



Specialized Purchasing Consultants

1491 East Side River Road

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(800)750-1538

2018-2019 Annual Report

Year - End Photocopier Analysis

With projected costs for 2019-2020

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



Specialized Purchasing Consultants Inc.
Serving Maine, New Hampshire & Vermont since 1988

October 2019

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

Skip Tilton
President

Corporate Office:
1491 East Side River Road
Dummer, NH 03588
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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 12 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.

2018/2019 was a busy year for SPC, where we added three new services; Papercut Installer, Vendor Service History Reports and Chromebook Group Purchasing. For the upcoming year, SPC plans to offer a New **Five-Year Fleet Management** interactive tool that studies your printing habits and allows you to control your usage more efficiently over the life of your equipment. With the click of one button, it will incorporate past, present and future usage flagging any potential problematic areas..

We appreciate the opportunity to provide you with the best possible pricing, service, and equipment. We look forward to our meeting. Feel free to share your thoughts and feelings concerning your overall experience with SPC.

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team



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. We have also been able to find ways to increase your equipment reliability, monitor and track usage variations throughout the year, and keep your costs under control.



Jessica Paradis
Accounting Coordinator

Jessica manages all billing, equipment contracts for service and supplies, and lease or purchase transactions.

Alex Webster
Operations & Marketing Manager

Alex manages the SPC STARDoc site, FM Audit, and equipment upgrades. He also works to market current and new SPC tools and services to existing and potential clients.



Pam Weed
Client-Vendor Relations

Pam maintains a good working relationship between clients and vendors regarding billing issues, equipment reliability, and equipment additions or upgrades. She also works to ensure equipment records are up to date and accurately maintained.

Robert Dutil
Information Technology

Bob works behind the scenes to keep our record-keeping data and programs running smoothly.



Jamin Tilton
Operations Support

Jamin plays a vital role in performing onsite surveys and equipment installation audits. He also assists with contact information updates.

James Cartwright
Operations Support

James provides key support for STARDoc as well as assisting with equipment installation audits.



Heidi Tilton
Office Support

Heidi assists with bookkeeping as well as supporting other office staff with their needs.

Equipment Health Status

Total Number of Machines: **82**

Total Black Photocopiers:	14
Total Color Photocopiers:	15
Total Black Network Printers:	9
Total Color Network Printers:	44
Total Removed From Service:	4

of Units OFF Warranty: **2**

of Units Approaching End of Warranty: **49**

of Units Overused: **0**

of Units Underused: **3**

Commencement Date: 08/01/2015

of Annual Payments Left on Lease: **1**

All Warranties and Service Contracts Expire: 06/30/2021

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,

Your color printing decreased by 5% from last year, much lower than the industry average, which is experiencing a rapid increase in color ... 19% from last year. Your average color copies to student ratio is also much lower than the industry average of 216 copies per student. You are currently at 176 color copies per student, although the high school is averaging 267 color copies per student.

However, SPC has developed **Right Size Print Management Software (RS-PMS)** that can take control of this cost should your usage increase. This can be implemented with your next upgrade, which could happen as soon as 2020 (see pages 20-23).

Color CPCs have also come down, and it is estimated that we could drop your cost for color to save you \$50,600 over five years with an upgrade (see page 54). In addition, we anticipate that implementing RS-PMS could help drop your copies per student ratios, which would lead to greater savings.

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	Main Office	Konica Minolta BHC554	A5AY011012927	KMBS	08/01/2012
Elm Street School NH30	Room 10	Konica Minolta MC 4750DN	A0VD012000895	KMBS	09/01/2010
Elm Street School NH30	Room 12	Konica Minolta MC 4750DN	A0VD012001158	KMBS	09/01/2010
Elm Street School NH30	Room 17 Special Ed	Konica Minolta MC 4750DN	A0VD012001177	KMBS	09/01/2010
Elm Street School NH30	Room 19	Konica Minolta MC 4750DN	A0VD012000492	KMBS	09/01/2010
Elm Street School NH30	Room 2	Konica Minolta MC 4750DN	A0VD012001169	KMBS	09/01/2010
Elm Street School NH30	Room 7	Konica Minolta MC 4750DN	A0VD012001161	KMBS	09/01/2010
Huot Tech Center	Business	Konica Minolta MC 4750DN	A0VD012001181	KMBS	09/01/2010
Huot Tech Center	Career Center	Konica Minolta MC 4750DN	A0VD012002588	KMBS	09/01/2010
Huot Tech Center	Engineering	Konica Minolta MC 7450II Grafx	322700619	KMBS	01/01/2009
Huot Tech Center	Main Office	Konica Minolta BHC554	A5AY011014735	KMBS	08/01/2012
Huot Tech Center	Multimedia Room	Konica Minolta MC 4750DN	A0VD012001183	KMBS	09/01/2010
Laconia Alternative Education	Office	Konica Minolta BHC454	A5C0011023538	KMBS	07/01/2012
Laconia High School	Adult Education	Konica Minolta BHC454	A5C0011023547	KMBS	07/01/2012
Laconia High School	English Department	Konica Minolta MC 4750DN	A0VD012001171	KMBS	09/01/2010
Laconia High School	Guidance Office	Konica Minolta BHC554	A5AY011012773	KMBS	08/01/2012
Laconia High School	Library Lab 2nd Floor	Konica Minolta MC 4750DN	A0VD012001178	KMBS	09/01/2010
Laconia High School	Music	Konica Minolta MC 4750DN	A0VD012300158	KMBS	09/01/2010
Laconia High School	Room 213	Konica Minolta MC 4750DN	A0VD012001185	KMBS	09/01/2010
Laconia High School	Room 507	Konica Minolta MC 7450II Grafx	322701849	KMBS	01/01/2009

Building	Department	Make/Model	Serial Number	NHS AU 30 - Laconia School District	
				Vendor Name	Intro Date
Laconia High School	Room 508 Bouffard	Konica Minolta MC 4750DN	A0VD012001188	KMBS	09/01/2010
Laconia High School	Room 509 Danielovich	Konica Minolta MC 4750DN	A0VD012001151	KMBS	09/01/2010
Laconia High School	Room 616 Math Office	Konica Minolta MC 4750DN	A0VD012000482	KMBS	09/01/2010
Laconia High School	Room G6 - English	Konica Minolta MC 4750DN	A0VD012001154	KMBS	09/01/2010
Laconia High School	Science Room	Konica Minolta MC 4750DN	A0VD012000101	KMBS	09/01/2010
Laconia High School	Social Studies	Konica Minolta MC 4750DN	A0VD012000560	KMBS	09/01/2010
Laconia High School	Special Ed across from Library	Konica Minolta MC 4750DN	A0VD012001141	KMBS	09/01/2010
Laconia High School	Special Education Office	Konica Minolta BHC554	A5AY011012946	KMBS	08/01/2012
Laconia High School	Student Activity Office	Konica Minolta BHC554	A5AY011014751	KMBS	08/01/2012
Laconia Middle School	Library	Konica Minolta MC 4750DN	A0VD012001148	KMBS	09/01/2010
Laconia Middle School	Main Office	Konica Minolta BHC554	A5AY011014700	KMBS	08/01/2012
Laconia Middle School	Room 136 Assistant Principal	Konica Minolta MC 4750DN	A0VD012001175	KMBS	09/01/2010
Laconia Middle School	Room 234	Konica Minolta MC 4750DN	A0VD012001152	KMBS	09/01/2010
Laconia Middle School	Room 338	Konica Minolta MC 4750DN	A0VD012001186	KMBS	09/01/2010
Laconia Middle School	Room 339	Konica Minolta MC 4750DN	A0VD012001142	KMBS	09/01/2010
Laconia Middle School	Teachers' Room 1st Floor	Konica Minolta BH951	A4EW011040163	KMBS	06/01/2012
Laconia Middle School	Teachers' Room 2nd Floor	Konica Minolta BH951	A4EW011040213	KMBS	06/01/2012
Laconia Middle School	Teachers' Room 3rd Floor	Konica Minolta BH951	A4EW011040150	KMBS	06/01/2012
Pleasant Street School	Kindergarten	Konica Minolta MC 4750DN	A0VD012001176	KMBS	09/01/2010
Pleasant Street School	Library	Konica Minolta MC 4750DN	A0VD012001187	KMBS	09/01/2010

Building	Department	Make/Model	Serial Number	NHSAU 30 - Laconia School District	
				Vendor Name	Intro Date
Pleasant Street School	Main Office	Konica Minolta BHC554	A5AY011014713	KMBS	08/01/2012
Pleasant Street School	Room 112	Konica Minolta MC 4750DN	A0VD012001179	KMBS	09/01/2010
Pleasant Street School	Room 123	Konica Minolta MC 4750DN	A0VD012001182	KMBS	09/01/2010
SAU #30	Office	Konica Minolta BHC454	A5C0011023517	KMBS	07/01/2012
SAU #30	Office 2nd Floor	Konica Minolta BHC554	A5AY011014701	KMBS	08/01/2012
Woodland Heights Elementary School	Commons	Konica Minolta MC 4750DN	A0VD012001156	KMBS	09/01/2010
Woodland Heights Elementary School	Computer Lab	Konica Minolta MC 4750DN	A0VD012001166	KMBS	09/01/2010
Woodland Heights Elementary School	Kindergarten	Konica Minolta MC 4750DN	A0VD012001162	KMBS	09/01/2010
Woodland Heights Elementary School	Main Office	Konica Minolta BHC554	A5AY011014680	KMBS	08/01/2012

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
BROTHER MFC-J985DW	U64491C8H276456	10.7.8.80	2018-11-29 12:11:32
HP LASERJET M605	CNBCH63062	10.1.6.201	2019-10-02 20:11:15
HP LASERJET P2055dn	CNB9058831	10.7.0.58	2019-03-07 08:11:04
KONICA-MINOLTA BIZHUB 754E	KM9285E1	10.2.0.6	2019-06-16 20:11:57



SPC Timeline

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



SPC Timeline

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

2019 STARDoc – Service Histories, Chromebook Bid & Papercut Installers

- Request single, multiple, or fleet service history for a specific time period
- Request annual fleet service history
- Scroll through specific copiers or printers going over budget
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.
- 3 of SPC's team members became Certified Papercut installers.

