



*Specialized Purchasing Consultants*

PO Box 190  
Gorham, NH 03581  
(800) 750-1538  
[www.spccopypro.com](http://www.spccopypro.com)

# 2011-12 Annual Report

## Year - End Photocopier Analysis

With projected costs for 2012-13

Katie Chambers  
NHSAU 40  
100 West Street  
Milford, NH 03055



**Specialized Purchasing Consultants Corp.**  
*Serving Maine & New Hampshire since 1988*

September 2012

Skip Tilton  
President

Corporate Office:  
PO Box 190  
Gorham, NH 03581  
(800) 750-1538  
(866) 281-7596 Fax

Katie Chambers  
NHSAU 40  
100 West Street  
Milford, NH 03055

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

Dear Katie:

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *3 years*. Though each year seems to pose unique challenges, we are thrilled with all that we have been able to accomplish on behalf of our clients for the past *24 years*.

In these difficult economic times, our staff continues to be fully committed to assisting your organization in achieving goals and objectives relative to new technologies and related costs. In relation to new services, we are excited to bring to your attention *new cost-savings initiatives as well as a new service called SPC STAR Doc* that will continue to meet our mutual goal of improving the quality of service and equipment while reducing your overall cost.

I hope you find the enclosed annual report useful. We are providing you an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem now or could become a problem in the near future.

Thank you again for allowing SPC the opportunity to be of service. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton  
President

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## *Table of Contents*

The SPC Team .....	1
Equipment Health Status.....	3
Aging Equipment Summary .....	4
Average Student to Copy Usage – Black Only.....	7
Average Student to Copy Usage – Color Only .....	11
Black & Color Usage Comparisons .....	10
Usage Profile for Service & Supplies .....	12
SPC Service & Supply Cost Savings .....	29
Projected Equipment Costs by Building - Black .....	30
Service & Supply Usage Profile by Vendor - Black.....	31
Projected Equipment Costs by Building - Color.....	32
Service & Supply Usage Profile by Vendor - Color.....	33
Reprographic Equipment Assessment .....	34
Leased Equipment.....	35
Owned Equipment .....	37
Active Reprographic Equipment & Manufacturers .....	38
Improved SPC Services .....	39
SPC’s Service & Supply Contract – Purpose & Sample .....	41
SPC’s Dual-Layered Warranty – Purpose & Explanation.....	42

## The SPC Team

*would like to personally thank you for your continued trust and confidence!*



**Skip Tilton, President**

**Billie Jo Tilton, Vice President**

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 117 clients (3200+ machines with 1.7 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and



equipment.



**Paul Garozzo**

*General Manager*

As General Manager my goal is ensure our clients are pleased with our services and also provide solutions that are efficient, productive and reduce cost. With my 23 years in the copier industry, I will use my experiences to achieve this

goal. In addition, I will be utilizing our new SPC STARDoc system to further enhance SPC services. Clients will now have the benefit of visually seeing where all their devices are located and project future expenses. I could not be more excited to join the SPC team.

**Glen Fortier**

*Auditor, Electronic Specialist & Equipment Implementation*

With 24 years of experience in the electrical field, I look forward to continually meeting and helping all of you with your reprographic needs. It is my sincere commitment to ensure all machine changes are as smooth as possible.



**Derik Brasher**

*Administration & Finance Manager*

SPC is committed to providing cost-effective and reliable reprographic platforms to our community of clients. My 20+ years of experience in corporate management will be key in

strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

**Alex Webster**

*Director of Customer Relations*

It is a great pleasure for me to join the SPC team. One of my responsibilities will be creating detailed maps of your Copiers/Printers and will be assisting the team in monitoring all of your equipment. My background as a Network Technician and my experience in Customer Service will allow me to give our clients the level of service that they have come to expect from SPC. It is my personal goal to aid in fulfilling each and every promise made to our valued clients.



## *The SPC Team Continued....*



**Robert B. Dutil**

*Director of Information Technology*

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is

constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

**Rachel Guay**

*Accounting Coordinator*

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



**Pam Weed**

*Client-Vendor Relations*

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

clients and vendors to ensure smooth transitions or quick resolutions.

**Anne Arbore**

*Administration*

Since many of our clients are educational systems, I find it satisfying to know that my co-workers and I have made a contribution toward their success by assisting them in saving on their budgets for reprographic equipment, providing better quality equipment to work with and freeing their resources for other needs.



**Laura Lynch**

*Marketing Coordinator & Client Relations*

As a member of the SPC team for the past 12 years as their website designer, I am excited to take on this new position. Some of my responsibilities will include

scheduling essential meetings with our clients and vendors, creating new marketing collateral and developing new clients. I look forward to establishing a closer relationship with each of our clients.

## Equipment Health Status

Total Number of Machines:	43
Total Black Photocopiers	25
Total Low Cost of Operation Black Network Printers	11
Total High-Speed Duplicators	0
Total Color Photocopiers (including MFP)	6
Total Low Cost of Operation Color Network Printers	0
Total Removed from Service:	1
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	5
# of Units Overused:	4
# of Units Underused:	1
# of Units Connected to Network with Print and/or Scan	34
Commencement Date:	4/1/2009
# of Annual Payments Left on Lease	1
All Warranties and Service Contracts Expire:	6/30/2014
Print Management Software Loaded	Yes
LENP 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."

Katie,

It is our recommendation that you look at an upgrade as soon as possible. The reasons are to...

- Replace aging machines in fleet – No payment on new machines till 8/1/2013!
- Move around the machines that are being underused and overused.. Capital Savings
- Cut the cost of your service and supplies for
  - Color Clicks \$390
  - Black Clicks \$2,762
  - LENP clicks \$5,185
    - Total Projected Savings \$8,337 per year, Five Years \$41,685

