



## ***Specialized Purchasing Consultants***

**1491 East Side River Road**

**Dummer, NH 03588**

**(800)750-1538**

# **FY20 Annual Report**

## **Year - End Photocopier Analysis**

**With projected costs for FY21**

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



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

September 2020

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

Skip Tilton  
President

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

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 for the **past 14 years**. We hope we can continue this relationship for many years to come.

This year's Annual Report provides an overview of last year's reprographic equipment usage and status. We recognize that this was an unusual year and that accurate usage may not be fully reflected. However, it is still good to compare and review to see just how the pandemic has impacted usage. Recommendations have still been made to address any potential problem areas and 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. Hopefully you have been able to benefit from these services, and we hope to continue to offer new services. In fact, one new service is the Client Warranty and Relief Fund. A description of this valuable service is provided in this year's report. We are pleased to continue offering all of our services to you at no additional charge.

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 oversees billing, resolving any questions or issues as needed. She is also responsible for setting up lease and purchase transactions.

***Alex Webster***  
***Operations & Marketing Manager***

Alex oversees STARDoc, FM Audit, and equipment upgrades. He also researches and markets current and new SPC tools and services to existing and potential clients.



***Pam Weed***  
***Client-Vendor Relations***

Pam helps to maintain a good working relationship between clients and vendors, especially with regard to equipment reliability. She also oversees equipment upgrades and changes, warranty replacements, end-of-year meter collection and billing, and Annual Report scheduling. Pam assists with marketing SPC services to existing and potential clients.

***Robert Dutil***  
***Information Technology***

Bob keeps SPC running by maintaining and updating database processes as well as assisting in updates to SPC's STARDoc website and the creation of code to create the many reports SPC generates to give you the accurate information of your usage.



***Jamin Tilton***  
***Operations Support***

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

***Heidi Tilton***  
***Accounting Support***

Heidi handles bookkeeping and billing for both clients and vendors, processing payments, and other office support.



***Kelly Fortier***  
***Office Support***

Our newest team member, Kelly assists with maintaining service & supply contracts, managing equipment trades, and upgrades, bookkeeping and other general office work.



## 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.
- Established Student Ratios.

### 2001 Meter Collection

- 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 ensure any and all funding sources provided legal documentation to meet State statutes and regulations.

### 2003 Bond Counsel Review of Contracts and Warranties

- 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.

### 2012 STARDoc and Simplified Billing Developed and Implemented

- Live Floor Plans: Allows IT administrators to move devices around on their own floor plans.
- STARDoc: Helps project out the end of year costs and potential overages.
- Simplified Billing: Designed to eliminate hundreds of invoices and condenses it down to 2 or 3 a year.

### 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.



## SPC Timeline

### 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

- Mandatory annual fleet service history: Provides data on the overall reliability of the fleet.
- 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.

### 2020 Mock Bids - Warranty and Relief Fund

- Mock Bids: allows us to show where a client's pricing would come in without having to go out to bid. This allows them to buy off an existing bid, thus saving time and money.
- Warranty and Relief Fund: Due to the pandemic, there are serious upheavals in the industry. In an effort to cushion our clients, this fund was established. For more information, see the last page of the Annual Report.

### 2021 SPC Roadmap

- Major STARDoc facelift. User interface will be more modern.
- Update Bid Process to simplify bid submission for all of our vendors.
- Five Year Fleet Management (FYFM) - Projects out Five Year costs for all equipment based on current and past usage.

## Equipment Health Status

**Total Number of Machines:** **62**

<b>Total Black Photocopiers:</b>	<b>11</b>
<b>Total Color Photocopiers:</b>	<b>7</b>
<b>Total Black Network Printers:</b>	<b>32</b>
<b>Total Color Network Printers:</b>	<b>12</b>
<b>Total Removed From Service:</b>	<b>0</b>

**# of Units OFF Warranty:** **8**

**# of Units Approaching End of Warranty:** **24**

**# of Units Overused:** **0**

**# of Units Underused:** **0**

**Commencement Date:** **08/02/2015**

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

**All Warranties and Service Contracts Expire:** **06/30/2022**

**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 Kristin,

Because of the change to remote learning in March, COVID-19 had a direct and significant impact on client budgets. Usage was dramatically affected and resulted in a year-end under usage credit of \$4,140.38. While this may seem like a positive – saving money on reprographic expenses – it has actually put a tremendous burden on the vendors as they are starting off the new fiscal year with a deficit. Combine this with other economic strains for the vendors, SPC is concerned, which is why we have developed the Warranty and Relief Fund (see page 50) to protect our clients.

It is our recommendation, that we explore an upgrade that would commence on 8-2-2021. This would be after your last lease payment was made. Your first payment of the new lease would be on 8-1-2022. Service and supply contract would drop in FY21 which would save \$15,257 over Five Years in color usage. (See page 33)

We should initiate the bid process now that would build a new Five Year Equipment Replacement Schedule. Once approved by the district, it would go out to bid in the spring of FY21 with the district reserving the right to accept or reject. Does this make sense on your end?

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	Room	Make/Model	Serial Number	Vendor Name	Intro Date
Bethlehem Elementary	Admin Office	HP Color Laser Jet M451dn	CNDF337437	OSV	02/01/2012
Bethlehem Elementary	Basement Hallway	Toshiba e-Studio 4555c	C7AE37810	OSV	07/01/2013
Bethlehem Elementary	Kitchen Office	HP Laser Jet Pro M401dn	PHGFC04006	OSV	06/01/2012
Bethlehem Elementary	Main Office	HP Color Laser Jet M451dn	CNDF337438	OSV	02/01/2012
Lafayette Regional	Main Office	Toshiba e-Studio 4555c	C7AE37687	OSV	07/01/2013
Lafayette Regional	Room 126	HP Laser Jet Pro P1606	VNB3N10762	OSV	04/01/2010
Lafayette Regional	Room 127	HP Laser Jet Pro P1606	VNB3N10786	OSV	04/01/2010
Lafayette Regional	STORAGE	HP Laser Jet Pro P1606	VNB3L87031	OSV	04/01/2010
Lafayette Regional	STORAGE	HP Laser Jet Pro P1606	VNB3N10763	OSV	04/01/2010
Lisbon Regional	Library	Toshiba e-Studio 4555c	C7AE37792	OSV	07/01/2013
Lisbon Regional	Room 102	HP Color Laser Jet M451dn	CNDF337440	OSV	02/01/2012
Lisbon Regional	Room 112	HP Color Laser Jet M451dn	CNDF337444	OSV	02/01/2012
Lisbon Regional	Room 124 Teachers' Education	HP Laser Jet Pro M401dne	PHGFC01589	OSV	01/01/2013
Lisbon Regional	Room 157	HP Laser Jet Pro M401dne	PHGFC01587	OSV	01/01/2013
Lisbon Regional	Room 183	HP Color Laser Jet M451dn	CNDF337448	OSV	02/01/2012
Lisbon Regional	Room 200	HP Laser Jet Pro M401dne	PHGFC04005	OSV	01/01/2013

