



Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

www.spccopypro.com

2017-2018 Annual Report

Year - End Photocopier Analysis

With projected costs for 2018-19

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



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

October 2018

Skip Tilton
President

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

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Christine:

We at Specialized Purchasing Consultants, wish to thank you for your continued confidence in us. Our relationship is **now 11 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 as well as new services soon to be offered and how you can benefit from these services.

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!

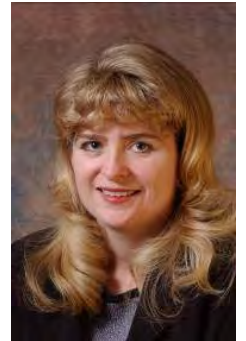


Skip Tilton, President

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:	78
Total Black Photocopiers	10
Total Color Photocopiers	15
Total Black Network Printers	9
Total Color Network Printers	44
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	34
# of Units Overused:	0
# of Units Underused:	5
Commencement Date:	8/1/2015
# of Annual Payments Left on Lease	2
All Warranties and Service Contracts Expire:	6/30/2021
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract	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,

It has been three years since your last upgrade and you could benefit from an onsite visit and an upgrade since costs have come down over the years. You have 34 printers that are nearing the end of warranty...10 years from date of Introduction to the industry. These were machines that were carried over from your previous lease and you own outright. There are 6 underused machines throughout the district, one of which is the color copier in the Alternative Education Program. Also, keep in mind there are some powerful print management software that you may want to consider this time around. (See page #14)

In order to stay ahead of your reliability curve, that upgrade could take place as early as the Summer of 2019. In that way you would only have one payment left. That being said, a second alternative is to wait until August of 2020 when your last payment will have been made. Either way, I am confident that there are other needs that an onsite visit will be able to address.

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 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 136 Assistant Principal	Konica Minolta MC 4750DN	A0VD012001175	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

Non Contracted Devices

NHSAU 30 - Laconia School District

Make - Model	Serial Number	IP Address	Last Update
HP LASERJET M605	CNBCH63062	10.1.6.201	10/8/2018 12:11:08 AM
HP LASERJET P2055dn	CNB9058831	10.7.0.58	7/16/2018 8:19:34 AM

Machine Count: ...Our goal with the next upgrade is to get all non contract devices under a CPC agreement.

Warranty Progress Report

For Year 2017-2018

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> 7/1/2017	<i>Begin Meter</i> 1,285,019	
A4EW011040064	<i>End Date:</i> 6/30/2018	<i>End Meter</i> 1,672,834	
KMBS - 9356 4883		<i>Black Volume:</i> 387,815	

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.
4/19/2018	Jeff Twombly sent e-mail (4/17/18) to Skip with complaint from Karen Abraham that they have been having to place a service call at least once per week. Requested service history from KMBS. Have not received yet. Sent CEC to client to complete.
y	

Copy Center Right

Black Meter & Volume

Color Meter & Volume

Konica Minolta BH951	<i>Begin Date:</i>	7/1/2017	<i>Begin Meter</i>	1,128,778
A4EW011040131	<i>End Date:</i>	6/30/2018	<i>End Meter</i>	1,556,590
KMBS - 9360 4001			<i>Black Volume:</i>	427,812

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.
4/19/2018	Jeff Twombly sent e-mail (4/17/18) to Skip with complaint from Karen Abraham that they have been having to place a service call at least once per week. Requested service history from KMBS. Have not received yet. Sent CEC to client to complete.



1988 Specialized Purchasing Consultants opens its doors

- Began offering equipment at the sales representative's cost with continued cooperative buying power, obtaining competitive rates on leases, equipment, and service and supply contracts.

1999 Improved Annual Reports

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail
- Initiated 5% cost per print annual increase cap

2001 Solid-Ink Printers and Meter Collection

- Offered low-cost-of-operation solid-ink network printers to help reduce printing costs
- Began collecting meter reads directly from client and submitting to vendors via spreadsheet, providing more accurate and consistent billing

2002 Bond Counsel Review

- Added Bond Counsel Review to endure any and all funding sources provided legal documentation to meet State statutes and regulations

2003 Contracts and Warranties Updated

- Service & Supply Contracts revised to reflect SPC's commitment to managing a client's account for five years while allowing the client a 30-day cancel option
- Warranty revised to protect equipment, guaranteeing service or replacement at no charge, even if a vendor goes out of business

2005 Economic Municipal Relief Fund Established

2006 Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience

2007 Insurance Fund

- Insurance Fund established for equipment upgrades with SPC monitoring installations from start to finish. SPC absorbs cost of returning leased equipment, electrical or network drop installs or upgrades, and surge protectors (ESPs)

2012 STARDoc - Print Management Software Developed and Implemented

- Live Floor Plans allow IT administrators to move devices around on their own floor plans
- Low-end network printers added to contracts and monitored
- Simplified Billing introduced

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

- Users can see a monthly snapshot of current usage and estimated projections

2015 STARDoc - Mapping Options and Asset Management

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

2018 STARDoc - Improved Pinpointing of Budget and Communications

- Improved pinpointing of machines projected to go over budget
- Facilitate communication with your vendor's service manager
- Request service history on any given printer or copier



- **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

New Features

Industry Wide

Consult: Secure Print Release, also known as Follow Me Print or Find-Me Printing.


- Print to a single global queue, walk up, and collect at any device.
- The application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD). It allows users to print at any area within the building as long as the MFD has the features needed by the user.

STARDoc

NEW! Over Budget Report feature

- Allows user to select the Over Budget feature to produce a report showing each machine currently running over projected volumes, listed with highest amount over first.
- Catch overused equipment early, before equipment begins to break down due to over use.
- Request service history on any machine right through STARDoc.

