·SPC·

Specialized Purchasing Consultants
1491 East Side River Road
Dummer, NH 03588
(800)750-1538

FY20 Annual Report

Year - End Photocopier Analysis

With projected costs for FY21

Marion Anastasia
NHSAU 36 - White Mountains Regional School District
14 King Square
Whitefield, NH 03598

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

September 2020

Marion Anastasia
NHSAU 36 - White Mountains Regional School District
14 King Square
Whitefield, NH 03598

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Marion:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us for the past 13 years. We hope we can continue this relationship for many years to come.

This year's Annual Report provides an overview of last year's reprographic equipment usage and status. We recognize that this was an unusual year and that accurate usage may not be fully reflected. However, it is still good to compare and review to see just how the pandemic has impacted usage. Recommendations have still been made to address any potential problem areas and help to avoid needless down time and improve equipment reliability.

Every year we strive to improve or enhance our services to save our clients time, money, and effort. Hopefully you have been able to benefit from these services, and we hope to continue to offer new services. In fact, one new service is the Client Warranty and Relief Fund. A description of this valuable service is provided in this year's report. We are pleased to continue offering all of our services to you at no additional charge.

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

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team

Skip Tilton, President
Billie Jo Tilton, Vice President

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

Jessica Paradis
Accounting Coordinator

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

Alex Webster
Operations & Marketing Manager

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

Pam Weed
Client-Vendor Relations

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

Robert Dutil
Information Technology

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

Jamin Tilton
Operations Support

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

Heidi Tilton
Accounting Support

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

Kelly Fortier
Office Support

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

SPC Timeline

1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Reports

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail.
- Established Student Ratios.

2001 Meter Collection

- Began collecting meter reads directly from client and submitting to vendors via spreadsheet, providing more accurate and consistent billing.

2002 Bond Counsel Review

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

2003 Bond Counsel Review of Contracts and Warranties

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

2012 STARDoc and Simplified Billing Developed and Implemented

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

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

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

2015 STARDoc - Mapping Options and Asset Management

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

SPC Timeline

specialized purchasing consultants

2018 STARDoc - Improved Pinpointing of Budget and Communications

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

2019 STARDoc – Service Histories, Chromebook Bid

- Mandatory annual fleet service history: Provides data on the overall reliability of the fleet.
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.

2020 Mock Bids - Warranty and Relief Fund

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

2021 SPC Roadmap

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

Equipment Health Status

Total Number of Machines:	**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:	3
# of Units Approaching End of Warranty:	15
# of Units Overused:	0
# of Units Underused:	0
Commencement Date:	08/02/2016
# of Annual Payments Left on Lease:	1
All Warranties and Service Contracts Expire:	06/30/2022
SPC's FM Audit Print Management Software Loaded:	Yes
Printer Contract Signed:	Yes

NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Dear Marion,

Because of the change to remote learning in March, COVID-19 had a direct and significant impact on client budgets. Usage was dramatically affected and resulted in a year-end under usage credit of $6,325.44. While this may seem like a positive – saving money on reprographic expenses – it has actually put a tremendous burden on the vendors as they are starting off the new fiscal year with a deficit. Combine this with other economic strains for the vendors, SPC is concerned, which is why we have developed the Warranty and Relief Fund (see page 50) to protect our clients.

You will note in the service history report that OSV's response time is now at 10 hours, much higher than the 4 required from the bid. This is what we have seen across the board after OSV was acquired.

It is our recommendation that we explore an upgrade that would commence on 8-2-2021.Your last lease payment will have been made. Your first payment of the new lease would be on 8-1-2022. Service and supply contract would drop in FY21 which would save $18,024 over Five Years in color usage. (See page 33)

Sincerely,
Skip

Aging Equipment Summary

The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation, and warranties all become diminished at 10 years from the Date of Introduction. Usage, age, and service history need to be considered to see if they are due for replacement soon.

Building	Room	Make/Model	Serial Number	Vendor Name	Intro Date
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 - MICR	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	Guidance Office	Toshiba e-Studio 4555c	C7BF52810	OSV	07/01/2013
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 128	HP Laser Jet Pro M401dne	PHGFD08463	OSV	01/01/2013
White Mountains Regional High	Room 210 SPED	Kyocera FS-2100DN	LQA6435999	OSV	10/01/2012

White Mountains Regional High	Teachers' Work Space	Toshiba e-Studio 4555c	C7BF52824	OSV	07/01/2013
Whitefield Elementary	Cafeteria	Kyocera FS-2100DN	LQA6435998	OSV	10/01/2012
Whitefield Elementary	Library	Kyocera FS-2100DN	LQA6436010	OSV	10/01/2012

Building	Room	Make/Model	Serial Number	Vendor Name	Intro Date
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 COLOR LaserJet CP5225n		10.36.12.78	2020-09-01 07:10:01
HP Designjet T520 24in	CN77CBM004	10.36.8.56	2020-06-18 14:35:28
HP Designjet T520 24in	CN879GM05Y	10.36.0.64	2020-08-30 14:35:26
HP LASERJET 200 COLOR M251NW	VNB3B06964	10.36.14.79	2020-03-17 14:35:30
LEXMARK CX410de	75272194G8TY1	10.36.0.78	2020-08-09 14:35:27
LEXMARK MX410de	70155PLM0Z6LG	10.36.0.77	2020-06-18 14:35:28