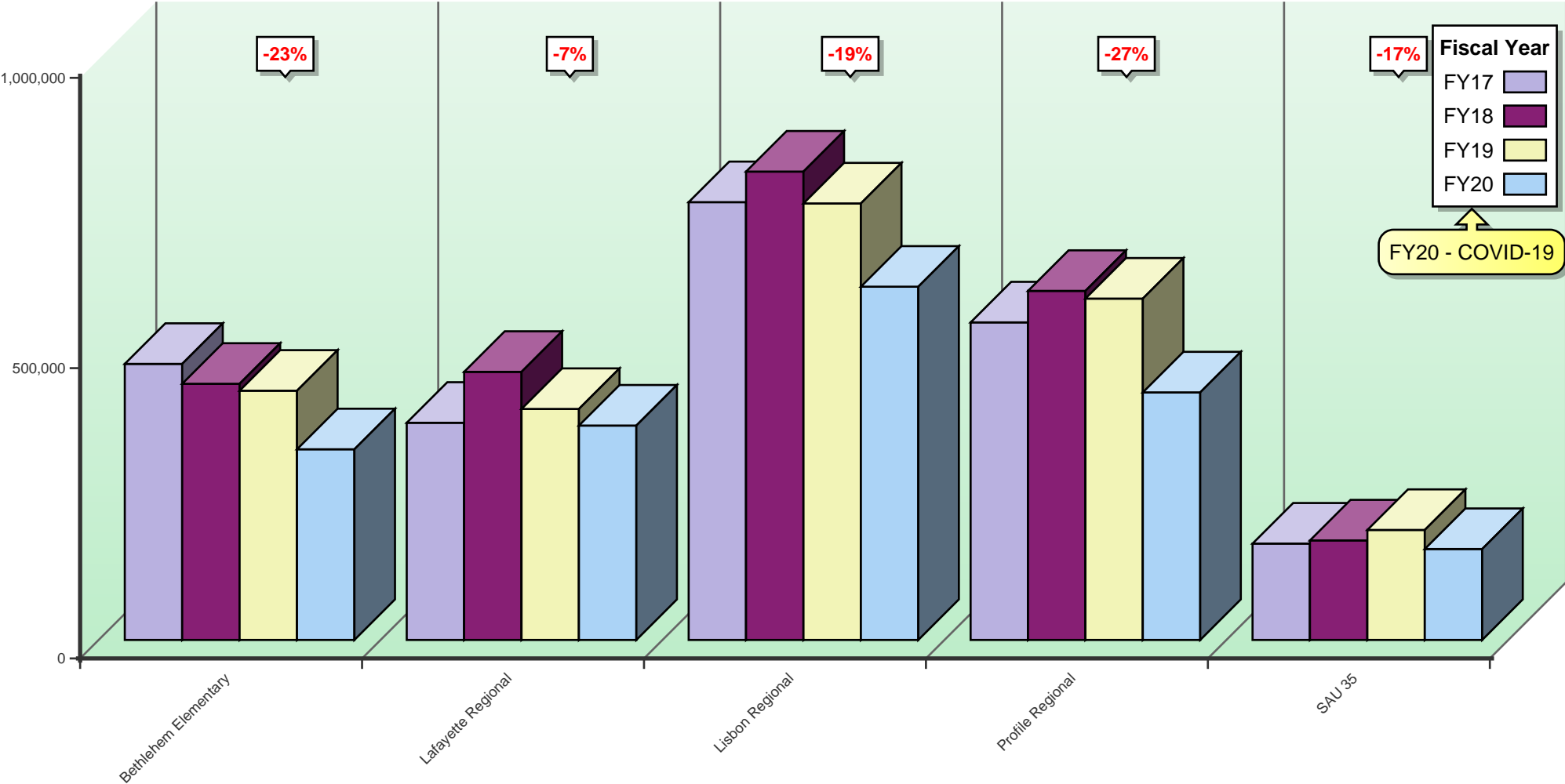


Building	Room	Make/Model	Serial Number	Vendor Name	Intro Date
Lisbon Regional	Room 215	HP Laser Jet Pro M401dne	PHGFC01573	OSV	01/01/2013
Lisbon Regional	Room 230	HP Color Laser Jet M451dn	CNDF337447	OSV	02/01/2012
Lisbon Regional	Unknown	HP Laser Jet Pro M401dne	PHGFC01586	OSV	01/01/2013
Profile Regional	Room 100 - NOT IN USE	HP Laser Jet Pro M401dne	PHGFC01584	OSV	01/01/2013
Profile Regional	Room 100 - NOT IN USE	HP Color Laser Jet CP1525nw	CNBF321721	OSV	11/01/2010
Profile Regional	Room 127 Main Office	HP Color Laser Jet M451dn	CNDF337446	OSV	02/01/2012
Profile Regional	Room 157 - NOT IN USE	HP Laser Jet Pro P1606	VNB3B44750	OSV	04/01/2010
Profile Regional	Room 163 Art	HP Color Laser Jet M451dn	CNDGD00923	OSV	02/01/2012
Profile Regional	Room 187 Media Center	HP Color Laser Jet M451dn	CNB0205485	OSV	02/01/2012
Profile Regional	Room 302 Language	HP Laser Jet Pro M401dne	PHGFC01575	OSV	01/01/2013
Profile Regional	Room 304	HP Laser Jet Pro M401dne	PHGFC01582	OSV	01/01/2013
Profile Regional	Room 313 Computer Lab	HP Color Laser Jet CP4520	JPBCB910CW	OSV	04/01/2010
SAU 35	Accounts Payable	HP Laser Jet Pro M401dne	PHGFC01577	OSV	01/01/2013
SAU 35	Admin Asst to Supt/HR Coord.	HP Laser Jet P1102w	VNB3J19503	OSV	04/01/2010
SAU 35	Financial Office	HP Laser Jet Pro M401dne	PHGFC01578	OSV	01/01/2013
SAU 35	Room G39 - NOT IN USE	HP Color Laser Jet M451dn	CNDF337451	OSV	02/01/2012

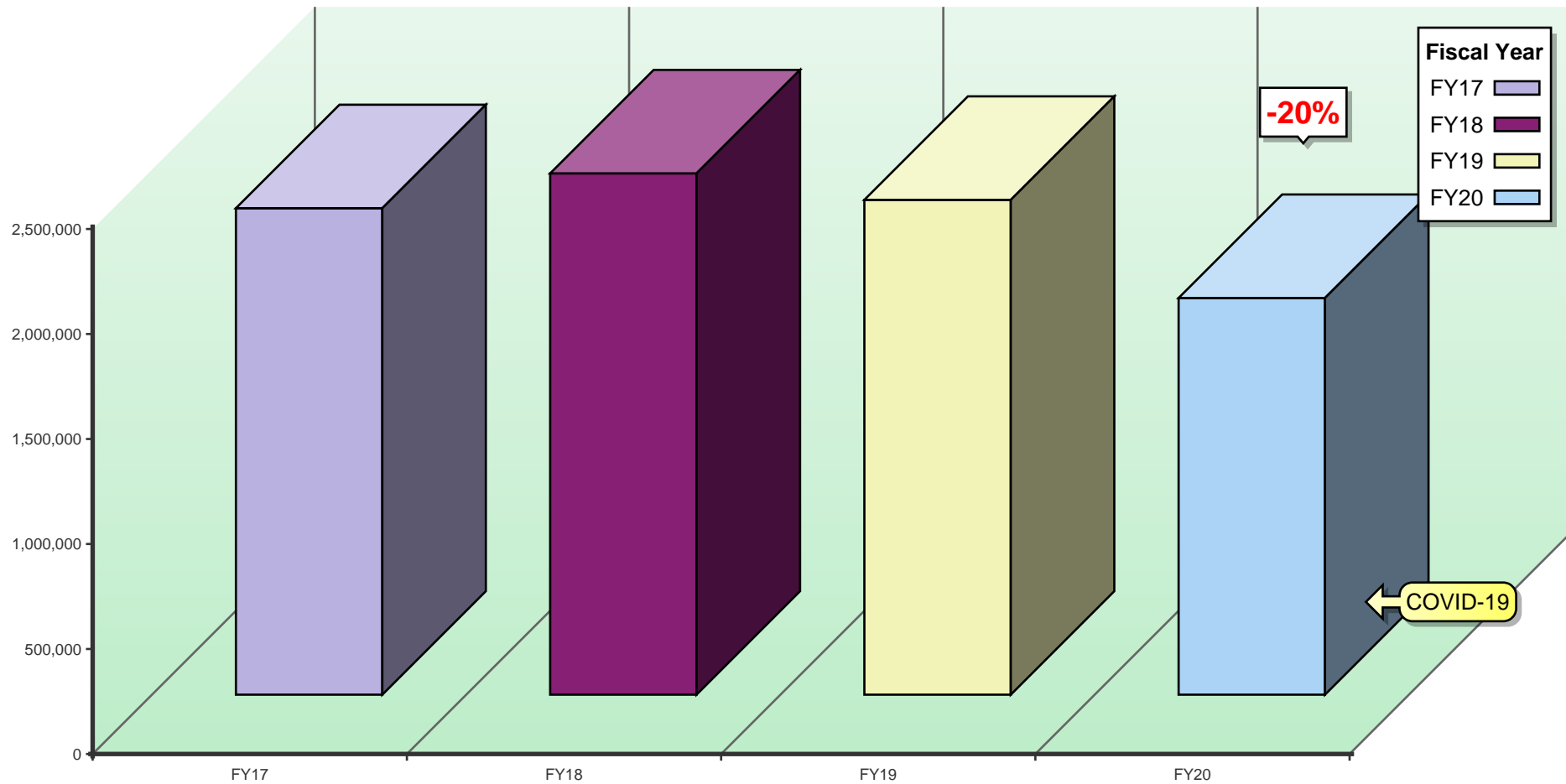
### Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
BROTHER MFC-J4420DW	U63871F5F209739	192.168.3.29	2019-11-29 07:44:49
HP LASERJET 400 color M451dn		10.35.50.163	2020-09-01 07:10:01
HP LASERJET 400 color M451dn	CNDF337444	10.35.50.108	2020-06-30 00:00:00
HP LASERJET 400 color M451dn	CNDF337444	10.35.50.108	2020-06-30 00:00:00
HP LASERJET 400 color M451dn	CNDF337444	10.35.50.108	2020-06-30 00:00:00
HP LASERJET 400 color M451dn	CNDF337444	10.35.50.108	2020-06-30 00:00:00
HP LASERJET 4000 SERIES	USRB020578	10.35.50.115	2019-11-06 07:44:14
HP LASERJET M1536dnf MFP	CND9D32BC9	10.35.50.81	2020-08-30 06:16:06
HP LASERJET Professional P1606dn	VNB3L87023	192.168.3.49	2020-06-25 10:16:43
HP Officejet Pro 8610	CN51OEX43N	192.168.3.56	2020-08-28 06:16:08
HP PRO 8600	CN32MBWM6905 KC	10.35.25.86	2020-04-09 10:19:30
SHARP MX-C402SC	1507386X00	10.35.60.123	2019-12-19 07:43:35