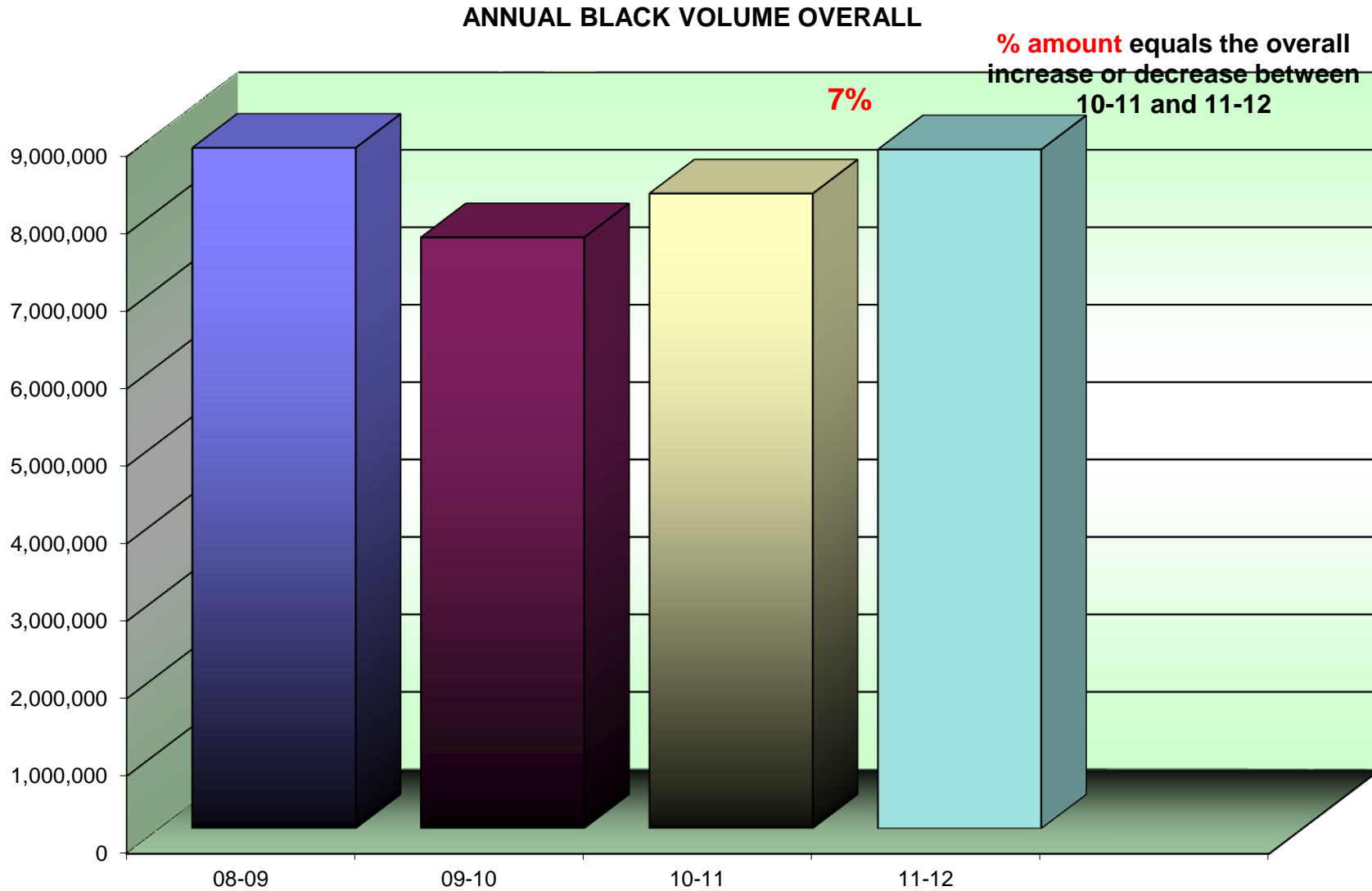
Skip

## *Aging Equipment Summary*

The following equipment is **eight 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 Intro. Usage, age, and service history need to be considered to see if they are due for replacement soon.

Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
Heron Pond Elementary	Staff Room #712	Konica Minolta BH920	57GE00580		09/2005
Milford High	Drafting Department	Konica Minolta BH200	30EE06277		10/2005
Milford High	Graphic Arts	Konica Minolta di3510	31800726		04/2003
Milford High	Library	Konica Minolta di3510	31800724		04/2003
Milford High	Marketing Room #217	Konica Minolta BH350	30AE06751		10/2005
Milford High	Music Department	Konica Minolta di3510	31736141		04/2003
Milford High	Special Ed Room 209	Konica Minolta BH920	57GE0922	8802 4057	09/2005
Milford High	Student Services	Konica Minolta BH350	30AE06809		10/2005
Milford Middle	Library	Konica Minolta di3510	31727521		04/2003
Milford Middle	Teachers' Room Central	Konica Minolta BH1050	56UE00740		11/2004
Milford Middle	Teachers' Room 8 <sup>th</sup> Grade	Konica Minolta BH920	57GE00581		09/2005

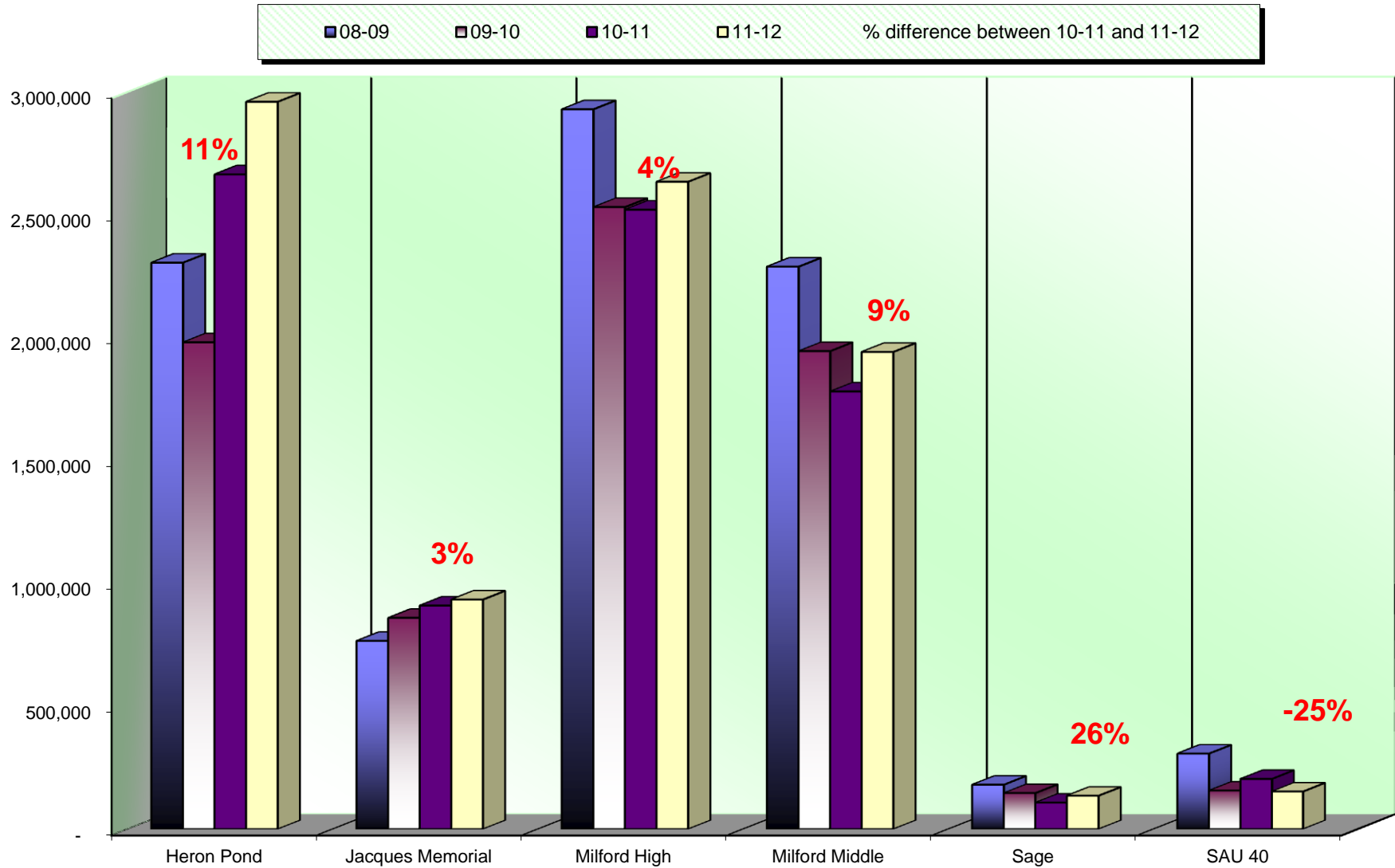
This report uses current trends for black volume to project future costs and potential equipment needs on an overall basis.





This report uses current trends for *black volume* to project future costs and potential equipment needs by building.

