



***Specialized Purchasing Consultants***

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[www.spccopypro.com](http://www.spccopypro.com)

# **2016-2017 Annual Report**

## **Year - End Photocopier Analysis**

**With projected costs for 2017-18**

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



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

September 2017

Skip Tilton  
President

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

Dear Jen:

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

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is **now 8 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

During our meeting with you to review this report, we would like to take some time to review our current services and discuss how these are being utilized in your district. We also welcome suggestions for improvement to enhance your experience with SPC.

Again, we appreciate the opportunity to continue to provide you with the best possible pricing, service, and equipment. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton  
President

# ***Table of Contents***

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The SPC Team...	3
Equipment Health Status	4
Aging Equipment Summary	5
Warranty Replaced Machines	7
Annual Black Volume by Building	8
Annual Black Volume Overall	9
Average Student to Copy Usage – Black Only	10
Cost Comparison - Black Only	11
Annual Color Volume by Building	12
Annual Color Volume Overall	13
Average Student to Copy Usage – Color Only	14
Cost Comparison – Color Only	15
Color to Total Volume Percentage	16
Usage Profile for Service & Supplies	17
SPC Service & Supply Cost Savings	56
Projected Equipment Costs by Building - Black	57
Projected Equipment Costs by Building - Co	58
Service & Supply Usage Profile by Vendor - Black	59
Service & Supply Usage Profile by Vendor - Color	60
Reprographic Equipment Assessment	61
Leased Equipment	62
Owned Equipment	65
Service and Supply Contract - Client	66
Warranty	67
StarDoc User Names	68
StarDoc History	69
Top Benefits to our CLIENTS	72
Overall Benefits to our VENDORS	73

## ***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 our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices

possible while improving the quality of your service and equipment, as well as providing ways to increase your equipment reliability and the ability to monitor and track usage variations throughout the year to keep your costs under control.



***Jessica Paradis***

***Accounting Coordinator***

As the new accounting director for SPC, my focus is to ensure transactions are handled with importance, accuracy, and timeliness. My goal is for all communication, with client or vendor, to be satisfactory for all parties. I am

excited to be part of this team, and I am available to answer any billing or contract questions you may have.

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



***Pam Weed***

***Client-Vendor Relations***

It is always my goal to ensure a good working relationship between clients and vendors. This applies to billing, upgrades, equipment reliability, and everything in between. I am available to assist you with smooth transitions and quick resolutions.

***Joel Heffernan***

***Implementation Specialist***

With over 40 years of experience in the copier/printer industry, I am able to deliver knowledgeable assistance before, during, and after equipment changeover. I am available to our clients to address any concerns they may have and to assure our clients have a pleasant experience with SPC.



***Robert Dutil***

***Director of Information Technology***

I work behind the scenes to keep everything running smoothly. I appreciate SPC's honesty, work ethic and loyalty, and it is my goal to make sure SPC has the tools it needs to continue improving their technology to better serve their clients and to be as productive as possible. 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.

# Equipment Health Status

Total Number of Machines:	105
Total Black Photocopiers	27
Total Color Photocopiers	6
Total Black Network Printers	55
Total Color Network Printers	17
Total Removed from Service:	1
# of Units OFF Warranty:	6
# of Units Approaching End of Warranty:	20
# of Units Overused:	0
# of Units Underused:	0
Commencement Date:	6/1/2014
# of Annual Payments Left on Lease	1
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,

It has been Four years since your last upgrade and you could benefit from an onsite visit and an upgrade since costs have come down over the years. You have 20 machines that are nearing the end of warranty as well as 6 that are already expired. These were machines that were carried over from your previous lease and you own outright. In order to stay ahead of your reliability curve, that upgrade could take place as early as the Summer of 2018 or after 8-1-2018 when you have made your last payment. I am confident that there are other needs that an onsite visit will be able to address.

If we did an upgrade in 2018 however we would extend the life and warranty on a large portion of your equipment for another five years. One of our responsibilities as a consultant firm is to make sure you maximize your capital investment as well as minimize the cost of operation on your service contracts.

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.**

<b>Building</b>	<b>Department</b>	<b>Make / Model</b>	<b>Serial Number</b>	<b>Vendor Name</b>	<b>Intro Date</b>
Heron Pond Elementary	Computer Lab - Room 120	Konica Minolta MC 3730	A0VD017300211	KMBS	11/2010
Heron Pond Elementary	Room 308	Konica Minolta MC 3730	A0VD017300248	KMBS	11/2010
Heron Pond Elementary	Room 910	Konica Minolta MC 3730	A0VD017300303	KMBS	11/2010
Milford High	Drafting - Room 143	Konica Minolta BH362	A0R7011004616	KMBS	02/2009
Milford High	Graphic Arts - Room 132	Konica Minolta BH361	A0R7011004630	KMBS	09/2008
Milford High	Graphic Arts - Room 132	Konica Minolta MC 3730	A0VD017300325	KMBS	11/2010
Milford High	Graphic Arts - Room 134	HP Laser Jet 5100	CNGN141761	AXIS	04/2003
Milford High	Library - Room 188	Konica Minolta MC 3730	A0VD017300304	KMBS	11/2010
Milford High	Library - Room 188	Konica Minolta BH751	A0PN011000116	KMBS	12/2008
Milford High	Main Office	HP Color Laser Jet 4600	JPGMC52652	AXIS	06/2001
Milford High	Marketing - Room 217	Konica Minolta BH751	A0PN011000764	KMBS	12/2008
Milford High	Music - Room 102A	Konica Minolta BH361	A0R7011004671	KMBS	09/2008
Milford High	Room 316	Konica Minolta MC 3730	A0VD017300305	KMBS	11/2010
Milford High	Special Education - Room 209	Konica Minolta BH751	A0PN011000138	KMBS	12/2008
Milford Middle	Art - Room 503	Konica Minolta MC 3730	A0VD017300280	KMBS	11/2010
Milford Middle	Computer Lab - Room 302	Konica Minolta MC 3730	A0VD017300322	KMBS	11/2010
Milford Middle	Computer Lab - Room 304	Konica Minolta MC 3730	A0VD017300299	KMBS	11/2010
Milford Middle	Guidance Office	Konica Minolta BH751	A0PN011000747	KMBS	12/2008
Milford Middle	Library	Konica Minolta BH362	A0R7011004622	KMBS	02/2009
Milford Middle	Room 505	Konica Minolta MC 3730	A0VD017300292	KMBS	11/2010

<b>Building</b>	<b>Department</b>	<b>Make / Model</b>	<b>Serial Number</b>	<b>Vendor Name</b>	<b>Intro Date</b>
Milford Middle	Teachers' Room Center - Room 137	Konica Minolta MC 3730	A0VD017300261	KMBS	11/2010
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	JPDKB41972	AXIS	06/2001
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	JPAKF02878	AXIS	06/2001