2020 SPC Roadmap

- Five Year Fleet Management (FYFM) - Projects out Five Year costs for all equipment based on current and past usage.
- Update Bid Process to simplify bid submission for all of our vendors.



STARDoc Features

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
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- 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 TVs)

Floorplan Administration

Who Benefits? Business Manager and IT

- Allows IT and Business Manager to move devices around on Floorplan
- 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 STARDoc
- Toggle Email all (Toner, Service Monthly Audits)



STARDoc Features

Device Listing Page

- 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



STARDoc Features


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.
- Application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD).
- Allows users to print at any area within the building as long as the MFD has the features needed by the user.

Over-Budget Report

- Catch overused equipment early, before equipment begins to break down due to overuse.
- 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:

 \$404

This building's average color prints per student is 314
 The industry average for color prints per student is 185

Previous

Next

Check Black/Color Default

Close



In The Pipeline...

Five Year Fleet Management (FYFM)

We have all heard the saying that Information is Power! Beginning with your next upgrade, FYFM will put you in the driver's seat.

Purpose of FYFM:

Interactive Tool you can alter with your printing habits. With the click of one button, it will incorporate both past, present and future usage, flagging any potential problematic areas. 'Right Size Print Management' will help to eliminate overused color copiers.

Setting up Future Budgets:

Projecting out your cost is crucial in setting up your budgets. With FYFM you will be able to take control of your future cost for the entire life of your fleet of copiers, MFP's and printers. STARDoc currently studies your printing habits and projects out for about eight months. FYFM will be able to project out your cost and volume for the entire life of your fleet, usually five years out.

Problematic Machines:

How would you know if your equipment is truly malfunctioning and needs to be replaced under warranty? FYFM will compare your service calls to all SPC's clients for like models and speeds. It will provide you with the number of service calls in a fiscal year and the average copies between calls so that you will know if your equipment is running efficiently and/or needs to be replaced under warranty at no charge. In awarding future bids, you will be able to see which company and which manufacturer is operating the best in your geographic area.

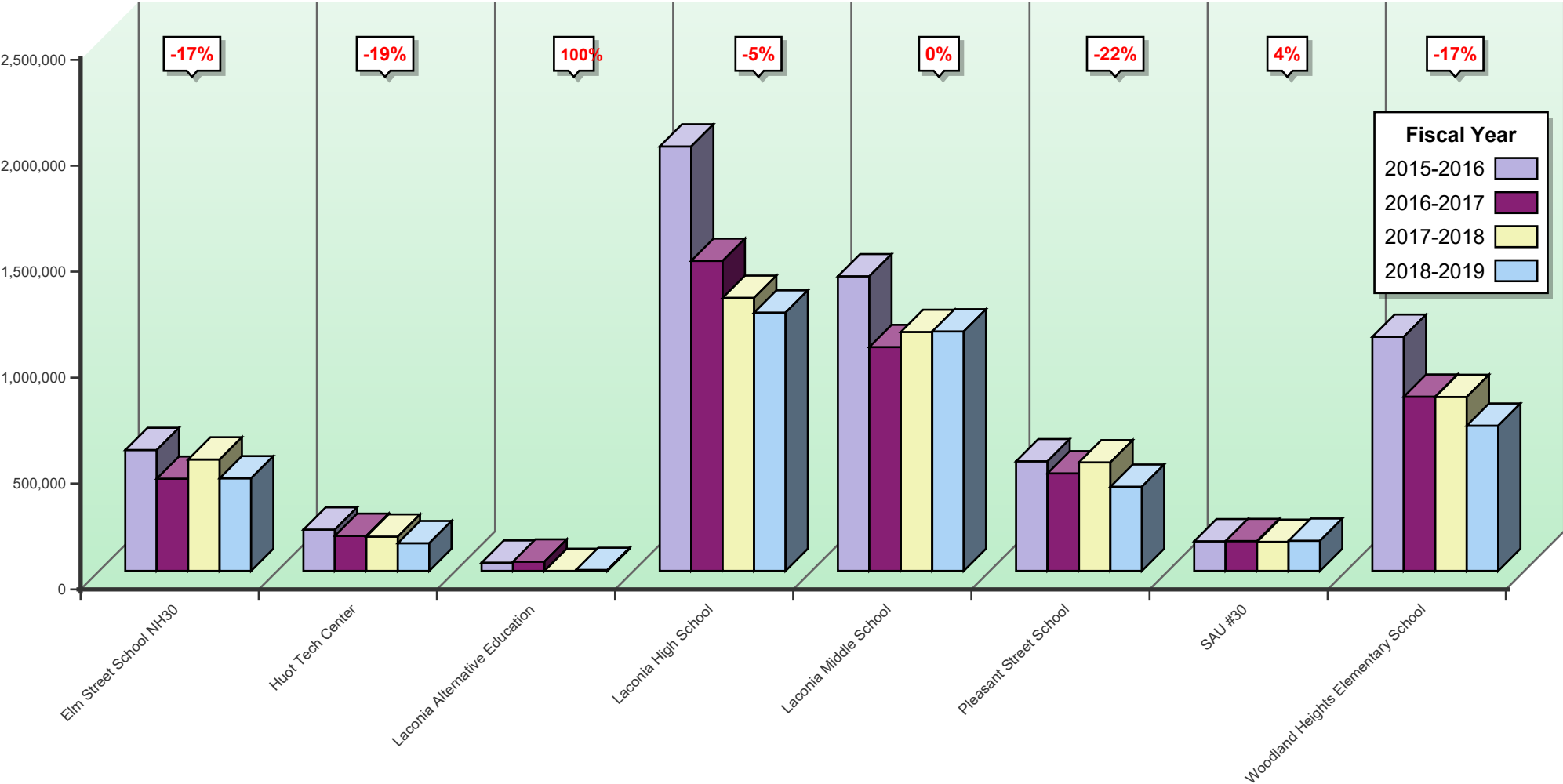
Warranty Replaced Machines

NHSAU 30 - Laconia School District

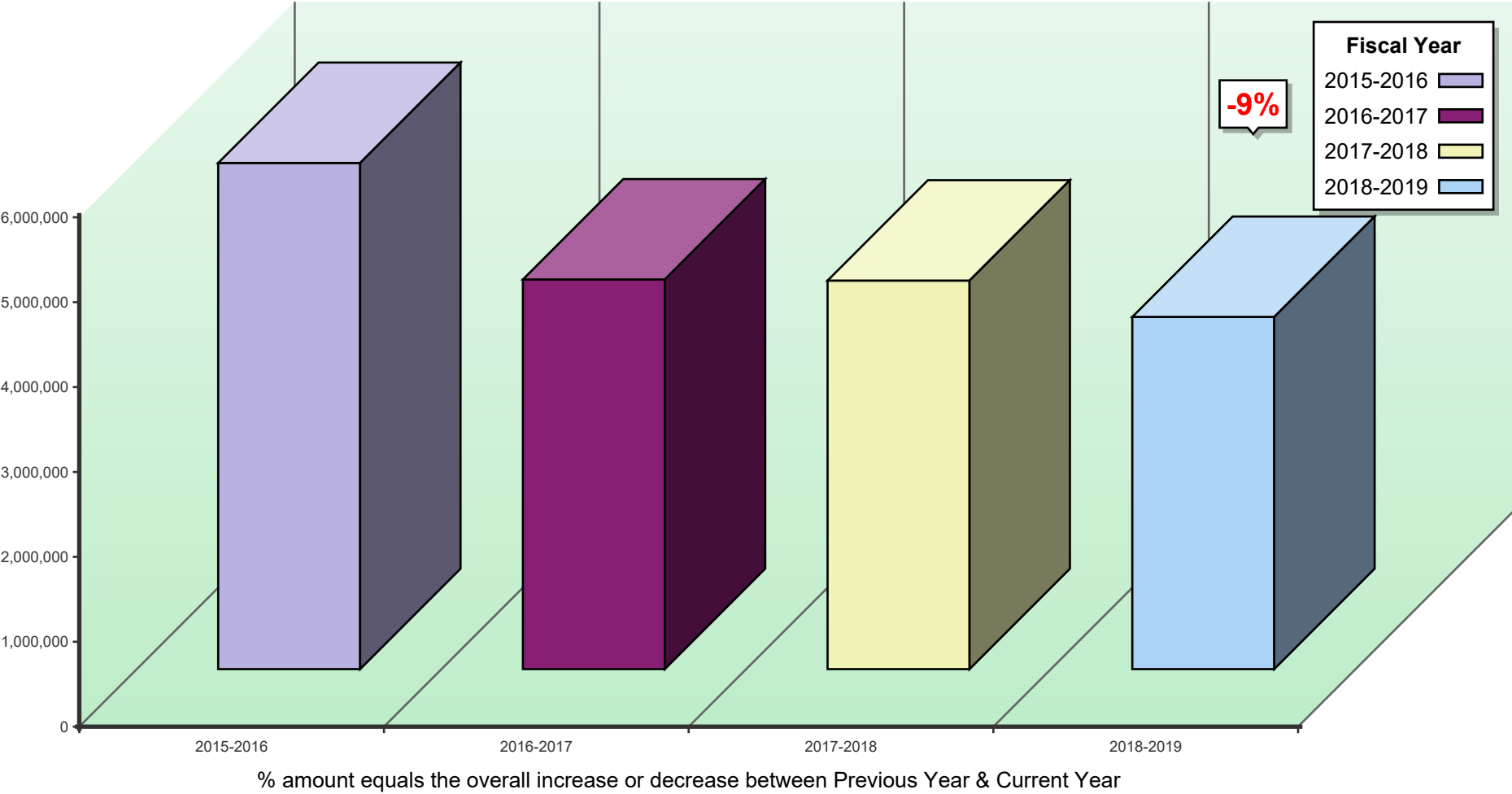
The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department/Room	Make/Model	Serial #	Vendor ID #	Date of Trade
Laconia High School	Copy Center Right	Konica Minolta-BH951	A4EW011040131	9360 4001	2018-08-10
Laconia High School	Copy Center Left	Konica Minolta-BH951	A4EW011040064	9356 4883	2018-08-10
Woodland Heights Elementary School	Teachers' Room	Konica Minolta-BH951	A4EW011040156	9360 4004	2019-04-22

