



Specialized Purchasing Consultants

PO Box 190

Gorham, NH 03581

(800) 750-1538

www.spccopypro.com

2014-2015 Annual Report

Year - End Photocopier Analysis

With projected costs for 2015-16

Jen Burk
NHSAU 40 - Milford School District
100 West Street
Milford, NH 03055



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

October 2015

Skip Tilton
President

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

Jen Burk
NHSAU 40 - Milford School District
100 West Street
Milford, NH 03055

Dear Jen:

VISIT US ON THE WEB:
www.spccopypro.com

Once again, on behalf of our staff here at Specialized Purchasing Consultants, we wish to thank you for your continued confidence in us to provide our services to you and your organization. Our relationship is now 6 years strong, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

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

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

Sincerely,

Skip Tilton
President

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The SPC Team...

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



Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 87 clients (3,800+ machines with 1.6 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



Sue Penney

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I

will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Rachel Guay

Accounting Coordinator

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



Pam Weed

Client-Vendor Relations

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

clients and vendors to ensure smooth transitions or quick resolutions.

Joel Heffernan

Field Representative – Client Relations

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



The SPC Team Continued....



Charles Baca

Operational Support

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

Robert B. Dutil

Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.



Alex Webster

Operations Manager

My top priority is ensuring that our clients receive the absolute best customer service possible. Whether you have a question about your SPC STARDoc site, an upcoming upgrade or your existing equipment, I am here to answer any questions you may have. I am very excited about the new features that we have on STARDoc. We are now able to offer features that normally cost thousands of dollars at no additional charge for our clients.

Equipment Health Status

Total Number of Machines:	104
Total Black Photocopiers	27
Total Color Photocopiers	6
Total Black Network Printers	55
Total Color Network Printers	16
Total Removed from Service:	0
# of Units OFF Warranty: Older HP Printers	6
# of Units Approaching End of Warranty:	6
# of Units Overused:	1
# of Units Underused:	5
# of Units Connected to Network with Print and/or Scan	104
Commencement Date:	6/1/2014
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	6/30/2019
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 Jen,

There are 6 machines that are owned that are getting up in age. I would not try to address them this year. I would definitely let your lease payment go down another payment. Each time you make a payment you create additional funds for your next upgrade. The goal is to keep your capital cost at the same level or lower.

Sincerely,
Skip

Aging Equipment Summary

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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Milford High	Graphic Arts - Room 132	Konica Minolta BH361	AOR7011004630	KMBS	09/2008
Milford High	Graphic Arts - Room 134	HP Laser Jet 5100	CNGN141761	AXIS	04/2003
Milford High	Library - Room 188	Konica Minolta BH751	AOPN011000116	KMBS	12/2008
Milford High	Main Office	HP Color Laser Jet 4600	JPGMC52652	AXIS	06/2001
Milford High	Marketing - Room 217	Konica Minolta BH751	AOPN011000764	KMBS	12/2008
Milford High	Music - Room 102A	Konica Minolta BH361	AOR7011004671	KMBS	09/2008
Milford High	Special Education - Room 209	Konica Minolta BH751	AOPN011000138	KMBS	12/2008
Milford Middle	Guidance Office	Konica Minolta BH751	AOPN011000747	KMBS	12/2008
SAU #40 District	IT - Hot Swap Storage	HP Color Laser Jet 4600	JPGMF43635	AXIS	06/2001
SAU #40 District	IT - Hot Swap Storage	HP Color Laser Jet 4600	JPDKB41972	AXIS	06/2001
SAU #40 District	IT - Hot Swap Storage	HP Color Laser Jet 4600	JPCKF34837	AXIS	06/2001
SAU #40 District	IT - Hot Swap Storage	HP Color Laser Jet 4600	JPAKF02878	AXIS	06/2001

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.

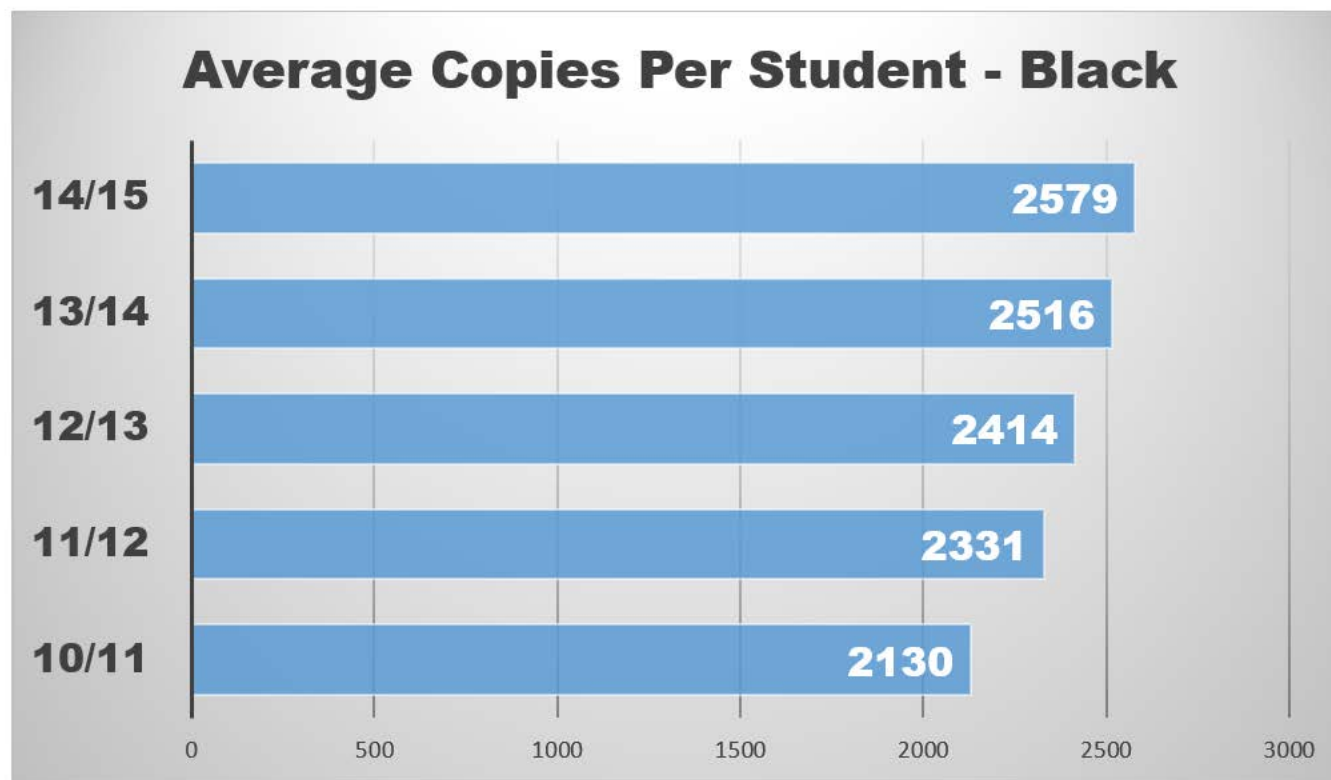
<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Heron Pond Elementary	718	2,366,295	\$37,074.78	3,296	\$51.64
Jacques Memorial	356	829,645	\$13,381.63	2,330	\$37.59
Milford High	880	2,709,395	\$43,147.85	3,079	\$49.03
Milford Middle	690	2,118,825	\$33,539.41	3,071	\$48.61
Sage School	30	128,480	\$2,103.34	4,283	\$70.11
SAU #40 District	0	170,090	\$2,748.12	0	\$0.00
<i>Totals</i>	2,674	8,322,730	\$131,995.12	3,112	\$49.36

Cost Comparison – Black Only

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

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

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



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.