Annual Black Volume by Location

Fiscal Year
- FY17
- FY18
- FY19
- FY20

FY20 - COVID-19

Location	%
Jefferson Elementary (CLOSED)	0%
Lancaster Elementary	-20%
North Country CLASS	0%
SAU 36	1%
White Mountains Regional High	-33%
Whitefield Elementary	-13%
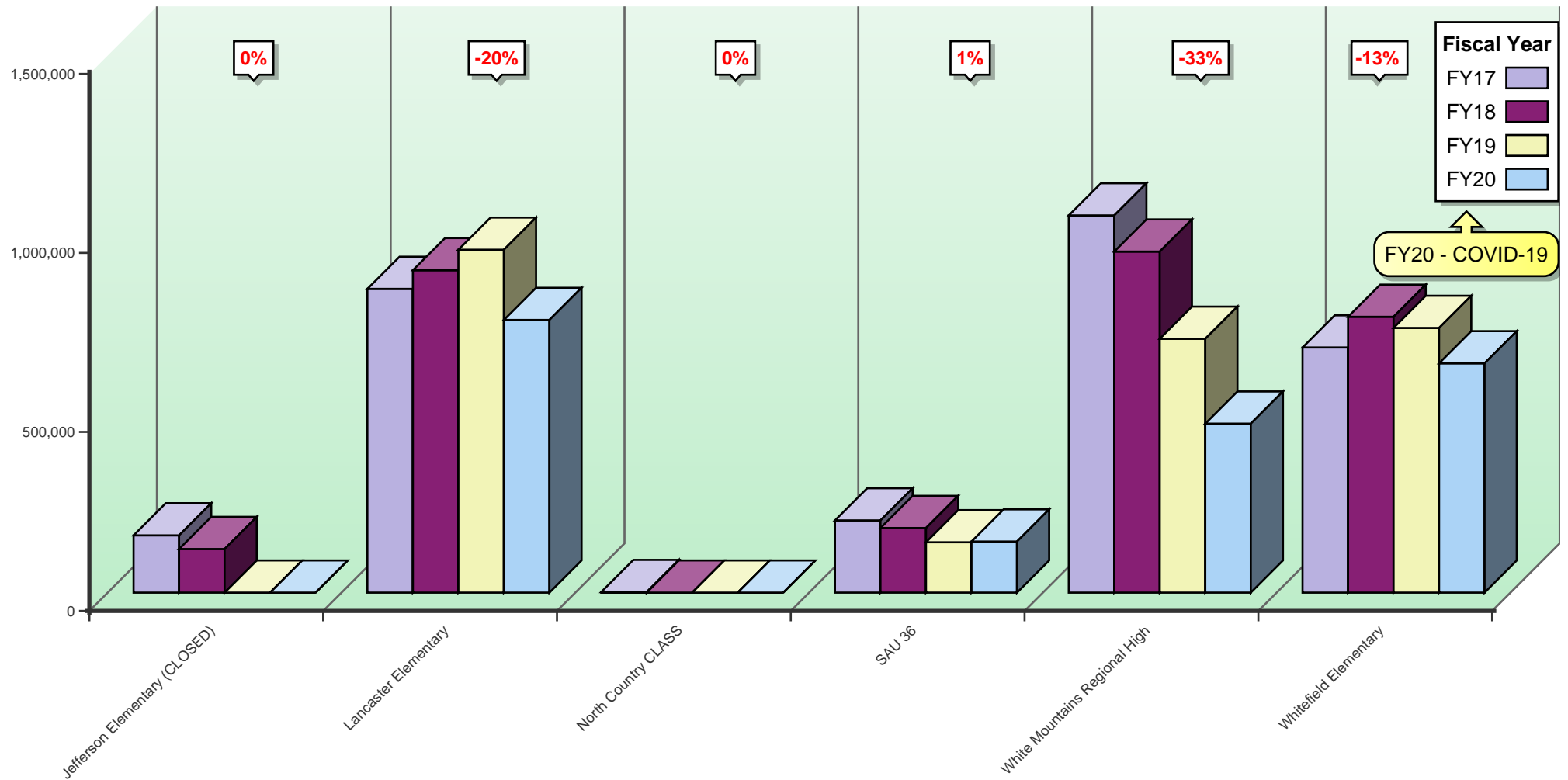
Annual Black Volume Overall
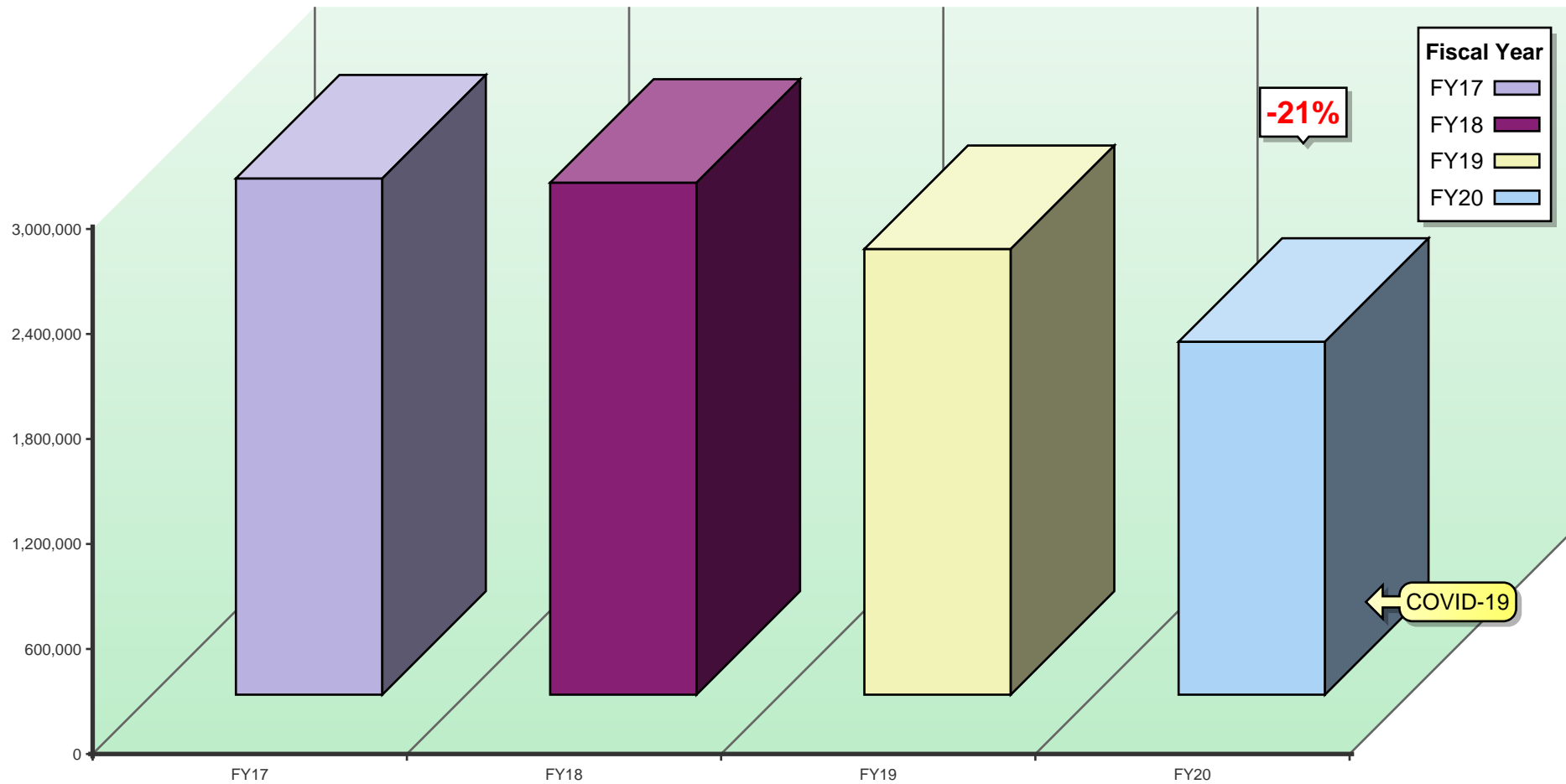
-21%

