Health Tech</i>					
Konica Minolta BHC3100P / 32 PPM	2,329	3,529	1,200	\$0.006190	None at this time.
A6DR011002416 / 9348 5855				\$7.43	
750,000 / 06/2014	0	295	295	\$0.05681	
Color Network Printer				\$16.76	
KMBS					

Date of Last Upgrade: 8/1/2015					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 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	6,000 0	10,257 0	4,257 0	\$0.006190 \$26.35 \$0.00000 \$0.00	None at this time.
KMBS					
Konica Minolta BHC554 / 55 PPM A5AY011014735 / 9356 4858 3,000,000 / 08/2012 Color Photocopier	150,009 7,914	278,929 22,265	128,920 14,351	\$0.003230 \$416.41 \$0.05045 \$724.01	None at this time.
KMBS					
Multimedia Room					
Konica Minolta MC 4750DN / 31 PPM A0VD012001183 / 750,000 / 09/2010 Color Network Printer	15,675 7,189	18,623 8,578	2,948 1,389	\$0.013040 \$38.44 \$0.05983 \$83.10	7 years from Intro.
KMBS					
Subtotals Black		165,573		\$748.54	
Subtotals Color		40,517		\$2,249.10	

					Date of Last Upgrade: 8/1/2015	
Make-Model / Speed						
Serial Number / Vendor ID						
Life / Intro Date	7/1/2016	6/30/2017	2016-17			
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations	
LACONIA ALTERNATIVE EDUCATION						
Office						
Konica Minolta BHC454 / 45 PPM	38,894	82,967	44,073	\$0.003230	None at this time.	
A5C0011023538 / 9356 4859				\$142.36		
1,000,000 / 07/2012	7,121	16,699	9,578	\$0.05045		
Color Photocopier				\$483.21		
KMBS						
Subtotals Black			44,073	\$142.36		
Subtotals Color			9,578	\$483.21		

<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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
Adult Ed G3					
Konica Minolta BH4700P / 50 PPM	1,347	3,344	1,997	\$0.006190	None at this time.
A63N011007892 / 9348 5825				\$12.36	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Adult Ed Secretary					
Konica Minolta BH4700P / 50 PPM	7,590	11,669	4,079	\$0.006190	None at this time.
A63N011007886 / 9348 5824				\$25.25	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Adult Education					
Konica Minolta BHC454 / 45 PPM	48,860	79,349	30,489	\$0.003230	None at this time.
A5C0011023547 / 9348 5833				\$98.48	
1,000,000 / 07/2012	1,895	14,419	12,524	\$0.05045	
Color Photocopier				\$631.84	
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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 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	827,770	1,285,019	457,249	\$0.003230	None at this time.
A4EW011040064 / 9356 4883				\$1,476.91	
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	664,901	1,128,778	463,877	\$0.003230	None at this time.
A4EW011040131 / 9360 4001				\$1,498.32	
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	84,937	96,310	11,373	\$0.013040	7 years from Intro.
A0VD012001171 /				\$148.30	
750,000 / 09/2010	10,859	14,041	3,182	\$0.05983	
Color Network Printer				\$190.38	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2015</i>
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
Facility Manager					
Konica Minolta BH25e / 25 PPM	1,204	2,711	1,507	\$0.004040	None at this time.
DD136120159018 /				\$6.09	
500,000 / 09/2013	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Guidance Office					
Konica Minolta BHC554 / 55 PPM	41,528	82,645	41,117	\$0.003230	None at this time.
A5AY011012773 / 9348 5664				\$132.81	
3,000,000 / 08/2012	9,920	16,254	6,334	\$0.05045	
Color Photocopier				\$319.55	
KMBS					
IT Department					
Konica Minolta BHC3350 / 35 PPM	3,073	5,604	2,531	\$0.003230	None at this time.
A4Y4011012363 / 9348 5823				\$8.18	
750,000 / 01/2014	2,292	3,792	1,500	\$0.05045	
Color Laser MFP				\$75.68	
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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
<i>Library Lab 1</i>					
Konica Minolta MC 4750DN / 31 PPM	205,559	235,160	29,601	\$0.013040	7 years from Intro.
A0VD012001175 /				\$386.00	
750,000 / 09/2010	41,217	51,673	10,456	\$0.05983	
Color Network Printer				\$625.58	
KMBS					
<i>Library Lab 2nd Floor</i>					
Konica Minolta MC 4750DN / 31 PPM	43,130	47,564	4,434	\$0.013040	7 years from Intro.
A0VD012001178 /				\$57.82	
750,000 / 09/2010	8,165	8,681	516	\$0.05983	
Color Network Printer				\$30.87	
KMBS					
<i>Main Office</i>					
Konica Minolta BHC3350 / 35 PPM	19,609	38,813	19,204	\$0.003230	None at this time.
A4Y4011012517 / 9348 5844				\$62.03	
750,000 / 01/2014	26,401	45,222	18,821	\$0.05045	
Color Laser MFP				\$949.52	
KMBS					