Annual Black Volume by Location



## Annual Black Volume Overall



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

## Average Student-to-Copy Usage - Black

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
Bethlehem Elementary	153	328,400	\$10,481.17	2,146	\$68.50
Lafayette Regional	108	369,249	\$11,950.79	3,419	\$110.66
Lisbon Regional	342	608,447	\$19,577.77	1,779	\$57.24
Profile Regional	212	426,390	\$13,668.52	2,011	\$64.47
SAU 35	0	156,622	\$5,114.28	0	\$0.00
<b>Totals</b>	<b>815</b>	<b>1,889,108</b>	<b>\$60,792.53</b>	<b>2,318</b>	<b>\$74.59</b>

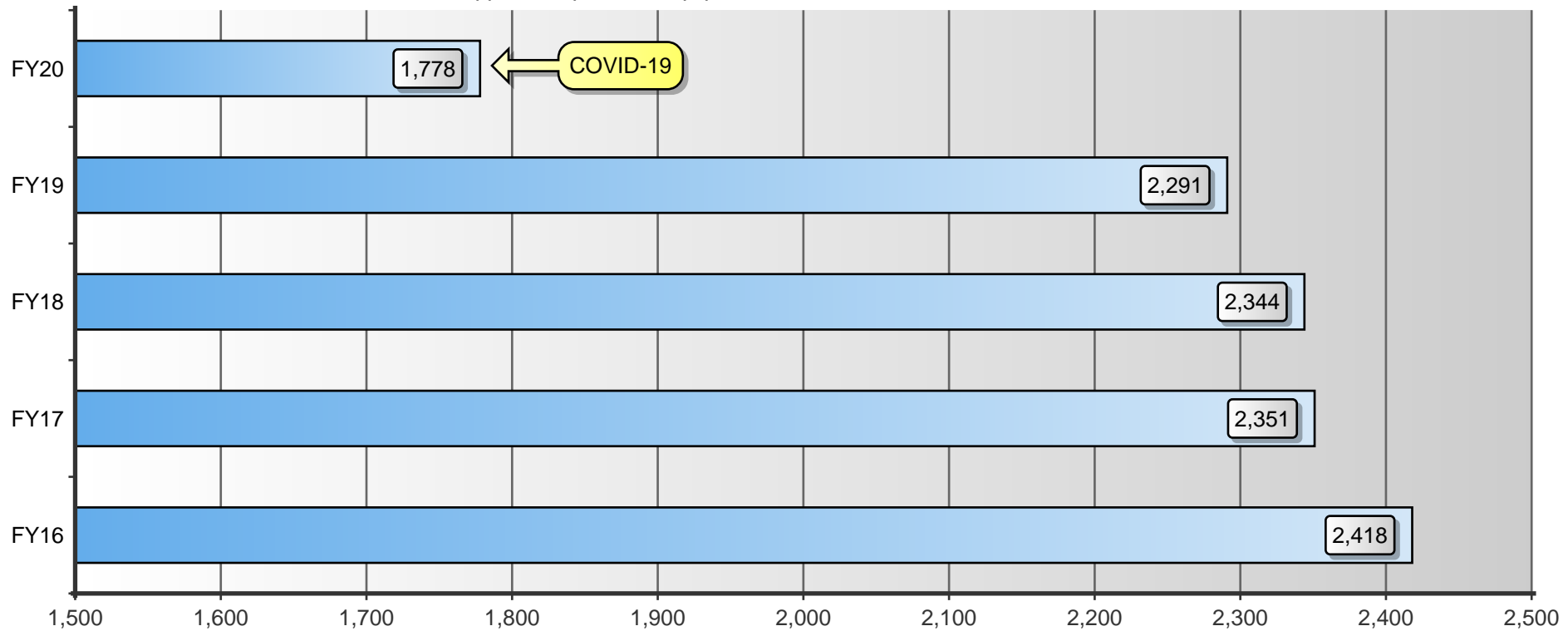
*\*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.*

## Industry Average Copies per Student - Black

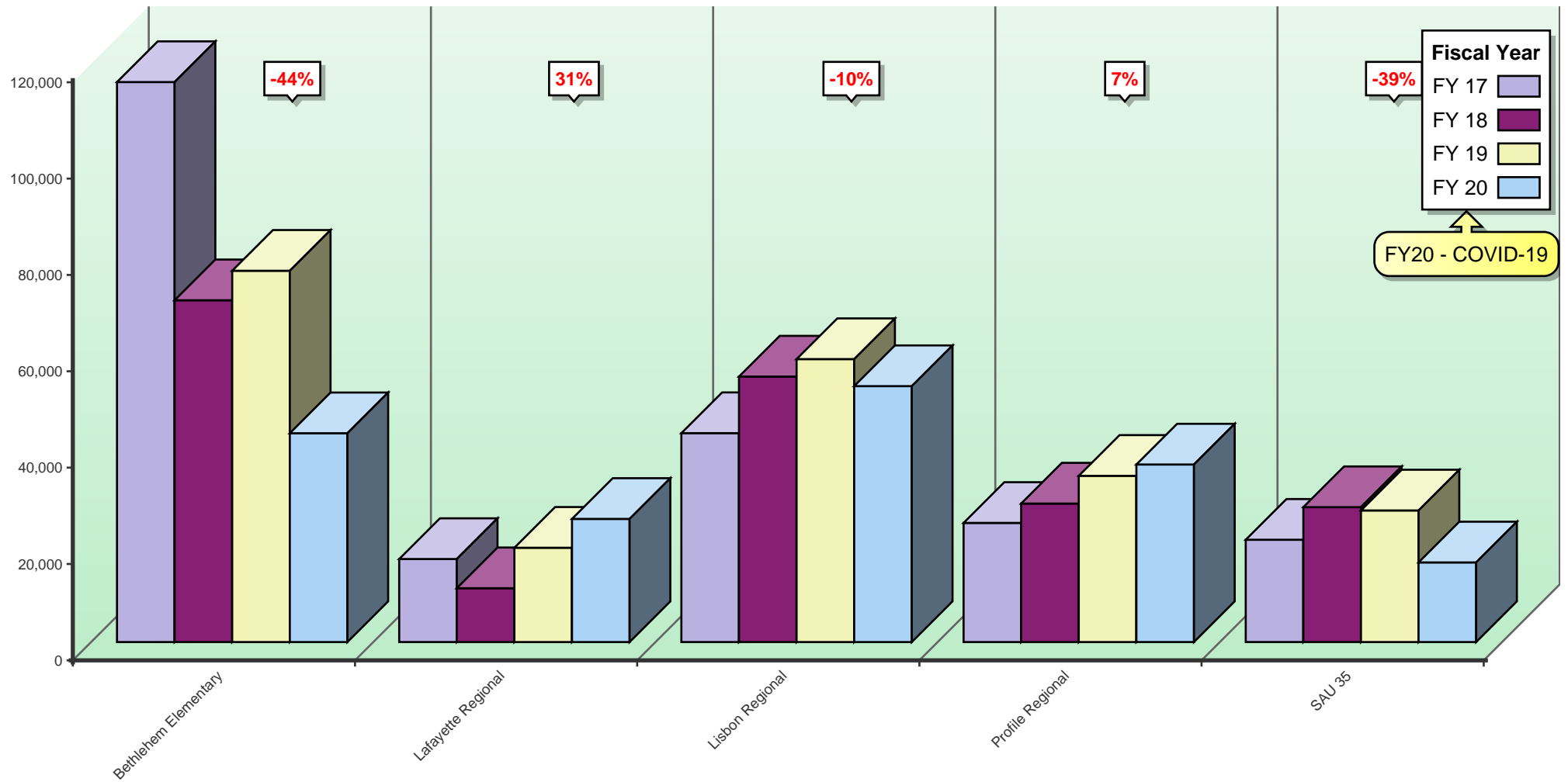
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i><b>Total 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	74,038	131,634,476	\$3,165,697.18	1,778	\$42.76