Annual Black Volume by Location



Annual Black Volume Overall



Average Student-to-Copy Usage - Black

NHSAU 30 - Laconia School District

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Elm Street School NH30	312	437,361	\$10,734.80	1,402	\$34.41
Huot Tech Center	381	130,922	\$3,179.13	344	\$8.34
Laconia Alternative Education	31	4,628	\$106.98	149	\$3.45
Laconia High School	530	1,219,564	\$29,802.19	2,301	\$56.23
Laconia Middle School	446	1,130,609	\$26,408.92	2,535	\$59.21
Pleasant Street School	301	397,491	\$9,849.81	1,321	\$32.72
SAU #30	0	142,378	\$3,305.71	0	\$0.00
Woodland Heights Elementary School	383	685,658	\$16,149.94	1,790	\$42.17
Totals	2,384	4,148,611	\$99,537.47	1,740	\$41.75

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

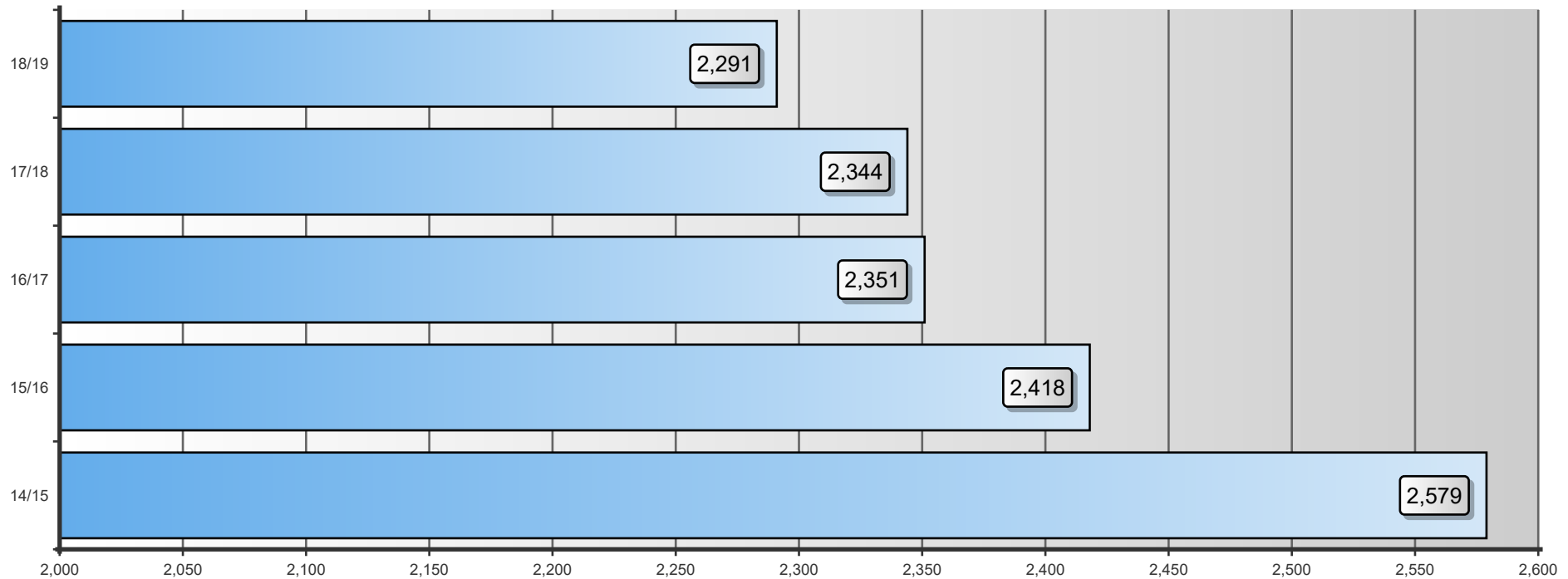
Industry Average Copies per Student - Black

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.

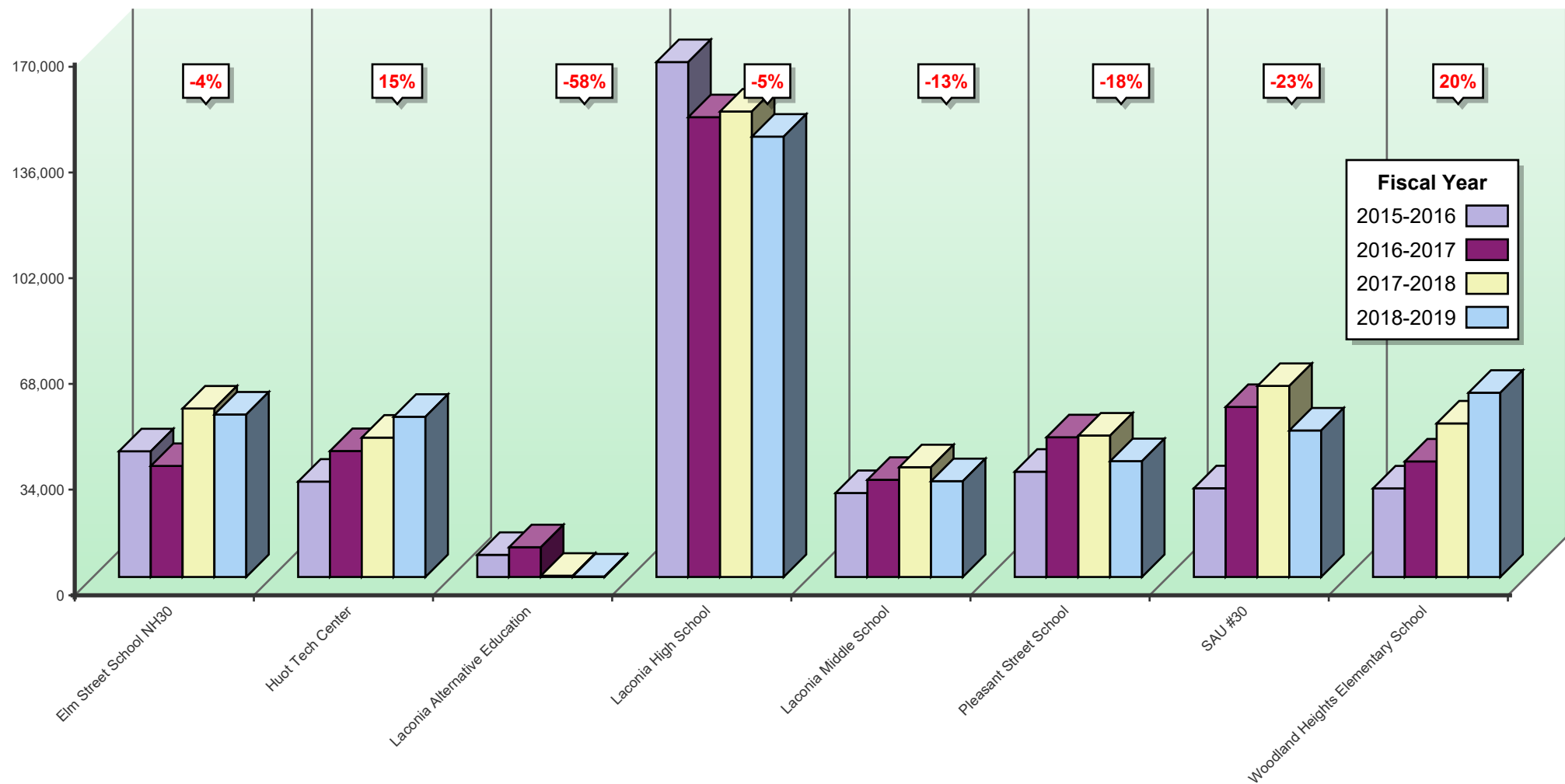
	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,897	192,210,359	\$4,000,539.34	2,291	\$47.68