Date of Last Upgrade: 8/1/2015					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
LACONIA HIGH SCHOOL					
Music					
Konica Minolta MC 4750DN / 31 PPM	11,385	12,729	1,344	\$0.013040	7 years from Intro.
A0VD012300158 /				\$17.53	
750,000 / 09/2010	14,277	16,349	2,072	\$0.05983	
Color Network Printer				\$123.97	
KMBS					
Room 213					
Konica Minolta MC 4750DN / 31 PPM	57,666	74,315	16,649	\$0.013040	7 years from Intro.
A0VD012001185 /				\$217.10	
750,000 / 09/2010	17,991	19,901	1,910	\$0.05983	
Color Network Printer				\$114.28	
KMBS					
Room 507					
Konica Minolta MC 7450II Grafx / 24 PPM	3,995	4,874	879	\$0.006190	8 years from Intro.
322701849 / 9355 5526				\$5.44	
500,000 / 01/2009	6,979	7,268	289	\$0.05681	
Color Network Printer				\$16.42	
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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
Room 508 Bouffard					
Konica Minolta MC 4750DN / 31 PPM	8,159	10,495	2,336	\$0.013040	7 years from Intro.
A0VD012001188 /				\$30.46	
750,000 / 09/2010	8,643	14,927	6,284	\$0.05983	
Color Network Printer				\$375.97	
KMBS					
Room 509 Danielovich					
Konica Minolta MC 4750DN / 31 PPM	71,972	74,346	2,374	\$0.013040	7 years from Intro.
A0VD012001151 /				\$30.96	
750,000 / 09/2010	22,712	24,437	1,725	\$0.05983	
Color Network Printer				\$103.21	
KMBS					
Room 616 Math Office					
Konica Minolta MC 4750DN / 31 PPM	154,479	177,249	22,770	\$0.013040	7 years from Intro.
A0VD012000482 / 8802 6411				\$296.92	
750,000 / 09/2010	25,761	30,442	4,681	\$0.05983	
Color Network Printer				\$280.06	
KMBS					