### ANNUAL BLACK VOLUME BY BUILDING



## Average Student to Copy Usage – Black Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Heron Pond Elementary	812	2,960,046	\$40,872.97	3,645	\$50.34
Jacques Memorial	270	1,001,206	\$9,658.02	3,708	\$35.77
Milford High	970	2,634,927	\$36,410.98	2,716	\$37.54
Milford Middle	645	1,943,680	\$26,946.83	3,013	\$41.78
Sage School	20	137,055	\$1,961.04	6,853	\$98.05
SAU #40	0	154,536	\$2,159.81	0	\$0.00
<b>Totals</b>	<b>2,717</b>	<b>8,831,450</b>	<b>\$118,009.67</b>	<b>3,250</b>	<b>\$43.43</b>

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

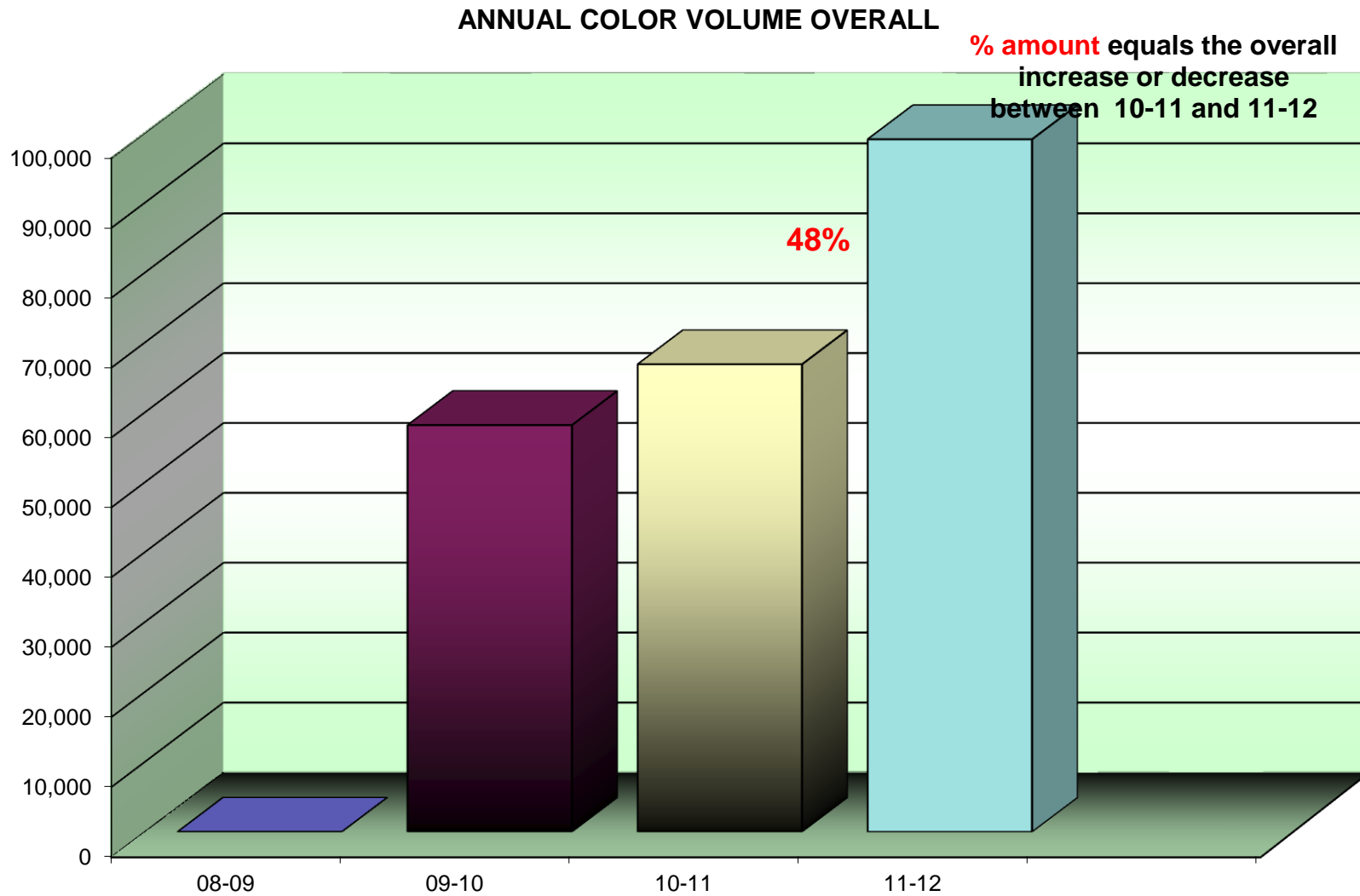
## Cost Comparison Black Only

This is an SPC Comparison contrasting your district with 84 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.

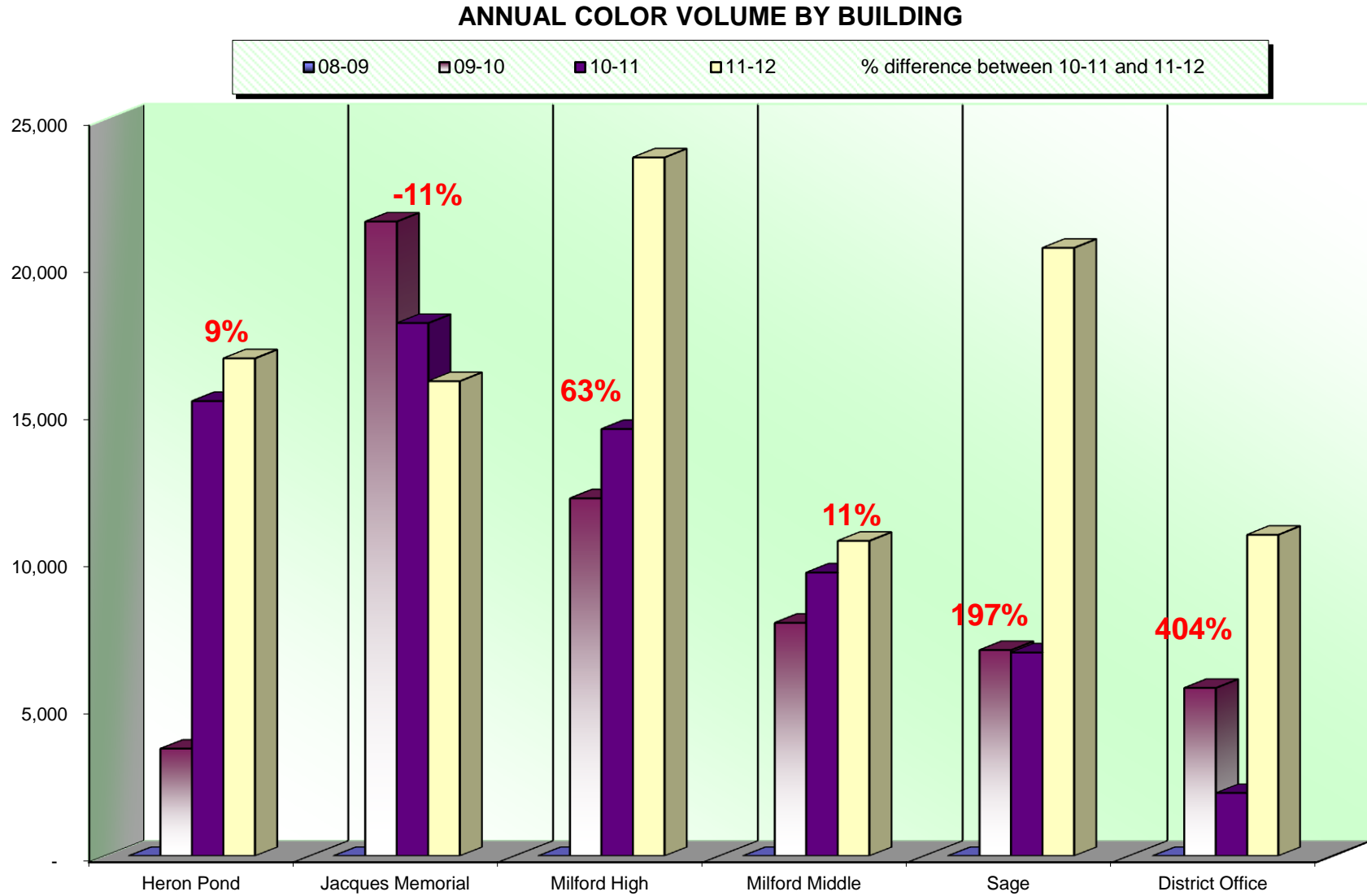
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
<b>All Schools w/student populations</b>	<b>131,784</b>	<b>307,171,835</b>	<b>\$5,571,341.44</b>	<b>2,331</b>	<b>\$42.28</b>

