

Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800)750-1538



FY22 Annual Report

With FY23 Projections

Dan Donovan
NHSAU 42 - Nashua
141 Ledge Street
Nashua, NH 03061



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

October 2022

Dan Donovan
NHSAU 42 - Nashua
141 Ledge Street
Nashua, NH 03061

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 Dan:

Specialized Purchasing Consultants is pleased to present your FY22 Annual Report, taking a look at where we are in recovering from the pandemic restrictions and changes, and looking ahead to continued cost savings and recommendations to maintain your equipment and ensure your vendors are giving the best service possible.

The past few years were unprecedented with the restrictions brought on by the pandemic, and this year was no exception. Because of the delays brought on by the pandemic we chose to submit our copier bid in February rather than wait until March/April. This proved to be a good move for many reasons.

The industry continues to experience major backorder issues on equipment, something we've not had to deal with in years past. Bidding early meant boards could approve results and orders could be placed early. We were also able to lock in new service and supply pricing for existing equipment while orders were delayed so as not to disrupt budgets already established for the new fiscal year based on upgrading equipment.

Even after our bids were received and awarded, though, one major vendor wanted to increase their pricing because of the increased inflation rate that took place after the bid process. We were able to negotiate with them and hold the pricing we received back in February. Again, starting the bid process early proved to be a positive move.

Finally, while the industry experienced an over 9% inflation rate, SPC was able to continue to hold down service and supply costs for all of our clients because of SPC's allowable CPC increase cap of 5%.

As always, we are grateful for your continued confidence in the services SPC provides and in our efforts to secure better pricing on equipment, service and supplies than can be obtained independently. We look forward to working with you another year and into the future.

Sincerely,

Skip Tilton
President

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MEET YOUR TEAM

Skip Tilton, President
Billie Jo Tilton, Vice President



As co-founders of SPC, we 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.



Alex Webster
Operations, Marketing & IT Manager



Alex is involved in every aspect of SPC. He actively seeks to improve the cooperative bid process and is continually seeking to improve the buying power in New England. Alex organizes and prepares the bids for new and existing clients, tabulates the results, and presents them to our clients. He also maintains our office equipment and utilizes the latest technology to maintain STARDoc and FM Audit so our clients always have access to valuable information on their equipment.

Pam Weed
Client-Vendor Relations



Pam helps maintain a good relationship between clients and vendors, overseeing warranty complaints and replacements, equipment upgrades and changes, end-of-year meter collection and billing, and Annual Reports. Pam also assists with marketing SPC services.

Kelly Fortier
Finance Support



Kelly is a valuable asset to the SPC Finance Department. Her versatility in managing various aspects of accounting, lease documentation, and service and supply contracts benefits her team and the clients she works with.

Heidi Tilton
Office Support



Heidi assists with bookkeeping and billing for both clients and vendors, processing payments, contact information updates, and other office support.

Sue Penney
Administrative & Finance Manager



Sue coordinates and oversees all billing, leases, and contracts. Her decades of financial expertise benefit the Billing Team by her attention to detail and ability to prioritize to ensure accuracy and timeliness of all finance projects.

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 ensuring equipment surveys, installations, and trades go smoothly, coordinating with clients and vendors and maintaining a schedule that is beneficial for all. Jamin also assists Alex in many technical areas such as maintaining STARDoc and FM Audit as well as with computer maintenance.

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 & Supply contracts.

1999 Improved Annual Report

- 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 (Continued)

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.
- Five-Year Fleet Management (FYFM): Projecting out five-year costs for all equipment based on current and past usage.

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 Vendor Services and Warranty Relief Equipment

- Vendor Bid Portal allows vendors to electronically submit bids, ensuring accuracy and saving time when calculating bid results for presentation.
- Premier Vendors Classification notes which vendors are not only cooperative to SPC bids but who demonstrate willingness to support SPC's processes before, during, and after the bid.
- Warranty Relief Equipment Base: Premier Vendors will have access to SPC-traded high-quality, low-meter machines. For more information, see the last page of the Annual Report.

2022 Vendor Bid

- Put bid out in February instead of late spring.
- This early bidding saved clients thousands due to inflation and price increases that took place after bid pricing was locked in, preventing higher rates to our clients.
- This also allowed for early ordering to accommodate backorders.
- We were also able to lock in bid rates for existing equipment until new equipment could be installed after the start of the new fiscal year.

2023 SPC Roadmap

- STARDoc Upgrade: Process is in place to give STARDoc a more modern facelift.

EQUIPMENT HEALTH STATUS

Total Number of Machines **224**

Total Black Photocopiers & MFPs:	54
Total Color Photocopiers & MFPs:	31
Total Black Network Printers:	89
Total Color Network Printers:	50
Total Removed From Service:	3

# of Units Not in Use for FY22	4
# of Units OFF Warranty**	17
# of Units Approaching End of Warranty	52
# of Units Overused	0
# of Units Underused	0

Contract Commencement Date	08/02/2020
All Warranties and Service Contracts Expire	06/30/2026
# of Annual Payments Left on Lease	3

**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 Dan,

Despite increased inflation and a continued backlog of orders – unprecedented in SPC history – SPC managed to maintain the buying power we established three decades ago and keep equipment and service & supply pricing lower than anything found in the industry.

Because equipment continues to be back ordered, SPC will again put our equipment bid out to our vendors in February of 2023 rather than wait until April or May. This allows SPC to lock in low pricing before increases take effect, for vendors to get orders placed early, and for client budgets to be planned for the new fiscal year.

Currently, your color usage averages 137 copies per student compared to the industry average of 243 (See pages 20-22). While this is lower than the industry, managing color is an ongoing battle. In 2020 & 2021, SPC aggressively started to add PaperCut in an effort to successfully bring color usage under control. We are able to do this without adding to your overall budget (See page 92).

