·SPC·

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

FY20 Annual Report

Year - End Photocopier Analysis

With projected costs for FY21

Jane Fortson
NHSAU 40 - Milford School District
100 West Street
Milford, NH 03055

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

September 2020

Jane Fortson
NHSAU 18 - Franklin School District
119 Central Street
Franklin, NH 03235

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Jane:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us for the past 11 years. We hope we can continue this relationship for many years to come.

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

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

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

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team

Skip Tilton, President
Billie Jo Tilton, Vice President

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

Jessica Paradis
Accounting Coordinator

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

Alex Webster
Operations & Marketing Manager

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

Pam Weed
Client-Vendor Relations

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

Robert Dutil
Information Technology

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

Jamin Tilton
Operations Support

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

Heidi Tilton
Accounting Support

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

Kelly Fortier
Office Support

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

SPC Timeline

1988   Specialized Purchasing Consultants opens its doors

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

1999   Improved Annual Reports

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

2001   Meter Collection

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

2002   Bond Counsel Review

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

2003   Bond Counsel Review of Contracts and Warranties

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

2012   STARDoc and Simplified Billing Developed and Implemented

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

2013   STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014   STARDoc - Monthly Audits

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

2015   STARDoc - Mapping Options and Asset Management

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

SPC Timeline

specialized purchasing consultants

2018 STARDoc - Improved Pinpointing of Budget and Communications

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

2019 STARDoc – Service Histories, Chromebook Bid

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

2020 Mock Bids - Warranty and Relief Fund

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

2021 SPC Roadmap

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

Equipment Health Status

Total Number of Machines:	**102**

Total Black Photocopiers:	**27**
Total Color Photocopiers:	**7**
Total Black Network Printers:	**57**
Total Color Network Printers:	**11**
Total Removed From Service:	**0**

# of Units OFF Warranty:	1
# of Units Approaching End of Warranty: Carried over from last lease	28
# of Units Overused:	0
# of Units Underused:	0
Commencement Date:	08/01/2018
# of Annual Payments Left on Lease:	3
All Warranties and Service Contracts Expire:	06/30/2024
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 Jane,

Because of the change to remote learning in March, COVID-19 had a direct and significant impact on client budgets. Usage was dramatically affected and resulted in a year-end under usage credit of $6,237.26. While this may seem like a positive – saving money on reprographic expenses – it has actually put a tremendous burden on the vendors as they are starting off the new fiscal year with a deficit. Combine this with other economic strains for the vendors, SPC is concerned, which is why we have developed the Warranty and Relief Fund (see page 62) to protect our clients.

In looking over the service history report for the last fiscal year, we notice that KMBS's response time is above the bid requirements. When we meet we will share the service history report and address any of your specific concerns. We will closely monitor these statistics to see if they improve on these numbers. We also see that some of your fleet is aging. We will want to keep an eye on those machines. Color volume overall looks well within industry averages; however, Jacques Memorial is three times higher (See page 14).

Sincerely,
Skip

Aging Equipment Summary

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

Building	Room	Make/Model	Serial Number	Vendor Name	Intro Date
Heron Pond Elementary	Room 112 Media Center	Konica Minolta BH4700P	A63N011024399	KMBS	04/01/2013
Heron Pond Elementary	Room 216	Konica Minolta BH4700P	A63N011022804	KMBS	04/01/2013
Heron Pond Elementary	Room 312	Konica Minolta BH4700P	A63N011022815	KMBS	04/01/2013
Heron Pond Elementary	Room 416	Konica Minolta BH4700P	A63N011022811	KMBS	04/01/2013
Heron Pond Elementary	Room 510 - Work Room	Konica Minolta BH4700P	A63N011022683	KMBS	04/01/2013
Heron Pond Elementary	Room 610	Konica Minolta BH4700P	A63N011022812	KMBS	04/01/2013
Heron Pond Elementary	Room 808	Konica Minolta BH4700P	A63N011022843	KMBS	04/01/2013
Heron Pond Elementary	Room 906	Konica Minolta BH4700P	A63N011022806	KMBS	04/01/2013
Heron Pond Elementary	Room 910	Konica Minolta BH4700P	A63N011022861	KMBS	04/01/2013
Milford High	Room 133	Konica Minolta BH4700P	A63N011023418	KMBS	04/01/2013
Milford High	Room 134 Graphic Arts	HP Laser Jet 5100	CNGN141761	KMBS	04/01/2003
Milford High	Room 185A Computer Lab	Konica Minolta BH4700P	A63N011022808	KMBS	04/01/2013
Milford High	Room 187 Student Services	Konica Minolta BH4700P	A63N011022784	KMBS	04/01/2013
Milford High	Room 187 Student Services	Konica Minolta BH454E	A61E011001843	KMBS	11/01/2013
Milford High	Room 188 Library	Konica Minolta BH4700P	A63N011024344	KMBS	04/01/2013
Milford High	Room 188 Library	Konica Minolta BH4700P	A63N011023134	KMBS	04/01/2013

Building	Room	Make/Model	Serial Number	Vendor Name	Intro Date
Milford High	Room 188 Library	Konica Minolta BH4700P	A63N011024231	KMBS	04/01/2013
Milford High	Room 197	Konica Minolta BH4700P	A63N011022799	KMBS	04/01/2013
Milford High	Room 215	Konica Minolta BH3300P	A63P011000659	KMBS	04/01/2013
Milford Middle	IT Spare	Konica Minolta BH4700P	A63N011024379	KMBS	04/01/2013
Milford Middle	Room 400	Konica Minolta BH4700P	A63N011022819	KMBS	04/01/2013
Milford Middle	Room 102	Konica Minolta BH4700P	A63N011022793	KMBS	04/01/2013
Milford Middle	Room 209A Teachers' Room 7th Grade Wing	Konica Minolta BH4700P	A63N011022821	KMBS	04/01/2013
Milford Middle	Room 307	Konica Minolta BH4700P	A63N011023415	KMBS	04/01/2013
Milford Middle	Room 403	Konica Minolta BH4700P	A63N011022878	KMBS	04/01/2013
Milford Middle	Room 409	Konica Minolta BH4700P	A63N011023123	KMBS	04/01/2013
Project "DRIVE"	Room 102 English	Konica Minolta BH4700P	A63N011023414	KMBS	04/01/2013
Project "DRIVE"	Teachers Room - Basement	Konica Minolta BH454E	A61D011002457	KMBS	11/01/2013
SAU #40 District	Room 177 Business Office	Konica Minolta BH454E	A61E011001863	KMBS	11/01/2013

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
BROTHER MFC-L3770CDW series	U65180K9N672994	10.10.103.65	2020-09-08 05:27:30
BROTHER MFC-L3770CDW series	U65180M9N756250	10.12.133.4	2020-09-08 05:27:30
EPSON SC-P800 Series	UZVE100476	10.10.103.147	2020-03-16 09:27:24
HP Designjet T120	CN6B78M07X	fe80::9ae7:f4ff:fe0c:ed3d%6	2020-09-08 05:27:30
HP Officejet 7110 series	CN6915R13905R1	fe80::a28c:fdff:fe89:2301%6	2020-09-08 05:27:30