COVID-19

| Fiscal Year |
| FY17 |
| FY18 |
| FY19 |
| FY20 |

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

Average Student-to-Copy Usage - Black

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Lancaster Elementary	408	761,564	$21,878.19	1,867	$53.62
SAU 36	0	142,715	$4,281.25	0	$0.00
White Mountains Regional High	348	471,971	$13,941.10	1,356	$40.06
Whitefield Elementary	309	640,499	$18,484.40	2,073	$59.82
Totals	**1,065**	**2,016,749**	**$58,584.95**	**1,894**	**$55.01**

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

Industry Average Copies per Student - Black

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	74,038	131,634,476	$3,165,697.18	1,778	$42.76

Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.
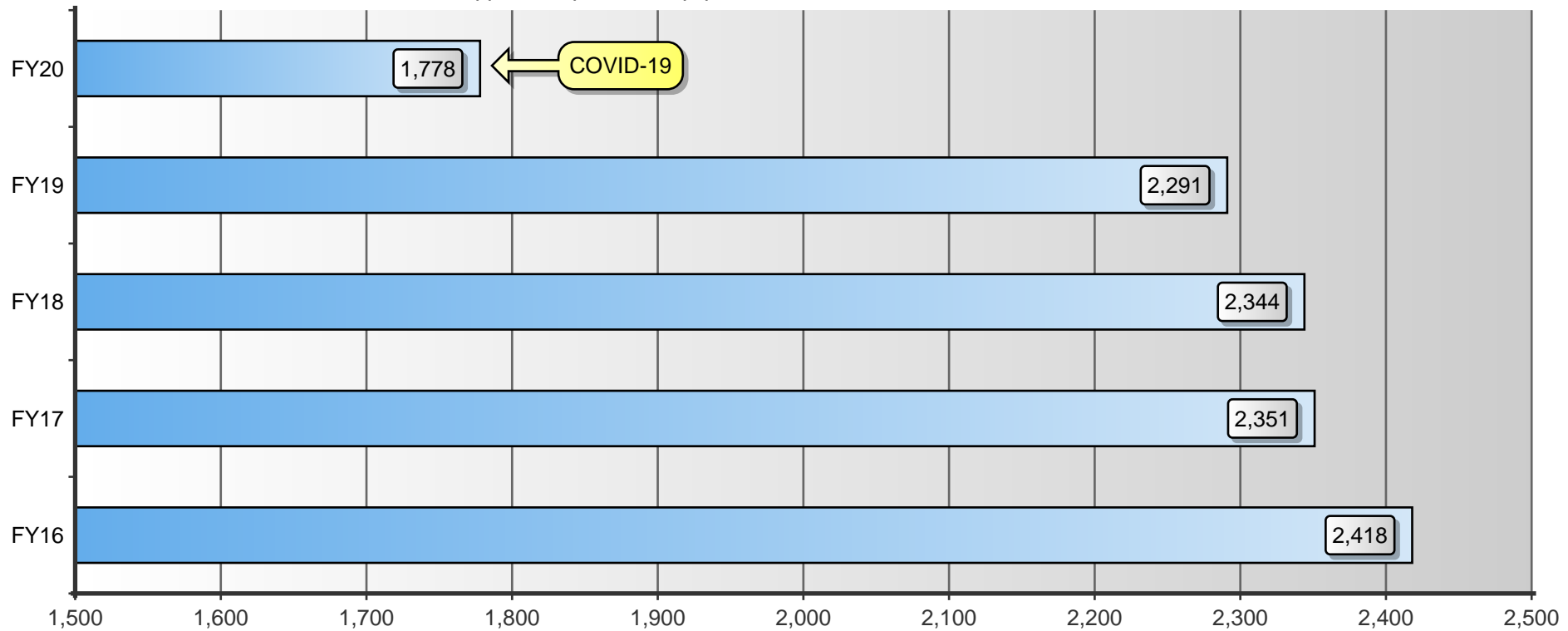
Annual Color Volume by Location

Fiscal Year
- FY 17
- FY 18
- FY 19
- FY 20

0% (Jefferson Elementary (CLOSED))
-17% (Lancaster Elementary)
0% (North Country CLASS)
-3% (SAU 36)
-26% (White Mountains Regional High)
-34% (Whitefield Elementary)

FY20 - COVID-19

Annual Color Volume Overall
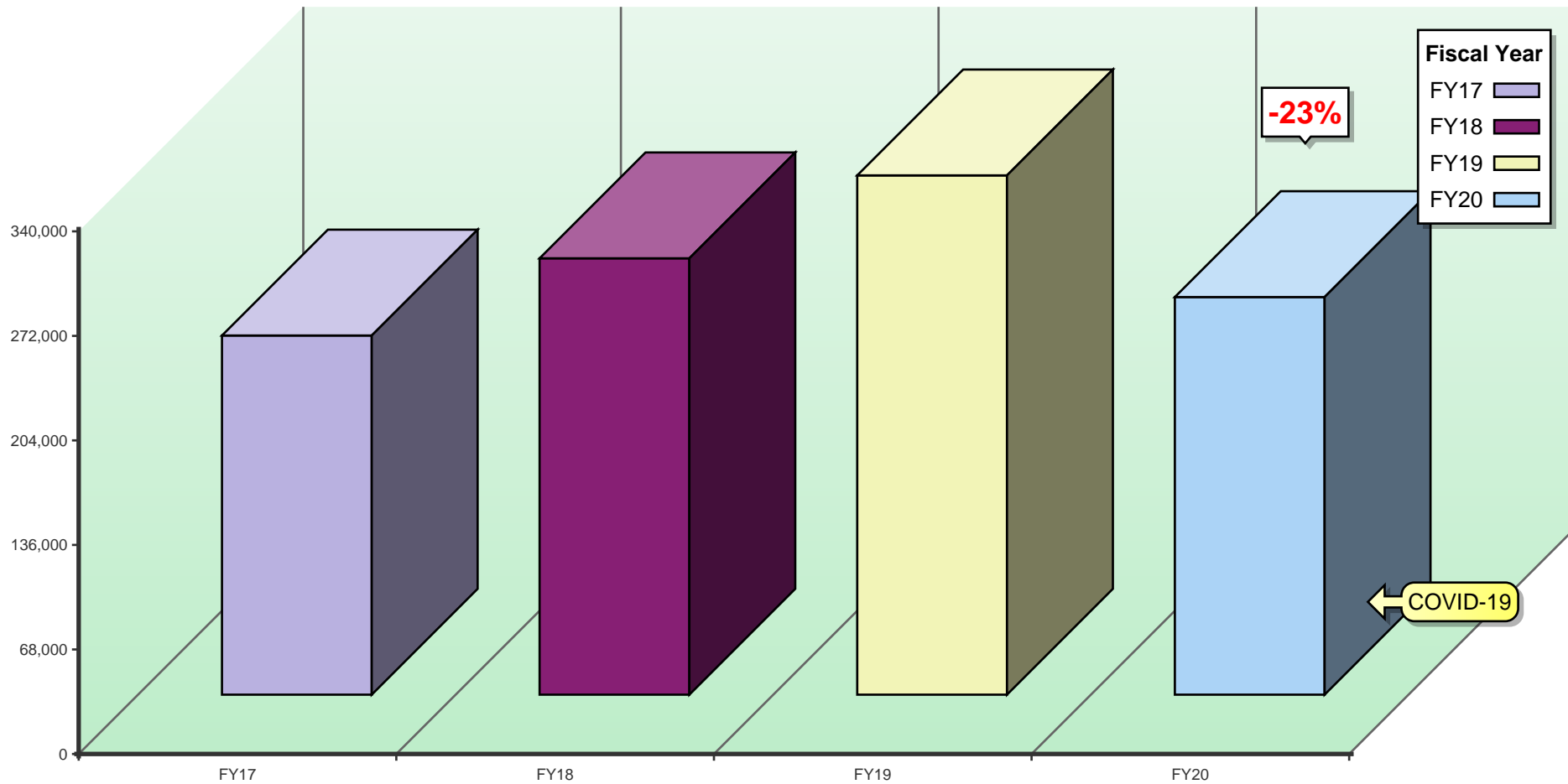
% amount equals the overall increase or decrease between Previous Year & Current Year