Phase 2 of your upgrade is scheduled for 8-2-2023. Even though pricing has gone up for the industry, your pricing has been secured and will not increase. However, we are continuing to add more higher-volume non-contract printers to your agreement and a final approved FYERS needs to be secured as soon as possible.

We can discuss this and other concerns at our meeting.

Sincerely,
Skip

NHSAU 42 - Nashua
Dan Donovan
141 Ledge Street, Nashua, NH 03061
Five-Year Basis beginning with the 2020/2021 Fiscal Year
Copies-per-Year: 30,632,516

Present vs. Proposed Recommendations as of 8/2/2020

PRESENT SITUATION

- 1) Guarantees on Photocopiers: **1 Year**
 - 2) Annual Price Ceilings Left: **1 Year**
 - 3) Console Copiers with 3 million plus: **37**
 - 4) Units to be Traded: **46 in 2020, 117 in 2023**
 - 5) Photocopiers: **72**
 - 6) Color Photocopiers: **25**
 - 7) MFPs: **6**
 - 8) Printers: **145 with 55 Color**
 - 9) Duplexers: **156**
 - 10) Finishers: **72**
- Total number of Units: **223**

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Machines: **Five + Years**
 - 2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
 - 3) Console Copiers with 3 Million plus: **40**
 - 4) Replaced: **New: 146 in 2020, and 76 in 2023**
 - 5) Photocopiers: **76 with Secure Print/Confidential Mailbox**
 - 6) Color Photocopiers: **29**
 - 7) MFPs: **6**
 - 8) Printers: **141 with 52 Color**
 - 9) Duplexers: **223**
 - 10) Finishers: **72**
- Total number of Units: **223**

Overall Description of Equipment Fleet:

Presently, you have **4 manufacturers & 51 different models** of printers and copiers using different supplies and print drivers. The fleet of printer's ranges from 1999 intro dates to 2019 intro dates. The **new arrangement** (Phase 1: 8-1-2020. Phase 2: 8-1-2023) will allow us to replace the machines with the highest volume now and replacing the rest in 2023. We have locked in actual numbers for Phase 2. In this way, the vendors would see 100% of the fleet go out to bid now, with the district only committing to replacing a portion in this coming fiscal year. Ex. SPC Equipment Bids: Presently our bids are coming in between 12% to 17% of Retail, while the current Salesman's Cost is 50% of Retail.

The new printers being purchased are in the highest volume locations. That will replace many of the medium volume printers in the district, allowing the existing printers to be reallocated to other locations as IT deems fit. We recommend that the oldest printers in the district such as the HP 4100, 4200 series devices be removed as they are over 15 years old.

Print Management: STARDoc for all devices. Additionally, 2 OCR Modules will be purchased to allow scanning of documents that are searchable.

Capital:

Presently, you have **one** municipal lease and **one** SPC internal lease that will be paid off on August 1st, 2020. With the new arrangement, you will again have **one** municipal master lease at 3.34% interest. Your first of five annual lease payments will be due on **August 1st, 2021**. A down payment of **\$338,000.00** will be due 8/2/2020 with **\$119,250.00** being applied in 2020 and the balance of **\$218,750.00** being applied in 2023.

Service & Supplies:

Considering all your consumable cost centers including service you are averaging **\$0.00397 for black and \$0.070058 for Color**. The new contract will come in at a CPC of **\$0.003549 for Black and \$0.053564 for Color**.

Vendor Packages:

SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District:

<u>Cost Center</u>	<u>Present</u>	<u>FY20 KMBS (KM)</u>	<u>FY 21 KMBS (KM)</u>	<u>FY 23 KMBS (KM)</u>
1. Service & Supplies Color:	\$109,050.97	\$82,974.83	\$82,974.83	\$82,974.83 #
2. Service & Supplies Black:	\$115,422.39	\$102,865.41	\$102,865.41	\$102,865.41 #
3. Annual Muni Lease:	\$100,646.36	\$100,646.36	\$105,874.34	\$105,786.36
4. Forced Upgrades (121 Owned):	<u>\$44,825.00</u>	<u>\$00.00</u>	<u>\$00.00</u>	<u>\$00.00</u>
Totals:	\$369,944.72	\$286,486.60	\$291,714.58	\$291,626.60

* Note that with your current Lease, only **84 New units** were purchased while **146 New units** are included in Phase 1, Phase 2 includes **76** machines.

#Service and Supplies costs may fluctuate due to cost of living increases and change in printing volume.

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all the equipment that is under their factory authorized ability to service. They will provide one easy CPC billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th, 2021**. A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You, however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors. **Security package:** Hard Drive Wipes are included in these prices.

AGING EQUIPMENT SUMMARY

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

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Amherst St. Elementary School	Main Office	Konica Minolta BHC654E	A2X1017012022	KMBS	07/01/2013
Amherst St. Elementary School	Room 204 Computer Lab	Konica Minolta BHC3100P	A6DR012102441	KMBS	06/01/2014
Bicentennial Elementary School	Office Work Room	Konica Minolta BHC654E	A2X1017013204	KMBS	07/01/2013
Birch Hill Elementary School	Main Office	Konica Minolta BHC554	A5AY011017414	KMBS	08/01/2012
Broad St. Elementary School	Main Office	Konica Minolta BHC3100P	A6DR012102474	KMBS	06/01/2014
Broad St. Elementary School	Main Office	Konica Minolta BHC554	A5AY011017642	KMBS	08/01/2012
Charlotte Ave. Elementary School	Main Office	Konica Minolta BHC654E	A2X1017013289	KMBS	07/01/2013
Charlotte Ave. Elementary School	Room 36 Library	Konica Minolta BH4700P	A63N011012620	KMBS	04/01/2013
Dr. Crisp Elementary School	Room 100 Main Office	Konica Minolta BHC554	A5AY011018141	KMBS	08/01/2012
Dr. Crisp Elementary School	Room 309	Konica Minolta BH4700P	A63N011012533	KMBS	04/01/2013
Elm Street Middle School	Copy Center	Konica Minolta BH654	A5YN017008966	KMBS	02/01/2013
Elm Street Middle School	Lab	Konica Minolta BH4700P	A63N011012581	KMBS	04/01/2013
Elm Street Middle School	Main Office	Konica Minolta BH4700P	A63N011012624	KMBS	04/01/2013
Elm Street Middle School	Main Office	Konica Minolta BH4700P	A63N011012625	KMBS	04/01/2013
Elm Street Middle School	Room 217	Konica Minolta BHC3100P	A6DR012102419	KMBS	06/01/2014
Elm Street Middle School	Special Ed Office	Konica Minolta BH4050	A6VF011015439	KMBS	02/01/2014