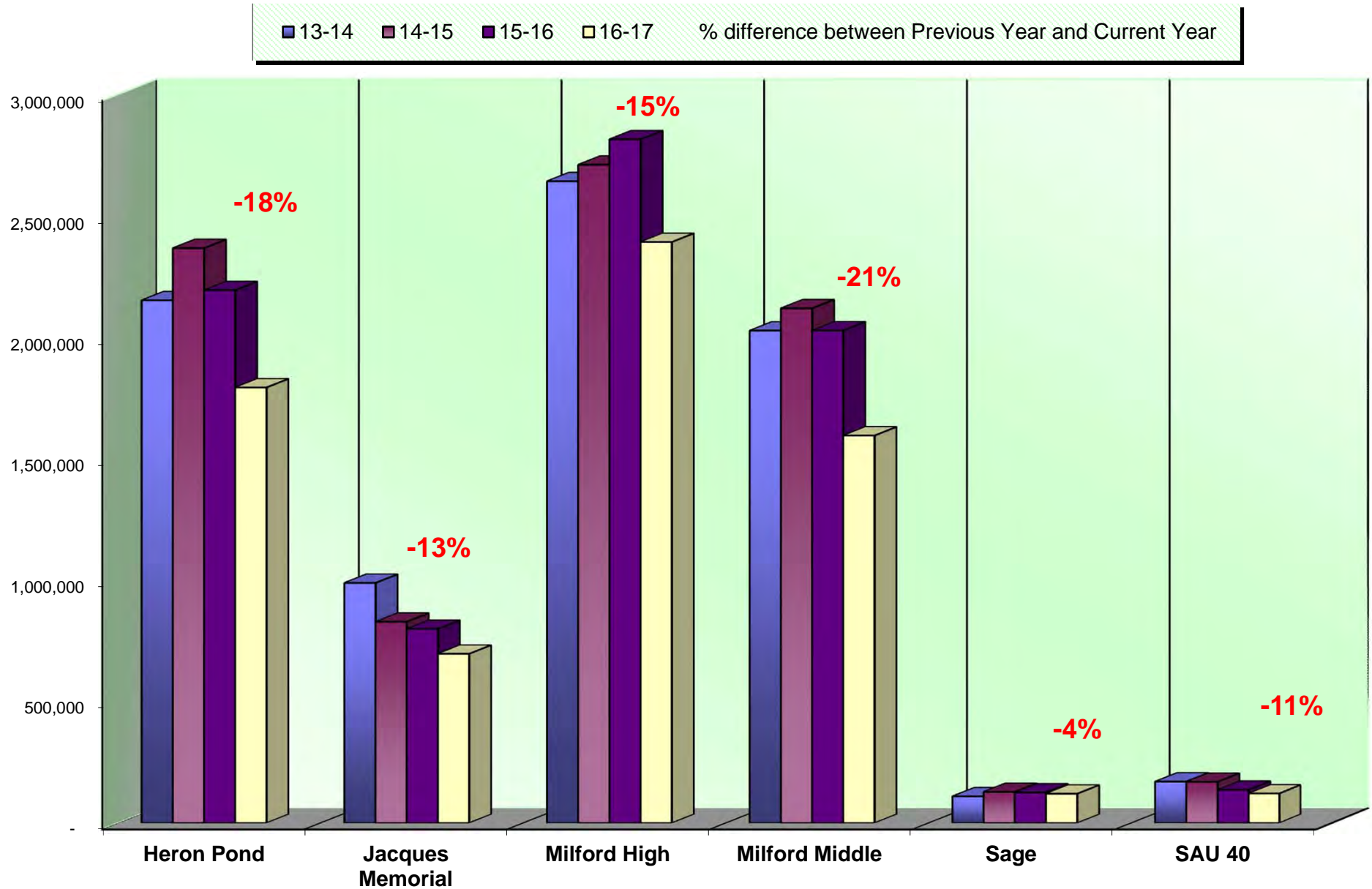
## **Warranty Replaced Machines**

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

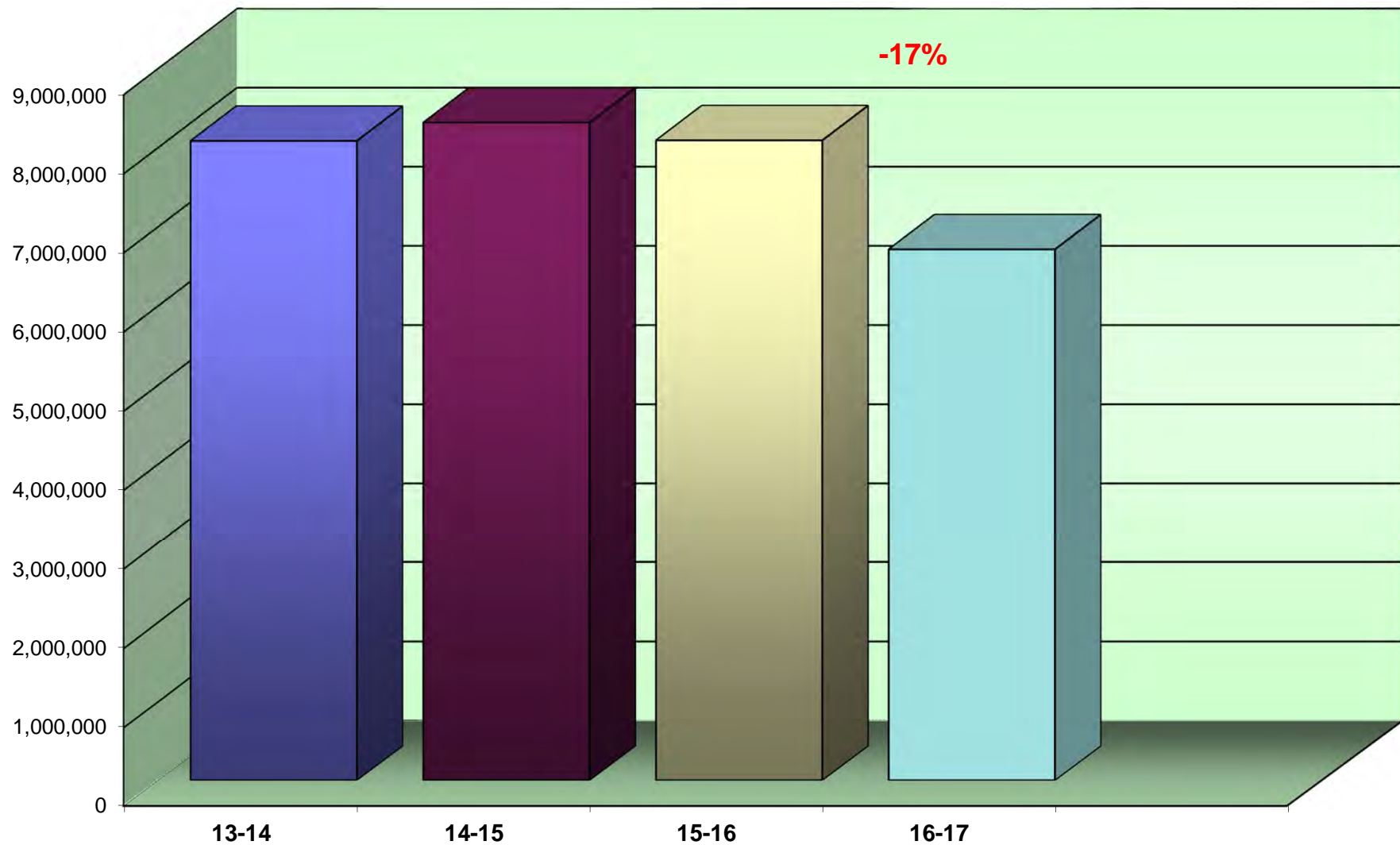
<b>Building</b>	<b>Department / Room</b>	<b>Make Model</b>	<b>Serial #</b>	<b>Vendor Id #</b>	<b>Date of Trade</b>
Milford Middle	Teachers' Room Center - Room 137	Konica Minolta MC 3730	A0VD017300301	88024395	4/3/2017



## Annual Black Volume by Building



## Annual Black Volume Overall



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

## 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	644	1,793,195	\$31,515.48	2,784	\$48.94
Jacques Memorial	262	697,924	\$12,552.18	2,664	\$47.91
Milford High	828	2,391,513	\$42,329.47	2,888	\$51.12
Milford Middle	595	1,595,543	\$28,227.76	2,682	\$47.44
Sage Program	25	121,055	\$2,204.78	4,842	\$88.19
SAU #40 District	0	121,970	\$2,193.77	0	\$0.00
<b>Totals</b>	<b>2,354</b>	<b>6,721,200</b>	<b>\$119,023.44</b>	<b>2,855</b>	<b>\$50.56</b>

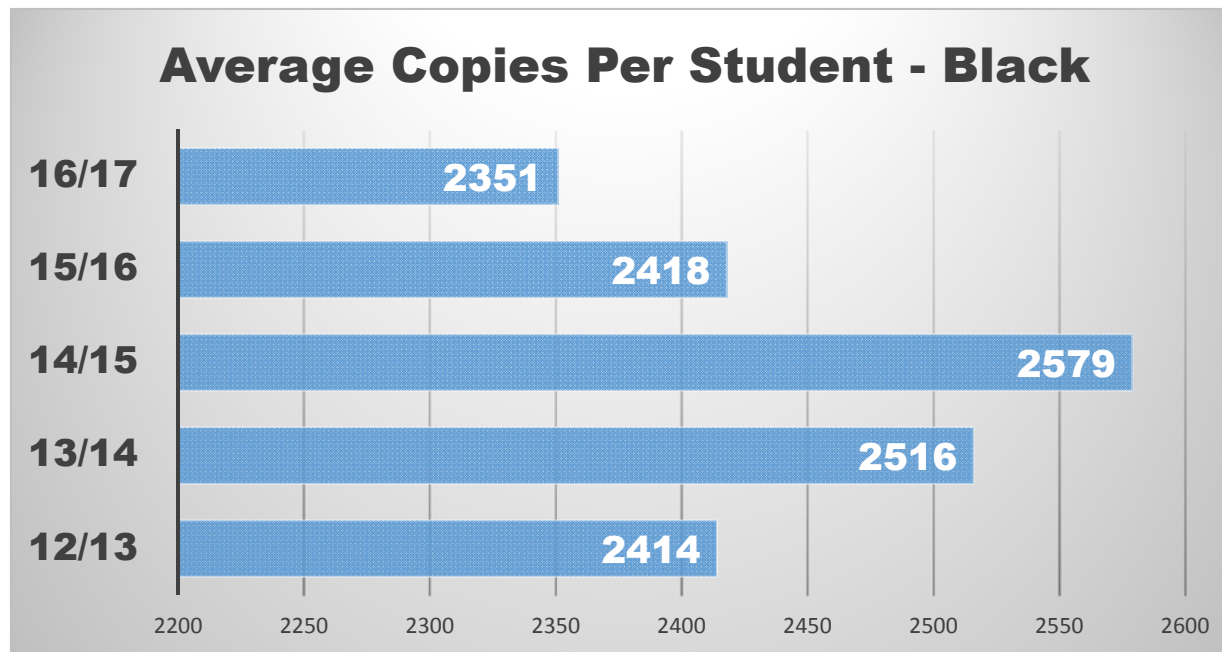
*\*Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

