



***Specialized Purchasing Consultants***

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

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

**2017-2018 Annual Report**

**Year - End Photocopier Analysis**

**With projected costs for 2018-19**

Kristin Franklin  
NHSAU 35  
260 Cottage Street Suite C  
Littleton, NH 03561



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

Dear Kristin:

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.

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

<b>Total Number of Machines:</b>	63
<b>Total Black Photocopiers</b>	11
<b>Total Color Photocopiers</b>	7
<b>Total Black Network Printers</b>	33
<b>Total Color Network Printers</b>	12
<b>Total Removed from Service:</b>	1
<b># of Units OFF Warranty:</b>	0
<b># of Units Approaching End of Warranty:</b>	8
<b># of Units Overused:</b>	0
<b># of Units Underused:</b>	1
<b>Commencement Date:</b>	8/2/2015
<b># of Annual Payments Left on Lease</b>	3
<b>All Warranties and Service Contracts Expire:</b>	6/30/2022
<b>SPC's FM Audit Print Management Software Loaded</b>	Yes
<b>Printer Contract</b>	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 Kristin,

On paper, everything looks pretty good. I would definitely continue to pay down your principal on your capital lease. The 8 machines approaching the end of warranty are printers that were brought over from the old contract, but are covered under the same warranty as the rest of the equipment in the district.

It is important to not ignore machines that are being overused or underused. We saw one not being used with no explanation as well as several other printers in storage. We can address those locations during the next upgrade cycle. One of our jobs is help flag these kinds of devices so that you can maximize your capital investment as well as minimize the cost of operation on your service contracts.

Also, keep in mind there are some powerful print management software that you may want to consider next time around. (See page #11)

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
Lafayette Regional	Room 108 - 1st Grade	HP Laser Jet Pro P1606	VNB3N10763	OSV	04/2010
Lafayette Regional	Room 126	HP Laser Jet Pro P1606	VNB3N10762	OSV	04/2010
Lafayette Regional	Room 127	HP Laser Jet Pro P1606	VNB3N10786	OSV	04/2010
Lafayette Regional	Room 128	HP Laser Jet Pro P1606	VNB3L87031	OSV	04/2010
Profile Regional	Room 100 - NOT IN USE	HP Color Laser Jet CP1525nw	CNBF321721	OSV	11/2010
Profile Regional	Room 157 - NOT IN USE	HP Laser Jet Pro P1606	VNB3B44750	OSV	04/2010
Profile Regional	Room 313 Computer Lab	HP Color Laser Jet CP4520	JPBCB910CW	OSV	04/2010
SAU 35	Room G35	HP Laser Jet P1102w	VNB3J19503	OSV	04/2010

# Non Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
HP LASERJET M1536dnf MFP	CND9D32BC9	10.35.50.81	10/10/2018 7:42:48 AM
HP LASERJET 4000 SERIES	USRB020578	10.35.50.115	10/10/2018 7:42:48 AM
Oki Data MPS3537mc	AK4A041441	10.35.60.123	10/10/2018 7:33:27 AM
HP Officejet Pro 8610	CN51OEX43N	192.168.3.88	10/10/2018 7:42:48 AM
BROTHER MFC-J4420DW	U63871F5F209739	192.168.3.29	10/10/2018 7:42:48 AM
HP LASERJET Professional P1606dn	VNB3L87023	192.168.3.49	9/28/2018 7:42:59 AM
HP 7000 E809a	MY98O1128305B8	10.35.50.123	7/26/2018 7:10:01 AM