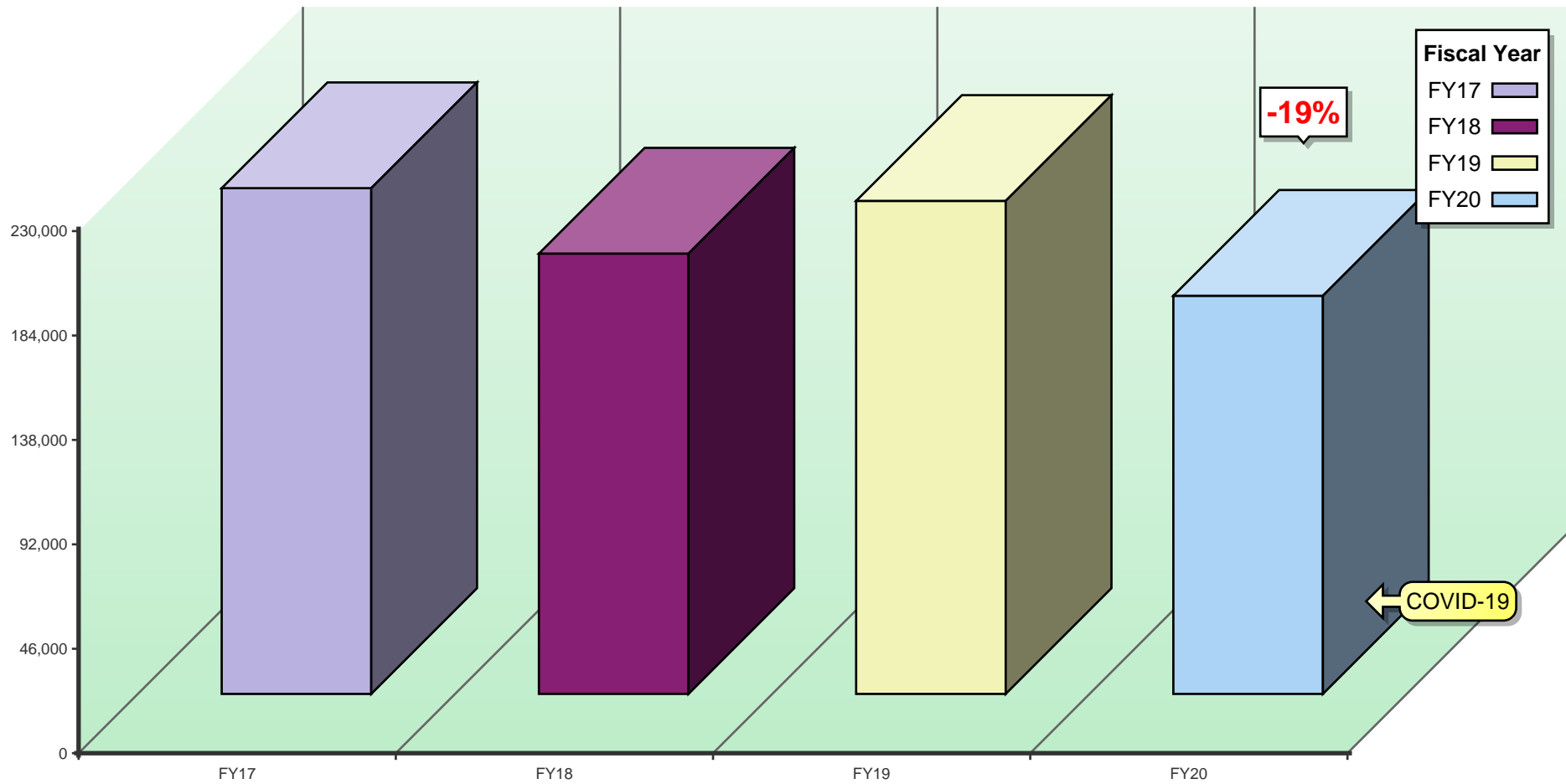
\*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



## Annual Color Volume by Location



## Annual Color Volume Overall



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



## Average Student-to-Copy Usage - Color

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
Bethlehem Elementary	153	43,346	\$2,349.36	283	\$15.36
Lafayette Regional	108	25,563	\$1,222.17	237	\$11.32
Lisbon Regional	342	53,123	\$2,980.15	155	\$8.71
Profile Regional	212	36,854	\$2,358.30	174	\$11.12
SAU 35	0	16,530	\$790.30	0	\$0.00
<b>Totals</b>	<b>815</b>	<b>175,416</b>	<b>\$9,700.28</b>	<b>215</b>	<b>\$11.90</b>

\*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 48 of STARDoc Features. Current industry ratio averages 184 color prints per student per year. Your color volume this year averages 215 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.**

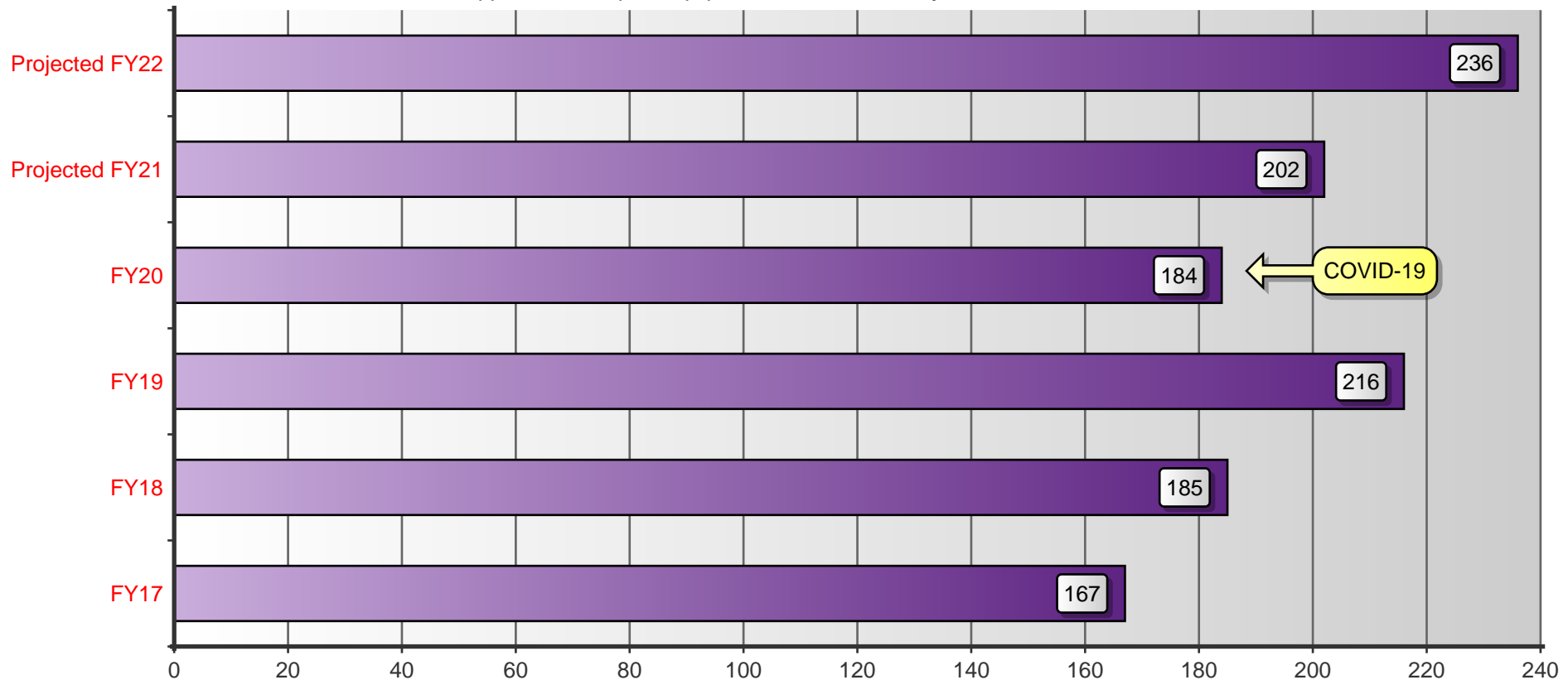
<i>District Wide Black Totals</i>	<i>1,889,108</i>	<i>\$7,739.93</i>
<i>District Wide Color Totals</i>	<i>175,416</i>	<i>\$9,671.76</i>