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

This report uses current trends for color volume to project future costs and potential equipment needs on an overall basis.

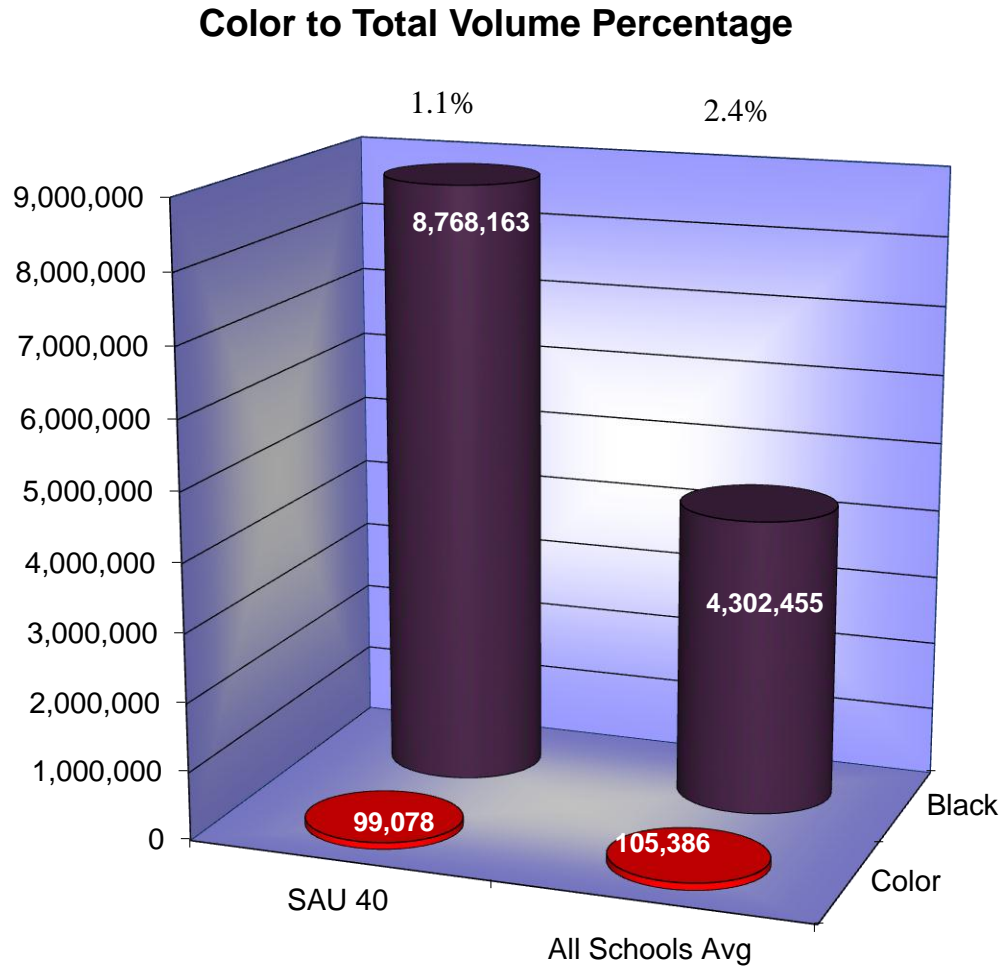


This report uses current trends for color volume to project future costs and potential equipment needs by building.



## Black & Color Usage Comparisons

This chart compares your current usage ratios to the average of all SPC client school districts.



## Average Student to Copy Usage – Color Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Heron Pond Elementary	812	16,909	\$995.13	21	\$1.23
Jacques Memorial	270	16,139	\$949.81	60	\$3.52
Milford High	970	23,705	\$1,395.09	24	\$1.44
Milford Middle	645	10,736	\$631.84	17	\$0.98
Sage School	20	20,648	\$1,215.18	1,032	\$60.76
SAU #40	0	10,941	\$643.90	0	\$0.00
<b>Totals</b>	<b>2,717</b>	<b>99,078</b>	<b>\$5,830.94</b>	<b>36</b>	<b>\$2.15</b>

\*Total School Cost refers to the cost of Service, Supplies, and Paper; Equipment Lease costs are not figured into color averages.

## Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 84 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>
<b>All Schools w/student populations</b>	<b>131,784</b>	<b>7,377,029</b>	<b>\$486,775.63</b>	<b>56</b>	<b>\$3.69</b>

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

## Usage Profile for Service & Supplies

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

*Date of Last Upgrade: 4/1/2009*

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Heron Pond Elementary</b>											
<b>Main Office</b>											
Konica Minolta BH751 75 CPM	A0PN011000138 /	4,000,000 / 12/2008	Black Photocopier	Connected	413,196	628,095	214,899	177,204	37,695	\$0.004120	None at this time.
					0	0	0	0	0	\$885.38	
										\$0.00000	
										\$0.00	
<b>KMBS</b>											
Xerox 8860MFP 30 CPM Black & Color	HBB034395 /	750,000 / 09/2007	Color Photocopier	Connected 7/20/2014	3,913	5,790	1,877	80,048	-78,171	\$0.005170	Combine with above.
										\$9.70	
					19,167	36,076	16,909	0	16,909	\$0.05268	
										\$890.77	
<b>VARY</b>											
<b>Room 216</b>											
Ricoh 4100N 31 CPM	S2089400860 / 11628295	750,000 / 04/2007	Black Network Printer	Connected	23,502	43,235	19,733	15,000	4,733	\$0.005170	None at this time.
					0	0	0	0	0	\$102.02	
										\$0.00000	
										\$0.00	
<b>IKON</b>											

Date of Last Upgrade: 4/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Heron Pond Elementary</b>							
<b>Room 312</b>							
Ricoh 4100N 31 CPM	18,866	30,712	11,846	15,000	-3,154	\$0.005170	None at this time.
S2089400855 / 11628296						\$61.24	
750,000 / 04/2007	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
<b>Room 510</b>							
Ricoh 4100N 31 CPM	20,887	40,832	19,945	15,000	4,945	\$0.005170	None at this time.
S2076800076 / 11628297						\$103.12	
750,000 / 04/2007	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
<b>Staff Room #712</b>							
Konica Minolta BH920 92 CPM	2,970,692	3,380,713	410,021	501,040	-91,019	\$0.004320	7 years from Intro.
57GE00580 /						\$1,771.29	
5,000,000 / 09/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>KMBS</b>							