**Machine Count: 7... Our Goal with the next upgrade is to get all non contract devices under a CPC agreement.**



## **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

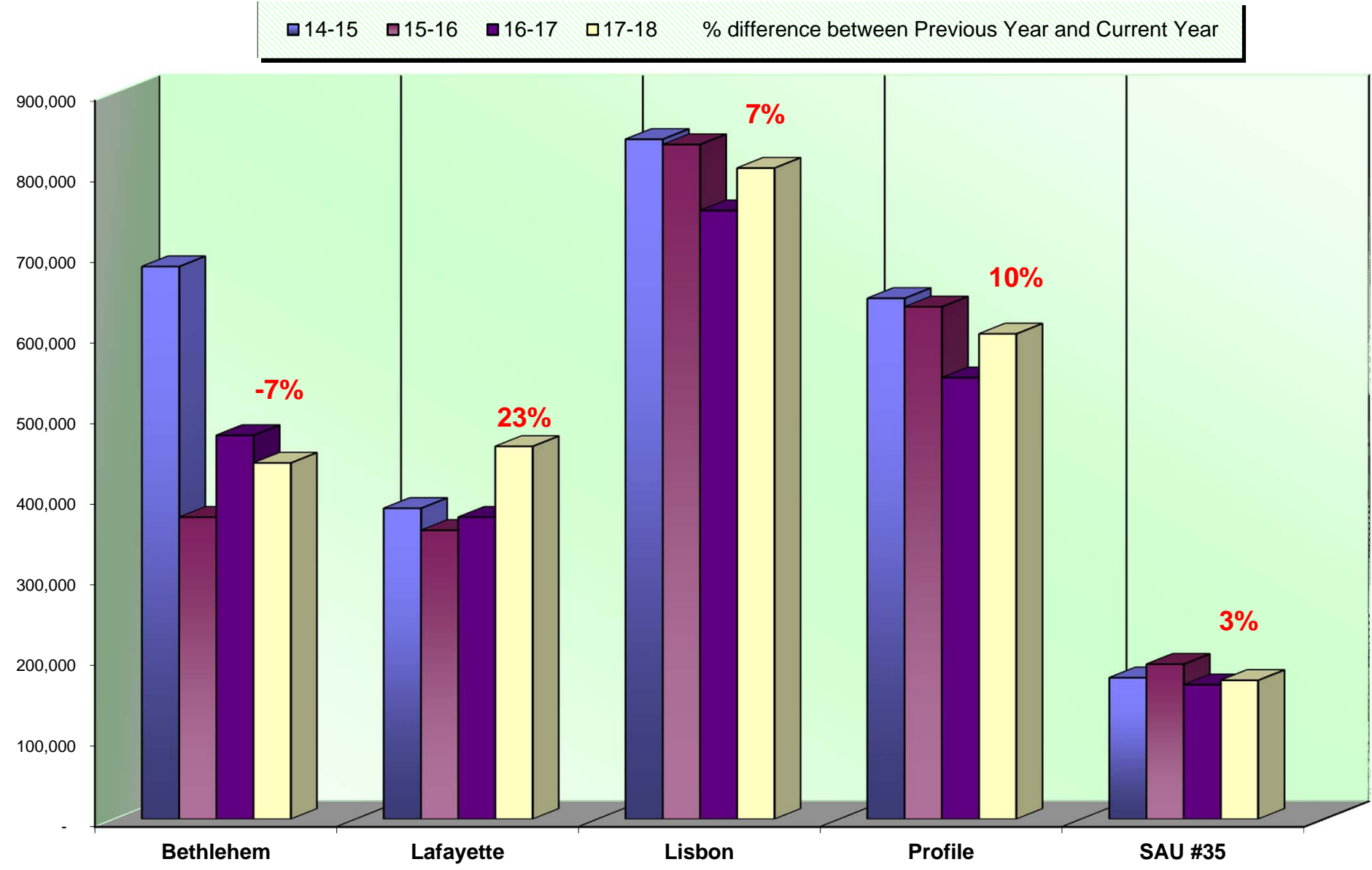
Previous

Next

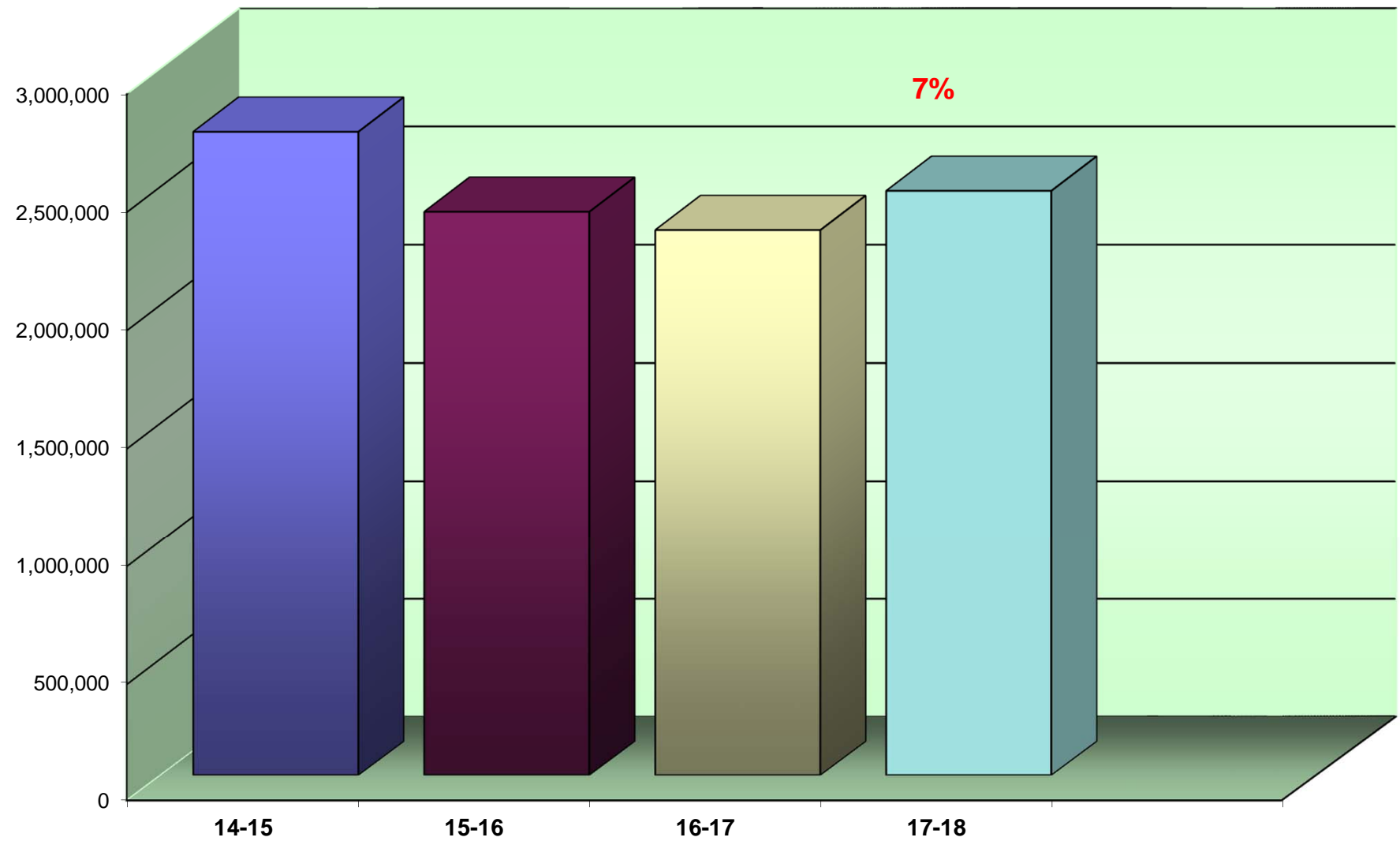
Request Service History

Close

### Annual Black Volume by Building



# Annual Black Volume Overall



% amount equals the overall increase or decrease between Previous Year and Current Year

## 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>
Bethlehem Elementary	157	441,251	\$11,464.88	2,811	\$73.02
Lafayette Regional	124	461,773	\$12,209.04	3,724	\$98.46
Lisbon Regional	337	806,737	\$21,295.12	2,394	\$63.19
Profile Regional	229	601,218	\$15,687.64	2,625	\$68.50
SAU 35	0	171,421	\$4,609.50	0	\$0.00
<b>Totals</b>	<b>847</b>	<b>2,482,400</b>	<b>\$65,266.18</b>	<b>2,931</b>	<b>\$77.06</b>

