



Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800)750-1538

2018-2019 Annual Report

Year - End Photocopier Analysis

With projected costs for 2019-2020

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



NHSAU 36 - White Mountains Regional School District

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

October 2019

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

Skip Tilton
President

Corporate Office:
1491 East Side River Road
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VISIT US ON THE WEB:
www.spccopypro.com

Dear Sheila:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us. Our relationship is **now 12 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

The following Annual Report provides an overview of last year's reprographic equipment usage and status. Recommendations are included based on usage and remaining life expectancy to address potential problem areas. This will help to avoid needless down time and improve equipment reliability.

Every year we strive to improve or enhance our services to save our clients time, money, and effort. For the past number of years, numerous new features have been implemented to benefit our clients such as Simplified Billing, FMAudit automated meter reading, STARDoc and IT Asset Management. We hope you have found these services to be beneficial and time-saving. We are very pleased to offer these services at no additional charge.

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

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

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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NHSAU 36 - White Mountains Regional School District

Meet Your Team



Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices possible while improving the quality of your service and equipment. We have also been able to find ways to increase your equipment reliability, monitor and track usage variations throughout the year, and keep your costs under control.



Jessica Paradis
Accounting Coordinator

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

Alex Webster
Operations & Marketing Manager

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



Pam Weed
Client-Vendor Relations

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

Robert Dutil
Information Technology

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



Jamin Tilton
Operations Support

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

James Cartwright
Operations Support

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



Heidi Tilton
Office Support

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

Equipment Health Status

Total Number of Machines: **56**

Total Black Photocopiers:	13
Total Color Photocopiers:	7
Total Black Network Printers:	27
Total Color Network Printers:	9
Total Removed From Service:	0

of Units OFF Warranty: **1**

of Units Approaching End of Warranty: **14**

of Units Overused: **0**

of Units Underused: **1**

Commencement Date: 08/02/2016

of Annual Payments Left on Lease: **2**

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 Sheila,

Your color printing increased by 19% over last year, which is the same as the industry average increase. It is noted that your average color usage is 305 color copies per student, much higher than the current industry average of 216 color copies per student. (See pages 17-21.)

The good news is that SPC has developed **Right Size Print Management Software (RS-PMS)** that can take control of this cost with your next upgrade, which could happen as soon as 2020.

Color CPCs have also come down, and it is estimated that we could drop your cost for color to save you **\$18,982 over five years** with an upgrade. Additionally, we anticipate that implementing RS-PMS could drop your copies per student ratios, which would lead to greater savings. (See page 41.)

Sincerely,
Skip Tilton

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
Lancaster Elementary	Room 100	HP Color Laser Jet Pro CP5225DN	CNGCH6C1BP	OSV	11/01/2010
Lancaster Elementary	Room 34 Library	Kyocera FS-2100DN	LQA6436009	OSV	10/01/2012
Lancaster Elementary	Room 42	Kyocera FS-2100DN	LQA6436015	OSV	10/01/2012
SAU 36	Superintendent's Secretary	Kyocera FS-2100DN	LQA6436006	OSV	10/01/2012
SAU 36	Trina	HP Laser Jet P3015 MICR	VNB3Y46993	OSV	07/01/2008
White Mountains Regional High	Cafeteria	Kyocera FS-2100DN	LQA6536799	OSV	10/01/2012
White Mountains Regional High	IT Office Spare - not in use	Kyocera FS-2100DN	LQA6436008	OSV	10/01/2012
White Mountains Regional High	Media Room	Kyocera FS-2100DN	LQA6436012	OSV	10/01/2012
White Mountains Regional High	Room 100 Guidance	Kyocera FS-2100DN	LQA6436005	OSV	10/01/2012
White Mountains Regional High	Room 100 Office by Secretaries	Kyocera FS-2100DN	LQA6436002	OSV	10/01/2012
White Mountains Regional High	Room 210 SPED	Kyocera FS-2100DN	LQA6435999	OSV	10/01/2012
Whitefield Elementary	Cafeteria	Kyocera FS-2100DN	LQA6435998	OSV	10/01/2012
Whitefield Elementary	Library	Kyocera FS-2100DN	LQA6436010	OSV	10/01/2012
Whitefield Elementary	Room 125	Kyocera FS-2100DN	LQA6436013	OSV	10/01/2012
Whitefield Elementary	Room 141	HP Color Laser Jet Pro CP5225DN	CNGCH6C18G	OSV	11/01/2010

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
HP Designjet T520 24in	CN77CBM004	10.36.8.56	2019-09-12 14:35:36
HP Designjet T520 24in	CN879GM05Y	10.36.0.64	2019-10-03 14:35:58
LEXMARK CX410de	75272194G8TY1	10.36.0.78	2019-10-03 14:35:58
LEXMARK MX410de	70155PLM0Z6LG	10.36.0.77	2019-10-03 14:35:58



SPC Timeline

1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Reports

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

2001 Solid-Ink Printers and Meter Collection

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

2002 Bond Counsel Review

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

2003 Contracts and Warranties Updated

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

2005 Economic Municipal Relief Fund Established

2006 Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience.

2007 Insurance Fund

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

2012 STARDoc - Print Management Software Developed and Implemented

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



SPC Timeline

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

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

2015 STARDoc - Mapping Options and Asset Management

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

2018 STARDoc - Improved Pinpointing of Budget and Communications

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

2019 STARDoc – Service Histories, Chromebook Bid & Papercut Installers

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

2020 SPC Roadmap

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



STARDoc Features

Cost Projection by Department or Building

Who Benefits? Accounts Payable, Business Manager, and Superintendent

- Allows you to formulate next year's budgets as early as December
- Allows you to see the projected usage bill in advance
- Tabulate total budgets and total costs district wide
- Volume or cost pages allow you to pinpoint specific machines on the floor plans
- Timeline - allowing you to go back to see how your budget compares to previous years

Map your devices on Floorplans

Who Benefits? Business Manager, IT

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device information tab will allow you to easily access the web interface of the printer/copier
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Non-reporting device listing for devices that haven't reported for more than 2 weeks
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TVs)

Floorplan Administration

Who Benefits? Business Manager and IT

- Allows IT and Business Manager to move devices around on Floorplan
- Paper trail of device locations after summer break
- Will show Previous Devices, Present Equipment, and Proposed Equipment

Contacts Page

Who Benefits? Business Manager and IT

- Control Access and Permissions to STARDoc
- Toggle Email all (Toner, Service Monthly Audits)



STARDoc Features

Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Tracks additional non-contract devices
- IP Addresses and MAC addresses automatically imported
- Strikethrough on machines that have been removed

Monthly Audits

Who Benefits? Business Manager and Superintendent

- Monthly Cost Snapshot
- Shows amount of devices not reporting to help improve accuracy of projections

Timeline

Who Benefits? Business Manager

- Track historical volume and cost per building

Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client



STARDoc Features


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

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

Over-Budget Report

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

Over Budget



Room:	Room 201 Principal's Office
Make & Model:	Canon IRC5051
Serial Number:	GQM65369
IP Address:	172.16.10.145

Projected Amount Over Budget: \$404

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

Previous

Next

Check Black/Color Default

Close



In The Pipeline...