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Fairgrounds Elementary School	Copy Room	Konica Minolta BH754E	A55V017002479	KMBS	01/01/2013
Fairgrounds Elementary School	Library Copy Room	Konica Minolta BH754E	A55V017001673	KMBS	01/01/2013
Fairgrounds Elementary School	Main Office	Konica Minolta BHC554	A5AY011019034	KMBS	08/01/2012
Fairgrounds Middle School	Guidance Office - NOT IN USE	Konica Minolta BH4700P	A63N011012627	KMBS	04/01/2013
Fairgrounds Middle School	Library	Konica Minolta BH363	A1UE011002368	KMBS	06/01/2010
Fairgrounds Middle School	Main Office - STORAGE	Konica Minolta BHC3100P	A6DR012109569	KMBS	06/01/2014
Fairgrounds Middle School	Tech Ed	Konica Minolta BH4050	A6VF011015389	KMBS	02/01/2014
Ledge Street Elementary School	Copy Room	Konica Minolta BH554E	A61D011001476	KMBS	10/01/2013
Ledge Street Elementary School	Main Office	Konica Minolta BHC554	A5AY011018056	KMBS	08/01/2012
Main Dunstable Elementary School	Library	Konica Minolta BH4700P	A63N011010681	KMBS	04/01/2013
Main Dunstable Elementary School	Room 203 Main Office Work Room	Konica Minolta BH754E	A55V017002472	KMBS	01/01/2013
Main Dunstable Elementary School	Room 310 Computer Lab	Konica Minolta BH4700P	A63N011012591	KMBS	04/01/2013
Main Dunstable Elementary School	Special Ed Office	Konica Minolta BH4700P	A63N011012588	KMBS	04/01/2013
Mt. Pleasant Elementary School	Library	Konica Minolta BH4700P	A63N011012587	KMBS	04/01/2013
Nashua High School North	Room A112	Konica Minolta BH423	A1UD011001939	KMBS	06/01/2010
Nashua High School North	Room B121 Main Office	Konica Minolta BHC554	A5AY011017462	KMBS	08/01/2012
Nashua High School North	Room B134 Principal's Office	Konica Minolta BHC3100P	A6DR012102420	KMBS	06/01/2014
Nashua High School North	Room B208	Konica Minolta BHC3100P	A6DR012102444	KMBS	06/01/2014
Nashua High School North	Room B305	Konica Minolta BH654	A5YN011002184	KMBS	02/01/2013
Nashua High School North	Room C105 Media Center	Konica Minolta BH363	A1UE011013114	KMBS	06/01/2010
Nashua High School North	Room C142	Konica Minolta BHC3100P	A6DR012102424	KMBS	06/01/2014

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Nashua High School North	Room C226 Science	Konica Minolta BHC3100P	A6DR012102430	KMBS	06/01/2014
Nashua High School North	Room DI22 Special Ed	Konica Minolta BHC554	A5AY011018045	KMBS	08/01/2012
Nashua High School North	Room D208	Konica Minolta BHC3100P	A6DR012102439	KMBS	06/01/2014
Nashua High School North	Room D208	Konica Minolta BH754	A55V017000406	KMBS	03/01/2013
Nashua High School North	Room D308	Konica Minolta BHC3100P	A6DR012108742	KMBS	06/01/2014
Nashua High School South	Library	Konica Minolta BH4700P	A63N011012628	KMBS	04/01/2013
Nashua High School South	Room AI002 Grade 10 Office	Konica Minolta BHC3100P	A6DR012102437	KMBS	06/01/2014
Nashua High School South	Room AI003	Konica Minolta BH4700P	A63N011012586	KMBS	04/01/2013
Nashua High School South	Room A2003	Konica Minolta BH4700P	A63N011012212	KMBS	04/01/2013
Nashua High School South	Room BI001 Main Office	Konica Minolta BHC3100P	A6DR012102428	KMBS	06/01/2014
Nashua High School South	Room BI002H	Konica Minolta BHC554	A5AY011017498	KMBS	08/01/2012
Nashua High School South	Room BI014 Main Office	Konica Minolta BHC454	A5C0011031883	KMBS	07/01/2012
Nashua High School South	Room BI025B Child Care	Konica Minolta BH4050	A6VF011015358	KMBS	02/01/2014
Nashua High School South	Room CI021	Konica Minolta BH4700P	A63N011012592	KMBS	04/01/2013
Nashua High School South	Room C2002 Office	Konica Minolta BHC3100P	A6DR012102440	KMBS	06/01/2014
Nashua High School South	Room C2023	Konica Minolta BH4700P	A63N011012626	KMBS	04/01/2013
Nashua High School South	Room DI016	Konica Minolta BHC3100P	A6DR012102458	KMBS	06/01/2014
Nashua High School South	Room EI003 Library	Konica Minolta BH363	AIUE011010432	KMBS	06/01/2010
Nashua High School South	Room EI035	Konica Minolta BHC3100P	A6DR012102443	KMBS	06/01/2014
Nashua High School South	Room E2004	Konica Minolta BH4700P	A63N011012527	KMBS	04/01/2013
Nashua High School South	Room FI006 IT Department	Konica Minolta BH4700P	A63N011012584	KMBS	04/01/2013