Over Budget
✕



Room: Room 201 Principal's Office

Make & Model: Canon IRC5051

Serial Number: GQM65369

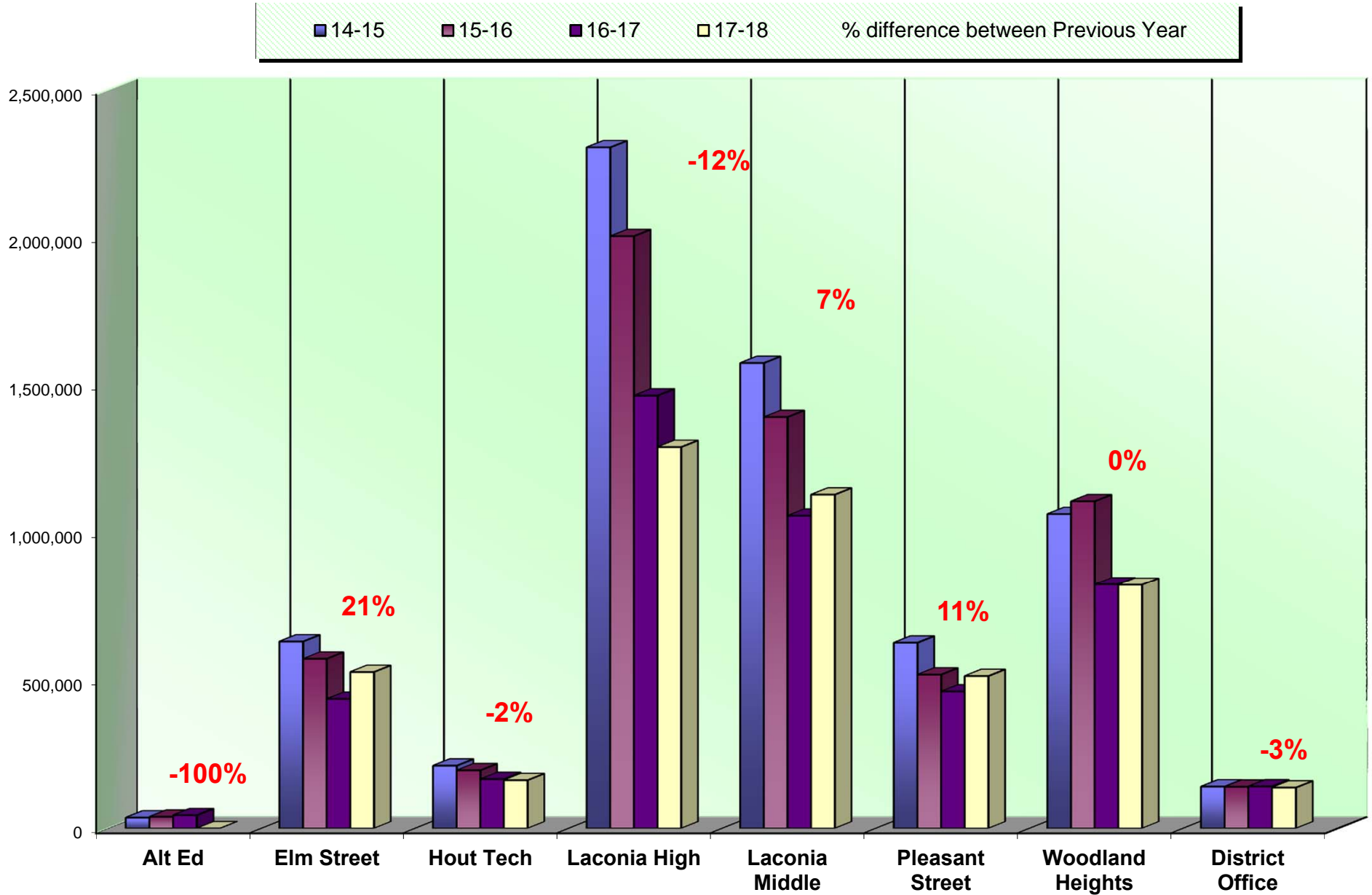
IP Address: 172.16.10.145

Projected Amount Over Budget: \$1,902

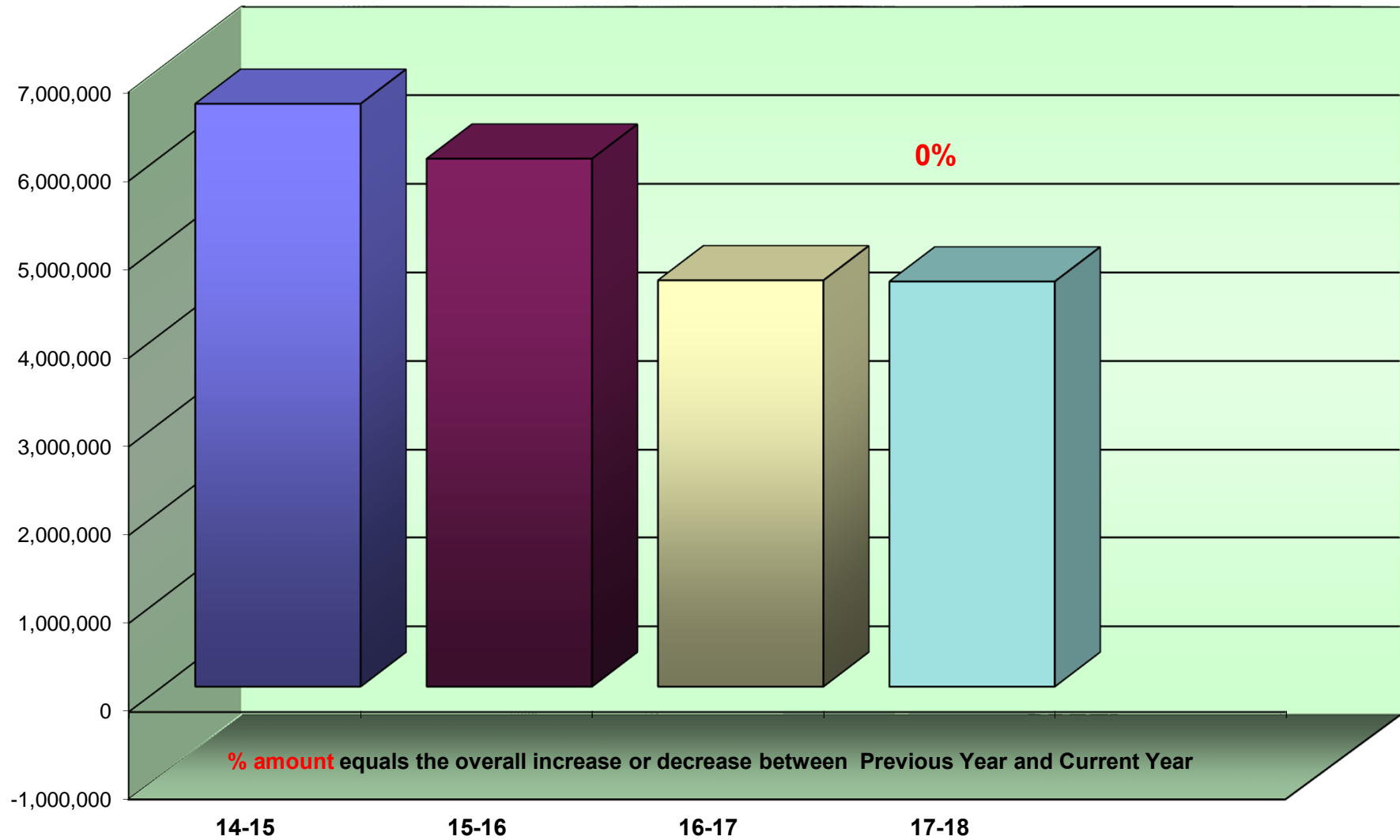
Previous
Next

Request Service History
Close

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 NH30	312	526,272	\$11,868.09	1,687	\$38.04
Huot Tech Center	0	161,946	\$3,623.39	0	\$0.00
Laconia Alternative Education	25	0	\$0.00	0	\$0.00
Laconia High School	547	1,289,272	\$28,815.12	2,357	\$52.68
Laconia Middle School	416	1,128,054	\$24,443.27	2,712	\$58.76
Pleasant Street School	323	512,649	\$11,630.69	1,587	\$36.01
SAU #30	0	137,153	\$2,936.92	0	\$0.00
Woodland Heights Elementary Sch	347	821,389	\$17,750.10	2,367	\$51.15
Totals	1,970	4,576,735	\$101,067.60	2,323	\$51.30

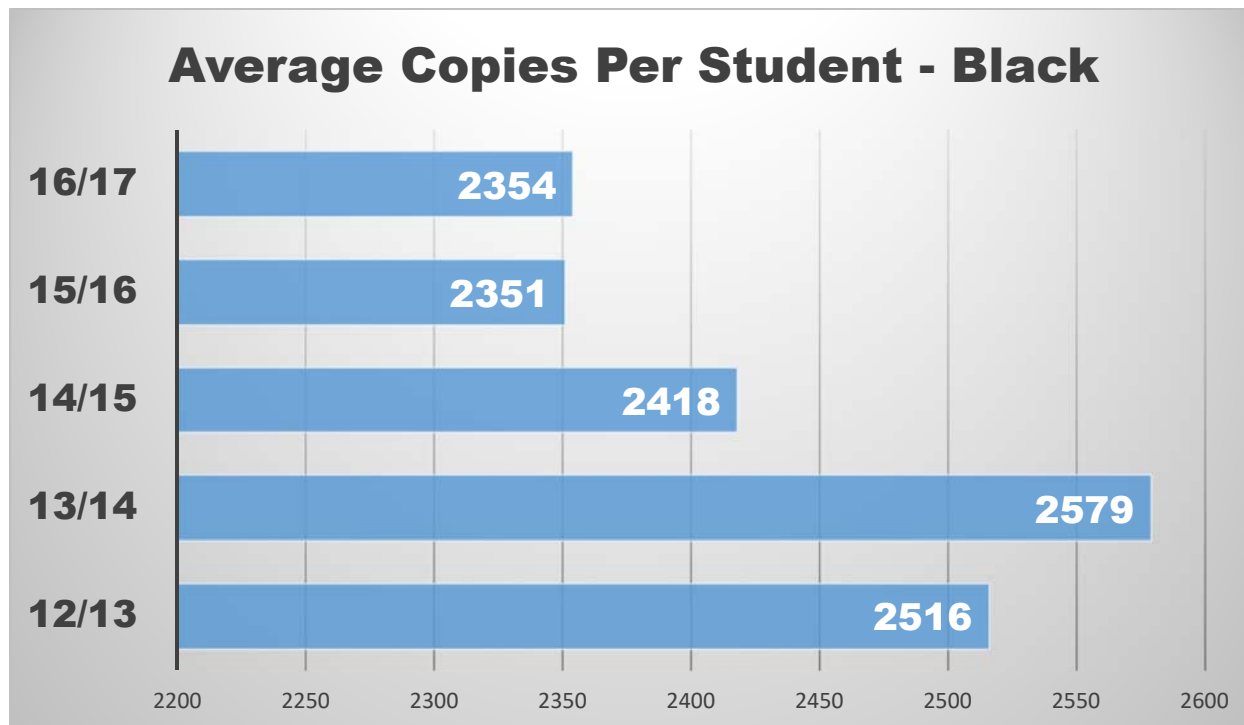
**Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black Only