## Industry Average Copies per Student - Color

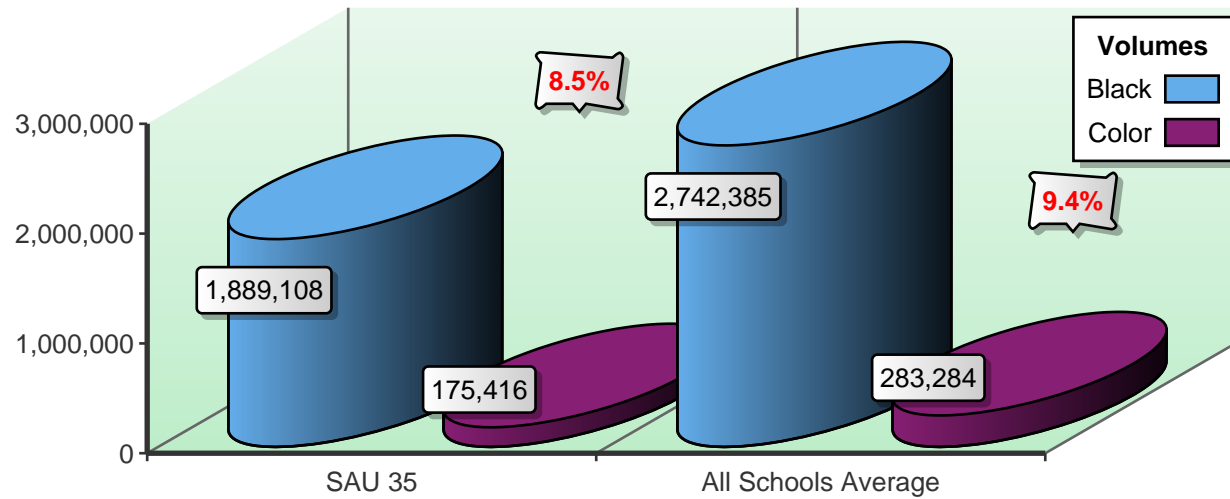
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<b>Total Student Population</b>	<b>Total Annual Volume</b>	<b>Total District Cost*</b>	<b>Annual Copies Per Student</b>	<b>Annual Cost Per Student</b>
All Schools w/Student Populations	74,038	13,597,620	\$725,023.31	184	\$9.79

\*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, in FY19, color printing increased by 19%! Of course FY20 was dramatically different because of COVID-19. Therefore, we should assume that color volume will continue to increase unless the proper controls are put in place. Obviously, some color printing is necessary. However, if color printing is not monitored properly, it could blow up your entire printing budget. The best time to financially achieve the color control goal is when you do your next upgrade. For that recommendation, please review the Health Status page.

**SOLUTION:** SPC has incorporated into our bids 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 organization to change all printing habits, SPC focuses only on problematic locations.

## 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.

*Date of Last Upgrade: 08/02/2015*

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Bethlehem Elementary</b>					
<b>Admin Office</b>					
HP Color Laser Jet M451dn / 21 PPM	6,858	7,778	920	\$0.00939	8 years from Intro.
CNDF337437 / 04024				\$8.64	
500,000 / 02/2012	18,949	21,152	2,203	\$0.09395	
Color Network Printer				\$206.97	
OSV					
<b>Basement Hallway</b>					
Toshiba e-Studio 4555c / 45 PPM	298,736	347,411	48,675	\$0.00375	7 years from Intro.
C7AE37810 / 03720				\$182.53	
1,000,000 / 07/2013	207,703	233,366	25,663	\$0.04767	
Color Photocopier				\$1,223.36	
OSV					
<b>Kitchen Office</b>					
HP Laser Jet Pro M401dn / 35 PPM	22,021	24,011	1,990	\$0.00939	8 years from Intro.
PHGFC04006 / 04025				\$18.69	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Main Office</b>					
HP Color Laser Jet M451dn / 21 PPM	11,533	13,479	1,946	\$0.00939	8 years from Intro.
CNDF337438 / 04023				\$18.27	
500,000 / 02/2012	29,087	32,851	3,764	\$0.09395	
Color Network Printer				\$353.63	
OSV					
<b>Main Office Hall</b>					
Toshiba e-Studio 857 / 85 PPM	1,182,759	1,421,394	238,635	\$0.00375	None at this time.
SAHE90196 / 03794				\$894.88	
5,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
<b>Room 13 - 2nd Floor Computer Lab</b>					
Toshiba e-studio 287CSL / 30 PPM	154,571	190,805	36,234	\$0.00375	None at this time.
TJAE11251 / 03725				\$135.88	
750,000 / 07/2014	91,635	103,351	11,716	\$0.04767	
Color Photocopier				\$558.50	
OSV					
	<b>Subtotal Black</b>		<b>328,400</b>	<b>\$1,258.89</b>	
	<b>Subtotal Color</b>		<b>43,346</b>	<b>\$2,342.46</b>	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
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**Lafayette Regional****Library**

Kyocera M2535DN / 37 PPM	38,893	49,774	10,881	\$0.00939	None at this time.
LVZ5219447 / 03737				\$102.17	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
OSV					

**Main Office**

Toshiba e-Studio 4555c / 45 PPM	17,172	33,710	16,538	\$0.00375	7 years from Intro.
C7AE37687 / 03721				\$62.02	
1,000,000 / 07/2013	62,206	87,769	25,563	\$0.04767	
Color Photocopier				\$1,218.59	
OSV					

**Room 104**

Toshiba e-Studio 757 / 75 PPM	1,308,461	1,626,404	317,943	\$0.00375	None at this time.
CAIE26901 / 03747				\$1,192.29	
4,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					

**Room 105**

Kyocera P2135DN / 37 PPM	6,494	8,127	1,633	\$0.00939	None at this time.
LVK5835074 / 03733				\$15.33	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Room 115 4th Grade</b>					
Kyocera P2135DN / 37 PPM	16,230	18,536	2,306	\$0.00939	None at this time.
LVK5835078 / 03728				\$21.65	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
<b>Room 118</b>					
Kyocera P2135DN / 37 PPM	30,855	38,539	7,684	\$0.00939	None at this time.
LVK5835079 / 03727				\$72.15	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
<b>Room 119</b>					
Kyocera P2135DN / 37 PPM	19,025	22,079	3,054	\$0.00939	None at this time.
LVK5835073 / 03731				\$28.68	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
<b>Room 120</b>					
Kyocera P2135DN / 37 PPM	7,260	9,360	2,100	\$0.00939	None at this time.
LVK5730747 / 03730				\$19.72	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Room 121 3rd Grade</b>					
Kyocera P2135DN / 37 PPM	8,999	12,518	3,519	\$0.00939	None at this time.
LVK5730737 / 03734				\$33.04	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
<b>Room 126</b>					
HP Laser Jet Pro P1606 / 26 PPM	14,218	15,872	1,654	\$0.00939	10 years from Intro.
VNB3N10762 / 04002				\$15.53	
500,000 / 04/2010	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
<b>Room 127</b>					
HP Laser Jet Pro P1606 / 26 PPM	10,864	12,608	1,744	\$0.00939	10 years from Intro.
VNB3N10786 / 04003				\$16.38	
500,000 / 04/2010	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
<b>STORAGE</b>					
Kyocera P2135DN / 37 PPM	3,996	3,996	0	\$0.00939	None at this time.
LVK5730736 / 03732				\$0.00	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	