Five Year Fleet Management (FYFM)

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

Purpose of FYFM:

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

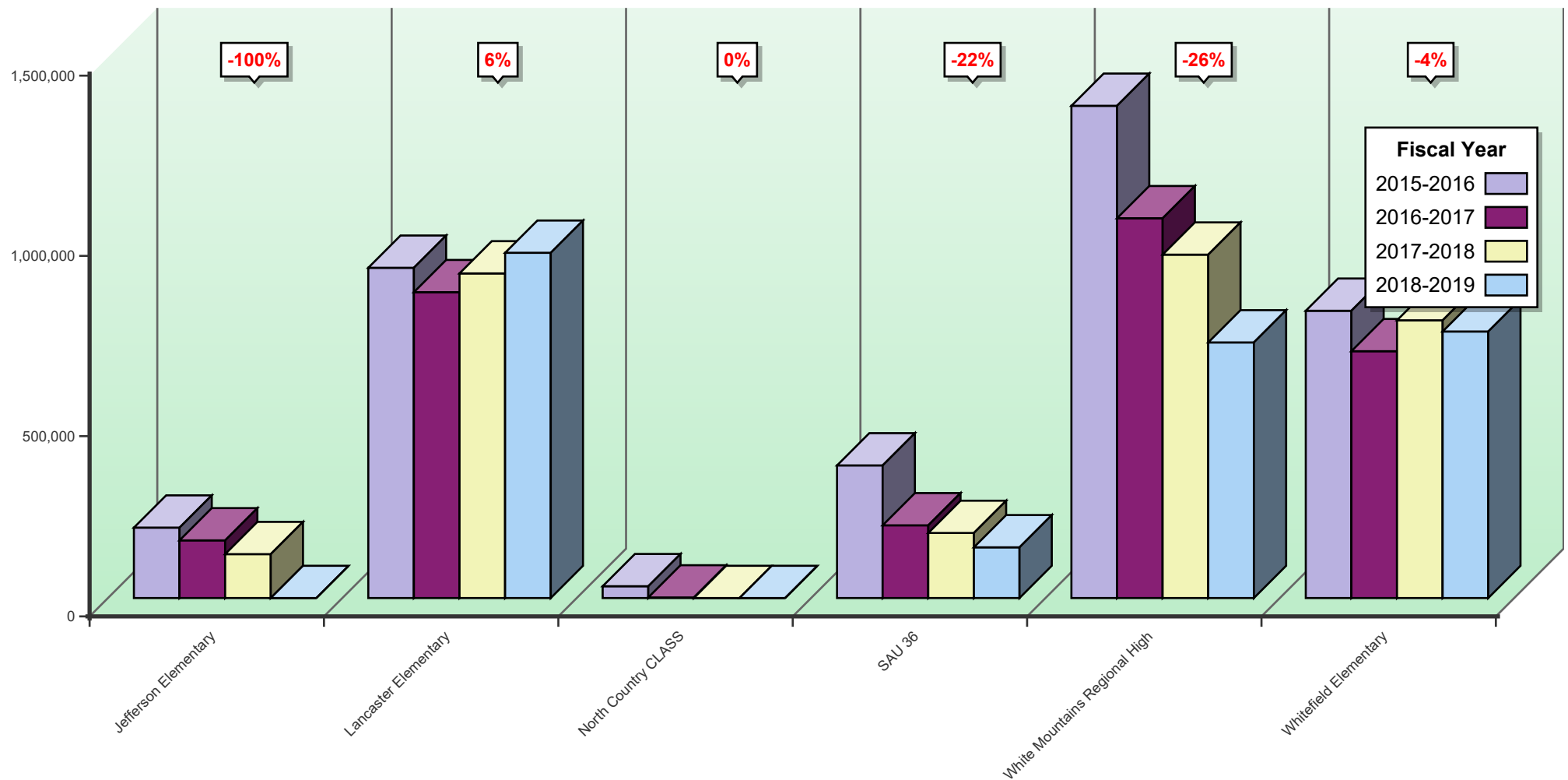
Setting up Future Budgets:

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

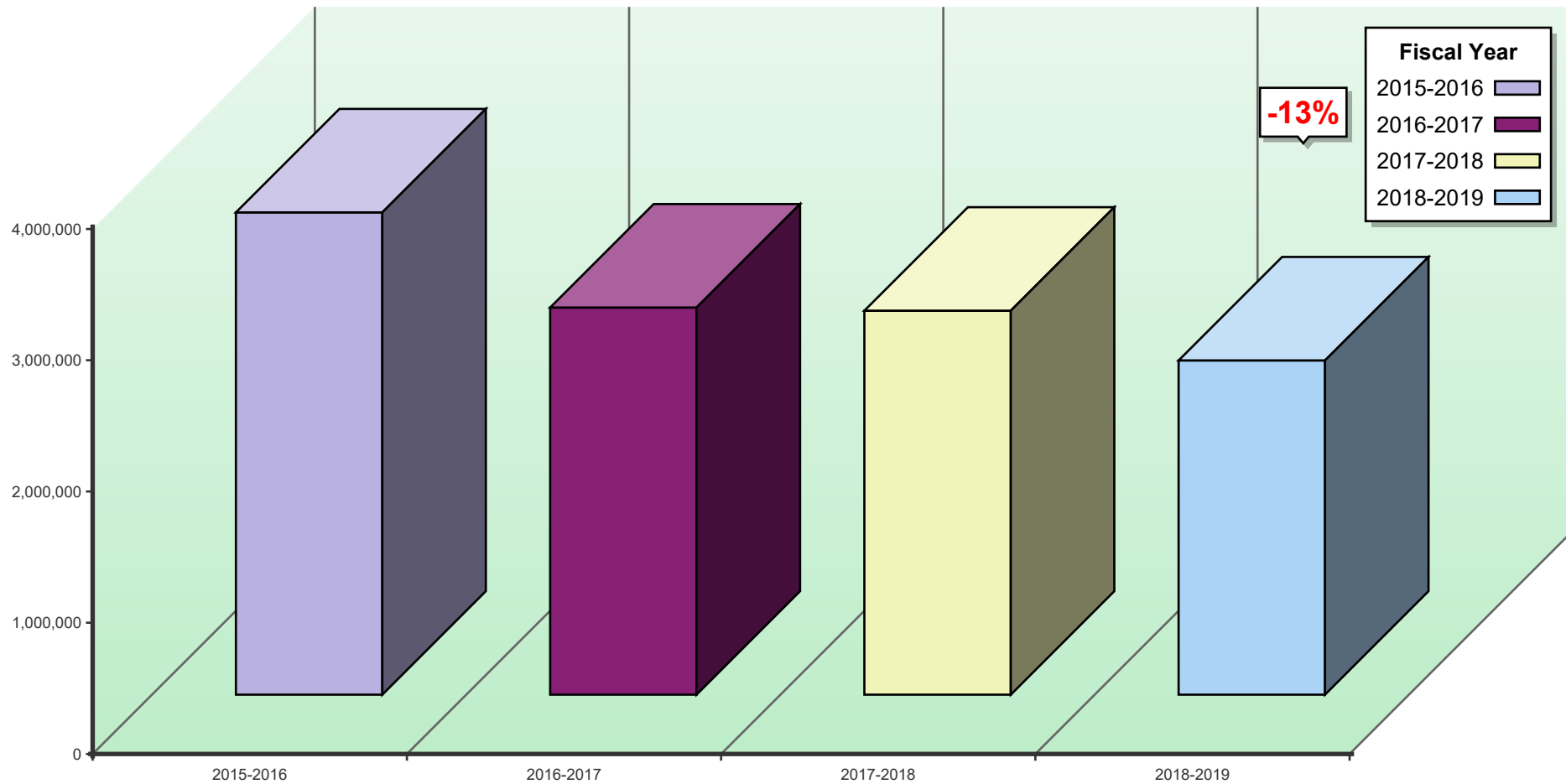
Problematic Machines:

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

Annual Black Volume by Location



Annual Black Volume Overall



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

NHSAU 36 - White Mountains Regional School District

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
Lancaster Elementary	427	957,725	\$23,658.85	2,243	\$55.41
SAU 36	0	140,644	\$3,645.11	0	\$0.00
White Mountains Regional High	358	709,047	\$17,919.10	1,981	\$50.05
Whitefield Elementary	322	739,340	\$18,237.71	2,296	\$56.64
Totals	1,107	2,546,756	\$63,460.77	2,301	\$57.33

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

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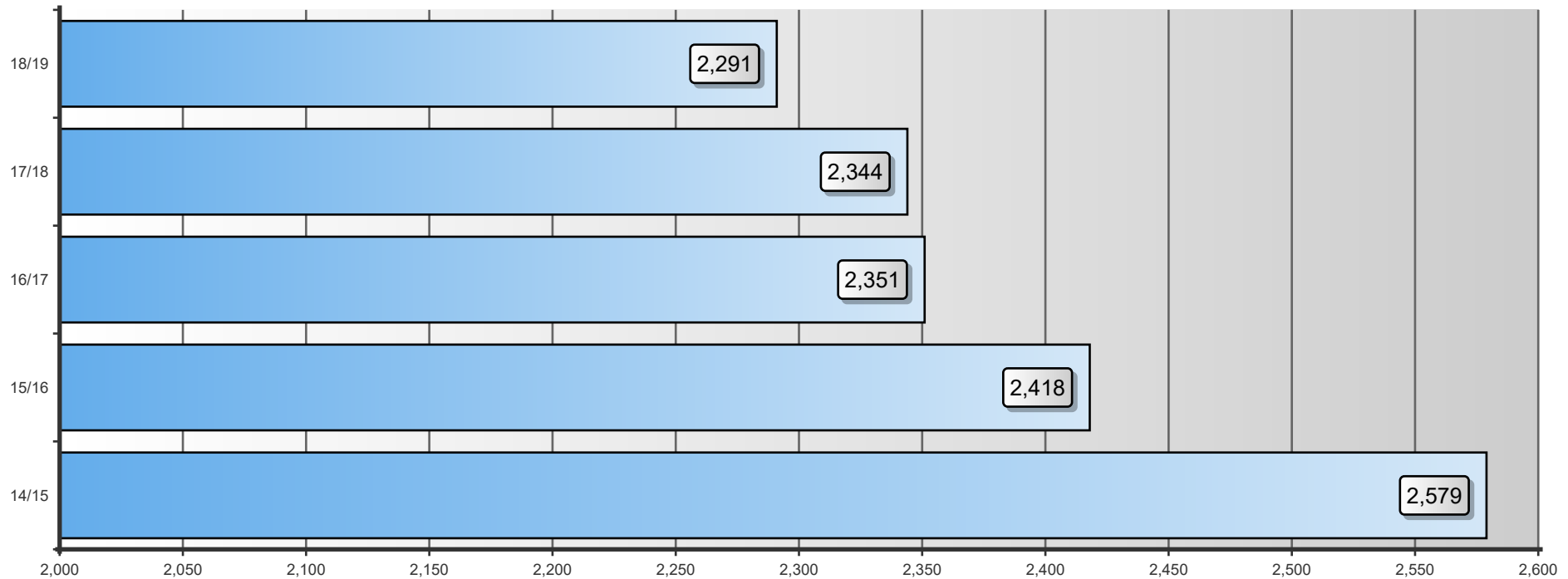
Industry Average Copies per Student - Black

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

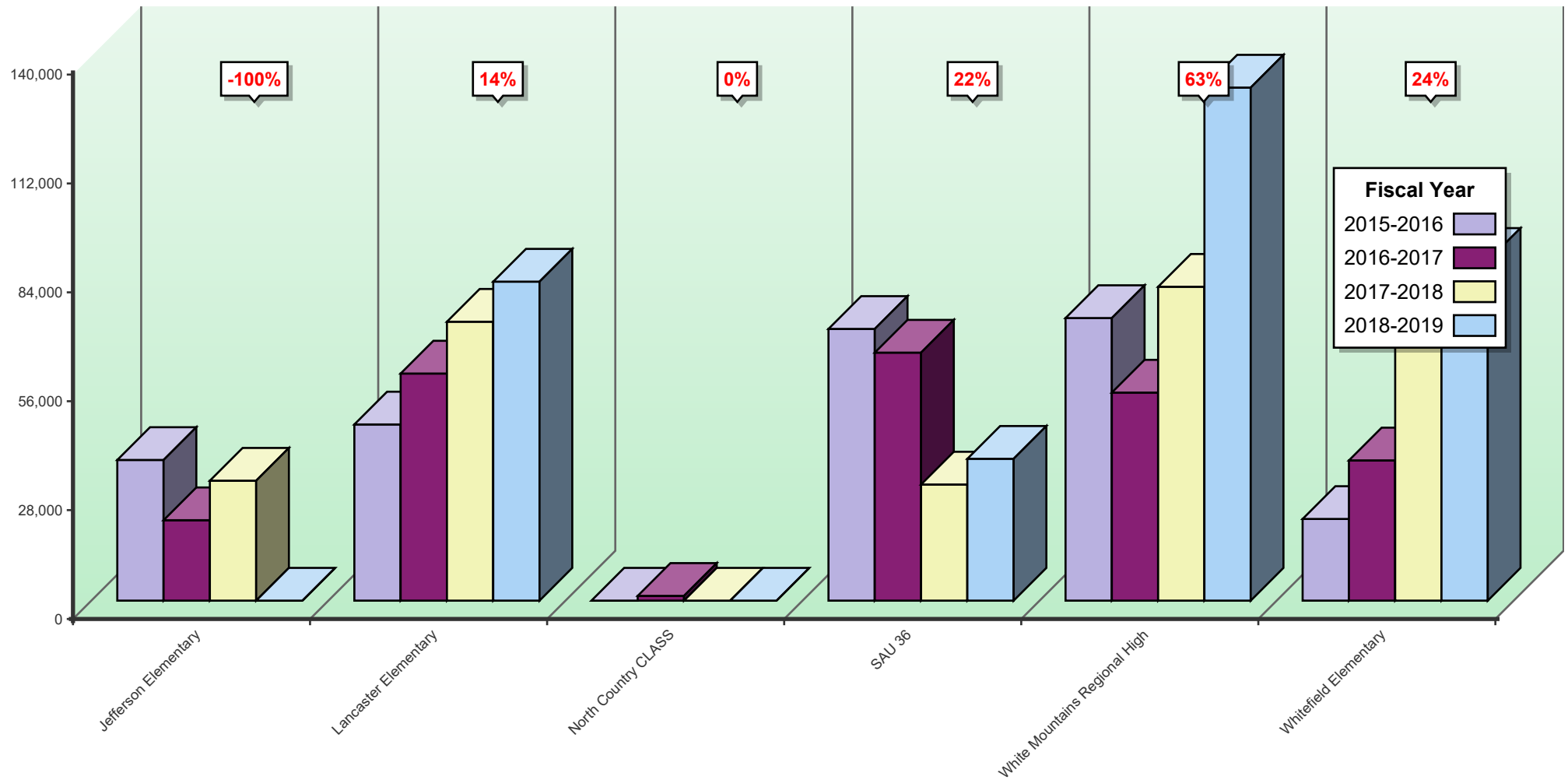
	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,897	192,210,359	\$4,000,539.34	2,291	\$47.68