					Date of Last Upgrade: 8/1/2015
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
LACONIA HIGH SCHOOL					
Room 916 Special Education					
Konica Minolta BHC3100P / 32 PPM	8,279	20,525	12,246	\$0.006190	None at this time.
A6DR011003718 /				\$75.80	
750,000 / 06/2014	2,570	6,092	3,522	\$0.05681	
Color Network Printer				\$200.08	
KMBS					
Room G6 - English					
Konica Minolta MC 4750DN / 31 PPM	53,170	56,915	3,745	\$0.013040	7 years from Intro.
A0VD012001154 /				\$48.83	
750,000 / 09/2010	7,323	9,966	2,643	\$0.05983	
Color Network Printer				\$158.13	
KMBS					
Science Classroom - Ashworth					
Konica Minolta BHC3100P / 32 PPM	2,673	5,213	2,540	\$0.006190	None at this time.
A6DR011003712 /				\$15.72	
750,000 / 06/2014	1,480	2,585	1,105	\$0.05681	
Color Network Printer				\$62.78	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2015</i>				
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<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
Science Room					
Konica Minolta MC 4750DN / 31 PPM	50,389	57,654	7,265	\$0.013040	7 years from Intro.
A0VD012000101 / 8802 6410				\$94.74	
750,000 / 09/2010	35,416	40,793	5,377	\$0.05983	
Color Network Printer				\$321.71	
KMBS					
Social Studies					
Konica Minolta MC 4750DN / 31 PPM	154,607	207,235	52,628	\$0.013040	7 years from Intro.
A0VD012000560 / 8802 6412				\$686.27	
750,000 / 09/2010	57,707	65,854	8,147	\$0.05983	
Color Network Printer				\$487.44	
KMBS					
Special Ed across from Library					
Konica Minolta MC 4750DN / 31 PPM	118,900	128,930	10,030	\$0.013040	7 years from Intro.
A0VD012001141 /				\$130.79	
750,000 / 09/2010	25,501	30,266	4,765	\$0.05983	
Color Network Printer				\$285.09	
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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
<i>Special Education Office</i>					
Konica Minolta BHC554 / 55 PPM	103,489	199,451	95,962	\$0.003230	None at this time.
A5AY011012946 / 9398 5835				\$309.96	
3,000,000 / 08/2012	8,070	20,996	12,926	\$0.05045	
Color Photocopier				\$652.12	
KMBS					
<i>Student Activity Office</i>					
Konica Minolta BHC554 / 55 PPM	69,346	234,971	165,625	\$0.003230	None at this time.
A5AY011014751 / 9348 5837				\$534.97	
3,000,000 / 08/2012	48,814	87,924	39,110	\$0.05045	
Color Photocopier				\$1,973.10	
KMBS					
<i>Subtotals Black</i>			1,463,851	\$6,408.04	
<i>Subtotals Color</i>			147,889	\$7,977.76	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2015</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
LACONIA MIDDLE SCHOOL						
Alt. Program						
Konica Minolta BH3300P / 35 PPM	4,352	6,942	2,590	\$0.006190	None at this time.	
A63P011003033 /				\$16.03		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Custodian Office						
Konica Minolta BH3300P / 35 PPM	85	144	59	\$0.006190	Underused!	
A63P011003459 /				\$0.37		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Family/Consumer Science						
Konica Minolta BH3300P / 35 PPM	9,112	13,105	3,993	\$0.006190	None at this time.	
A63P011003402 /				\$24.72		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA MIDDLE SCHOOL					
Library					
Konica Minolta MC 4750DN / 31 PPM	40,178	54,146	13,968	\$0.013040	7 years from Intro.
A0VD012001148 /				\$182.14	
750,000 / 09/2010	4,765	7,696	2,931	\$0.05983	
Color Network Printer				\$175.36	
KMBS					
Main Office					
Konica Minolta BHC554 / 55 PPM	72,291	134,241	61,950	\$0.003230	None at this time.
A5AY011014700 / 9348 5838				\$200.10	
3,000,000 / 08/2012	16,612	33,463	16,851	\$0.05045	
Color Photocopier				\$850.13	
KMBS					
Room 150 Guidance					
Konica Minolta BHC3100P / 32 PPM	8,552	18,547	9,995	\$0.006190	None at this time.
A6DR011003715 /				\$61.87	
750,000 / 06/2014	3,343	8,608	5,265	\$0.05681	
Color Network Printer				\$299.10	
KMBS					