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
New Searles Elementary School	Lab	Konica Minolta BH4700P	A63N011012604	KMBS	04/01/2013
New Searles Elementary School	Main Office	Konica Minolta BHC554	A5AY011017977	KMBS	08/01/2012
New Searles Elementary School	Room 139	Konica Minolta BHC3100P	A6DR012102473	KMBS	06/01/2014
Pennichuck Middle School	Guidance Office	Konica Minolta BH363	A1UD011111470	KMBS	06/01/2010
Pennichuck Middle School	Library	Konica Minolta BH4700P	A63N011012575	KMBS	04/01/2013
Pennichuck Middle School	Main Office	Konica Minolta BH4700P	A63N011012579	KMBS	04/01/2013
Pennichuck Middle School	Room 41	Konica Minolta BHC3100P	A6DR012102432	KMBS	06/01/2014
Plant Operations - Nashua	Office	Konica Minolta BHC284	A4FK011004753	KMBS	06/01/2012
SAU 42 District Office	Business Office	Konica Minolta BHC3100P	A6DR012102476	KMBS	06/01/2014
SAU 42 District Office	Sharon's Office	Konica Minolta BH4700P	A63N011012631	KMBS	04/01/2013
Sunset Heights Elementary	Main Office	Konica Minolta BHC454	A5C0011031966	KMBS	07/01/2012

NON-CONTRACTED DEVICES

Make - Model	Serial Number	IP Address	Last Update
Brother DCP-8065DN	B7J385748	10.18.5.16	2022-10-14 04:54:02
Canon LBP3560	MGKAI00440	10.14.9.49	2022-10-16 04:53:57
Canon LBP3560	MGKAI00446	10.14.9.218	2022-10-16 04:53:57
Canon LBP3560	MGKAI00494	10.13.6.201	2022-10-16 04:53:57
EPSON SC-F2100 Series	X47Q003676	10.13.8.44	2022-10-16 04:53:57
HP 7510 SERIES	CN64M3R09Y0679	10.15.5.23	2022-10-11 04:54:02
HP COLOR LaserJet 4700	JP4LB26712	10.10.1.210	2022-10-16 04:53:57
HP COLOR LASERJET M452DN	JPBDQI5228	10.13.6.205	2022-10-09 04:54:04
HP COLOR LASERJET M452DN	VNB3X06332	10.15.5.25	2022-10-16 04:53:57
HP COLOR LASERJET M452DN	VNG3B03821	10.6.5.12	2022-10-08 04:54:01
HP COLOR LASERJET M452DW	VNB3D25414	10.14.11.20	2022-10-04 04:54:01
HP Color LaserJet M553	JPBCKBJ083	10.14.3.237	2022-10-16 04:53:57
HP Color LaserJet M652	JPBCL8W0B6	10.15.5.15	2022-10-14 04:54:02
HP Color LaserJet Pro M252dw	VNB3F43252	10.13.11.26	2022-10-16 04:53:57
HP COLOR LASERJET PRO M453-4	VNB3SI2355	10.13.17.58	2022-10-16 04:53:57
HP ColorLaserJet M253-M254	VNB3X20353	10.14.26.9	2022-10-16 04:53:57
HP LASERJET 2300 SERIES	CNBDB56620	10.14.22.212	2022-08-18 04:53:54
HP LASERJET 400 color M451dn	CNDF239695	10.13.7.201	2022-10-16 04:53:57
HP LASERJET 400 color M451dn	CNDF266421	10.13.18.201	2022-10-16 04:53:57
HP LASERJET 400 color M451dn	CNDF339975	10.13.6.211	2022-10-16 04:53:57
HP LASERJET 400 M401N	VNB4J11028	10.13.13.205	2022-09-20 04:54:01
HP LaserJet 4100 SERIES	USJNJ08881	10.13.9.208	2022-10-16 04:53:57
HP LaserJet 4100 SERIES	USLND19029	10.13.17.203	2022-08-22 04:53:53
HP LaserJet 4100 SERIES	USLNH24743	10.13.15.204	2022-10-16 04:53:57
HP LaserJet 4100 SERIES	USLNH24746	10.13.13.202	2022-10-16 04:53:57

Make - Model	Serial Number	IP Address	Last Update
HP LaserJet 4100 SERIES	USLNK25384	10.13.17.211	2022-08-02 04:53:50
HP LaserJet 4100 SERIES	USLNK25416	10.13.9.209	2022-08-31 04:53:56
HP LaserJet 4100 SERIES	USLNK25423	10.13.9.203	2022-06-24 04:58:37
HP LASERJET 4200	CNBX241011	10.14.11.214	2022-09-12 04:53:49
HP LASERJET 4200	CNBX241019	10.14.10.214	2022-10-16 04:53:57
HP LASERJET 4200	CNDX305374	10.14.10.13	2022-10-16 04:53:57
HP LASERJET 4200	CNDX700070	10.14.24.220	2022-10-16 04:53:57
HP LASERJET 4200	USGNN32278	10.14.9.204	2022-10-16 04:53:57
HP LASERJET 4200	USGNX58926	10.14.9.25	2022-10-16 04:53:57
HP LASERJET 4250	CNGXC10271	10.14.26.211	2022-10-16 04:53:57
HP LASERJET CPI525nw	CNBF250108	10.16.5.12	2022-10-16 04:53:57
HP LASERJET M1536dnf MFP	CND9D61B9T	10.13.13.204	2022-10-16 04:53:57
HP LaserJet M203	VND3B29499	10.14.7.20	2022-10-16 04:53:57
HP LASERJET M506	JPBDS12280	10.14.26.22	2022-10-16 04:53:57
HP LASERJET M605	CNDCJ6H0DY	10.14.6.20	2022-10-16 04:53:57
HP LASERJET P2035n	VNB3F08462	10.14.26.221	2022-09-16 04:53:58
HP LASERJET P2035n	VNB3FI4001	10.14.10.223	2022-10-16 04:53:57
HP LaserJet Pro M404-M405	PHBC107508	10.14.22.215	2022-10-16 04:53:57
HP PRO 8600	CN2BCBWPCG05KD	10.14.3.239	2022-10-16 04:53:57