Date of Last Upgrade: 4/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Heron Pond Elementary</b>							
<b>Work Room #220</b>							
Ricoh MP8000 80 CPM	1,409,260	1,596,826	187,566	501,040	-313,474	\$0.004120	<b>None at this time.</b>
M9486000109 / 11333430						\$772.77	
4,000,000 / 04/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>IKON</b>							
<b>Work Room #510</b>							
Ricoh MP8000 80 CPM	916,810	2,077,532	1,160,722	501,040	659,682	\$0.004120	<b>Overused!</b>
M9486000105 / 11904959						\$4,782.17	
4,000,000 / 04/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>IKON</b>							
<b>Work Room #808</b>							
Ricoh MP8000 80 CPM	1,191,989	2,125,426	933,437	501,040	432,397	\$0.004120	<b>Overused!</b>
M9486000100 / 11904798						\$3,845.76	
4,000,000 / 04/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>IKON</b>							
<b>Subtotals B&amp;W</b>			<b>2,960,046</b>	<b>2,306,412</b>		<b>\$12,333.46</b>	
<b>Subtotals Color</b>			<b>16,909</b>	<b>0</b>		<b>\$890.77</b>	

Date of Last Upgrade: 4/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Jacques Memorial</b>											
<b>Main Office</b>											
Xerox 8860MFP 30 CPM Black & Color	HBB046108 /	750,000 / 09/2007	Color Photocopier	Connected 7/20/2014	0	10,620	10,620	35,080	-24,460	\$0.005170	None at this time.
										\$54.91	
					0	11,613	11,613	0	11,613	\$0.05268	
										\$611.77	
<b>VARY</b>											
Xerox 8860MFP 30 CPM Black & Color	HBB034143 /	750,000 / 09/2007	Color Photocopier	Connected 7/20/2014	55,598	63,287	7,689	0	7,689	\$0.005170	Warranty Swap
										\$39.75	
					39,638	44,164	4,526	0	4,526	\$0.05268	
										\$238.43	
<b>VARY</b>											
<b>Teachers' Room #1007</b>											
Konica Minolta BH600 60 CPM	57BE02508a /	3,000,000 / 08/2006	Black Photocopier	Connected	1,595,411	1,674,301	78,890	0	78,890	\$0.004320	Moved to TR Rm 1053
					0	0	0	0	0	\$340.80	
										\$0.00000	
										\$0.00	
<b>KMBS</b>											
Konica Minolta BH751 75 CPM	A0PN011000764 /	4,000,000 / 12/2008	Black Photocopier	Not Connected	1,179,503	1,666,345	486,842	487,260	-418	\$0.004120	From TR 1053.
					0	0	0	0	0	\$2,005.79	
										\$0.00000	
										\$0.00	
<b>KMBS</b>											

Date of Last Upgrade: 4/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Jacques Memorial</b>							
<b>Teachers' Room #1053</b>							
Konica Minolta BH600 60 CPM 57BE02508 / 3,000,000 / 08/2006 Black Photocopier Connected <b>KMBS</b>	1,674,301	2,022,597	348,296	487,200	-138,904	\$0.004320 \$1,504.64 \$0.00000 \$0.00	<b>From TR 1007</b>
Konica Minolta BH751 75 CPM A0PN011000764a / 4,000,000 / 12/2008 Black Photocopier Not Connected <b>KMBS</b>	1,112,512	1,179,503	66,991	0	66,991	\$0.004120 \$276.00 \$0.00000 \$0.00	<b>Moved to TR Rm 1007</b>
Ricoh 4100N 31 CPM S2089400851a / 11628298 750,000 / 04/2007 Black Network Printer Connected <b>IKON</b>	37,137	39,015	1,878	0	1,878	\$0.005170 \$9.71 \$0.00000 \$0.00	<b>Moved to MHS</b>
<b>Subtotals B&amp;W</b>			<b>1,001,206</b>	<b>1,009,540</b>		<b>\$4,231.60</b>	
<b>Subtotals Color</b>			<b>16,139</b>	<b>0</b>		<b>\$850.20</b>	

Date of Last Upgrade: 4/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Milford High</b>							
<b>Drafting Dept.</b>							
Konica Minolta BH200 20 CPM	227,868	266,212	38,344	14,378	23,966	\$0.004320	7 years from Intro.
30EE06277 /						\$165.65	
300,000 / 10/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
<b>Graphic Arts</b>							
Konica Minolta di3510 35 CPM	47,869	62,099	14,230	55,315	-41,085	\$0.004320	9 years from Intro.
31800726 /						\$61.47	
750,000 / 04/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							

Date of Last Upgrade: 4/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Milford High</b>							
<b>Library</b>							
Konica Minolta di3510 35 CPM	289,669	393,023	103,354	21,984	81,370	\$0.004320	<b>9 years from Intro.</b>
31800724 /						\$446.49	
750,000 / <b>04/2003</b>	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
Ricoh 4100N 31 CPM	31,477	50,487	19,010	25,000	-5,990	\$0.005170	<b>None at this time.</b>
S2077100687 / 11628281						\$98.28	
750,000 / 04/2007	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
<b>Main Office</b>							
Konica Minolta BH751 75 CPM	614,220	882,259	268,039	385,471	-117,432	\$0.004120	<b>None at this time.</b>
A0PN011000116 / 87003007						\$1,104.32	
4,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							

Date of Last Upgrade: 4/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Milford High</b>							
<b>Main Office Workroom</b>							
Xerox 8860MFP 30 CPM Black & Color	12,495	16,628	4,133	111,880	-107,747	\$0.005170	<b>None at this time.</b>
HBB034332 /						\$21.37	
750,000 / 09/2007	26,696	50,401	23,705	0	23,705	\$0.05268	
Color Photocopier						\$1,248.78	
Connected 7/20/2014							
<b>VARY</b>							
<b>Marketing Room #217</b>							
Konica Minolta BH350 35 CPM	659,930	696,030	36,100	14,863	21,237	\$0.004320	<b>7 years from Intro.</b>
30AE06751 /						\$155.95	
750,000 / <b>10/2005</b>	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
<b>Math Work Room #153</b>							
Konica Minolta BH950 95 CPM	1,524,425	2,190,939	666,514	923,122	-256,608	\$0.004120	<b>None at this time.</b>
A0Y5011000247 / 88026174						\$2,746.04	
5,000,000 / 03/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							

Date of Last Upgrade: 4/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Milford High</b>							
<b>Music Department</b>							
Konica Minolta di3510 35 CPM	79,821	124,559	44,738	11,291	33,447	\$0.004320	<b>9 years from Intro.</b>
31736141 /						\$193.27	
750,000 / 04/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
<b>Room #183</b>							
Ricoh 4100N 31 CPM	37,380	56,326	18,946	25,000	-6,054	\$0.005170	<b>None at this time.</b>
S2076800367 / 11628292						\$97.95	
750,000 / 04/2007	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
<b>Room #219A Lab Marketing</b>							
Ricoh 4100N 31 CPM	19,299	28,717	9,418	25,000	-15,582	\$0.005170	<b>None at this time.</b>
S2077100688 / 11628280						\$48.69	
750,000 / 04/2007	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							