Average Student-to-Copy Usage - Color

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Lancaster Elementary	408	68,242	$3,705.55	167	$9.08
SAU 36	0	35,346	$1,689.89	0	$0.00
White Mountains Regional High	348	97,494	$5,042.97	280	$14.49
Whitefield Elementary	309	57,588	$2,968.08	186	$9.61
Totals	**1,065**	**258,670**	**$13,406.49**	**243**	**$12.59**

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

Note: STARDoc tool will flag any future high color usage. See page 48 of STARDoc Features. Current industry ratio averages 184 color prints per student per year. Your color volume this year averages 243 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

District Wide Black Totals	*2,016,749*	*$8,494.65*
District Wide Color Totals	*258,670*	*$13,367.14*

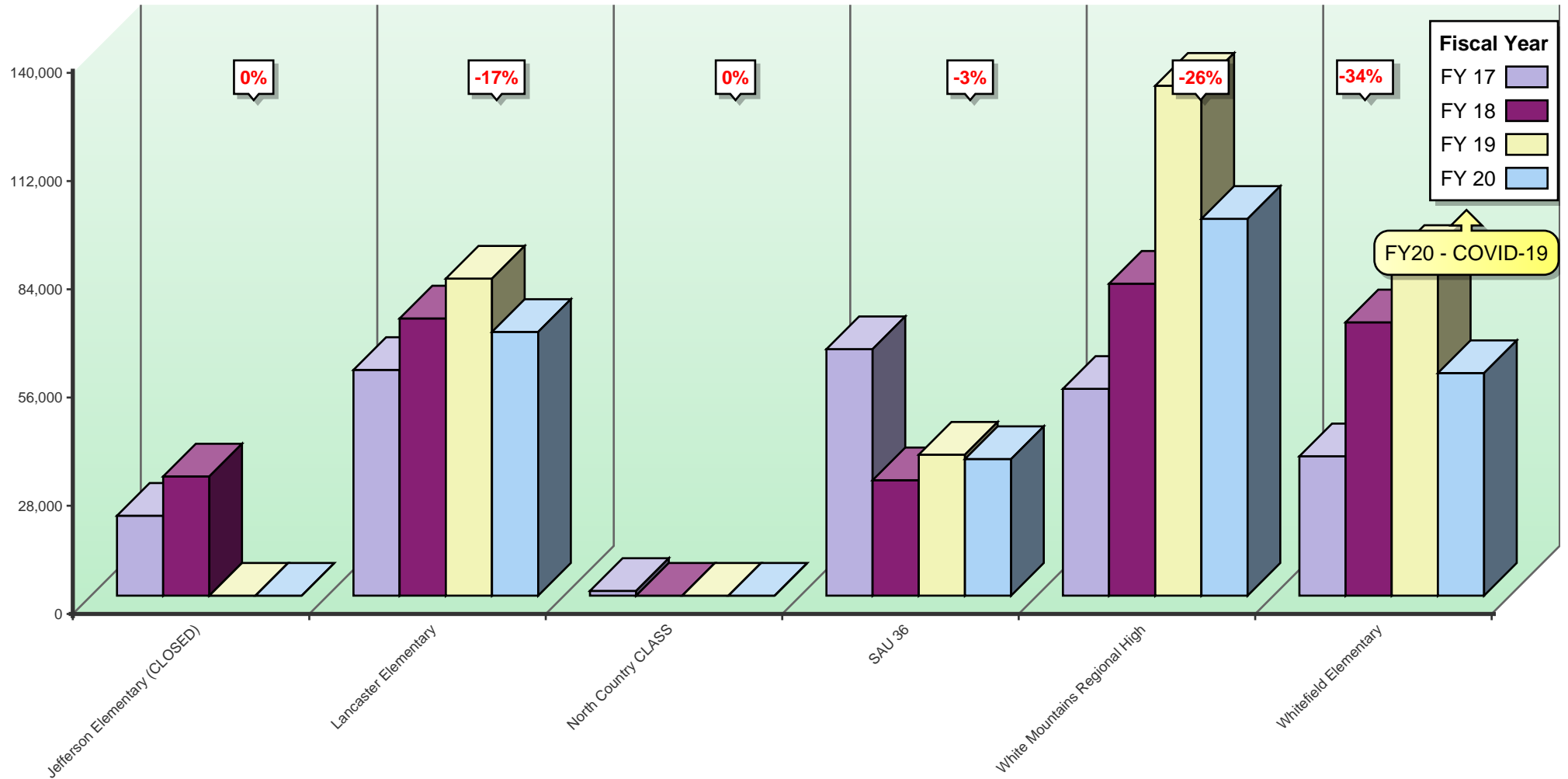# Industry Average Copies per Student - Color

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.