<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>STORAGE</b>					
HP Laser Jet Pro P1606 / 26 PPM	9,045	9,238	193	\$0.00939	10 years from Intro.
VNB3N10763 / 04001				\$1.81	
500,000 / 04/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
<b>STORAGE</b>					
HP Laser Jet Pro P1606 / 26 PPM	1,118	1,118	0	\$0.00939	10 years from Intro.
VNB3L87031 / 04004				\$0.00	
500,000 / 04/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
	<b>Subtotal Black</b>		<b>369,249</b>	<b>\$1,580.78</b>	
	<b>Subtotal Color</b>		<b>25,563</b>	<b>\$1,218.59</b>	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
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**Lisbon Regional****Library**

Toshiba e-Studio 4555c / 45 PPM	114,991	143,588	28,597	\$0.00375	7 years from Intro.
C7AE37792 / 03722				\$107.24	
1,000,000 / 07/2013	49,337	67,862	18,525	\$0.04767	
Color Photocopier OSV				\$883.09	

**Main Office**

Kyocera P2135DN / 37 PPM	0	277	277	\$0.00939	None at this time.
LVK5835064 / 03742				\$2.60	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	

**Main Office Work Room**

Toshiba e-Studio 5560c / 55 PPM	327,067	414,515	87,448	\$0.00375	None at this time.
CSAE16852 / 03723				\$327.93	
3,000,000 / 04/2014	76,415	101,527	25,112	\$0.04767	
Color Photocopier OSV				\$1,197.09	

**Room 102**

HP Color Laser Jet M451dn / 21 PPM	26,436	29,323	2,887	\$0.00939	8 years from Intro.
CNDF337440 / 04012				\$27.11	
500,000 / 02/2012	23,113	25,027	1,914	\$0.09395	
Color Network Printer OSV				\$179.82	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Room 108</b>					
Kyocera P2135DN / 37 PPM	17,864	19,036	1,172	\$0.00939	None at this time.
LVK5835642 / 03740				\$11.01	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
<b>Room 112</b>					
HP Color Laser Jet M451dn / 21 PPM	43,351	50,114	6,763	\$0.00939	8 years from Intro.
CNDF337444 / 04005				\$63.50	
500,000 / 02/2012	4,929	6,589	1,660	\$0.09395	
Color Network Printer OSV				\$155.96	
<b>Room 124 Teachers' Education</b>					
HP Laser Jet Pro M401dne / 35 PPM	14,681	15,619	938	\$0.00939	7 years from Intro.
PHGFC01589 / 04006				\$8.81	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
<b>Room 135</b>					
Kyocera P2135DN / 37 PPM	19,921	22,867	2,946	\$0.00939	None at this time.
LVK5835062 / 03741				\$27.66	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Room 157</b>					
HP Laser Jet Pro M401dne / 35 PPM	6,480	7,611	1,131	\$0.00939	7 years from Intro.
PHGFC01587 / 04007				\$10.62	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
<b>Room 183</b>					
HP Color Laser Jet M451dn / 21 PPM	5,565	6,342	777	\$0.00939	8 years from Intro.
CNDF337448 / 04008				\$7.30	
500,000 / 02/2012	17,244	19,987	2,743	\$0.09395	
Color Network Printer OSV				\$257.70	
<b>Room 188 Special Needs</b>					
Toshiba e-Studio 657 / 65 PPM	337,781	431,231	93,450	\$0.00375	None at this time.
CAIE26246 / 03745				\$350.44	
3,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier OSV				\$0.00	
<b>Room 200</b>					
HP Laser Jet Pro M401dne / 35 PPM	7,809	8,193	384	\$0.00939	7 years from Intro.
PHGFC04005 / 04011				\$3.61	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Room 215</b>					
HP Laser Jet Pro M401dne / 35 PPM	2,462	3,951	1,489	\$0.00939	7 years from Intro.
PHGFC01573 / 04013				\$13.98	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
<b>Room 227 Teachers' Lounge</b>					
Kyocera P2135DN / 37 PPM	45,307	45,307	0	\$0.00939	None at this time.
LVK5835068 / 03255				\$0.00	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
<b>Room 230</b>					
HP Color Laser Jet M451dn / 21 PPM	24,843	27,810	2,967	\$0.00939	8 years from Intro.
CNDF337447 / 04009				\$27.86	
500,000 / 02/2012	27,106	30,275	3,169	\$0.09395	
Color Network Printer OSV				\$297.73	
<b>Teachers' Mail Room</b>					
Toshiba e-Studio 657 / 65 PPM	616,730	812,406	195,676	\$0.00375	None at this time.
CAIE26882 / 03746				\$733.79	
3,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier OSV				\$0.00	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Teachers' Mail Room</b>					
Toshiba e-Studio 857 / 85 PPM	1,311,965	1,478,213	166,248	\$0.00375	None at this time.
CAFE23172 / 03680				\$623.43	
5,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier OSV				\$0.00	
<b>Unknown</b>					
HP Laser Jet Pro M401dne / 35 PPM	93,246	108,543	15,297	\$0.00939	7 years from Intro.
PHGFC01586 / 04010				\$143.64	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
	<b>Subtotal Black</b>		<b>608,447</b>	<b>\$2,490.51</b>	
	<b>Subtotal Color</b>		<b>53,123</b>	<b>\$2,971.39</b>	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Profile Regional					
Room 100					
Toshiba e-Studio 657 / 65 PPM	711,662	835,419	123,757	\$0.00375	None at this time.
CAIE26293 / 03748				\$464.09	
3,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Room 100 - NOT IN USE					
Kyocera P2135DN / 37 PPM	35	35	0	\$0.00939	None at this time.
LVK5730741 / 03726				\$0.00	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 100 - NOT IN USE					
HP Laser Jet Pro M401dne / 35 PPM	120	120	0	\$0.00939	7 years from Intro.
PHGFC01584 / 04015				\$0.00	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 100 - NOT IN USE					
HP Color Laser Jet CP1525nw / 12 PPM	201	201	0	\$0.00939	10 years from Intro.
CNBF321721 / 04014				\$0.00	
150,000 / 11/2010	395	395	0	\$0.09395	
Color Network Printer				\$0.00	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Room 127</b>					
Kyocera P2135DN / 37 PPM	16,924	20,342	3,418	\$0.00939	None at this time.
LVK5936157 / 03729				\$32.10	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
<b>Room 127 Main Office</b>					
HP Color Laser Jet M451dn / 21 PPM	17,140	24,199	7,059	\$0.00939	8 years from Intro.
CNDF337446 / 04022				\$66.28	
500,000 / 02/2012	1,114	1,731	617	\$0.09395	
Color Network Printer				\$57.97	
OSV					
<b>Room 131</b>					
Toshiba e-Studio 5560c / 55 PPM	128,181	190,111	61,930	\$0.00375	None at this time.
CSEE19600 / 03724				\$232.24	
3,000,000 / 04/2014	53,394	77,402	24,008	\$0.04767	
Color Photocopier				\$1,144.46	
OSV					
<b>Room 141</b>					
Toshiba e-Studio 757 / 75 PPM	458,326	522,422	64,096	\$0.00375	None at this time.
CAIE26902 / 03793				\$240.36	
4,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					