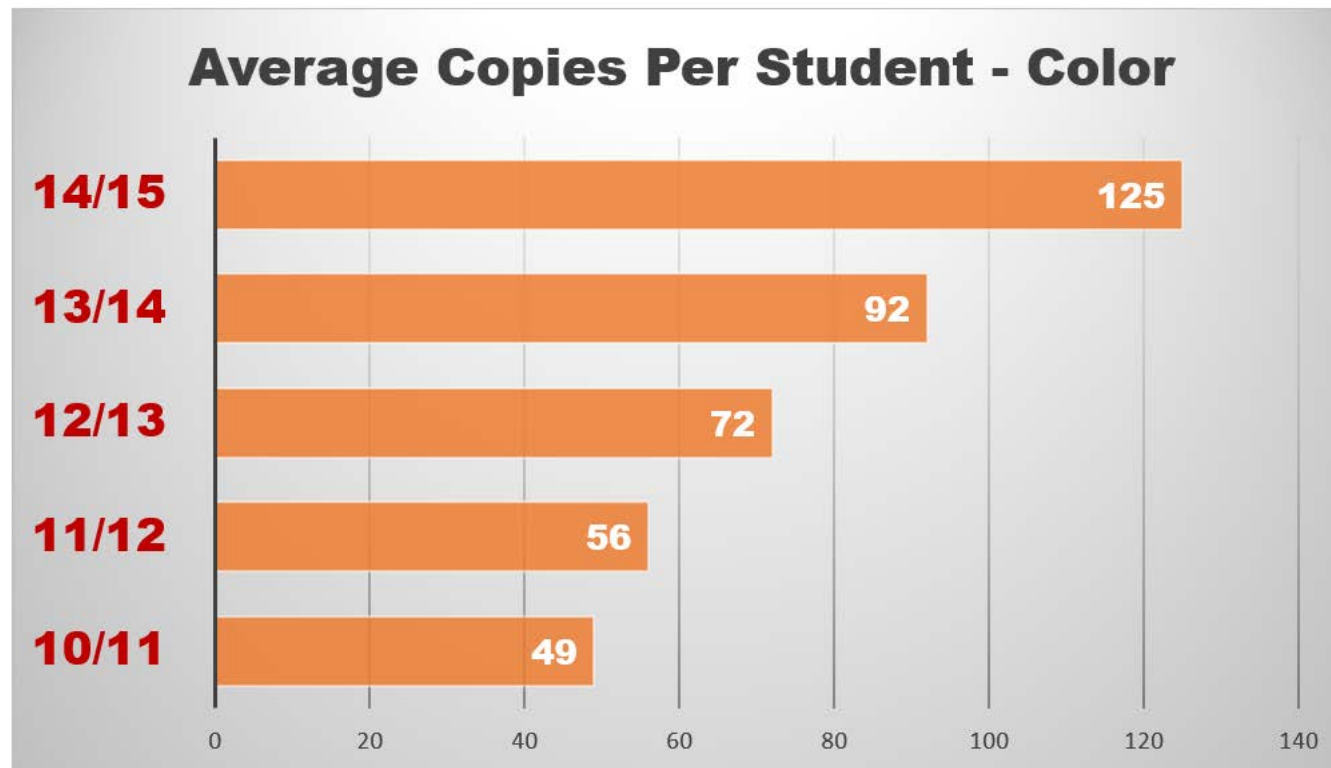
<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Heron Pond Elementary	718	43,435	\$2,213.27	60	\$3.08
Jacques Memorial	356	70,810	\$3,536.96	199	\$9.94
Milford High	880	54,020	\$3,133.29	61	\$3.56
Milford Middle	690	40,515	\$2,143.30	59	\$3.11
Sage School	30	25,185	\$1,257.99	840	\$41.93
SAU #40 District	0	12,410	\$619.88	0	\$0.00
<i>Totals</i>	2,674	246,375	\$12,904.68	92	\$4.83

Cost Comparison – Color Only

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

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

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



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.

<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>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2014</i>	<i>6/30/2015</i>	<i>2014-15</i>	<i>Cost/Copy</i>	<i>Recommendations</i>	
	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Annual Cost</i>		
			<i>Volume</i>			
Heron Pond Elementary						
Computer Lab - Room 120						
Konica Minolta MC3730 / 25 PPM	0	3,650	3,650	\$0.006130	None at this time.	
A0VD017300211 / 88021553				\$22.37		
500,000 / 11/2010	0	5,110	5,110	\$0.05625		
Color Network Printer				\$287.44		
/						
KMBS						
Food Service - Room 133						
Konica Minolta BH4050 / 42 PPM	0	31,755	31,755	\$0.003900	None at this time.	
A6VF011003713 / 88024336				\$123.84		
1,000,000 / 02/2014	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
/						
KMBS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 6/1/2014</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Heron Pond Elementary					
Main Office					
Konica Minolta BHC654 / 65 PPM	101	155,956	155,855	\$0.003900	None at this time.
A2X1017005047 / 93576352				\$607.83	
3,000,000 / 02/2012	47	36,547	36,500	\$0.04995	
Color Photocopier				\$1,823.18	
/					
KMBS					
Media Center - Room 112					
Konica Minolta BH3300P / 35 PPM	0	6,205	6,205	\$0.006130	None at this time.
A63P011000913 / 88021551				\$38.04	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 216					
Konica Minolta BH3300P / 35 PPM	0	9,490	9,490	\$0.006130	None at this time.
A63P011000920 / 88021554				\$58.17	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					