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

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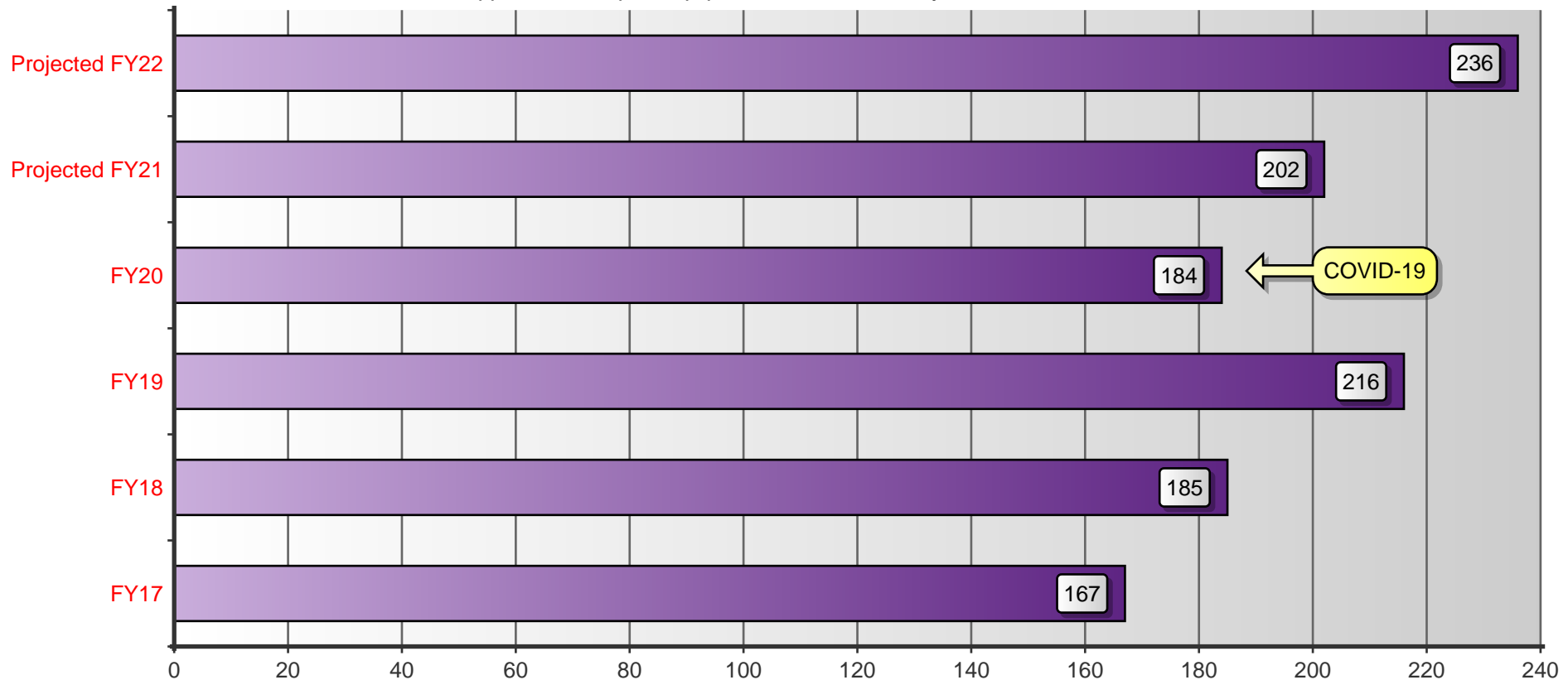
Color-to-Total Volume Comparison

11.4%

9.4%

2,742,385

2,016,749

258,670

283,284

3,000,000

2,000,000

1,000,000

0

Volumes

Black

Color

NHSAU 36 - White Mountains Regional School District All Schools Average
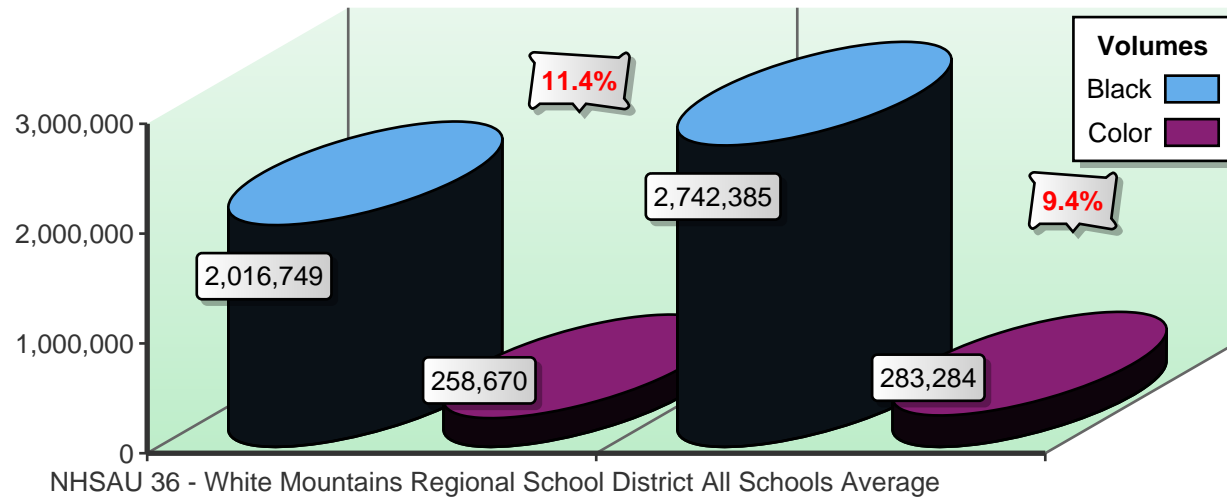
SPC Analysis

COLOR printing is skyrocketing out of control! A five-year study of 83,000 students across the Tri-State region revealed a rapid increase in the K-12 sector. In fact, in FY19, color printing increased by 19%! Of course FY20 was dramatically different because of COVID-19. Therefore, we should assume that color volume will continue to increase unless the proper controls are put in place. Obviously, some color printing is necessary. However, if color printing is not monitored properly, it could blow up your entire printing budget. The best time to financially achieve the color control goal is when you do your next upgrade. For that recommendation, please review the Health Status page.

SOLUTION: SPC has incorporated into our bids Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire organization to change all printing habits, SPC focuses only on problematic locations.