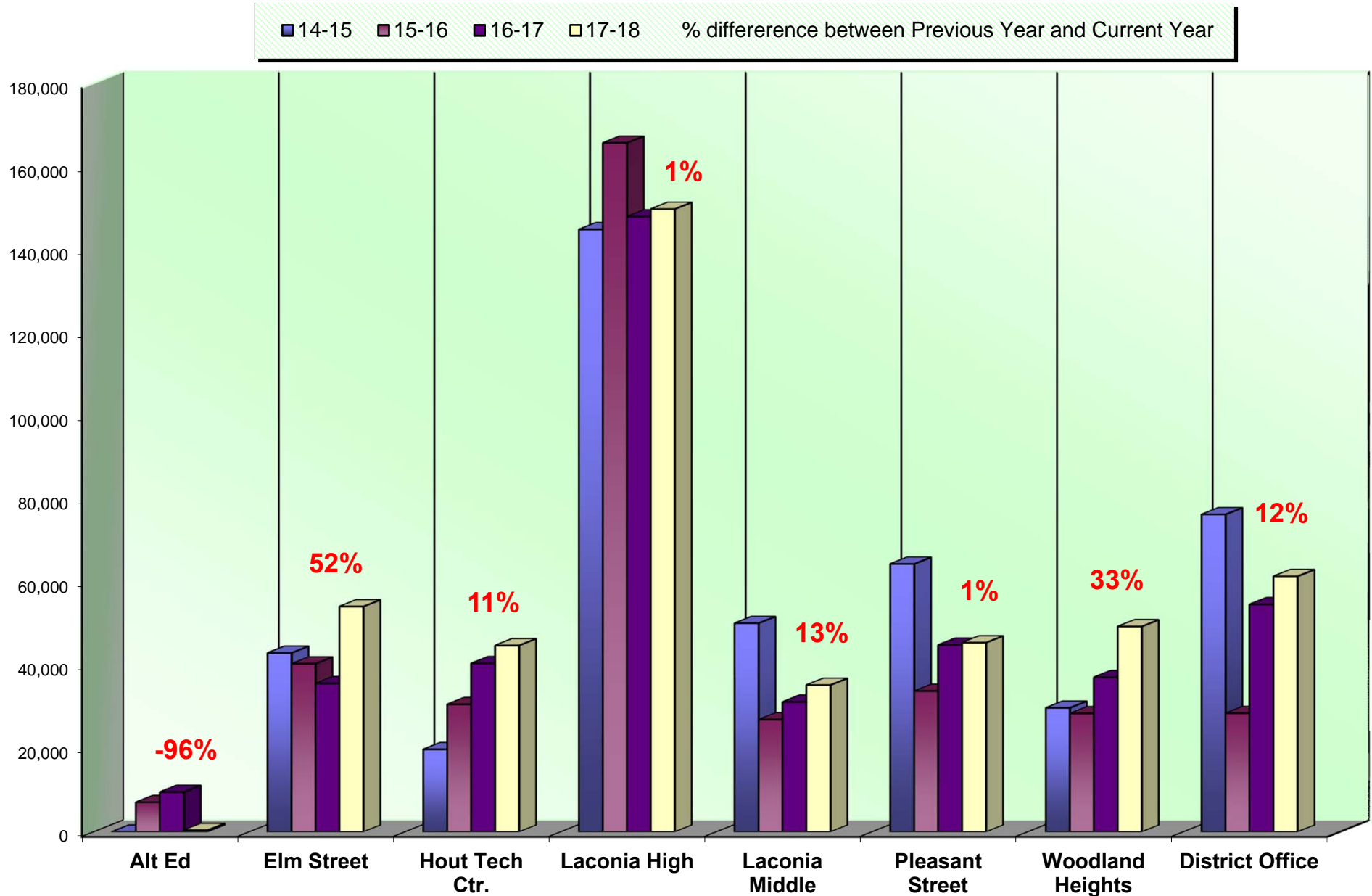
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	88,906	209,301,843	\$4,194,294.05	2,354	\$47.17

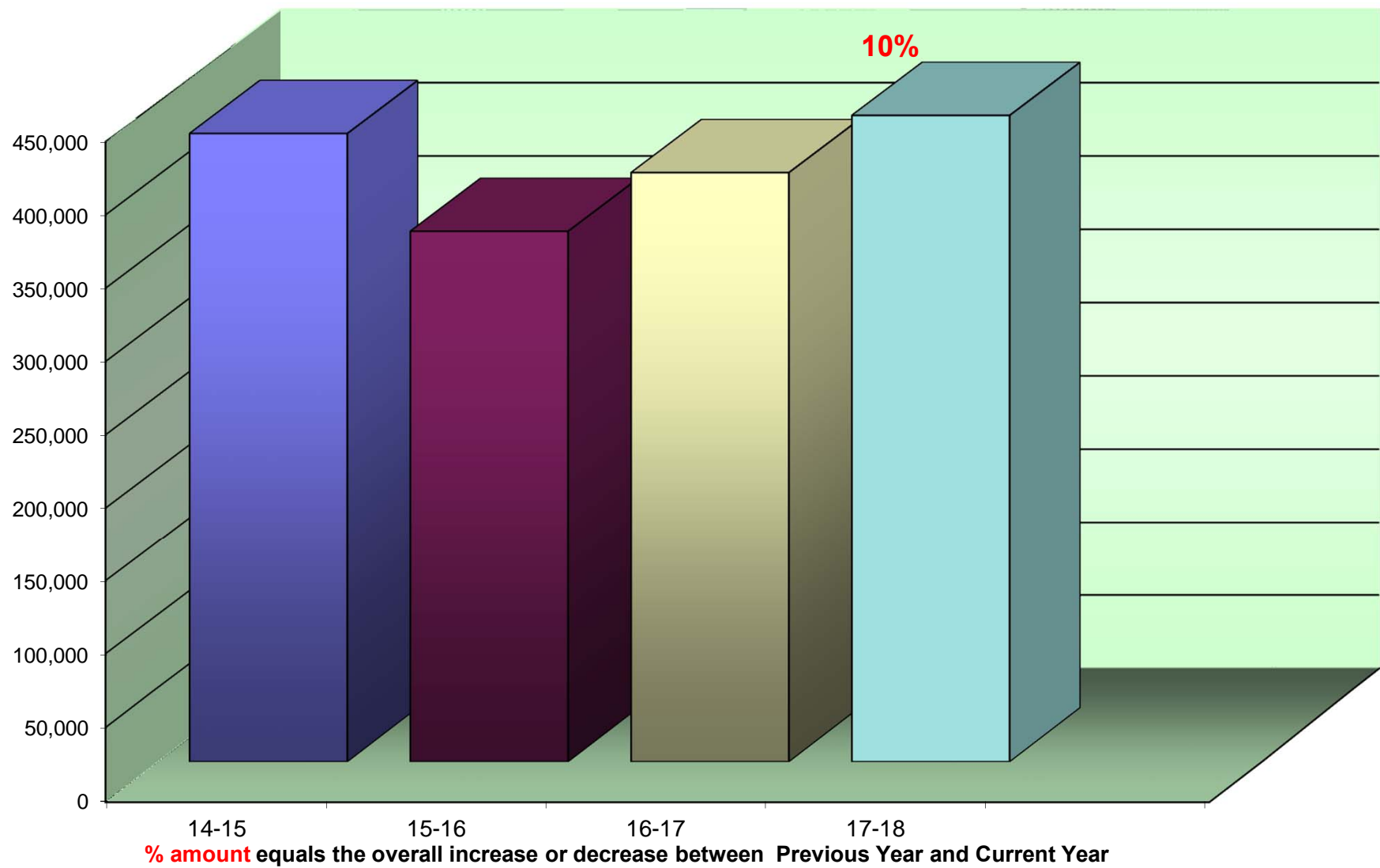
* Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment