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

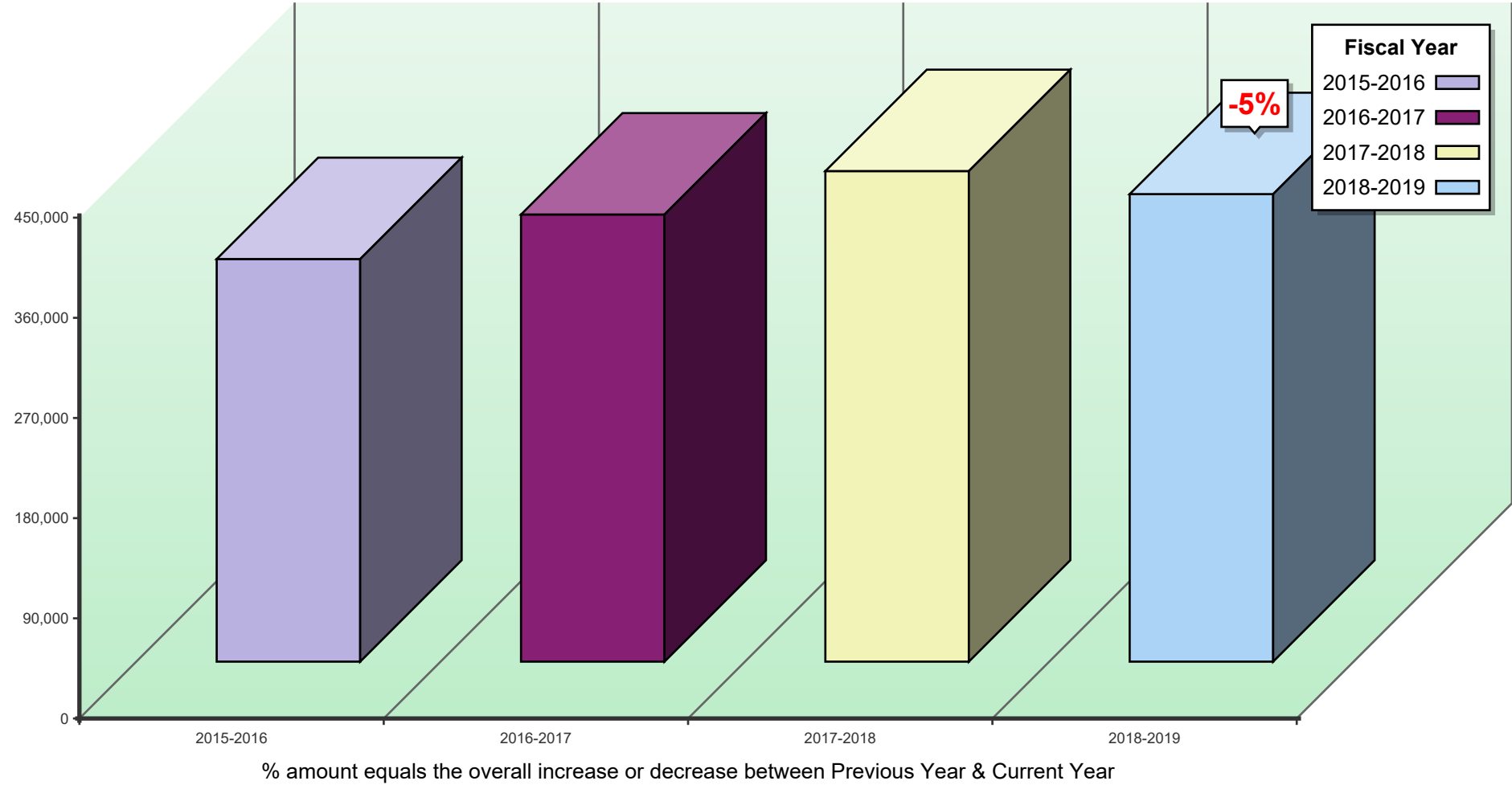
Average Copies Per Student - Black



Annual Color Volume by Location



Annual Color Volume Overall



Average Student-to-Copy Usage - Color

NHSAU 30 - Laconia School District

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Elm Street School NH30	312	52,268	\$3,253.94	168	\$10.43
Huot Tech Center	381	51,537	\$3,039.43	135	\$7.98
Laconia Alternative Education	31	172	\$9.32	6	\$0.30
Laconia High School	530	141,638	\$8,180.97	267	\$15.44
Laconia Middle School	446	30,825	\$1,776.52	69	\$3.98
Pleasant Street School	301	37,259	\$2,219.42	124	\$7.37
SAU #30	0	47,129	\$2,582.01	0	\$0.00
Woodland Heights Elementary School	383	59,263	\$3,510.15	155	\$9.16
Totals	2,384	420,091	\$24,571.76	176	\$10.31

*Total School Cost refers only to Service & Supplies as Paper and Equipment are included in the previous table for black prints.

Note: STARDoc tool will flag any future high color usage. See page 13 of STARDoc Features. Current industry ratio averages 216 color prints per student per year. Your color volume this year averages 176 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

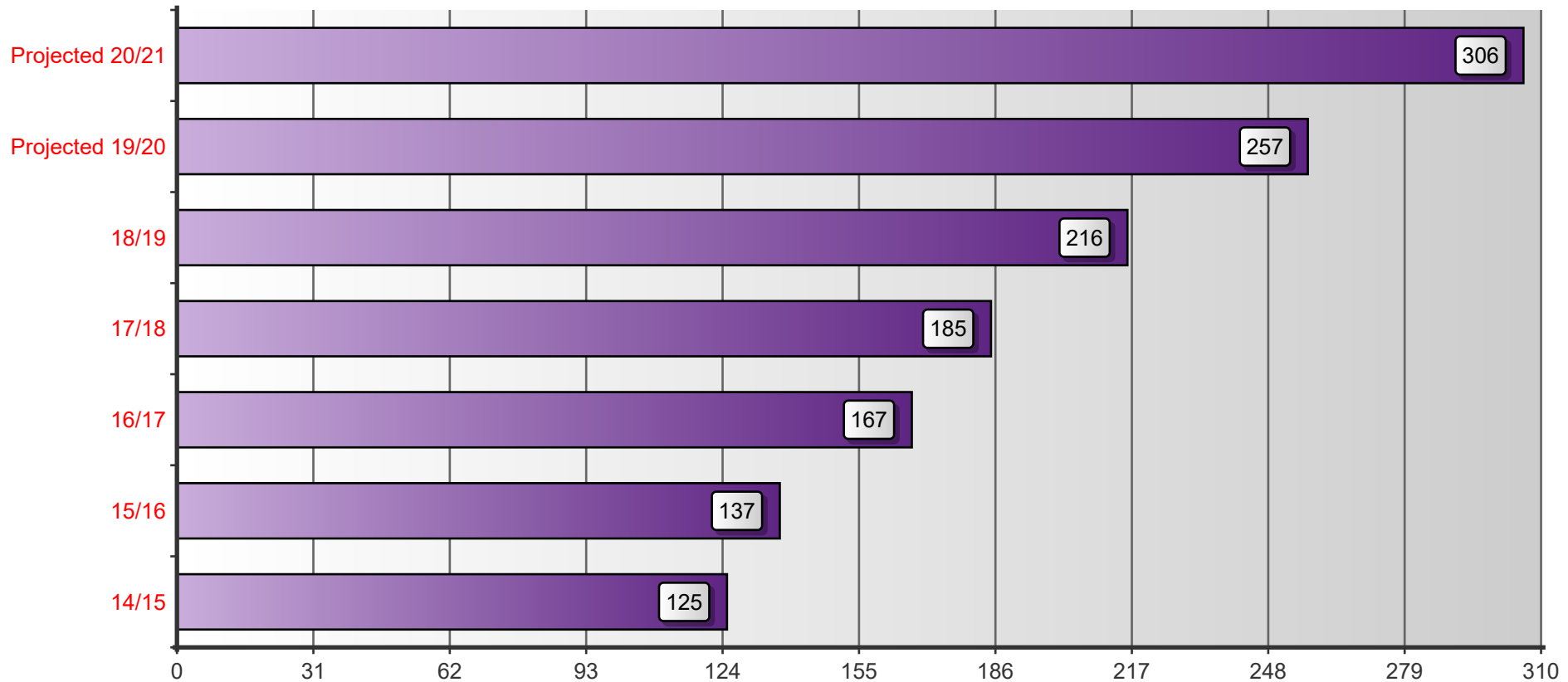
<i>District Wide Black Totals</i>	<i>4,148,611</i>	<i>\$17,677.32</i>
<i>District Wide Color Totals</i>	<i>420,091</i>	<i>\$24,090.31</i>

Industry Average Copies per Student - Color

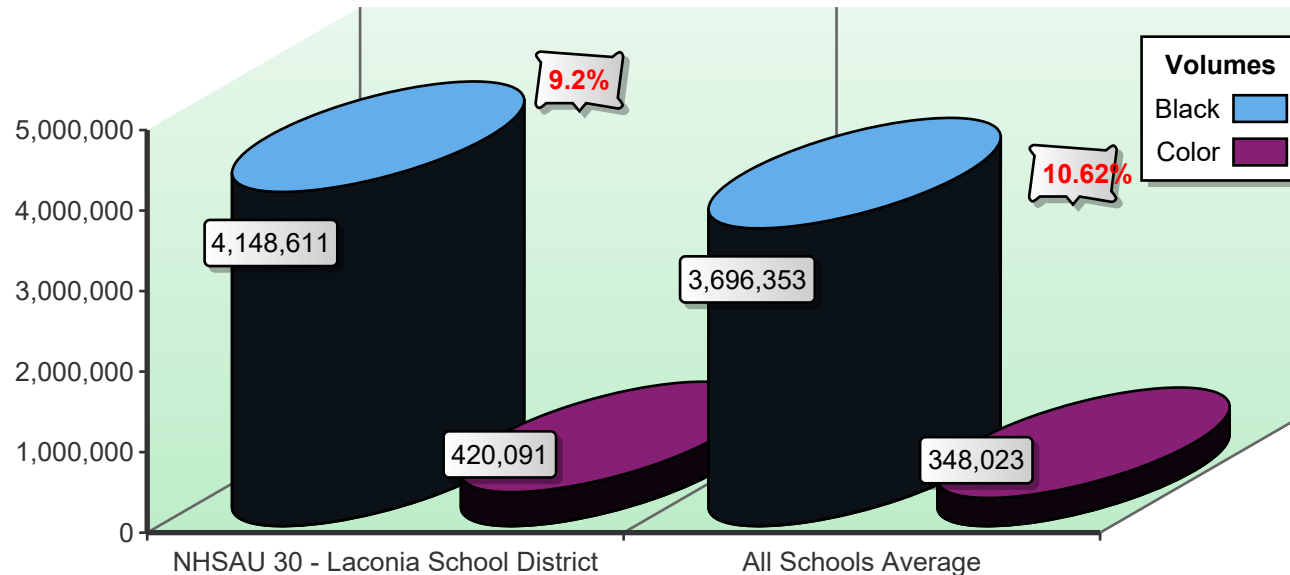
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	83,897	18,097,200	\$926,143.97	216	\$11.04

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



Color-to-Total Volume Comparison



SPC Analysis

COLOR printing is skyrocketing out of control! A five-year study of 83,000 students across the Tri-State region revealed a rapid increase in the K-12 sector. In fact, last year alone, color printing increased by 19%!