					Date of Last Upgrade: 8/1/2015
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2016-17		
Vendor	7/1/2016	6/30/2017	Annual	Cost/Copy	Recommendations
	Meter	Meter	Volume	Annual Cost	
LACONIA MIDDLE SCHOOL					
Room 234					
Konica Minolta MC 4750DN / 31 PPM	17,512	18,443	931	\$0.013040	7 years from Intro.
A0VD012001152 /				\$12.14	
750,000 / 09/2010	10,042	11,667	1,625	\$0.05983	
Color Network Printer				\$97.22	
KMBS					
Room 338					
Konica Minolta MC 4750DN / 31 PPM	16,621	17,066	445	\$0.013040	7 years from Intro.
A0VD012001186 /				\$5.80	
750,000 / 09/2010	8,140	11,822	3,682	\$0.05983	
Color Network Printer				\$220.29	
KMBS					
Room 339					
Konica Minolta MC 4750DN / 31 PPM	15,383	16,535	1,152	\$0.013040	7 years from Intro.
A0VD012001142 /				\$15.02	
750,000 / 09/2010	1,973	2,872	899	\$0.05983	
Color Network Printer				\$53.79	
KMBS					

Date of Last Upgrade: 8/1/2015					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
LACONIA MIDDLE SCHOOL					
Special Ed Printer					
Konica Minolta BH3300P / 35 PPM	9,263	10,841	1,578	\$0.006190	None at this time.
A63P011003688 /				\$9.77	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Teachers' Room 1st Floor					
Konica Minolta BH951 / 95 PPM	480,018	857,091	377,073	\$0.003230	None at this time.
A4EW011040163 / 9348 5843				\$1,217.95	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Teachers' Room 2nd Floor					
Konica Minolta BH951 / 95 PPM	416,099	790,221	374,122	\$0.003230	None at this time.
A4EW011040213 / 9360 4002				\$1,208.41	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

					Date of Last Upgrade: 8/1/2015
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2016	6/30/2017	2016-17		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
LACONIA MIDDLE SCHOOL					
Teachers' Room 3rd Floor					
Konica Minolta BH951 / 95 PPM	384,204	593,106	208,902	\$0.003230	None at this time.
A4EW011040150 / 9356 4884				\$674.75	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			1,056,758	\$3,629.07	
Subtotals Color			31,253	\$1,695.90	

<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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
PLEASANT STREET SCHOOL					
Kindergarten					
Konica Minolta MC 4750DN / 31 PPM	73,599	93,057	19,458	\$0.013040	7 years from Intro.
A0VD012001176 /				\$253.73	
750,000 / 09/2010	43,479	51,828	8,349	\$0.05983	
Color Network Printer				\$499.52	
KMBS					
Library					
Konica Minolta MC 4750DN / 31 PPM	40,904	48,747	7,843	\$0.013040	7 years from Intro.
A0VD012001187 /				\$102.27	
750,000 / 09/2010	24,744	28,635	3,891	\$0.05983	
Color Network Printer				\$232.80	
KMBS					
Main Office					
Konica Minolta BHC554 / 55 PPM	125,618	226,961	101,343	\$0.003230	None at this time.
A5AY011014713 / 9356 4878				\$327.34	
3,000,000 / 08/2012	14,159	36,844	22,685	\$0.05045	
Color Photocopier				\$1,144.46	
KMBS					

