Specialized Purchasing Consultants
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2014-2015 Annual Report

Year - End Photocopier Analysis

With projected costs for 2015-16

Sheila Goulet
NHSAU 36 - White Mountains
Regional School District
14 King Square
Whitefield, NH 03598

Specialized Purchasing Consultants Corp.

Serving Maine & New Hampshire since 1988

Skip Tilton
President

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October 2015

Sheila Goulet
NHSAU 36 - White Mountains Regional School District
14 King Square
Whitefield, NH 03598

Dear Sheila:

Once again, on behalf of our staff here at Specialized Purchasing Consultants, we wish to thank you for your continued confidence in us to provide our services to you and your organization. Our relationship is now 8 years strong, and we hope that your trust in us and this relationship will continue for many years to come.

Our Annual Report is designed to provide an overview of the recent past year's reprographic equipment usage and status. We provide recommendations based on the usage to address potential problem areas in order to avoid needless down time and improve equipment reliability for years to come.

Every year we look for new ways to improve our services to save our clients time, money, and effort. Over the past years we have implemented a number of new features, such as Simplified Billing, FM Audit automatic meter reading, SPC STARDoc and recently an IT Asset Management Program, where you can visualize all of your assets laid out on an interactive floor plan that will allow you to schedule out replacement units as needed.

During the upcoming year, we have even more services to offer by way of STARDoc. Some of those new features are listed on the "New Features" page of this report. During our in-person meeting with you to review this report, we will demonstrate those new features as well as discuss your suggestions to enhance STARDoc to be even more useful and beneficial to you and your IT staff. All of these new features are at no additional charge to you.

Thank you again for allowing SPC the opportunity to be of service. 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 over 87 clients (3,800+ machines with 1.6 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.

Sue Penney
Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Rachel Guay
Accounting Coordinator

I am responsible for the majority of the accounting communications between SPC and its vendors and clients. I will rely upon my years of experience and my strong attention to detail to ensure our clients' needs are well served. It is my goal to work accurately and efficiently and to uphold the high standards of customer satisfaction that SPC has provided to their customers. I look forward to establishing a strong working relationship with each and every one of you.

Pam Weed
Client-Vendor Relations

SPC's clients are my Number One priority. When you have a question, concern, need, or problem related to equipment, service or billing, I am available to assist you in getting it resolved promptly. I am pleased to be able to act as liaison between our clients and vendors to ensure smooth transitions or quick resolutions.

Joel Heffernan
Field Representative – Client Relations

As Field Representative for SPC, I reach out to the customer to offer help as needed in and during the installation of equipment change over and in assisting in each event. Also, I bring to this company over forty years in the Copier/Printer industry. It is my goal to assure our clients a pleasant experience in using SPC's services.

The SPC Team Continued….

Charles Baca

Operational Support

I've been happily working at SPC for about 2 years, and I'm happy to be working with such an amazing staff. We have grown so much as a team since I started. I enjoy going out and meeting all of you in the field and making sure everything runs smooth. Please feel free to contact me with any questions or concerns you may have.

Robert B. Dutil

Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. 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.

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

Equipment Health Status

Total Number of Machines:	76
Total Black Photocopiers	14
Total Color Photocopiers	5
Total Black Network Printers	42
Total Color Network Printers	15
Total Removed from Service:	0
# of Units OFF Warranty:	14
# of Units Approaching End of Warranty:	6
# of Units Overused:	2
# of Units Underused:	5
# of Units Connected to Network with Print and/or Scan	74
Commencement Date:	9/1/2011
# of Annual Payments Left on Lease	0
All Warranties and Service Contracts Expire:	6/30/2016
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 Sheila,

Overall, things look good on paper, but it has been four years since your last upgrade and you will benefit from an onsite visit and perhaps and upgrade. We should begin the process in the spring of 2016. At that time you could address the 6 machines approaching the end of their warranty plus the 14 machines already of warranty.

In addition all of your machines service contract and warranties will run out on 6-30-2016. Perhaps there are other needs that an onsite visit may be able to address as well. It is always good to stay ahead of the reliability curve.

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.

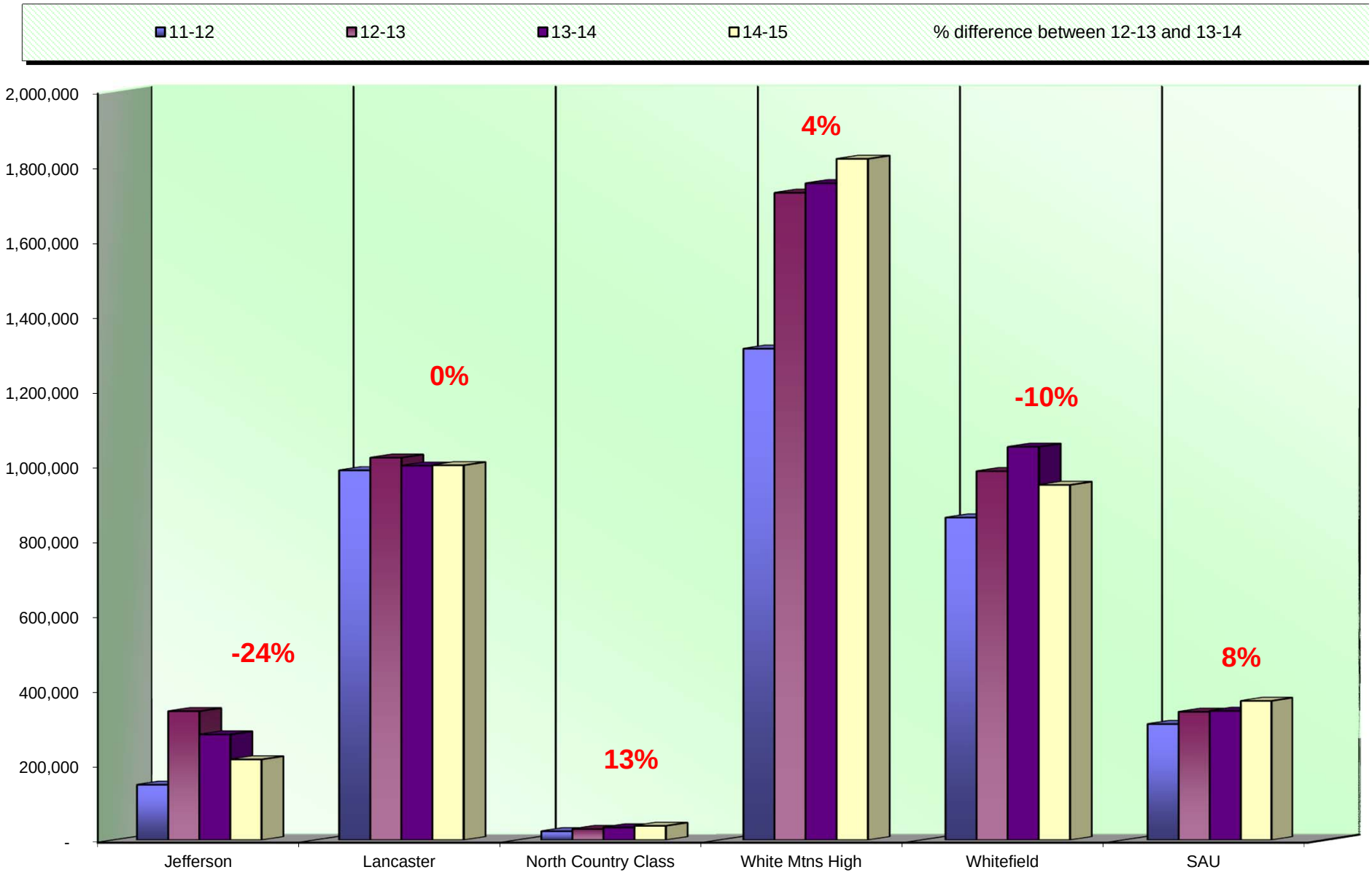
Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Jefferson Elementary	Sherrie's Office	HP Color Laser Jet CP1025nw	CNBGC51019	AXIS	10/2004
Lancaster Elementary	Art Room	HP Color Laser Jet 2600	CNGC64L088	AXIS	10/2001
Lancaster Elementary	Room 46	HP Color Laser Jet CP1025nw	CNBGC51068	AXIS	10/2004
Lancaster Elementary	Room 87	HP Color Laser Jet CP1025nw	CNBGC33352	AXIS	10/2004
Lancaster Elementary	Room 94	HP Color Laser Jet 2600	CNHC7DD5H7	AXIS	10/2001
Lancaster Elementary	Room 95	HP Laser Jet P2035n	CNB9R39539	AXIS	11/2008
SAU 36	Special Ed - Marie	HP Laser Jet P2035	CNB9R39525	AXIS	11/2008
SAU 36	Superintendent's Secretary	HP Laser Jet 4050	USQJ003683	AXIS	05/1999
SAU 36	Trina - MICR	HP Laser Jet P3015 MICR	VNB3Y46993	AXIS	07/2008
White Mountains Regional High	Beth Fowler	HP Color Laser Jet CP2025	CNDSB01054	AXIS	09/2008
White Mountains Regional High	Beth Fowler	HP Color Laser Jet CP1025nw	CNBGB49793	AXIS	10/2004
White Mountains Regional High	Custodial Area	HP Color Laser Jet 2600	CNGC68X1GN	AXIS	10/2001
White Mountains Regional High	Room 210	HP Color Laser Jet CP1025nw	CNBGC51076	AXIS	10/2004
Whitefield Elementary	Art / JSB	HP Color Laser Jet CP1025nw	CNBGD33505	AXIS	10/2004
Whitefield Elementary	Hallway	HP Color Laser Jet 2600N	CNDC5CR0NN	AXIS	05/2005
Whitefield Elementary	Library	HP Laser Jet P2035n	CNB9R39423	AXIS	11/2008
Whitefield Elementary	Room 136	HP Color Laser Jet CP1025nw	CNBGC51070	AXIS	10/2004
Whitefield Elementary	Room 137	HP Color Laser Jet CP1025nw	CNBGB44497	AXIS	10/2004
Whitefield Elementary	Room 20	HP Laser Jet P2035n	CNB9R62616	AXIS	11/2008
Whitefield Elementary	Tech Ed Room	HP Color Laser Jet 2600	CNHC81748D	AXIS	10/2001