<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>Date of Last Upgrade: 6/1/2014</i>	
	7/1/2014 <i>Meter</i>	6/30/2015 <i>Meter</i>	2014-15 <i>Annual Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Heron Pond Elementary					
Room 220					
Konica Minolta BH3300P / 35 PPM	0	9,490	9,490	\$0.006130	None at this time.
A63P011000910 / 88021555				\$58.17	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 220 - Work Room					
Konica Minolta BH951 / 95 PPM	290	546,695	546,405	\$0.003200	None at this time.
A4EW011003850 / 93575087				\$1,748.50	
5,000,000 / 06/2012	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
/					
KMBS					
Room 308					
Konica Minolta MC3730 / 25 PPM	0	365	365	\$0.006130	None at this time.
A0VD017300248 / 88021552				\$2.24	
500,000 / 11/2010	0	730	730	\$0.05625	
Color Network Printer				\$41.06	
/					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 6/1/2014</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Heron Pond Elementary					
Room 312					
Konica Minolta BH3300P / 35 PPM	0	8,395	8,395	\$0.006130	None at this time.
A63P011000943 / 88021556				\$51.46	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 416					
Konica Minolta BH3300P / 35 PPM	0	21,535	21,535	\$0.006130	None at this time.
A63P011000924 / 88021557				\$132.01	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 6/1/2014</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Heron Pond Elementary					
Room 510 - Work Room					
Konica Minolta BH4000P / 42 PPM	0	16,060	16,060	\$0.006130	None at this time.
A63R011004639 / 88021562				\$98.45	
1,000,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Konica Minolta BH951 / 95 PPM	197	598,067	597,870	\$0.003200	None at this time.
A4EW011003869 / 93576361				\$1,913.18	
5,000,000 / 06/2012	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
/					
KMBS					
Room 610					
Konica Minolta BH3300P / 35 PPM	0	17,520	17,520	\$0.006130	None at this time.
A63P011000927 / 88021559				\$107.40	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 6/1/2014</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Heron Pond Elementary					
Room 808					
Konica Minolta BH3300P / 35 PPM	0	15,330	15,330	\$0.006130	None at this time.
A63P011000900 / 88021561				\$93.97	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 808 - Work Room					
Konica Minolta BH951 / 95 PPM	217	601,372	601,155	\$0.003200	None at this time.
A4EW011003855 / 93575089				\$1,923.70	
5,000,000 / 06/2012	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
/					
KMBS					
Room 814					
Konica Minolta BH3300P / 35 PPM	0	17,885	17,885	\$0.006130	None at this time.
A63P011000902 / 88021564				\$109.64	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					

<i>Make-Model / Speed</i>				<i>Date of Last Upgrade: 6/1/2014</i>	
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Heron Pond Elementary					
Room 906					
Konica Minolta BH3300P / 35 PPM	0	21,900	21,900	\$0.006130	None at this time.
A63P011000944 / 88021563				\$134.25	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 910					
Konica Minolta MC3730 / 25 PPM	0	730	730	\$0.006130	None at this time.
A0VD017300303 / 93485561				\$4.47	
500,000 / 11/2010	0	1,095	1,095	\$0.05625	
Color Network Printer				\$61.59	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 6/1/2014</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Heron Pond Elementary					
Staff - Room 712					
Konica Minolta BH3300P / 35 PPM	36	8,796	8,760	\$0.006130	None at this time.
A63P011000907 / 88021560				\$53.70	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Konica Minolta BH951 / 95 PPM	185	276,125	275,940	\$0.003200	Underused!
A4EW011003874 / 93576362				\$883.01	
5,000,000 / 06/2012	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
/					
KMBS					
Subtotals BW			2,366,295	\$8,164.40	
Subtotals Color			43,435	\$2,213.27	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 6/1/2014</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Jacques Memorial					
Kitchen - Room 1015					
Konica Minolta BH4050 / 42 PPM	0	6,935	6,935	\$0.003900	None at this time.
A6VF011003289 / 88024378				\$27.05	
1,000,000 / 02/2014	0	0	0	\$0.000000	
Black Laser MFP				\$0.00	
/					
KMBS					
Main Office					
Konica Minolta BHc364 / 36 PPM	145	61,465	61,320	\$0.003900	None at this time.
A5C1011015966 / 93575083				\$239.15	
750,000 / 06/2012	28	70,838	70,810	\$0.04995	
Color Photocopier				\$3,536.96	
/					
KMBS					
Room 1012					
Konica Minolta BH3300P / 35 PPM	0	4,015	4,015	\$0.006130	None at this time.
A63P011000815 / 88024379				\$24.61	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					

Make-Model / Speed				Date of Last Upgrade: 6/1/2014	
Serial Number / Vendor ID					
Life / Intro Date					
Connectivity / Printer Exp Date					
Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Jacques Memorial					
Room 1055					
Konica Minolta BH3300P / 35 PPM	0	365	365	\$0.006130	None at this time.
A63P011000955 / 88024380				\$2.24	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Teachers' Lounge - Room 1007					
Konica Minolta BH754 / 75 PPM	152	418,077	417,925	\$0.003900	None at this time.
A55V017001536 / 93575072				\$1,629.91	
4,000,000 / 03/2013	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
/					
KMBS					
Teachers' Lounge - Room 1053					
Konica Minolta BH754 / 75 PPM	159	339,244	339,085	\$0.003900	None at this time.
A55V017001486 / 93575074				\$1,322.43	
4,000,000 / 03/2013	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
/					
KMBS					
Subtotals BW			829,645	\$3,245.38	
Subtotals Color			70,810	\$3,536.96	

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 6/1/2014</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Milford High					
Computer Lab - Room 139					
Konica Minolta BH3300P / 35 PPM	0	3,285	3,285	\$0.006130	None at this time.
A63P011000671 / 88021574				\$20.14	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Computer Lab - Room 185A					
Konica Minolta BH3300P / 35 PPM	0	3,650	3,650	\$0.006130	None at this time.
A63P011000682 / 88021578				\$22.37	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Computer Science - Room 137					
Konica Minolta BH3300P / 35 PPM	0	7,665	7,665	\$0.006130	None at this time.
A63P011000677 / 88021573				\$46.99	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 6/1/2014	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Milford High						
Drafting - Room 143						
Konica Minolta BH362 / 36 PPM	7,157	53,877	46,720	\$0.003900	None at this time.	
A0R7011004616 / 88024371				\$182.21		
750,000 / 02/2009	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
/						
KMBS						
Graphic Arts - Room 132						
Konica Minolta BH361 / 36 PPM	37,224	50,729	13,505	\$0.003900	7 years from Intro.	
A0R7011004630 / 88024370				\$52.67		
750,000 / 09/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
/						
KMBS						
Konica Minolta MC3730 / 25 PPM	0	1,825	1,825	\$0.006130	None at this time.	
A0VD017300325 / 88024335				\$11.19		
500,000 / 11/2010	0	9,855	9,855	\$0.05625		
Color Network Printer				\$554.34		
/						
KMBS						

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 6/1/2014</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Milford High					
Graphic Arts - Room 134					
HP Laser Jet 5100 / 21 PPM	4,910	5,640	730	\$0.010000	12 years from Intro.
CNGN141761 /				\$7.30	
500,000 / 04/2003	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
AXIS					
IT - Room 169					
Konica Minolta BH3300P / 35 PPM	0	730	730	\$0.006130	None at this time.
A63P011000673 / 88024366				\$4.47	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					