					Date of Last Upgrade: 8/1/2015
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2016-17		
Vendor	7/1/2016	6/30/2017	Annual	Cost/Copy	Recommendations
	Meter	Meter	Volume	Annual Cost	
PLEASANT STREET SCHOOL					
Room 112					
Konica Minolta MC 4750DN / 31 PPM	31,690	42,613	10,923	\$0.013040	7 years from Intro.
A0VD012001179 /				\$142.44	
750,000 / 09/2010	5,830	7,603	1,773	\$0.05983	
Color Network Printer				\$106.08	
KMBS					
Room 123					
Konica Minolta MC 4750DN / 31 PPM	143,420	170,136	26,716	\$0.013040	7 years from Intro.
A0VD012001182 /				\$348.38	
750,000 / 09/2010	26,990	32,969	5,979	\$0.05983	
Color Network Printer				\$357.72	
KMBS					
Special Ed Airprint					
Konica Minolta BHC3100P / 32 PPM	18	4,189	4,171	\$0.006190	None at this time.
A6DR011003721 / 9348 5863				\$25.82	
750,000 / 06/2014	21	2,289	2,268	\$0.05681	
Color Network Printer				\$128.85	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2015</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 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	311,899	602,151	290,252	\$0.003230	None at this time.	
A55V017004400 / 9348 5856				\$937.51		
4,000,000 / 01/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
<i>Subtotals Black</i>			460,706	\$2,137.49		
<i>Subtotals Color</i>			44,945	\$2,469.42		

<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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU #30					
Food Service					
Konica Minolta BHC3100P / 32 PPM	6,338	13,340	7,002	\$0.006190	None at this time.
A6DR011003673 / 9348 5851				\$43.34	
750,000 / 06/2014	2,198	7,127	4,929	\$0.05681	
Color Network Printer				\$280.02	
KMBS					
Office					
Konica Minolta BHC454 / 45 PPM	33,634	69,583	35,949	\$0.003230	None at this time.
A5C0011023517 / 9356 4888				\$116.12	
1,000,000 / 07/2012	13,203	31,637	18,434	\$0.05045	
Color Photocopier				\$930.00	
KMBS					
Office 2nd Floor					
Konica Minolta BHC554 / 55 PPM	97,663	194,987	97,324	\$0.003230	None at this time.
A5AY011014701 / 9348 5857				\$314.36	
3,000,000 / 08/2012	13,212	44,542	31,330	\$0.05045	
Color Photocopier				\$1,580.60	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/1/2015</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
SAU #30						
Upstairs						
Konica Minolta BH3300P / 35 PPM	2,438	3,036	598	\$0.006190	None at this time.	
A63P011001716 / 9348 5847				\$3.70		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Subtotals Black			140,873	\$477.52		
Subtotals Color			54,693	\$2,790.61		

					Date of Last Upgrade: 8/1/2015
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2016-17		
Vendor	7/1/2016 Meter	6/30/2017 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
WOODLAND HEIGHTS ELEMENTARY					
Commons					
Konica Minolta MC 4750DN / 31 PPM	51,450	59,119	7,669	\$0.013040	7 years from Intro.
A0VD012001156 /				\$100.00	
750,000 / 09/2010	23,616	34,163	10,547	\$0.05983	
Color Network Printer				\$631.03	
KMBS					
Computer Lab					
Konica Minolta MC 4750DN / 31 PPM	17,390	18,015	625	\$0.013040	7 years from Intro.
A0VD012001166 /				\$8.15	
750,000 / 09/2010	10,670	11,023	353	\$0.05983	
Color Network Printer				\$21.12	
KMBS					
Kindergarten					
Konica Minolta MC 4750DN / 31 PPM	41,537	54,546	13,009	\$0.013040	7 years from Intro.
A0VD012001162 /				\$169.64	
750,000 / 09/2010	28,270	32,827	4,557	\$0.05983	
Color Network Printer				\$272.65	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/1/2015	
	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
WOODLAND HEIGHTS ELEMENTARY						
Library						
Konica Minolta BH951 / 95 PPM A4EW011040164 / 9356 5664 5,000,000 / 06/2012 Black Photocopier	641,671 0	1,128,635 0	486,964 0	\$0.003230 \$1,572.89 \$0.00000 \$0.00	None at this time.	
KMBS						
Main Office						
Konica Minolta BHC554 / 55 PPM A5AY011014680 / 9348 5859 3,000,000 / 08/2012 Color Photocopier	143,826 13,626	247,566 35,338	103,740 21,712	\$0.003230 \$335.08 \$0.05045 \$1,095.37	None at this time.	
KMBS						
Teachers' Room						
Konica Minolta BH951 / 95 PPM A4EW011040156 / 9360 4004 5,000,000 / 06/2012 Black Photocopier	291,507 0	502,127 0	210,620 0	\$0.003230 \$680.30 \$0.00000 \$0.00	None at this time.	
KMBS						
Subtotals Black			822,627	\$2,866.07		
Subtotals Color			37,169	\$2,020.16		