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 NH30	312	54,193	\$3,298.80	174	\$10.57
Huot Tech Center	0	44,828	\$2,597.14	0	\$0.00
Laconia Alternative Education	25	406	\$21.56	16	\$0.86
Laconia High School	547	149,720	\$8,425.14	274	\$15.40
Laconia Middle School	416	35,310	\$2,079.74	85	\$5.00
Pleasant Street School	323	45,502	\$2,697.86	141	\$8.35
SAU #30	0	61,453	\$3,329.54	0	\$0.00
Woodland Heights Elementary Sch	347	49,386	\$2,883.23	142	\$8.31
Totals	1,970	440,798	\$25,333.02	224	\$12.86

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

Note: New STARDoc tool will flag the High Color Usage. See Page # 14 under new STARDoc features! Industry

Ratios are 185 color prints per student per year. Please contact our SPC technical team to provide training to your staff.

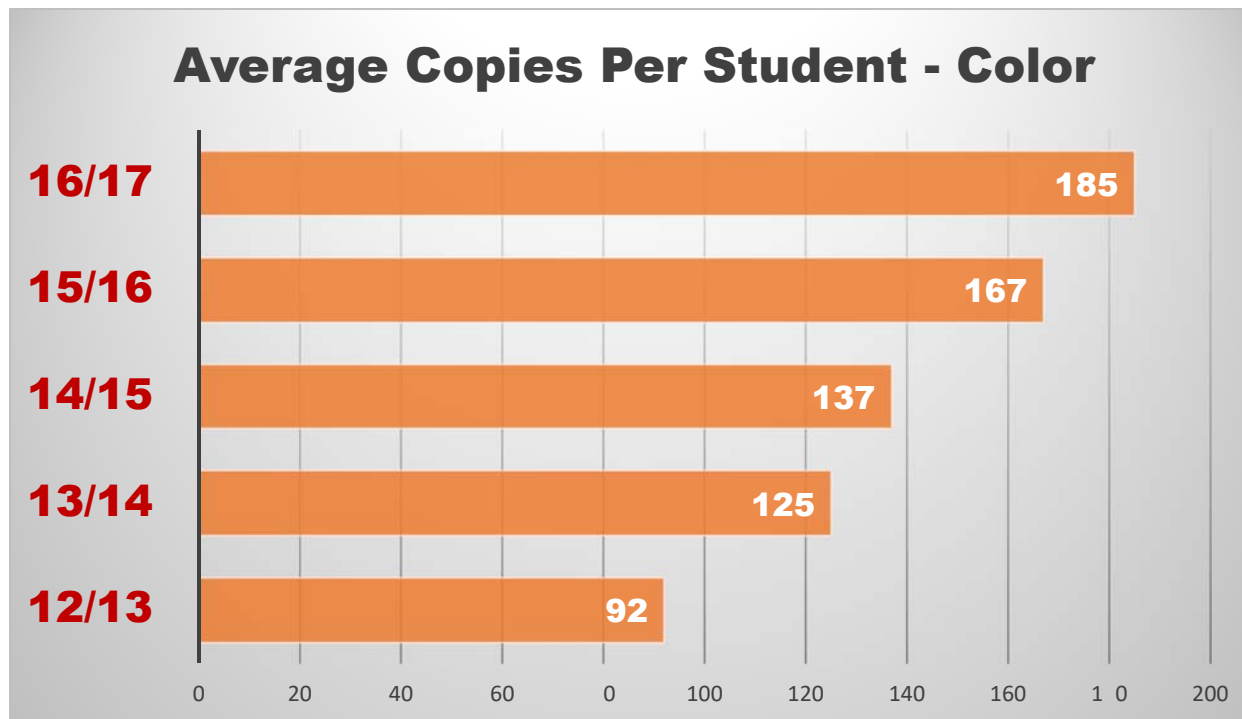
<i>District Wide Black Totals</i>	4,576,735	\$18,747.25
<i>District Wide Color Totals</i>	440,798	\$24,641.42

Cost Comparison – Color Only

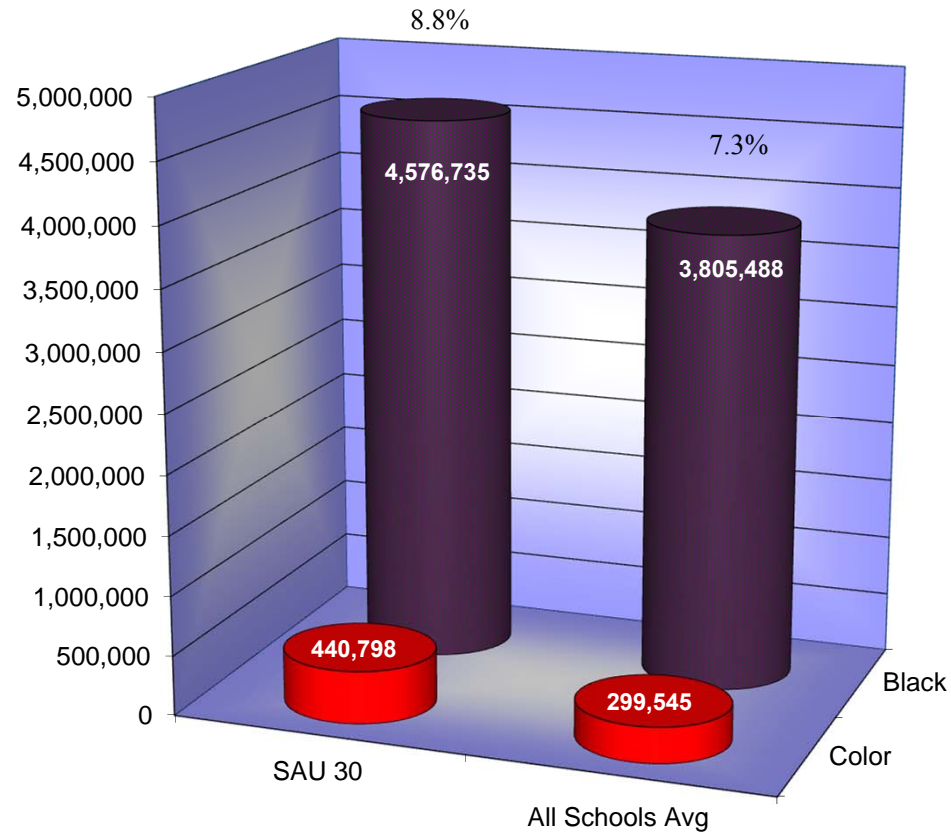
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	88,906	16,474,996	\$820,060.24	185	\$9.22

* Total District Cost refers to the cost of Service and Supplies only; paper and equipment costs are calculated into the Black Comparison chart.