Make-Model / Speed				Date of Last Upgrade: 6/1/2014	
Serial Number / Vendor ID					
Life / Intro Date					
Connectivity / Printer Exp Date					
Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Milford High					
Library - Room 188					
Konica Minolta BH3300P / 35 PPM	0	20,805	20,805	\$0.006130	None at this time.
A63P011000680 / 88024359				\$127.53	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Konica Minolta BH4000P / 42 PPM	0	40,150	40,150	\$0.006130	None at this time.
A63R011004713 / 88024364				\$246.12	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Konica Minolta BH4000P / 42 PPM	0	35,770	35,770	\$0.006130	None at this time.
A63R011004715 / 88021580				\$219.27	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Konica Minolta BH751 / 75 PPM	1,358,888	1,634,463	275,575	\$0.003900	7 years from Intro.
A0PN011000116 / 87003007				\$1,074.74	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 6/1/2014
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Milford High					
Konica Minolta MC3730 / 25 PPM	0	1,095	1,095	\$0.006130	None at this time.
A0VD017300304 / 88024363				\$6.71	
500,000 / 11/2010	0	6,205	6,205	\$0.05625	
Color Network Printer				\$349.03	
/					
KMBS					
Main Office					
HP Color Laser Jet 4600 / 17 PPM	26,949	33,154	6,205	\$0.010000	14 years from Intro.
JPGMC52652 /				\$62.05	
200,000 / 06/2001	33,295	38,770	5,475	\$0.10000	
Color Network Printer				\$547.50	
/					
AXIS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 6/1/2014</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Milford High					
Main Office Work Room - Room 101					
Konica Minolta BH3300P / 35 PPM	15	4,395	4,380	\$0.006130	None at this time.
A63P011000667 / 88021568				\$26.85	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Konica Minolta BHC654 / 65 PPM	50	130,720	130,670	\$0.003900	None at this time.
A2X1017005078 / 93575080				\$509.61	
3,000,000 / 02/2012	28	23,023	22,995	\$0.04995	
Color Photocopier				\$1,148.60	
/					
KMBS					
Marketing - Room 217					
Konica Minolta BH751 / 75 PPM	2,716,264	2,769,919	53,655	\$0.003900	7 years from Intro.
A0PN011000764 / 88026185				\$209.25	
4,000,000 / 12/2008	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
/					
KMBS					

Make-Model / Speed				Date of Last Upgrade: 6/1/2014	
Serial Number / Vendor ID					
Life / Intro Date					
Connectivity / Printer Exp Date					
Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Milford High					
Marketing Lab - Room 219A					
Konica Minolta BH3300P / 35 PPM	0	5,475	5,475	\$0.006130	None at this time.
A63P011000659 / 88024368				\$33.56	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Math Work Room - Room 153					
Konica Minolta BH951 / 95 PPM	50	675,665	675,615	\$0.003200	None at this time.
A4EW011003565 / 93575067				\$2,161.97	
5,000,000 / 06/2012	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
/					
KMBS					
Music - Room 102A					
Konica Minolta BH361 / 36 PPM	20,279	80,869	60,590	\$0.003900	7 years from Intro.
A0R7011004671 / 88021530				\$236.30	
750,000 / 09/2008	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
/					
KMBS					

<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>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Milford High					
Nurse - Room 116					
Konica Minolta BH3300P / 35 PPM	0	3,285	3,285	\$0.006130	None at this time.
A63P011000681 / 88024358				\$20.14	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 103A					
Konica Minolta BH3300P / 35 PPM	0	5,110	5,110	\$0.006130	None at this time.
A63P011000695 / 88021569				\$31.32	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 111					
Konica Minolta BH3300P / 35 PPM	0	9,125	9,125	\$0.006130	None at this time.
A63P011000676 / 88024356				\$55.94	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					

<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>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Milford High					
Room 133					
Konica Minolta BH3300P / 35 PPM	0	6,935	6,935	\$0.006130	None at this time.
A63P011000679 / 88021572				\$42.51	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 150					
Konica Minolta BH3300P / 35 PPM	0	6,205	6,205	\$0.006130	None at this time.
A63P011000691 / 88021575				\$38.04	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 183					
Konica Minolta BH4000P / 42 PPM	0	24,090	24,090	\$0.006130	None at this time.
A63R011004718 / 88021577				\$147.67	
1,000,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					

Make-Model / Speed				Date of Last Upgrade: 6/1/2014	
Serial Number / Vendor ID					
Life / Intro Date					
Connectivity / Printer Exp Date					
Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Milford High					
Room 186					
Konica Minolta BH3300P / 35 PPM	0	9,855	9,855	\$0.006130	None at this time.
A63P011000670 / 88024369				\$60.41	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 187F					
Konica Minolta BH3300P / 35 PPM	0	3,650	3,650	\$0.006130	None at this time.
A63P011000662 / 88021579				\$22.37	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 196					
Konica Minolta BH3300P / 35 PPM	0	8,030	8,030	\$0.006130	None at this time.
A63P011000689 / 88024360				\$49.22	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 6/1/2014</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Milford High					
Room 197					
Konica Minolta BH3300P / 35 PPM	0	12,045	12,045	\$0.006130	None at this time.
A63P011000678 / 88024361				\$73.84	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 209					
Konica Minolta BH3300P / 35 PPM	0	5,110	5,110	\$0.006130	None at this time.
A63P011000672 / 88021531				\$31.32	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 308A					
Konica Minolta BH4050 / 42 PPM	0	8,760	8,760	\$0.003900	None at this time.
A6VF011003706 / 88021567				\$34.16	
1,000,000 / 02/2014	0	0	0	\$0.000000	
Black Laser MFP				\$0.00	
/					
KMBS					

<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>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Milford High					
Room 316					
Konica Minolta MC3730 / 25 PPM	250	4,630	4,380	\$0.006130	None at this time.
A0VD017300305 / 88024316				\$26.85	
500,000 / 11/2010	371	9,861	9,490	\$0.05625	
Color Network Printer				\$533.81	
/					
KMBS					
Special Education - Room 209					
Konica Minolta BH751 / 75 PPM	1,139,747	1,291,222	151,475	\$0.003900	7 years from Intro.
A0PN011000138 / 87003008				\$590.75	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>					<i>Date of Last Upgrade: 6/1/2014</i>
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Milford High					
Student Services - Room 187					
Konica Minolta BH4000P / 42 PPM	0	35,040	35,040	\$0.006130	None at this time.
A63R011004681 / 88021532				\$214.80	
1,000,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Konica Minolta BH454E / 45 PPM	50	69,035	68,985	\$0.003900	None at this time.
A61E011001843 / 93576349				\$269.04	
1,000,000 / 11/2013	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
/					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 6/1/2014</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Milford High					
Teachers' Lounge - Room 314					
Konica Minolta BH951 / 95 PPM	50	494,260	494,210	\$0.003200	None at this time.
A4EW011003770 / 93575068				\$1,581.47	
5,000,000 / 06/2012	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
/					
KMBS					
Konica Minolta BH951 / 95 PPM	50	462,870	462,820	\$0.003200	None at this time.
A4EW011003776 / 93576339				\$1,481.02	
5,000,000 / 06/2012	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
/					
KMBS					
Video Production - Room 163					
Konica Minolta BH3300P / 35 PPM	0	2,190	2,190	\$0.006130	None at this time.
A63P011000690 / 88021576				\$13.42	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Subtotals BW			2,709,395	\$10,045.62	
Subtotals Color			54,020	\$3,133.29	