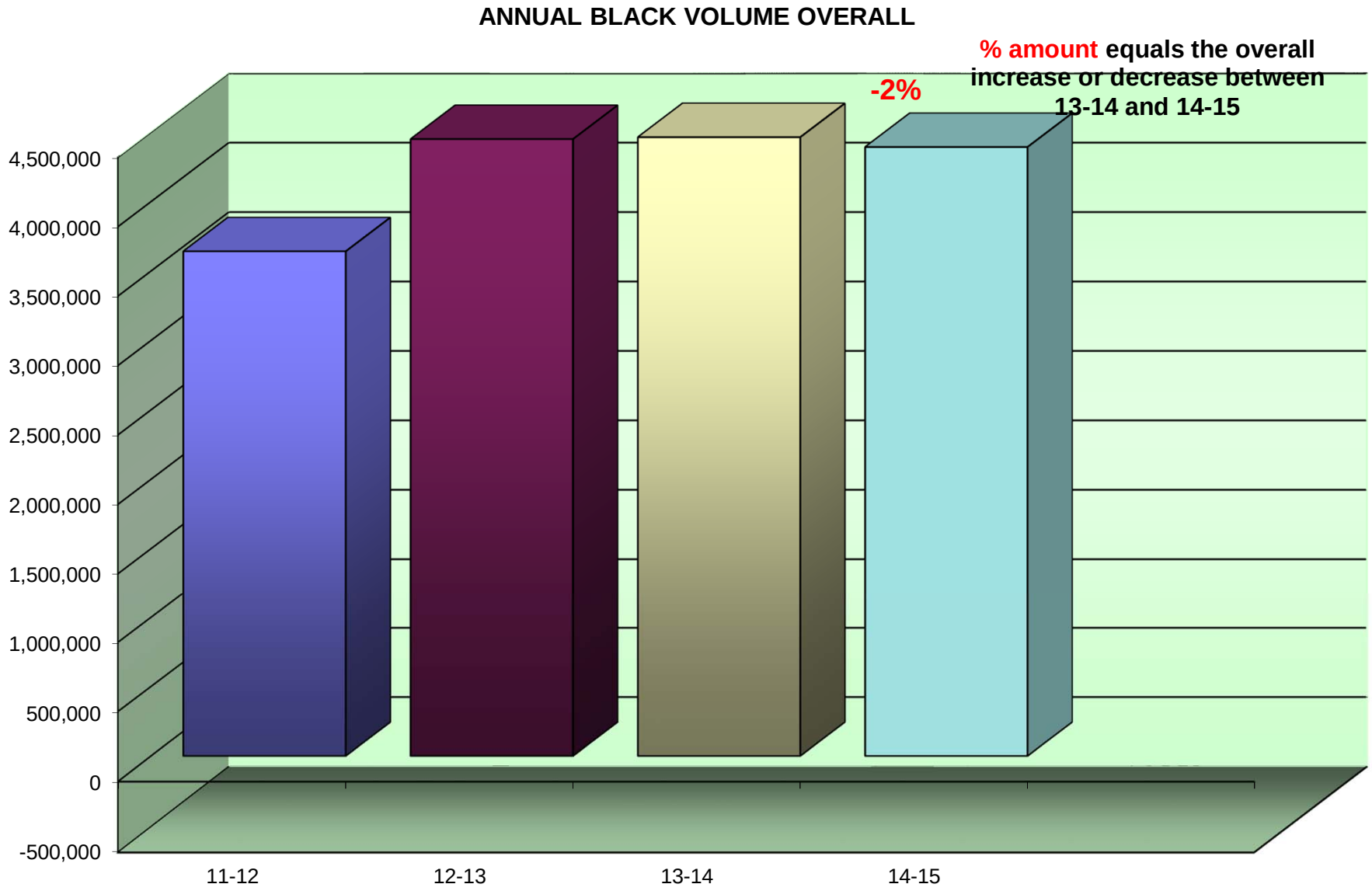
Warranty Replaced Machines

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

Building	Department / Room	Make Model	Serial #	Vendor Id #	Date of Trade
White Mountains Regional High		HP Laser Jet 2430	CNDJB21553		5/14/2015

ANNUAL BLACK VOLUME BY BUILDING




ANNUAL BLACK VOLUME OVERALL
% amount equals the overall increase or decrease between 13-14 and 14-15
-2%
4,500,000
4,000,000
3,500,000
3,000,000
2,500,000
2,000,000
1,500,000
1,000,000
500,000
0
-500,000
11-12
12-13
13-14
14-15

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.

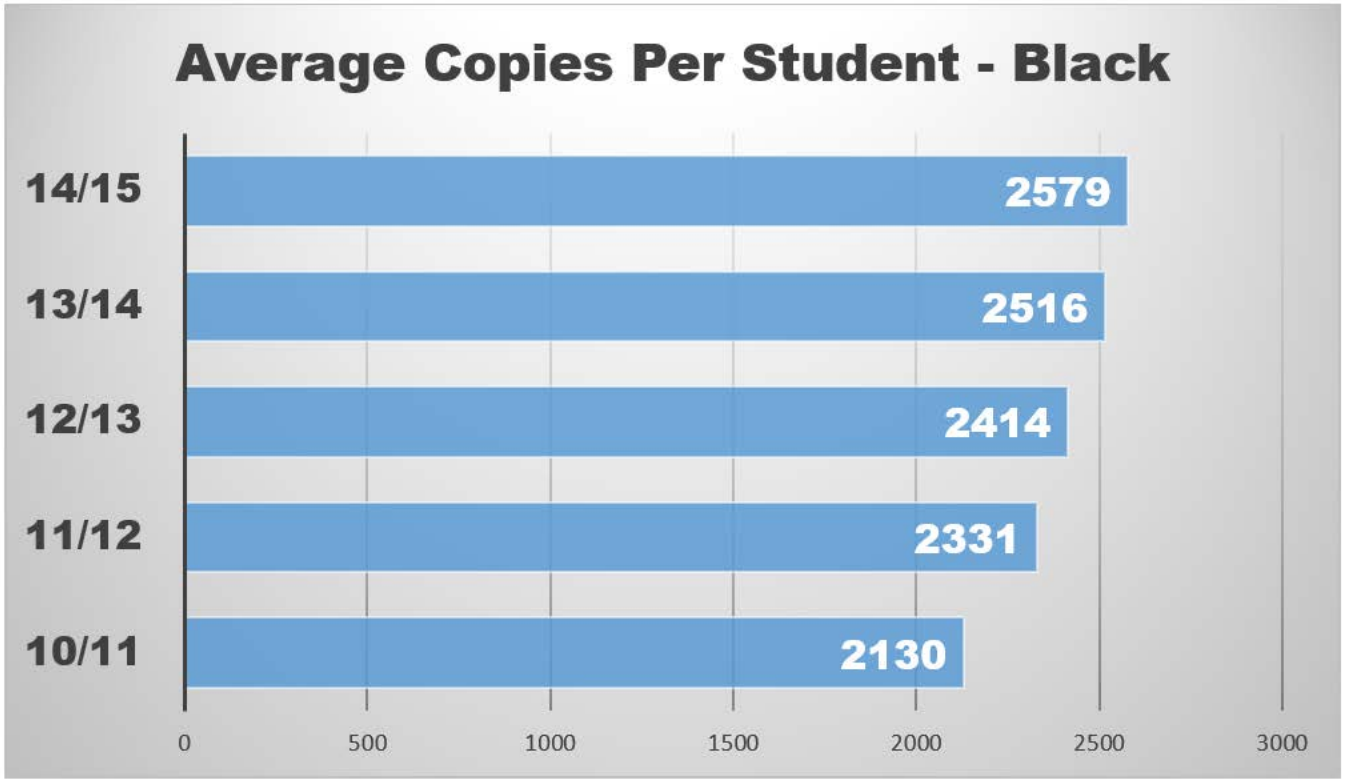
Building Name	*Student Population*	*Annual Volume*	*Total School Cost**	*Annual Copies Per Student*	*Annual Cost Per Student*
Jefferson Elementary	72	215,350	$3,260.84	2,991	$45.29
Lancaster Elementary	394	1,000,921	$15,555.10	2,540	$39.48
North Country CLASS	6	38,325	$567.93	6,388	$94.65
SAU 36	0	371,591	$6,399.75	0	$0.00
White Mountains Regional High	391	1,819,115	$28,232.40	4,652	$72.21
Whitefield Elementary	300	948,273	$15,148.22	3,161	$50.49
Totals	**1,163**	**4,393,575**	**$69,164.24**	**3,778**	**$59.47**