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

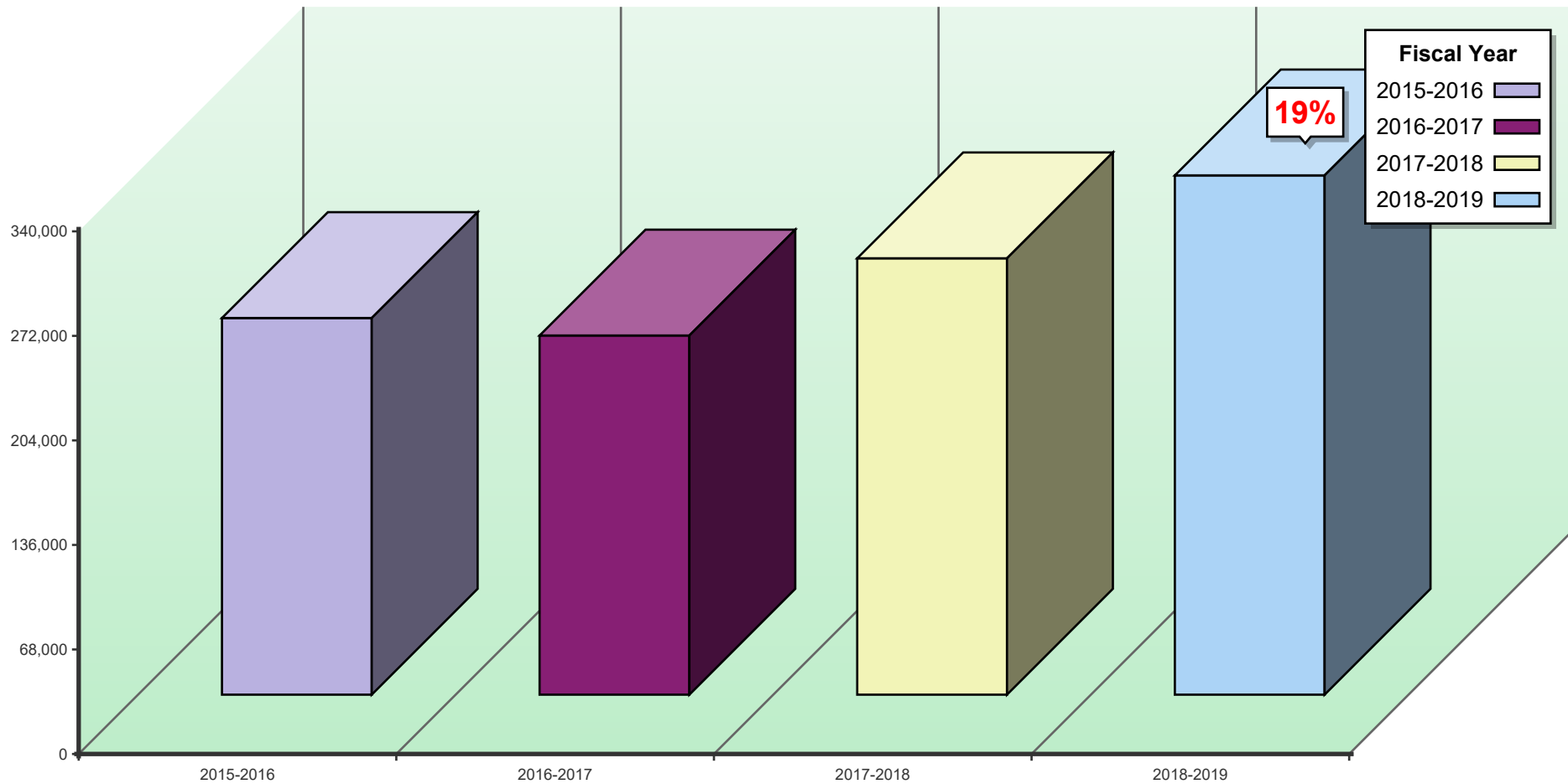
Average Copies Per Student - Black



Annual Color Volume by Location



Annual Color Volume Overall



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

NHSAU 36 - White Mountains Regional School District

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
Lancaster Elementary	427	82,031	\$4,675.62	192	\$10.95
SAU 36	0	36,478	\$1,738.91	0	\$0.00
White Mountains Regional High	358	131,933	\$6,717.59	369	\$18.76
Whitefield Elementary	322	87,379	\$4,521.92	271	\$14.04
Totals	1,107	337,821	\$17,654.04	305	\$15.95

*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 11 of STARDoc Features. Current industry ratio averages 216 color prints per student per year. Your color volume this year averages 305 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>2,546,756</i>	<i>\$10,323.54</i>
<i>District Wide Color Totals</i>	<i>337,821</i>	<i>\$17,309.31</i>

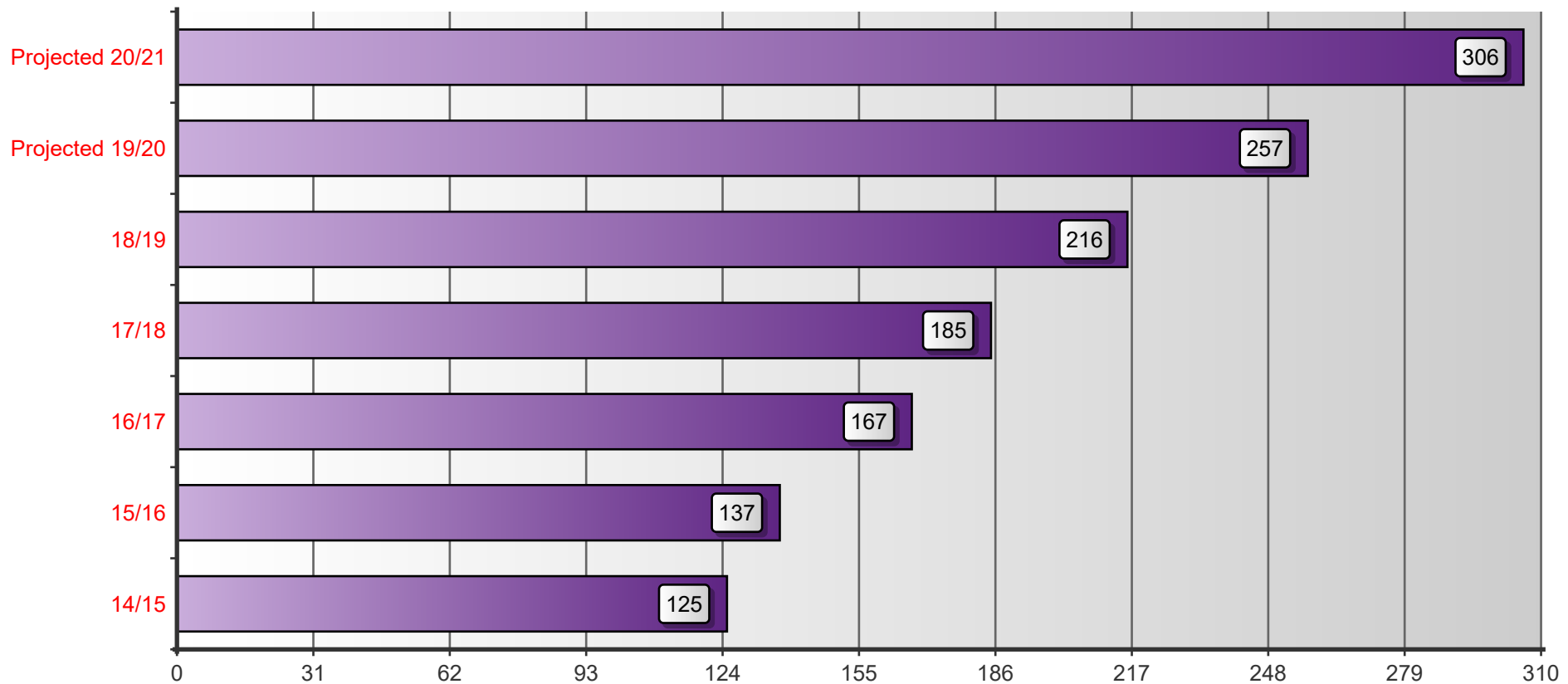
NHS AU 36 - White Mountains Regional School District