Date of Last Upgrade: 4/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Milford High</b>							
<b>Room 139</b>							
Ricoh 4100N 31 CPM	39,015	45,076	6,061	0	6,061	\$0.005170	None at this time.
S2089400851 / 11628298						\$31.34	
750,000 / 04/2007	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
<b>Special Ed Room #209</b>							
Konica Minolta BH920 92 CPM	2,768,952	2,918,225	149,273	389,444	-240,171	\$0.004320	7 years from Intro.
57GE00922 / 88024057						\$644.86	
5,000,000 / <b>09/2005</b>	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
<b>Student Services</b>							
Konica Minolta BH350 35 CPM	572,024	676,546	104,522	112,254	-7,732	\$0.004320	7 years from Intro.
30AE06809 /						\$451.54	
750,000 / <b>10/2005</b>	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							



Date of Last Upgrade: 4/1/2009

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Milford High</b>							
<b>Student Services Office</b>							
Ricoh 4100N 31 CPM	44,818	65,358	20,540	25,000	-4,460	\$0.005170	<b>None at this time.</b>
S2089400856 / 11628276						\$106.19	
750,000 / 04/2007	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
<b>Teachers' Room #314</b>							
Konica Minolta BH950 95 CPM	1,766,376	2,898,081	1,131,705	789,443	342,262	\$0.004120	<b>Overused!</b>
A0Y5011000346 / 88024192						\$4,662.62	
5,000,000 / 03/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
	<b>Subtotals B&amp;W</b>		<b>2,634,927</b>	<b>2,929,445</b>		<b>\$11,036.02</b>	
	<b>Subtotals Color</b>		<b>23,705</b>	<b>0</b>		<b>\$1,248.78</b>	

Date of Last Upgrade: 4/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Milford Middle</b>							
<b>Guidance Office</b>							
Konica Minolta BH600 60 CPM	1,683,053	1,852,184	169,131	132,394	36,737	\$0.004320	None at this time.
57BE02483 /						\$730.65	
3,000,000 / 08/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
<b>Library</b>							
Konica Minolta di3510 35 CPM	137,706	161,086	23,380	50,432	-27,052	\$0.004320	9 years from Intro.
31727521 /						\$101.00	
750,000 / 04/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
Ricoh 4100N 31 CPM	57,143	81,093	23,950	25,000	-1,050	\$0.005170	None at this time.
S2089400850 / 11628293						\$123.82	
750,000 / 04/2007	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							

Date of Last Upgrade: 4/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Milford Middle</b>							
<b>Main Office</b>							
Konica Minolta BH751 75 CPM A0PN011000747 / 4,000,000 / 12/2008 Black Photocopier Connected	213,159	308,846	95,687	211,643	-115,956	\$0.004120 \$394.23 \$0.00000 \$0.00	<b>Underused!</b>
<b>KMBS</b>							
Xerox 8860MFP 30 CPM Black & Color HBB034375 / 750,000 / 09/2007 Color Photocopier Connected 7/20/2014	13,107	20,025	6,918	133,580	-126,662	\$0.005170 \$35.77 \$0.05268 \$565.57	<b>None at this time.</b>
<b>VARY</b>							
<b>Room 304</b>							
Ricoh 4100N 31 CPM S2076700646 / 11628282 750,000 / 04/2007 Black Network Printer Connected	22,176	30,862	8,686	25,000	-16,314	\$0.005170 \$44.91 \$0.00000 \$0.00	<b>None at this time.</b>
<b>IKON</b>							

Date of Last Upgrade: 4/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Milford Middle</b>							
<b>Room 403</b>							
Ricoh 4100N 31 CPM	15,169	20,452	5,283	25,000	-19,717	\$0.005170	<b>None at this time.</b>
S2089400854 / 11628294						\$27.31	
750,000 / 04/2007	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
<b>IKON</b>							
<b>Teachers' Room 8th Grade</b>							
Konica Minolta BH920 92 CPM	4,067,443	4,302,850	235,407	463,910	-228,503	\$0.004320	<b>7 years from Intro.</b>
57GE00581 /						\$1,016.96	
5,000,000 / <b>09/2005</b>	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
<b>Teachers' Room Central</b>							
Konica Minolta BH1050 105 CPM	5,411,603	5,717,273	305,670	463,910	-158,240	\$0.004320	<b>8 years from Intro.</b>
56UE00740 /						\$1,320.49	
6,000,000 / <b>11/2004</b>	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>KMBS</b>							







## SPC Service & Supply Cost Savings

This table compares your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client with your projected cost per copy through SPC presently. Annual Volume represents actual projected volume when you first became an SPC client on 4/1/2009. If all things remained the same, this table demonstrates your average annual and five-year savings.

<i>Annual Volume</i>	<i>Before SPC CPC</i>	<i>After SPC CPC</i>	<i>SPC's CPC Savings</i>	<i>SPC's Annual Cost Savings</i>	<i>SPC's 5-year Cost Savings</i>
<b>8,788,824</b>	<b>\$0.00728</b>	<b>\$0.00381</b>	<b>\$0.00347</b>	<b>\$30,497.22</b>	<b>\$152,486.10</b>



## *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 Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Equipment Cost	Total Cost
Heron Pond Elementary	2,960,046	\$12,605.57	\$14,687.75	\$13,579.65	\$40,872.97
Jacques Memorial	1,001,206	\$96.85	\$4,967.98	\$4,593.18	\$9,658.02
Milford High	2,634,927	\$11,248.35	\$13,074.51	\$12,088.12	\$36,410.98
Milford Middle	1,943,680	\$8,385.37	\$9,644.54	\$8,916.92	\$26,946.83
Sage School	137,055	\$652.22	\$680.07	\$628.76	\$1,961.05
SAU #40	154,536	\$684.05	\$766.81	\$708.96	\$2,159.81
<b><i>Totals</i></b>	<b><i>8,831,450</i></b>	<b><i>\$33,672.42</i></b>	<b><i>\$43,821.65</i></b>	<b><i>\$40,515.60</i></b>	<b><i>\$118,009.66</i></b>

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

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Vendor typically invoices 80% of projected costs annually in advance. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Total Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Ricoh USA	Black Photocopier	2,281,725	\$0.00412	\$9,400.71	\$0.00421	\$9,606.06
Ricoh USA	Black Network Printer	157,357	\$0.00517	\$813.54	\$0.00529	\$832.42
Ricoh USA	Black Network Printer	7,939	\$0.00517	\$41.04	\$0.00000	\$0.00
Konica-Minolta	Black Photocopier	1,871,238	\$0.00432	\$8,083.75	\$0.00442	\$8,270.87
Konica-Minolta	Black Photocopier	427,186	\$0.00432	\$1,845.44	\$0.00000	\$0.00
Konica-Minolta	Black Photocopier	3,446,412	\$0.00412	\$14,199.22	\$0.00421	\$14,509.39
Konica-Minolta	Black Photocopier	553,833	\$0.00412	\$2,281.79	\$0.00000	\$0.00
Vary Technologies	Color Photocopier	85,760	\$0.00517	\$443.38	\$0.00529	\$453.67
<b><i>Totals and Averages</i></b>		<b><i>8,831,450</i></b>	<b><i>\$0.00420</i></b>	<b><i>\$37,108.87</i></b>	<b><i>\$0.00381</i></b>	<b><i>\$33,672.41</i></b>

**Our Current Bids are coming in at an average at approx. \$0.0035 per print! Based on this CPC you would save \$2,762 per year!**

### *Projected Equipment Costs by Building - Color*

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Approximate current paper costs are figured in to provide budget information for the upcoming fiscal year. Equipment cost is not calculated with color usage.