Taking Control What that means: If you are a school district of 1,000 students, the average color volume is 216,000 copies, which could be costing you from **\$7,500 > (CPC is at \$0.35) to \$10,000 per year. If current trends stay the same, then year five cost would be between \$17,897-\$23,863.** Obviously, some color printing is necessary. However, if color printing is not monitored properly, it could blow up your entire printing budget.

SOLUTION: SPC has developed Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire district to change all printing habits, SPC focuses only on the problematic locations. Best of all, by means of our tremendous buying power, that software comes to you at no charge! In fact, studies have shown that SPC saves a school district of 1,000 students an average of \$74,000 over five years, with our compensation included (a \$74.00 per student average cost savings).

So why overwhelm the entire district with very expensive, intrusive software to control this color printing explosion? Direct your blows with SPC's unique Right-Sized Print Management Software. Call Skip Tilton or Alex Webster to set up an in-person demonstration today.

Other beneficial features include Follow-Me Printing.

Usage Profile for Service & Supplies

NHSAU 30 - Laconia School District

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC.

Date of Last Upgrade: 08/01/2015

Make-Model/Speed

Serial Number/Vendor Machine ID

Life/Intro Date

Vendor

07/01/2018

Meter

06/30/2019

Meter

2018-2019

Annual

Volume

Cost/Copy

Annual Cost

Recommendations

Elm Street School

Main Office

Konica Minolta BHC554 / 55 PPM
A5AY011012927 / 9356 4841
3,000,000 / 08/2012
Color Photocopier
KMBS

247,929

305,076

57,147

\$0.00340

\$194.30

7 years from Intro.

36,798

47,143

10,345

\$0.05311

\$549.42

Room 10

Konica Minolta MC 4750DN / 31 PPM
A0VD012000895 / 8901 9567
750,000 / 09/2010
Color Network Printer
KMBS

89,432

100,429

10,997

\$0.01372

\$150.88

9 years from Intro.

High color CPC. Solution: Push usage over to o color copier.

81,548

97,488

15,940

\$0.06299

\$1,004.06

Room 12

Konica Minolta MC 4750DN / 31 PPM
A0VD012001158 /
750,000 / 09/2010
Color Network Printer
KMBS

89,440

95,790

6,350

\$0.01372

\$87.12

9 years from Intro.

High color CPC. Solution: Push usage over to color copier.

34,256

40,677

6,421

\$0.06299

\$404.46

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 17 Special Ed					
Konica Minolta MC 4750DN / 31 PPM	178,244	206,275	28,031	\$0.01372	9 years from Intro.
A0VD012001177 /				\$384.59	High color CPC. Solution: Push usage
750,000 / 09/2010	39,168	47,680	8,512	\$0.06299	over to color copier.
Color Network Printer				\$536.17	
KMBS					
Room 19					
Konica Minolta MC 4750DN / 31 PPM	21,366	21,687	321	\$0.01372	9 years from Intro.
A0VD012000492 / 8901 9564				\$4.40	High color CPC. Solution: Push usage
750,000 / 09/2010	36,316	37,985	1,669	\$0.06299	over to color copier.
Color Network Printer				\$105.13	
KMBS					
Room 2					
Konica Minolta MC 4750DN / 31 PPM	48,077	59,206	11,129	\$0.01372	9 years from Intro.
A0VD012001169 /				\$152.69	High color CPC. Solution: Push usage
750,000 / 09/2010	31,167	39,246	8,079	\$0.06299	over to color copier.
Color Network Printer				\$508.90	
KMBS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 7					
Konica Minolta MC 4750DN / 31 PPM	30,765	33,356	2,591	\$0.01372	9 years from Intro. High color CPC. Solution: Push usage over to color copier.
A0VD012001161 /				\$35.55	
750,000 / 09/2010	23,869	25,171	1,302	\$0.06299	
Color Network Printer				\$82.01	
KMBS					
Staff Room					
Konica Minolta BH754E / 75 PPM	1,081,080	1,401,875	320,795	\$0.00340	None at this time.
A55V017003916 / 9356 4856				\$1,090.70	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotal Black			437,361	\$2,100.23	
Subtotal Color			52,268	\$3,190.15	

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Huot Tech Center					
Auto Shop Cart					
Konica Minolta BH3300P / 35 PPM	901	925	24	\$0.00652	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	8,154	10,421	2,267	\$0.00340	None at this time.
A4Y4011011748 / 9348 5856				\$7.71	
750,000 / 01/2014	6,165	9,275	3,110	\$0.05311	
Color Laser MFP				\$165.17	
KMBS					
Building Trades					
Konica Minolta BHC3100P / 32 PPM	8,644	10,325	1,681	\$0.00652	None at this time.
A6DR011003749 / 9348 5853				\$10.96	
750,000 / 06/2014	2,235	3,465	1,230	\$0.05980	
Color Network Printer				\$73.55	
KMBS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Business					
Konica Minolta MC 4750DN / 31 PPM	41,975	45,314	3,339	\$0.01372	9 years from Intro.
A0VD012001181 /				\$45.81	High color CPC. Solution: Push usage
750,000 / 09/2010	21,267	25,551	4,284	\$0.06299	over to color copier.
Color Network Printer				\$269.85	
KMBS					
Career Center					
Konica Minolta MC 4750DN / 31 PPM	41,273	45,905	4,632	\$0.01372	9 years from Intro.
A0VD012002588 /				\$63.55	High color CPC. Solution: Push usage
750,000 / 09/2010	63,174	76,379	13,205	\$0.06299	over to color copier.
Color Network Printer				\$831.78	
KMBS					
Culinary Arts					
Konica Minolta BHC3100P / 32 PPM	8,075	10,139	2,064	\$0.00652	None at this time.
A6DR011003429 / 9348 5854				\$13.46	
750,000 / 06/2014	685	1,541	856	\$0.05980	
Color Network Printer				\$51.19	
KMBS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
ECE Room					
Konica Minolta BHC3100P / 32 PPM	17,937	23,128	5,191	\$0.00652	None at this time.
A6DR011003709 / 9348 5852				\$33.85	
750,000 / 06/2014	8,550	13,272	4,722	\$0.05980	
Color Network Printer				\$282.38	
KMBS					
Engineering					
Konica Minolta MC 7450II Grafx / 24 PPM	3,778	4,826	1,048	\$0.00652	10 years from Intro.
322700619 / 8802 6403				\$6.83	
500,000 / 01/2009	4,510	6,665	2,155	\$0.05980	
Color Network Printer				\$128.87	
KMBS					
Health Tech					
Konica Minolta BHC3100P / 32 PPM	5,174	7,103	1,929	\$0.00652	None at this time.
A6DR011002416 / 9348 5855				\$12.58	
750,000 / 06/2014	425	893	468	\$0.05980	
Color Network Printer				\$27.99	
KMBS					

NHSAU 30 - Laconia School District					
<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Main Office					
Konica Minolta BH3300P / 35 PPM	15,054	19,158	4,104	\$0.00652	None at this time.
A63P011002916 / 9348 5849				\$26.76	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Main Office					
Konica Minolta BHC554 / 55 PPM	409,501	512,436	102,935	\$0.00340	7 years from Intro.
A5AY011014735 / 9356 4858				\$349.98	
3,000,000 / 08/2012	40,493	61,309	20,816	\$0.05311	
Color Photocopier				\$1,105.54	
KMBS					
Multimedia Room					
Konica Minolta MC 4750DN / 31 PPM	21,133	22,841	1,708	\$0.01372	9 years from Intro. High color CPC. Solution: Push usage over to color copier.
A0VD012001183 /				\$23.43	
750,000 / 09/2010	10,056	10,747	691	\$0.06299	
Color Network Printer				\$43.53	
KMBS					
Subtotal Black			130,922	\$595.07	
Subtotal Color			51,537	\$2,979.84	

<i>Make-Model/Speed</i> <i>Serial Number/VendorID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Laconia Alternative Education					
Office					
Konica Minolta BHC454 / 45 PPM	82,967	87,595	4,628	\$0.00340	7 years from Intro.
A5C0011023538 / 9356 4859				\$15.74	
1,000,000 / 07/2012	17,105	17,277	172	\$0.05311	
Color Photocopier				\$9.13	
KMBS					
<hr/>					
	Subtotal Black		4,628	\$15.74	
	Subtotal Color		172	\$9.13	