Industry Average Copies per Student - Color

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

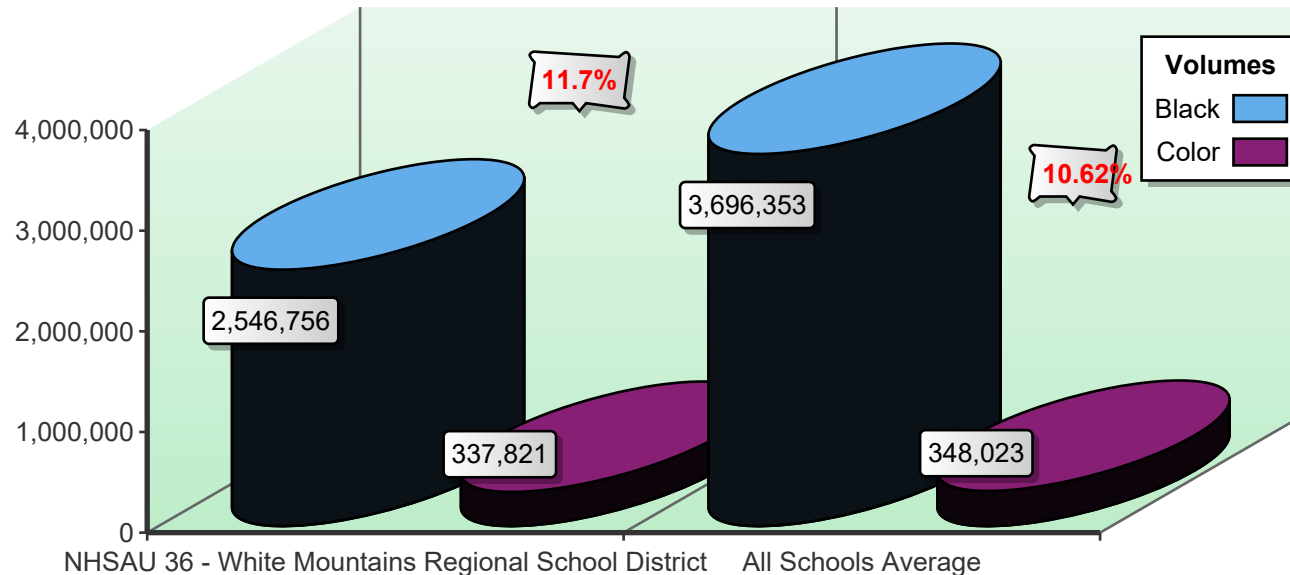
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/Student Populations	83,897	18,097,200	\$926,143.97	216	\$11.04

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



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Color-to-Total Volume Comparison



SPC Analysis

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

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

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

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

Other beneficial features include Follow-Me Printing.

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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: 08/02/2016

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Lancaster Elementary					
Admin Office					
Toshiba e-Studio 757 / 75 PPM	183,106	269,448	86,342	\$0.00337	None at this time.
CABF31294 / 03879				\$290.97	
4,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier OSV				\$0.00	
Main Office					
Toshiba e-Studio 5560c / 55 PPM	157,687	239,091	81,404	\$0.00410	None at this time.
SSAF90747 / 03872				\$333.76	
3,000,000 / 04/2014	97,942	160,635	62,693	\$0.04674	
Color Photocopier OSV				\$2,930.27	
Nurse's Office					
Kyocera M2535DN / 37 PPM	50	1,595	1,545	\$0.00856	None at this time.
VCA8603469 / 05643				\$13.23	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Laser MFP OSV				\$0.00	

NHSAU 36 - White Mountains Regional School District

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 100					
HP Color Laser Jet Pro CP5225DN / 20 PPM	5,581	8,705	3,124	\$0.01053	9 years from Intro.
CNGCH6C1BP / 04054				\$32.90	
500,000 / 11/2010	10,768	17,816	7,048	\$0.08553	
Color Network Printer				\$602.82	
OSV					
Room 111					
Kyocera P2135DN / 37 PPM	15,489	16,964	1,475	\$0.00856	None at this time.
LVK6542885 / 03975				\$12.63	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 34 Library					
Kyocera FS-2100DN / 42 PPM	33,706	51,447	17,741	\$0.00856	7 years from Intro.
LQA6436009 / 03950				\$151.86	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

NHSAU 36 - White Mountains Regional School District

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 36 Copy Room					
Toshiba e-Studio 857 / 85 PPM	552,961	913,729	360,768	\$0.00337	None at this time.
SAAF90329 / 03875				\$1,215.79	
5,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Room 36 Copy Room					
Toshiba e-Studio 857 / 85 PPM	733,952	1,092,051	358,099	\$0.00337	None at this time.
SAAF90304 / 03877				\$1,206.79	
5,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Room 37					
Kyocera P2135DN / 37 PPM	11,240	17,155	5,915	\$0.00856	None at this time.
LVK6542890 / 03974				\$50.63	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

NHSAU 36 - White Mountains Regional School District

<i>Make-Model/Speed</i>			<i>2018-2019</i>		
<i>Serial Number/Vendor Machine ID</i>			<i>Annual</i>	<i>Cost/Copy</i>	
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>			
Room 42					
Kyocera FS-2100DN / 42 PPM	33,298	59,878	26,580	\$0.00856	7 years from Intro.
LQA6436015 / 03952				\$227.52	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 46					
Kyocera P6130cdn / 32 PPM	6,296	13,436	7,140	\$0.01053	None at this time.
V5Q6403048 / 03920				\$75.18	
750,000 / 06/2015	21,808	33,438	11,630	\$0.08553	
Color Network Printer				\$994.71	
OSV					
Room 87					
Kyocera P6130cdn / 32 PPM	3,058	4,673	1,615	\$0.01053	None at this time.
V5Q6403049 / 03919				\$17.01	
750,000 / 06/2015	2,434	3,094	660	\$0.08553	
Color Network Printer				\$56.45	
OSV					

NHSAU 36 - White Mountains Regional School District

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 95					
Kyocera P2135DN / 37 PPM	11,876	17,738	5,862	\$0.00856	None at this time.
LVK6542893 / 03957				\$50.18	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Server Room Shelf					
Kyocera P2135DN / 37 PPM	1,802	1,917	115	\$0.00856	Underused!
LVK6542895 / 03976				\$0.98	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Server Room Shelf 2 - STORAGE					
Kyocera P2135DN / 37 PPM	740	740	0	\$0.00856	None at this time.
LVK6542884 / 03973				\$0.00	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
<hr/>					
	Subtotal Black		957,725	\$3,679.43	
	Subtotal Color		82,031	\$4,584.25	