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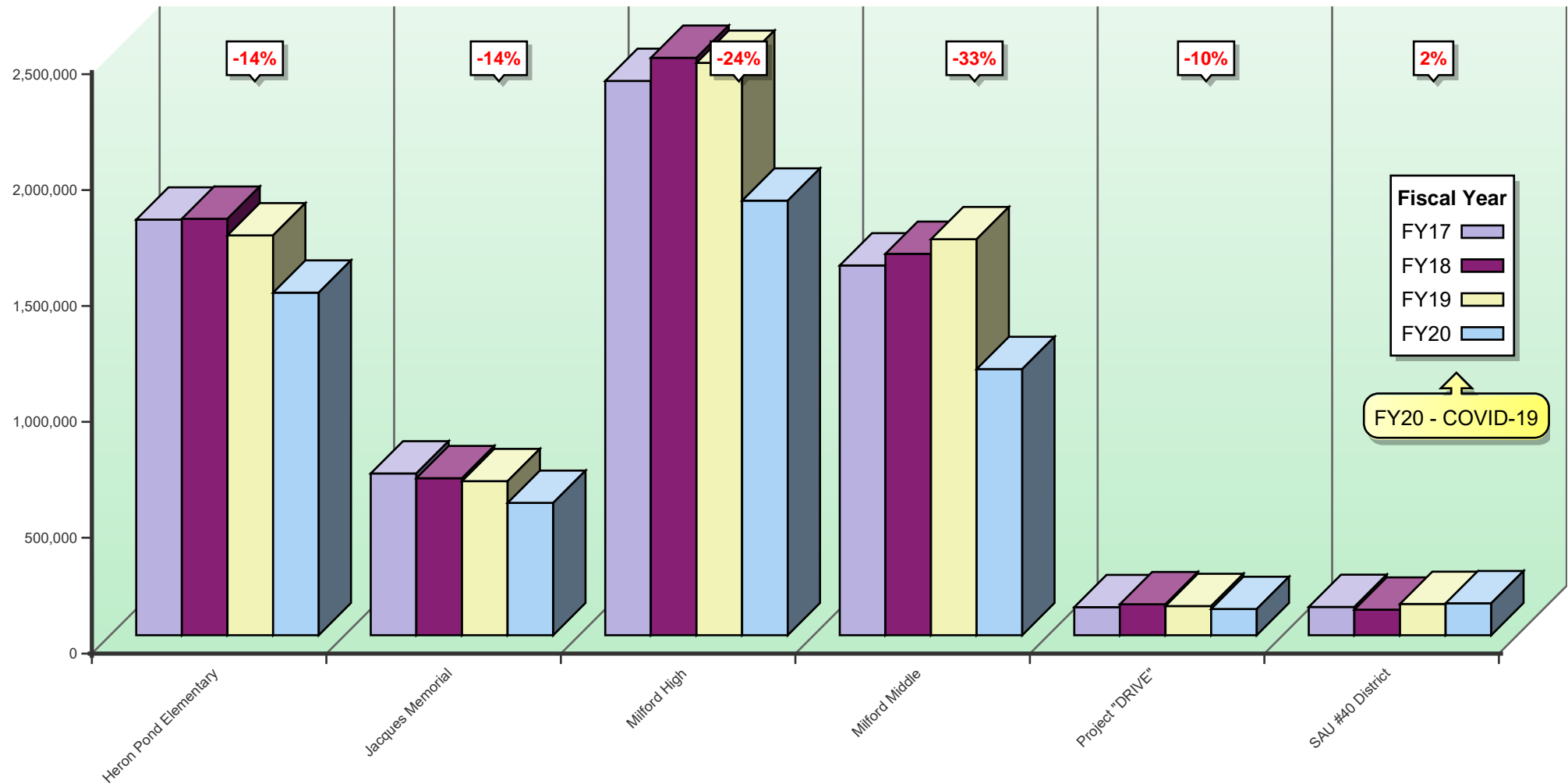
Annual Black Volume Overall
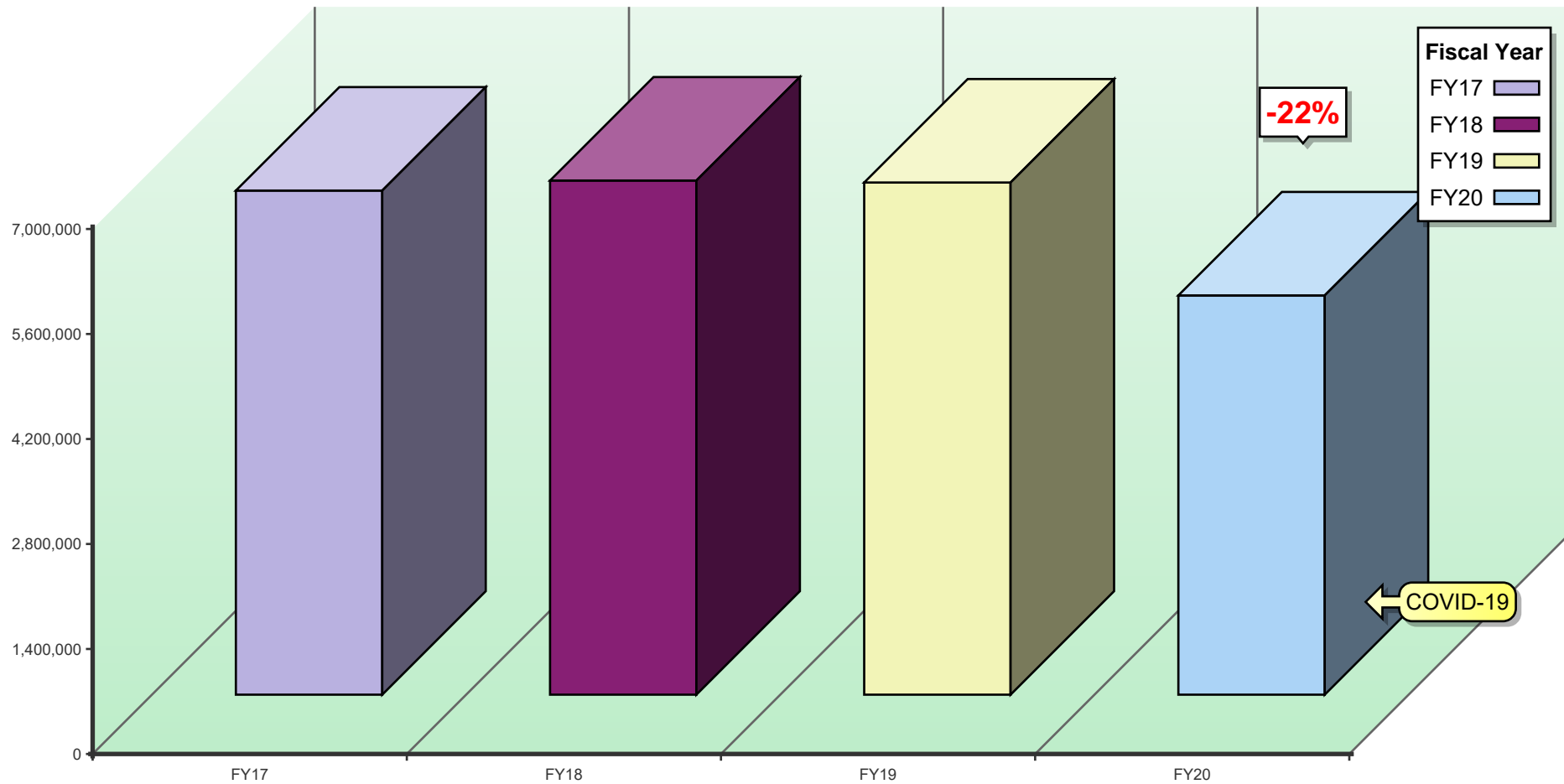
% amount equals the overall increase or decrease between Previous Year & Current Year

Average Student-to-Copy Usage - Black

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Heron Pond Elementary	753	1,478,079	$30,122.55	1,963	$40.00
Jacques Memorial	210	570,951	$11,514.26	2,719	$54.83
Milford High	811	1,875,065	$38,166.32	2,312	$47.06
Milford Middle	539	1,148,348	$23,374.06	2,131	$43.37
Project "DRIVE"	0	113,082	$2,334.08	0	$0.00
SAU #40 District	0	137,800	$2,821.43	0	$0.00
Totals	**2,313**	**5,323,325**	**$108,332.69**	**2,301**	**$46.84**

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

Industry Average Copies per Student - Black

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

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

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

FY	Annual Copies Per Student
FY20	1,778 (COVID-19)
FY19	2,291
FY18	2,344
FY17	2,351
FY16	2,418
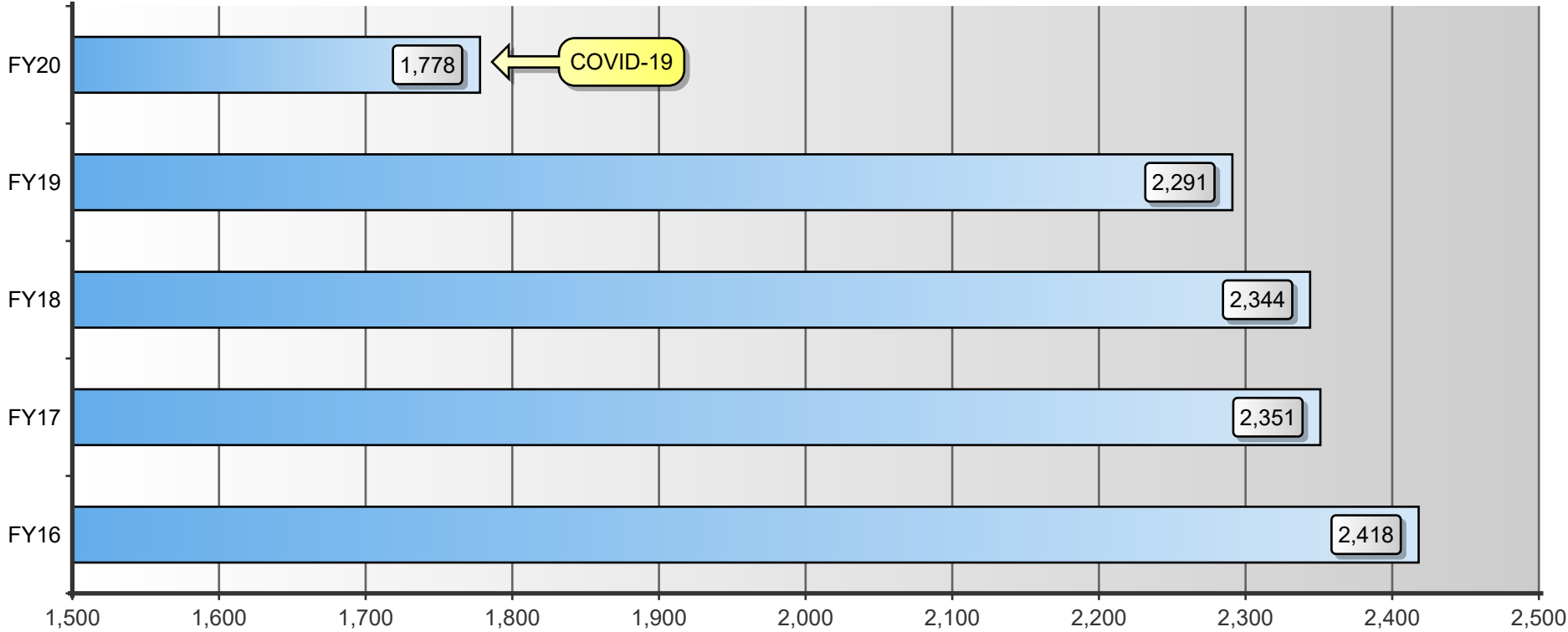
Annual Color Volume by Location