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 6/1/2014</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Milford Middle					
Art - Room 503					
Konica Minolta MC3730 / 25 PPM	0	730	730	\$0.006130	None at this time.
A0VD017300280 / 88024399				\$4.47	
500,000 / 11/2010	0	2,555	2,555	\$0.05625	
Color Network Printer				\$143.72	
/					
KMBS					
Computer Lab - Room 302					
Konica Minolta BH3300P / 35 PPM	0	6,935	6,935	\$0.006130	None at this time.
A63P011000781 / 88024357				\$42.51	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Konica Minolta MC3730 / 25 PPM	0	1,460	1,460	\$0.006130	None at this time.
A0VD017300322 / 88024396				\$8.95	
500,000 / 11/2010	0	3,650	3,650	\$0.05625	
Color Network Printer				\$205.31	
/					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 6/1/2014</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Milford Middle					
Computer Lab - Room 304					
Konica Minolta BH3300P / 35 PPM	0	10,585	10,585	\$0.006130	None at this time.
A63P011000776 / 88024390				\$64.89	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Konica Minolta MC3730 / 25 PPM	0	1,095	1,095	\$0.006130	None at this time.
A0VD017300299 / 88024398				\$6.71	
500,000 / 11/2010	0	3,650	3,650	\$0.05625	
Color Network Printer				\$205.31	
/					
KMBS					
Guidance Office					
Konica Minolta BH751 / 75 PPM	527,048	659,543	132,495	\$0.003900	7 years from Intro.
A0PN011000747 / 87003001				\$516.73	
4,000,000 / 12/2008	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
/					
KMBS					

<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>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Milford Middle						
Gym Office						
Konica Minolta BH3300P / 35 PPM	0	1,825	1,825	\$0.006130	None at this time.	
A63P011000780 / 88024381				\$11.19		
750,000 / 04/2013	0	0	0	\$0.000000		
Black Network Printer				\$0.00		
/						
KMBS						
Kitchen Office						
Konica Minolta BH4050 / 42 PPM	0	6,205	6,205	\$0.003900	None at this time.	
A6VF011003302 / 88024397				\$24.20		
1,000,000 / 02/2014	0	0	0	\$0.000000		
Black Laser MFP				\$0.00		
/						
KMBS						

Make-Model / Speed				Date of Last Upgrade: 6/1/2014	
Serial Number / Vendor ID					
Life / Intro Date					
Connectivity / Printer Exp Date					
Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Milford Middle					
Library					
Konica Minolta BH3300P / 35 PPM	0	14,600	14,600	\$0.006130	None at this time.
A63P011000737 / 88024382				\$89.50	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Konica Minolta BH362 / 36 PPM	34,556	61,201	26,645	\$0.003900	None at this time.
A0R7011004622 / 88074067				\$103.92	
750,000 / 02/2009	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
/					
KMBS					
Konica Minolta BH4000P / 42 PPM	0	1,095	1,095	\$0.006130	None at this time.
A63R011004725 / 88024402				\$6.71	
1,000,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					

<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>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Milford Middle					
Library Office					
Konica Minolta BH3300P / 35 PPM	25	10,245	10,220	\$0.006130	None at this time.
A63P011000787 / 88024383				\$62.65	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Main Office					
Konica Minolta BHC654 / 65 PPM	0	87,235	87,235	\$0.003900	None at this time.
A2X1017005061 / 93576351				\$340.22	
3,000,000 / 02/2012	0	21,535	21,535	\$0.04995	
Color Photocopier				\$1,075.67	
/					
KMBS					
Nurse's Office					
Konica Minolta BH3300P / 35 PPM	0	3,650	3,650	\$0.006130	None at this time.
A63P011000786 / 88024384				\$22.37	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					

Make-Model / Speed				Date of Last Upgrade: 6/1/2014	
Serial Number / Vendor ID					
Life / Intro Date					
Connectivity / Printer Exp Date					
Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Milford Middle					
Room 400					
Konica Minolta BH3300P / 35 PPM	0	14,965	14,965	\$0.006130	None at this time.
A63P011000655 / 88024392				\$91.74	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 102					
Konica Minolta BH3300P / 35 PPM	23	7,688	7,665	\$0.006130	None at this time.
A63P011000925 / 88024385				\$46.99	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 109					
Konica Minolta BH3300P / 35 PPM	0	5,475	5,475	\$0.006130	None at this time.
A63P011000779 / 88024386				\$33.56	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 6/1/2014</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Milford Middle					
Room 110					
Konica Minolta BH3300P / 35 PPM	0	4,015	4,015	\$0.006130	None at this time.
A63P011000791 / 88024387				\$24.61	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 137 - Center Teachers' Room					
Konica Minolta BH951 / 95 PPM	185	326,495	326,310	\$0.003200	None at this time.
A4EW011003901 / 93576359				\$1,044.19	
5,000,000 / 06/2012	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
/					
KMBS					
Room 205					
Konica Minolta BH3300P / 35 PPM	0	5,840	5,840	\$0.006130	None at this time.
A63P011000794 / 88024388				\$35.80	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					