<i>Make-Model/Speed</i> <i>Serial Number/VendorID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Laconia High School					
Adult Ed G3					
Konica Minolta BH4700P / 50 PPM	3,470	9,788	6,318	\$0.00652	None at this time.
A63N011007892 / 9348 5825				\$41.19	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Adult Ed Secretary					
Konica Minolta BH4700P / 50 PPM	15,415	17,379	1,964	\$0.00652	None at this time.
A63N011007886 / 9348 5824				\$12.81	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Adult Education					
Konica Minolta BHC454 / 45 PPM	104,497	130,922	26,425	\$0.00340	7 years from Intro. High color usage... Ratio is 267 copies per student while industry average is 216. Solution: Install RS-PMS.
A5C0011023547 / 9348 5833				\$89.85	
1,000,000 / 07/2012	29,992	40,888	10,896	\$0.05311	
Color Photocopier				\$578.69	
KMBS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>08/10/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Copy Center Left					
Konica Minolta BH754 / 75 PPM	1,109,531	1,508,708	399,177	\$0.00340	None at this time.
A55V017001545 / 9357 6344				\$1,357.20	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Copy Center Left					
Konica Minolta BH951 / 95 PPM	1,672,834	1,685,239	12,405	\$0.00340	Replaced with A55V017001545.
A4EW011040064 / 9356 4883				\$42.18	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Copy Center Right					
Konica Minolta BH754 / 75 PPM	274,014	615,970	341,956	\$0.00340	None at this time.
A55V017001530 / 9357 6346				\$1,162.65	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>08/10/2018</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Copy Center Right					
Konica Minolta BH951 / 95 PPM	1,556,590	1,564,415	7,825	\$0.00340	Replaced with A55V017001530.
A4EW011040131 / 9360 4001				\$26.61	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
English Department					
Konica Minolta MC 4750DN / 31 PPM	108,688	120,678	11,990	\$0.01372	9 years from Intro. High color CPC. Solution: Push color usage over to color copier.
A0VD012001171 /				\$164.50	
750,000 / 09/2010	16,942	16,979	37	\$0.06299	
Color Network Printer				\$2.33	
KMBS					
Facility Manager					
Konica Minolta BH25e / 25 PPM	3,859	6,986	3,127	\$0.00426	None at this time.
DD136120159018 /				\$13.32	
500,000 / 09/2013	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Guidance Office					
Konica Minolta BHC554 / 55 PPM	129,472	179,313	49,841	\$0.00340	7 years from Intro.
A5AY011012773 / 9348 5664				\$169.46	
3,000,000 / 08/2012	20,561	26,376	5,815	\$0.05311	
Color Photocopier				\$308.83	
KMBS					
IT Department					
Konica Minolta BHC3350 / 35 PPM	9,128	12,971	3,843	\$0.00340	None at this time.
A4Y4011012363 / 9348 5823				\$13.07	
750,000 / 01/2014	5,178	8,419	3,241	\$0.05311	
Color Laser MFP				\$172.13	
KMBS					
Library Lab 2nd Floor					
Konica Minolta MC 4750DN / 31 PPM	58,786	70,848	12,062	\$0.01372	9 years from Intro. High color CPC. Solution: Push usage over to color copier.
A0VD012001178 /				\$165.49	
750,000 / 09/2010	13,524	20,271	6,747	\$0.06299	
Color Network Printer				\$424.99	
KMBS					

NHSAU 30 - Laconia School District

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Main Office					
Konica Minolta BHC3350 / 35 PPM A4Y4011012517 / 9348 5844 750,000 / 01/2014 Color Laser MFP KMBS	51,163	62,470	11,307	\$0.00340 \$38.44	High color usage... Ratio is 267 copies per student while industry average is 216. Solution: Install RS-PMS.
	58,481	66,471	7,990	\$0.05311 \$424.35	
Konica Minolta BHC3100P / 32 PPM A6DR012107599 / 750,000 / 06/2014 Color Network Printer KMBS	2,330	9,062	6,732	\$0.00630 \$42.41	None at this time.
	1,413	3,475	2,062	\$0.05782 \$119.22	
Music					
Konica Minolta MC 4750DN / 31 PPM A0VD012300158 / 750,000 / 09/2010 Color Network Printer KMBS	14,003	16,488	2,485	\$0.01372 \$34.09	9 years from Intro. High color CPC. Solution: Push usage over to color copier.
	17,992	18,125	133	\$0.06299 \$8.38	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 213					
Konica Minolta MC 4750DN / 31 PPM	90,371	137,348	46,977	\$0.01372	9 years from Intro. High color CPC. Solution: Push usage over to color copier.
A0VD012001185 /				\$644.52	
750,000 / 09/2010	21,408	26,433	5,025	\$0.06299	
Color Network Printer				\$316.52	
KMBS					
Room 507					
Konica Minolta MC 7450II Grafx / 24 PPM	6,776	8,323	1,547	\$0.00652	10 years from Intro.
322701849 / 9355 5526				\$10.09	
500,000 / 01/2009	11,196	14,522	3,326	\$0.05980	
Color Network Printer				\$198.89	
KMBS					
Room 508 Bouffard					
Konica Minolta MC 4750DN / 31 PPM	11,830	12,667	837	\$0.01372	9 years from Intro. High color CPC. Solution: Push usage over to color copier.
A0VD012001188 /				\$11.48	
750,000 / 09/2010	17,710	20,526	2,816	\$0.06299	
Color Network Printer				\$177.38	
KMBS					

<i>Make-Model/Speed</i>					
<i>Serial Number/Vendor Machine ID</i>			<i>2018-2019</i>	<i>Cost/Copy</i>	
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>		
Room 509 Danielovich					
Konica Minolta MC 4750DN / 31 PPM	76,806	78,595	1,789	\$0.01372	9 years from Intro.
A0VD012001151 /				\$24.55	High color CPC. Solution: Push usage
750,000 / 09/2010	26,293	29,666	3,373	\$0.06299	over to color copier.
Color Network Printer				\$212.47	
KMBS					
Room 616 Math Office					
Konica Minolta MC 4750DN / 31 PPM	197,040	219,983	22,943	\$0.01372	9 years from Intro.
A0VD012000482 / 8802 6411				\$314.78	High color CPC and usage. Solution: Push
750,000 / 09/2010	39,825	50,518	10,693	\$0.06299	usage to color copier; install RS-PMS.
Color Network Printer				\$673.55	
KMBS					
Room 916 Special Education					
Konica Minolta BHC3100P / 32 PPM	24,836	32,496	7,660	\$0.00652	None at this time.
A6DR011003718 /				\$49.94	
750,000 / 06/2014	9,124	15,206	6,082	\$0.05980	
Color Network Printer				\$363.70	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room G6 - English					
Konica Minolta MC 4750DN / 31 PPM	59,122	64,121	4,999	\$0.01372	9 years from Intro. High color CPC. Solution: Push usage over to color copier.
A0VD012001154 /				\$68.59	
750,000 / 09/2010	10,647	10,801	154	\$0.06299	
Color Network Printer KMBS				\$9.70	
Science Classroom - Ashworth					
Konica Minolta BHC3100P / 32 PPM	7,736	10,504	2,768	\$0.00652	None at this time.
A6DR011003712 /				\$18.05	
750,000 / 06/2014	3,047	3,136	89	\$0.05980	
Color Network Printer KMBS				\$5.32	
Science Room					
Konica Minolta MC 4750DN / 31 PPM	63,449	71,751	8,302	\$0.01372	9 years from Intro. High color CPC. Solution: Push usage over to color copier.
A0VD012000101 / 8802 6410				\$113.90	
750,000 / 09/2010	44,022	47,404	3,382	\$0.06299	
Color Network Printer KMBS				\$213.03	

<i>Make-Model/Speed</i>					
<i>Serial Number/Vendor Machine ID</i>			<i>2018-2019</i>		
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
Social Studies					
Konica Minolta MC 4750DN / 31 PPM	250,734	268,850	18,116	\$0.01372	9 years from Intro.
A0VD012000560 / 8802 6412				\$248.55	High color CPC. Solution: Push usage
750,000 / 09/2010	71,678	77,805	6,127	\$0.06299	over to color copier.
Color Network Printer				\$385.94	
KMBS					
Special Ed across from Library					
Konica Minolta MC 4750DN / 31 PPM	142,677	157,097	14,420	\$0.01372	9 years from Intro.
A0VD012001141 /				\$197.84	High color CPC. Solution: Push usage
750,000 / 09/2010	37,843	42,378	4,535	\$0.06299	over to color copier.
Color Network Printer				\$285.66	
KMBS					
Special Education Office					
Konica Minolta BHC554 / 55 PPM	297,114	394,978	97,864	\$0.00340	7 years from Intro.
A5AY011012946 / 9398 5835				\$332.74	High color usage... Ratio is 267 copies
3,000,000 / 08/2012	39,402	56,768	17,366	\$0.05311	per student while industry average is 216.
Color Photocopier				\$922.31	Solution: Install RS-PMS.
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Student Activity Office					
Konica Minolta BHC554 / 55 PPM	377,254	471,139	93,885	\$0.00340	7 years from Intro.
A5AY011014751 / 9348 5837				\$319.21	High color usage... Ratio is 267 copies
3,000,000 / 08/2012	133,651	175,400	41,749	\$0.05311	per student while industry average is 216.
Color Photocopier				\$2,217.29	Solution: Install RS-PMS.
KMBS					
<hr/>					
	Subtotal Black		1,219,564	\$5,727.51	
	Subtotal Color		141,638	\$8,020.70	