## Cost Comparison - Black Only

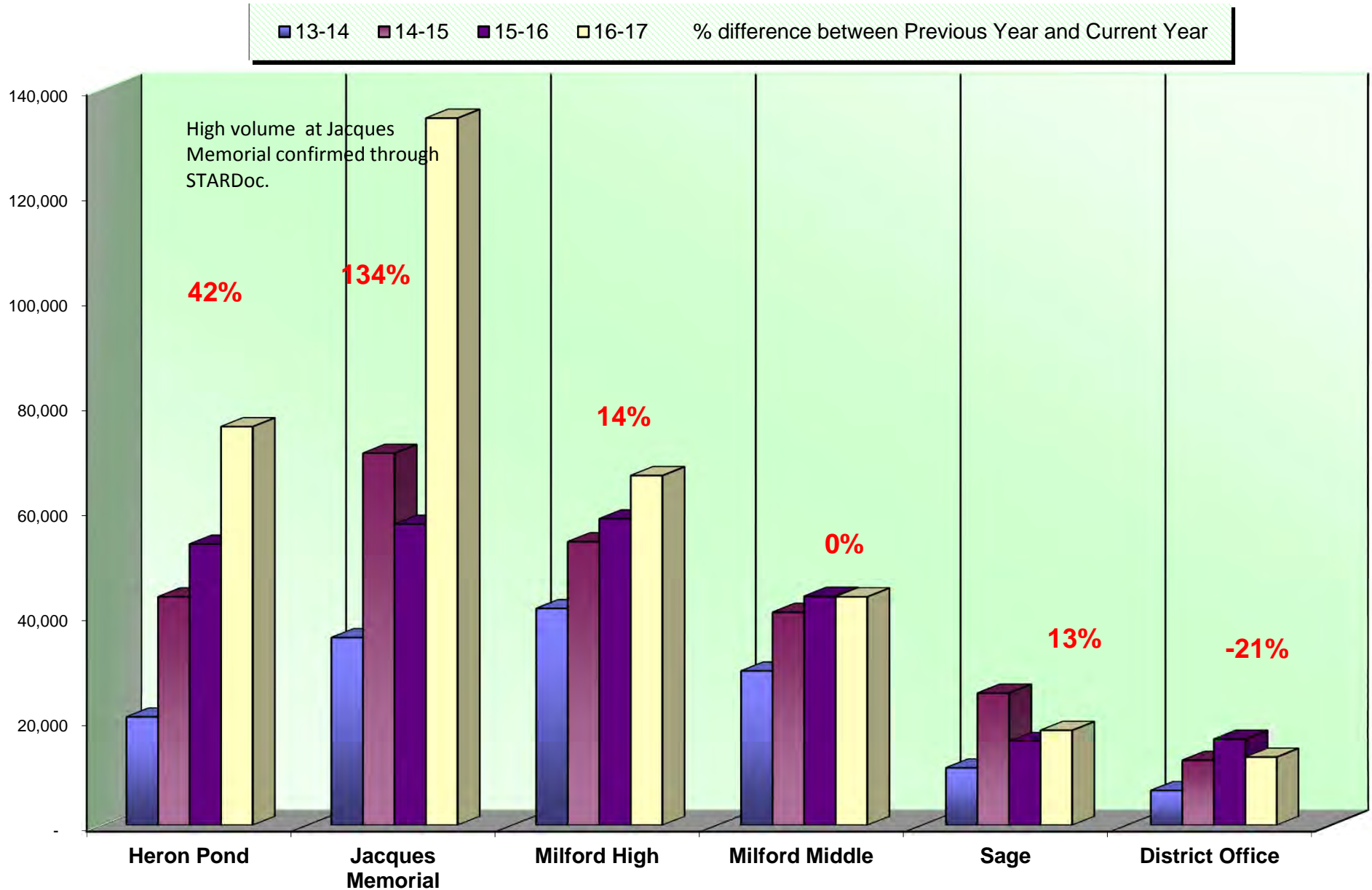
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
<b>All Schools w/student populations</b>	<b>85,149</b>	<b>200,180,673</b>	<b>\$3,977,633.44</b>	<b>2,351</b>	<b>\$46.71</b>

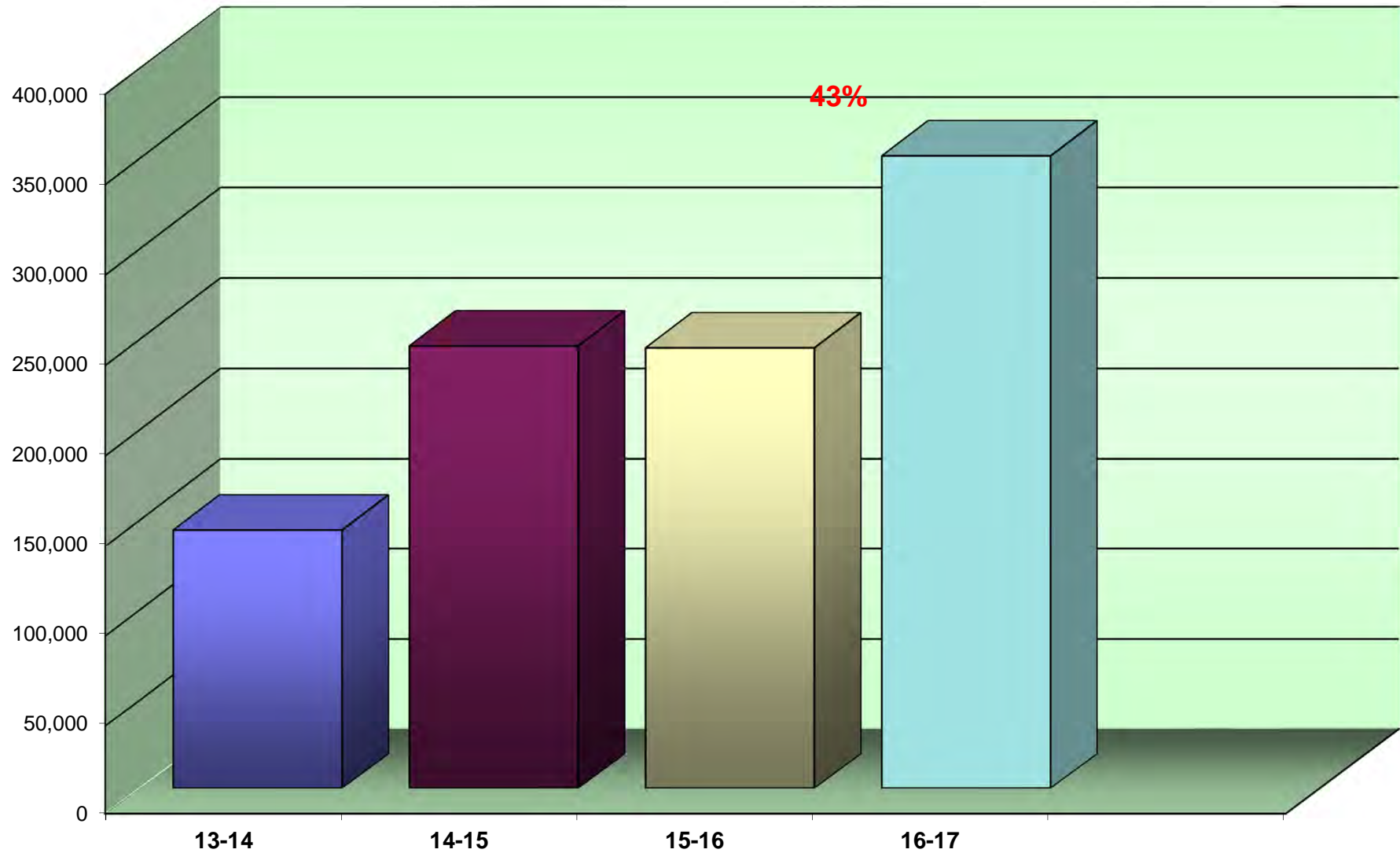
*\*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*



## Annual Color Volume by Building



## Annual Color Volume Overall



## 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	644	75,857	\$4,030.37	118	\$6.26
Jacques Memorial	262	134,391	\$6,942.64	513	\$26.50
Milford High	828	66,575	\$3,823.60	80	\$4.62
Milford Middle	595	43,435	\$2,323.67	73	\$3.91
Sage Program	25	18,130	\$936.60	725	\$37.46
SAU #40 District	0	13,020	\$672.61	0	\$0.00
<b>Totals</b>	<b>2,354</b>	<b>351,408</b>	<b>\$18,729.49</b>	<b>149</b>	<b>\$7.96</b>