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.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/1/2015	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
ELM STREET SCHOOL NH30						
Main Office						
Konica Minolta BHC554 / 55 PPM A5AY011012927 / 9356 4841 3,000,000 / 08/2012 Color Photocopier KMBS	144,512 25,177	247,929 36,798	103,417 11,621	\$0.003310 \$342.31 \$0.05166 \$600.34	None at this time.	
Room 10						
Konica Minolta MC 4750DN / 31 PPM A0VD012000895 / 8901 9567 750,000 / 09/2010 Color Network Printer KMBS	72,763 64,999	89,432 81,548	16,669 16,549	\$0.013350 \$222.53 \$0.06127 \$1,013.96	8 years from Intro.	
Room 12						
Konica Minolta MC 4750DN / 31 PPM A0VD012001158 / 750,000 / 09/2010 Color Network Printer KMBS	81,837 21,831	89,440 34,256	7,603 12,425	\$0.013350 \$101.50 \$0.06127 \$761.28	8 years from Intro.	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/1/2015	
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
ELM STREET SCHOOL NH30						
Room 17 Special Ed						
Konica Minolta MC 4750DN / 31 PPM A0VD012001177 / 750,000 / 09/2010 Color Network Printer KMBS	149,356 32,565	178,244 39,168	28,888 6,603	\$0.013350 \$385.65 \$0.06127 \$404.57	8 years from Intro.	
Room 19						
Konica Minolta MC 4750DN / 31 PPM A0VD012000492 / 8901 9564 750,000 / 09/2010 Color Network Printer KMBS	20,280 34,957	21,366 36,316	1,086 1,359	\$0.013350 \$14.50 \$0.06127 \$83.27	8 years from Intro.	
Room 2						
Konica Minolta MC 4750DN / 31 PPM A0VD012001169 / 750,000 / 09/2010 Color Network Printer KMBS	40,026 27,340	48,077 31,167	8,051 3,827	\$0.013350 \$107.48 \$0.06127 \$234.48	8 years from Intro.	
Room 7						
Konica Minolta MC 4750DN / 31 PPM A0VD012001161 / 750,000 / 09/2010 Color Network Printer KMBS	27,964 22,060	30,765 23,869	2,801 1,809	\$0.013350 \$37.39 \$0.06127 \$110.84	8 years from Intro.	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ELM STREET SCHOOL NH30					
Staff Room					
Konica Minolta BH754E / 75 PPM	723,323	1,081,080	357,757	\$0.003310	None at this time.
A55V017003916 / 9356 4856				\$1,184.18	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
	Subtotals Black		526,272	\$2,395.54	
	Subtotals Color		54,193	\$3,208.73	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
HUOT TECH CENTER					
Auto Shop Cart					
Konica Minolta BH3300P / 35 PPM	875	901	26	\$0.006340	Underused!
A63P011001673 / 9438 5850				\$0.16	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Automotive					
Konica Minolta BHC3350 / 35 PPM	5,616	8,154	2,538	\$0.003310	None at this time.
A4Y4011011748 / 9348 5856				\$8.40	
750,000 / 01/2014	3,531	6,165	2,634	\$0.05166	
Color Laser MFP				\$136.07	
KMBS					
Building Trades					
Konica Minolta BHC3100P / 32 PPM	5,800	8,644	2,844	\$0.006340	None at this time.
A6DR011003749 / 9348 5853				\$18.03	
750,000 / 06/2014	615	2,235	1,620	\$0.05817	
Color Network Printer				\$94.24	
KMBS					
Business					
Konica Minolta MC 4750DN / 31 PPM	37,347	41,975	4,628	\$0.013350	8 years from Intro.
A0VD012001181 /				\$61.78	
750,000 / 09/2010	20,351	21,267	916	\$0.06127	
Color Network Printer				\$56.12	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2015</i>				
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<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
HUOT TECH CENTER					
Career Center					
Konica Minolta MC 4750DN / 31 PPM	36,179	41,273	5,094	\$0.013350	8 years from Intro.
A0VD012002588 /				\$68.00	
750,000 / 09/2010	48,015	63,174	15,159	\$0.06127	
Color Network Printer				\$928.79	
KMBS					
Culinary Arts					
Konica Minolta BHC3100P / 32 PPM	5,642	8,075	2,433	\$0.006340	None at this time.
A6DR011003429 / 9348 5854				\$15.43	
750,000 / 06/2014	258	685	427	\$0.05817	
Color Network Printer				\$24.84	
KMBS					
ECE Room					
Konica Minolta BHC3100P / 32 PPM	13,760	17,937	4,177	\$0.006340	None at this time.
A6DR011003709 / 9348 5852				\$26.48	
750,000 / 06/2014	5,992	8,550	2,558	\$0.05817	
Color Network Printer				\$148.80	
KMBS					
Engineering					
Konica Minolta MC 7450II Grafx / 24 PPM	3,096	3,778	682	\$0.006340	9 years from Intro.
322700619 / 8802 6403				\$4.32	
500,000 / 01/2009	2,832	4,510	1,678	\$0.05817	
Color Network Printer				\$97.61	
KMBS					

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<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
HUOT TECH CENTER					
Health Tech					
Konica Minolta BHC3100P / 32 PPM	3,529	5,174	1,645	\$0.006340	None at this time.
A6DR011002416 / 9348 5855				\$10.43	
750,000 / 06/2014	295	425	130	\$0.05817	
Color Network Printer				\$7.56	
KMBS					
Main Office					
Konica Minolta BH3300P / 35 PPM	10,257	15,054	4,797	\$0.006340	None at this time.
A63P011002916 / 9348 5849				\$30.41	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BHC554 / 55 PPM	278,929	409,501	130,572	\$0.003310	None at this time.
A5AY011014735 / 9356 4858				\$432.19	
3,000,000 / 08/2012	22,265	40,493	18,228	\$0.05166	
Color Photocopier				\$941.66	
KMBS					
Multimedia Room					
Konica Minolta MC 4750DN / 31 PPM	18,623	21,133	2,510	\$0.013350	8 years from Intro.
A0VD012001183 /				\$33.51	
750,000 / 09/2010	8,578	10,056	1,478	\$0.06127	
Color Network Printer				\$90.56	
KMBS					
Subtotals Black			161,946	\$709.16	
Subtotals Color			44,828	\$2,526.25	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA ALTERNATIVE EDUCATION					
Office					
Konica Minolta BHC454 / 45 PPM	82,967	82,967	0	\$0.003310	Volume dropped significantly since 2016-17. Now underused.
A5C0011023538 / 9356 4859				\$0.00	
1,000,000 / 07/2012	16,699	17,105	406	\$0.05166	
Color Photocopier				\$20.97	
KMBS					
Subtotals Black			0	\$0.00	
Subtotals Color			406	\$20.97	

Date of Last Upgrade: 8/1/2015					
Make-Model / Speed					
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Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
LACONIA HIGH SCHOOL					
Adult Ed G3					
Konica Minolta BH4700P / 50 PPM	3,344	3,470	126	\$0.006340	Underused!
A63N011007892 / 9348 5825				\$0.80	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Adult Ed Secretary					
Konica Minolta BH4700P / 50 PPM	11,669	15,415	3,746	\$0.006340	None at this time.
A63N011007886 / 9348 5824				\$23.75	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Adult Education					
Konica Minolta BHC454 / 45 PPM	79,349	104,497	25,148	\$0.003310	None at this time.
A5C0011023547 / 9348 5833				\$83.24	
1,000,000 / 07/2012	14,419	29,992	15,573	\$0.05166	
Color Photocopier				\$804.50	
KMBS					
Copy Center Left					
Konica Minolta BH951 / 95 PPM	1,285,019	1,672,834	387,815	\$0.003310	Traded at no charge for a Konica 754.
A4EW011040064 / 9356 4883				\$1,283.67	
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					
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
LACONIA HIGH SCHOOL					
Copy Center Right					
Konica Minolta BH951 / 95 PPM	1,128,778	1,556,590	427,812	\$0.003310	Traded at no charge for a Konica 754.
A4EW011040131 / 9360 4001				\$1,416.06	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
English Department					
Konica Minolta MC 4750DN / 31 PPM	96,310	108,688	12,378	\$0.013350	8 years from Intro.
A0VD012001171 /				\$165.25	
750,000 / 09/2010	14,041	16,942	2,901	\$0.06127	
Color Network Printer				\$177.74	
KMBS					
Facility Manager					
Konica Minolta BH25e / 25 PPM	2,711	3,859	1,148	\$0.004140	None at this time.
DD136120159018 /				\$4.75	
500,000 / 09/2013	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Guidance Office					
Konica Minolta BHC554 / 55 PPM	82,645	129,472	46,827	\$0.003310	None at this time.
A5AY011012773 / 9348 5664				\$155.00	
3,000,000 / 08/2012	16,254	20,561	4,307	\$0.05166	
Color Photocopier				\$222.50	
KMBS					