Annual Color Volume Overall
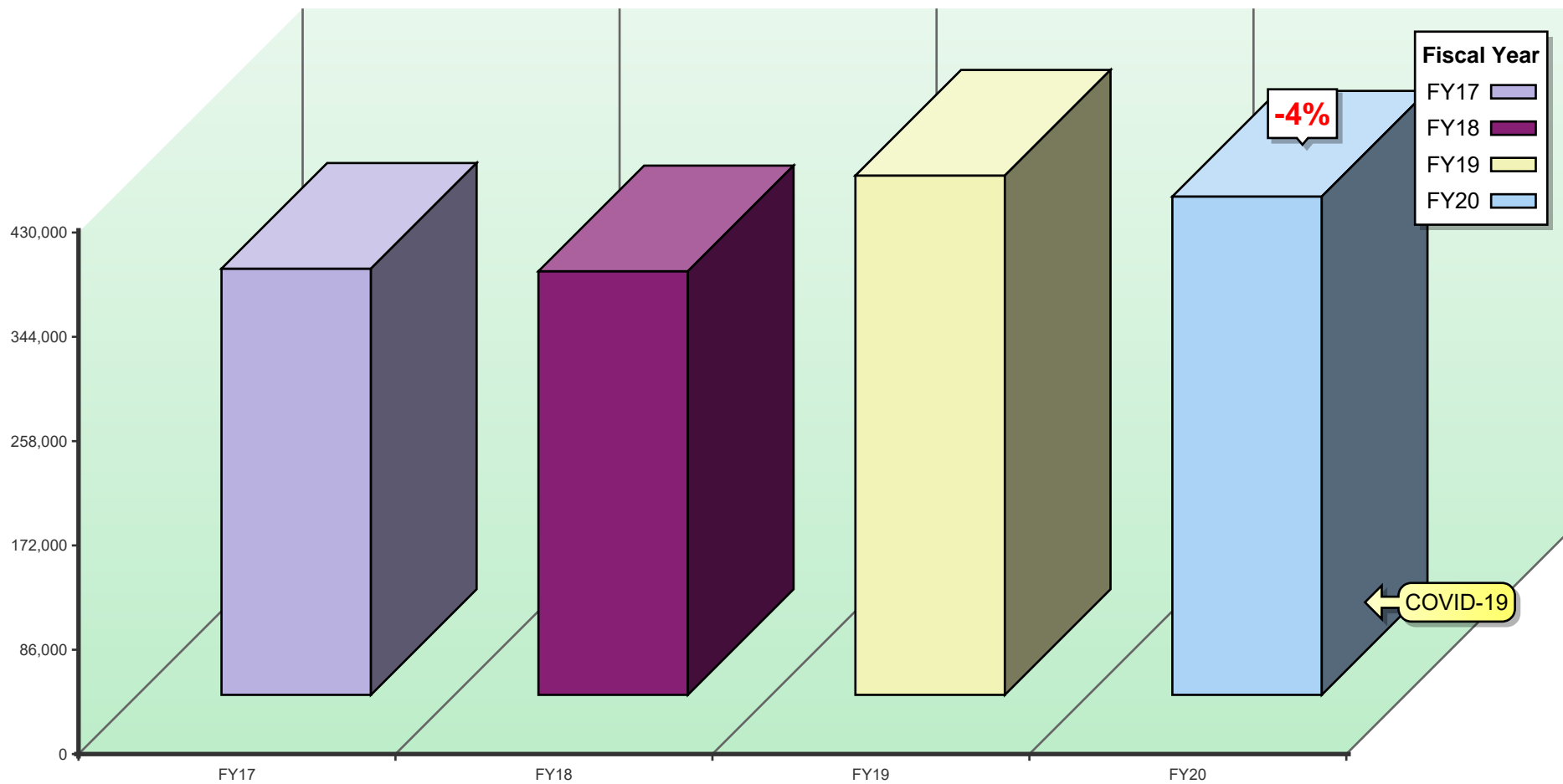
Fiscal Year
- FY17
- FY18
- FY19
- FY20

-4%

COVID-19

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

Average Student-to-Copy Usage - Color

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Heron Pond Elementary	753	81,580	$3,622.39	108	$4.81
Jacques Memorial	210	114,387	$4,546.88	545	$21.65
Milford High	811	79,978	$3,460.79	99	$4.27
Milford Middle	539	62,549	$2,722.83	116	$5.05
Project "DRIVE"	0	23,903	$950.14	0	$0.00
SAU #40 District	0	48,487	$1,927.36	0	$0.00
Totals	**2,313**	**410,884**	**$17,230.40**	**178**	**$7.45**

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

Note: STARDoc tool will flag any future high color usage. See page 60 of STARDoc Features. Current industry ratio averages 184 color prints per student per year. Your color volume this year averages 178 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

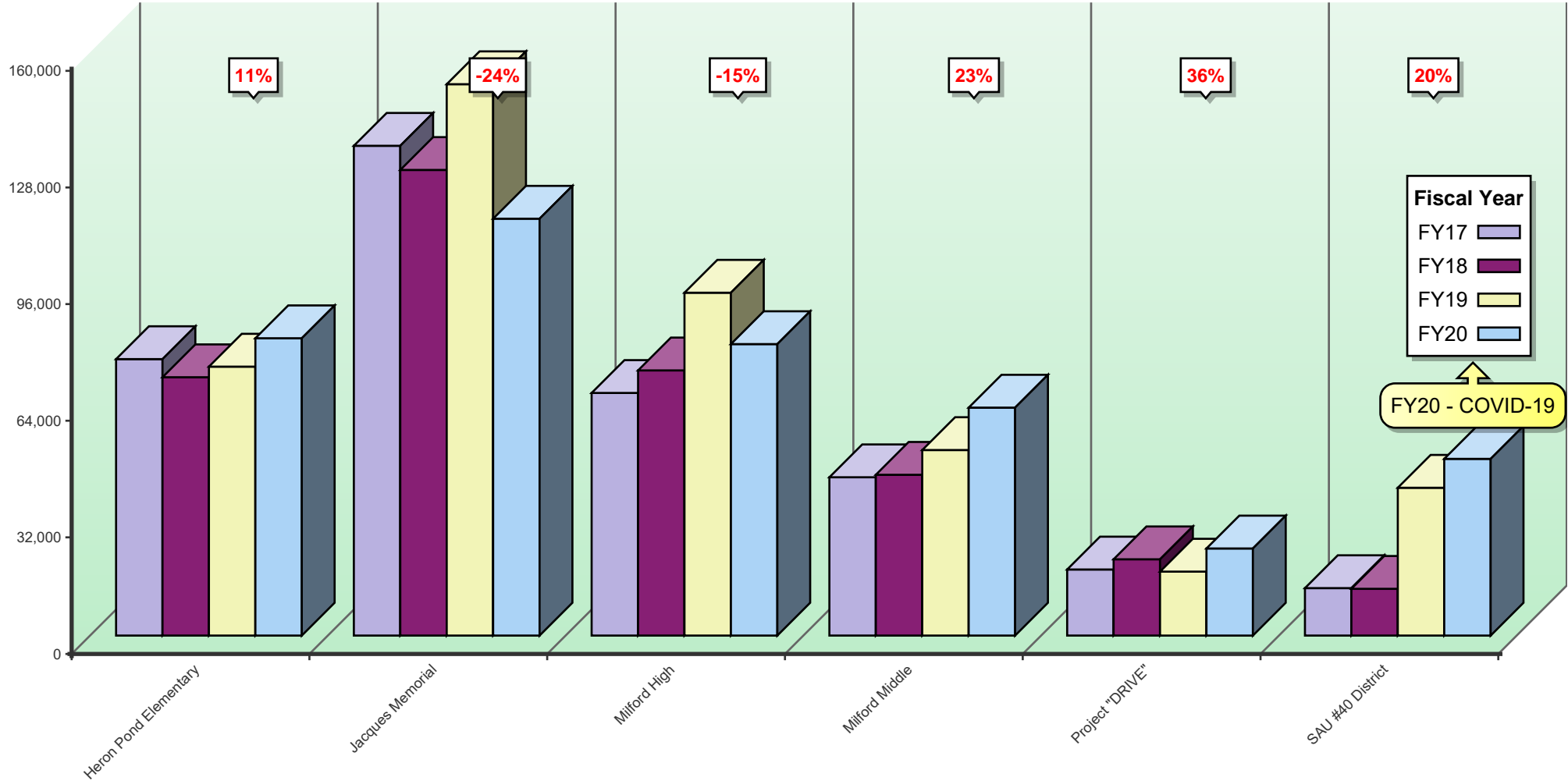|		
District Wide Black Totals	*5,323,325*	*$18,687.26*
District Wide Color Totals	*410,884*	*$17,178.57*