<b>Building Name</b>	<b>Projected Volume</b>	<b>Service &amp; Supply Cost</b>	<b>Paper Cost \$24.81/Case</b>	<b>Total Cost</b>
Heron Pond Elementary	16,909	\$911.23	\$83.90	\$995.13
Jacques Memorial	16,139	\$869.73	\$80.08	\$949.81
Milford High	23,705	\$1,277.46	\$117.62	\$1,395.09
Milford Middle	10,736	\$578.56	\$53.27	\$631.84
Sage School	20,648	\$1,112.72	\$102.46	\$1,215.18
SAU #40	10,941	\$589.61	\$54.29	\$643.90
<b><i>Totals</i></b>	<b>99,078</b>	<b>\$5,339.31</b>	<b>\$491.63</b>	<b>\$5,830.94</b>

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

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Color copies are typically billed in arrears quarterly or semi-annually. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Actual Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Vary Technologies	Color Photocopier	99,078	\$0.05268	\$5,219.43	\$0.05389	\$5,339.31
<b><i>Totals and Averages</i></b>		<b><i>99,078</i></b>	<b><i>\$0.05268</i></b>	<b><i>\$5,219.43</i></b>	<b><i>\$0.05389</i></b>	<b><i>\$5,339.31</i></b>

**Our Current Bids are coming in at an average at approx. \$0.04995 per print! Based on this CPC you would save \$390 per year!**

## Reprographic Equipment Assessment

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

Total # of Units	42
# of Units on Lease	31
# of Units Owned	11
Lease Company	Northway Bank
Lease Start Date	4/1/2009
Lease End Date	8/1/2013
Term	5 Annual
Annual Payment usually due on 8/1	\$40,515.60
Remaining Payments	1

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

## *Leased Equipment*

Equipment currently held as collateral under SPC-monitored or private lease.

<b>Building</b>	<b>Make</b>	<b>Model</b>	<b>Serial #</b>
Heron Pond Elementary	Konica Minolta	BH751	A0PN011000138
Heron Pond Elementary	Ricoh	4100N	S2089400860
Heron Pond Elementary	Ricoh	4100N	S2076800076
Heron Pond Elementary	Ricoh	4100N	S2089400855
Heron Pond Elementary	Ricoh	MP8000	M9486000109
Heron Pond Elementary	Ricoh	MP8000	M9486000105
Heron Pond Elementary	Ricoh	MP8000	M9486000100
Heron Pond Elementary	Xerox	8860MFP	HBB034395
Jacques Memorial	Konica Minolta	BH751	A0PN011000764
Jacques Memorial	Xerox	8860MFP	HBB046108
Milford High	Konica Minolta	di3510	31800724
Milford High	Konica Minolta	di3510	31800726
Milford High	Konica Minolta	BH950	A0Y5011000346
Milford High	Konica Minolta	BH751	A0PN011000116
Milford High	Konica Minolta	BH950	A0Y5011000247
Milford High	Ricoh	4100N	S2076800367
Milford High	Ricoh	4100N	S2077100687
Milford High	Ricoh	4100N	S2077100688
Milford High	Ricoh	4100N	S2089400856
Milford High	Ricoh	4100N	S2089400851
Milford High	Xerox	8860MFP	HBB034332
Milford Middle	Konica Minolta	BH751	A0PN011000747
Milford Middle	Konica Minolta	di3510	31727521
Milford Middle	Konica Minolta	BH1050	56UE00740
Milford Middle	Konica Minolta	BH950	A0Y5011000245
Milford Middle	Ricoh	4100N	S2076700646

<b>Building</b>	<b>Make</b>	<b>Model</b>	<b>Serial #</b>
Milford Middle	Ricoh	4100N	S2089400854
Milford Middle	Ricoh	4100N	S2089400850
Milford Middle	Xerox	8860MFP	HBB034375
Sage School	Xerox	8860MFP	HBB034223
SAU #40	Xerox	8860MFP	HBB034833

## Owned Equipment

Equipment currently owned by client.

Building	Make	Model	Serial #
Heron Pond Elementary	Konica Minolta	BH920	57GE00580
Jacques Memorial	Konica Minolta	BH600	57BE02508
Milford High	Konica Minolta	BH350	30AE06751
Milford High	Konica Minolta	BH350	30AE06809
Milford High	Konica Minolta	BH920	57GE00922
Milford High	Konica Minolta	BH200	30EE06277
Milford High	Konica Minolta	di3510	31736141
Milford Middle	Konica Minolta	BH600	57BE02483
Milford Middle	Konica Minolta	BH920	57GE00581
Sage School	Konica Minolta	BH600	57BE02541
SAU #40	Konica Minolta	BH600	57BE02515

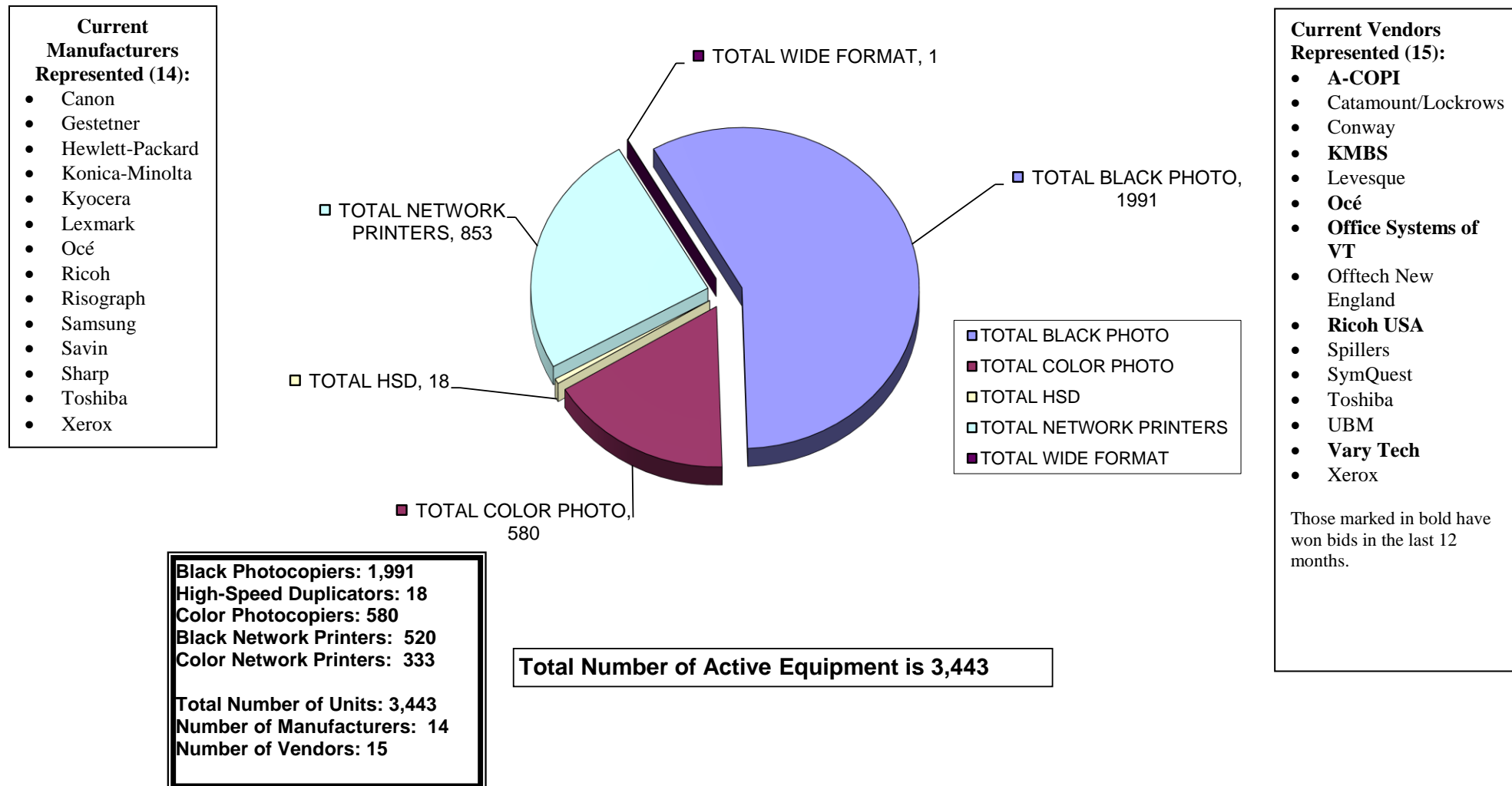
*NOTE: With your next upgrade, your current Leased Equipment would be listed as Owned, and any new equipment would be listed as Leased. Your current Owned Equipment would be traded out.*