Date of Last Upgrade: 8/1/2015					
Make-Model / Speed					
Serial Number / Vendor ID					
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Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
LACONIA HIGH SCHOOL					
IT Department					
Konica Minolta BHC3350 / 35 PPM	5,604	9,128	3,524	\$0.003310	None at this time.
A4Y4011012363 / 9348 5823				\$11.66	
750,000 / 01/2014	3,792	5,178	1,386	\$0.05166	
Color Laser MFP				\$71.60	
KMBS					
Library Lab 2nd Floor					
Konica Minolta MC 4750DN / 31 PPM	47,564	58,786	11,222	\$0.013350	8 years from Intro.
A0VD012001178 /				\$149.81	
750,000 / 09/2010	8,681	13,524	4,843	\$0.06127	
Color Network Printer				\$296.73	
KMBS					
Main Office					
Konica Minolta BHC3100P / 32 PPM	0	2,330	2,330	\$0.006130	None at this time.
A6DR012107599 /				\$14.28	
750,000 / 06/2014	0	1,413	1,413	\$0.05625	
Color Network Printer				\$79.48	
KMBS					
Konica Minolta BHC3350 / 35 PPM	38,813	51,163	12,350	\$0.003310	None at this time.
A4Y4011012517 / 9348 5844				\$40.88	
750,000 / 01/2014	45,222	58,481	13,259	\$0.05166	
Color Laser MFP				\$684.96	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2015</i>				
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<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
Music					
Konica Minolta MC 4750DN / 31 PPM	12,729	14,003	1,274	\$0.013350	8 years from Intro.
A0VD012300158 /				\$17.01	
750,000 / 09/2010	16,349	17,992	1,643	\$0.06127	
Color Network Printer				\$100.67	
KMBS					
Room 213					
Konica Minolta MC 4750DN / 31 PPM	74,315	90,371	16,056	\$0.013350	8 years from Intro.
A0VD012001185 /				\$214.35	
750,000 / 09/2010	19,901	21,408	1,507	\$0.06127	
Color Network Printer				\$92.33	
KMBS					
Room 507					
Konica Minolta MC 7450II Grafx / 24 PPM	4,874	6,776	1,902	\$0.006340	9 years from Intro.
322701849 / 9355 5526				\$12.06	
500,000 / 01/2009	7,268	11,196	3,928	\$0.05817	
Color Network Printer				\$228.49	
KMBS					
Room 508 Bouffard					
Konica Minolta MC 4750DN / 31 PPM	10,495	11,830	1,335	\$0.013350	8 years from Intro.
A0VD012001188 /				\$17.82	
750,000 / 09/2010	14,927	17,710	2,783	\$0.06127	
Color Network Printer				\$170.51	
KMBS					

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<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
Room 509 Danielovich					
Konica Minolta MC 4750DN / 31 PPM	74,346	76,806	2,460	\$0.013350	8 years from Intro.
A0VD012001151 /				\$32.84	
750,000 / 09/2010	24,437	26,293	1,856	\$0.06127	
Color Network Printer				\$113.72	
KMBS					
Room 616 Math Office					
Konica Minolta MC 4750DN / 31 PPM	177,249	197,040	19,791	\$0.013350	8 years from Intro.
A0VD012000482 / 8802 6411				\$264.21	
750,000 / 09/2010	30,442	39,825	9,383	\$0.06127	
Color Network Printer				\$574.90	
KMBS					
Room 916 Special Education					
Konica Minolta BHC3100P / 32 PPM	20,525	24,836	4,311	\$0.006340	None at this time.
A6DR011003718 /				\$27.33	
750,000 / 06/2014	6,092	9,124	3,032	\$0.05817	
Color Network Printer				\$176.37	
KMBS					
Room G6 - English					
Konica Minolta MC 4750DN / 31 PPM	56,915	59,122	2,207	\$0.013350	8 years from Intro.
A0VD012001154 /				\$29.46	
750,000 / 09/2010	9,966	10,647	681	\$0.06127	
Color Network Printer				\$41.72	
KMBS					

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<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
Science Classroom - Ashworth					
Konica Minolta BHC3100P / 32 PPM	5,213	7,736	2,523	\$0.006340	None at this time.
A6DR011003712 /				\$16.00	
750,000 / 06/2014	2,585	3,047	462	\$0.05817	
Color Network Printer				\$26.87	
KMBS					
Science Room					
Konica Minolta MC 4750DN / 31 PPM	57,654	63,449	5,795	\$0.013350	8 years from Intro.
A0VD012000101 / 8802 6410				\$77.36	
750,000 / 09/2010	40,793	44,022	3,229	\$0.06127	
Color Network Printer				\$197.84	
KMBS					
Social Studies					
Konica Minolta MC 4750DN / 31 PPM	207,235	250,734	43,499	\$0.013350	8 years from Intro.
A0VD012000560 / 8802 6412				\$580.71	
750,000 / 09/2010	65,854	71,678	5,824	\$0.06127	
Color Network Printer				\$356.84	
KMBS					
Special Ed across from Library					
Konica Minolta MC 4750DN / 31 PPM	128,930	142,677	13,747	\$0.013350	8 years from Intro.
A0VD012001141 /				\$183.52	
750,000 / 09/2010	30,266	37,843	7,577	\$0.06127	
Color Network Printer				\$464.24	
KMBS					

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<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA HIGH SCHOOL					
Special Education Office					
Konica Minolta BHC554 / 55 PPM	199,451	297,114	97,663	\$0.003310	None at this time.
A5AY011012946 / 9398 5835				\$323.26	
3,000,000 / 08/2012	20,996	39,402	18,406	\$0.05166	
Color Photocopier				\$950.85	
KMBS					
Student Activity Office					
Konica Minolta BHC554 / 55 PPM	234,971	377,254	142,283	\$0.003310	None at this time.
A5AY011014751 / 9348 5837				\$470.96	
3,000,000 / 08/2012	87,924	133,651	45,727	\$0.05166	
Color Photocopier				\$2,362.26	
KMBS					
	Subtotals Black		1,289,272	\$5,616.05	
	Subtotals Color		149,720	\$8,195.14	

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<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA MIDDLE SCHOOL					
Alt. Program					
Konica Minolta BH3300P / 35 PPM	6,942	10,350	3,408	\$0.006340	None at this time.
A63P011003033 /				\$21.61	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Consmer Family Science					
Konica Minolta BH3300P / 35 PPM	144	212	68	\$0.006340	Underused!
A63P011003459 /				\$0.43	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Library					
Konica Minolta MC 4750DN / 31 PPM	54,146	56,011	1,865	\$0.013350	8 years from Intro.
A0VD012001148 /				\$24.90	
750,000 / 09/2010	7,696	11,486	3,790	\$0.06127	
Color Network Printer				\$232.21	
KMBS					
Main Office					
Konica Minolta BHC554 / 55 PPM	134,241	208,980	74,739	\$0.003310	None at this time.
A5AY011014700 / 9348 5838				\$247.39	
3,000,000 / 08/2012	33,463	46,739	13,276	\$0.05166	
Color Photocopier				\$685.84	
KMBS					