Industry Average Copies per Student - Color

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

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

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

Projected FY22: 236
Projected FY21: 202
FY20: 184 ← COVID-19
FY19: 216
FY18: 185
FY17: 167
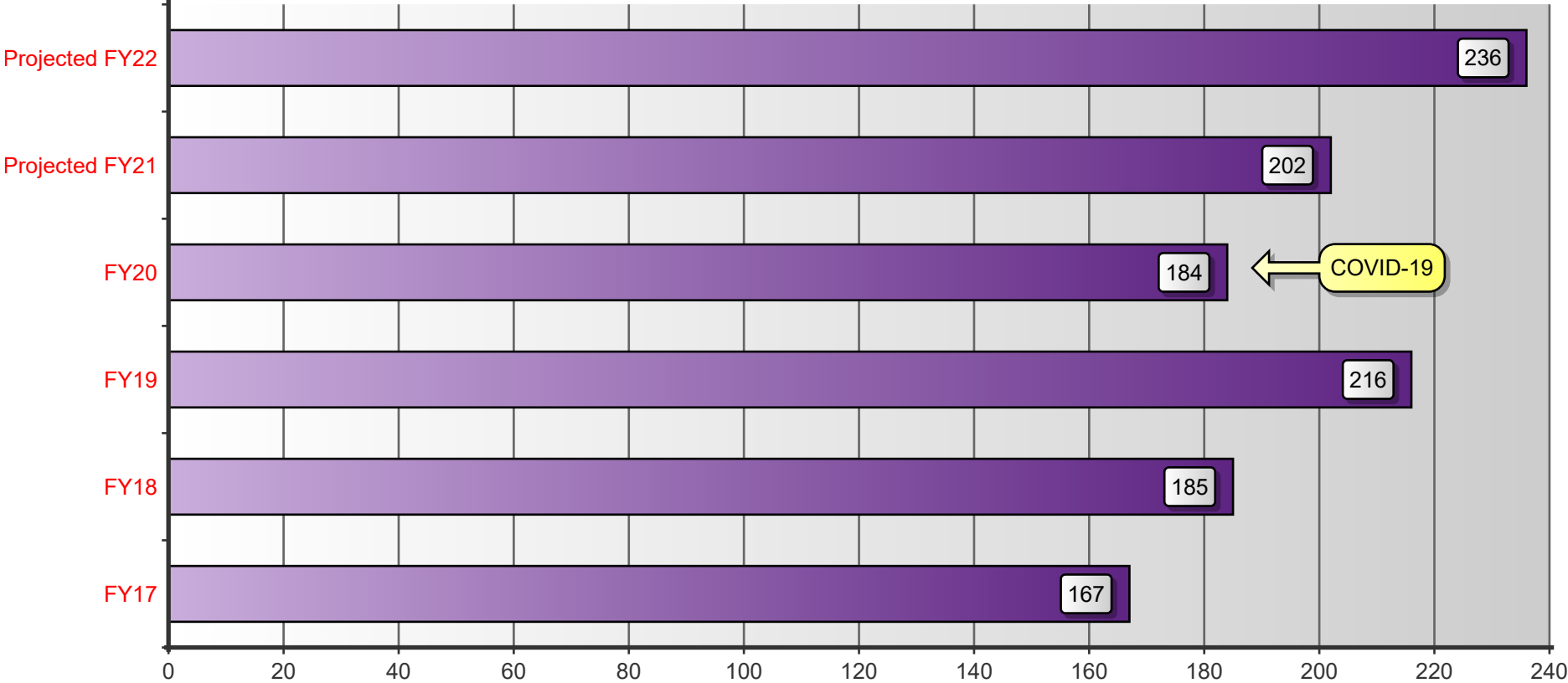
Color-to-Total Volume Comparison
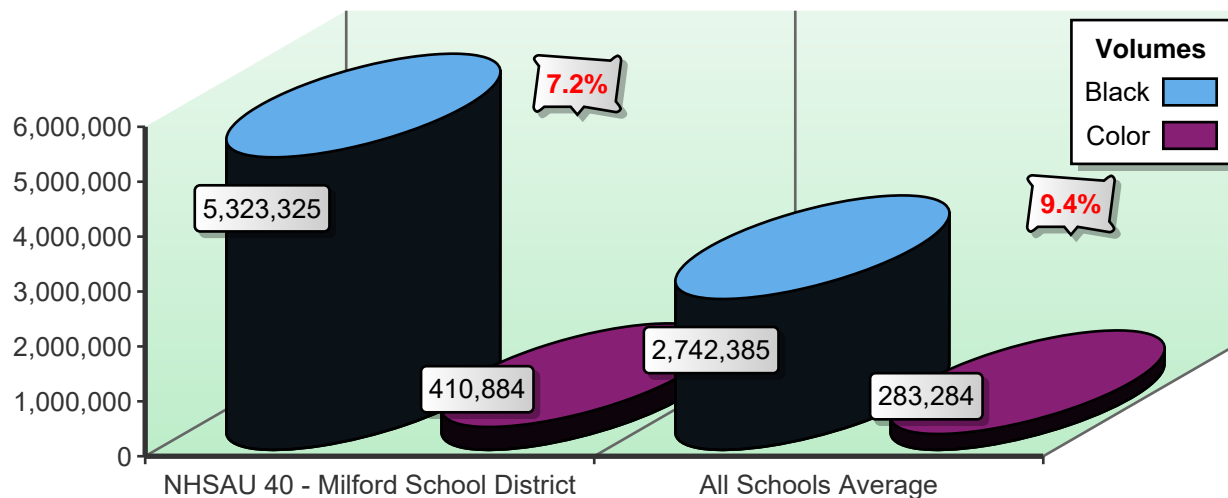
SPC Analysis