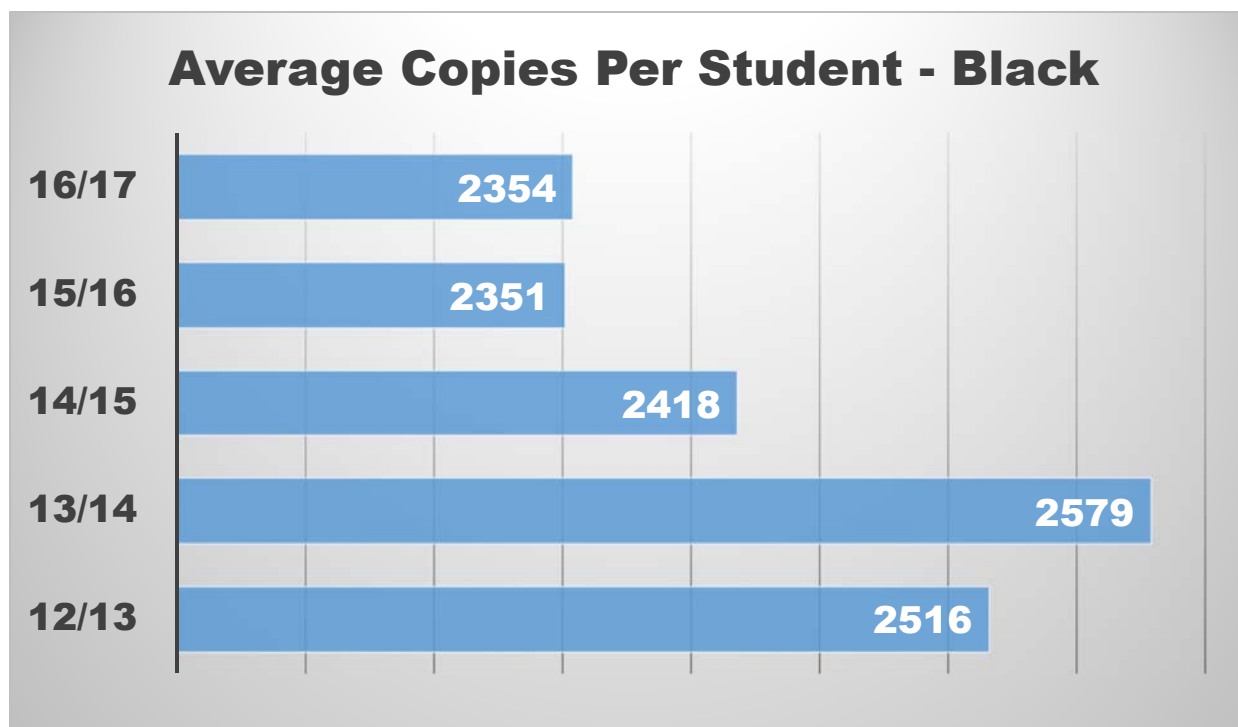
*\*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

### *Cost Comparison – Black Only*

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

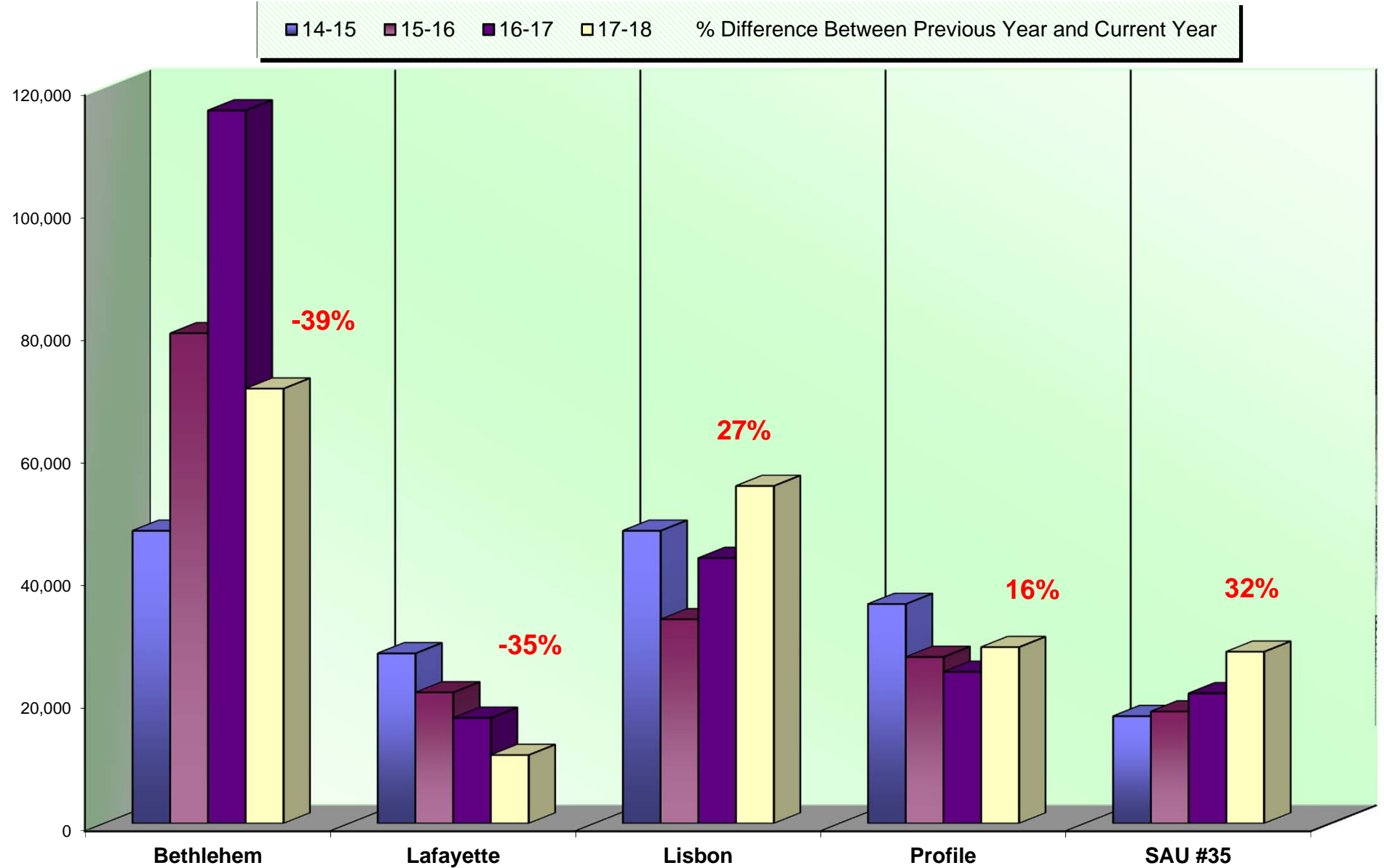
<i><b>Total</b></i>	<i><b>Student Population</b></i>	<i><b>Total Annual Volume</b></i>	<i><b>Total District Cost*</b></i>	<i><b>Annual Copies Per Student</b></i>	<i><b>Annual Cost Per Student</b></i>
All Schools w/Student Populations	88,906	209,301,843	\$4,194,294.05	2,354	\$47.17