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 08/02/2016

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Lancaster Elementary					
Admin Office					
Toshiba e-Studio 757 / 75 PPM	269,448	350,812	81,364	$0.00344	None at this time.
CABF31294 / 03879				$279.89	
4,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Main Office					
Toshiba e-Studio 5560c / 55 PPM	239,091	316,795	77,704	$0.00418	None at this time.
SSAF90747 / 03872				$324.80	
3,000,000 / 04/2014	160,635	217,718	57,083	$0.04767	
Color Photocopier				$2,721.15	
OSV					
Nurse's Office					
Kyocera M2535DN / 37 PPM	1,595	4,280	2,685	$0.00873	None at this time.
VCA8603469 / 05643				$23.44	
750,000 / 03/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 100					
HP Color Laser Jet Pro CP5225DN / 20 PPM	8,705	9,687	982	$0.01074 $10.55	10 years from Intro.
CNGCH6C1BP / 04054	17,816	19,691	1,875	$0.08724 $163.58	
500,000 / 11/2010					
Color Network Printer					
OSV					
Room 111					
Kyocera P2135DN / 37 PPM	16,964	17,568	604	$0.00873 $5.27	None at this time.
LVK6542885 / 03975					
750,000 / 03/2014	0	0	0	$0.00000 $0.00	
Black Network Printer					
OSV					
Room 34 Library					
Kyocera FS-2100DN / 42 PPM	51,447	66,215	14,768	$0.00873 $128.92	8 years from Intro.
LQA6436009 / 03950					
1,000,000 / 10/2012	0	0	0	$0.00000 $0.00	
Black Network Printer					
OSV					
Room 36 Copy Room					
Toshiba e-Studio 857 / 85 PPM	913,729	1,176,003	262,274	$0.00344 $902.22	None at this time.
SAAF90329 / 03875					
5,000,000 / 06/2014	0	0	0	$0.00000 $0.00	
Black Photocopier					
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 36 Copy Room					
Toshiba e-Studio 857 / 85 PPM	1,092,051	1,381,231	289,180	$0.00344 $994.78	None at this time.
SAAF90304 / 03877					
5,000,000 / 06/2014	0	0	0	$0.00000 $0.00	
Black Photocopier					
OSV					
Room 37					
Kyocera P2135DN / 37 PPM	17,155	21,075	3,920	$0.00873 $34.22	None at this time.
LVK6542890 / 03974					
750,000 / 03/2014	0	0	0	$0.00000 $0.00	
Black Network Printer					
OSV					
Room 42					
Kyocera FS-2100DN / 42 PPM	59,878	75,031	15,153	$0.00873 $132.29	8 years from Intro.
LQA6436015 / 03952					
1,000,000 / 10/2012	0	0	0	$0.00000 $0.00	
Black Network Printer					
OSV					
Room 46					
Kyocera P6130cdn / 32 PPM	13,436	19,647	6,211	$0.01074 $66.71	None at this time.
V5Q6403048 / 03920					
750,000 / 06/2015	33,438	41,955	8,517	$0.08724 $743.02	
Color Network Printer					
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 87					
Kyocera P6130cdn / 32 PPM	4,673	5,602	929	$0.01074	None at this time.
V5Q6403049 / 03919				$9.98	
750,000 / 06/2015	3,094	3,861	767	$0.08724	
Color Network Printer				$66.91	
OSV					
Room 95					
Kyocera P2135DN / 37 PPM	17,738	23,528	5,790	$0.00873	None at this time.
LVK6542893 / 03957				$50.55	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
		Subtotal Black	761,564	$2,963.62	
		Subtotal Color	68,242	$3,694.66	

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAU 36					
Accounts Payable					
Toshiba e-Studio 657 / 65 PPM	223,346	281,262	57,916	$0.00344	None at this time.
CABF31267 / 03878				$199.23	
3,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Main Office					
Toshiba E-Studio 6570C / 70 PPM	173,853	218,562	44,709	$0.00418	None at this time.
CSAF24353 / 03868				$186.88	
4,000,000 / 04/2014	130,184	165,530	35,346	$0.04767	
Color Photocopier				$1,684.94	
OSV					
Purchasing					
Kyocera P2135DN / 37 PPM	1,917	8,848	6,931	$0.00873	None at this time.
LVK6542895 / 03976				$60.51	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Superintendent's Secretary					
Kyocera FS-2100DN / 42 PPM	18,777	26,868	8,091	$0.00873	8 years from Intro.
LQA6436006 / 03951				$70.63	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Trina - MICR					
HP Laser Jet P3015 MICR / 42 PPM	227,631	252,699	25,068	$0.00873	12 years from Intro.
VNB3Y46993 / 04056				$218.84	
500,000 / 07/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

		Subtotal Black	**142,715**	**$736.10**	
		Subtotal Color	**35,346**	**$1,684.94**	