Cost Comparison – Black Only

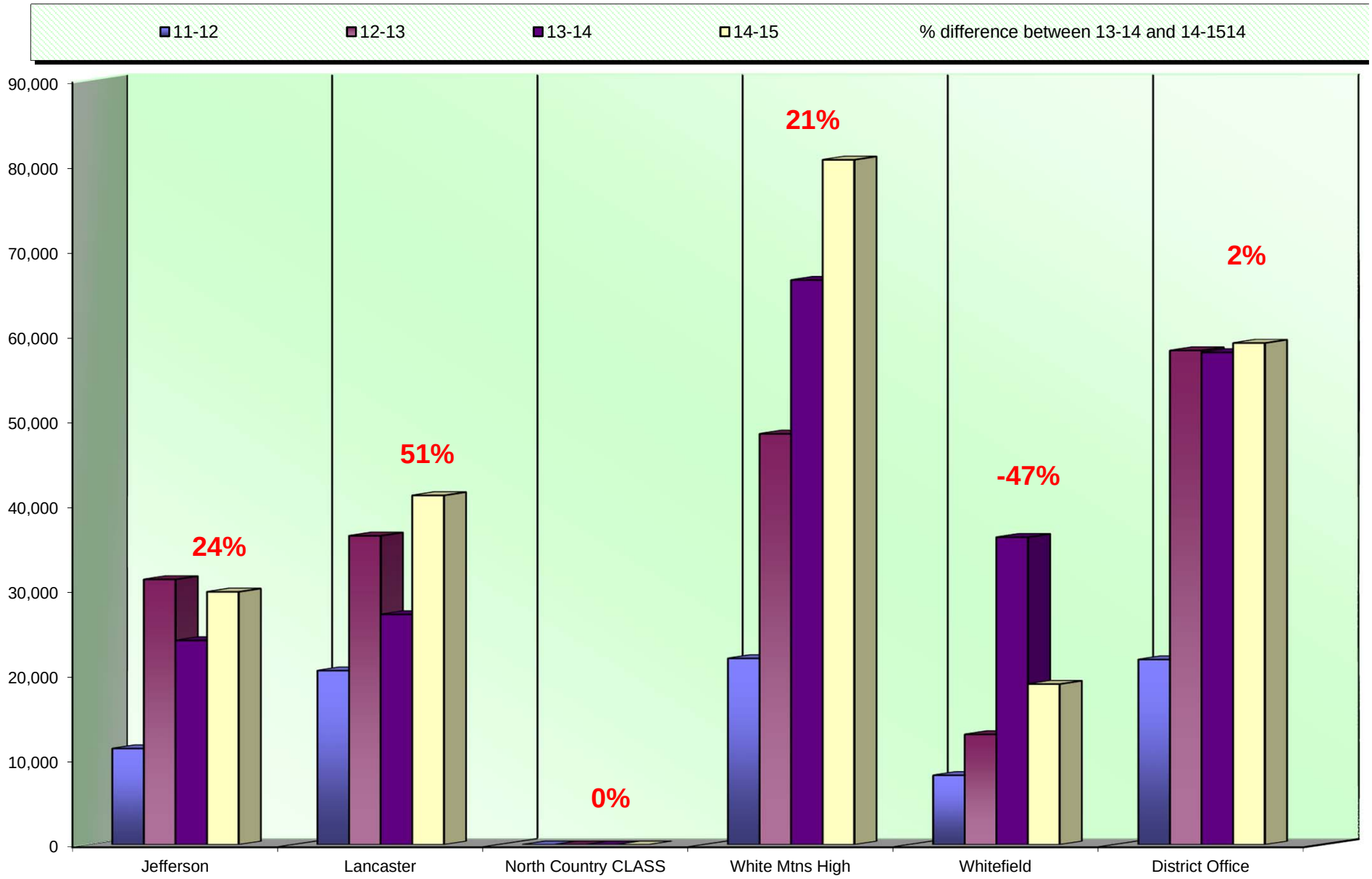
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

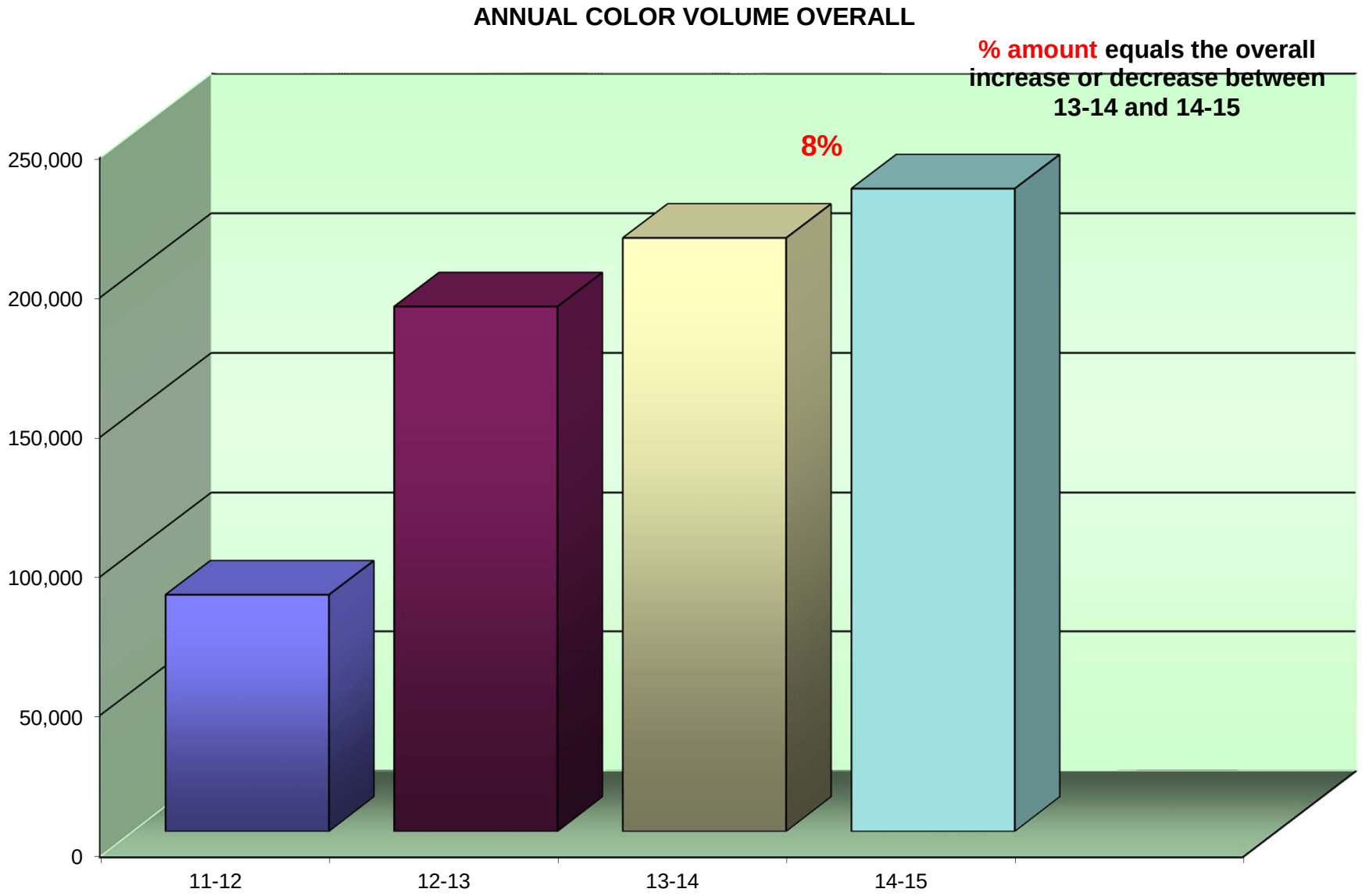
	Total Student Population	*Total Annual Volume*	*Total District Cost**	*Annual Copies Per Student*	*Annual Cost Per Student*
All Schools w/student populations	114,078	294,264,070	$5,363,546.52	2,579	$47.02

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



ANNUAL COLOR VOLUME BY BUILDING




ANNUAL COLOR VOLUME OVERALL
% amount equals the overall increase or decrease between 13-14 and 14-15
8%
250,000
200,000
150,000
100,000
50,000
0
11-12
12-13
13-14
14-15

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.

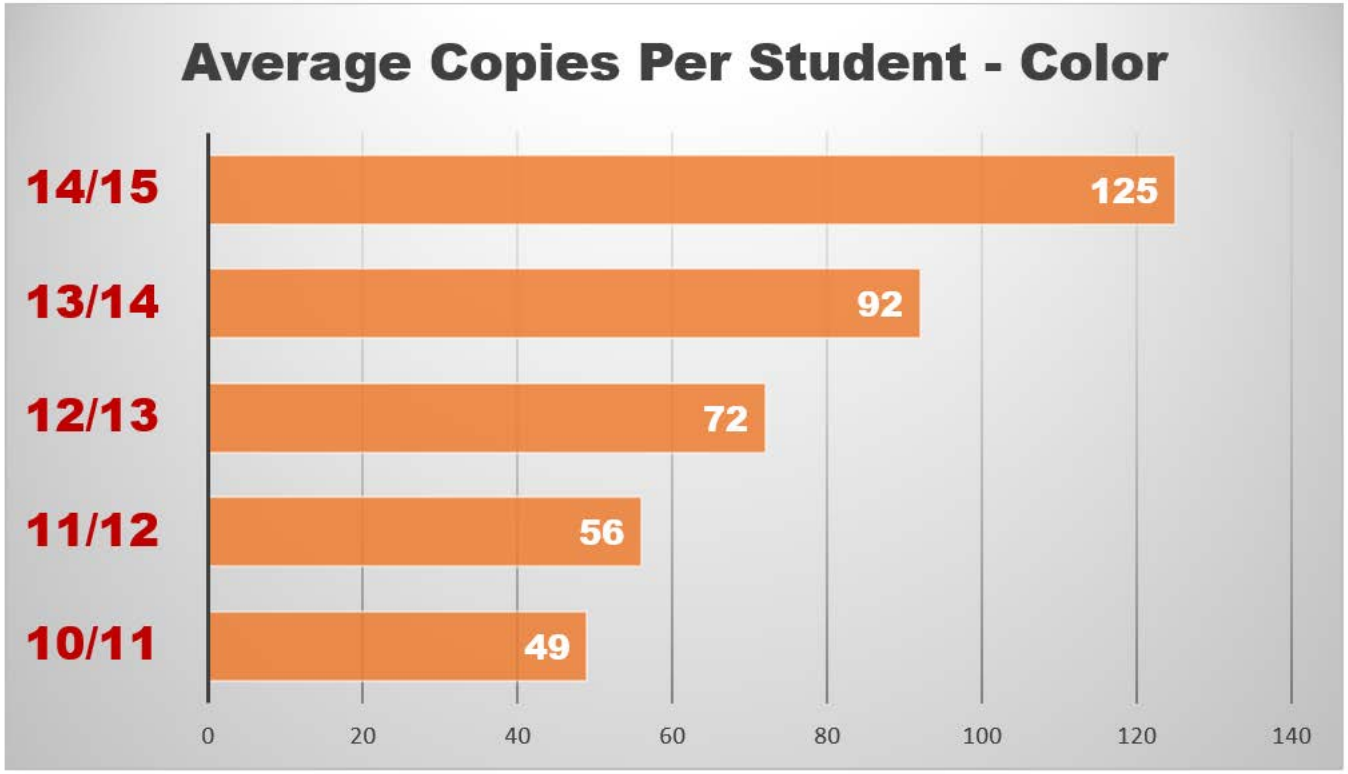
Building Name	*Student Population*	*Annual Volume*	*Total School Cost**	*Annual Copies Per Student*	*Annual Cost Per Student*
Jefferson Elementary	72	29,930	$1,580.68	416	$21.95
Lancaster Elementary	394	41,245	$2,345.43	105	$5.95
North Country CLASS	6	0	$0.00	0	$0.00
SAU 36	0	59,130	$3,045.79	0	$0.00
White Mountains Regional High	391	80,639	$4,269.74	206	$10.92
Whitefield Elementary	300	19,100	$1,131.05	64	$3.77
Totals	**1,163**	**230,044**	**$12,372.67**	**198**	**$10.64**