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

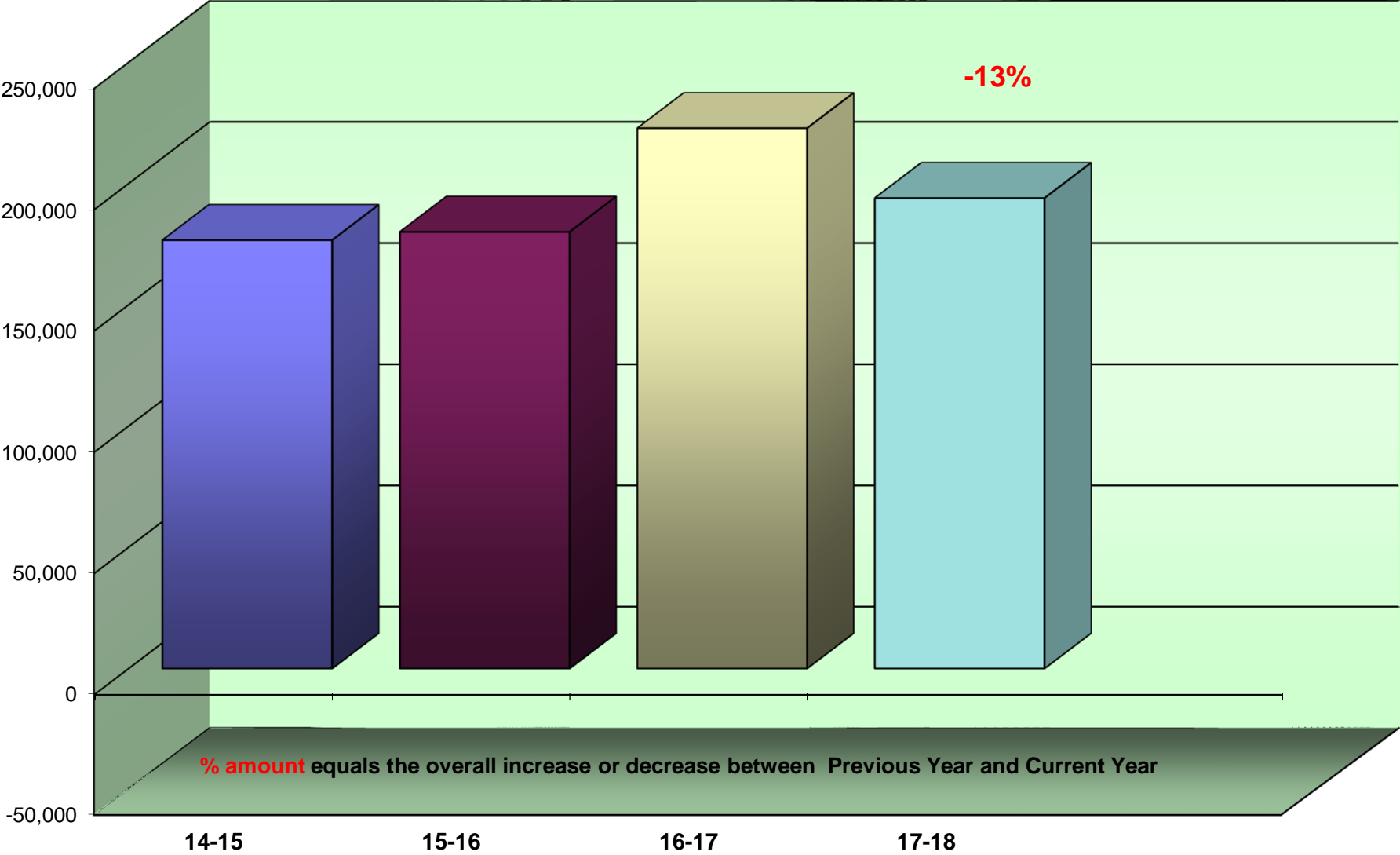




### Annual Color Volume by Building



# 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>
Bethlehem Elementary	157	70,951	\$3,678.57	452	\$23.43
Lafayette Regional	124	11,175	\$522.32	90	\$4.21
Lisbon Regional	337	55,110	\$3,283.84	164	\$9.74
Profile Regional	229	28,750	\$2,083.94	126	\$9.10
SAU 35	0	28,004	\$1,308.91	0	\$0.00
<b>Totals</b>	<b>847</b>	<b>193,990</b>	<b>\$10,877.58</b>	<b>229</b>	<b>\$12.84</b>

*\*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 # 11 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. Your color usage is definitely higher than the industry average for school districts!*

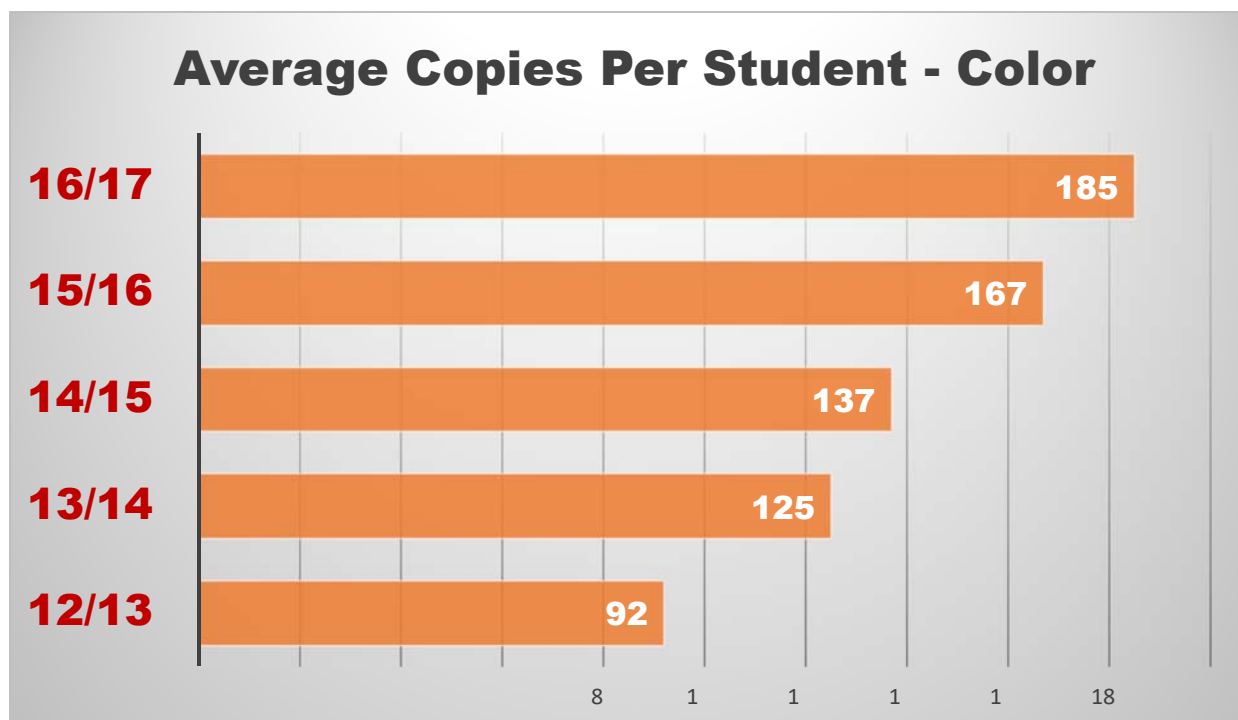
<b><i>District Wide Black Totals</i></b>	<b>2,482,400</b>	<b>\$9,843.41</b>
<b><i>District Wide Color Totals</i></b>	<b>193,990</b>	<b>\$10,581.73</b>