With your next upgrade, we highly recommend you incorporate these machines into your next contract. Depending on volume, this could result in significant cost savings. For example, in buying supplies on your own and having your in-house IT staff service them, a color laser device color cost can average as much as 25 cents per print, while our bids are coming in at less than 5 cents per print.

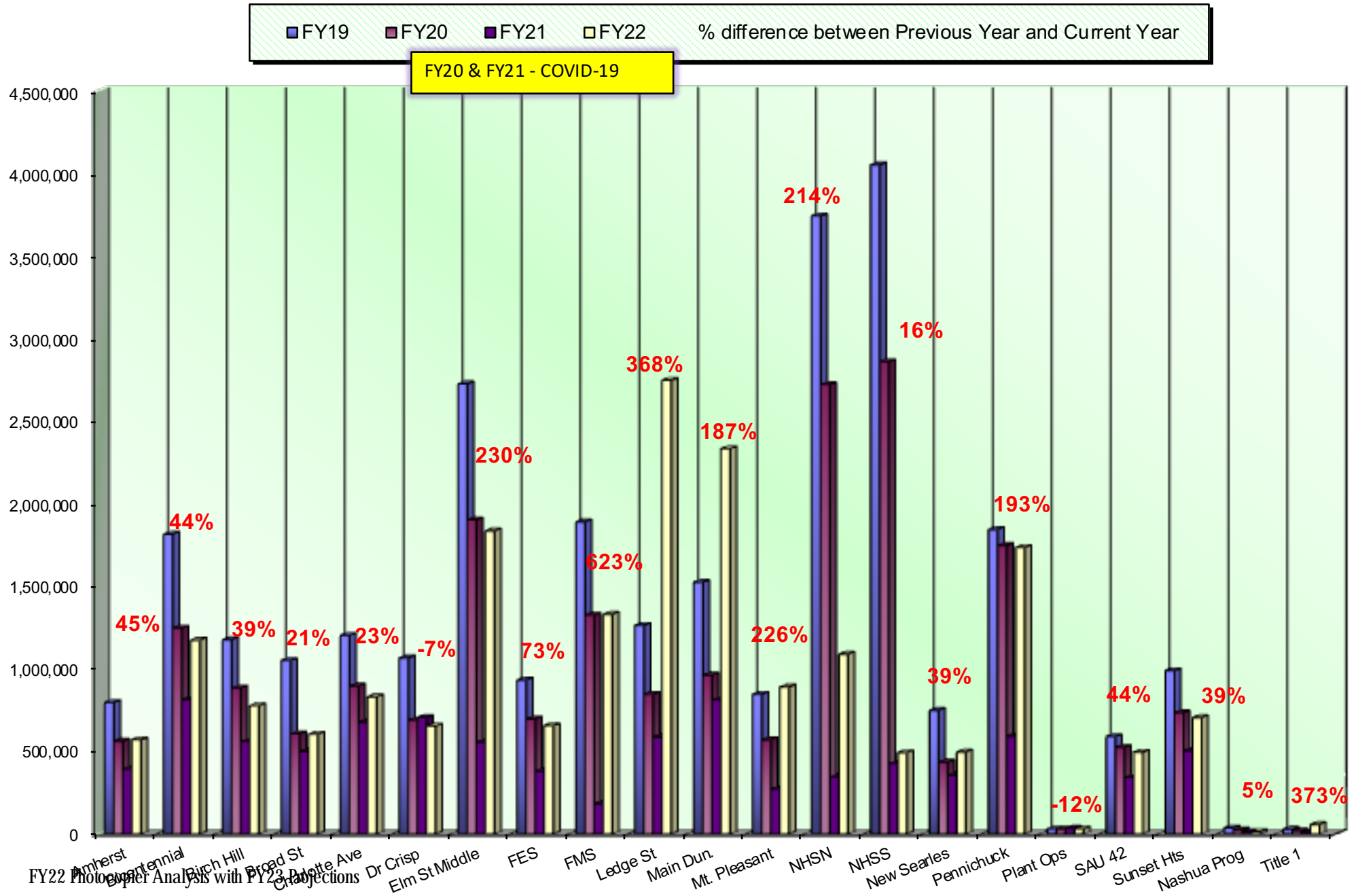
In addition, not including the usage on these machines can throw off your usage ratios shown on the next few pages, which can also affect your future budget planning.