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
White Mountains Regional High					
Cafeteria					
Kyocera FS-2100DN / 42 PPM	1,950	4,642	2,692	$0.00873	8 years from Intro.
LQA6536799 / 04127				$23.50	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Food Service Office					
Kyocera M2535DN / 37 PPM	41,233	52,159	10,926	$0.00873	None at this time.
LVZ6431676 / 03943				$95.38	
750,000 / 03/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
OSV					
Guidance Office					
Toshiba e-Studio 4555c / 45 PPM	70,091	99,955	29,864	$0.00418	7 years from Intro.
C7BF52810 / 04052				$124.83	
1,000,000 / 07/2013	45,590	64,963	19,373	$0.04767	
Color Photocopier				$923.51	
OSV					
IT Office Spare - not in use					
Kyocera FS-2100DN / 42 PPM	10,074	10,356	282	$0.00873	8 years from Intro.
LQA6436008 / 03964				$2.46	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Toshiba E-Studio 6560C / 65 PPM	286,623	331,183	44,560	$0.00418	None at this time.
CSCF25480 / 03876				$186.26	
3,000,000 / 04/2014	147,705	176,332	28,627	$0.04767	
Color Photocopier				$1,364.65	
OSV					
Media Center					
Kyocera P6130cdn / 32 PPM	7,846	9,930	2,084	$0.01074	None at this time.
V5Q6403056 / 03891				$22.38	
750,000 / 06/2015	14,153	17,330	3,177	$0.08724	
Color Network Printer				$277.16	
OSV					
Media Center Storage					
Toshiba e-Studio 857 / 85 PPM	757,956	811,673	53,717	$0.00344	None at this time.
SAAF90296 / 03882				$184.79	
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Media Center Storage					
Toshiba e-Studio 857 / 85 PPM	577,983	642,218	64,235	$0.00344	None at this time.
SAAF90341 / 03884				$220.97	
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	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Media Room					
Kyocera FS-2100DN / 42 PPM	99,388	109,601	10,213	$0.00873	8 years from Intro.
LQA6436012 / 03961				$89.16	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 100 Guidance					
Kyocera FS-2100DN / 42 PPM	26,891	27,436	545	$0.00873	8 years from Intro.
LQA6436005 / 03963				$4.76	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 100 Office by Secretaries					
Kyocera FS-2100DN / 42 PPM	32,797	41,615	8,818	$0.00873	8 years from Intro.
LQA6436002 / 03962				$76.98	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 116					
Kyocera P2135DN / 37 PPM	14,229	15,822	1,593	$0.00873	None at this time.
LVK6542894 / 03972				$13.91	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 116					
Kyocera P2135DN / 37 PPM	740	3,975	3,235	$0.00873	None at this time.
LVK6542884 / 03973				$28.24	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 118					
Kyocera P6130cdn / 32 PPM	9,683	14,574	4,891	$0.01074	None at this time.
V5Q6403057 / 03896				$52.53	
750,000 / 06/2015	9,724	16,166	6,442	$0.08724	
Color Network Printer				$562.00	
OSV					
Room 121 Danault					
Kyocera P2135DN / 37 PPM	14,848	17,653	2,805	$0.00873	None at this time.
LVK6542898 / 03968				$24.49	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 128					
HP Laser Jet Pro M401dne / 35 PPM	39,445	51,056	11,611	$0.01074	7 years from Intro.
PHGFD08463 / 04053				$124.70	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
Room 203 Vocational					
Toshiba e-Studio 5560c / 55 PPM	117,920	121,651	3,731	$0.00418	None at this time.
SSAF90751 / 03915				$15.60	
3,000,000 / 04/2014	24,188	30,966	6,778	$0.04767	
Color Photocopier				$323.11	
OSV					
Room 210 SPED					
Kyocera FS-2100DN / 42 PPM	32,653	44,054	11,401	$0.00873	8 years from Intro.
LQA6435999 / 03966				$99.53	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Special Education					
Toshiba e-Studio 457 / 45 PPM	129,112	154,281	25,169	$0.00418	None at this time.
CEDF66318 / 03916				$105.21	
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Staff Lunch Room					
Toshiba e-Studio 857 / 85 PPM	268,916	306,759	37,843	$0.00344	None at this time.
SAAF90337 / 03881				$130.18	
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*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Steam Building Right Side					
Toshiba e-Studio 657 / 65 PPM	206,086	206,334	248	$0.00344	None at this time.
CABF31281 / 03880				$0.85	
3,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Teachers' Work Space					
Toshiba e-Studio 4555c / 45 PPM	267,278	408,786	141,508	$0.00418	7 years from Intro.
C7BF52824 / 03883				$591.50	
1,000,000 / 07/2013	77,851	110,948	33,097	$0.04767	
Color Photocopier				$1,577.73	
OSV					

	Subtotal Black	**471,971**	**$2,218.21**
	Subtotal Color	**97,494**	**$5,028.16**

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Whitefield Elementary					
Cafeteria					
Kyocera FS-2100DN / 42 PPM	5,628	6,462	834	$0.00873	8 years from Intro.
LQA6435998 / 03965				$7.28	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Library					
Kyocera FS-2100DN / 42 PPM	11,566	14,121	2,555	$0.00873	8 years from Intro.
LQA6436010 / 03967				$22.31	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Lower Common Area					
Kyocera P6130cdn / 32 PPM	7,357	10,788	3,431	$0.01074	None at this time.
V5Q6403067 / 03888				$36.85	
750,000 / 06/2015	9,540	11,607	2,067	$0.08724	
Color Network Printer				$180.33	
OSV					
Main Office					
Toshiba E-Studio 6560C / 65 PPM	675,491	873,498	198,007	$0.00418	None at this time.
CSCF25479 / 03873				$827.67	
3,000,000 / 04/2014	164,500	216,676	52,176	$0.04767	
Color Photocopier				$2,487.23	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 107					
Kyocera P6130cdn / 32 PPM	5,267	7,175	1,908	$0.01074 $20.49	None at this time.
V5Q6403040 / 03890					
750,000 / 06/2015	6,290	6,925	635	$0.08724 $55.40	
Color Network Printer					
OSV					
Room 125					
Kyocera FS-2100DN / 42 PPM	12,992	15,583	2,591	$0.00873 $22.62	8 years from Intro.
LQA6436013 / 03969					
1,000,000 / 10/2012	0	0	0	$0.00000 $0.00	
Black Network Printer					
OSV					
Room 131					
Kyocera P2135DN / 37 PPM	10,496	13,439	2,943	$0.00873 $25.69	None at this time.
LVK6543145 / 03953					
750,000 / 03/2014	0	0	0	$0.00000 $0.00	
Black Network Printer					
OSV					
Room 141					
HP Color Laser Jet Pro CP5225DN / 20 PPM	3,252	4,179	927	$0.01074 $9.96	10 years from Intro.
CNGCH6C18G / 04055	12,583	13,953	1,370	$0.08724	
500,000 / 11/2010				$119.52	
Color Network Printer					
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 23 Guidance					
Kyocera P2135DN / 37 PPM	3,567	4,620	1,053	$0.00873	None at this time.
LVK6542891 / 03971				$9.19	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 29					
Kyocera P6130cdn / 32 PPM	4,629	5,797	1,168	$0.01074	None at this time.
V5Q6403054 / 03889				$12.54	
750,000 / 06/2015	4,616	5,956	1,340	$0.08724	
Color Network Printer				$116.90	
OSV					
Room 32					
Kyocera P2135DN / 37 PPM	7,638	9,880	2,242	$0.00873	None at this time.
LVK6542900 / 03954				$19.57	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
Room 40					
Kyocera P2135DN / 37 PPM	14,909	19,933	5,024	$0.00873	None at this time.
LVK6543144 / 03955				$43.86	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 44					
Kyocera P2135DN / 37 PPM	10,159	19,699	9,540	$0.00873	None at this time.
LVK6542880 / 03956				$83.28	
750,000 / 03/2014	0	0	0	$0.00000	
Black Network Printer				$0.00	
OSV					
STORAGE					
Kyocera P2135DN / 37 PPM	14,100	19,947	5,847	$0.00873	None at this time.
LVK6542896 / 03970				$51.04	
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	537,902	729,310	191,408	$0.00344	None at this time.
SAAF90294 / 03917				$658.44	
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					
Upper Common Area					
Toshiba e-Studio 857 / 85 PPM	872,438	1,083,459	211,021	$0.00344	None at this time.
SAAF90338 / 03918				$725.91	
5,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
OSV					

Subtotal Black			640,499	$2,576.72	
Subtotal Color			57,588	$2,959.37	
District Wide Black Totals			2,016,749	$8,494.65	
District Wide Color Totals			258,670	$13,367.14	**Your Avg Color CPC is $0.0517**

Estimated cost savings with your next bid: $18,024.66 over 5 years. Our bids are coming in at an average of $.03774 with our compensation included.