### *Cost Comparison – Color Only*

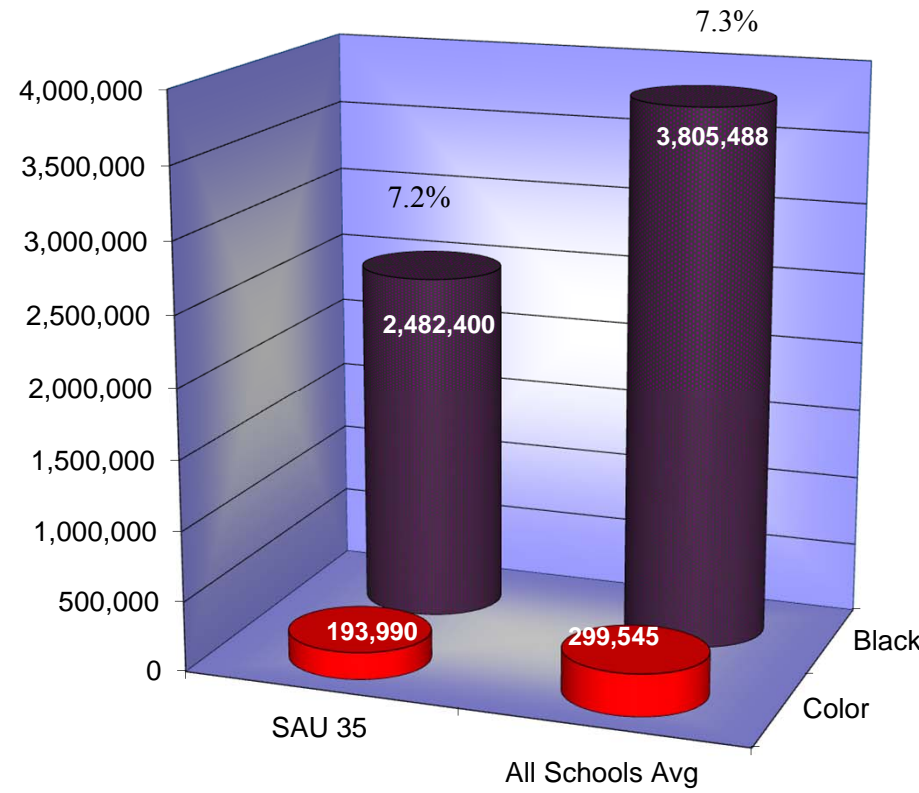
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

<i><b>Total</b></i>	<i><b>Student Population</b></i>	<i><b>Total Annual Volume</b></i>	<i><b>Total District Cost*</b></i>	<i><b>Annual Copies Per Student</b></i>	<i><b>Annual Cost Per Student</b></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.

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 8/2/2015</i>	
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
<b>BETHLEHEM ELEMENTARY</b>					
<b><i>Admin Office</i></b>					
HP Color Laser Jet M451dn / 21 PPM CNDF337437 / 04024 500,000 / 02/2012 Color Network Printer OSV	4,583  12,018	5,714  15,176	1,131  3,158	\$0.008960 \$10.13 \$0.08960 \$282.96	None at this time.
<b><i>Basement Hallway</i></b>					
Toshiba e-Studio 4555c / 45 PPM C7AE37810 / 03720 1,000,000 / 07/2013 Color Photocopier OSV	166,314  129,392	242,049  166,891	75,735  37,499	\$0.003580 \$271.13 \$0.04547 \$1,705.08	None at this time.
<b><i>Kitchen Office</i></b>					
HP Laser Jet Pro M401dn / 35 PPM PHGFC04006 / 04025 750,000 / 06/2012 Black Network Printer OSV	14,707  0	18,663  0	3,956  0	\$0.008960 \$35.45 \$0.00000 \$0.00	None at this time.

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 8/2/2015</i>	
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
<b>BETHLEHEM ELEMENTARY</b>					
<b>Main Office</b>					
HP Color Laser Jet M451dn / 21 PPM CNDF337438 / 04023 500,000 / 02/2012 Color Network Printer OSV	7,175  19,019	9,029  23,847	1,854  4,828	\$0.008960 \$16.61 \$0.08960 \$432.59	None at this time.
<b>Main Office Hall</b>					
Toshiba e-Studio 857 / 85 PPM SAHE90196 / 03794 5,000,000 / 06/2014 Black Photocopier OSV	538,143  0	858,261  0	320,118  0	\$0.003580 \$1,146.02 \$0.00000 \$0.00	None at this time.
<b>Room 13 - 2nd Floor Computer Lab</b>					
Toshiba e-Studio 287CSL / 30 PPM TJAE11251 / 03725 750,000 / 07/2014 Color Photocopier OSV	75,054  38,921	113,500  64,387	38,446  25,466	\$0.003580 \$137.64 \$0.04547 \$1,157.94	None at this time.
<b>Room B9</b>					
HP Laser Jet Pro M401dne / 35 PPM PHGFC01576 / 04026 750,000 / 01/2013 Black Network Printer OSV	11,081  0	11,092  0	11  0	\$0.008960 \$0.10 \$0.00000 \$0.00	Traded; not needed.

					Date of Last Upgrade: 8/2/2015
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
<b>BETHLEHEM ELEMENTARY</b>					
	<b>Subtotals Black</b>		<b>441,251</b>	<b>\$1,617.08</b>	
	<b>Subtotals Color</b>		<b>70,951</b>	<b>\$3,578.56</b>	





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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/2/2015	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
LAFAYETTE REGIONAL						
Room 128						
HP Laser Jet Pro P1606 / 26 PPM VNB3L87031 / 04004 500,000 / 04/2010 Black Network Printer OSV	1,118  0	1,118  0	0  0	\$0.008960 \$0.00 \$0.00000 \$0.00	8 years from Intro. Underused!	
STORAGE						
Kyocera P2135DN / 37 PPM LVK5730736 / 03732 750,000 / 03/2014 Black Network Printer OSV	3,996  0	3,996  0	0  0	\$0.008960 \$0.00 \$0.00000 \$0.00	None at this time.	
Subtotals Black			461,773	\$1,897.51		
Subtotals Color			11,175	\$508.13		