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Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
LACONIA MIDDLE SCHOOL					
Room 136 Assistant Principal					
Konica Minolta MC 4750DN / 31 PPM	235,160	265,300	30,140	\$0.013350	8 years from Intro.
A0VD012001175 /				\$402.37	
750,000 / 09/2010	51,673	60,019	8,346	\$0.06127	
Color Network Printer				\$511.36	
KMBS					
Room 150 Guidance					
Konica Minolta BHC3100P / 32 PPM	18,547	24,588	6,041	\$0.006340	None at this time.
A6DR011003715 /				\$38.30	
750,000 / 06/2014	8,608	12,767	4,159	\$0.05817	
Color Network Printer				\$241.93	
KMBS					
Room 167					
Konica Minolta BH3300P / 35 PPM	13,105	20,558	7,453	\$0.006340	None at this time.
A63P011003402 /				\$47.25	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 234					
Konica Minolta MC 4750DN / 31 PPM	18,443	20,588	2,145	\$0.013350	8 years from Intro.
A0VD012001152 /				\$28.64	
750,000 / 09/2010	11,667	12,933	1,266	\$0.06127	
Color Network Printer				\$77.57	
KMBS					

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<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LACONIA MIDDLE SCHOOL					
Room 338					
Konica Minolta MC 4750DN / 31 PPM	17,066	19,352	2,286	\$0.013350	8 years from Intro.
A0VD012001186 /				\$30.52	
750,000 / 09/2010	11,822	15,465	3,643	\$0.06127	
Color Network Printer				\$223.21	
KMBS					
Room 339					
Konica Minolta MC 4750DN / 31 PPM	16,535	17,260	725	\$0.013350	8 years from Intro.
A0VD012001142 /				\$9.68	
750,000 / 09/2010	2,872	3,702	830	\$0.06127	
Color Network Printer				\$50.85	
KMBS					
Special Ed Airprint					
Konica Minolta BHC3100P / 32 PPM	4,189	4,502	313	\$0.006340	Underused!
A6DR011003721 / 9348 5863				\$1.98	
750,000 / 06/2014	2,289	2,289	0	\$0.05817	
Color Network Printer				\$0.00	
KMBS					
Special Ed Printer					
Konica Minolta BH3300P / 35 PPM	10,841	13,030	2,189	\$0.006340	None at this time.
A63P011003688 /				\$13.88	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

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Serial Number / Vendor ID					
Life / Intro Date	7/1/2017	6/30/2018	2017-18		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	
Recommendations					
LACONIA MIDDLE SCHOOL					
Teachers' Room 1st Floor					
Konica Minolta BH951 / 95 PPM	857,091	1,251,250	394,159	\$0.003310	None at this time.
A4EW011040163 / 9348 5843				\$1,304.67	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Teachers' Room 2nd Floor					
Konica Minolta BH951 / 95 PPM	790,221	1,132,851	342,630	\$0.003310	None at this time.
A4EW011040213 / 9360 4002				\$1,134.11	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Teachers' Room 3rd Floor					
Konica Minolta BH951 / 95 PPM	593,106	852,999	259,893	\$0.003310	None at this time.
A4EW011040150 / 9356 4884				\$860.25	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			1,128,054	\$4,165.96	
Subtotals Color			35,310	\$2,022.97	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/1/2015
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
PLEASANT STREET SCHOOL					
Kindergarten					
Konica Minolta MC 4750DN / 31 PPM A0VD012001176 / 750,000 / 09/2010	93,057	112,217	19,160	\$0.013350 \$255.79	8 years from Intro.
Color Network Printer	51,828	61,857	10,029	\$0.06127	
KMBS				\$614.48	
Library					
Konica Minolta MC 4750DN / 31 PPM A0VD012001187 / 750,000 / 09/2010	48,747	65,054	16,307	\$0.013350 \$217.70	8 years from Intro.
Color Network Printer	28,635	37,329	8,694	\$0.06127	
KMBS				\$532.68	
Main Office					
Konica Minolta BHC554 / 55 PPM A5AY011014713 / 9356 4878 3,000,000 / 08/2012	226,961	354,158	127,197	\$0.003310 \$421.02	None at this time.
Color Photocopier	36,844	53,880	17,036	\$0.05166	
KMBS				\$880.08	
Room 112					
Konica Minolta MC 4750DN / 31 PPM A0VD012001179 / 750,000 / 09/2010	42,613	46,315	3,702	\$0.013350 \$49.42	8 years from Intro.
Color Network Printer	7,603	10,002	2,399	\$0.06127	
KMBS				\$146.99	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/1/2015	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
PLEASANT STREET SCHOOL						
Room 123						
Konica Minolta MC 4750DN / 31 PPM A0VD012001182 / 750,000 / 09/2010 Color Network Printer KMBS	170,136 32,969	201,145 40,313	31,009 7,344	\$0.013350 \$413.97 \$0.06127 \$449.97	8 years from Intro.	
Teachers' Work Room						
Konica Minolta BH754E / 75 PPM A55V017004400 / 9348 5856 4,000,000 / 01/2013 Black Photocopier KMBS	602,151 0	917,425 0	315,274 0	\$0.003310 \$1,043.56 \$0.00000 \$0.00	None at this time.	
Subtotals Black			512,649	\$2,401.46		
Subtotals Color			45,502	\$2,624.19		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/1/2015	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SAU #30						
Food Service						
Konica Minolta BHC3100P / 32 PPM A6DR011003673 / 9348 5851 750,000 / 06/2014 Color Network Printer KMBS	13,340 7,127	19,408 16,959	6,068 9,832	\$0.006340 \$38.47 \$0.05817 \$571.93	None at this time.	
Office						
Konica Minolta BHC454 / 45 PPM A5C0011023517 / 9356 4888 1,000,000 / 07/2012 Color Photocopier KMBS	69,583 31,637	110,004 51,518	40,421 19,881	\$0.003310 \$133.79 \$0.05166 \$1,027.05	None at this time.	
Office 2nd Floor						
Konica Minolta BHC554 / 55 PPM A5AY011014701 / 9348 5857 3,000,000 / 08/2012 Color Photocopier KMBS	194,987 44,542	285,618 76,282	90,631 31,740	\$0.003310 \$299.99 \$0.05166 \$1,639.69	None at this time.	
Upstairs						
Konica Minolta BH3300P / 35 PPM A63P011001716 / 9348 5847 750,000 / 04/2013 Black Network Printer KMBS	3,036 0	3,069 0	33 0	\$0.006340 \$0.21 \$0.00000 \$0.00	Underused!	

					Date of Last Upgrade: 8/1/2015
Make-Model / Speed					
Serial Number / Vendor ID				2017-18	
Life / Intro Date	7/1/2017	6/30/2018	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	Recommendations
SAU #30					
	Subtotals Black		137,153	\$472.46	
	Subtotals Color		61,453	\$3,238.67	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/1/2015
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
WOODLAND HEIGHTS ELEMENTARY					
Commons					
Konica Minolta MC 4750DN / 31 PPM A0VD012001156 / 750,000 / 09/2010 Color Network Printer KMBS	59,119 34,163	69,781 49,761	10,662 15,598	\$0.013350 \$142.34 \$0.06127 \$955.69	8 years from Intro.
Computer Lab					
Konica Minolta MC 4750DN / 31 PPM A0VD012001166 / 750,000 / 09/2010 Color Network Printer KMBS	18,015 11,023	20,438 12,995	2,423 1,972	\$0.013350 \$32.35 \$0.06127 \$120.82	8 years from Intro.
Kindergarten					
Konica Minolta MC 4750DN / 31 PPM A0VD012001162 / 750,000 / 09/2010 Color Network Printer KMBS	54,546 32,827	68,137 41,607	13,591 8,780	\$0.013350 \$181.44 \$0.06127 \$537.95	8 years from Intro.
Library					
Konica Minolta BH951 / 95 PPM A4EW011040164 / 9356 5664 5,000,000 / 06/2012 Black Photocopier KMBS	1,128,635 0	1,648,037 0	519,402 0	\$0.003310 \$1,719.22 \$0.00000 \$0.00	None at this time.