<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Room 157 - NOT IN USE</b>					
HP Laser Jet Pro P1606 / 26 PPM	5,125	5,125	0	\$0.00939	10 years from Intro.
VNB3B44750 / 04016				\$0.00	
500,000 / 04/2010	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
<b>Room 163 Art</b>					
HP Color Laser Jet M451dn / 21 PPM	3,854	4,351	497	\$0.00939	8 years from Intro.
CNDGD00923 / 04018				\$4.67	
500,000 / 02/2012	11,322	12,330	1,008	\$0.09395	
Color Network Printer OSV				\$94.70	
<b>Room 187 Media Center</b>					
Toshiba e-Studio 657 / 65 PPM	422,206	518,009	95,803	\$0.00375	None at this time.
CAIE26256 / 03792				\$359.26	
3,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier OSV				\$0.00	
<b>Room 187 Media Center</b>					
HP Color Laser Jet M451dn / 21 PPM	15,424	17,066	1,642	\$0.00939	8 years from Intro.
CNB0205485 / 04017				\$15.42	
500,000 / 02/2012	37,991	42,259	4,268	\$0.09395	
Color Network Printer OSV				\$400.98	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Room 302 Language</b>					
HP Laser Jet Pro M401dne / 35 PPM	6,670	8,007	1,337	\$0.00939	7 years from Intro.
PHGFC01575 / 04021				\$12.55	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
<b>Room 304</b>					
HP Laser Jet Pro M401dne / 35 PPM	7,499	8,570	1,071	\$0.00939	7 years from Intro.
PHGFC01582 / 04020				\$10.06	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	
<b>Room 313 Computer Lab</b>					
HP Color Laser Jet CP4520 / 42 PPM	16,618	18,483	1,865	\$0.00939	10 years from Intro.
JPBCB910CW / 04019				\$17.51	
1,000,000 / 04/2010	35,613	42,566	6,953	\$0.09395	
Color Network Printer OSV				\$653.23	
<b>Room 314</b>					
Toshiba e-Studio 557 / 55 PPM	349,703	413,618	63,915	\$0.00375	None at this time.
CAIE26083 / 03744				\$239.68	
3,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier OSV				\$0.00	
<b>Subtotal Black</b>			<b>426,390</b>	<b>\$1,694.22</b>	
<b>Subtotal Color</b>			<b>36,854</b>	<b>\$2,351.34</b>	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU 35					
Accounts Payable					
HP Laser Jet Pro M401dne / 35 PPM	51,899	57,013	5,114	\$0.00939	7 years from Intro.
PHGFC01577 / 04029				\$48.02	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Admin Asst to Supt/HR Coord.					
HP Laser Jet P1102w / 19 PPM	51,436	52,223	787	\$0.00939	10 years from Intro.
VNB3J19503 / 04030				\$7.39	
200,000 / 04/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Director of Student Services					
Kyocera P2135DN / 37 PPM	10,435	10,498	63	\$0.00939	None at this time.
LVK5730742 / 03739				\$0.59	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Financial Office					
Toshiba e-Studio 657 / 65 PPM	169,141	219,264	50,123	\$0.00375	None at this time.
CAIE26873 / 03743				\$187.96	
3,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Financial Office</b>					
HP Laser Jet Pro M401dne / 35 PPM PHGFC01578 / 04028 750,000 / 01/2013 Black Network Printer OSV	30,916  0	47,684  0	16,768  0	\$0.00939 \$157.45 \$0.00000 \$0.00	7 years from Intro.
<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	\$0.00939 \$0.00 \$0.00000 \$0.00	None at this time.
<b>Kitchen</b>					
Toshiba E-Studio 6560C / 65 PPM CSHE21122 / 03690 3,000,000 / 04/2014 Color Photocopier OSV	392,367  92,159	476,134  108,689	83,767  16,530	\$0.00375 \$314.13 \$0.04767 \$787.99	None at this time.
<b>Room G39 - 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	\$0.00939 \$0.00 \$0.09395 \$0.00	8 years from Intro.
<b>Subtotal Black</b>			<b>156,622</b>	<b>\$715.54</b>	<b>Your Avg Color CPC is \$0.0551. Estimated cost savings with your next bid: \$15,257.79 over 5 years. Our bids are coming in at an average of \$.03774 with our compensation included.</b>
<b>Subtotal Color</b>			<b>16,530</b>	<b>\$787.99</b>	
<b>District Wide Black Totals</b>			<b>1,889,108</b>	<b>\$7,739.93</b>	
<b>District Wide Color Totals</b>			<b>175,416</b>	<b>\$9,671.76</b>	

## 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 04/15/2006 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 20 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	Prior CPC	Average Annual Cost
1,889,108	\$0.01269	\$23,972.78

### **CURRENTLY WITH SPC**

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
1,889,108	\$0.00410	\$7,745.34	\$16,227.44	\$81,137.19

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

**Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$16,227.44 x 14 years as a Client**  
**= \$227,184.13 Cost Savings!**

## Projected Equipment Costs by Building - Black

This table represents projected expenses for BLACK prints or copies by building based on recent activity. Approximate current paper case costs and averaged current annual lease payment are figured in to provide budget information for the upcoming fiscal year.

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Bethlehem Elementary	328,400	\$1,262.27	\$1,773.36	\$7,445.54	\$10,481.17
Lafayette Regional	369,249	\$1,585.16	\$1,993.94	\$8,371.68	\$11,950.79
Lisbon Regional	608,447	\$2,497.34	\$3,285.61	\$13,794.82	\$19,577.77
Profile Regional	426,390	\$1,698.82	\$2,302.51	\$9,667.19	\$13,668.52
SAU 35	156,622	\$717.56	\$845.76	\$3,550.96	\$5,114.28
<b>Total</b>	<b>1,889,108</b>	<b>\$7,761.15</b>	<b>\$10,201.18</b>	<b>\$42,830.20</b>	<b>\$60,792.53</b>

### 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.

<b>Building</b>	<b>Projected Color Volume</b>	<b>Service &amp; Supply Cost</b>
Bethlehem Elementary	43,346	\$2,349.36
Lafayette Regional	25,563	\$1,222.17
Lisbon Regional	53,123	\$2,980.15
Profile Regional	36,854	\$2,358.30
SAU 35	16,530	\$790.30
<b>Total</b>	<b>175,416</b>	<b>\$9,700.28</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 0.03%.**

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Office Systems of Vermont	Black Laser MFP	10,881	\$0.00939	\$102.17	\$0.00942	\$102.50
Office Systems of Vermont	Black Network Printer	78,069	\$0.00939	\$733.07	\$0.00942	\$735.41
Office Systems of Vermont	Black Photocopier	1,409,646	\$0.00375	\$5,286.17	\$0.00376	\$5,300.27
Office Systems of Vermont	Color Network Printer	27,323	\$0.00939	\$256.56	\$0.00942	\$257.38
Office Systems of Vermont	Color Photocopier	363,189	\$0.00375	\$1,361.96	\$0.00376	\$1,365.59
<b>Total</b>		<b>1,889,108</b>	<b>\$0.00410</b>	<b>\$7,739.93</b>	<b>\$0.00411</b>	<b>\$7,761.15</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 0.03%.**

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Office Systems of Vermont	Color Network Printer	28,299	\$0.09395	\$2,658.69	\$0.09423	\$2,666.61
Office Systems of Vermont	Color Photocopier	147,117	\$0.04767	\$7,013.07	\$0.04781	\$7,033.66
	<b>Total</b>	<b>175,416</b>	<b>\$0.05514</b>	<b>\$9,671.76</b>	<b>\$0.05530</b>	<b>\$9,700.28</b>

## Reprographic Equipment Assessment

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

Total Number of Units	62
Total Number of Units on Lease	33
Total Number of Units Owned	29
Lease Company	Norway Savings Bank
Lease Start Date	08/02/2015
Lease End Date	08/01/2021
Term	6 Annual
Annual Payment usually due on 8/1	\$42,830.20
Remaining Payments	1