28

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>			<i>Date of Last Upgrade: 8/2/2015</i>		
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
<b>LISBON REGIONAL</b>					
<b>Main Office Work Room</b>					
Toshiba e-Studio 5560c / 55 PPM CSAE16852 / 03723 3,000,000 / 04/2014 Color Photocopier OSV	134,369  25,873	231,013  50,009	96,644  24,136	\$0.003580 \$345.99 \$0.04547 \$1,097.46	None at this time.
<b>Room 102</b>					
HP Color Laser Jet M451dn / 21 PPM CNDF337440 / 04012 500,000 / 02/2012 Color Network Printer OSV	17,036  16,916	20,763  20,760	3,727  3,844	\$0.008960 \$33.39 \$0.08960 \$344.42	None at this time.
<b>Room 108</b>					
Kyocera P2135DN / 37 PPM LVK5835642 / 03740 750,000 / 03/2014 Black Network Printer OSV	9,606  0	14,375  0	4,769  0	\$0.008960 \$42.73 \$0.00000 \$0.00	None at this time.
<b>Room 124 Teachers' Education</b>					
HP Laser Jet Pro M401dne / 35 PPM PHGFC01589 / 04006 750,000 / 01/2013 Black Network Printer OSV	11,454  0	12,548  0	1,094  0	\$0.008960 \$9.80 \$0.00000 \$0.00	None at this time.

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 8/2/2015</i>
<i>Serial Number / Vendor ID</i>			<i>2017-18</i>		
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<b>LISBON REGIONAL</b>					
<b>Room 135</b>					
Kyocera P2135DN / 37 PPM	11,558	15,676	4,118	\$0.008960	None at this time.
LVK5835062 / 03741				\$36.90	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>OSV</b>					
<b>Room 157</b>					
HP Laser Jet Pro M401dne / 35 PPM	4,157	5,446	1,289	\$0.008960	None at this time.
PHGFC01587 / 04007				\$11.55	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>OSV</b>					
<b>Room 183</b>					
HP Color Laser Jet M451dn / 21 PPM	3,358	4,539	1,181	\$0.008960	None at this time.
CNDF337448 / 04008				\$10.58	
500,000 / 02/2012	10,882	15,072	4,190	\$0.08960	
Color Network Printer				\$375.42	
<b>OSV</b>					
<b>Room 188 Special Needs</b>					
Toshiba e-Studio 657 / 65 PPM	153,407	244,348	90,941	\$0.003580	None at this time.
CAIE26246 / 03745				\$325.57	
3,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>OSV</b>					





<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 8/2/2015</i>		
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
<b>LISBON REGIONAL</b>						
<b>Teachers' Mail Room</b>						
Toshiba e-Studio 657 / 65 PPM CAIE26882 / 03746 3,000,000 / 06/2014 Black Photocopier OSV	245,632  0	379,152  0	133,520  0	\$0.003580 \$478.00 \$0.00000 \$0.00	None at this time.	
Toshiba e-Studio 857 / 85 PPM CAFE23172 / 03680 5,000,000 / 06/2014 Black Photocopier OSV	720,592  0	1,094,290  0	373,698  0	\$0.003580 \$1,337.84 \$0.00000 \$0.00		
<b>Subtotals Black</b>				<b>806,737</b>		<b>\$3,281.38</b>
<b>Subtotals Color</b>				<b>55,110</b>		<b>\$3,194.50</b>

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 8/2/2015</i>	
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
PROFILE REGIONAL					
Room 100					
Toshiba e-Studio 657 / 65 PPM CAIE26293 / 03748 3,000,000 / 06/2014 Black Photocopier OSV	290,208  0	501,342  0	211,134  0	\$0.003580 \$755.86 \$0.00000 \$0.00	None at this time.
Room 100 - NOT IN USE					
HP Color Laser Jet CP1525nw / 12 PPM CNBF321721 / 04014 150,000 / 11/2010 Color Network Printer OSV	201  395	201  395	0  0	\$0.008960 \$0.00 \$0.08960 \$0.00	8 years from Intro.
HP Laser Jet Pro M401dne / 35 PPM PHGFC01584 / 04015 750,000 / 01/2013 Black Network Printer OSV	120  0	120  0	0  0	\$0.008960 \$0.00 \$0.00000 \$0.00	None at this time.
Kyocera P2135DN / 37 PPM LVK5730741 / 03726 750,000 / 03/2014 Black Network Printer OSV	35  0	35  0	0  0	\$0.008960 \$0.00 \$0.00000 \$0.00	None at this time.

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Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor				Date of Last Upgrade: 8/2/2015	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
PROFILE REGIONAL					
Room 302 Language					
HP Laser Jet Pro M401dne / 35 PPM PHGFC01575 / 04021 750,000 / 01/2013 Black Network Printer OSV	4,447  0	5,345  0	898  0	\$0.008960 \$8.05 \$0.00000 \$0.00	None at this time.
Room 304					
HP Laser Jet Pro M401dne / 35 PPM PHGFC01582 / 04020 750,000 / 01/2013 Black Network Printer OSV	5,385  0	6,279  0	894  0	\$0.008960 \$8.01 \$0.00000 \$0.00	None at this time.
Room 313 Computer Lab					
HP Color Laser Jet CP4520 / 42 PPM JPBCB910CW / 04019 1,000,000 / 04/2010 Color Network Printer OSV	13,335  22,883	15,452  29,855	2,117  6,972	\$0.008960 \$18.97 \$0.08960 \$624.69	8 years from Intro.
Room 314					
Toshiba e-Studio 557 / 55 PPM CAIE26083 / 03744 3,000,000 / 06/2014 Black Photocopier OSV	145,480  0	248,330  0	102,850  0	\$0.003580 \$368.20 \$0.00000 \$0.00	None at this time.

					Date of Last Upgrade: 8/2/2015
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
<b>PROFILE REGIONAL</b>					
	<b>Subtotals Black</b>		<b>601,218</b>	<b>\$2,267.91</b>	
	<b>Subtotals Color</b>		<b>28,750</b>	<b>\$2,027.20</b>	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>			<i>Date of Last Upgrade: 8/2/2015</i>		
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
<b>SAU 35</b>					
<b>Accounts Payable</b>					
HP Laser Jet Pro M401dne / 35 PPM PHGFC01577 / 04029 750,000 / 01/2013 Black Network Printer OSV	12,927  0	29,343  0	16,416  0	\$0.008960 \$147.09 \$0.00000 \$0.00	None at this time.
<b>Financial Office</b>					
HP Laser Jet Pro M401dne / 35 PPM PHGFC01578 / 04028 750,000 / 01/2013 Black Network Printer OSV	14,747  0	21,897  0	7,150  0	\$0.008960 \$64.06 \$0.00000 \$0.00	None at this time.
Toshiba e-Studio 657 / 65 PPM CAIE26873 / 03743 3,000,000 / 06/2014 Black Photocopier OSV	94,560  0	124,075  0	29,515  0	\$0.003580 \$105.66 \$0.00000 \$0.00	None at this time.
<b>IT Room Hot Swap</b>					
Kyocera P2135DN / 37 PPM LVK5730731 / 03738 750,000 / 03/2014 Black Network Printer OSV	13,778  0	13,778  0	0  0	\$0.008960 \$0.00 \$0.00000 \$0.00	None at this time.