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

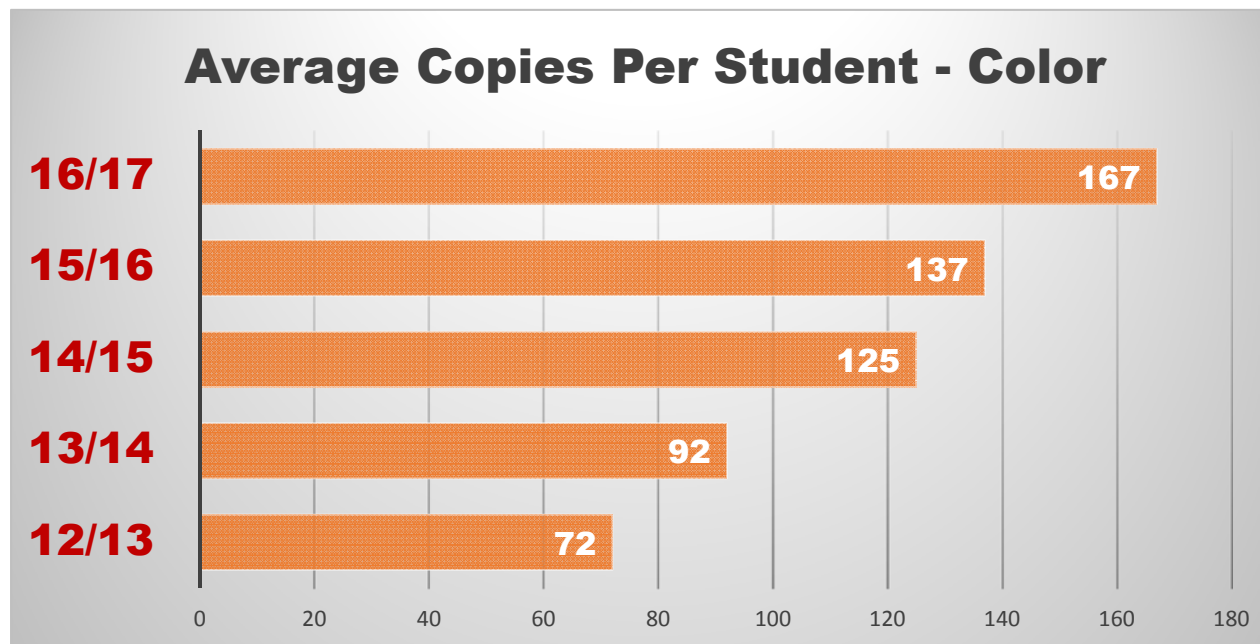


### Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 54 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.

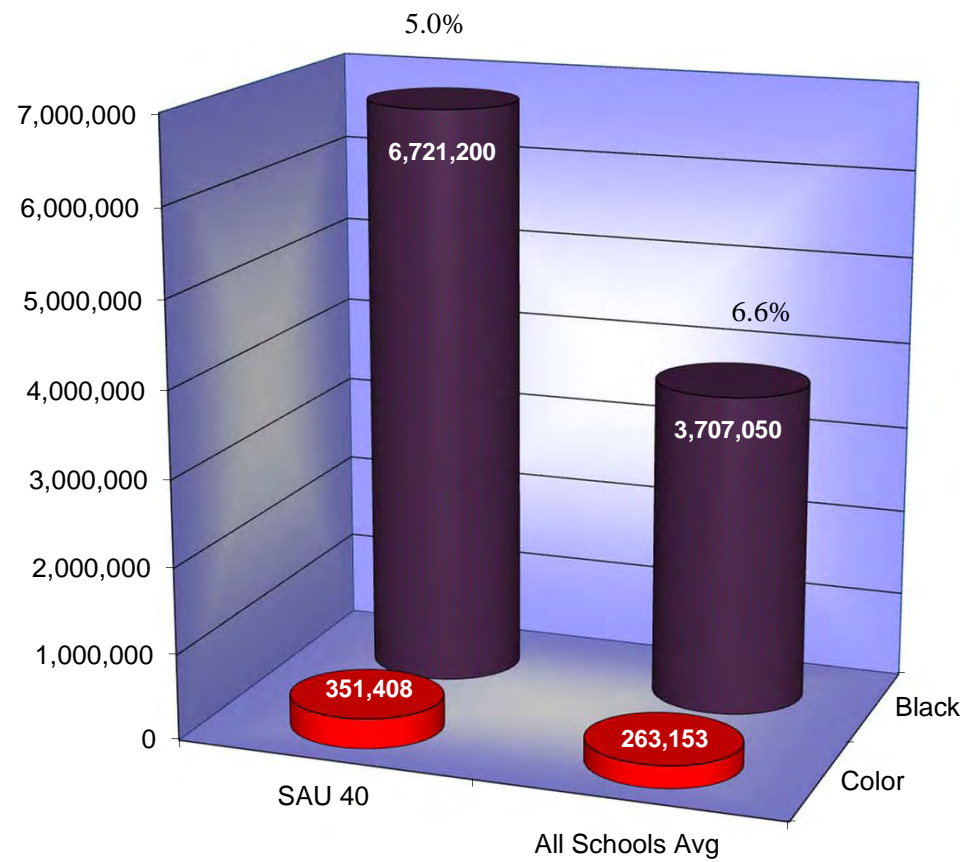
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
<b>All Schools w/student populations</b>	<b>85,149</b>	<b>14,210,264</b>	<b>\$726,269.21</b>	<b>167</b>	<b>\$8.53</b>

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





## Color to Total Volume Percentage



## 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>Date of Last Upgrade: 6/1/2014</i>			
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HERON POND ELEMENTARY</b>					
<b>Computer Lab - Room 120</b>					
Konica Minolta MC 3730 / 25 PPM	6,848	9,035	2,187	\$0.006190	7 years from Intro.
A0VD017300211 / 88021553				\$13.54	
500,000 / 11/2010	12,209	16,958	4,749	\$0.05681	
Color Network Printer				\$269.79	
<b>KMBS</b>					
<b>Food Service - Room 133</b>					
Konica Minolta BH4050 / 42 PPM	58,783	78,010	19,227	\$0.003940	None at this time.
A6VF011003713 / 88024336				\$75.75	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
<b>KMBS</b>					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>HERON POND ELEMENTARY</b>						
<b>Main Office</b>						
Konica Minolta BHC654 / 65 PPM A2X1017005047 / 93576352 3,000,000 / 02/2012 Color Photocopier	322,210  76,977	419,406  135,691	97,196  58,714	\$0.003940 \$382.95 \$0.05045 \$2,962.12	None at this time.	
<b>KMBS</b>						
<b>Media Center - Room 112</b>						
Konica Minolta BH3300P / 35 PPM A63P011000913 / 88021551 750,000 / 04/2013 Black Network Printer	16,334  0	23,178  0	6,844  0	\$0.006190 \$42.36 \$0.00000 \$0.00	None at this time.	
<b>KMBS</b>						
<b>Room 216</b>						
Konica Minolta BH3300P / 35 PPM A63P011000920 / 88021554 750,000 / 04/2013 Black Network Printer	26,864  0	41,324  0	14,460  0	\$0.006190 \$89.51 \$0.00000 \$0.00	None at this time.	
<b>KMBS</b>						

<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>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HERON POND ELEMENTARY</b>					
<b>Room 220</b>					
Konica Minolta BH3300P / 35 PPM	16,051	22,619	6,568	\$0.006190	None at this time.
A63P011000910 / 88021555				\$40.66	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Room 220 - Work Room</b>					
Konica Minolta BH951 / 95 PPM	1,062,349	1,495,245	432,896	\$0.003230	None at this time.
A4EW011003850 / 93575087				\$1,398.25	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
<b>Room 308</b>					
Konica Minolta MC 3730 / 25 PPM	883	2,087	1,204	\$0.006190	7 years from Intro.
A0VD017300248 / 88021552				\$7.45	
500,000 / 11/2010	2,382	5,670	3,288	\$0.05681	
Color Network Printer				\$186.79	
<b>KMBS</b>					

					Date of Last Upgrade: 6/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
HERON POND ELEMENTARY					
Room 312					
Konica Minolta BH3300P / 35 PPM	18,431	40,399	21,968	\$0.006190	None at this time.
A63P011000943 / 88021556				\$135.98	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 416					
Konica Minolta BH3300P / 35 PPM	61,563	83,189	21,626	\$0.006190	None at this time.
A63P011000924 / 88021557				\$133.86	
750,000 / 04/2013	0	0	0	\$0.00000	
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>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HERON POND ELEMENTARY</b>					
<b>Room 510 - Work Room</b>					
Konica Minolta BH4000P / 42 PPM	33,154	49,806	16,652	\$0.006190	None at this time.
A63R011004639 / 88021562				\$103.08	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
Konica Minolta BH951 / 95 PPM	999,185	1,344,584	345,399	\$0.003230	None at this time.
A4EW011003869 / 93576361				\$1,115.64	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
<b>Room 610</b>					
Konica Minolta BH3300P / 35 PPM	26,046	50,471	24,425	\$0.006190	None at this time.
A63P011000927 / 88021559				\$151.19	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 6/1/2014	
	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
HERON POND ELEMENTARY						
Room 808						
Konica Minolta BH3300P / 35 PPM	29,169	46,245	17,076	\$0.006190	None at this time.	
A63P011000900 / 88021561				\$105.70		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Room 808 - Work Room						
Konica Minolta BH951 / 95 PPM	1,143,482	1,593,240	449,758	\$0.003230	None at this time.	
A4EW011003855 / 93575089				\$1,452.72		
5,000,000 / 06/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Room 814						
Konica Minolta BH3300P / 35 PPM	34,871	46,118	11,247	\$0.006190	None at this time.	
A63P011000902 / 88021564				\$69.62		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 6/1/2014</i>
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>HERON POND ELEMENTARY</b>					
<b>Room 906</b>					
Konica Minolta BH3300P / 35 PPM	28,013	40,529	12,516	\$0.006190	None at this time.
A63P011000944 / 88021563				\$77.47	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Room 910</b>					
Konica Minolta MC 3730 / 25 PPM	1,845	4,348	2,503	\$0.006190	7 years from Intro.
A0VD017300303 / 93485561				\$15.49	
500,000 / 11/2010	5,485	14,591	9,106	\$0.05681	
Color Network Printer				\$517.31	
<b>KMBS</b>					