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Laconia Middle School					
Alt. Program					
Konica Minolta BH3300P / 35 PPM	10,350	14,823	4,473	\$0.00652	None at this time.
A63P011003033 /				\$29.16	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Consmer Family Science					
Konica Minolta BH3300P / 35 PPM	212	4,369	4,157	\$0.00652	None at this time.
A63P011003459 /				\$27.10	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Library					
Konica Minolta MC 4750DN / 31 PPM	56,011	60,195	4,184	\$0.01372	9 years from Intro. High color CPC. Solution: Push usage over to color copier.
A0VD012001148 /				\$57.40	
750,000 / 09/2010	11,486	13,578	2,092	\$0.06299	
Color Network Printer				\$131.78	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Main Office					
Konica Minolta BHC554 / 55 PPM	208,980	276,532	67,552	\$0.00340	7 years from Intro.
A5AY011014700 / 9348 5838				\$229.68	
3,000,000 / 08/2012	46,739	65,192	18,453	\$0.05311	
Color Photocopier				\$980.04	
KMBS					
Room 136 Assistant Principal					
Konica Minolta MC 4750DN / 31 PPM	265,300	271,336	6,036	\$0.01372	9 years from Intro. High color CPC. Solution: Push usage over to color copier.
A0VD012001175 /				\$82.81	
750,000 / 09/2010	60,019	60,390	371	\$0.06299	
Color Network Printer				\$23.37	
KMBS					
Room 150 Guidance					
Konica Minolta BHC3100P / 32 PPM	24,588	38,921	14,333	\$0.00652	None at this time.
A6DR011003715 /				\$93.45	
750,000 / 06/2014	12,767	18,298	5,531	\$0.05980	
Color Network Printer				\$330.75	
KMBS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 167					
Konica Minolta BH3300P / 35 PPM	20,558	26,840	6,282	\$0.00652	None at this time.
A63P011003402 /				\$40.96	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 234					
Konica Minolta MC 4750DN / 31 PPM	20,588	23,641	3,053	\$0.01372	9 years from Intro.
A0VD012001152 /				\$41.89	High color CPC. Solution: Push usage
750,000 / 09/2010	12,933	14,632	1,699	\$0.06299	over to color copier.
Color Network Printer				\$107.02	
KMBS					
Room 338					
Konica Minolta MC 4750DN / 31 PPM	19,352	21,196	1,844	\$0.01372	9 years from Intro.
A0VD012001186 /				\$25.30	High color CPC. Solution: Push usage
750,000 / 09/2010	15,465	17,810	2,345	\$0.06299	over to color copier.
Color Network Printer				\$147.71	
KMBS					

<i>Make-Model/Speed</i>					
<i>Serial Number/Vendor Machine ID</i>			<i>2018-2019</i>	<i>Cost/Copy</i>	
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>		
Room 339					
Konica Minolta MC 4750DN / 31 PPM	17,260	18,858	1,598	\$0.01372	9 years from Intro. High color CPC. Solution: Push usage over to color copier.
A0VD012001142 /				\$21.92	
750,000 / 09/2010	3,702	4,036	334	\$0.06299	
Color Network Printer				\$21.04	
KMBS					
Special Ed Airprint					
Konica Minolta BHC3100P / 32 PPM	4,502	4,502	0	\$0.00652	Underused!
A6DR011003721 / 9348 5863				\$0.00	
750,000 / 06/2014	2,289	2,289	0	\$0.05980	
Color Network Printer				\$0.00	
KMBS					
Special Ed Printer					
Konica Minolta BH3300P / 35 PPM	13,030	14,842	1,812	\$0.00652	None at this time.
A63P011003688 /				\$11.81	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Teachers' Room 1st Floor					
Konica Minolta BH951 / 95 PPM	1,251,250	1,647,792	396,542	\$0.00340	7 years from Intro.
A4EW011040163 / 9348 5843				\$1,348.24	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Teachers' Room 2nd Floor					
Konica Minolta BH951 / 95 PPM	1,132,851	1,467,993	335,142	\$0.00340	7 years from Intro.
A4EW011040213 / 9360 4002				\$1,139.48	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Teachers' Room 3rd Floor					
Konica Minolta BH951 / 95 PPM	852,999	1,136,600	283,601	\$0.00340	7 years from Intro.
A4EW011040150 / 9356 4884				\$964.24	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<hr/>					
	Subtotal Black		1,130,609	\$4,113.47	
	Subtotal Color		30,825	\$1,741.71	

NHSAU 30 - Laconia School District

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Pleasant Street School					
Kindergarten					
Konica Minolta MC 4750DN / 31 PPM	112,217	125,227	13,010	\$0.01372	9 years from Intro. High color CPC. Solution: Push usage over to color copier.
A0VD012001176 /				\$178.50	
750,000 / 09/2010	61,857	68,295	6,438	\$0.06299	
Color Network Printer				\$405.53	
KMBS					
Library					
Konica Minolta MC 4750DN / 31 PPM	65,054	80,908	15,854	\$0.01372	9 years from Intro. High color CPC. Solution: Push usage over to color copier.
A0VD012001187 /				\$217.52	
750,000 / 09/2010	37,329	44,738	7,409	\$0.06299	
Color Network Printer				\$466.69	
KMBS					
Main Office					
Konica Minolta BHC554 / 55 PPM	354,158	435,417	81,259	\$0.00340	7 years from Intro.
A5AY011014713 / 9356 4878				\$276.28	
3,000,000 / 08/2012	53,880	71,189	17,309	\$0.05311	
Color Photocopier				\$919.28	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 112					
Konica Minolta MC 4750DN / 31 PPM	46,315	46,696	381	\$0.01372	9 years from Intro.
A0VD012001179 /				\$5.23	High color CPC. Solution: Push usage
750,000 / 09/2010	10,002	10,677	675	\$0.06299	over to color copier.
Color Network Printer				\$42.52	
KMBS					
Room 123					
Konica Minolta MC 4750DN / 31 PPM	201,145	234,800	33,655	\$0.01372	9 years from Intro.
A0VD012001182 /				\$461.75	High color CPC. Solution: Push usage
750,000 / 09/2010	40,313	45,741	5,428	\$0.06299	over to color copier.
Color Network Printer				\$341.91	
KMBS					
Teachers' Work Room					
Konica Minolta BH754E / 75 PPM	917,425	1,170,757	253,332	\$0.00340	None at this time.
A55V017004400 / 9348 5856				\$861.33	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<hr/>					
	Subtotal Black		397,491	\$2,000.60	
	Subtotal Color		37,259	\$2,175.93	

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU #30					
Food Service					
Konica Minolta BHC3100P / 32 PPM A6DR011003673 / 9348 5851 750,000 / 06/2014 Color Network Printer KMBS	19,408	23,468	4,060	\$0.00652 \$26.47 \$0.05980 \$254.21	None at this time.
Office					
Konica Minolta BHC454 / 45 PPM A5C0011023517 / 9356 4888 1,000,000 / 07/2012 Color Photocopier KMBS	110,004	166,209	56,205	\$0.00340 \$191.10 \$0.05311 \$415.53	7 years from Intro.
Office 2nd Floor					
Konica Minolta BHC554 / 55 PPM A5AY011014701 / 9348 5857 3,000,000 / 08/2012 Color Photocopier KMBS	285,618	367,198	81,580	\$0.00340 \$277.37 \$0.05311 \$1,861.72	7 years from Intro.

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Upstairs					
Konica Minolta BH3300P / 35 PPM	3,069	3,602	533	\$0.00652	Underused!
A63P011001716 / 9348 5847				\$3.48	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<hr/>					
		Subtotal Black	142,378	\$498.42	
		Subtotal Color	47,129	\$2,531.46	

NHSAU 30 - Laconia School District

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Woodland Heights Elementary School					
Commons					
Konica Minolta MC 4750DN / 31 PPM	69,781	82,336	12,555	\$0.01372	9 years from Intro. High color CPC. Solution: Push usage over to color copier.
A0VD012001156 /				\$172.25	
750,000 / 09/2010	49,761	69,807	20,046	\$0.06299	
Color Network Printer				\$1,262.70	
KMBS					
Computer Lab					
Konica Minolta MC 4750DN / 31 PPM	20,438	24,328	3,890	\$0.01372	9 years from Intro. High color CPC. Solution: Push usage over to color copier.
A0VD012001166 /				\$53.37	
750,000 / 09/2010	12,995	15,458	2,463	\$0.06299	
Color Network Printer				\$155.14	
KMBS					
Kindergarten					
Konica Minolta MC 4750DN / 31 PPM	68,137	80,283	12,146	\$0.01372	9 years from Intro. High color CPC. Solution: Push usage over to color copier.
A0VD012001162 /				\$166.64	
750,000 / 09/2010	41,607	48,847	7,240	\$0.06299	
Color Network Printer				\$456.05	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>04/25/2019 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Library					
Konica Minolta BH808 / 80 PPM	365,853	379,810	13,957	\$0.00340	None at this time.
A8KN011001443 / 9468 8118				\$47.45	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Library					
Konica Minolta BH951 / 95 PPM	1,648,037	2,014,577	366,540	\$0.00340	Replaced with A8KN011001443.
A4EW011040164 / 9356 5664				\$1,246.24	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Main Office					
Konica Minolta BHC554 / 55 PPM	363,170	470,085	106,915	\$0.00340	7 years from Intro.
A5AY011014680 / 9348 5859				\$363.51	
3,000,000 / 08/2012	58,374	87,888	29,514	\$0.05311	
Color Photocopier				\$1,567.49	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>04/25/2019 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Teachers' Room					
Konica Minolta BH754 / 75 PPM	395,936	421,521	25,585	\$0.00340	None at this time.
A55V017005557 /				\$86.99	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Teachers' Room					
Konica Minolta BH951 / 95 PPM	661,834	805,904	144,070	\$0.00340	Replaced with A55V017005557.
A4EW011040156 / 9360 4004				\$489.84	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotal Black			685,658	\$2,626.30	
Subtotal Color			59,263	\$3,441.38	
District Wide Black Totals			4,148,611	\$17,677.32	
District Wide Color Totals			420,091	\$24,090.31	Your average Color CPC is \$0.0573. Solution: Renegotiate CPC down to \$0.04, saving \$50,600 over five years!