## Active Reprographic Equipment & Manufacturers

SPC currently maintains 3,4 high-end production reprographic units across the tri-state region. They are currently running over 301 million annual prints (black and color), culminating into over 1.5 billion prints over five years!

### SPC Total Active Equipment



## *Improved SPC Services*

### **Print Management Software (MagicSoft) with its Benefits**

In 2007 we initiated what is called **Print Management Software**. It was designed to capture meter reads and order supplies electronically on most, if not all, of your networked printing devices automatically. This software offers the following benefits:

#### *Collect meter reads daily. Benefits...*

- IT staff can isolate problem volume locations
- Monitor over-use or under-use locations and make the adjustments sooner
- Know when to shift from expensive laser and inkjet printers to low-cost-of-operation reprographic units
- Project cost on both black and color prints before the invoice arrives

#### *Automatic ordering of consumable items. Benefits...*

- Eliminate the need of valuable time spent ordering supplies manually

#### *Automatic service alert sent to service provider. Benefit...*

- E-mail sent out to both IT staff and service provider. Provider will then call to verify service need with IT staff to qualify the issue and send out a technician.

#### *Cost per print plan for networking printing devices such as HP and Lexmark network printers. Benefits...*

- Instead of individual expensive purchase of supply items, a cost-per-print quarterly in arrears at about half what you are currently paying will be offered.

## Announcing : STAR Doc!

SPC would like to introduce an exciting new tool:



**STAR Doc** has been custom developed and designed by SPC to assist their clients in efficiently and effectively managing all their assets. The detailed floor maps feature for all of our clients' devices is unique and invaluable. The floor maps will provide online, real-time information on each device daily, including meter reads. SPC realizes how important it is for their clients to be aligned with their budget. In response to that need, **STAR Doc** has the ability to project your budget and determine if you are on target or falling behind. This valuable feature provides our clients the access to information needed to make important budget decisions before the end of the year. Additionally, **STAR Doc** will store all your documents, which will include your most recent Upgrade Report, Annual Report, Compare Report, and Total Bid Analysis. At SPC we strive to improve our services and optimize our clients' resources; we are proud to be able to offer our clients all the benefits of the **STAR Doc** system.

Anticipated released date: September 2012

## SPC's Service & Supply Contract – Purpose & Sample

In an effort to serve our clients better, at our own expense, SPC hired Bond Counsel to set up your Service & Supply Contract to ensure accuracy and protection to our Clients. Integrated into and tailored to mirror the Lease-Purchase Agreement, this contract protects equipment held as collateral under the Lease-Purchase Agreement or for equipment already owned and purchased outright. Please note that it provides you with the option to upgrade your service contract with a 30-day termination notice. This provides you tremendous flexibility.

### CONTRACT SAMPLE:

## SERVICE AND SUPPLY CONTRACT (LEASED EQUIPMENT)

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the "Equipment") to a Master Lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the "Lessor") and Client, as lessee (the "Lessee"), dated beginning date, (the "Lease-Purchase") hereby contracts with Lessee for the term of the Lease-Purchase (terminating on ending date) to provide comprehensive services, supplies, and maintenance to such Equipment, excluding only the cost of paper, transparencies, and staples, at a cost per copy per item of Equipment as shown on Schedule A attached hereto. In addition, for high-speed duplicators, Vendor may charge the cost shown on Schedule A attached hereto for masters used when the number of copies made by use of such masters is, on an annual average, fewer than 100. Vendor shall provide a four-hour response time to all service calls.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor, at its option, may increase such costs per copy under this Service and Supply Contract (the "Contract") by 5% or by a percentage equal to the increase during the immediately preceding 12-month period of "The Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average for All Items, 1982-84 = 100," whichever is less.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor shall credit to Lessee any cost of this Contract prepaid by Lessee and unused by Lessee because fewer copies were made by Lessee during the Contract period ending on such July 1 than were originally estimated under this Contract to be made by Lessee during such period. *If the Lease-Purchase is terminated prior to the end of its term, Vendor shall prorate and return to Lessee, within 30 days of such termination, any cost of this Contract prepaid by Lessee and unused by Lessee because of such early termination of the Lease-Purchase.*

Vendor: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_  
 By (signature): \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Title: \_\_\_\_\_

Lessee: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_  
 By (signature): \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Title: \_\_\_\_\_

## *SPC's Dual-Layered Warranty – Purpose & Explanation*

Reprographic equipment is expensive and does not hold its value. Therefore, it is crucial for you and the banking industry holding the collateral to secure this asset.

Our unique Dual-Layered Warranty guarantees a like-for-like no-charge replacement unit in the event of equipment not performing satisfactorily.

1. **Servicing Vendor**; implemented in 1988
2. **ESP Electrical**; implemented in 2007, all photocopiers with such units will be warranted from electrical damage by ESP.

**ESPs** (Electronic Surge Protectors) with our most recent upgrades are being installed by SPC on 40 CPM units and faster in order to cut down on approximately 30% of all service calls. These units will not only protect from electrical surges but will also filter out electronic noise that creates havoc with boards and the operation of your equipment.

## WARRANTY SAMPLE:

## WARRANTY (LEASED EQUIPMENT)

The Vendor identified below of the equipment described on Schedule A(P) attached hereto (the "Equipment") sold by Vendor to \_\_\_\_\_ (the "Owner") hereby warrants to Owner that, if any such Equipment malfunctions through no fault of Owner during a term commencing on \_\_\_\_\_ and terminating on \_\_\_\_\_ and such Equipment cannot be repaired promptly, Vendor promptly will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Owner.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the life expectancy of such item of Equipment in number of copies, as shown on Schedule A(P) attached hereto, is exceeded;
2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule A(P) attached hereto.

<b>Vendor:</b>	_____
<b>Street Address:</b>	_____
<b>City/State/Zip:</b>	_____
<b>By (signature):</b>	_____
<b>Name:</b>	_____
<b>Title:</b>	_____