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

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

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 08/01/2018

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Heron Pond Elementary					
Main Office					
Konica Minolta BHC658 / 65 PPM	103,052	240,668	137,616	$0.00326	None at this time.
A79J013004343 / 9483 6921				$448.63	
3,000,000 / 05/2017	47,477	107,732	60,255	$0.03963	
Color Photocopier				$2,387.91	
KMBS					
Room 112 Media Center					
Konica Minolta BH4700P / 50 PPM	6,397	10,834	4,437	$0.00625	7 years from Intro.
A63N011024399 / 9323 8203				$27.73	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 113					
Konica Minolta BH4050 / 42 PPM	91,269	93,162	1,893	$0.00514	None at this time.
A6VF011003713 / 8802 4336				$9.73	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 120 Computer Lab					
Konica Minolta BHC3100P / 32 PPM	2,130	4,216	2,086	$0.00625	None at this time.
A6DR012108659 /				$13.04	
750,000 / 06/2014	4,846	10,208	5,362	$0.05738	
Color Network Printer				$307.67	
KMBS					
Room 216					
Konica Minolta BH4700P / 50 PPM	15,476	29,405	13,929	$0.00625	7 years from Intro.
A63N011022804 / 9499 5646				$87.06	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 220					
Konica Minolta BH3301P / 35 PPM	3,312	9,140	5,828	$0.00625	None at this time.
A63P015002026 / 9499 5606				$36.43	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 220 - Work Room					
Konica Minolta BH958 / 95 PPM	424,749	675,080	250,331	$0.00326	None at this time.
A796011001932 / 9468 1420				$816.08	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 308					
Konica Minolta BHC3100P / 32 PPM	2,013	3,065	1,052	$0.00625 $6.58	None at this time.
A6DR012108633 /					
750,000 / 06/2014	6,072	10,300	4,228	$0.05738	
Color Network Printer				$242.60	
KMBS					
Room 312					
Konica Minolta BH4700P / 50 PPM	12,862	21,857	8,995	$0.00625 $56.22	7 years from Intro.
A63N011022815 / 9499 5645					
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 416					
Konica Minolta BH4700P / 50 PPM	28,451	47,990	19,539	$0.00625 $122.12	7 years from Intro.
A63N011022811 / 9499 5629					
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 510 - Work Room					
Konica Minolta BH4700P / 50 PPM	20,630	42,421	21,791	$0.00625 $136.19	7 years from Intro.
A63N011022683 / 9499 5614					
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 510 - Work Room					
Konica Minolta BH808 / 80 PPM	330,000	682,320	352,320	$0.00326	None at this time.
A8KN011007416 / 9486 1288				$1,148.56	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 610					
Konica Minolta BH4700P / 50 PPM	25,521	40,247	14,726	$0.00625	7 years from Intro.
A63N011022812 / 9499 5618				$92.04	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 712 Staff					
Konica Minolta BH808 / 80 PPM	327,909	613,450	285,541	$0.00326	None at this time.
A8KN011007448 / 9486 1282				$930.86	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 712 Staff					
Konica Minolta BH3301P / 35 PPM	5,711	15,429	9,718	$0.00625	None at this time.
A63P015002036 / 9499 5607				$60.74	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 808					
Konica Minolta BH4700P / 50 PPM	9,431	27,360	17,929	$0.00625	7 years from Intro.
A63N011022843 / 9499 5617				$112.06	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 808 - Work Room					
Konica Minolta BH958 / 95 PPM	380,275	693,801	313,526	$0.00326	None at this time.
A796011001935 / 9468 1404				$1,022.09	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 814					
Konica Minolta BHC3100P / 32 PPM	4,723	9,386	4,663	$0.00625	None at this time.
A6DR012108249 / 9499 5628				$29.14	
750,000 / 06/2014	15,441	27,176	11,735	$0.05738	
Color Network Printer				$673.35	
KMBS					
Room 906					
Konica Minolta BH4700P / 50 PPM	17,681	28,262	10,581	$0.00625	7 years from Intro.
A63N011022806 / 9499 5615				$66.13	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 910					
Konica Minolta BH4700P / 50 PPM	1,760	3,338	1,578	$0.00625	7 years from Intro.
A63N011022861 / 9499 5616				$9.86	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

			Subtotal Black	1,478,079	$5,231.28
			Subtotal Color	81,580	$3,611.53

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Jacques Memorial					
Main Office					
Konica Minolta BHC558 / 55 PPM	146,295	255,079	108,784	$0.00326	None at this time.
A79K011016210 / 9483 7001				$354.64	
3,000,000 / 02/2017	151,425	265,812	114,387	$0.03963	
Color Photocopier				$4,533.16	
KMBS					
Room 1007 Teachers' Lounge					
Konica Minolta BH808 / 80 PPM	235,527	531,123	295,596	$0.00326	None at this time.
A8KN011007455 / 9483 6917				$963.64	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 1012 Library					
Konica Minolta BH3301P / 35 PPM	602	3,468	2,866	$0.00625	None at this time.
A63P015002038 / 9499 5567				$17.91	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 1015 Kitchen Office					
Konica Minolta BH4050 / 42 PPM	25,898	27,728	1,830	$0.00514	None at this time.
A6VF011003289 / 8802 4378				$9.41	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 1049					
Konica Minolta BH808 / 80 PPM	276,288	429,343	153,055	$0.00326	None at this time.
A8KN011007436 / 9486 1333				$498.96	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 1055					
Konica Minolta BH3301P / 35 PPM	3,337	12,157	8,820	$0.00625	None at this time.
A63P015002040 / 9499 5568				$55.13	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

	Subtotal Black	570,951	$1,899.68
	Subtotal Color	**114,387**	**$4,533.16**

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations

Milford High

Room 101 Main Office

Konica Minolta BH3301P / 35 PPM	3,219	5,739	2,520	$0.00625	None at this time.
A63P015002045 / 9499 5604				$15.75	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Room 101 Main Office

Konica Minolta BHC3100P / 32 PPM	4,541	9,960	5,419	$0.00625	None at this time.
A6DR012108284 / 9355 5733				$33.87	
750,000 / 06/2014	4,442	8,200	3,758	$0.05738	
Color Network Printer				$215.63	
KMBS					

Room 101 Main Office Work Room

Konica Minolta BHC658 / 65 PPM	83,538	149,359	65,821	$0.00326	None at this time.
A79J013004321 / 9486 1283				$214.58	
3,000,000 / 05/2017	51,057	104,070	53,013	$0.03963	
Color Photocopier				$2,100.91	
KMBS					

Room 102A Music

Konica Minolta BH308 / 30 PPM	36,333	70,281	33,948	$0.00326	None at this time.
AA6W011000981 / 9483 6913				$110.67	
750,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 103A					
Konica Minolta BH3301P / 35 PPM	4,714	8,509	3,795	$0.00625	None at this time.
A63P015002050 / 9499 5600				$23.72	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 107A Gym Office					
Konica Minolta BH4020 / 42 PPM	2,957	5,425	2,468	$0.00625	None at this time.
A6WD011008307 / 9499 5589				$15.43	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Room 111					
Konica Minolta BH3301P / 35 PPM	7,747	13,631	5,884	$0.00625	None at this time.
A63P015002044 / 9499 5603				$36.78	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 111 Art					
Konica Minolta BHC3100P / 32 PPM	3,216	5,047	1,831	$0.00625	None at this time.
A6DR012108250 / 9499 5621				$11.44	
750,000 / 06/2014	4,441	7,286	2,845	$0.05738	
Color Network Printer				$163.25	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 116 Nurse					
Konica Minolta BH3301P / 35 PPM	1,698	3,822	2,124	$0.00625	None at this time.
A63P015002033 / 9499 5602				$13.28	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 132 Graphic Arts					
Konica Minolta BHC308 / 30 PPM	12,233	19,580	7,347	$0.00326	None at this time.
A7PY017005623 / 9499 5802				$23.95	
750,000 / 06/2016	23,958	35,099	11,141	$0.03963	
Color Photocopier				$441.52	
KMBS					
Room 133					
Konica Minolta BH4700P / 50 PPM	6,665	10,966	4,301	$0.00625	7 years from Intro.
A63N011023418 / 9499 5605				$26.88	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 134 Graphic Arts					
HP Laser Jet 5100 / 21 PPM	8,907	8,981	74	$0.02295	17 years from Intro.
CNGN141761 / 9499 5608				$1.70	
500,000 / 04/2003	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed					
Serial Number/Vendor Machine ID			*FY20*		
Life / Intro Date	*07/01/2019*	*06/30/2020*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	*Recommendations*

Room 137 Computer Science

Konica Minolta BH3301P / 35 PPM	3,877	6,361	2,484	$0.00625	None at this time.
A63P015002031 / 9499 5599				$15.53	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Room 139 Computer Lab

Konica Minolta BH3301P / 35 PPM	412	942	530	$0.00625	None at this time.
A63P015002054 / 9499 5598				$3.31	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Room 143 Drafting

Konica Minolta BH308 / 30 PPM	33,231	57,946	24,715	$0.00326	None at this time.
AA6W011000988 / 9486 1286				$80.57	
750,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Room 150