					Date of Last Upgrade: 6/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2016-17		
Vendor	7/1/2016 Meter	6/30/2017 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
HERON POND ELEMENTARY					
Staff - Room 712					
Konica Minolta BH3300P / 35 PPM	36,808	38,428	1,620	\$0.006190	None at this time.
A63P011000907 / 88021560				\$10.03	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM	637,809	925,632	287,823	\$0.003230	None at this time.
A4EW011003874 / 93576362				\$929.67	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			1,793,195	\$6,350.93	
Subtotals Color			75,857	\$3,936.02	

<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>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>JACQUES MEMORIAL</b>						
<b><i>Kitchen - Room 1015</i></b>						
Konica Minolta BH4050 / 42 PPM	12,575	19,973	7,398	\$0.003940	None at this time.	
A6VF011003289 / 88024378				\$29.15		
1,000,000 / 02/2014	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
<b>KMBS</b>						
<b><i>Main Office</i></b>						
Konica Minolta BHc364 / 36 PPM	136,580	220,863	84,283	\$0.003940	None at this time.	
A5C1011015966 / 93575083				\$332.08		
750,000 / 06/2012	158,180	292,571	134,391	\$0.05045		
Color Photocopier				\$6,780.03		
<b>KMBS</b>						
<b><i>Room 1012</i></b>						
Konica Minolta BH3300P / 35 PPM	6,370	7,360	990	\$0.006190	None at this time.	
A63P011000815 / 88024379				\$6.13		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>KMBS</b>						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 6/1/2014	
	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
JACQUES MEMORIAL						
Room 1055						
Konica Minolta BH3300P / 35 PPM	2,947	4,552	1,605	\$0.006190	None at this time.	
A63P011000955 / 88024380				\$9.93		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Teachers' Lounge - Room 1007						
Konica Minolta BH754 / 75 PPM	823,876	1,173,301	349,425	\$0.003940	None at this time.	
A55V017001536 / 93575072				\$1,376.73		
4,000,000 / 03/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Teachers' Lounge - Room 1053						
Konica Minolta BH754 / 75 PPM	648,011	902,234	254,223	\$0.003940	None at this time.	
A55V017001486 / 93575074				\$1,001.64		
4,000,000 / 03/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Subtotals Black			697,924	\$2,755.66		
Subtotals Color			134,391	\$6,780.03		

<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>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MILFORD HIGH</b>					
<b>Computer Lab - Room 139</b>					
Konica Minolta BH3300P / 35 PPM	5,629	6,026	397	\$0.006190	None at this time.
A63P011000671 / 88021574				\$2.46	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Computer Lab - Room 185A</b>					
Konica Minolta BH3300P / 35 PPM	8,596	11,155	2,559	\$0.006190	None at this time.
A63P011000682 / 88021578				\$15.84	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Computer Science - Room 137</b>					
Konica Minolta BH3300P / 35 PPM	14,615	18,713	4,098	\$0.006190	None at this time.
A63P011000677 / 88021573				\$25.37	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 6/1/2014</i>
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MILFORD HIGH</b>					
<b><i>Drafting - Room 143</i></b>					
Konica Minolta BH362 / 36 PPM	105,993	147,407	41,414	\$0.003940	8 years from Intro.
A0R7011004616 / 88024371				\$163.17	
750,000 / 02/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
<b><i>Graphic Arts - Room 132</i></b>					
Konica Minolta BH361 / 36 PPM	81,973	99,857	17,884	\$0.003940	9 years from Intro.
A0R7011004630 / 88024370				\$70.46	
750,000 / 09/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
Konica Minolta MC 3730 / 25 PPM	3,029	4,283	1,254	\$0.006190	7 years from Intro.
A0VD017300325 / 88024335				\$7.76	
500,000 / 11/2010	17,401	24,745	7,344	\$0.05681	
Color Network Printer				\$417.21	
<b>KMBS</b>					

					Date of Last Upgrade: 6/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2016	6/30/2017	2016-17		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
<hr/>					
MILFORD HIGH					
Graphic Arts - Room 134					
HP Laser Jet 5100 / 21 PPM	6,182	7,395	1,213	\$0.010100	14 years from Intro.
CNGN141761 /				\$12.25	
500,000 / 04/2003	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
<hr/>					
IT - Room 169					
Konica Minolta BH3300P / 35 PPM	1,202	1,636	434	\$0.006190	None at this time.
A63P011000673 / 88024366				\$2.69	
750,000 / 04/2013	0	0	0	\$0.00000	
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>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MILFORD HIGH</b>					
<b>Library - Room 188</b>					
Konica Minolta BH3300P / 35 PPM	32,957	42,392	9,435	\$0.006190	None at this time.
A63P011000680 / 88024359				\$58.40	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
Konica Minolta BH4000P / 42 PPM	79,309	130,623	51,314	\$0.006190	None at this time.
A63R011004713 / 88024364				\$317.63	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
Konica Minolta BH4000P / 42 PPM	59,909	75,414	15,505	\$0.006190	None at this time.
A63R011004715 / 88021580				\$95.98	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
Konica Minolta BH751 / 75 PPM	1,920,757	2,125,218	204,461	\$0.003940	9 years from Intro.
A0PN011000116 / 87003007				\$805.58	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					

Make-Model / Speed					Date of Last Upgrade: 6/1/2014	
Serial Number / Vendor ID						
Life / Intro Date				2016-17		
Vendor	7/1/2016	6/30/2017	Annual	Cost/Copy		
	Meter	Meter	Volume	Annual Cost	Recommendations	
MILFORD HIGH						
Konica Minolta MC 3730 / 25 PPM	3,021	4,749	1,728	\$0.006190	7 years from Intro.	
A0VD017300304 / 88024363				\$10.70		
500,000 / 11/2010	13,308	21,077	7,769	\$0.05681		
Color Network Printer				\$441.36		
KMBS						
Main Office						
HP Color Laser Jet 4600 / 17 PPM	39,976	44,250	4,274	\$0.010100	16 years from Intro.	
JPGMC52652 /				\$43.17		
200,000 / 06/2001	45,115	49,864	4,749	\$0.10100		
Color Network Printer				\$479.65		
AXIS						



Date of Last Upgrade: 6/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILFORD HIGH					
Main Office Work Room - Room 101					
Konica Minolta BH3300P / 35 PPM	9,139	12,942	3,803	\$0.006190	None at this time.
A63P011000667 / 88021568				\$23.54	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BHC654 / 65 PPM	289,743	399,652	109,909	\$0.003940	None at this time.
A2X1017005078 / 93575080				\$433.04	
3,000,000 / 02/2012	50,072	90,619	40,547	\$0.05045	
Color Photocopier				\$2,045.60	
KMBS					
Marketing - Room 217					
Konica Minolta BH751 / 75 PPM	2,817,528	2,851,610	34,082	\$0.003940	9 years from Intro.
A0PN011000764 / 88026185				\$134.28	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$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>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MILFORD HIGH</b>					
<b>Marketing Lab - Room 219A</b>					
Konica Minolta BH3300P / 35 PPM	12,386	12,664	278	\$0.006190	None at this time.
A63P011000659 / 88024368				\$1.72	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Math Work Room - Room 153</b>					
Konica Minolta BH951 / 95 PPM	1,405,626	2,023,044	617,418	\$0.003230	None at this time.
A4EW011003565 / 93575067				\$1,994.26	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
<b>Music - Room 102A</b>					
Konica Minolta BH361 / 36 PPM	138,627	182,257	43,630	\$0.003940	9 years from Intro.
A0R7011004671 / 88021530				\$171.90	
750,000 / 09/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>MILFORD HIGH</b>						
<b><i>Nurse - Room 116</i></b>						
Konica Minolta BH3300P / 35 PPM	6,711	8,630	1,919	\$0.006190	None at this time.	
A63P011000681 / 88024358				\$11.88		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>KMBS</b>						
<b><i>Room 103A</i></b>						
Konica Minolta BH3300P / 35 PPM	11,482	17,444	5,962	\$0.006190	None at this time.	
A63P011000695 / 88021569				\$36.90		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>KMBS</b>						
<b><i>Room 111</i></b>						
Konica Minolta BH3300P / 35 PPM	19,568	24,589	5,021	\$0.006190	None at this time.	
A63P011000676 / 88024356				\$31.08		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>KMBS</b>						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>MILFORD HIGH</b>						
<b>Room 133</b>						
Konica Minolta BH3300P / 35 PPM	19,764	28,344	8,580	\$0.006190	None at this time.	
A63P011000679 / 88021572				\$53.11		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>KMBS</b>						
<b>Room 150</b>						
Konica Minolta BH3300P / 35 PPM	9,525	15,221	5,696	\$0.006190	None at this time.	
A63P011000691 / 88021575				\$35.26		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>KMBS</b>						
<b>Room 183</b>						
Konica Minolta BH4000P / 42 PPM	48,424	67,920	19,496	\$0.006190	None at this time.	
A63R011004718 / 88021577				\$120.68		
1,000,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>KMBS</b>						