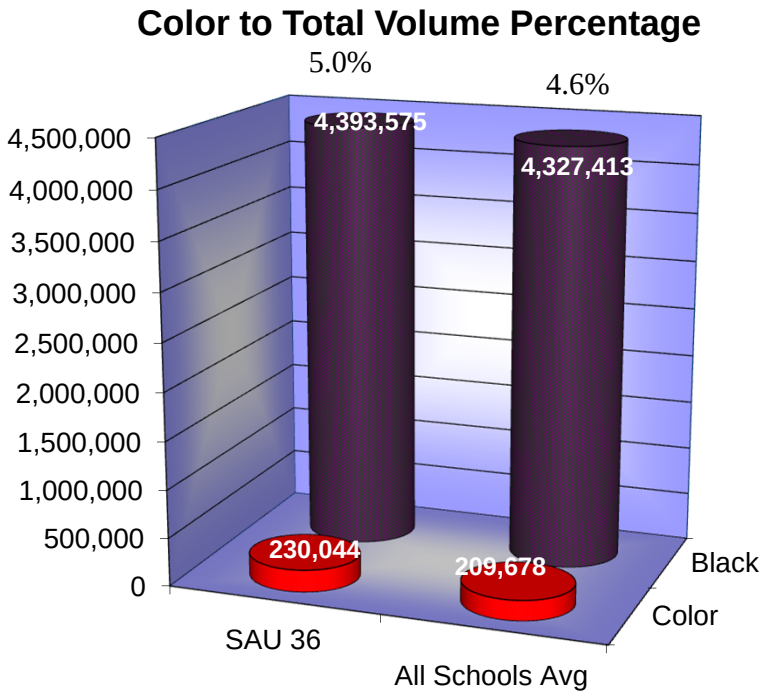
Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	Total Student Population	*Total Annual Volume*	*Total District Cost**	*Annual Copies Per Student*	*Annual Cost Per Student*
All Schools w/student populations	**114,078**	**14,258,074**	**$796,263.47**	**125**	**$6.98**

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




Color to Total Volume Percentage
5.0%
4.6%
4,500,000
4,000,000
3,500,000
3,000,000
2,500,000
2,000,000
1,500,000
1,000,000
500,000
0
4,393,575
4,327,413
230,044
209,678
Black
Color
SAU 36
All Schools Avg

Usage Profile for Service & Supplies

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC. Projected Volume comparison is based on projected volume figured on your most recent Five-Year Equipment Replacement Schedule.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 9/1/2011* *Recommendations*
Jefferson Elementary					
Main Office					
Canon IRC5035 / 35 PPM	120,262	154,572	34,310	$0.004020	None at this time.
GNW57999 / GW24V				$137.93	
750,000 / 10/2009	61,925	90,760	28,835	$0.05151	
Color Photocopier				$1,485.29	
Connected / **CSA-VT**					
Main Office Hall					
Canon IR6055 / 55 PPM	629,050	807,535	178,485	$0.003090	None at this time.
HTT16347 / GW26E				$551.52	
3,000,000 / 06/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
Connected / **CSA-VT**					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 9/1/2011* *Recommendations*
Jefferson Elementary					
Sherrie's Office					
HP Color Laser Jet CP1025nw / 22 PPM	1,462	4,017	2,555	$0.017850	11 years from Intro. Warranty expired!
CNBGC51019 /				$45.61	
500,000 / 10/2004	1,000	2,095	1,095	$0.08711	
Color Network Printer				$95.39	
Connected /					
AXIS					
Special Education					
HP Laser Jet Pro P1102w / 19 PPM	3,053	3,053	0	$0.017850	None at this time.
VND3F47526 /				$0.00	
200,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					
	Subtotals BW	***215,350***	***$735.05***		
	Subtotals Color	***29,930***	***$1,580.68***		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 9/1/2011 Recommendations*
Lancaster Elementary					
Art Room					
HP Color Laser Jet 2600 / 15 PPM CNGC64L088 / 200,000 / 10/2001 Color Network Printer Connected / **AXIS**	20,127 21,105	20,492 21,835	365 730	$0.017850 $6.52 $0.08711 $63.59	14 years from Intro. Warranty expired!
Copy Room					
Canon IR8085 / 85 PPM HNG10147 / GW237 4,000,000 / 06/2010 Black Photocopier Connected / **CSA-VT**	1,129,074 0	1,578,754 0	449,680 0	$0.003090 $1,389.51 $0.00000 $0.00	None at this time.
Canon IR8085 / 85 PPM HNG10159 / GW23I 4,000,000 / 06/2010 Black Photocopier Connected / **CSA-VT**	855,416 0	1,115,661 0	260,245 0	$0.003090 $804.16 $0.00000 $0.00	None at this time.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 9/1/2011* *Recommendations*
Lancaster Elementary					
Library					
Canon LBP3560 / 42 PPM	78,057	103,607	25,550	$0.004120	None at this time.
MGKA100688 / GW1YT				$105.27	
1,000,000 / 10/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
CSA-VT					
Main Office					
Canon IRC5035 / 35 PPM	176,457	265,152	88,695	$0.004020	None at this time.
GNG56032 / GW24Y				$356.55	
750,000 / 10/2009	78,504	113,544	35,040	$0.05151	
Color Photocopier				$1,804.91	
Connected /					
CSA-VT					
Music Room					
HP Laser Jet Pro P1606dn / 26 PPM	12,422	14,612	2,190	$0.017850	None at this time.
VNB3L13381 /				$39.09	
500,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					