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i>			<i>Date of Last Upgrade: 8/2/2015</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>
<b>SAU 35</b>					
<b>Kitchen</b>					
Toshiba E-Studio 6560C / 65 PPM CSHE21122 / 03690 3,000,000 / 04/2014 Color Photocopier OSV	176,728  36,838	287,809  64,842	111,081  28,004	\$0.003580 \$397.67 \$0.04547 \$1,273.34	None at this time.
<b>Room G35</b>					
HP Laser Jet P1102w / 19 PPM VNB3J19503 / 04030 200,000 / 04/2010 Black Network Printer OSV	41,936  0	47,332  0	5,396  0	\$0.008960 \$48.35 \$0.00000 \$0.00	8 years from Intro.
<b>Room G37 - NOT IN USE</b>					
HP Color Laser Jet M451dn / 21 PPM CNDF337451 / 04027 500,000 / 02/2012 Color Network Printer OSV	624  1,780	624  1,780	0  0	\$0.008960 \$0.00 \$0.08960 \$0.00	None at this time.
<b>Room G-40 Special Education</b>					
Kyocera P2135DN / 37 PPM LVK5730742 / 03739 750,000 / 03/2014 Black Network Printer OSV	4,407  0	6,270  0	1,863  0	\$0.008960 \$16.69 \$0.00000 \$0.00	None at this time.



<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 8/2/2015</i>	
<i>Serial Number / Vendor ID</i>			<i>2017-18</i>			
<i>Life / Intro Date</i>			<i>Annual</i>	<i>Cost/Copy</i>		
<i>Vendor</i>	<i>7/1/2017</i>	<i>6/30/2018</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>	
<hr/>						
<b>SAU 35</b>						
<b>Subtotals Black</b>			<b>171,421</b>	<b>\$779.53</b>		
<b>Subtotals Color</b>			<b>28,004</b>	<b>\$1,273.34</b>		

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<i>District Wide Black Totals</i>	2,482,400	\$9,843.41
<i>District Wide Color Totals</i>	193,990	\$10,581.73

## 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 4/15/2006** 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
2,482,400	\$0.01269	\$31,501.66

### CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,482,400	\$0.00397	\$9,855.13	\$21,646.53	\$108,232.64

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$21,646.53 x 12 years as a Client*

***=\$259,758.34 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
Bethlehem Elementary	441,251	\$1,662.25	\$2,189.49	\$7,613.14	\$11,464.88
Lafayette Regional	461,773	\$1,950.50	\$2,291.32	\$7,967.22	\$12,209.04
Lisbon Regional	806,737	\$3,373.02	\$4,003.03	\$13,919.07	\$21,295.12
Profile Regional	601,218	\$2,331.25	\$2,983.24	\$10,373.14	\$15,687.64
SAU 35	171,421	\$801.29	\$850.59	\$2,957.62	\$4,609.50
<b>Total</b>	<b>2,482,400</b>	<b>\$10,118.31</b>	<b>\$12,317.67</b>	<b>\$42,830.20</b>	<b>\$65,266.18</b>

### *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
Bethlehem Elementary	70,951	\$3,678.57
Lafayette Regional	11,175	\$522.32
Lisbon Regional	55,110	\$3,283.84
Profile Regional	28,750	\$2,083.94
SAU 35	28,004	\$1,308.91
<b><i>Total</i></b>	<b>193,990</b>	<b>\$10,877.58</b>

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

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 2.8%.**

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Office Systems of Vermont	Black Laser MFP	8,685	\$0.00896	\$77.82	\$0.00921	\$79.99
Office Systems of Vermont	Black Network Printer	126,966	\$0.00896	\$1,137.62	\$0.00921	\$1,169.36
Office Systems of Vermont	Black Photocopier	1,907,387	\$0.00358	\$6,828.45	\$0.00368	\$7,019.18
Office Systems of Vermont	Color Network Printer	42,121	\$0.00896	\$377.40	\$0.00921	\$387.93
Office Systems of Vermont	Color Photocopier	397,241	\$0.00358	\$1,422.12	\$0.00368	\$1,461.85
<b>Total</b>		<b>2,482,400</b>	<b>\$0.00397</b>	<b>\$9,843.41</b>	<b>\$0.00408</b>	<b>\$10,118.31</b>

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

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 2.8%.**

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Office Systems of Vermont	Color Network Printer	39,905	\$0.08960	\$3,575.49	\$0.09211	\$3,675.65
Office Systems of Vermont	Color Photocopier	154,085	\$0.04547	\$7,006.24	\$0.04674	\$7,201.93
<b>Total</b>		<b>193,990</b>	<b>\$0.05455</b>	<b>\$10,581.73</b>	<b>\$0.05607</b>	<b>\$10,877.58</b>

## *Reprographic Equipment Assessment*

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

<b>Total Number of Units</b>	<b>62</b>
<b>Total Number of Units on Lease</b>	<b>33</b>
<b>Total Number of Units Owned</b>	<b>29</b>
<b>Lease Company</b>	<b>Norway Savings Bank</b>
<b>Lease Start Date</b>	<b>8/2/2015</b>
<b>Lease End Date</b>	<b>8/1/2021</b>
<b>Term</b>	<b>6 Annual</b>
<b>Annual Payment usually due on 8/1</b>	<b>\$42,830.20</b>
<b>Remaining Payments</b>	<b>3</b>