WARRANTY REPLACED MACHINES

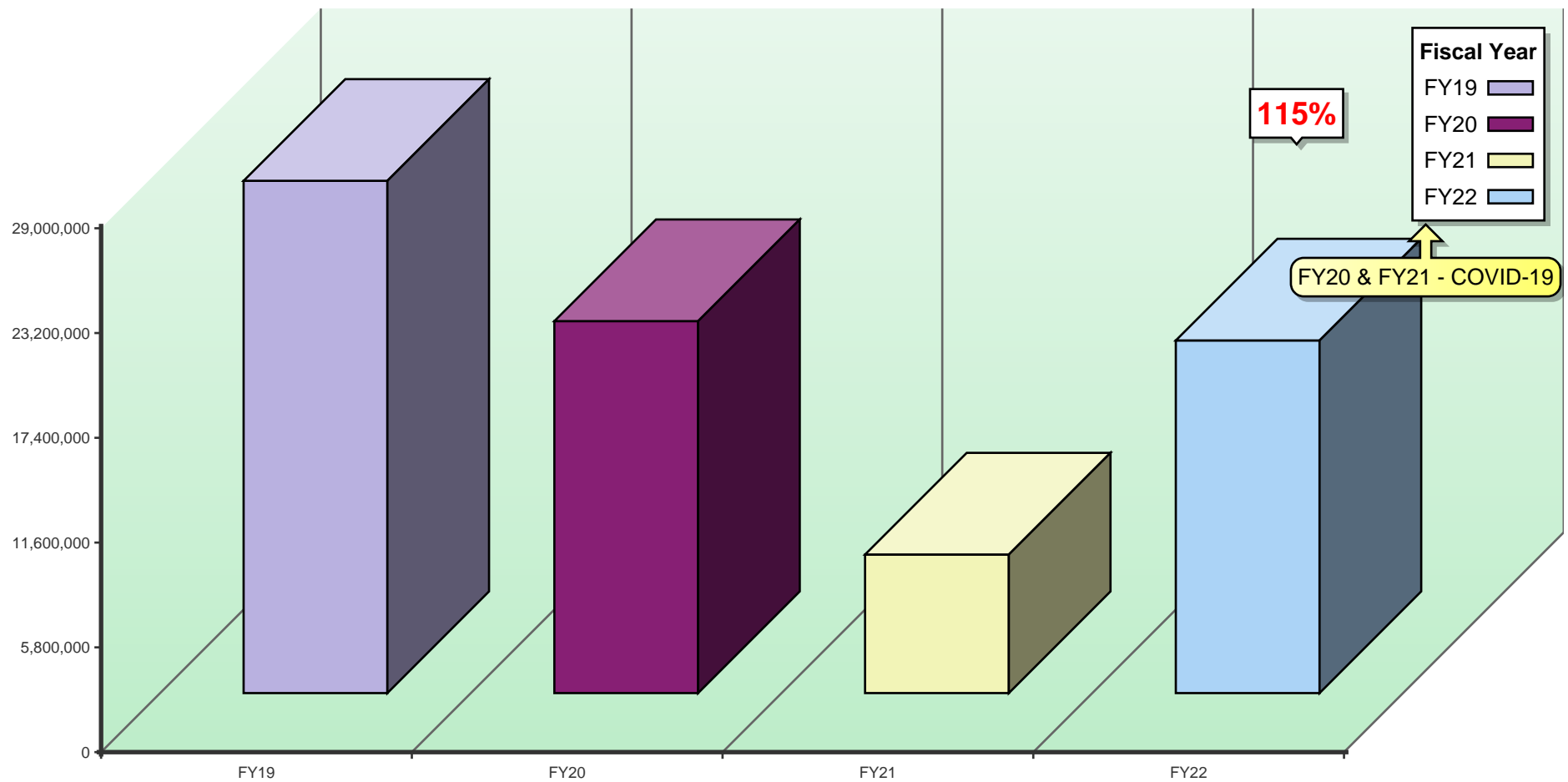
The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department/Room	Make/Model	Serial #	Vendor ID #	Date of Trade
Fairgrounds Elementary School	Copy Room	Konica Minolta-BH754E	A55V017002479a	9356-4515	2022-04-18
Nashua High School North	Room B121 Main Office	Konica Minolta-BHC554	A5AY011017462a	9460-6946	2022-02-07

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	Student Population	Annual Black Volume	Total School Cost*	Average Annual Black Prints Per Student	Average Annual Black Cost Per Student
Amherst St. Elementary School	267	571,209	\$8,837.04	2,139	\$33.10
Bicentennial Elementary School	520	1,174,384	\$18,008.97	2,258	\$34.63
Birch Hill Elementary School	332	777,042	\$12,052.23	2,340	\$36.30
Broad St. Elementary School	234	604,186	\$9,451.34	2,582	\$40.39
Charlotte Ave. Elementary School	341	831,078	\$12,746.43	2,437	\$37.38
Dr. Crisp Elementary School	371	653,889	\$10,062.18	1,763	\$27.12
Elm Street Middle School	952	1,835,588	\$28,530.57	1,928	\$29.97
Fairgrounds Elementary School	504	656,866	\$10,267.20	1,303	\$20.37
Fairgrounds Middle School	621	1,330,177	\$20,279.23	2,142	\$32.66
Ledge Street Elementary School	441	891,066	\$13,749.41	2,021	\$31.18
Main Dunstable Elementary School	418	1,088,353	\$16,959.79	2,604	\$40.57
Mt. Pleasant Elementary School	359	492,722	\$7,621.66	1,372	\$21.23
Nashua High School North	1642	2,746,940	\$42,505.44	1,673	\$25.89
Nashua High School South	1807	2,333,412	\$35,995.85	1,291	\$19.92
New Searles Elementary School	312	496,375	\$7,763.12	1,591	\$24.88

Building	Student Population	Annual Black Volume	Total School Cost*	Average Annual Black Prints Per Student	Average Annual Black Cost Per Student
Pennichuck Middle School	584	1,734,715	\$26,510.82	2,970	\$45.40
Plant Operations - Nashua	0	30,930	\$485.34	0	\$0.00
SAU 42 District Office	0	495,261	\$8,037.96	0	\$0.00
Sunset Heights Elementary	341	704,342	\$10,747.28	2,066	\$31.52
The Nashua Program @ Brentwood	34	57,350	\$891.08	1,687	\$26.21
Title One - Nashua	58	15,234	\$230.15	263	\$3.97
Totals	10,138	19,521,119	\$301,733.08	1,926	\$29.76