<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>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MILFORD HIGH</b>					
<b>Room 186</b>					
Konica Minolta BH3300P / 35 PPM	17,215	20,734	3,519	\$0.006190	None at this time.
A63P011000670 / 88024369				\$21.78	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Room 196</b>					
Konica Minolta BH3300P / 35 PPM	16,521	21,575	5,054	\$0.006190	None at this time.
A63P011000689 / 88024360				\$31.28	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Room 197</b>					
Konica Minolta BH3300P / 35 PPM	25,085	35,751	10,666	\$0.006190	None at this time.
A63P011000678 / 88024361				\$66.02	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>MILFORD HIGH</b>						
<b>Room 209</b>						
Konica Minolta BH3300P / 35 PPM	11,245	15,357	4,112	\$0.006190	None at this time.	
A63P011000672 / 88021531				\$25.45		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>KMBS</b>						
<b>Room 308A</b>						
Konica Minolta BH4050 / 42 PPM	18,235	24,938	6,703	\$0.003940	None at this time.	
A6VF011003706 / 88021567				\$26.41		
1,000,000 / 02/2014	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
<b>KMBS</b>						
<b>Room 316</b>						
Konica Minolta MC 3730 / 25 PPM	12,396	15,771	3,375	\$0.006190	7 years from Intro.	
A0VD017300305 / 88024316				\$20.89		
500,000 / 11/2010	20,193	26,359	6,166	\$0.05681		
Color Network Printer				\$350.29		
<b>KMBS</b>						

<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>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MILFORD HIGH</b>					
<b><i>Special Education - Room 209</i></b>					
Konica Minolta BH751 / 75 PPM	1,390,184	1,513,365	123,181	\$0.003940	9 years from Intro.
A0PN011000138 / 87003008				\$485.33	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
<b><i>Student Services - Room 187</i></b>					
Konica Minolta BH4000P / 42 PPM	63,067	77,681	14,614	\$0.006190	None at this time.
A63R011004681 / 88021532				\$90.46	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
Konica Minolta BH454E / 45 PPM	140,165	219,882	79,717	\$0.003940	None at this time.
A61E011001843 / 93576349				\$314.08	
1,000,000 / 11/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					

					Date of Last Upgrade: 6/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILFORD HIGH					
Teachers' Lounge - Room 314					
Konica Minolta BH951 / 95 PPM	1,013,855	1,527,855	514,000	\$0.003230	None at this time.
A4EW011003770 / 93575068				\$1,660.22	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM	968,917	1,382,340	413,423	\$0.003230	None at this time.
A4EW011003776 / 93576339				\$1,335.36	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Video Production - Room 163					
Konica Minolta BH3300P / 35 PPM	2,982	4,367	1,385	\$0.006190	None at this time.
A63P011000690 / 88021576				\$8.57	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Subtotals Black			2,391,513	\$8,764.98	
Subtotals Color			66,575	\$3,734.11	



<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 6/1/2014</i>
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MILFORD MIDDLE</b>					
<b>Art - Room 503</b>					
Konica Minolta MC 3730 / 25 PPM A0VD017300280 / 88024399 500,000 / 11/2010 Color Network Printer	1,704  5,075	2,410  6,827	706  1,752	\$0.006190 \$4.37 \$0.05681 \$99.53	7 years from Intro.
<b>KMBS</b>					
<b>Computer Lab - Room 302</b>					
Konica Minolta BH3300P / 35 PPM A63P011000781 / 88024357 750,000 / 04/2013 Black Network Printer	14,692  0	16,121  0	1,429  0	\$0.006190 \$8.85 \$0.00000 \$0.00	None at this time.
<b>KMBS</b>					
Konica Minolta MC 3730 / 25 PPM A0VD017300322 / 88024396 500,000 / 11/2010 Color Network Printer	1,626  5,160	1,771  5,694	145  534	\$0.006190 \$0.90 \$0.05681 \$30.34	7 years from Intro.
<b>KMBS</b>					

Date of Last Upgrade: 6/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILFORD MIDDLE					
Computer Lab - Room 304					
Konica Minolta BH3300P / 35 PPM	19,639	23,764	4,125	\$0.006190	None at this time.
A63P011000776 / 88024390				\$25.53	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta MC 3730 / 25 PPM	1,755	2,770	1,015	\$0.006190	7 years from Intro.
A0VD017300299 / 88024398				\$6.28	
500,000 / 11/2010	6,773	9,870	3,097	\$0.05681	
Color Network Printer				\$175.94	
KMBS					
Guidance Office					
Konica Minolta BH751 / 75 PPM	796,721	901,285	104,564	\$0.003940	9 years from Intro.
A0PN011000747 / 87003001				\$411.98	
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</i>					<i>Date of Last Upgrade: 6/1/2014</i>
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MILFORD MIDDLE</b>					
<b>Gym Office</b>					
Konica Minolta BH3300P / 35 PPM	2,893	4,095	1,202	\$0.006190	None at this time.
A63P011000780 / 88024381				\$7.44	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Kitchen Office</b>					
Konica Minolta BH4050 / 42 PPM	12,707	18,413	5,706	\$0.003940	None at this time.
A6VF011003302 / 88024397				\$22.48	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
<b>KMBS</b>					

Date of Last Upgrade: 6/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILFORD MIDDLE					
Library					
Konica Minolta BH3300P / 35 PPM	31,232	50,446	19,214	\$0.006190	None at this time.
A63P011000737 / 88024382				\$118.93	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BH362 / 36 PPM	82,317	102,670	20,353	\$0.003940	8 years from Intro.
A0R7011004622 / 88074067				\$80.19	
750,000 / 02/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH4000P / 42 PPM	4,945	7,167	2,222	\$0.006190	None at this time.
A63R011004725 / 88024402				\$13.75	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

					Date of Last Upgrade: 6/1/2014
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILFORD MIDDLE					
Library Office					
Konica Minolta BH3300P / 35 PPM A63P011000787 / 88024383 750,000 / 04/2013 Black Network Printer	24,552  0	30,193  0	5,641  0	\$0.006190 \$34.92 \$0.00000 \$0.00	None at this time.
KMBS					
Main Office					
Konica Minolta BHC654 / 65 PPM A2X1017005061 / 93576351 3,000,000 / 02/2012 Color Photocopier	145,878  44,587	192,397  75,761	46,519  31,174	\$0.003940 \$183.28 \$0.05045 \$1,572.73	None at this time.
KMBS					
Main Office Work Room					
Konica Minolta BH951 / 95 PPM A4EW011003907 / 93575086 5,000,000 / 06/2012 Black Photocopier	2,077,374  0	2,847,152  0	769,778  0	\$0.003230 \$2,486.38 \$0.00000 \$0.00	None at this time.
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>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MILFORD MIDDLE</b>					
<b><i>Nurse's Office</i></b>					
Konica Minolta BH3300P / 35 PPM	7,623	11,574	3,951	\$0.006190	None at this time.
A63P011000786 / 88024384				\$24.46	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b><i>Room 400</i></b>					
Konica Minolta BH3300P / 35 PPM	26,720	35,939	9,219	\$0.006190	None at this time.
A63P011000655 / 88024392				\$57.07	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b><i>Room 102</i></b>					
Konica Minolta BH3300P / 35 PPM	16,068	22,976	6,908	\$0.006190	None at this time.
A63P011000925 / 88024385				\$42.76	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					

<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>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MILFORD MIDDLE</b>					
<b>Room 109</b>					
Konica Minolta BH3300P / 35 PPM	8,812	12,477	3,665	\$0.006190	None at this time.
A63P011000779 / 88024386				\$22.69	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Room 110</b>					
Konica Minolta BH3300P / 35 PPM	7,276	9,936	2,660	\$0.006190	None at this time.
A63P011000791 / 88024387				\$16.47	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Room 137 - Center Teachers' Room</b>					
Konica Minolta BH951 / 95 PPM	656,590	940,616	284,026	\$0.003230	None at this time.
A4EW011003901 / 93576359				\$917.40	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>MILFORD MIDDLE</b>						
<b>Room 205</b>						
Konica Minolta BH3300P / 35 PPM	14,850	20,304	5,454	\$0.006190	None at this time.	
A63P011000794 / 88024388				\$33.76		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>KMBS</b>						
<b>Room 307</b>						
Konica Minolta BH3300P / 35 PPM	48,892	70,553	21,661	\$0.006190	None at this time.	
A63P011000784 / 88024391				\$134.08		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>KMBS</b>						
<b>Room 403</b>						
Konica Minolta BH3300P / 35 PPM	32,661	44,775	12,114	\$0.006190	None at this time.	
A63P011000939 / 88024393				\$74.99		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>KMBS</b>						



<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>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MILFORD MIDDLE</b>					
<b>Room 409</b>					
Konica Minolta BH3300P / 35 PPM	38,227	52,754	14,527	\$0.006190	None at this time.
A63P011000738 / 88024334				\$89.92	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Room 500</b>					
Konica Minolta BH3300P / 35 PPM	14,880	20,975	6,095	\$0.006190	None at this time.
A63P011000952 / 88024394				\$37.73	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Room 505</b>					
Konica Minolta MC 3730 / 25 PPM	4,625	6,353	1,728	\$0.006190	7 years from Intro.
A0VD017300292 / 88024401				\$10.70	
500,000 / 11/2010	10,190	14,620	4,430	\$0.05681	
Color Network Printer				\$251.67	
<b>KMBS</b>					