NHSAU 36 - White Mountains Regional School District

*Make-Model/Speed
Serial Number/VendorID
Life/Intro Date
Vendor*

*07/01/2018
Meter*

*06/30/2019
Meter*

*2018-2019
Annual
Volume*

*Cost/Copy
Annual Cost*

Recommendations

SAU 36

Accounts Payable

Toshiba e-Studio 657 / 65 PPM	163,509	223,346	59,837	\$0.00337	None at this time.
CABF31267 / 03878				\$201.65	
3,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					

Main Office

Toshiba E-Studio 6570C / 70 PPM	132,288	173,853	41,565	\$0.00410	None at this time.
CSAF24353 / 03868				\$170.42	
4,000,000 / 04/2014	93,706	130,184	36,478	\$0.04674	
Color Photocopier				\$1,704.98	
OSV					

Superintendent's Secretary

Kyocera FS-2100DN / 42 PPM	13,229	18,777	5,548	\$0.00856	7 years from Intro.
LQA6436006 / 03951				\$47.49	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

NHSAU 36 - White Mountains Regional School District

<i>Make-Model/Speed</i>			<i>2018-2019</i>	<i>Cost/Copy</i>	
<i>Serial Number/Vendor Machine ID</i>			<i>Annual</i>	<i>Annual Cost</i>	
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>Volume</i>		<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>			
Trina - MICR					
HP Laser Jet P3015 MICR / 42 PPM	193,937	227,631	33,694	\$0.00856	11 years from Intro.
VNB3Y46993 / 04056				\$288.42	
500,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
		Subtotal Black	140,644	\$707.98	
		Subtotal Color	36,478	\$1,704.98	

NHSAU 36 - White Mountains Regional School District

Make-Model/Speed
Serial Number/VendorID
Life/Intro Date
Vendor

07/01/2018
Meter

06/30/2019
Meter

2018-2019
Annual
Volume

Cost/Copy
Annual Cost

Recommendations

White Mountains Regional High

Cafeteria

Kyocera FS-2100DN / 42 PPM	643	1,950	1,307	\$0.00856	7 years from Intro.
LQA6536799 / 04127				\$11.19	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Food Service Office

Kyocera M2535DN / 37 PPM	27,111	41,233	14,122	\$0.00856	None at this time.
LVZ6431676 / 03943				\$120.88	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
OSV					

Guidance Office (formerly at NCC)

Toshiba e-Studio 4555c / 45 PPM	23,438	70,091	46,653	\$0.00410	High color usage. Ratio is 369 copies per student while industry is 216. Solution: Implement RS-PMS.
C7BF52810 / 04052				\$191.28	
1,000,000 / 07/2013	12,069	45,590	33,521	\$0.04674	
Color Photocopier				\$1,566.77	
OSV					

NHSAU 36 - White Mountains Regional School District

NHSAO 36 - White Mountains Regional School District

Make-Model/Speed			2018-2019		
Serial Number/Vendor Machine ID			Annual	Cost/Copy	
Life/Intro Date	07/01/2018	06/30/2019	Volume	Annual Cost	Recommendations
Vendor	Meter	Meter			
IT Office Spare					
Kyocera P2135DN / 37 PPM	12,561	14,229	1,668	\$0.00856	None at this time.
LVK6542894 / 03972				\$14.28	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
IT Office Spare - not in use					
Kyocera FS-2100DN / 42 PPM	9,478	10,074	596	\$0.00856	7 years from Intro.
LQA6436008 / 03964				\$5.10	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Main Office					
Toshiba E-Studio 6560C / 65 PPM	224,592	286,623	62,031	\$0.00410	High color usage. Ratio is 369 copies per student while the industry average is 216. Solution: Install RS-PMS.
CSCF25480 / 03876				\$254.33	
3,000,000 / 04/2014	97,539	147,705	50,166	\$0.04674	
Color Photocopier				\$2,344.76	
OSV					

NHSAU 36 - White Mountains Regional School District

<i>Make-Model/Speed</i>			<i>2018-2019</i>		
<i>Serial Number/Vendor Machine ID</i>			<i>Annual</i>	<i>Cost/Copy</i>	
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>			
Media Center					
Kyocera P6130cdn / 32 PPM	4,340	7,846	3,506	\$0.01053	High color CPC. Solution: Push color usage over to color copier.
V5Q6403056 / 03891				\$36.92	
750,000 / 06/2015	10,302	14,153	3,851	\$0.08553	
Color Network Printer				\$329.38	
OSV					
Media Center Storage					
Toshiba e-Studio 857 / 85 PPM	666,203	757,956	91,753	\$0.00337	None at this time.
SAAF90296 / 03882				\$309.21	
5,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Media Center Storage					
Toshiba e-Studio 857 / 85 PPM	483,323	577,983	94,660	\$0.00337	None at this time.
SAAF90341 / 03884				\$319.00	
5,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					

NHSAU 36 - White Mountains Regional School District

Make-Model/Speed

Serial Number/Vendor Machine ID

Life/Intro Date

Vendor

*07/01/2018
Meter*

*06/30/2019
Meter*

*2018-2019
Annual
Volume*

*Cost/Copy
Annual Cost*

Recommendations

Media Room

Kyocera FS-2100DN / 42 PPM
LQA6436012 / 03961
1,000,000 / 10/2012
Black Network Printer
OSV

84,193

99,388

15,195

\$0.00856
\$130.07
\$0.00000
\$0.00

7 years from Intro.

Room 100 Guidance

Kyocera FS-2100DN / 42 PPM
LQA6436005 / 03963
1,000,000 / 10/2012
Black Network Printer
OSV

23,105

26,891

3,786

\$0.00856
\$32.41
\$0.00000
\$0.00

7 years from Intro.

Room 100 Office by Secretaries

Kyocera FS-2100DN / 42 PPM
LQA6436002 / 03962
1,000,000 / 10/2012
Black Network Printer
OSV

21,100

32,797

11,697

\$0.00856
\$100.13
\$0.00000
\$0.00

7 years from Intro.

NHSAU 36 - White Mountains Regional School District

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 118					
Kyocera P6130cdn / 32 PPM	3,811	9,683	5,872	\$0.01053	High color CPC. Solution: Push color usage over to color copier.
V5Q6403057 / 03896				\$61.83	
750,000 / 06/2015	2,750	9,724	6,974	\$0.08553	
Color Network Printer				\$596.49	
OSV					
Room 121 Danault					
Kyocera P2135DN / 37 PPM	11,331	14,848	3,517	\$0.00856	None at this time.
LVK6542898 / 03968				\$30.11	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 128					
HP Laser Jet Pro M401dne / 35 PPM	28,680	39,445	10,765	\$0.01053	None at this time.
PHGFD08463 / 04053				\$113.36	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

NHSAU 36 - White Mountains Regional School District

NHSAD 36 - White Mountains Regional School Dis					
Make-Model/Speed			2018-2019		
Serial Number/Vendor Machine ID			Annual	Cost/Copy	
Life/Intro Date	07/01/2018	06/30/2019	Volume	Annual Cost	Recommendations
Vendor	Meter	Meter			
Room 203 Vocational					
Toshiba e-Studio 5560c / 55 PPM	93,844	117,920	24,076	\$0.00410	None at this time.
SSAF90751 / 03915				\$98.71	
3,000,000 / 04/2014	15,720	24,188	8,468	\$0.04674	
Color Photocopier				\$395.79	
OSV					
Room 210 SPED					
Kyocera FS-2100DN / 42 PPM	20,419	32,653	12,234	\$0.00856	7 years from Intro.
LQA6435999 / 03966				\$104.72	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Special Education					
Toshiba e-Studio 457 / 45 PPM	91,513	129,112	37,599	\$0.00410	None at this time.
CEDF66318 / 03916				\$154.16	
1,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					