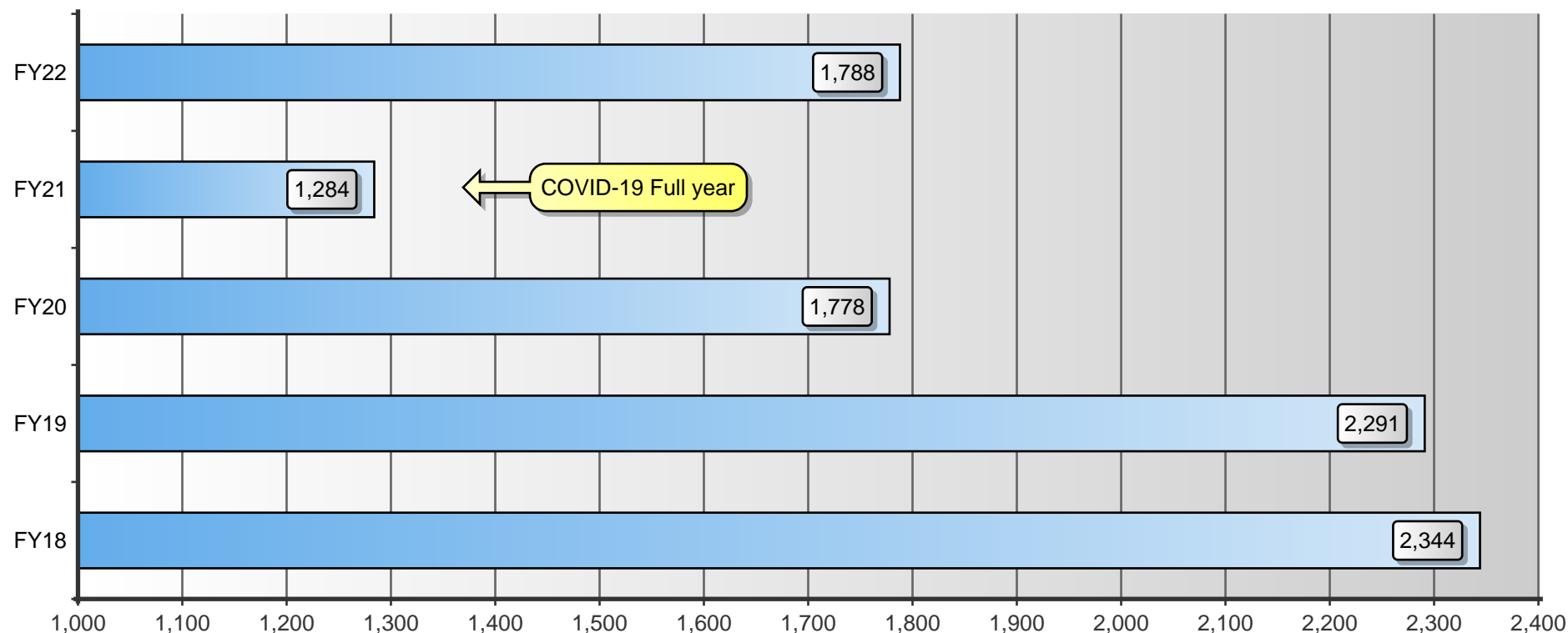
*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.

INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

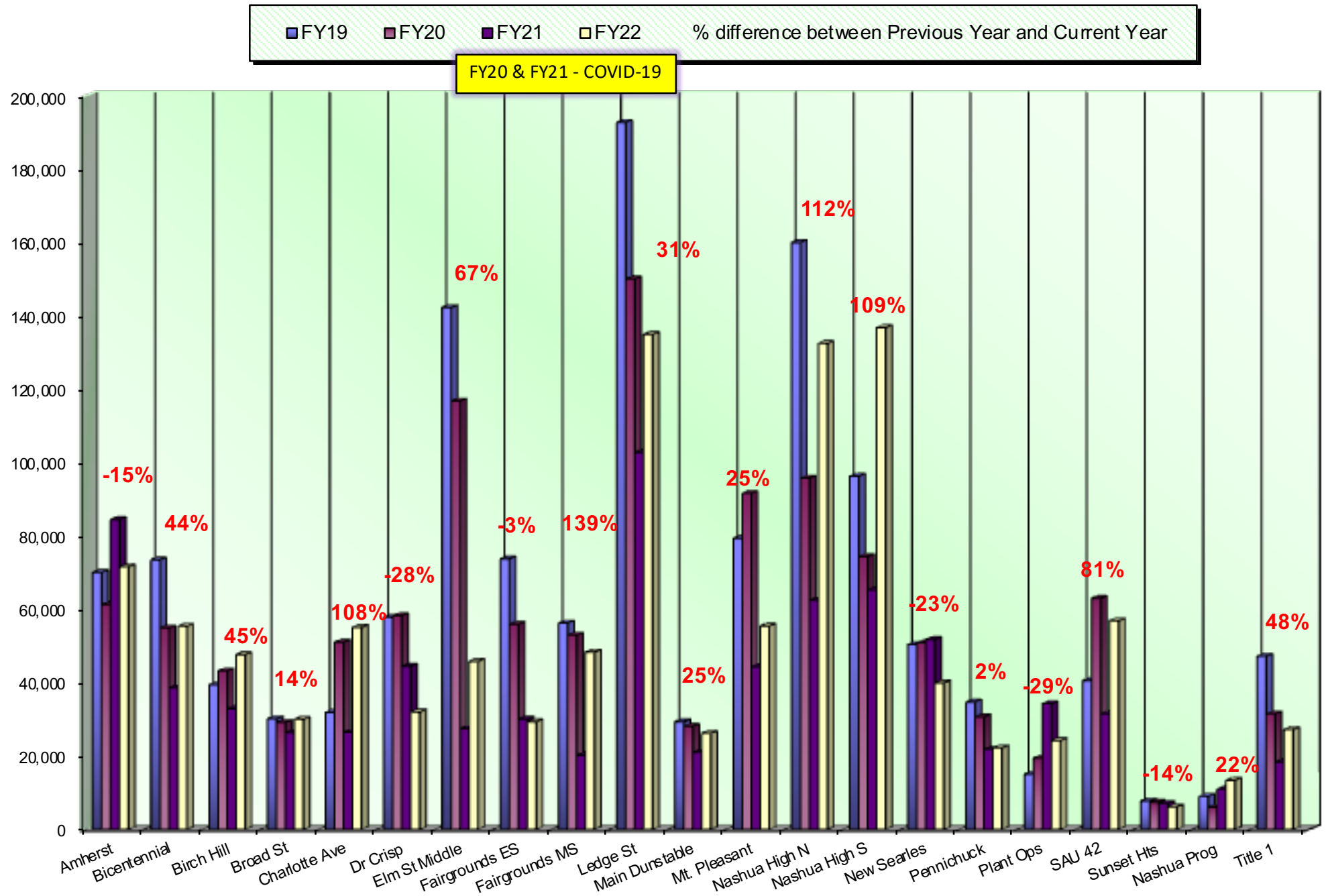
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	83,741	149,723,855	\$3,872,721.04	1,788	\$46.25