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 05/01/2007 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2018-2019 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
4,148,611	\$0.00946	\$39,245.86

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
4,148,611	\$0.00426	\$17,673.08	\$21,572.78	\$107,863.89

**Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$21,572.78 x 12 years as a Client
= \$258,873.33 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	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Elm Street School NH30	437,361	\$2,142.73	\$2,361.75	\$6,230.32	\$10,734.80
Huot Tech Center	130,922	\$607.13	\$706.98	\$1,865.02	\$3,179.13
Laconia Alternative Education	4,628	\$16.06	\$24.99	\$65.93	\$106.98
Laconia High School	1,219,564	\$5,843.54	\$6,585.65	\$17,373.00	\$29,802.19
Laconia Middle School	1,130,609	\$4,197.82	\$6,105.29	\$16,105.81	\$26,408.92
Pleasant Street School	397,491	\$2,041.00	\$2,146.45	\$5,662.36	\$9,849.81
SAU #30	142,378	\$508.66	\$768.84	\$2,028.21	\$3,305.71
Woodland Heights Elementary School	685,658	\$2,680.01	\$3,702.55	\$9,767.37	\$16,149.94
Total	4,148,611	\$18,036.95	\$22,402.50	\$59,098.02	\$99,537.47

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: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a **Retail Cost of \$45,640** is coming in at **\$7,342...16% of Retail!** Our prices are negotiated with 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	52,268	\$3,253.94
Huot Tech Center	51,537	\$3,039.43
Laconia Alternative Education	172	\$9.32
Laconia High School	141,638	\$8,180.97
Laconia Middle School	30,825	\$1,776.52
Pleasant Street School	37,259	\$2,219.42
SAU #30	47,129	\$2,582.01
Woodland Heights Elementary School	59,263	\$3,510.15
Total	420,091	\$24,571.76

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%.**

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	3,127	\$0.00426	\$13.32	\$0.00435	\$13.60
Konica-Minolta Business Solutions	Black Network Printer	29,667	\$0.00652	\$193.43	\$0.00665	\$197.29
Konica-Minolta Business Solutions	Black Photocopier	2,900,927	\$0.00340	\$9,863.15	\$0.00347	\$10,066.22
Konica-Minolta Business Solutions	Color Laser MFP	17,417	\$0.00340	\$59.22	\$0.00347	\$60.44
Konica-Minolta Business Solutions	Color Network Printer	6,732	\$0.00630	\$42.41	\$0.00643	\$43.29
Konica-Minolta Business Solutions	Color Network Printer	42,281	\$0.00652	\$275.67	\$0.00665	\$281.17
Konica-Minolta Business Solutions	Color Network Printer	322,224	\$0.01372	\$4,420.91	\$0.01399	\$4,507.91
Konica-Minolta Business Solutions	Color Photocopier	826,236	\$0.00340	\$2,809.20	\$0.00347	\$2,867.04
Total		4,148,611	\$0.00426	\$17,677.32	\$0.00435	\$18,036.95

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%.**

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Color Laser MFP	14,341	\$0.05311	\$761.65	\$0.05417	\$776.85
Konica-Minolta Business Solutions	Color Network Printer	2,062	\$0.05782	\$119.22	\$0.05898	\$121.62
Konica-Minolta Business Solutions	Color Network Printer	28,710	\$0.05980	\$1,716.86	\$0.06100	\$1,751.31
Konica-Minolta Business Solutions	Color Network Printer	159,665	\$0.06299	\$10,057.30	\$0.06425	\$10,258.48
Konica-Minolta Business Solutions	Color Photocopier	215,313	\$0.05311	\$11,435.27	\$0.05417	\$11,663.51
Total		420,091	\$0.05735	\$24,090.31	\$0.05849	\$24,571.76

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	08/01/2015
Lease End Date	08/01/2020
Term	5 Annual
Annual Payment usually due on 8/1	\$59,098.02
Remaining Payments	1

**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 BH754E	A55V017003916
Elm Street School NH30	Konica Minolta BHC554	A5AY011012927
Huot Tech Center	Konica Minolta MC 7450II GrafX	322700619
Huot Tech Center	Konica Minolta BHC3350	A4Y4011011748
Huot Tech Center	Konica Minolta BHC554	A5AY011014735
Huot Tech Center	Konica Minolta BH3300P	A63P011001673
Huot Tech Center	Konica Minolta BH3300P	A63P011002916
Huot Tech Center	Konica Minolta BHC3100P	A6DR011002416
Huot Tech Center	Konica Minolta BHC3100P	A6DR011003429
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 BHC3350	A4Y4011012363
Laconia High School	Konica Minolta BHC3350	A4Y4011012517
Laconia High School	Konica Minolta BH754	A55V017001530
Laconia High School	Konica Minolta BH754	A55V017001545
Laconia High School	Konica Minolta BHC554	A5AY011012773
Laconia High School	Konica Minolta BHC554	A5AY011012946
Laconia High School	Konica Minolta BHC554	A5AY011014751
Laconia High School	Konica Minolta BHC454	A5C0011023547
Laconia High School	Konica Minolta BH4700P	A63N011007886
Laconia High School	Konica Minolta BH4700P	A63N011007892
Laconia High School	Konica Minolta BHC3100P	A6DR011003712
Laconia High School	Konica Minolta BHC3100P	A6DR011003718
Laconia High School	Konica Minolta BH25e	DD136120159018
Laconia Middle School	Konica Minolta BH951	A4EW011040150
Laconia Middle School	Konica Minolta BH951	A4EW011040163
Laconia Middle School	Konica Minolta BH951	A4EW011040213
Laconia Middle School	Konica Minolta BHC554	A5AY011014700
Laconia Middle School	Konica Minolta BH3300P	A63P011003033
Laconia Middle School	Konica Minolta BH3300P	A63P011003402
Laconia Middle School	Konica Minolta BH3300P	A63P011003459
Laconia Middle School	Konica Minolta BH3300P	A63P011003688

Building	Make/Model	Serial Number
Laconia Middle School	Konica Minolta BHC3100P	A6DR011003715
Laconia Middle School	Konica Minolta BHC3100P	A6DR011003721
Pleasant Street School	Konica Minolta BH754E	A55V017004400
Pleasant Street School	Konica Minolta BHC554	A5AY011014713
SAU #30	Konica Minolta BHC554	A5AY011014701
SAU #30	Konica Minolta BHC454	A5C0011023517
SAU #30	Konica Minolta BH3300P	A63P011001716
SAU #30	Konica Minolta BHC3100P	A6DR011003673
Woodland Heights Elementary School	Konica Minolta BH754	A55V017005557
Woodland Heights Elementary School	Konica Minolta BHC554	A5AY011014680
Woodland Heights Elementary School	Konica Minolta BH808	A8KN011001443

Owned Equipment

Building	Make/Model	Serial Number
Elm Street School NH30	Konica MinoltaMC 4750DN	A0VD012000492
Elm Street School NH30	Konica MinoltaMC 4750DN	A0VD012000895
Elm Street School NH30	Konica MinoltaMC 4750DN	A0VD012001158
Elm Street School NH30	Konica MinoltaMC 4750DN	A0VD012001161
Elm Street School NH30	Konica MinoltaMC 4750DN	A0VD012001169
Elm Street School NH30	Konica MinoltaMC 4750DN	A0VD012001177
Huot Tech Center	Konica MinoltaMC 4750DN	A0VD012001181
Huot Tech Center	Konica MinoltaMC 4750DN	A0VD012001183
Huot Tech Center	Konica MinoltaMC 4750DN	A0VD012002588
Laconia High School	Konica MinoltaMC 7450II GrafX	322701849
Laconia High School	Konica MinoltaMC 4750DN	A0VD012000101
Laconia High School	Konica MinoltaMC 4750DN	A0VD012000482
Laconia High School	Konica MinoltaMC 4750DN	A0VD012000560
Laconia High School	Konica MinoltaMC 4750DN	A0VD012001141
Laconia High School	Konica MinoltaMC 4750DN	A0VD012001151
Laconia High School	Konica MinoltaMC 4750DN	A0VD012001154
Laconia High School	Konica MinoltaMC 4750DN	A0VD012001171
Laconia High School	Konica MinoltaMC 4750DN	A0VD012001178
Laconia High School	Konica MinoltaMC 4750DN	A0VD012001185
Laconia High School	Konica MinoltaMC 4750DN	A0VD012001188
Laconia High School	Konica MinoltaMC 4750DN	A0VD012300158
Laconia High School	Konica MinoltaBHC3100P	A6DR012107599
Laconia Middle School	Konica MinoltaMC 4750DN	A0VD012001142
Laconia Middle School	Konica MinoltaMC 4750DN	A0VD012001148
Laconia Middle School	Konica MinoltaMC 4750DN	A0VD012001152
Laconia Middle School	Konica MinoltaMC 4750DN	A0VD012001175
Laconia Middle School	Konica MinoltaMC 4750DN	A0VD012001186
Pleasant Street School	Konica MinoltaMC 4750DN	A0VD012001176
Pleasant Street School	Konica MinoltaMC 4750DN	A0VD012001179
Pleasant Street School	Konica MinoltaMC 4750DN	A0VD012001182
Pleasant Street School	Konica MinoltaMC 4750DN	A0VD012001187
Woodland Heights Elementary School	Konica MinoltaMC 4750DN	A0VD012001156
Woodland Heights Elementary School	Konica MinoltaMC 4750DN	A0VD012001162

Building	Make/Model	Serial Number
Woodland Heights Elementary School	Konica MinoltaMC 4750DN	A0VD012001166

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
Steve Tucker	stucker@laconiaschools.org
Tara Beauchemin	tbeauchemin@laconiaschools.org



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 69 clients with over 3,900 devices doing more than **239** million copies and prints per year. We purchase approximately 1,100 units annually with 80 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

- STARDoc: System for Tracking And Reporting Documents.
- 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.
- 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.
- 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.



Benefits of partnering with SPC

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 million for all of our clients. That translates into Savings of more than \$10 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you - Over 1,100 units purchased annually running over 80 million prints!
- 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..



SPC Values Our Vendors

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.
- STARDoc: System for Tracking And Reporting Documents... Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

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

SPC manages over 3,900 pieces of equipment;
Our relationship with our vendors has never been stronger!