Date of Last Upgrade: 6/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MILFORD MIDDLE					
Teachers' Room 7th Grade Wing - Room 209A					
Konica Minolta BH3300P / 35 PPM	26,202	33,727	7,525	\$0.006190	None at this time.
A63P011000777 / 88024400				\$46.58	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Teachers' Room Center - Room 137					
Konica Minolta MC 3730 / 25 PPM	3,294	3,698	404	\$0.006190	Traded
A0VD017300301 / 88024395				\$2.50	
500,000 / 11/2010	12,269	14,270	2,001	\$0.05681	
Color Network Printer				\$113.68	
KMBS					
Konica Minolta MC 3730 / 25 PPM	0	135	135	\$0.006190	7 years from Intro.
A0VD017300261 / 9336 6854				\$0.84	
500,000 / 11/2010	0	447	447	\$0.05681	
Color Network Printer				\$25.39	
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>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>MILFORD MIDDLE</b>						
<b>Work Room</b>						
Konica Minolta BH754 / 75 PPM	583,730	816,582	232,852	\$0.003940	None at this time.	
A55V017001545 / 93576344				\$917.44		
4,000,000 / 03/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
<b>KMBS</b>						
<b>Subtotals Black</b>			<b>1,595,543</b>	<b>\$5,834.66</b>		
<b>Subtotals Color</b>			<b>43,435</b>	<b>\$2,269.28</b>		

Date of Last Upgrade: 6/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAGE PROGRAM					
English - Room 102					
Konica Minolta BH3300P / 35 PPM A63P011000867 / 88021527 750,000 / 04/2013 Black Network Printer	29,471  0	41,870  0	12,399  0	\$0.006190 \$76.75 \$0.00000 \$0.00	None at this time.
KMBS					
Special Education Office - Room 203					
Konica Minolta BHc364 / 36 PPM A5C1011014390 / 93576353 750,000 / 06/2012 Color Photocopier	150,210  41,201	241,481  59,331	91,271  18,130	\$0.003940 \$359.61 \$0.05045 \$914.66	None at this time.
KMBS					
Teachers Room - Basement					
Konica Minolta BH554E / 55 PPM A61D011002457 / 93575560 3,000,000 / 10/2013 Black Photocopier	75,020  0	92,405  0	17,385  0	\$0.003940 \$68.50 \$0.00000 \$0.00	None at this time.
KMBS					
Subtotals Black		121,055		\$504.85	
Subtotals Color		18,130		\$914.66	

					Date of Last Upgrade: 6/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2016	6/30/2017	2016-17		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
SAU #40 DISTRICT					
Business Office - Room 177					
Konica Minolta BH454E / 45 PPM	140,561	190,404	49,843	\$0.003940	None at this time.
A61E011001863 / 93575082				\$196.38	
1,000,000 / 11/2013	0	0	0	\$0.00000	
Black Photocopier				\$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>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>SAU #40 DISTRICT</b>					
<b>IT - Hot Swap Storage</b>					
HP Color Laser Jet 4600 / 17 PPM	89,749	89,749	0	\$0.010100	16 years from Intro.
JPGMF43635 /				\$0.00	
200,000 / 06/2001	180,372	180,372	0	\$0.10100	
Color Network Printer				\$0.00	
<b>AXIS</b>					
HP Color Laser Jet 4600 / 17 PPM	29,574	29,574	0	\$0.010100	16 years from Intro.
JPAKF02878 /				\$0.00	
200,000 / 06/2001	42,094	42,094	0	\$0.10100	
Color Network Printer				\$0.00	
<b>AXIS</b>					
HP Color Laser Jet 4600 / 17 PPM	10,594	10,594	0	\$0.010100	16 years from Intro.
JPCKF34837 /				\$0.00	
200,000 / 06/2001	58,001	58,001	0	\$0.10100	
Color Network Printer				\$0.00	
<b>AXIS</b>					
HP Color Laser Jet 4600 / 17 PPM	12,053	12,053	0	\$0.010100	16 years from Intro.
JPDKB41972 /				\$0.00	
200,000 / 06/2001	47,941	47,941	0	\$0.10100	
Color Network Printer				\$0.00	
<b>AXIS</b>					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 6/1/2014	
	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SAU #40 DISTRICT						
IT Storage						
Konica Minolta BH3300P / 35 PPM A63P011000662 / 88021579 750,000 / 04/2013 Black Network Printer	3,650  0	3,650  0	0  0	\$0.006190 \$0.00 \$0.00000 \$0.00	None at this time.	
KMBS						
Office						
Konica Minolta BHC654 / 65 PPM A2X1017005067 / 93575079 3,000,000 / 02/2012 Color Photocopier	165,732  28,897	237,345  41,917	71,613  13,020	\$0.003940 \$282.16 \$0.05045 \$656.86	None at this time.	
KMBS						
Room 175C						
Konica Minolta BH3300P / 35 PPM A63P011000882 / 88021566 750,000 / 04/2013 Black Network Printer	23  0	537  0	514  0	\$0.006190 \$3.18 \$0.00000 \$0.00	None at this time.	
KMBS						
Subtotals Black			121,970	\$481.72		
Subtotals Color			13,020	\$656.86		

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<i>District Wide Black Totals</i>	6,721,200	\$24,692.81
<i>District Wide Color Totals</i>	351,408	\$18,290.94



## 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 2016-17 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
6,721,200	\$0.00728	\$48,930.34

### CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
6,721,200	\$0.00367	\$24,666.80	\$24,263.53	\$121,317.66

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$24,263.53 x 8 years as a Client*

***=\$194,108.26 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
Heron Pond Elementary	1,793,195	\$6,506.81	\$8,897.83	\$16,110.83	\$31,515.48
Jacques Memorial	697,924	\$2,818.63	\$3,463.10	\$6,270.45	\$12,552.18
Milford High	2,391,513	\$8,976.41	\$11,866.69	\$21,486.38	\$42,329.47
Milford Middle	1,595,543	\$5,975.63	\$7,917.08	\$14,335.04	\$28,227.76
Sage Program	121,055	\$516.49	\$600.67	\$1,087.61	\$2,204.78
SAU #40 District	121,970	\$492.73	\$605.22	\$1,095.83	\$2,193.77
<b>Total</b>	<b>6,721,200</b>	<b>\$25,286.70</b>	<b>\$33,350.59</b>	<b>\$60,386.15</b>	<b>\$119,023.44</b>

### *SPC Equipment Bids:*

*Presently our bids are coming in between **15% to 23%** of Retail while the current Salesman's Cost is 50% of Retail. For Example: An 85 CPM Toshiba e-Studio 8508 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 85 Copies per Minute with a Retail Cost of \$41,564 is coming in at **\$6,575....16% of Retail!** Our prices are negotiated and supported directly by the manufacturer.*

## *Projected Equipment Costs by Building - Color*

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

Building	Projected Color Volume	Service & Supply Cost
Heron Pond Elementary	75,857	\$4,030.37
Jacques Memorial	134,391	\$6,942.64
Milford High	66,575	\$3,823.60
Milford Middle	43,435	\$2,323.67
Sage Program	18,130	\$936.60
SAU #40 District	13,020	\$672.61
<b><i>Total</i></b>	<b>351,408</b>	<b>\$18,729.49</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. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 2.4%.**

Vendor	Equipment Type	Annual Volume	2016- 2017 Cost / Copy	Total Cost	2017- 2018 Cost / Copy	Projected Cost
Axis Business Solutions	Black Network Printer	1,213	\$0.01010	\$12.25	\$0.01034	\$12.54
Axis Business Solutions	Color Network Printer	4,274	\$0.01010	\$43.17	\$0.01034	\$44.19
Konica-Minolta Business Solutions	Black Laser MFP	39,034	\$0.00394	\$153.79	\$0.00403	\$157.31
Konica-Minolta Business Solutions	Black Network Printer	471,969	\$0.00619	\$2,921.49	\$0.00634	\$2,992.28
Konica-Minolta Business Solutions	Black Photocopier	4,114,521	\$0.00323	\$13,289.90	\$0.00331	\$13,619.06
Konica-Minolta Business Solutions	Black Photocopier	1,573,014	\$0.00394	\$6,197.68	\$0.00403	\$6,339.25
Konica-Minolta Business Solutions	Color Network Printer	16,384	\$0.00619	\$101.42	\$0.00634	\$103.87
Konica-Minolta Business Solutions	Color Photocopier	500,791	\$0.00394	\$1,973.12	\$0.00403	\$2,018.19
<b>Total</b>		<b>6,721,200</b>	<b>\$0.00367</b>	<b>\$24,692.81</b>	<b>\$0.00376</b>	<b>\$25,286.70</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. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 2.4%.**

Vendor	Equipment Type	Annual Volume	2016- 2017 Cost / Copy	Total Cost	2017- 2018 Cost / Copy	Projected Cost
Axis Business Solutions	Color Network Printer	4,749	\$0.10100	\$479.65	\$0.10342	\$491.14
Konica-Minolta Business Solutions	Color Network Printer	50,683	\$0.05681	\$2,879.30	\$0.05817	\$2,948.23
Konica-Minolta Business Solutions	Color Photocopier	295,976	\$0.05045	\$14,931.99	\$0.05166	\$15,290.12
Total		351,408	\$0.05205	\$18,290.94	\$0.05330	\$18,729.49