Make-Model / Speed				Date of Last Upgrade: 6/1/2014	
Serial Number / Vendor ID					
Life / Intro Date					
Connectivity / Printer Exp Date					
Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Milford Middle					
Room 307					
Konica Minolta BH3300P / 35 PPM	0	21,900	21,900	\$0.006130	None at this time.
A63P011000784 / 88024391				\$134.25	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 403					
Konica Minolta BH3300P / 35 PPM	0	13,505	13,505	\$0.006130	None at this time.
A63P011000939 / 88024393				\$82.79	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 409					
Konica Minolta BH3300P / 35 PPM	0	16,060	16,060	\$0.006130	None at this time.
A63P011000738 / 88024334				\$98.45	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 6/1/2014</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Milford Middle					
Room 500					
Konica Minolta BH3300P / 35 PPM	0	7,665	7,665	\$0.006130	None at this time.
A63P011000952 / 88024394				\$46.99	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Room 505					
Konica Minolta MC3730 / 25 PPM	0	2,190	2,190	\$0.006130	None at this time.
A0VD017300292 / 88024401				\$13.42	
500,000 / 11/2010	0	4,745	4,745	\$0.05625	
Color Network Printer				\$266.91	
/					
KMBS					
Teachers' Room 7th Grade Wing - Room 209A					
Konica Minolta BH3300P / 35 PPM	0	16,060	16,060	\$0.006130	None at this time.
A63P011000777 / 88024400				\$98.45	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 6/1/2014	
	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Milford Middle						
Teachers' Room 8th Grade Wing - Room 311						
Konica Minolta BH951 / 95 PPM	217	1,084,997	1,084,780	\$0.003200	Overused!	
A4EW011003907 / 93575086				\$3,471.30		
5,000,000 / 06/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
/						
KMBS						
Teachers' Room Center - Room 137						
Konica Minolta MC3730 / 25 PPM	0	1,460	1,460	\$0.006130	None at this time.	
A0VD017300301 / 88024395				\$8.95		
500,000 / 11/2010	0	4,380	4,380	\$0.05625		
Color Network Printer				\$246.38		
/						
KMBS						
Work Room						
Konica Minolta BH754 / 75 PPM	149	286,309	286,160	\$0.003900	None at this time.	
A55V017001545 / 93576344				\$1,116.02		
4,000,000 / 03/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
/						
KMBS						
Subtotals BW			2,118,825	\$7,652.51		
Subtotals Color			40,515	\$2,143.30		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 6/1/2014</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Sage School					
English - Room 102					
Konica Minolta BH3300P / 35 PPM	0	14,600	14,600	\$0.006130	None at this time.
A63P011000867 / 88021527				\$89.50	
750,000 / 04/2013	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
/					
KMBS					
Special Education Office - Room 203					
Konica Minolta BHc364 / 36 PPM	0	74,095	74,095	\$0.003900	None at this time.
A5C1011014390 / 93576353				\$288.97	
750,000 / 06/2012	0	25,185	25,185	\$0.04995	
Color Photocopier				\$1,257.99	
/					
KMBS					
Teachers Room - Basement					
Konica Minolta BH554E / 55 PPM	240	40,025	39,785	\$0.003900	None at this time.
A61D011002457 / 93575560				\$155.16	
3,000,000 / 10/2013	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
/					
KMBS					
Subtotals BW			128,480	\$533.63	
Subtotals Color			25,185	\$1,257.99	

<i>Make-Model / Speed</i>				<i>Date of Last Upgrade: 6/1/2014</i>		
<i>Serial Number / Vendor ID</i>						
<i>Life / Intro Date</i>			<i>2014-15</i>			
<i>Connectivity / Printer Exp Date</i>		<i>7/1/2014</i>	<i>6/30/2015</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
<i>Vendor</i>		<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	
SAU #40 District						
<i>Business Office - Room 177</i>						
Konica Minolta BH454E / 45 PPM		50	82,540	82,490	\$0.003900	None at this time.
A61E011001863 / 93575082					\$321.71	
1,000,000 / 11/2013		0	0	0	\$0.00000	
Black Photocopier					\$0.00	
/						
KMBS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>					<i>Date of Last Upgrade: 6/1/2014</i>
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU #40 District					
IT - Hot Swap Storage					
HP Color Laser Jet 4600 / 17 PPM	89,749	89,749	0	\$0.010000	14 years from Intro. Storage.
JPGMF43635 /				\$0.00	
200,000 / 06/2001	180,371	180,371	0	\$0.100000	
Color Network Printer				\$0.00	
/					
AXIS					
HP Color Laser Jet 4600 / 17 PPM	9,499	10,594	1,095	\$0.010000	14 years from Intro.
JPCKF34837 /				\$10.95	
200,000 / 06/2001	58,001	58,001	0	\$0.100000	
Color Network Printer				\$0.00	
/					
AXIS					
HP Color Laser Jet 4600 / 17 PPM	12,053	12,053	0	\$0.010000	14 years from Intro. Storage.
JPDKB41972 /				\$0.00	
200,000 / 06/2001	47,941	47,941	0	\$0.100000	
Color Network Printer				\$0.00	
/					
AXIS					
HP Color Laser Jet 4600 / 17 PPM	29,574	29,574	0	\$0.010000	14 years from Intro. Storage.
JPAKF02878 /				\$0.00	
200,000 / 06/2001	42,094	42,094	0	\$0.100000	
Color Network Printer				\$0.00	
/					
AXIS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 6/1/2014</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU #40 District					
Office					
Konica Minolta BHC654 / 65 PPM	124	86,629	86,505	\$0.003900	None at this time.
A2X1017005067 / 93575079				\$337.37	
3,000,000 / 02/2012	28	12,438	12,410	\$0.04995	
Color Photocopier				\$619.88	
/					
KMBS					
Room 175C - Not configured for use					
Konica Minolta BH3300P / 35 PPM	23	23	0	\$0.006130	Not being used. Why?
A63P011000882 / 88021566				\$0.00	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Subtotals BW			170,090	\$670.03	
Subtotals Color			12,410	\$619.88	

<i>District Wide Black Totals</i>	8,322,730	\$30,311.59
<i>District Wide Color Totals</i>	246,375	\$12,904.68

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 4/1/2009 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2014-15 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
8,322,730	\$0.00728	\$60,589.47

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
8,322,730	\$0.00364	\$30,294.74	\$30,294.74	\$151,473.69

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$30,294.74 x 6 years as a Client
= \$181,768.42 Cost Savings!*

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx. Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Milford High	2,709,395	\$10,045.62	\$13,444.02	\$19,658.21	\$43,147.85
Jacques Memorial	829,645	\$3,245.38	\$4,116.70	\$6,019.55	\$13,381.63
Milford Middle	2,118,825	\$7,652.51	\$10,513.61	\$15,373.28	\$33,539.41
Heron Pond Elementary	2,366,295	\$8,164.40	\$11,741.56	\$17,168.82	\$37,074.78
Sage School	128,480	\$533.63	\$637.52	\$932.20	\$2,103.34
SAU #40 District	170,090	\$670.03	\$843.99	\$1,234.10	\$2,748.12
Total	8,322,730	\$30,311.59	\$41,297.39	\$60,386.15	\$131,995.12

SPC Equipment Bids:

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

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Milford High	54,020	\$3,133.29
Jacques Memorial	70,810	\$3,536.96
Milford Middle	40,515	\$2,143.30
Heron Pond Elementary	43,435	\$2,213.27
Sage School	25,185	\$1,257.99
SAU #40 District	12,410	\$619.88
<i>Total</i>	246,375	\$12,904.68

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **No CPC increase for current year.**