Konica Minolta BH3301P / 35 PPM	5,640	8,094	2,454	$0.00625	None at this time.
A63P015002055 / 9499 5597				$15.34	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 153 Math Work Room					
Konica Minolta BH958 / 95 PPM	657,998	1,247,683	589,685	$0.00326	None at this time.
A796011001777 / 9499 0055				$1,922.37	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 163 Video Production					
Konica Minolta BH3301P / 35 PPM	2,292	4,361	2,069	$0.00625	None at this time.
A63P015002063 / 9499 5596				$12.93	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 165					
Konica Minolta BH3301P / 35 PPM	557	812	255	$0.00625	None at this time.
A63P015002057 / 9499 5601				$1.59	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 169 IT					
Konica Minolta BH3301P / 35 PPM	612	1,962	1,350	$0.00625	None at this time.
A63P015002048 / 9499 5595				$8.44	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 183					
Konica Minolta BH3301P / 35 PPM	19,328	28,053	8,725	$0.00625	None at this time.
A63P015002047 / 9499 5594				$54.53	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 185A Computer Lab					
Konica Minolta BH4700P / 50 PPM	2,170	2,430	260	$0.00625	7 years from Intro.
A63N011022808 / 9499 5622				$1.63	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 186					
Konica Minolta BH3301P / 35 PPM	3,571	4,484	913	$0.00625	None at this time.
A63P015002034 / 9499 5590				$5.71	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 187 Student Services					
Konica Minolta BH454E / 45 PPM	361,276	416,939	55,663	$0.00411	7 years from Intro.
A61E011001843 / 9357 6349				$228.77	
1,000,000 / 11/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 187 Student Services					
Konica Minolta BH4700P / 50 PPM	13,778	26,227	12,449	$0.00625	7 years from Intro.
A63N011022784 / 9499 5623				$77.81	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 188 Library					
Konica Minolta BHC3100P / 32 PPM	1,108	2,603	1,495	$0.00625	None at this time.
A6DR012108248 / 9499 5620				$9.34	
750,000 / 06/2014	6,844	13,125	6,281	$0.05738	
Color Network Printer				$360.40	
KMBS					
Room 188 Library					
Konica Minolta BH658 / 65 PPM	356,311	598,165	241,854	$0.00326	None at this time.
AA6R011001556 / 9486 1350				$788.44	
4,000,000 / 05/2017	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 188 Library					
Konica Minolta BH4700P / 50 PPM	14,591	23,888	9,297	$0.00625	7 years from Intro.
A63N011024231 / 9499 5624				$58.11	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 188 Library					
Konica Minolta BH4700P / 50 PPM	44,794	73,236	28,442	$0.00625	7 years from Intro.
A63N011024344 / 9499 5559				$177.76	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 188 Library					
Konica Minolta BH4700P / 50 PPM	12,386	21,142	8,756	$0.00625	7 years from Intro.
A63N011023134 / 9499 5643				$54.73	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 196					
Konica Minolta BH3301P / 35 PPM	13,166	24,903	11,737	$0.00625	None at this time.
A63P015002062 / 9499 5593				$73.36	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 197					
Konica Minolta BH4700P / 50 PPM	10,420	19,793	9,373	$0.00625	7 years from Intro.
A63N011022799 / 9499 5619				$58.58	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 209					
Konica Minolta BH3301P / 35 PPM	5,383	8,197	2,814	$0.00625	None at this time.
A63P015002060 / 9499 5592				$17.59	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 209 Special Education					
Konica Minolta BH658 / 65 PPM	90,922	185,622	94,700	$0.00326	None at this time.
AA6R011001557 / 9486 1354				$308.72	
4,000,000 / 05/2017	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 215					
Konica Minolta BH3300P / 35 PPM	20,326	22,077	1,751	$0.00625	7 years from Intro.
A63P011000659 /				$10.94	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 217 Marketing					
Konica Minolta BH458 / 45 PPM	39,025	61,847	22,822	$0.00326	None at this time.
AA6U011005162 / 9486 1414				$74.40	
1,000,000 / 08/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 308A					
Konica Minolta BH4050 / 42 PPM	47,525	59,261	11,736	$0.00514	None at this time.
A6VF011003706 / 8802 1567				$60.32	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Room 314 Teachers' Lounge					
Konica Minolta BH958 / 95 PPM	351,971	539,242	187,271	$0.00326	None at this time.
A796011001828 / 9471 1876				$610.50	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 314 Teachers' Lounge					
Konica Minolta BH958 / 95 PPM	528,773	932,273	403,500	$0.00326	None at this time.
A796011001921 / 9486 1430				$1,315.41	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 316					
Konica Minolta BHC3100P / 32 PPM	2,882	5,315	2,433	$0.00625	None at this time.
A6DR012108246 / 9499 5644				$15.21	
750,000 / 06/2014	3,482	6,422	2,940	$0.05738	
Color Network Printer				$168.70	
KMBS					

	Subtotal Black	1,875,065	$6,589.97	
	Subtotal Color	79,978	$3,450.40	

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Milford Middle					
Girls' Gym Office					
Konica Minolta BH3301P / 35 PPM	1,332	2,255	923	$0.00625	None at this time.
A63P015001827 / 9499 5587				$5.77	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Guidance Office					
Konica Minolta BH658 / 65 PPM	115,823	194,562	78,739	$0.00326	None at this time.
AA6R011001608 / 9486 1353				$256.69	
4,000,000 / 05/2017	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
IT Spare					
Konica Minolta BH3301P / 35 PPM	1,025	2,447	1,422	$0.00625	None at this time.
A63P015001797 /				$8.89	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
IT Spare					
Konica Minolta BH4700P / 50 PPM	0	0	0	$0.00625	7 years from Intro.
A63N011024379 / 9449 5633				$0.00	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Kitchen Office					
Konica Minolta BH4050 / 42 PPM	24,114	25,876	1,762	$0.00514	None at this time.
A6VF011003302 / 9355 5722				$9.06	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Library					
Konica Minolta BH308 / 30 PPM	16,582	31,270	14,688	$0.00326	None at this time.
AA6W011000915 / 9486 1385				$47.88	
750,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Library					
Konica Minolta BH3301P / 35 PPM	8,509	14,074	5,565	$0.00625	None at this time.
A63P015001794 / 9499 5566				$34.78	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Library Inner Office					
Konica Minolta BH3301P / 35 PPM	2,959	3,997	1,038	$0.00625	None at this time.
A63P015002027 / 9499 5586				$6.49	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Main Office					
Konica Minolta BHC558 / 55 PPM	48,232	103,447	55,215	$0.00326	None at this time.
A79K011015695 / 9483 6930				$180.00	
3,000,000 / 02/2017	36,360	85,622	49,262	$0.03963	
Color Photocopier				$1,952.25	
KMBS					
Main Office Work Room					
Konica Minolta BH958 / 95 PPM	766,692	1,317,114	550,422	$0.00326	None at this time.
A796011001913 / 9468 1432				$1,794.38	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Nurse's Office					
Konica Minolta BH3301P / 35 PPM	3,534	6,162	2,628	$0.00625	None at this time.
A63P015001739 / 9499 5585				$16.43	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 400					
Konica Minolta BH4700P / 50 PPM	9,352	14,598	5,246	$0.00625	7 years from Intro.
A63N011022819 / 9499 5609				$32.79	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 102					
Konica Minolta BH4700P / 50 PPM	10,705	16,189	5,484	$0.00625	7 years from Intro.
A63N011022793 / 9499 5610				$34.28	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 109					
Konica Minolta BH3301P / 35 PPM	4,001	7,443	3,442	$0.00625	None at this time.
A63P015002051 / 9499 5591				$21.51	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 110					
Konica Minolta BH3301P / 35 PPM	6,079	10,030	3,951	$0.00625	None at this time.
A63P015002032 / 9499 5565				$24.69	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 205					
Konica Minolta BH3301P / 35 PPM	13,077	24,994	11,917	$0.00625	None at this time.
A63P015001846 / 9499 5564				$74.48	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 209A Teachers' Room 7th Grade Wing					
Konica Minolta BH4700P / 50 PPM	7,364	12,774	5,410	$0.00625	7 years from Intro.
A63N011022821 / 9499 5664				$33.81	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 302 Computer Lab					
Konica Minolta BH3301P / 35 PPM	0	9	9	$0.00625	None at this time.
A63P015001849 / 9499 5562				$0.06	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 302 Computer Lab					
Konica Minolta BH3301P / 35 PPM	1,374	2,160	786	$0.00625	None at this time.
A63P015001843 /				$4.91	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 304 Computer Lab					
Konica Minolta BH3301P / 35 PPM	13,721	16,671	2,950	$0.00625	None at this time.
A63P015001833 / 9499 5561				$18.44	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 304 Computer Lab					
Konica Minolta BHC3100P / 32 PPM	1,705	2,239	534	$0.00625	None at this time.
A6DR012108252 / 9499 5613				$3.34	
750,000 / 06/2014	5,080	8,100	3,020	$0.05738	
Color Network Printer				$173.29	
KMBS					
Room 307					
Konica Minolta BH4700P / 50 PPM	20,289	33,786	13,497	$0.00625	7 years from Intro.
A63N011023415 / 9499 5611				$84.36	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 403					
Konica Minolta BH4700P / 50 PPM	20,365	32,666	12,301	$0.00625	7 years from Intro.
A63N011022878 / 9499 5632				$76.88	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 409					
Konica Minolta BH4700P / 50 PPM	24,590	35,543	10,953	$0.00625	7 years from Intro.
A63N011023123 / 9499 5612				$68.46	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 500					
Konica Minolta BH3301P / 35 PPM	7,245	11,464	4,219	$0.00625	None at this time.
A63P015001772 / 9499 5560				$26.37	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 503 Art					
Konica Minolta BHC3100P / 32 PPM	973	1,491	518	$0.00625	None at this time.
A6DR012108197 / 9499 5630				$3.24	
750,000 / 06/2014	1,997	3,411	1,414	$0.05738	
Color Network Printer				$81.14	
KMBS					
Room 505					
Konica Minolta BHC3100P / 32 PPM	1,216	2,403	1,187	$0.00625	None at this time.
A6DR012108388 / 9499 5635				$7.42	
750,000 / 06/2014	2,501	4,571	2,070	$0.05738	
Color Network Printer				$118.78	
KMBS					
Teachers' Room Center 2nd Floor					
Konica Minolta BH808 / 80 PPM	329,889	537,723	207,834	$0.00326	None at this time.
A8KN011007825 / 9486 1357				$677.54	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20 Annual Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Teachers' Room Center 2nd Floor					
Konica Minolta BHC3100P / 32 PPM	1,483	4,067	2,584	$0.00625	None at this time.
A6DR012108260 / 9499 5634				$16.15	
750,000 / 06/2014	5,042	11,825	6,783	$0.05738	
Color Network Printer				$389.21	
KMBS					
Teachers' Work Room 2nd Floor					
Konica Minolta BH808 / 80 PPM	268,822	411,946	143,124	$0.00326	None at this time.
A8KN011007768 / 9486 1360				$466.58	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