Date of Last Upgrade: 9/1/2011

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Lancaster Elementary					
Nurse's Office					
HP Laser Jet Pro P1102w / 19 PPM	1,654	2,749	1,095	$0.017850	None at this time.
VND3F47527 /				$19.55	
200,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					
Primary Left					
HP Laser Jet Pro P1102w / 19 PPM	1,317	2,412	1,095	$0.017850	None at this time.
VND3F47525 /				$19.55	
200,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
Lancaster Elementary					
Primary Right					
HP Laser Jet P1102w / 19 PPM	0	2,501	2,501	$0.017850	None at this time.
VND3F47520 /				$44.64	
200,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					
HP Laser Jet Pro P1102w / 19 PPM	1,773	4,838	3,065	$0.017850	Traded
VND3F47520a /				$54.71	
200,000 / 04/2010	0			$0.00000	
Black Network Printer					
Not Connected /					
AXIS					
Room 100					
HP Laser Jet Pro P1606dn / 26 PPM	7,359	11,009	3,650	$0.017850	None at this time.
VNB3B33445 /				$65.15	
500,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
Lancaster Elementary					
Room 37					
HP Laser Jet Pro P1606dn / 26 PPM	569	3,854	3,285	$0.017850	None at this time.
VNB3B33488 /				$58.64	
500,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					
Room 42					
Canon LBP3560 / 42 PPM	27,998	47,343	19,345	$0.004120	None at this time.
MGKA100689 / GW1YY				$79.70	
1,000,000 / 10/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
CSA-VT					
Room 45					
HP Laser Jet Pro P1102w / 19 PPM	14,654	20,129	5,475	$0.017850	None at this time.
VNB3S73297 /				$97.73	
200,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
Lancaster Elementary					
Room 46					
HP Color Laser Jet CP1025nw / 22 PPM	2,562	7,307	4,745	$0.017850	11 years from Intro. Warranty expired!
CNBGC51068 /				$84.70	
500,000 / 10/2004	1,000	5,745	4,745	$0.08711	
Color Network Printer				$413.34	
Connected /					
AXIS					
HP Laser Jet Pro P1102w / 19 PPM	4,820	8,105	3,285	$0.017850	None at this time.
VNB3S73294 /				$58.64	
200,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					
Room 87					
HP Color Laser Jet CP1025nw / 22 PPM	610	2,800	2,190	$0.017850	11 years from Intro. Warranty expired!
CNBGC33352 /				$39.09	
500,000 / 10/2004	1,422	2,152	730	$0.08711	
Color Network Printer				$63.59	
Connected /					
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 9/1/2011 Recommendations*
Lancaster Elementary					
Room 94					
HP Color Laser Jet 2600 / 15 PPM CNHC7DD5H7 / 200,000 / 10/2001 Color Network Printer Connected / **AXIS**	9,788 9,618	9,788 9,618	0 0	$0.017850 $0.00 $0.08711 $0.00	14 years from Intro. Warranty expired! Not being used. Why?
Room 95					
HP Laser Jet P2035n / 30 PPM CNB9R39539 / 750,000 / 11/2008 Black Network Printer Connected / **AXIS**	17,707 0	24,277 0	6,570 0	$0.017850 $117.27 $0.00000 $0.00	7 years from Intro.
Special Education					
Canon IR6075 / 75 PPM HTK12654 / GW24T 4,000,000 / 06/2010 Black Photocopier Connected / **CSA-VT**	323,311 0	440,476 0	117,165 0	$0.003090 $362.04 $0.00000 $0.00	None at this time.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 9/1/2011* *Recommendations*
Lancaster Elementary					
Speech Room 72					
HP Laser Jet Pro P1606dn / 26 PPM	6,540	6,540	0	$0.017850	Not being Used. Why?
VNB3G48030 /				$0.00	
500,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					
Todd Lamarque					
HP Laser Jet Pro P1606dn / 26 PPM	2,568	3,298	730	$0.017850	None at this time.
VNB3G61556 /				$13.03	
500,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					
	Subtotals BW		***1,000,921***	***$3,815.53***	
	Subtotals Color		***41,245***	***$2,345.43***	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 9/1/2011* *Recommendations*
North Country CLASS					
Main Office					
Canon IR2545 / 45 PPM	78,604	116,929	38,325	$0.003090	None at this time.
FUZ30679 / GW26J				$118.42	
1,000,000 / 04/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
Connected /					
CSA-VT					
	Subtotals BW		***38,325***	***$118.42***	
	Subtotals Color		***0***	***$0.00***	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 9/1/2011* *Recommendations*
SAU 36					
Main Office					
Canon IR8085 / 85 PPM HNG10173 / GW21D 4,000,000 / 06/2010 Black Photocopier Connected / **CSA-VT**	730,866 0	1,023,231 0	292,365 0	$0.003090 $903.41 $0.00000 $0.00	None at this time.
Canon IRC5035 / 35 PPM GNW57843 / GW25R 750,000 / 10/2009 Color Photocopier Connected / **CSA-VT**	70,864 129,410	97,144 188,540	26,280 59,130	$0.004020 $105.65 $0.05151 $3,045.79	None at this time.
Sheila					
HP Laser Jet Pro P1606dn / 26 PPM VNB3D22285 / 500,000 / 04/2010 Black Network Printer Connected / **AXIS**	57,856 0	63,538 0	5,682 0	$0.017850 $101.42 $0.00000 $0.00	None at this time.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 9/1/2011* *Recommendations*
SAU 36					
Special Ed - Marie					
HP Laser Jet P2035 / 30 PPM	16,948	17,492	544	$0.017850	7 years from Intro.
CNB9R39525 / 750,000 / 11/2008	0	0	0	$9.71 $0.00000	
Black Network Printer Connected / **AXIS**				$0.00	
Superintendent's Desk					
HP Laser Jet Pro P1102w / 19 PPM	482	1,212	730	$0.017850	None at this time.
VNB3S73307 / 200,000 / 04/2010	0	0	0	$13.03 $0.00000	
Black Network Printer Connected / **AXIS**				$0.00	
Superintendent's Secretary					
HP Laser Jet 4050 / 17 PPM	111,829	119,859	8,030	$0.017850	16 years from Intro. Warranty expired!
USOJ003683 / 200,000 / 05/1999	0	0	0	$143.34 $0.00000	
Black Network Printer Connected / **AXIS**				$0.00	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 9/1/2011* *Recommendations*
SAU 36					
Trina - MICR					
HP Laser Jet P3015 MICR / 42 PPM	44,118	82,078	37,960	$0.020150	7 years from Intro.
VNB3Y46993 /				$764.89	
200,000 / 07/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					
	Subtotals BW		***371,591***	***$2,041.45***	
	Subtotals Color		***59,130***	***$3,045.79***	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 9/1/2011 Recommendations*
White Mountains Regional High					
HP Laser Jet 2430 / 35 PPM CNDJB21553 / 750,000 / 10/2004 Black Network Printer Connected / **AXIS**	73,579 0	83,284 0	9,705 0	$0.017850 $173.23 $0.00000 $0.00	Traded
HP Laser Jet Pro M401DN / 35 PPM PHGFD08463 / 750,000 / 06/2012 Black Network Printer Not Connected / **AXIS**	38 0	9,163 0	9,125 0	$0.017850 $162.88 $0.00000 $0.00	None at this time.
HP Laser Jet Pro P1102w / 19 PPM VNB3S73288 / 200,000 / 04/2010 Black Network Printer Connected / **AXIS**	9,739 0	11,199 0	1,460 0	$0.017850 $26.06 $0.00000 $0.00	None at this time.
HP Laser Jet Pro P1606dn / 26 PPM VNB3B60992 / 500,000 / 04/2010 Black Network Printer Connected / **AXIS**	23,816 0	36,226 0	12,410 0	$0.017850 $221.52 $0.00000 $0.00	None at this time.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 9/1/2011* *Recommendations*
White Mountains Regional High					
Administration Office					
Canon IR8085 / 85 PPM	1,450,919	2,209,389	758,470	$0.003090	High Volume!
HNG10142 / GW219				$2,343.67	
4,000,000 / 06/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	
Connected /					
CSA-VT					
Agriculture Room 203					
HP Color Laser Jet 3500 / 12 PPM	18,921	20,381	1,460	$0.017850	None at this time.
CNBRK13126 /				$26.06	
150,000 / 06/2014	19,035	20,860	1,825	$0.08711	
Color Network Printer				$158.98	
Connected /					
AXIS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 9/1/2011* *Recommendations*
White Mountains Regional High					
Beth Fowler					
HP Color Laser Jet CP1025nw / 22 PPM	181	911	730	$0.017850	11 years from Intro. Warranty expired!
CNBGB49793 /				$13.03	
500,000 / 10/2004	422	422	0	$0.08711	
Color Network Printer				$0.00	
Connected /					
AXIS					
HP Color Laser Jet CP2025 / 21 PPM	1,553	1,918	365	$0.017850	7 years from Intro.
CNDSB01054 /				$6.52	
500,000 / 09/2008	8,908	10,003	1,095	$0.08711	
Color Network Printer				$95.39	
Connected /					
AXIS					

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
White Mountains Regional High					
Business Department					
Canon IR2545 / 45 PPM FUU30147 / GW25O 1,000,000 / 04/2010 Black Photocopier Connected / **CSA-VT**	182,782 0	195,922 0	13,140 0	$0.003090 $40.60 $0.00000 $0.00	None at this time.
Canon LBP3560 / 42 PPM MGKA100682 / GW28L 1,000,000 / 10/2010 Black Network Printer Connected / **CSA-VT**	31,903 0	41,393 0	9,490 0	$0.004120 $39.10 $0.00000 $0.00	None at this time.
Business Room 116					
HP Laser Jet Pro P1606dn / 26 PPM VNB3B33524 / 500,000 / 04/2010 Black Network Printer Connected / **AXIS**	37,050 0	37,050 0	0 0	$0.017850 $0.00 $0.00000 $0.00	Not being Used. Why?

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 9/1/2011 Recommendations*
White Mountains Regional High					
Computer Lab					
Canon LBP3560 / 42 PPM MGKA100686 / GW1YO 1,000,000 / 10/2010 Black Network Printer Connected / **CSA-VT**	57,378 0	71,613 0	14,235 0	$0.004120 $58.65 $0.00000 $0.00	None at this time.
Custodial Area					
HP Color Laser Jet 2600 / 15 PPM CNGC68X1GN / 200,000 / 10/2001 Color Network Printer Connected / **AXIS**	9,593 18,050	9,604 18,089	11 39	$0.017850 $0.20 $0.08711 $3.40	14 years from Intro. Warranty expired!
Food Service Office					
Oce VL3200x / 32 PPM 0120720 / GW1Z1 750,000 / 08/2010 Black Laser MFP Connected / **CSA-VT**	29,991 0	47,511 0	17,520 0	$0.003090 $54.14 $0.00000 $0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 9/1/2011 Recommendations*
White Mountains Regional High					
Guidance Office					
HP Laser Jet Pro P1606dn / 26 PPM VNB3L26808 / 500,000 / 04/2010 Black Network Printer Connected / **AXIS**	39,608 0	51,288 0	11,680 0	$0.017850 $208.49 $0.00000 $0.00	None at this time.
Library					
HP Laser Jet Pro P1102w / 19 PPM VNB3S73274 / 200,000 / 04/2010 Black Network Printer Connected / **AXIS**	28,796 0	39,746 0	10,950 0	$0.017850 $195.46 $0.00000 $0.00	None at this time.
Main Office					
Canon IRC5035 / 35 PPM GNW57831 / GW25K 750,000 / 10/2009 Color Photocopier Connected / **CSA-VT**	296,467 128,294	405,237 205,674	108,770 77,380	$0.004020 $437.26 $0.05151 $3,985.84	Overused!

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 9/1/2011* *Recommendations*
White Mountains Regional High					
Media Center Storage					
Canon IR8085 / 85 PPM HNG10155 / GW211 4,000,000 / 06/2010 Black Photocopier Connected / **CSA-VT**	1,552,701 0	2,182,326 0	629,625 0	$0.003090 $1,945.54 $0.00000 $0.00	None at this time.
Media Room					
Canon LBP3560 / 42 PPM MGKA100680 / GW1YM 1,000,000 / 10/2010 Black Network Printer Connected / **CSA-VT**	104,190 0	133,025 0	28,835 0	$0.004120 $118.80 $0.00000 $0.00	None at this time.
Room 121 Danault					
HP Laser Jet Pro P1606dn / 26 PPM VNB3L26809 / 500,000 / 04/2010 Black Network Printer Connected / **AXIS**	23,448 0	30,748 0	7,300 0	$0.017850 $130.31 $0.00000 $0.00	None at this time.