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
Axis Business Solutions	Black Network Printer	730	\$0.01000	\$7.30	\$0.01000	\$7.30
Axis Business Solutions	Color Network Printer	7,300	\$0.01000	\$73.00	\$0.01000	\$73.00
Konica-Minolta Business Solutions	Black Laser MFP	53,655	\$0.00390	\$209.25	\$0.00390	\$209.25
Konica-Minolta Business Solutions	Black Network Printer	586,190	\$0.00613	\$3,593.34	\$0.00613	\$3,593.34
Konica-Minolta Business Solutions	Black Photocopier	5,065,105	\$0.00320	\$16,208.34	\$0.00320	\$16,208.34
Konica-Minolta Business Solutions	Black Photocopier	1,995,090	\$0.00390	\$7,780.85	\$0.00390	\$7,780.85
Konica-Minolta Business Solutions	Color Network Printer	18,980	\$0.00613	\$116.35	\$0.00613	\$116.35
Konica-Minolta Business Solutions	Color Photocopier	595,680	\$0.00390	\$2,323.15	\$0.00390	\$2,323.15
Total		8,322,730	\$0.00364	\$30,311.59	\$0.00364	\$30,311.59

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **No CPC increase for current year.**

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
Axis Business Solutions	Color Network Printer	5,475	\$0.10000	\$547.50	\$0.10000	\$547.50
Konica-Minolta Business Solutions	Color Network Printer	51,465	\$0.05625	\$2,894.91	\$0.05625	\$2,894.91
Konica-Minolta Business Solutions	Color Photocopier	189,435	\$0.04995	\$9,462.28	\$0.04995	\$9,462.28
Total		246,375	\$0.05238	\$12,904.68	\$0.05238	\$12,904.68

Reprographic Equipment Assessment

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

Total Number of Units	104
Total Number of Units on Lease	90
Total Number of Units Owned	14
Lease Company	Northway Bank
Lease Start Date	6/1/2014
Lease End Date	8/1/2018
Term	5 Annual
Annual Payment usually due on 8/1	\$60,386.15
Remaining Payments	3

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

Leased Equipment

Building	Make/Model	Serial Number
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000924
Heron Pond Elementary	Konica Minolta BHC654	A2X1017005047
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000913
Heron Pond Elementary	Konica Minolta MC3730	A0VD017300211
Heron Pond Elementary	Konica Minolta BH4050	A6VF011003713
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000920
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000910
Heron Pond Elementary	Konica Minolta BH951	A4EW011003850
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000943
Heron Pond Elementary	Konica Minolta BH4000P	A63R011004639
Heron Pond Elementary	Konica Minolta BH951	A4EW011003869
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000927
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000907
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000900
Heron Pond Elementary	Konica Minolta BH951	A4EW011003855
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000902
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000944
Heron Pond Elementary	Konica Minolta MC3730	A0VD017300303
Heron Pond Elementary	Konica Minolta MC3730	A0VD017300248
Heron Pond Elementary	Konica Minolta BH951	A4EW011003874
Jacques Memorial	Konica Minolta BH3300P	A63P011000815
Jacques Memorial	Konica Minolta BH4050	A6VF011003289
Jacques Memorial	Konica Minolta BH3300P	A63P011000955
Jacques Memorial	Konica Minolta BH754	A55V017001536
Jacques Memorial	Konica Minolta BHc364	A5C1011015966
Jacques Memorial	Konica Minolta BH754	A55V017001486
Milford High	Konica Minolta MC3730	A0VD017300305
Milford High	Konica Minolta BH951	A4EW011003776

Building	Make/Model	Serial Number
Milford High	Konica Minolta MC3730	A0VD017300304
Milford High	Konica Minolta BH951	A4EW011003770
Milford High	Konica Minolta BH4050	A6VF011003706
Milford High	Konica Minolta BH3300P	A63P011000677
Milford High	Konica Minolta BH3300P	A63P011000659
Milford High	Konica Minolta BHC654	A2X1017005078
Milford High	Konica Minolta BH3300P	A63P011000678
Milford High	Konica Minolta BH3300P	A63P011000662
Milford High	Konica Minolta BH3300P	A63P011000689
Milford High	Konica Minolta BH3300P	A63P011000680
Milford High	Konica Minolta BH4000P	A63R011004715
Milford High	Konica Minolta BH951	A4EW011003565
Milford High	Konica Minolta BH3300P	A63P011000670
Milford High	Konica Minolta BH3300P	A63P011000667
Milford High	Konica Minolta BH3300P	A63P011000695
Milford High	Konica Minolta BH3300P	A63P011000676
Milford High	Konica Minolta BH3300P	A63P011000681
Milford High	Konica Minolta MC3730	A0VD017300325
Milford High	Konica Minolta BH3300P	A63P011000679
Milford High	Konica Minolta BH3300P	A63P011000691
Milford High	Konica Minolta BH3300P	A63P011000671
Milford High	Konica Minolta BH4000P	A63R011004713
Milford High	Konica Minolta BH3300P	A63P011000690
Milford High	Konica Minolta BH3300P	A63P011000673
Milford High	Konica Minolta BH4000P	A63R011004718
Milford High	Konica Minolta BH3300P	A63P011000682
Milford High	Konica Minolta BH3300P	A63P011000672
Milford High	Konica Minolta BH454E	A61E011001843
Milford High	Konica Minolta BH4000P	A63R011004681
Milford Middle	Konica Minolta BH3300P	A63P011000791

Building	Make/Model	Serial Number
Milford Middle	Konica Minolta MC3730	A0VD017300299
Milford Middle	Konica Minolta BH754	A55V017001545
Milford Middle	Konica Minolta MC3730	A0VD017300292
Milford Middle	Konica Minolta MC3730	A0VD017300280
Milford Middle	Konica Minolta BH3300P	A63P011000952
Milford Middle	Konica Minolta BH3300P	A63P011000738
Milford Middle	Konica Minolta BH3300P	A63P011000939
Milford Middle	Konica Minolta BH951	A4EW011003907
Milford Middle	Konica Minolta BH3300P	A63P011000925
Milford Middle	Konica Minolta BH3300P	A63P011000776
Milford Middle	Konica Minolta BH3300P	A63P011000780
Milford Middle	Konica Minolta BH3300P	A63P011000781
Milford Middle	Konica Minolta MC3730	A0VD017300322
Milford Middle	Konica Minolta BH3300P	A63P011000787
Milford Middle	Konica Minolta BH4050	A6VF011003302
Milford Middle	Konica Minolta BH3300P	A63P011000784
Milford Middle	Konica Minolta BH4000P	A63R011004725
Milford Middle	Konica Minolta BH3300P	A63P011000777
Milford Middle	Konica Minolta BHC654	A2X1017005061
Milford Middle	Konica Minolta BH3300P	A63P011000786
Milford Middle	Konica Minolta BH3300P	A63P011000655
Milford Middle	Konica Minolta BH3300P	A63P011000779
Milford Middle	Konica Minolta MC3730	A0VD017300301
Milford Middle	Konica Minolta BH951	A4EW011003901
Milford Middle	Konica Minolta BH3300P	A63P011000794
Milford Middle	Konica Minolta BH3300P	A63P011000737
Sage School	Konica Minolta BH3300P	A63P011000867
Sage School	Konica Minolta BHc364	A5C1011014390
Sage School	Konica Minolta BH554E	A61D011002457
SAU #40 District	Konica Minolta BHC654	A2X1017005067