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
WOODLAND HEIGHTS ELEMENTARY						
Main Office						
Konica Minolta BHC554 / 55 PPM A5AY011014680 / 9348 5859 3,000,000 / 08/2012 Color Photocopier KMBS	247,566 35,338	363,170 58,374	115,604 23,036	\$0.003310 \$382.65 \$0.05166 \$1,190.04	None at this time.	
Teachers' Room						
Konica Minolta BH951 / 95 PPM A4EW011040156 / 9360 4004 5,000,000 / 06/2012 Black Photocopier KMBS	502,127 0	661,834 0	159,707 0	\$0.003310 \$528.63 \$0.00000 \$0.00	None at this time.	
Subtotals Black			821,389	\$2,986.62		
Subtotals Color			49,386	\$2,804.50		

<i>District Wide Black Totals</i>	4,576,735	\$18,747.25
<i>District Wide Color Totals</i>	440,798	\$24,641.42

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 2017-18 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
4,576,735	\$0.00946	\$43,295.91

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
4,576,735	\$0.00410	\$18,764.61	\$24,531.30	\$122,656.50

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$24,531.30 x 11 years as a Client

= \$269,844.30 Cost Savings!

*This CPC is an average of your copiers and printers together. Your copier cpc is substantially lower than this average.

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	526,272	\$2,461.14	\$2,611.36	\$6,795.59	\$11,868.09
Huot Tech Center	161,946	\$728.66	\$803.58	\$2,091.16	\$3,623.39
Laconia Alternative Education	0	\$0.00	\$0.00	\$0.00	\$0.00
Laconia High School	1,289,272	\$5,769.77	\$6,397.37	\$16,647.99	\$28,815.12
Laconia Middle School	1,128,054	\$4,279.64	\$5,597.40	\$14,566.23	\$24,443.27
Pleasant Street School	512,649	\$2,467.24	\$2,543.76	\$6,619.68	\$11,630.69
SAU #30	137,153	\$485.36	\$680.55	\$1,771.02	\$2,936.92
Woodland Heights Elementary School	821,389	\$3,068.02	\$4,075.73	\$10,606.35	\$17,750.10
Total	4,576,735	\$19,259.82	\$22,709.76	\$59,098.02	\$101,067.60

SPC Equipment Bids:

*Presently our bids are coming in between **14.77% to 20.87%** of Retail while the current Salesman's Cost is 50% of Retail. For Example: An Konica Minolta BH 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 95 Copies per Minute with a Retail Cost of \$45,640 is coming in at **\$7,342....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	54,193	\$3,298.80
Huot Tech Center	44,828	\$2,597.14
Laconia Alternative Education	406	\$21.56
Laconia High School	149,720	\$8,425.14
Laconia Middle School	35,310	\$2,079.74
Pleasant Street School	45,502	\$2,697.86
SAU #30	61,453	\$3,329.54
Woodland Heights Elementary School	49,386	\$2,883.23
Total	440,798	\$25,333.02

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 2.8%.**

Vendor	Equipment Type	Annual Volume	2017-2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	1,148	\$0.00414	\$4.75	\$0.00426	\$4.89
Konica-Minolta Business Solutions	Black Network Printer	21,846	\$0.00634	\$138.50	\$0.00652	\$142.44
Konica-Minolta Business Solutions	Black Photocopier	3,164,449	\$0.00331	\$10,474.33	\$0.00340	\$10,759.13
Konica-Minolta Business Solutions	Color Laser MFP	18,412	\$0.00331	\$60.94	\$0.00340	\$62.60
Konica-Minolta Business Solutions	Color Network Printer	2,330	\$0.00613	\$14.28	\$0.00630	\$14.68
Konica-Minolta Business Solutions	Color Network Printer	32,939	\$0.00634	\$208.83	\$0.00652	\$214.76
Konica-Minolta Business Solutions	Color Network Printer	341,109	\$0.01335	\$4,553.81	\$0.01372	\$4,680.02
Konica-Minolta Business Solutions	Color Photocopier	994,502	\$0.00331	\$3,291.80	\$0.00340	\$3,381.31
Total		4,576,735	\$0.00410	\$18,747.25	\$0.00421	\$19,259.82

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 2.8%.**

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Color Laser MFP	17,279	\$0.05166	\$892.63	\$0.05311	\$917.69
Konica-Minolta Business Solutions	Color Network Printer	1,413	\$0.05625	\$79.48	\$0.05782	\$81.70
Konica-Minolta Business Solutions	Color Network Printer	27,826	\$0.05817	\$1,618.64	\$0.05980	\$1,663.99
Konica-Minolta Business Solutions	Color Network Printer	175,043	\$0.06127	\$10,724.88	\$0.06299	\$11,025.96
Konica-Minolta Business Solutions	Color Photocopier	219,237	\$0.05166	\$11,325.78	\$0.05311	\$11,643.68
Total		440,798	\$0.05590	\$24,641.42	\$0.05747	\$25,333.02

Reprographic Equipment Assessment

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

Total Number of Units	78
Total Number of Units on Lease	44
Total Number of Units Owned	34
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	2

**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

Building	Make/Model	Serial Number
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
Laconia Middle School	Konica Minolta BH3300P	A63P011003033
Laconia Middle School	Konica Minolta BHC3100P	A6DR011003721
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 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	A0VD012001181
Huot Tech Center	Konica Minolta MC 4750DN	A0VD012001183
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	A0VD012001171
Laconia High School	Konica Minolta BHC3100P	A6DR012107599
Laconia High School	Konica Minolta MC 4750DN	A0VD012300158
Laconia High School	Konica Minolta MC 4750DN	A0VD012001188
Laconia High School	Konica Minolta MC 4750DN	A0VD012001185
Laconia High School	Konica Minolta MC 7450II GrafX	322701849
Laconia High School	Konica Minolta MC 4750DN	A0VD012001178
Laconia Middle School	Konica Minolta MC 4750DN	A0VD012001148
Laconia Middle School	Konica Minolta MC 4750DN	A0VD012001186
Laconia Middle School	Konica Minolta MC 4750DN	A0VD012001175
Laconia Middle School	Konica Minolta MC 4750DN	A0VD012001152
Laconia Middle School	Konica Minolta MC 4750DN	A0VD012001142

Building	Make/Model	Serial Number
Pleasant Street School	Konica Minolta MC 4750DN	A0VD012001176
Pleasant Street School	Konica Minolta MC 4750DN	A0VD012001187
Pleasant Street School	Konica Minolta MC 4750DN	A0VD012001182
Pleasant Street School	Konica Minolta MC 4750DN	A0VD012001179
Woodland Heights Elementary School	Konica Minolta MC 4750DN	A0VD012001156
Woodland Heights Elementary School	Konica Minolta MC 4750DN	A0VD012001162
Woodland Heights Elementary School	Konica Minolta MC 4750DN	A0VD012001166



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



Benefits of partnering with SPC

Top Benefits to **our CLIENTS**:

1. Cooperative Buying

y 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. SP's model allows you to pick your preferred vendor

- SP's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- e will ***save you money*** benefiting from the combined purchasing power of more than 69 clients with over 4,100 devices doing more than 239 million copies and prints per year. Annually, we purchase approximately 1,100 units running over 0 million prints
- e will ***save you time*** by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.
- e will ***save you frustration***. e manage your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

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

3. Simplified Billing Program

- removes the confusion out of billing.
- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.
- With SP's Simplified Billing Program, T invoices are sent each year from E 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

- SP'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 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

- SP does not recommend just one brand we suggest what's best for you with serviceability in mind.
- e 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 \$2.5 million for all of our clients.

That translates into Savings of more than \$12 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you Annually, we purchase approximately 1,100 units running over 10 million prints
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- Additional 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 Analysisatching 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.
- Lose 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.
- STA 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!