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
White Mountains Regional High					
Room 128					
HP Laser Jet P1102w / 19 PPM	2,949	6,234	3,285	$0.017850	None at this time.
VNB3Z72824 /				$58.64	
200,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
AXIS					
Room 202 Belanger					
HP Laser Jet Pro P1606dn / 26 PPM	17,647	17,647	0	$0.017850	Not being Used. Why?.
VNB3D33047 /				$0.00	
500,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					
Room 210					
HP Color Laser Jet CP1025nw / 22 PPM	338	432	94	$0.017850	11 years from Intro. Warranty expired!
CNBGC51076 /				$1.68	
500,000 / 10/2004	758	1,058	300	$0.08711	
Color Network Printer				$26.13	
Connected /					
AXIS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 9/1/2011* *Recommendations*
White Mountains Regional High					
Special Education					
Canon IR2545 / 45 PPM FUU30229 / GW25M 1,000,000 / 04/2010 Black Photocopier Connected / **CSA-VT**	140,222 0	205,922 0	65,700 0	$0.003090 $203.01 $0.00000 $0.00	None at this time.
Vocational Center					
Oce VL 6022 / 60 PPM A0PP211000060 / GW13Y 3,000,000 / 06/2009 Black Photocopier Connected / **CSA-VT**	1,406,577 0	1,511,332 0	104,755 0	$0.004120 $431.59 $0.00000 $0.00	None at this time.
	Subtotals BW		***1,819,115***	***$6,896.42***	
	Subtotals Color		***80,639***	***$4,269.74***	

Date of Last Upgrade: 9/1/2011

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Whitefield Elementary					
HP Laser Jet Pro P1606dn / 26 PPM	13,591	20,526	6,935	$0.017850	None at this time.
VNB3D45402 /				$123.79	
500,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					
Art / JSB					
HP Color Laser Jet CP1025nw / 22 PPM	1,351	5,366	4,015	$0.017850	11 years from Intro. Warranty expired!
CNBGD33505 /				$71.67	
500,000 / 10/2004	3,151	3,516	365	$0.08711	
Color Network Printer				$31.80	
Connected /					
AXIS					

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
Whitefield Elementary					
Hallway					
HP Color Laser Jet 2600N / 8 PPM CNDC5CR0NN / 150,000 / 05/2005 Color Network Printer Connected / **AXIS**	5,166 28,876	5,307 29,361	141 485	$0.017850 $2.52 $0.08711 $42.25	10 years from Intro. Warranty expired!
HP Laser Jet Pro P1606dn / 26 PPM VNB3L13378 / 500,000 / 04/2010 Black Network Printer Connected / **AXIS**	10,271 0	10,271 0	0 0	$0.017850 $0.00 $0.00000 $0.00	Not being Used. Why?
Library					
HP Laser Jet P2035n / 30 PPM CNB9R39423 / 750,000 / 11/2008 Black Network Printer Connected / **AXIS**	60,945 0	71,165 0	10,220 0	$0.017850 $182.43 $0.00000 $0.00	7 years from Intro.

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
Whitefield Elementary					
Main Office					
Canon IRC5035 / 35 PPM GNW57984 / GW25L 750,000 / 10/2009 Color Photocopier Connected / **CSA-VT**	47,973 53,268	74,253 68,233	26,280 14,965	$0.004020 $105.65 $0.05151 $770.85	None at this time.
Oce VL6022 / 60 PPM A0PP211000164 / GW14A 3,000,000 / 06/2009 Black Photocopier Connected / **CSA-VT**	1,528,478 0	1,682,143 0	153,665 0	$0.004120 $633.10 $0.00000 $0.00	None at this time.
Room 123					
HP Laser Jet Pro P1606dn / 26 PPM VNB3B33518 / 500,000 / 04/2010 Black Network Printer Connected / **AXIS**	11,681 0	16,791 0	5,110 0	$0.017850 $91.21 $0.00000 $0.00	None at this time.

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
Whitefield Elementary					
Room 125					
HP Laser Jet Pro P1606dn / 26 PPM	34,063	43,918	9,855	$0.017850	None at this time.
VNB3B33528 /				$175.91	
500,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					
Room 136					
HP Color Laser Jet CP1025nw / 22 PPM	243	2,068	1,825	$0.017850	11 years from Intro. Warranty expired!
CNBGC51070 /				$32.58	
500,000 / 10/2004	970	2,065	1,095	$0.08711	
Color Network Printer				$95.39	
Connected /					
AXIS					
HP Laser Jet Pro P1102w / 19 PPM	3,232	5,422	2,190	$0.017850	None at this time.
BRBFCC70BX /				$39.09	
200,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
Whitefield Elementary					
Room 137					
HP Color Laser Jet CP1025nw / 22 PPM	903	2,363	1,460	$0.017850	11 years from Intro. Warranty expired!
CNBGB44497 /				$26.06	
500,000 / 10/2004	250	1,345	1,095	$0.08711	
Color Network Printer				$95.39	
Connected /					
AXIS					
HP Laser Jet Pro P1102w / 19 PPM	10,209	12,764	2,555	$0.017850	None at this time.
VNB3S73275 /				$45.61	
200,000 / 04/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					
Room 20					
HP Laser Jet P2035n / 30 PPM	51,202	61,422	10,220	$0.017850	7 years from Intro.
CNB9R62616 /				$182.43	
750,000 / 11/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
AXIS					

Date of Last Upgrade: 9/1/2011

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
Whitefield Elementary					
Science					
HP Laser Jet Pro P1606dn / 26 PPM VNB3G61545 / 500,000 / 04/2010 Black Network Printer Connected / **AXIS**	11,362 0	17,567 0	6,205 0	$0.017850 $110.76 $0.00000 $0.00	None at this time.
Special Ed Common Up					
HP Laser Jet Pro P1102w / 19 PPM VND3F47524 / 200,000 / 04/2010 Black Network Printer Connected / **AXIS**	1,745 0	1,972 0	227 0	$0.017850 $4.05 $0.00000 $0.00	None at this time.
Teachers' Room 2nd Floor					
Canon IR8095 / 95 PPM HNA10327 / GW255 5,000,000 / 06/2010 Black Photocopier Connected / **CSA-VT**	1,963,943 0	2,658,173 0	694,230 0	$0.003090 $2,145.17 $0.00000 $0.00	None at this time.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 9/1/2011* *Recommendations*
Whitefield Elementary					
Tech Ed Room					
HP Color Laser Jet 2600 / 15 PPM	6,572	6,572	0	$0.017850	14 years from Intro. Warranty expired!
CNHC81748D /				$0.00	
200,000 / 10/2001	15,407	16,502	1,095	$0.08711	
Color Network Printer				$95.39	
Connected /					
AXIS					
Upper Hallway					
Canon LBP3560 / 42 PPM	31,373	44,513	13,140	$0.004120	None at this time.
MGKA100598 / GW1YN				$54.14	
1,000,000 / 10/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
Connected /					
CSA-VT					
	Subtotals BW		***948,273***	***$4,026.15***	
	Subtotals Color		***19,100***	***$1,131.05***	

District Wide Black Totals	*4,393,575*	*$17,633.03*
District Wide Color Totals	*230,044*	*$12,372.67*

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 8/15/2007 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2014-15 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
4,393,575	$0.01420	$62,388.77

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
4,393,575	$0.00401	$17,618.24	$44,770.53	$223,852.65

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $44,770.53 x 8 years as a Client = $358,164.23 Cost Savings!

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
North Country CLASS	38,325	$118.42	$190.17	$259.34	$567.93
White Mountains Regional High	1,819,115	$6,896.42	$9,026.45	$12,309.52	$28,232.40
Jefferson Elementary	215,350	$735.05	$1,068.57	$1,457.22	$3,260.84
Lancaster Elementary	1,000,921	$3,815.53	$4,966.57	$6,773.00	$15,555.10
SAU 36	371,591	$2,041.45	$1,843.83	$2,514.47	$6,399.75
Whitefield Elementary	948,273	$4,026.15	$4,705.33	$6,416.74	$15,148.22
Total	**4,393,575**	**$17,633.03**	**$21,800.92**	**$29,730.29**	**$69,164.24**

SPC Equipment Bids:

Presently our Bids are coming in at 14.5% to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Xerox 5890PT RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print-Fax 90 Copies per Minute are coming in at $6,333 with a Retail Cost of $43,495….14.5% of Retail!

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
North Country CLASS	0	$0.00
White Mountains Regional High	80,639	$4,269.74
Jefferson Elementary	29,930	$1,580.68
Lancaster Elementary	41,245	$2,345.43
SAU 36	59,130	$3,045.79
Whitefield Elementary	19,100	$1,131.05
Total	**230,044**	**$12,372.67**

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. No CPC increase for current year .

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
Axis Business Solutions	Black Network Printer	167,359	$0.01785	$2,987.36	$0.01785	$2,987.36
Axis Business Solutions	Black Network Printer	37,960	$0.02015	$764.89	$0.02015	$764.89
Axis Business Solutions	Color Network Printer	19,956	$0.01785	$356.21	$0.01785	$356.21
Canon Solutions Vermont	Black Laser MFP	17,520	$0.00309	$54.14	$0.00309	$54.14
Canon Solutions Vermont	Black Network Printer	110,595	$0.00412	$455.65	$0.00412	$455.65
Canon Solutions Vermont	Black Photocopier	3,497,430	$0.00309	$10,807.06	$0.00309	$10,807.06
Canon Solutions Vermont	Black Photocopier	258,420	$0.00412	$1,064.69	$0.00412	$1,064.69
Canon Solutions Vermont	Color Photocopier	284,335	$0.00402	$1,143.03	$0.00402	$1,143.03
Total		**4,393,575**	**$0.00401**	**$17,633.03**	**$0.00401**	**$17,633.03**

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. No CPC increase for current year.