Building	Make/Model	Serial Number
SAU #40 District	Konica Minolta BH3300P	A63P011000882
SAU #40 District	Konica Minolta BH454E	A61E011001863

Owned Equipment

Building	Make/Model	Serial Number
Milford High	Konica Minolta BH751	A0PN011000764
Milford High	Konica Minolta BH362	A0R7011004616
Milford High	Konica Minolta BH361	A0R7011004630
Milford High	Konica Minolta BH361	A0R7011004671
Milford High	HP Color Laser Jet 4600	JPGMC52652
Milford High	HP Laser Jet 5100	CNGN141761
Milford High	Konica Minolta BH751	A0PN011000116
Milford High	Konica Minolta BH751	A0PN011000138
Milford Middle	Konica Minolta BH362	A0R7011004622
Milford Middle	Konica Minolta BH751	A0PN011000747
SAU #40 District	HP Color Laser Jet 4600	JPGMF43635
SAU #40 District	HP Color Laser Jet 4600	JPDKB41972
SAU #40 District	HP Color Laser Jet 4600	JPCKF34837
SAU #40 District	HP Color Laser Jet 4600	JPAKF02878



SERVICE AND SUPPLY CONTRACT - CLIENT

Specialized Purchasing Consultants (“SPC”) hereby contracts with _____ (“Client”) to provide comprehensive services, supplies, and maintenance to equipment described on Schedule A (“Equipment”) using the Contracted Vendor shown below at a cost per print shown on said Schedule A, commencing on _____ and terminating on June 30, _____. This Service and Supply Contract (“Contract”) shall exclude only the cost of paper, transparencies, and staples. Refer to Schedule A for Additional Provisions, if any.

SPC assumes responsibility for all billing and vendor payment. SPC shall invoice Client one-half of the annual projected number of pages multiplied by the cost per print listed on Schedule A. This semi-annual billing will take place July 1 and January 1. Actual meter reads will be collected by SPC either electronically or from Client staff during the month of June. A final Reconciliation spreadsheet and invoice will then be completed and sent to client. Upon payment of each billing invoice during the year, SPC will reimburse Contracted Vendor appropriately. Client is responsible for making payment in full within 30 days of said invoicing to avoid suspension of supplies by Contracted Vendor.

On July 1 of each calendar year during the afore-mentioned term, SPC shall credit Client any unused prepaid pages to Client if fewer copies were made by Client during the Contract period ending on or before June 30 annually than were originally estimated under this Contract for such period. If more pages were consumed than billed in the combined semi-annual billing, an overage invoice will be generated. Following semi-annual billing will be based on previous year volume.

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

Client may terminate Contract at any time with a 30-day written notice. Client will be required to provide final meter reads on all Equipment listed on Schedule A, including those added during the Contract term. Any credits owed to Client after reconciling actual usage versus projected will be paid to Client. Client must return any unused consumables to Contracted Vendor.

AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date: _____

Signature: _____

Named Contracted Vendor: *Vendor*

WARRANTY

Vendor ("Contracted Vendor") hereby warrants to _____ ("Client") that, if any such Equipment described on Schedule B attached hereto malfunctions through no fault of Client during the term commencing on _____ and terminating on June 30, _____, and such Equipment cannot be repaired promptly, Contracted Vendor, *through Specialized Purchasing Consultants*, will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Client. Refer to Schedule B for Additional Provisions to this Warranty.

The only exclusions to this Warranty are as follows:

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

**AGREED AND ACCEPTED BY:
Vendor**

By: John Cox

Title: Market Vice President

Date:

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By:

Title:

Date:

Signature: _____

StarDoc User Names

Name	User Name
Anthony Demarco	ADeMarco@sau40.com
Bradford Craven	bcraven@sau40.com
Chantal Alcox	calcox@sau40.com
Diane Smith	DiSmith@sau40.com
Gale Ellwood	gellwood@sau40.com
Irene Soucy	isoucy@sau40.com
Jen Burk	jburk@sau40.com
Jerry Stajduhar	jstajduhar@sau40.com
Jill Jarvis	jjarvis@sau40.com
Jill Larro	jlarro@sau40.com
Johanna Johnson	jjohnson@sau40.com
Karla Lessard	klessard@sau40.com
Nancy Maguire	nmaguire@sau40.com
Peter Bonaccorsi	pbonaccorsi@sau40.com
Sandy Creighton	screighton@sau40.com

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

**2012****STARDOC created**

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

2013**Daily Tracking**

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

2014**Monthly Audits**

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

2015**New Mapping Options & Asset Management**

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



New Feature: IT Asset Management

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

IT Asset Management

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

Filters

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

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

Search

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

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



New Feature: IT Asset Management

Building: Bass Elementary

Floor/Wing: 1

There are 10 devices on this map

5 Device Type(s) Selected Show: Proposed

Building: Bass Elementary
Room: Hallway 4

Model: TP-LINK 2000 NAT+

Type: Wireless Access Point
Serial Number: 234
IP Address: 192.168.1.2
MAC Address: ABC123

Management URL: 192.168.1.2:28604
Hostname: HALL4
Domain: Primary
Date Purchased: 2015-03-31
Warranty Expiration: 2016-03-30

Notes: Another custom note

Instructions

To view the device information click on a device icon.

To move a device to a new location click and drag an icon from its current location to a new location

When you drop the device at its new location a window will be displayed to enter the new room number or name. Click the OK button to confirm the room change. Click the cancel button to return the device to its original location.

Specialized Purchasing Consultants Skip Tilton stilton@spccopypro.com 800.750.1538

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SPC STAR Doc

Legend:

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

☐ Enable Row Hover

Search:

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

Showing 1 to 10 of 10 entries

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

[Edit Other Devices](#)



Benefits of partnering with SPC

Top Benefits to **our CLIENTS**:

1. Cooperative Buying

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

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will ***save you money*** benefiting from the combined purchasing power of more than 90 clients with over 3,443 devices doing more than 314 million copies and prints per year. In 2013 we purchased approximately 1,000 printing devices.
- We will ***save you time*** by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.
- We will ***save you frustration***. We manage your contracts for up to five years from the date of installation.

2. Exclusive STAR Doc Software

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

3. Simplified Billing Program

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

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

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

Based on current actual volumes and CPCs, SPC has generated

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

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



SPC Values Our Vendors

Overall Benefits to our VENDORS

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

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