NHSAU 36 - White Mountains Regional School District

NHSAD 36 - White Mountains Regional School Dis					
Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Staff Lunch Room					
Toshiba e-Studio 857 / 85 PPM	208,602	268,916	60,314	\$0.00337	None at this time.
SAAF90337 / 03881				\$203.26	
5,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Steam Building Right Side					
Toshiba e-Studio 657 / 65 PPM	176,561	206,086	29,525	\$0.00337	None at this time.
CABF31281 / 03880				\$99.50	
3,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					
Teachers' Work Space					
Toshiba e-Studio 4555c / 45 PPM	89,107	267,278	178,171	\$0.00410	High color usage. Ratio is 369 color copies per student while the industry average is 216. Solution: Install RS-PMS.
C7BF52824 / 03883				\$730.50	
1,000,000 / 07/2013	48,898	77,851	28,953	\$0.04674	
Color Photocopier				\$1,353.26	
OSV					
Subtotal Black			709,047	\$3,120.93	
Subtotal Color			131,933	\$6,586.45	

NHSAU 36 - White Mountains Regional School District

Make-Model/Speed
Serial Number/VendorID
Life/Intro Date
Vendor

07/01/2018
Meter

06/30/2019
Meter

2018-2019
Annual
Volume

Cost/Copy
Annual Cost

Recommendations

Whitefield Elementary

Cafeteria

Kyocera FS-2100DN / 42 PPM	4,271	5,628	1,357	\$0.00856	7 years from Intro.
LQA6435998 / 03965				\$11.62	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Library

Kyocera FS-2100DN / 42 PPM	6,513	11,566	5,053	\$0.00856	7 years from Intro.
LQA6436010 / 03967				\$43.25	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

Lower Common Area

Kyocera P6130cdn / 32 PPM	5,129	7,357	2,228	\$0.01053	High color CPC. Solution: Push color usage over to color copier.
V5Q6403067 / 03888				\$23.46	
750,000 / 06/2015	6,756	9,540	2,784	\$0.08553	
Color Network Printer				\$238.12	
OSV					

NHSAU 36 - White Mountains Regional School District

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Main Office					
Toshiba E-Studio 6560C / 65 PPM	461,008	675,491	214,483	\$0.00410	High color usage. Ratio is 271 color copies per student while industry average is 216. Solution: Implement RS-PMS.
CSCF25479 / 03873				\$879.38	
3,000,000 / 04/2014	86,132	164,500	78,368	\$0.04674	
Color Photocopier OSV				\$3,662.92	
Room 107					
Kyocera P6130cdn / 32 PPM	3,347	5,267	1,920	\$0.01053	High color CPC. Solution: Push color usage over to color copier.
V5Q6403040 / 03890				\$20.22	
750,000 / 06/2015	4,242	6,290	2,048	\$0.08553	
Color Network Printer OSV				\$175.17	
Room 125					
Kyocera FS-2100DN / 42 PPM	10,392	12,992	2,600	\$0.00856	7 years from Intro.
LQA6436013 / 03969				\$22.26	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer OSV				\$0.00	

NHSAU 36 - White Mountains Regional School District

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 131					
Kyocera P2135DN / 37 PPM	7,553	10,496	2,943	\$0.00856	None at this time.
LVK6543145 / 03953				\$25.19	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 141					
HP Color Laser Jet Pro CP5225DN / 20 PPM	1,749	3,252	1,503	\$0.01053	High color CPC. Solution: Push color usage over to color copier.
CNGCH6C18G / 04055				\$15.83	
500,000 / 11/2010	10,005	12,583	2,578	\$0.08553	
Color Network Printer				\$220.50	
OSV					
Room 23 Guidance					
Kyocera P2135DN / 37 PPM	2,514	3,567	1,053	\$0.00856	None at this time.
LVK6542891 / 03971				\$9.01	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

NHSAU 36 - White Mountains Regional School District

<i>Make-Model/Speed</i>			<i>2018-2019</i>		
<i>Serial Number/Vendor Machine ID</i>			<i>Annual</i>	<i>Cost/Copy</i>	
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>			
Room 29					
Kyocera P6130cdn / 32 PPM	3,066	4,629	1,563	\$0.01053	High color CPC. Solution: Push color usage over to color copier.
V5Q6403054 / 03889				\$16.46	
750,000 / 06/2015	3,015	4,616	1,601	\$0.08553	
Color Network Printer				\$136.93	
OSV					
Room 32					
Kyocera P2135DN / 37 PPM	5,380	7,638	2,258	\$0.00856	None at this time.
LVK6542900 / 03954				\$19.33	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Room 40					
Kyocera P2135DN / 37 PPM	11,469	14,909	3,440	\$0.00856	None at this time.
LVK6543144 / 03955				\$29.45	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					

NHSAU 36 - White Mountains Regional School District

NHSAD 36 - White Mountains Regional School Dis					
Make-Model/Speed			2018-2019		
Serial Number/Vendor Machine ID			Annual	Cost/Copy	
Life/Intro Date	07/01/2018	06/30/2019	Volume	Annual Cost	Recommendations
Vendor	Meter	Meter			
Room 44					
Kyocera P2135DN / 37 PPM	6,976	10,159	3,183	\$0.00856	None at this time.
LVK6542880 / 03956				\$27.25	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
STORAGE					
Kyocera P2135DN / 37 PPM	13,753	14,100	347	\$0.00856	None at this time.
LVK6542896 / 03970				\$2.97	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
OSV					
Teachers' Room 2nd Floor					
Toshiba e-Studio 857 / 85 PPM	322,924	537,902	214,978	\$0.00337	None at this time.
SAAF90294 / 03917				\$724.48	
5,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
OSV					

***Make-Model/Speed
Serial Number/Vendor Machine ID
Life/Intro Date
Vendor***

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NHSAU 36 - White Mountains Regional School District

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 08/15/2007 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2018-2019 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
2,546,756	\$0.01420	\$36,163.94

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,546,756	\$0.00405	\$10,314.36	\$25,849.57	\$129,247.87

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$25,849.57 x 12 years as a Client
= \$310,194.88 Cost Savings!

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

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Lancaster Elementary	957,725	\$3,754.87	\$5,171.72	\$14,732.27	\$23,658.85
SAU 36	140,644	\$722.16	\$759.48	\$2,163.47	\$3,645.11
White Mountains Regional High	709,047	\$3,183.28	\$3,828.85	\$10,906.96	\$17,919.10
Whitefield Elementary	739,340	\$2,872.33	\$3,992.44	\$11,372.95	\$18,237.71
Total	2,546,756	\$10,532.65	\$13,752.48	\$39,175.64	\$63,460.77

SPC Equipment Bids:

Presently our bids are coming in between **15% to 23% of Retail**, while the current Salesman's Cost is 50% of Retail.

For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a **Retail Cost of \$45,640** is coming in at **\$7,342... 16% of Retail!** Our prices are negotiated with and supported directly by the manufacturer.

Projected Equipment Costs by Building - Color

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Current paper case costs and current annual lease payment are NOT figured in to this table, as they are covered in the Black prints report.