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
Axis Business Solutions	Color Network Printer	14,694	$0.08711	$1,279.99	$0.08711	$1,279.99
Canon Solutions Vermont	Color Photocopier	215,350	$0.05151	$11,092.68	$0.05151	$11,092.68
Total		**230,044**	**$0.05378**	**$12,372.67**	**$0.05378**	**$12,372.67**

Reprographic Equipment Assessment

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

Total Number of Units	**76**
Total Number of Units on Lease	**22**
Total Number of Units Owned	**54**
Lease Company	**Norway Savings Bank**
Lease Start Date	**9/1/2011**
Lease End Date	**8/1/2015**
Term	**5 Annual**
Annual Payment usually due on 8/1	**$29,730.29**
Remaining Payments	**0**

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

Leased Equipment

Building	Make/Model	Serial Number
Jefferson Elementary	Canon IR6055	HTT16347
Jefferson Elementary	Canon IRC5035	GNW57999
Lancaster Elementary	Canon IR8085	HNG10147
Lancaster Elementary	Canon LBP3560	MGKA100688
Lancaster Elementary	Canon LBP3560	MGKA100689
Lancaster Elementary	Canon IRC5035	GNG56032
Lancaster Elementary	Canon IR6075	HTK12654
Lancaster Elementary	Canon IR8085	HNG10159
North Country CLASS	Canon IR2545	FUZ30679
SAU 36	Canon IRC5035	GNW57843
SAU 36	Canon IR8085	HNG10173
White Mountains Regional High	Canon LBP3560	MGKA100680
White Mountains Regional High	Canon IR2545	FUU30147
White Mountains Regional High	Oce VL3200x	0120720
White Mountains Regional High	Canon LBP3560	MGKA100686
White Mountains Regional High	Canon IR8085	HNG10155
White Mountains Regional High	Canon IR2545	FUU30229
White Mountains Regional High	Canon IR8085	HNG10142
White Mountains Regional High	Canon IRC5035	GNW57831
Whitefield Elementary	Canon LBP3560	MGKA100598
Whitefield Elementary	Canon IR8095	HNA10327
Whitefield Elementary	Canon IRC5035	GNW57984

Owned Equipment

Building	Make/Model	Serial Number
Jefferson Elementary	HP Color Laser Jet CP1025nw	CNBGC51019
Jefferson Elementary	HP Laser Jet Pro P1102w	VND3F47526
Lancaster Elementary	HP Laser Jet Pro P1606dn	VNB3B33445
Lancaster Elementary	HP Color Laser Jet 2600	CNHC7DD5H7
Lancaster Elementary	HP Laser Jet Pro P1606dn	VNB3G48030
Lancaster Elementary	HP Laser Jet Pro P1606dn	VNB3G61556
Lancaster Elementary	HP Laser Jet Pro P1606dn	VNB3L13381
Lancaster Elementary	HP Color Laser Jet CP1025nw	CNBGC51068
Lancaster Elementary	HP Laser Jet Pro P1606dn	VNB3B33488
Lancaster Elementary	HP Color Laser Jet CP1025nw	CNBGC33352
Lancaster Elementary	HP Laser Jet P2035n	CNB9R39539
Lancaster Elementary	HP Color Laser Jet 2600	CNGC64L088
Lancaster Elementary	HP Laser Jet Pro P1102w	VNB3S73297
Lancaster Elementary	HP Laser Jet P1102w	VND3F47520
Lancaster Elementary	HP Laser Jet Pro P1102w	VND3F47525
Lancaster Elementary	HP Laser Jet Pro P1102w	VND3F47527
Lancaster Elementary	HP Laser Jet Pro P1102w	VNB3S73294
SAU 36	HP Laser Jet P3015 MICR	VNB3Y46993
SAU 36	HP Laser Jet Pro P1102w	VNB3S73307
SAU 36	HP Laser Jet Pro P1606dn	VNB3D22285
SAU 36	HP Laser Jet 4050	USQJ003683
SAU 36	HP Laser Jet P2035	CNB9R39525
White Mountains Regional High	Oce VL 6022	A0PP211000060
White Mountains Regional High	HP Color Laser Jet CP2025	CNDSB01054
White Mountains Regional High	HP Color Laser Jet CP1025nw	CNBGB49793
White Mountains Regional High	HP Color Laser Jet CP1025nw	CNBGC51076
White Mountains Regional High	HP Laser Jet Pro P1606dn	VNB3B60992
White Mountains Regional High	HP Color Laser Jet 3500	CNBRK13126
White Mountains Regional High	HP Laser Jet Pro P1606dn	VNB3L26808

Building	Make/Model	Serial Number
White Mountains Regional High	HP Laser Jet P1102w	VNB3Z72824
White Mountains Regional High	HP Color Laser Jet 2600	CNGC68X1GN
White Mountains Regional High	HP Laser Jet Pro P1102w	VNB3S73288
White Mountains Regional High	HP Laser Jet Pro P1102w	VNB3S73274
White Mountains Regional High	HP Laser Jet Pro P1606dn	VNB3L26809
White Mountains Regional High	Canon LBP3560	MGKA100682
White Mountains Regional High	HP Laser Jet Pro P1606dn	VNB3D33047
White Mountains Regional High	HP Laser Jet Pro P1606dn	VNB3B33524
White Mountains Regional High	HP Laser Jet Pro M401DN	PHGFD08463
Whitefield Elementary	Oce VL6022	A0PP211000164
Whitefield Elementary	HP Laser Jet Pro P1102w	BRBFCC70BX
Whitefield Elementary	HP Laser Jet P2035n	CNB9R39423
Whitefield Elementary	HP Laser Jet Pro P1606dn	VNB3B33518
Whitefield Elementary	HP Laser Jet P2035n	CNB9R62616
Whitefield Elementary	HP Color Laser Jet CP1025nw	CNBGC51070
Whitefield Elementary	HP Laser Jet Pro P1102w	VNB3S73275
Whitefield Elementary	HP Laser Jet Pro P1102w	VND3F47524
Whitefield Elementary	HP Laser Jet Pro P1606dn	VNB3B33528
Whitefield Elementary	HP Color Laser Jet 2600	CNHC81748D
Whitefield Elementary	HP Laser Jet Pro P1606dn	VNB3D45402
Whitefield Elementary	HP Laser Jet Pro P1606dn	VNB3L13378
Whitefield Elementary	HP Color Laser Jet CP1025nw	CNBGD33505
Whitefield Elementary	HP Laser Jet Pro P1606dn	VNB3G61545
Whitefield Elementary	HP Color Laser Jet 2600N	CNDC5CR0NN
Whitefield Elementary	HP Color Laser Jet CP1025nw	CNBGB44497

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**	**AGREED AND ACCEPTED BY:** **Client**
By: Skip Tilton	By:
Title: President/Owner	Title:
Date: _____	Date: _____
Signature: _____	Signature: _____

Named Contracted Vendor: ***Vendor***

12/23/13

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: John Cox

Title: Market Vice President

Date:

Signature:

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date:

Signature:

12/23/13

StarDoc User Names

Name	User Name
Alex Webster	sau36alex
Beth Chase	bchase
Beth Fowler	bfowler
Cecile Currier	ccurrier
Christina Fontaine	cfontaine
Jeremy Noyes	jnoyes
Joe Orlando	jorlando
Mike Berry	mberry
Mike Cronin	mcronin
Roxanna Hartlen	sstpierre@sau36.org
Roxanne Hartlen	rhartlen
Sheila Goulet	sgoulet
Sherri Gregory	sgregory
Stephanie Glidden	sglidden
Todd Lamarque	tlamarque

*If you need to verify your password or if you need to add users, please contact Alex Webster at awebster@spccopypro.com

SPC specialized purchasing consultants — STAR Doc system for tracking and reporting documents

2012 STARDOC created

- Live Floor Plans - Allows IT administrators to move devices around on their own floor plans.

2013 Daily Tracking

- Meters gathered daily to track usage
- Daily adjusts projected annual volumes for fiscal year

2014 Monthly Audits

- Allows user to see monthly snapshot of current usage and estimated projections

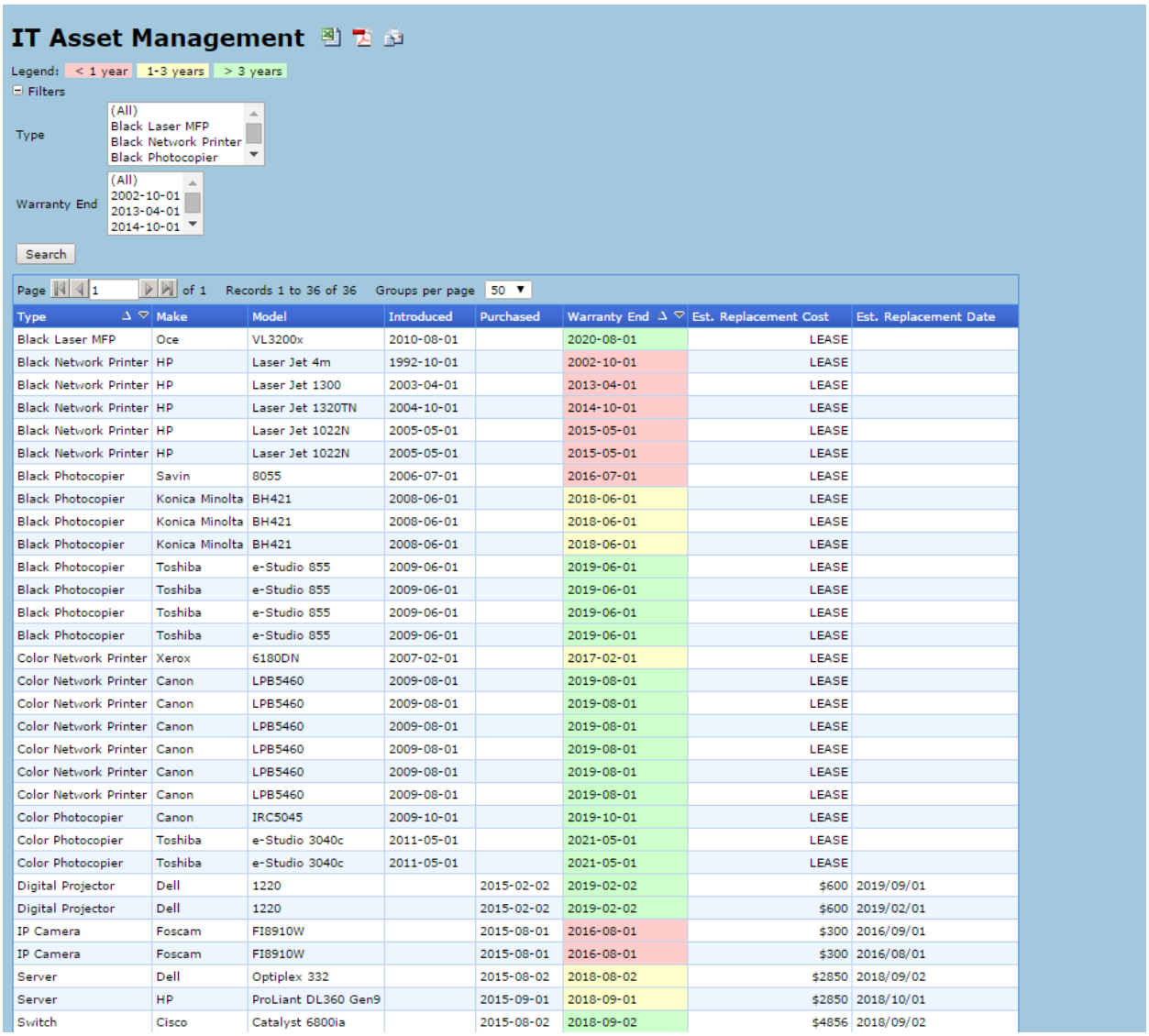
2015 New Mapping Options & Asset Management