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 FY 20 black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	Prior CPC	Average Annual Cost
2,016,749	$0.01420	$28,637.84

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,016,749	$0.00421	$8,490.51	$20,147.32	$100,736.61

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

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $20,147.32 x 13 years as a Client = $261,915.19 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 <u>upcoming fiscal year.</u>

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Lancaster Elementary	761,564	$2,972.26	$4,112.45	$14,793.49	$21,878.19
SAU 36	142,715	$738.33	$770.66	$2,772.26	$4,281.25
White Mountains Regional High	471,971	$2,224.35	$2,548.64	$9,168.10	$13,941.10
Whitefield Elementary	640,499	$2,583.92	$3,458.69	$12,441.79	$18,484.40
Total	**2,016,749**	**$8,518.86**	**$10,890.44**	**$39,175.64**	**$58,584.95**

SPC Equipment Bids:
Presently our bids are coming in between 12% to 17% 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	68,242	$3,705.55
SAU 36	35,346	$1,689.89
White Mountains Regional High	97,494	$5,042.97
Whitefield Elementary	57,588	$2,968.08
Total	**258,670**	**$13,406.49**

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. ==Current year's increase is 0.03%.==

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Office Systems of Vermont	Black Laser MFP	13,611	$0.00873	$118.82	$0.00876	$119.23
Office Systems of Vermont	Black Network Printer	154,538	$0.00873	$1,349.12	$0.00876	$1,353.75
Office Systems of Vermont	Black Network Printer	11,611	$0.01074	$124.70	$0.01077	$125.05
Office Systems of Vermont	Black Photocopier	1,249,206	$0.00344	$4,297.27	$0.00345	$4,309.76
Office Systems of Vermont	Black Photocopier	25,169	$0.00418	$105.21	$0.00419	$105.46
Office Systems of Vermont	Color Network Printer	22,531	$0.01074	$241.98	$0.01077	$242.66
Office Systems of Vermont	Color Photocopier	540,083	$0.00418	$2,257.55	$0.00419	$2,262.95
	Total	**2,016,749**	**$0.00421**	**$8,494.65**	**$0.00422**	**$8,518.86**

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. <mark>Current year's increase is 0.03%.</mark>

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Office Systems of Vermont	Color Network Printer	26,190	$0.08724	$2,284.82	$0.08750	$2,291.63
Office Systems of Vermont	Color Photocopier	232,480	$0.04767	$11,082.32	$0.04781	$11,114.87
	Total	**258,670**	**$0.05168**	**$13,367.14**	**$0.05183**	**$13,406.49**

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	**1**

*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	LVK6542885
Lancaster Elementary	Kyocera P2135DN	LVK6542890
Lancaster Elementary	Kyocera P2135DN	LVK6542893
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
SAU 36	Kyocera P2135DN	LVK6542895
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	LVK6542884
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

Building	Make/Model	Serial Number
White Mountains Regional High	Toshiba e-Studio 857	SAAF90341
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

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 <mark>our CLIENTS:</mark>

1. Cooperative Buying

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

- SPC's pricing is so strong *we pay for our own fee* by acquiring prices lower than what you can do on your own.

- We will _save you money_ benefiting from the combined purchasing power of more than 63 clients with over 3,700 devices doing more than <mark>155</mark> 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 <u>STARDoc</u> 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.

· S P C ·
specialized purchasing consultants

Benefits of partnering with SPC

4. Five-Year Equipment Replacement Schedule

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

5.Annual Report

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

6. Vendor Neutral

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

SPC has been serving their clients since 1989, saving millions of dollars along the way.

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

Overall Benefits to <mark>our VENDORS</mark>

- 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..

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

SPC manages over 3,700 pieces of equipment;
Our relationship with our vendors has never been stronger!

STARDoc Features

Cost Projection by Department or Building

- Allows you to formulate next year's budgets as early as December
- Allows you to see the projected usage bill in advance
- Tabulate total budgets and trotal 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, Projectore, Apple TVs

Floorplan Administration

Who Benefits? Business Manager and IT

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

Contacts Page

Who Benefits? Business Manager and IT

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

STARDoc Features

Device Listing Page

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

Monthly Audits

Who Benefits? Business Manager and Superintendent

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

Timeline

Who Benefits? Business Manager

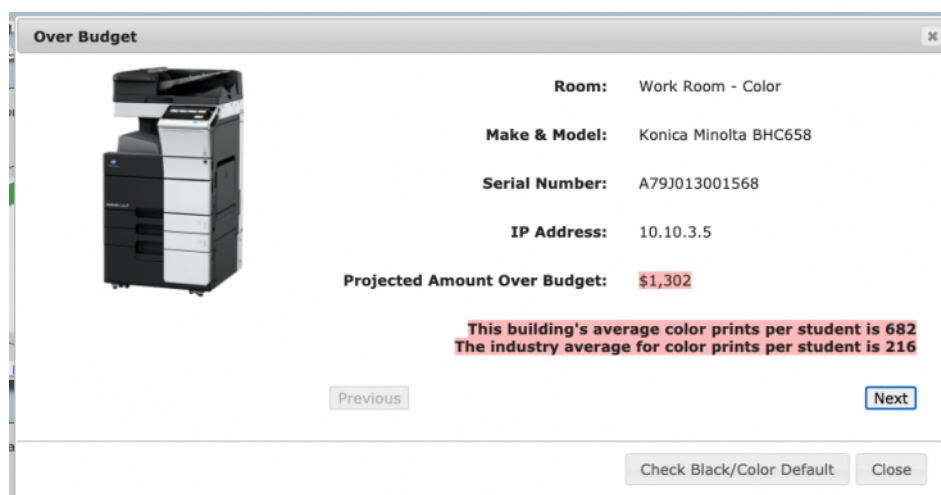- Track historical volume and cost per building

Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client

Over-Budget Report

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

SPC'S CLIENT WARRANTY AND RELIEF INSURANCE FUND

AVAILABLE IMMEDIATELY!

WHY IS IT NEEDED?

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

OTHER CONCERNS:

- Vendor refuses to honor a Warranty

- Equipment is no longer under a vendor Warranty

- Vendor refuses to honor a Service-and-Supply Contract at the agreed-upon pricing.

- Vendor gets sold to a venture capitalist entity or to a risky new owner with limited cash reserves

PURPOSE:

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

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

- Wholesale Trades… For over 10 years these funds have been set aside for warranty replacement units since the industry would provide the same cash price with or without the trade.

- Equipment Purchases… 2% of the gross will be set aside with each upgrade.

WHO BENEFITS:

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

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