## *Reprographic Equipment Assessment*

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

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

*\*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 MC 3730	A0VD017300248
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000944
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000902
Heron Pond Elementary	Konica Minolta BH951	A4EW011003855
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000900
Heron Pond Elementary	Konica Minolta BH951	A4EW011003874
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000907
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000927
Heron Pond Elementary	Konica Minolta MC 3730	A0VD017300303
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000943
Heron Pond Elementary	Konica Minolta BH951	A4EW011003869
Heron Pond Elementary	Konica Minolta BH951	A4EW011003850
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000910
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000920
Heron Pond Elementary	Konica Minolta BH4050	A6VF011003713
Heron Pond Elementary	Konica Minolta MC 3730	A0VD017300211
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000913
Heron Pond Elementary	Konica Minolta BHC654	A2X1017005047
Heron Pond Elementary	Konica Minolta BH4000P	A63R011004639
Heron Pond Elementary	Konica Minolta BH3300P	A63P011000924
Jacques Memorial	Konica Minolta BH4050	A6VF011003289
Jacques Memorial	Konica Minolta BH3300P	A63P011000815
Jacques Memorial	Konica Minolta BH754	A55V017001536
Jacques Memorial	Konica Minolta BHc364	A5C1011015966
Jacques Memorial	Konica Minolta BH3300P	A63P011000955
Jacques Memorial	Konica Minolta BH754	A55V017001486
Milford High	Konica Minolta BH3300P	A63P011000676
Milford High	Konica Minolta BH3300P	A63P011000673
Milford High	Konica Minolta BH3300P	A63P011000690
Milford High	Konica Minolta BH951	A4EW011003565

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Milford High	Konica Minolta BH3300P	A63P011000691
Milford High	Konica Minolta BH3300P	A63P011000671
Milford High	Konica Minolta BH3300P	A63P011000677
Milford High	Konica Minolta BH3300P	A63P011000679
Milford High	Konica Minolta BH4000P	A63R011004718
Milford High	Konica Minolta BH3300P	A63P011000681
Milford High	Konica Minolta BH4000P	A63R011004681
Milford High	Konica Minolta BH3300P	A63P011000695
Milford High	Konica Minolta BH3300P	A63P011000667
Milford High	Konica Minolta MC 3730	A0VD017300325
Milford High	Konica Minolta BH3300P	A63P011000680
Milford High	Konica Minolta MC 3730	A0VD017300305
Milford High	Konica Minolta BH951	A4EW011003776
Milford High	Konica Minolta BH951	A4EW011003770
Milford High	Konica Minolta BH4050	A6VF011003706
Milford High	Konica Minolta BH3300P	A63P011000670
Milford High	Konica Minolta BH3300P	A63P011000659
Milford High	Konica Minolta BH3300P	A63P011000672
Milford High	Konica Minolta BH3300P	A63P011000689
Milford High	Konica Minolta BH3300P	A63P011000682
Milford High	Konica Minolta BH4000P	A63R011004715
Milford High	Konica Minolta MC 3730	A0VD017300304
Milford High	Konica Minolta BH4000P	A63R011004713
Milford High	Konica Minolta BH454E	A61E011001843
Milford High	Konica Minolta BHC654	A2X1017005078
Milford High	Konica Minolta BH3300P	A63P011000678
Milford Middle	Konica Minolta BH3300P	A63P011000952
Milford Middle	Konica Minolta BH3300P	A63P011000779
Milford Middle	Konica Minolta BHC654	A2X1017005061
Milford Middle	Konica Minolta BH3300P	A63P011000787
Milford Middle	Konica Minolta BH4000P	A63R011004725



<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Milford Middle	Konica Minolta BH3300P	A63P011000737
Milford Middle	Konica Minolta BH4050	A6VF011003302
Milford Middle	Konica Minolta BH3300P	A63P011000780
Milford Middle	Konica Minolta MC 3730	A0VD017300261
Milford Middle	Konica Minolta MC 3730	A0VD017300292
Milford Middle	Konica Minolta BH3300P	A63P011000925
Milford Middle	Konica Minolta MC 3730	A0VD017300280
Milford Middle	Konica Minolta BH3300P	A63P011000791
Milford Middle	Konica Minolta BH951	A4EW011003901
Milford Middle	Konica Minolta BH3300P	A63P011000786
Milford Middle	Konica Minolta BH951	A4EW011003907
Milford Middle	Konica Minolta BH3300P	A63P011000784
Milford Middle	Konica Minolta BH3300P	A63P011000776
Milford Middle	Konica Minolta MC 3730	A0VD017300299
Milford Middle	Konica Minolta BH3300P	A63P011000655
Milford Middle	Konica Minolta BH3300P	A63P011000738
Milford Middle	Konica Minolta BH3300P	A63P011000939
Milford Middle	Konica Minolta BH3300P	A63P011000794
Milford Middle	Konica Minolta BH3300P	A63P011000781
Milford Middle	Konica Minolta BH754	A55V017001545
Milford Middle	Konica Minolta MC 3730	A0VD017300322
Milford Middle	Konica Minolta BH3300P	A63P011000777
Sage Program	Konica Minolta BHc364	A5C1011014390
Sage Program	Konica Minolta BH3300P	A63P011000867
Sage Program	Konica Minolta BH554E	A61D011002457
SAU #40 District	Konica Minolta BH3300P	A63P011000882
SAU #40 District	Konica Minolta BH454E	A61E011001863
SAU #40 District	Konica Minolta BHC654	A2X1017005067
SAU #40 District	Konica Minolta BH3300P	A63P011000662

## *Owned Equipment*

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



## 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:

Title:

Date:

Signature: \_\_\_\_\_

**AGREED AND ACCEPTED BY:**  
**Client**

By:

Title:

Date:

Signature: \_\_\_\_\_

## *StarDoc User Names*

<b>Name</b>	<b>User Name</b>
<b>Anthony Demarco</b>	ADeMarco@milfordk12.org
<b>Bradford Craven</b>	bcraven@milfordk12.org
<b>Chantal Alcox</b>	calcox@milfordk12.org
<b>Diane Smith</b>	DiSmith@milfordk12.org
<b>Gale Ellwood</b>	gellwood@milfordk12.org
<b>Irene Soucy</b>	isoucy@milfordk12.org
<b>Jen Burk</b>	jburk@milfordk12.org
<b>Jerry Stajduhar</b>	jstajduhar@milfordk12.org
<b>Jill Jarvis</b>	jjarvis@milfordk12.org
<b>Jill Larro</b>	jlarro@milfordk12.org
<b>Johanna Johnson</b>	jjohnson@milfordk12.org
<b>Karla Lessard</b>	klessard@milfordk12.org
<b>Michael Hatfield</b>	mhatfield@milfordk12.org
<b>Nancy Maguire</b>	nmaguire@milfordk12.org
<b>Robert Marquis</b>	bmarquis@milfordk12.org
<b>Sandy Creighton</b>	screighton@milfordk12.org

\*If you need to verify your password or if you need to add users, please contact Alex Webster at [awebster@spccopypro.com](mailto: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.



- **Cost Projection by Department or Building** - Who Benefits? Accounts Payable, Business Manager and Superintendent
  - Allows you to formulate next year's budgets as early as December
  - Allows you to see the projected usage bill in advance
  - Tabulate total budgets and total costs district wide
  - Volume or cost pages allow you to pinpoint specific machines on the floor plans
  - Timeline - allowing you to go back to see how your budget compares to previous years
- **Map your devices on Floorplans** - Who Benefits? Business Manager, IT
  - Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
  - Device information tab will allow you to easily access the web interface of the printer/copier
  - Non-Reporting device listing for devices that haven't reported for more than 2 weeks
  - Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TV's)
- **Floor Plans Admin** - Who Benefits? Business Manager and IT
  - Allows IT and Business Manager to move devices around on Floor Plan
  - Paper trail of device locations after summer break
  - Will show Previous Devices, Present Equipment and Proposed Equipment

- **Contacts Page** - Who Benefits? Business Manager and IT
  - Control Access and Permissions to Star Doc
  - Toggle Email all (Toner, Service Monthly Audits)
- **Device Listing Page** - Who Benefits? Business Manager and IT
  - Centralized location for detailed information of District's assets
  - Exportable device listing to Excel or PDF
  - Tracks additional non-contract devices
  - IP Addresses and MAC addresses automatically imported
  - Strikethrough on machines that have been removed
- **Monthly Audits** - Who Benefits? Business Manager and Superintendent
  - Monthly Cost Snapshot
  - Shows amount of devices not reporting to help improve accuracy of projections
- **Timeline:** Who Benefits? Business Manager
  - Track historical volume and cost per building
- **“Last Sync Date”** Who Benefits? IT Manager
  - Shows the last time that FMAudit synced for that client





## 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 70 clients with over 4,100 devices doing more than 255 million copies and prints per year. In 2016 we purchased approximately 1,070 printing devices, with over 83 million prints out to bid.
- We will ***save you time*** by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.
- We will ***save you frustration***. We manage your contracts for up to five years from the date of installation.

#### 2. Exclusive STARDoc Software

- 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 more than \$2.3 million for all of our clients.***

***That translates into Savings of more than \$11.6 million over five years!***



## SPC Values Our Vendors

### Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: *In 2016 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 4,100 pieces of equipment;**  
**Our relationship with our vendors has never been stronger!**