Building	Projected Color Volume	Service & Supply Cost
Lancaster Elementary	82,031	\$4,675.62
SAU 36	36,478	\$1,738.91
White Mountains Regional High	131,933	\$6,717.59
Whitefield Elementary	87,379	\$4,521.92
Total	337,821	\$17,654.04

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 2%.**

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Office Systems of Vermont	Black Laser MFP	15,667	\$0.00856	\$134.11	\$0.00873	\$136.77
Office Systems of Vermont	Black Network Printer	169,164	\$0.00856	\$1,448.04	\$0.00873	\$1,476.80
Office Systems of Vermont	Black Network Printer	10,765	\$0.01053	\$113.36	\$0.01074	\$115.62
Office Systems of Vermont	Black Photocopier	1,636,707	\$0.00337	\$5,515.70	\$0.00344	\$5,630.27
Office Systems of Vermont	Black Photocopier	37,599	\$0.00410	\$154.16	\$0.00418	\$157.16
Office Systems of Vermont	Color Network Printer	28,471	\$0.01053	\$299.80	\$0.01074	\$305.78
Office Systems of Vermont	Color Photocopier	648,383	\$0.00410	\$2,658.37	\$0.00418	\$2,710.24
Total		2,546,756	\$0.00405	\$10,323.54	\$0.00414	\$10,532.65

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 2%.**

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Office Systems of Vermont	Color Network Printer	39,174	\$0.08553	\$3,350.55	\$0.08724	\$3,417.54
Office Systems of Vermont	Color Photocopier	298,647	\$0.04674	\$13,958.76	\$0.04767	\$14,236.50
Total		337,821	\$0.05124	\$17,309.31	\$0.05226	\$17,654.04

Reprographic Equipment Assessment

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

Total Number of Units	56
Total Number of Units on Lease	51
Total Number of Units Owned	5
Lease Company	Norway Savings Bank
Lease Start Date	08/02/2016
Lease End Date	08/02/2021
Term	5 Annual
Annual Payment usually due on 8/1	\$39,175.64
Remaining Payments	2

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

Leased Equipment

Building	Make/Model	Serial Number
Lancaster Elementary	Toshiba e-Studio 757	CABF31294
Lancaster Elementary	Kyocera FS-2100DN	LQA6436009
Lancaster Elementary	Kyocera FS-2100DN	LQA6436015
Lancaster Elementary	Kyocera P2135DN	LVK6542884
Lancaster Elementary	Kyocera P2135DN	LVK6542885
Lancaster Elementary	Kyocera P2135DN	LVK6542890
Lancaster Elementary	Kyocera P2135DN	LVK6542893
Lancaster Elementary	Kyocera P2135DN	LVK6542895
Lancaster Elementary	Toshiba e-Studio 857	SAAF90304
Lancaster Elementary	Toshiba e-Studio 857	SAAF90329
Lancaster Elementary	Toshiba e-Studio 5560c	SSAF90747
Lancaster Elementary	Kyocera P6130cdn	V5Q6403048
Lancaster Elementary	Kyocera P6130cdn	V5Q6403049
SAU 36	Toshiba e-Studio 657	CABF31267
SAU 36	Toshiba E-Studio 6570C	CSAF24353
SAU 36	Kyocera FS-2100DN	LQA6436006
White Mountains Regional High	Toshiba e-Studio 4555c	C7BF52810
White Mountains Regional High	Toshiba e-Studio 4555c	C7BF52824
White Mountains Regional High	Toshiba e-Studio 657	CABF31281
White Mountains Regional High	Toshiba e-Studio 457	CEDF66318
White Mountains Regional High	Toshiba E-Studio 6560C	CSCF25480
White Mountains Regional High	Kyocera FS-2100DN	LQA6435999
White Mountains Regional High	Kyocera FS-2100DN	LQA6436002
White Mountains Regional High	Kyocera FS-2100DN	LQA6436005
White Mountains Regional High	Kyocera FS-2100DN	LQA6436008
White Mountains Regional High	Kyocera FS-2100DN	LQA6436012
White Mountains Regional High	Kyocera FS-2100DN	LQA6536799
White Mountains Regional High	Kyocera P2135DN	LVK6542894
White Mountains Regional High	Kyocera P2135DN	LVK6542898
White Mountains Regional High	Kyocera M2535DN	LVZ6431676
White Mountains Regional High	Toshiba e-Studio 857	SAAF90296
White Mountains Regional High	Toshiba e-Studio 857	SAAF90337
White Mountains Regional High	Toshiba e-Studio 857	SAAF90341

NHSAU 36 - White Mountains Regional School District

Building	Make/Model	Serial Number
White Mountains Regional High	Toshiba e-Studio 5560c	SSAF90751
White Mountains Regional High	Kyocera P6130cdn	V5Q6403056
White Mountains Regional High	Kyocera P6130cdn	V5Q6403057
Whitefield Elementary	Toshiba E-Studio 6560C	CSCF25479
Whitefield Elementary	Kyocera FS-2100DN	LQA6435998
Whitefield Elementary	Kyocera FS-2100DN	LQA6436010
Whitefield Elementary	Kyocera FS-2100DN	LQA6436013
Whitefield Elementary	Kyocera P2135DN	LVK6542880
Whitefield Elementary	Kyocera P2135DN	LVK6542891
Whitefield Elementary	Kyocera P2135DN	LVK6542896
Whitefield Elementary	Kyocera P2135DN	LVK6542900
Whitefield Elementary	Kyocera P2135DN	LVK6543144
Whitefield Elementary	Kyocera P2135DN	LVK6543145
Whitefield Elementary	Toshiba e-Studio 857	SAAF90294
Whitefield Elementary	Toshiba e-Studio 857	SAAF90338
Whitefield Elementary	Kyocera P6130cdn	V5Q6403040
Whitefield Elementary	Kyocera P6130cdn	V5Q6403054
Whitefield Elementary	Kyocera P6130cdn	V5Q6403067

Owned Equipment

Building	Make/Model	Serial Number
Lancaster Elementary	HPColor Laser Jet Pro CP5225DN	CNGCH6C1BP
Lancaster Elementary	KyoceraM2535DN	VCA8603469
SAU 36	HPLaser Jet P3015 MICR	VNB3Y46993
White Mountains Regional High	HPLaser Jet Pro M401dne	PHGFD08463
Whitefield Elementary	HPColor Laser Jet Pro CP5225DN	CNGCH6C18G

NHSAU 36 - White Mountains Regional School District
STARDoc User Names

Name	User Name
Aric Moody	amoody
Beth Chase	bchase
Jeremy Noyes	jnoyes
Marion Anastasia	manastasia
Mike Berry	mberry
Mike Cronin	mcronin
Roxanne Ball	rhball@sau36.org
Scott Holmes	sholmes
Sheila Goulet	sgoulet
Tamika Phillips	tphillips



Benefits of partnering with SPC

Top Benefits to **our CLIENTS:**

1. Cooperative Buying

By definition, is a model that allows a group of buyers with a common interest to pool their buying power in order to negotiate more favorable pricing and better service. SPC's model allows you to pick your preferred vendor!

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will save you money benefiting from the combined purchasing power of more than 69 clients with over 3,900 devices doing more than **239** million copies and prints per year. We purchase approximately 1,100 units annually with 80 million prints out to bid.!
- We will save you time by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis, and managing the implementation.
- We will save you frustration. We manage your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

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

3. Simplified Billing Program

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



Benefits of partnering with SPC

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

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

Based on current actual volumes and CPCs, SPC has generated Annual Savings of more than \$2 million for all of our clients. That translates into Savings of more than \$10 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you - Over 1,100 units purchased annually running over 80 million prints!
- SPC is well respected in the industry.
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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



SPC Values Our Vendors

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STARDoc: System for Tracking And Reporting Documents... Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

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

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