<i>District Wide Black Totals</i>	4,589,866	\$18,406.37
<i>District Wide Color Totals</i>	401,762	\$21,738.68

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 2016-17 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
4,589,866	\$0.00946	\$43,420.13

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
4,589,866	\$0.00401	\$18,405.36	\$25,014.77	\$125,073.85

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$25,014.77 x 10 years as a Client

=\$250,147.70 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	435,405	\$2,045.98	\$2,160.48	\$5,606.17	\$9,812.63
Huot Tech Center	165,573	\$766.81	\$821.57	\$2,131.88	\$3,720.26
Laconia Alternative Education	44,073	\$145.88	\$218.69	\$567.47	\$932.05
Laconia High School	1,463,851	\$6,564.54	\$7,263.63	\$18,848.20	\$32,676.37
Laconia Middle School	1,056,758	\$3,718.68	\$5,243.63	\$13,606.56	\$22,568.88
Pleasant Street School	460,706	\$2,189.57	\$2,286.02	\$5,931.94	\$10,407.54
SAU #30	140,873	\$489.32	\$699.01	\$1,813.85	\$3,002.18
Woodland Heights Elementary School	822,627	\$2,936.78	\$4,081.88	\$10,591.95	\$17,610.60
Total	4,589,866	\$18,857.56	\$22,774.92	\$59,098.02	\$100,730.50

SPC Equipment Bids:

*Presently our bids are coming in between **15% to 23%** of Retail while the current Salesman's Cost is 50% of Retail. For Example: An 85 CPM Toshiba e-Studio 8508 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 85 Copies per Minute with a Retail Cost of \$41,564 is coming in at **\$6,575....16% of Retail!** Our prices are negotiated and supported directly by the manufacturer.*

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Elm Street School NH30	35,718	\$2,101.87
Huot Tech Center	40,517	\$2,303.11
Laconia Alternative Education	9,578	\$494.80
Laconia High School	147,889	\$8,169.34
Laconia Middle School	31,253	\$1,736.61
Pleasant Street School	44,945	\$2,528.75
SAU #30	54,693	\$2,857.53
Woodland Heights Elementary School	37,169	\$2,068.69
Total	401,762	\$22,260.71

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 2.4%.

Vendor	Equipment Type	Annual Volume	2016 - 2017 Cost / Copy	Total Cost	2017 - 2018 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	1,507	\$0.00404	\$6.09	\$0.00414	\$6.24
Konica-Minolta Business Solutions	Black Network Printer	19,821	\$0.00619	\$122.69	\$0.00634	\$125.67
Konica-Minolta Business Solutions	Black Photocopier	3,183,416	\$0.00323	\$10,282.43	\$0.00331	\$10,537.11
Konica-Minolta Business Solutions	Color Laser MFP	24,421	\$0.00323	\$78.88	\$0.00331	\$80.83
Konica-Minolta Business Solutions	Color Network Printer	49,348	\$0.00619	\$305.46	\$0.00634	\$312.87
Konica-Minolta Business Solutions	Color Network Printer	344,051	\$0.01304	\$4,486.43	\$0.01335	\$4,593.08
Konica-Minolta Business Solutions	Color Photocopier	967,302	\$0.00323	\$3,124.39	\$0.00331	\$3,201.77
Total		4,589,866	\$0.00401	\$18,406.37	\$0.00411	\$18,857.56