*\*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	Toshiba e-Studio 4555c	C7AE37687
Lafayette Regional	Toshiba e-Studio 757	CAIE26901
Lafayette Regional	Kyocera P2135DN	LVK5730736
Lafayette Regional	Kyocera P2135DN	LVK5730737
Lafayette Regional	Kyocera P2135DN	LVK5730747
Lafayette Regional	Kyocera P2135DN	LVK5835073
Lafayette Regional	Kyocera P2135DN	LVK5835074
Lafayette Regional	Kyocera P2135DN	LVK5835078
Lafayette Regional	Kyocera P2135DN	LVK5835079
Lafayette Regional	Kyocera M2535DN	LVZ5219447
Lisbon Regional	Toshiba e-Studio 4555c	C7AE37792
Lisbon Regional	Toshiba e-Studio 857	CAFE23172
Lisbon Regional	Toshiba e-Studio 657	CAIE26246
Lisbon Regional	Toshiba e-Studio 657	CAIE26882
Lisbon Regional	Toshiba e-Studio 5560c	CSAE16852
Lisbon Regional	Kyocera P2135DN	LVK5835062
Lisbon Regional	Kyocera P2135DN	LVK5835064
Lisbon Regional	Kyocera P2135DN	LVK5835068
Lisbon Regional	Kyocera P2135DN	LVK5835642
Profile Regional	Toshiba e-Studio 557	CAIE26083
Profile Regional	Toshiba e-Studio 657	CAIE26256
Profile Regional	Toshiba e-Studio 657	CAIE26293
Profile Regional	Toshiba e-Studio 757	CAIE26902
Profile Regional	Toshiba e-Studio 5560c	CSEE19600
Profile Regional	Kyocera P2135DN	LVK5730741
Profile Regional	Kyocera P2135DN	LVK5936157
SAU 35	Toshiba e-Studio 657	CAIE26873
SAU 35	Toshiba E-Studio 6560C	CSHE21122
SAU 35	Kyocera P2135DN	LVK5730731

Building	Make/Model	Serial Number
SAU 35	Kyocera P2135DN	LVK5730742

## Owned Equipment

Building	Make/Model	Serial Number
Bethlehem Elementary	HPColor Laser Jet M451dn	CNDF337437
Bethlehem Elementary	HPColor Laser Jet M451dn	CNDF337438
Bethlehem Elementary	HPLaser Jet Pro M401dn	PHGFC04006
Lafayette Regional	HPLaser Jet Pro P1606	VNB3L87031
Lafayette Regional	HPLaser Jet Pro P1606	VNB3N10762
Lafayette Regional	HPLaser Jet Pro P1606	VNB3N10763
Lafayette Regional	HPLaser Jet Pro P1606	VNB3N10786
Lisbon Regional	HPColor Laser Jet M451dn	CNDF337440
Lisbon Regional	HPColor Laser Jet M451dn	CNDF337444
Lisbon Regional	HPColor Laser Jet M451dn	CNDF337447
Lisbon Regional	HPColor Laser Jet M451dn	CNDF337448
Lisbon Regional	HPLaser Jet Pro M401dne	PHGFC01573
Lisbon Regional	HPLaser Jet Pro M401dne	PHGFC01586
Lisbon Regional	HPLaser Jet Pro M401dne	PHGFC01587
Lisbon Regional	HPLaser Jet Pro M401dne	PHGFC01589
Lisbon Regional	HPLaser Jet Pro M401dne	PHGFC04005
Profile Regional	HPColor Laser Jet M451dn	CNB0205485
Profile Regional	HPColor Laser Jet CP1525nw	CNBF321721
Profile Regional	HPColor Laser Jet M451dn	CNDF337446
Profile Regional	HPColor Laser Jet M451dn	CNDGD00923
Profile Regional	HPColor Laser Jet CP4520	JPBCB910CW
Profile Regional	HPLaser Jet Pro M401dne	PHGFC01575
Profile Regional	HPLaser Jet Pro M401dne	PHGFC01582
Profile Regional	HPLaser Jet Pro M401dne	PHGFC01584
Profile Regional	HPLaser Jet Pro P1606	VNB3B44750
SAU 35	HPColor Laser Jet M451dn	CNDF337451
SAU 35	HPLaser Jet Pro M401dne	PHGFC01577
SAU 35	HPLaser Jet Pro M401dne	PHGFC01578
SAU 35	HPLaser Jet P1102w	VNB3J19503

## STARDoc User Names

Name	User Name
Aaron Goldman	it@lafayetteregional.org
Ben Jellison	bjellison@profile.k12.nh.us
Dan Inghram	daningham@profile.k12.nh.us
Gordie Johnk	gjohnk@lafayetteregional.org
Karen Watson	kwatson
Kristin Franklin	k.franklin@sau35.org
Lisa Peterson	lpeterson
Pierre Couture	p.couture@sau35.org
Shawna Murphy	smurphy
Steve Hoyt	shoyt@bethlehem.k12.nh.us
Susan Greenlaw	ashshawgreenlaw@gmail.com
Tina Lister	tlister@bethlehem.k12.nh.us
Toni Butterfield	tbutterfield@lafayetteregional.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 63 clients with over 3,700 devices doing more than **155** 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 1989, 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 3,700 pieces of equipment;**  
**Our relationship with our vendors has never been stronger!**



## STARDoc Features

### Cost Projection by Department or Building

- 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

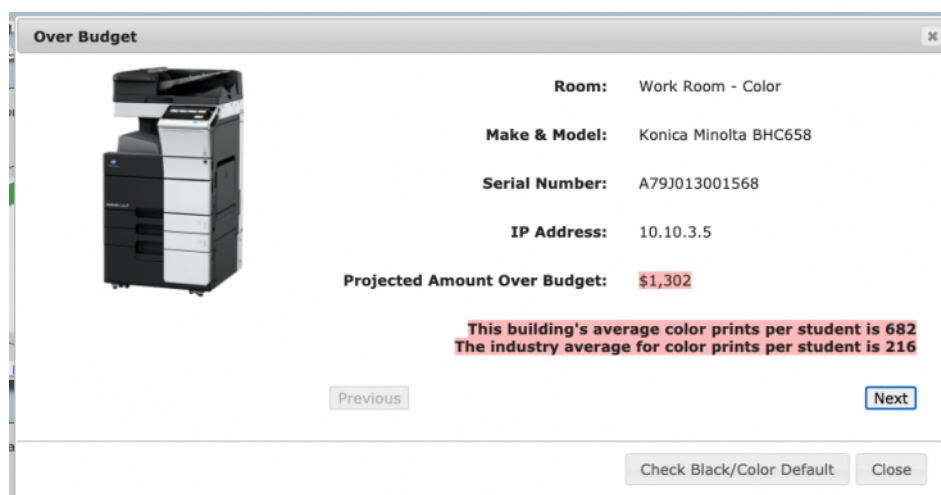
### Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client

### Over-Budget Report

- Request service history on any machine right through STARDoc.
- Catch overused equipment early, before equipment begins to break down due to overuse.



## SPC'S CLIENT WARRANTY AND RELIEF INSURANCE FUND

### AVAILABLE IMMEDIATELY!

#### WHY IS IT NEEDED?

With the recent pandemic, schools and businesses shut down. We are now seeing massive credits overall owed in the vicinity of \$389,820.78!\* However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news to our clients, what if the vendor is unable or unwilling to repay those funds? Many companies outside of the copier industry are already filing for bankruptcy. SPC's legitimate concern is, what if this hits the Copier Industry and we can no longer access the funds owed to the client?

#### OTHER CONCERNS:

- Vendor refuses to honor a Warranty
- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Service-and-Supply Contract at the agreed-upon pricing.
- Vendor gets sold to a venture capitalist entity or to a risky new owner with limited cash reserves

#### PURPOSE:

Since 1989, SPC's goal is to shelter our clients from Industry upheavals. This fund is to set aside monies that can be used by any client, if a need arises.

Funding Source: Initially, \$200,000 no-interest personal loan. To be paid back from two sources...

- Wholesale Trades... For over 10 years these funds have been set aside for warranty replacement units since the industry would provide the same cash price with or without the trade.
- Equipment Purchases... 2% of the gross will be set aside with each upgrade.

#### WHO BENEFITS:

All SPC clients...like any insurance fund, by pooling funds from SPC's entire client base, any losses are eliminated.

*CREDITS ANTICIPATED JUNE 30, 2020	
A-COPI (Owned by Visual Edge)	(\$77,605.18)
AXIS	(\$16,858.50)
BUDGET	(\$20,200.73)
CANON	(\$31,240.99)
KMBS	(\$154,659.88)
NATIONAL	(\$38,961.67)
OSV (Owned by Visual Edge)	(\$64,920.06)
RICOH	(\$3,432.44)
SYMQUEST (Owned by KMBS)	(\$11,027.80)
XEROX	(\$913.53)
<b>TOTAL UNUSED</b>	<b>(\$389,820.78)</b>