- Allows mapping of other IT devices (Wireless Access Points, IP Camera, Projectors, VOIP phones
- IT Asset Management tracks all IT purchases, warranty expirations, etc.

SPC specialized purchasing consultants — STAR Doc system for tracking and reporting documents

New Feature: IT Asset Management

- **Keep Track of your IT Purchases**
- **Budget for Future Needs**
- **Map Out Your IT Devices on Floor Plans**



IT Asset Management

Legend: < 1 year | 1-3 years | > 3 years

Filters

Type: (All), Black Laser MFP, Black Network Printer, Black Photocopier

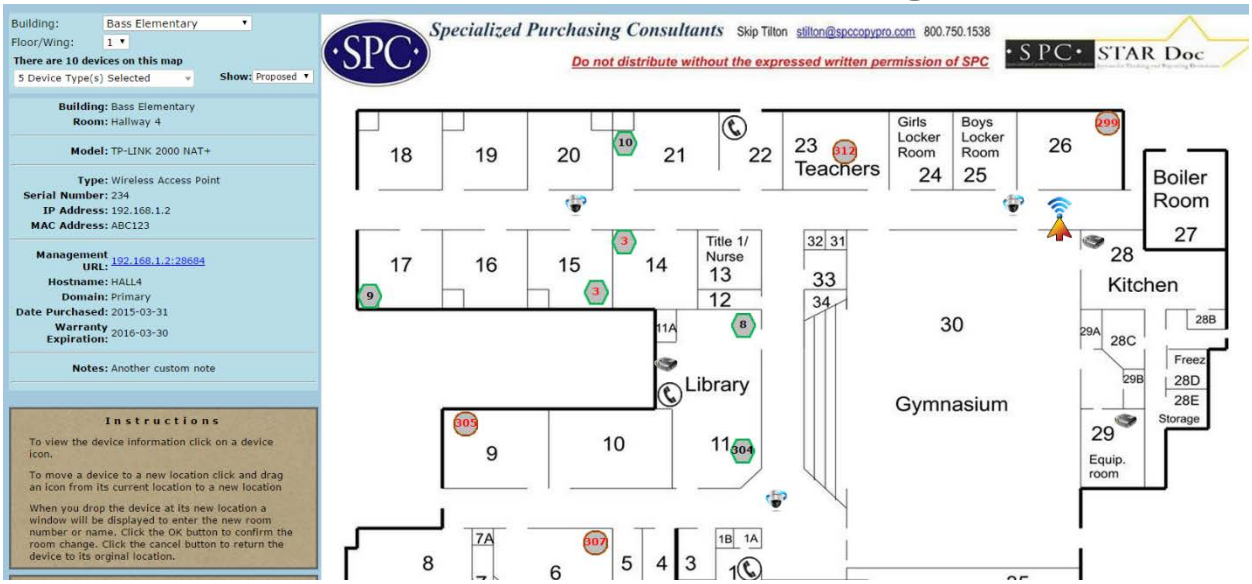
Warranty End: (All), 2002-10-01, 2013-04-01, 2014-10-01

Search

Page 1 of 1 Records 1 to 36 of 36 Groups per page 50

Type	Make	Model	Introduced	Purchased	Warranty End	Est. Replacement Cost	Est. Replacement Date
Black Laser MFP	Oce	VL3200x	2010-08-01		2020-08-01	LEASE	
Black Network Printer	HP	Laser Jet 4m	1992-10-01		2002-10-01	LEASE	
Black Network Printer	HP	Laser Jet 1300	2003-04-01		2013-04-01	LEASE	
Black Network Printer	HP	Laser Jet 1320TN	2004-10-01		2014-10-01	LEASE	
Black Network Printer	HP	Laser Jet 1022N	2005-05-01		2015-05-01	LEASE	
Black Network Printer	HP	Laser Jet 1022N	2005-05-01		2015-05-01	LEASE	
Black Photocopier	Savin	8055	2006-07-01		2016-07-01	LEASE	
Black Photocopier	Konica Minolta	BH421	2008-06-01		2018-06-01	LEASE	
Black Photocopier	Konica Minolta	BH421	2008-06-01		2018-06-01	LEASE	
Black Photocopier	Konica Minolta	BH421	2008-06-01		2018-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Color Network Printer	Xerox	6180DN	2007-02-01		2017-02-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Photocopier	Canon	IRC5045	2009-10-01		2019-10-01	LEASE	
Color Photocopier	Toshiba	e-Studio 3040c	2011-05-01		2021-05-01	LEASE	
Color Photocopier	Toshiba	e-Studio 3040c	2011-05-01		2021-05-01	LEASE	
Digital Projector	Dell	1220		2015-02-02	2019-02-02	$600	2019/09/01
Digital Projector	Dell	1220		2015-02-02	2019-02-02	$600	2019/02/01
IP Camera	Foscam	FI8910W		2015-08-01	2016-08-01	$300	2016/09/01
IP Camera	Foscam	FI8910W		2015-08-01	2016-08-01	$300	2016/08/01
Server	Dell	Optiplex 332		2015-08-02	2018-08-02	$2850	2018/09/02
Server	HP	ProLiant DL360 Gen9		2015-09-01	2018-09-01	$2850	2018/10/01
Switch	Cisco	Catalyst 6800ia		2015-08-02	2018-09-02	$4856	2018/09/02

New Feature: IT Asset Management



Enable Row Hover

Search:

ID	Room	Make	Model	Connectivity
3	Library	Canon	IRC5045	Networked
3	Library2	Canon	IRC5045	Networked
8	Special Education Room 302	Konica Minolta	BH421	Networked
9	Room 300 Hall	Konica Minolta	BH421	Networked
10	testing room change emails...	Konica Minolta	BH421	Networked
299	Room 300	Canon	LPB5460	Networked
304	Children	Oce	VL3200x	Networked
305	Health Occupation	Canon	LPB5460	Networked
307	Child Care	Canon	LPB5460	Networked
312	313	Canon	LPB5460	Networked

Showing 1 to 10 of 10 entries

Room	Make	Model
Hallway 4	TP-LINK	2000
Teachers	Polycom	VVX 410
Room 28	Dell	1220
Main Hall	Foscam	FI8910W
Room 29	Dell	1220
Library	Dell	1220
Library	Polycom	VVX 410
Main Office	Polycom	VVX 410
Hall A	Foscam	FI8910W
Hall B	Foscam	FI8910W

Edit Other Devices

Legend:

- **Voip Phone**
- **Wireless Access Point**
- **IP Camera**
- **Server**
- **Switch**

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 90 clients with over 3,443 devices doing more than 314 million copies and prints per year. In 2013 we purchased approximately 1,000 printing devices.
- 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 STAR Doc Software

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

3. Simplified Billing Program

- Removes the confusion out of billing.
- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.
- With SPC's Simplified Billing Program, TWO invoices are sent each year from ONE billing source.
- Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

4. Five-Year Equipment Replacement Schedule

- SPC's staff surveys key locations that determine life of existing equipment.
- Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.
- Manages the entire bid process down to the install.

5. Annual Report

- A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as over usage
- You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem

6. Vendor Neutral

- SPC does not recommend just one brand; we suggest what's best for you with serviceability in mind.
- We present you with the bid results and offer recommendations, yet the decision is yours to make.

SPC has been serving their clients since 1988, saving millions of dollars along the way.

Based on current actual volumes and CPCs, SPC has generated

Annual Savings of almost $3.5 million for all of our clients.

That translates into Savings of more than $17.2 million over five years!

SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: In 2013 there were over a thousand.
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

- Sharing of previous bid results that help you to negotiate with your manufacturers.
- On-Site Survey of client requirements including mapping all devices.
- Writing of the *Five-Year Equipment Replacement Schedule* (Bid Specs).
- Controls the Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment).
- A chance to sell your 'Value Add' directly to our clients after the bids are in. Customer has the right to pay more than low bid.

Vendor Benefits Before & During Installation

- Digital Needs Analysis: Matching up the machine to installation site.
- Schedule and coordinate Vendor meeting with Client.
- Cover the cost of ESP surge protectors, electrical wiring, computer interface and any unexpected cost!
- Manage installation.
- Audit installation.
- Capture final meter reads for old contracts.
- Close books on old devices & contracts.

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STAR Doc: **S**ystem for **T**racking **A**nd **R**eporting **D**ocuments…Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

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

SPC manages over 3,700 pieces of equipment;

Our relationship with our vendors has never been *stronger*!