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 2.4%.**

Vendor	Equipment Type	Annual Volume	2016 - 2017 Cost / Copy	Total Cost	2017 - 2018 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Color Laser MFP	22,694	\$0.05045	\$1,144.91	\$0.05166	\$1,172.37
Konica-Minolta Business Solutions	Color Network Printer	23,393	\$0.05681	\$1,328.96	\$0.05817	\$1,360.77
Konica-Minolta Business Solutions	Color Network Printer	140,832	\$0.05983	\$8,425.98	\$0.06127	\$8,628.78
Konica-Minolta Business Solutions	Color Photocopier	214,843	\$0.05045	\$10,838.83	\$0.05166	\$11,098.79
Total		401,762	\$0.05411	\$21,738.68	\$0.05541	\$22,260.71

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	3

**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 BH3300P	A63P011003688
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 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	A0VD012001169
Elm Street School NH30	Konica Minolta MC 4750DN	A0VD012000895
Elm Street School NH30	Konica Minolta MC 4750DN	A0VD012001177
Elm Street School NH30	Konica Minolta MC 4750DN	A0VD012001161
Elm Street School NH30	Konica Minolta MC 4750DN	A0VD012000492
Elm Street School NH30	Konica Minolta MC 4750DN	A0VD012001158
Huot Tech Center	Konica Minolta MC 4750DN	A0VD012002588
Huot Tech Center	Konica Minolta MC 4750DN	A0VD012001183
Huot Tech Center	Konica Minolta MC 4750DN	A0VD012001181
Laconia High School	Konica Minolta MC 4750DN	A0VD012000560
Laconia High School	Konica Minolta MC 4750DN	A0VD012000101
Laconia High School	Konica Minolta MC 4750DN	A0VD012001154
Laconia High School	Konica Minolta MC 4750DN	A0VD012000482
Laconia High School	Konica Minolta MC 4750DN	A0VD012001141
Laconia High School	Konica Minolta MC 4750DN	A0VD012001151
Laconia High School	Konica Minolta MC 4750DN	A0VD012001175
Laconia High School	Konica Minolta MC 7450II GrafX	322701849
Laconia High School	Konica Minolta MC 4750DN	A0VD012001178
Laconia High School	Konica Minolta MC 4750DN	A0VD012001171
Laconia High School	Konica Minolta MC 4750DN	A0VD012001185
Laconia High School	Konica Minolta MC 4750DN	A0VD012300158
Laconia High School	Konica Minolta MC 4750DN	A0VD012001188
Laconia Middle School	Konica Minolta MC 4750DN	A0VD012001142
Laconia Middle School	Konica Minolta MC 4750DN	A0VD012001152
Laconia Middle School	Konica Minolta MC 4750DN	A0VD012001148
Laconia Middle School	Konica Minolta MC 4750DN	A0VD012001186
Pleasant Street School	Konica Minolta MC 4750DN	A0VD012001187
Pleasant Street School	Konica Minolta MC 4750DN	A0VD012001176
Pleasant Street School	Konica Minolta MC 4750DN	A0VD012001182
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:

Title:

Date:

Signature: _____

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date:

Signature: _____

StarDoc User Names

Name	User Name
Christine Blouin	cblouin@laconiaschools.org
David Levesque	dlevesque@laconiaschools.org
David Warrender	dwarrender@laconiaschools.org
Eric Johnson	ejohnson@laconiaschools.org
Jeff Twombly	jtwombly@laconiaschools.org
Jennifer Mitchell	jmittchell@laconiaschools.org
Michelle Plourde	mplourde@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 70 clients with over 4,100 devices doing more than 255 million copies and prints per year. In 2016 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 STARDoc 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 more than \$2.3 million for all of our clients.

That translates into Savings of more than \$11.6 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: *In 2016 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 4,100 pieces of equipment;
Our relationship with our vendors has never been stronger!