	Subtotal Black	**1,148,348**	**$4,035.65**
	Subtotal Color	**62,549**	**$2,714.66**

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Project "DRIVE"					
Room 102 English					
Konica Minolta BH4700P / 50 PPM	22,010	37,603	15,593	$0.00625	7 years from Intro.
A63N011023414 / 9467 8994				$97.46	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 20 Special Education Office					
Konica Minolta BHC558 / 55 PPM	71,362	151,877	80,515	$0.00326	None at this time.
A79K011016204 / 9483 6998				$262.48	
3,000,000 / 02/2017	17,702	41,605	23,903	$0.03963	
Color Photocopier				$947.28	
KMBS					
Teachers Room - Basement					
Konica Minolta BH454E / 45 PPM	173,839	190,813	16,974	$0.00411	7 years from Intro.
A61D011002457 / 9357 5560				$69.76	
1,000,000 / 11/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
	Subtotal Black	113,082		$429.70	
	Subtotal Color	23,903		$947.28	

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
SAU #40 District					
Office					
Konica Minolta BHC658 / 65 PPM	77,808	154,825	77,017	$0.00326	None at this time.
A79J013004393 / 9483 6912				$251.08	
3,000,000 / 05/2017	40,679	89,166	48,487	$0.03963	
Color Photocopier				$1,921.54	
KMBS					
Room 175C					
Konica Minolta BH3301P / 35 PPM	42	77	35	$0.00625	None at this time.
A63P015002037 / 9499 5588				$0.22	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 177 Business Office					
Konica Minolta BH454E / 45 PPM	301,737	362,485	60,748	$0.00411	7 years from Intro.
A61E011001863 / 9357 5082				$249.67	
1,000,000 / 11/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
	Subtotal Black	137,800	$500.97		
	Subtotal Color	48,487	$1,921.54		
	District Wide Black Totals	5,323,325	$18,687.26		
	District Wide Color Totals	410,884	$17,178.57		**Your Avg Color CPC is $0.0418**

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 04/01/2009 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 20 black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	Prior CPC	Average Annual Cost
5,323,325	$0.00728	$38,753.81

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
5,323,325	$0.00351	$18,684.87	$20,068.94	$100,344.68

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

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $20,068.94 x 11 years as a Client = $220,758.29 Cost Savings!

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Heron Pond Elementary	1,478,079	$5,247.45	$7,981.63	$16,893.47	$30,122.55
Jacques Memorial	570,951	$1,905.53	$3,083.14	$6,525.59	$11,514.26
Milford High	1,875,065	$6,610.21	$10,125.35	$21,430.76	$38,166.32
Milford Middle	1,148,348	$4,048.12	$6,201.08	$13,124.86	$23,374.06
Project "DRIVE"	113,082	$430.99	$610.64	$1,292.45	$2,334.08
SAU #40 District	137,800	$502.35	$744.12	$1,574.96	$2,821.43
Total	**5,323,325**	**$18,744.64**	**$28,745.96**	**$60,842.10**	**$108,332.69**

SPC Equipment Bids:
Presently our bids are coming in between 15% to 23% of Retail, while the current Salesman's Cost is 50% of Retail.
For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a Retail Cost of $45,640 is coming in at $7,342...16% of Retail! Our prices are negotiated with and supported directly by the manufacturer.

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Heron Pond Elementary	81,580	$3,622.39
Jacques Memorial	114,387	$4,546.88
Milford High	79,978	$3,460.79
Milford Middle	62,549	$2,722.83
Project "DRIVE"	23,903	$950.14
SAU #40 District	48,487	$1,927.36
Total	**410,884**	**$17,230.40**

Service & Supply Usage Profile by Vendor - Black

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

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	17,221	$0.00514	$88.52	$0.00516	$88.86
Konica-Minolta Business Solutions	Black Laser MFP	2,468	$0.00625	$15.43	$0.00627	$15.47
Konica-Minolta Business Solutions	Black Network Printer	370,389	$0.00625	$2,314.93	$0.00627	$2,322.34
Konica-Minolta Business Solutions	Black Network Printer	74	$0.02295	$1.70	$0.02302	$1.70
Konica-Minolta Business Solutions	Black Photocopier	4,243,671	$0.00326	$13,834.37	$0.00327	$13,876.80
Konica-Minolta Business Solutions	Black Photocopier	133,385	$0.00411	$548.21	$0.00412	$549.55
Konica-Minolta Business Solutions	Color Network Printer	23,802	$0.00625	$148.76	$0.00627	$149.24
Konica-Minolta Business Solutions	Color Photocopier	532,315	$0.00326	$1,735.35	$0.00327	$1,740.67
	Total	**5,323,325**	**$0.00351**	**$18,687.26**	**$0.00352**	**$18,744.64**

Service & Supply Usage Profile by Vendor - Color

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

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Color Network Printer	50,436	$0.05738	$2,894.02	$0.05755	$2,902.59
Konica-Minolta Business Solutions	Color Photocopier	360,448	$0.03963	$14,284.55	$0.03975	$14,327.81
	Total	**410,884**	**$0.04181**	**$17,178.57**	**$0.04193**	**$17,230.40**

Reprographic Equipment Assessment

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

Total Number of Units	**102**
Total Number of Units on Lease	**94**
Total Number of Units Owned	**8**
Lease Company	**Norway Savings Bank**
Lease Start Date	**08/01/2018**
Lease End Date	**08/01/2023**
Term	**5 Annual**
Annual Payment usually due on 8/1	**$60,842.10**
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 BH4700P	A63N011022683
Heron Pond Elementary	Konica Minolta BH4700P	A63N011022804
Heron Pond Elementary	Konica Minolta BH4700P	A63N011022806
Heron Pond Elementary	Konica Minolta BH4700P	A63N011022811
Heron Pond Elementary	Konica Minolta BH4700P	A63N011022812
Heron Pond Elementary	Konica Minolta BH4700P	A63N011022815
Heron Pond Elementary	Konica Minolta BH4700P	A63N011022843
Heron Pond Elementary	Konica Minolta BH4700P	A63N011022861
Heron Pond Elementary	Konica Minolta BH4700P	A63N011024399
Heron Pond Elementary	Konica Minolta BH3301P	A63P015002026
Heron Pond Elementary	Konica Minolta BH3301P	A63P015002036
Heron Pond Elementary	Konica Minolta BHC3100P	A6DR012108249
Heron Pond Elementary	Konica Minolta BHC3100P	A6DR012108633
Heron Pond Elementary	Konica Minolta BHC3100P	A6DR012108659
Heron Pond Elementary	Konica Minolta BH958	A796011001932
Heron Pond Elementary	Konica Minolta BH958	A796011001935
Heron Pond Elementary	Konica Minolta BHC658	A79J013004343
Heron Pond Elementary	Konica Minolta BH808	A8KN011007416
Heron Pond Elementary	Konica Minolta BH808	A8KN011007448
Jacques Memorial	Konica Minolta BH3301P	A63P015002038
Jacques Memorial	Konica Minolta BH3301P	A63P015002040
Jacques Memorial	Konica Minolta BHC558	A79K011016210
Jacques Memorial	Konica Minolta BH808	A8KN011007436
Jacques Memorial	Konica Minolta BH808	A8KN011007455
Milford High	Konica Minolta BH4700P	A63N011022784
Milford High	Konica Minolta BH4700P	A63N011022799
Milford High	Konica Minolta BH4700P	A63N011022808
Milford High	Konica Minolta BH4700P	A63N011023134
Milford High	Konica Minolta BH4700P	A63N011023418
Milford High	Konica Minolta BH4700P	A63N011024231
Milford High	Konica Minolta BH4700P	A63N011024344
Milford High	Konica Minolta BH3301P	A63P015002031