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



## *Leased Equipment*

Building	Make/Model	Serial Number
Bethlehem Elementary	Toshiba e-Studio 4555c	C7AE37810
Bethlehem Elementary	Toshiba e-Studio 857	SAHE90196
Bethlehem Elementary	Toshiba e-studio 287CSL	TJAE11251
Lafayette Regional	Kyocera P2135DN	LVK5730736
Lafayette Regional	Kyocera M2535DN	LVZ5219447
Lafayette Regional	Toshiba e-Studio 4555c	C7AE37687
Lafayette Regional	Toshiba e-Studio 757	CAIE26901
Lafayette Regional	Kyocera P2135DN	LVK5835074
Lafayette Regional	Kyocera P2135DN	LVK5835078
Lafayette Regional	Kyocera P2135DN	LVK5835079
Lafayette Regional	Kyocera P2135DN	LVK5835073
Lafayette Regional	Kyocera P2135DN	LVK5730737
Lafayette Regional	Kyocera P2135DN	LVK5730747
Lisbon Regional	Toshiba e-Studio 657	CAIE26882
Lisbon Regional	Toshiba e-Studio 857	CAFE23172
Lisbon Regional	Toshiba e-Studio 5560c	C7AE16852
Lisbon Regional	Kyocera P2135DN	LVK5835068
Lisbon Regional	Toshiba e-Studio 657	CAIE26246
Lisbon Regional	Kyocera P2135DN	LVK5835062
Lisbon Regional	Kyocera P2135DN	LVK5835642
Lisbon Regional	Kyocera P2135DN	LVK5835064
Lisbon Regional	Toshiba e-Studio 4555c	C7AE37792
Profile Regional	Toshiba e-Studio 5560c	CSEE19600
Profile Regional	Toshiba e-Studio 657	CAIE26293
Profile Regional	Kyocera P2135DN	LVK5936157
Profile Regional	Toshiba e-Studio 557	CAIE26083

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Profile Regional	Toshiba e-Studio 657	CAIE26256
Profile Regional	Toshiba e-Studio 757	CAIE26902
Profile Regional	Kyocera P2135DN	LVK5730741
SAU 35	Kyocera P2135DN	LVK5730742
SAU 35	Kyocera P2135DN	LVK5730731
SAU 35	Toshiba E-Studio 6560C	CSHE21122
SAU 35	Toshiba e-Studio 657	CAIE26873

## *Owned Equipment*

Building	Make/Model	Serial Number
Bethlehem Elementary	HP Laser Jet Pro M401dn	PHGFC04006
Bethlehem Elementary	HP Color Laser Jet M451dn	CNDF337438
Bethlehem Elementary	HP Color Laser Jet M451dn	CNDF337437
Lafayette Regional	HP Laser Jet Pro P1606	VNB3N10763
Lafayette Regional	HP Laser Jet Pro P1606	VNB3N10762
Lafayette Regional	HP Laser Jet Pro P1606	VNB3N10786
Lafayette Regional	HP Laser Jet Pro P1606	VNB3L87031
Lisbon Regional	HP Color Laser Jet M451dn	CNDF337447
Lisbon Regional	HP Color Laser Jet M451dn	CNDF337444
Lisbon Regional	HP Laser Jet Pro M401dne	PHGFC01573
Lisbon Regional	HP Color Laser Jet M451dn	CNDF337440
Lisbon Regional	HP Laser Jet Pro M401dne	PHGFC01589
Lisbon Regional	HP Laser Jet Pro M401dne	PHGFC01587
Lisbon Regional	HP Color Laser Jet M451dn	CNDF337448
Lisbon Regional	HP Laser Jet Pro M401dne	PHGFC01586
Lisbon Regional	HP Laser Jet Pro M401dne	PHGFC04005
Profile Regional	HP Color Laser Jet M451dn	CNDF337446
Profile Regional	HP Laser Jet Pro M401dne	PHGFC01575
Profile Regional	HP Laser Jet Pro M401dne	PHGFC01584
Profile Regional	HP Color Laser Jet CP1525nw	CNBF321721
Profile Regional	HP Laser Jet Pro P1606	VNB3B44750
Profile Regional	HP Color Laser Jet M451dn	CNDGD00923
Profile Regional	HP Color Laser Jet M451dn	CNB0205485
Profile Regional	HP Laser Jet Pro M401dne	PHGFC01582
Profile Regional	HP Color Laser Jet CP4520	JPBCB910CW
SAU 35	HP Color Laser Jet M451dn	CNDF337451
SAU 35	HP Laser Jet Pro M401dne	PHGFC01577

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
SAU 35	HP Laser Jet Pro M401dne	PHGFC01578
SAU 35	HP Laser Jet P1102w	VNB3J19503



## 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
<b>Aaron Goldman</b>	it@lafayette regional.org
<b>Ben Jellison</b>	bjellison
<b>Dan Inghram</b>	daningham@profile.k12.nh.us
<b>Gordie Johnk</b>	gjohnk@lafayette regional.org
<b>Jackie Daniels</b>	jadani@lisbon.k12.nh.us
<b>Joseph Orlando</b>	jorlando@lisbon.k12.nh.us
<b>Kim Antonucci</b>	kanto@profile.k12.nh.us
<b>Kristin Franklin</b>	k.franklin@sau35.org
<b>Pierre Couture</b>	p.couture@sau35.org
<b>Shelli Roberts</b>	sroberts@bethlehem.k12.nh.us
<b>Steve Hoyt</b>	shoyt@bethlehem.k12.nh.us
<b>Tina Lister</b>	tlister@bethlehem.k12.nh.us
<b>Toni Butterfield</b>	tbutterfield@lafayette regional.org

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



## 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. S's model allows you to pick your preferred vendor

- S'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 clients with over ,1 devices doing more than million copies and prints per year. Annually, we purchase approximately 1,1 units running over 8 million prints
- 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

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

#### 3. Simplified Billing Program

- emoves the confusion out of billing.
- liminates variety of invoices from multiple vendors that come annually and or quarterly.
- With S's Simplified illing rogram, TWO invoices are sent each year from O billing source.
- econciles all of your devices at the end of the year ou pay only for what you use no minimums.

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

- S's staff surveys key locations that determine life of existing equipment.
- Specs out new equipment needed oes not allow vendors to undersize during the bidding process.
- anages 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 1 years of guaranteed performance lags copying trends within your organization such as over usage
- ou 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

- S 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 \$2.5 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 1,1 units running over 8 million prints
- S is well respected in the industry
- S values our vendors and speaks highly of them to our clients.
- ational ontracts 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* ( id Specs).
- ontrols the id Specs ( ot allowing any vendor to underbid or offer discontinued equipment).
- A chance to sell your alue Add directly to our clients after the bids are in. ustomer has the right to pay more than low bid.

### Vendor Benefits Before & During Installation

- igital eeds Analysis atching up the machine to installation site.
- Schedule and coordinate endor meeting with lient.
- over the cost of S surge protectors, electrical wiring, computer interface and any unexpected cost
- anage installation.
- Audit installation.
- apture final meter reads for old contracts.
- lose books on old devices ontracts.

### Vendor Ongoing Support

- early meter reads.
- Simplified illing S collects service funds for the endor.
- ollection of all meter reads annually and reconciling them with the lient and endor.
- STA oc **S**ystem for **T**racking **A**nd **R**eporting **D**ocuments anages the budget.
- Annual eports that flag machines that are being overused and underused thus improving reliability.
- ediating warranty issues in sensitive locations.

### Why do some vendors hesitate to bid?

- endors 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.
- ose control of their account as winning bidder may beat their pricing.
- S 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!**