Building	Make/Model	Serial Number
Milford High	Konica Minolta BH3301P	A63P015002033
Milford High	Konica Minolta BH3301P	A63P015002034
Milford High	Konica Minolta BH3301P	A63P015002044
Milford High	Konica Minolta BH3301P	A63P015002045
Milford High	Konica Minolta BH3301P	A63P015002047
Milford High	Konica Minolta BH3301P	A63P015002048
Milford High	Konica Minolta BH3301P	A63P015002050
Milford High	Konica Minolta BH3301P	A63P015002054
Milford High	Konica Minolta BH3301P	A63P015002055
Milford High	Konica Minolta BH3301P	A63P015002057
Milford High	Konica Minolta BH3301P	A63P015002060
Milford High	Konica Minolta BH3301P	A63P015002062
Milford High	Konica Minolta BH3301P	A63P015002063
Milford High	Konica Minolta BHC3100P	A6DR012108246
Milford High	Konica Minolta BHC3100P	A6DR012108248
Milford High	Konica Minolta BHC3100P	A6DR012108250
Milford High	Konica Minolta BHC3100P	A6DR012108284
Milford High	Konica Minolta BH4020	A6WD011008307
Milford High	Konica Minolta BH958	A796011001777
Milford High	Konica Minolta BH958	A796011001828
Milford High	Konica Minolta BH958	A796011001921
Milford High	Konica Minolta BHC658	A79J013004321
Milford High	Konica Minolta BHC308	A7PY017005623
Milford High	Konica Minolta BH658	AA6R011001556
Milford High	Konica Minolta BH658	AA6R011001557
Milford High	Konica Minolta BH458	AA6U011005162
Milford High	Konica Minolta BH308	AA6W011000981
Milford High	Konica Minolta BH308	AA6W011000988
Milford High	HP Laser Jet 5100	CNGN141761
Milford Middle	Konica Minolta BH4700P	A63N011022793
Milford Middle	Konica Minolta BH4700P	A63N011022819
Milford Middle	Konica Minolta BH4700P	A63N011022821
Milford Middle	Konica Minolta BH4700P	A63N011022878

Building	Make/Model	Serial Number
Milford Middle	Konica Minolta BH4700P	A63N011023123
Milford Middle	Konica Minolta BH4700P	A63N011023415
Milford Middle	Konica Minolta BH4700P	A63N011024379
Milford Middle	Konica Minolta BH3301P	A63P015001739
Milford Middle	Konica Minolta BH3301P	A63P015001772
Milford Middle	Konica Minolta BH3301P	A63P015001794
Milford Middle	Konica Minolta BH3301P	A63P015001797
Milford Middle	Konica Minolta BH3301P	A63P015001827
Milford Middle	Konica Minolta BH3301P	A63P015001833
Milford Middle	Konica Minolta BH3301P	A63P015001843
Milford Middle	Konica Minolta BH3301P	A63P015001846
Milford Middle	Konica Minolta BH3301P	A63P015001849
Milford Middle	Konica Minolta BH3301P	A63P015002027
Milford Middle	Konica Minolta BH3301P	A63P015002032
Milford Middle	Konica Minolta BH3301P	A63P015002051
Milford Middle	Konica Minolta BHC3100P	A6DR012108197
Milford Middle	Konica Minolta BHC3100P	A6DR012108252
Milford Middle	Konica Minolta BHC3100P	A6DR012108260
Milford Middle	Konica Minolta BHC3100P	A6DR012108388
Milford Middle	Konica Minolta BH958	A796011001913
Milford Middle	Konica Minolta BHC558	A79K011015695
Milford Middle	Konica Minolta BH808	A8KN011007768
Milford Middle	Konica Minolta BH808	A8KN011007825
Milford Middle	Konica Minolta BH658	AA6R011001608
Milford Middle	Konica Minolta BH308	AA6W011000915
Project "DRIVE"	Konica Minolta BH4700P	A63N011023414
Project "DRIVE"	Konica Minolta BHC558	A79K011016204
SAU #40 District	Konica Minolta BH3301P	A63P015002037
SAU #40 District	Konica Minolta BHC658	A79J013004393

Owned Equipment

Building	Make/Model	Serial Number
Heron Pond Elementary	Konica MinoltaBH4050	A6VF011003713
Jacques Memorial	Konica MinoltaBH4050	A6VF011003289
Milford High	Konica MinoltaBH454E	A61E011001843
Milford High	Konica MinoltaBH3300P	A63P011000659
Milford High	Konica MinoltaBH4050	A6VF011003706
Milford Middle	Konica MinoltaBH4050	A6VF011003302
Project "DRIVE"	Konica MinoltaBH454E	A61D011002457
SAU #40 District	Konica MinoltaBH454E	A61E011001863

STARDoc User Names

Name	User Name
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· S P C ·
specialized purchasing consultants

Benefits of partnering with SPC

Top Benefits to <mark>our CLIENTS:</mark>

1. Cooperative Buying

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

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

- We will _save you money_ benefiting from the combined purchasing power of more than 63 clients with over 3,700 devices doing more than <mark>155</mark> million copies and prints per year. We purchase approximately 1,100 units annually with 80 million prints out to bid!

- We will _save you time_ by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis, and managing the implementation.

- We will _save you frustration_. We manage your contracts for up to five years from the date of installation.

2. Exclusive <u>STARDoc</u> Software

- STARDoc: System for Tracking And Reporting Documents.

- Maps all devices and sets up 'Interactive Live Floor Plans' of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.

- STARDoc studies your printing habits and is able to predict your year-end-cost months in advance before you receive your year-end reconciliation invoice.

- Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

- Removes the confusion out of billing.

- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.

- TWO invoices are sent each year from ONE billing source.

- Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

Benefits of partnering with SPC

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

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

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

SPC Values Our Vendors

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

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

SPC Values Our Vendors

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

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

STARDoc Features

Cost Projection by Department or Building

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

Map your devices on Floorplans

Who Benefits? Business Manager, IT

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

Floorplan Administration

Who Benefits? Business Manager and IT

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

Contacts Page

Who Benefits? Business Manager and IT

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

STARDoc Features

Device Listing Page

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

Monthly Audits

Who Benefits? Business Manager and Superintendent

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

Timeline

Who Benefits? Business Manager

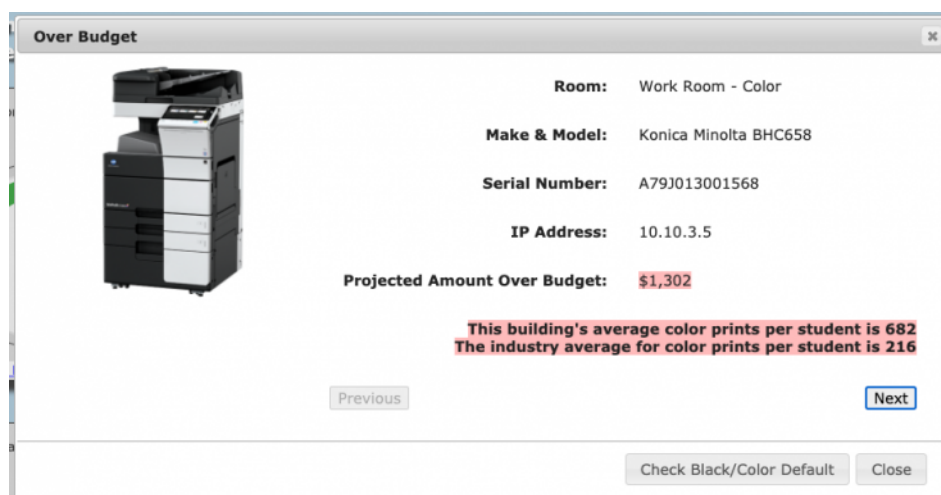- Track historical volume and cost per building

Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client

Over-Budget Report

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

SPC'S CLIENT WARRANTY AND RELIEF INSURANCE FUND

AVAILABLE IMMEDIATELY!

WHY IS IT NEEDED?

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

OTHER CONCERNS:

- Vendor refuses to honor a Warranty

- Equipment is no longer under a vendor Warranty

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

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

PURPOSE:

Since 1989, SPC's goal is to shelter our clients from Industry upheavals. This fund is to set aside monies that can be used by any client, if a need arises.
Funding Source: Initially, $200,000 no-interest personal loan. To be paid back from two sources…

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

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

WHO BENEFITS:

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

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