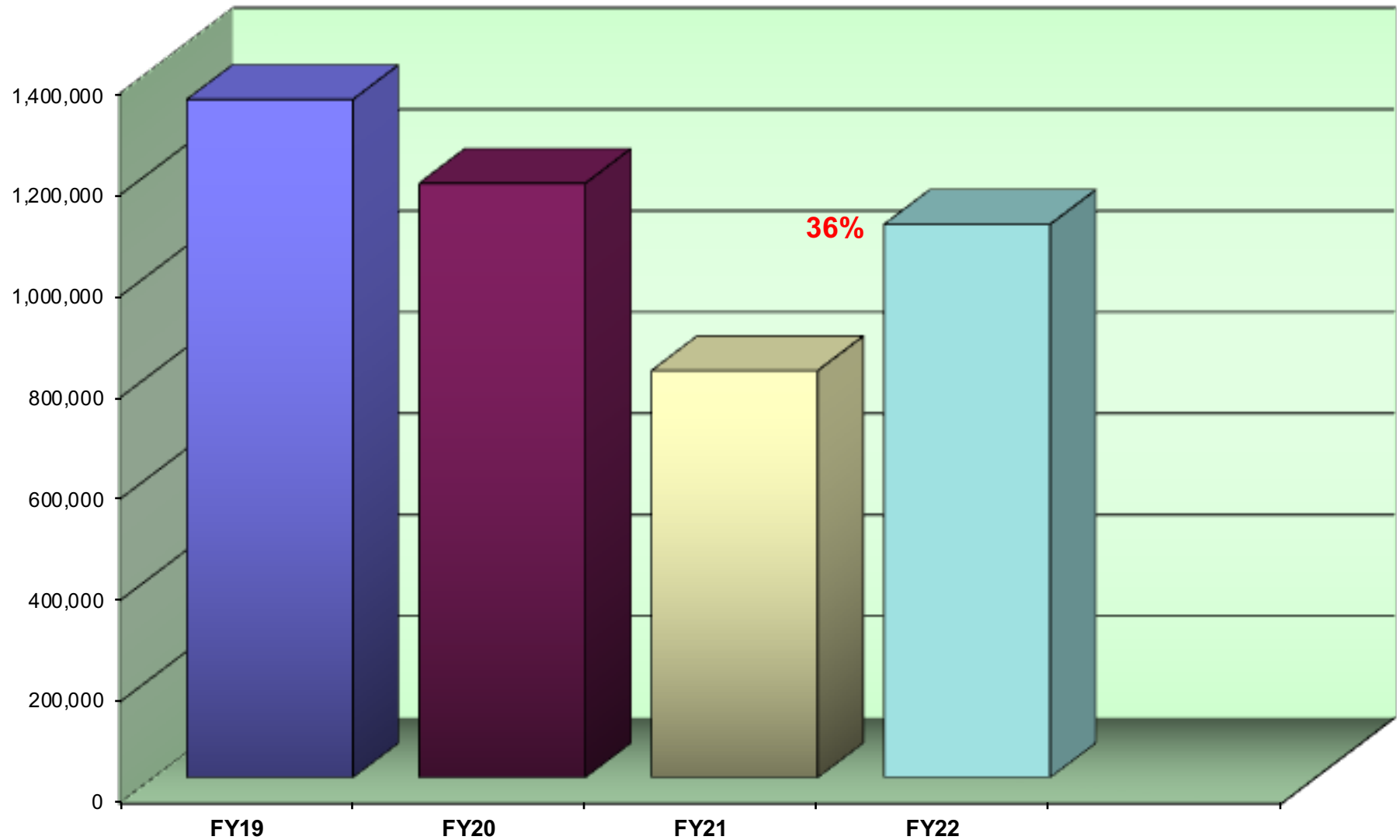
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



ANNUAL COLOR VOLUME BY LOCATION



ANNUAL COLOR VOLUME OVERALL



% amount equals the overall increase or decrease between Previous Year and 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	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Amherst St. Elementary School	267	71,647	\$4,303.11	268	\$16.12
Bicentennial Elementary School	520	55,424	\$3,247.85	107	\$6.25
Birch Hill Elementary School	332	47,687	\$2,794.46	144	\$8.42
Broad St. Elementary School	234	30,039	\$1,834.69	128	\$7.84
Charlotte Ave. Elementary School	341	355,084	\$20,807.92	1,041	\$61.02
Dr. Crisp Elementary School	371	32,057	\$1,878.54	86	\$5.06
Elm Street Middle School	952	45,824	\$2,258.15	48	\$2.37
Fairgrounds Elementary School	504	29,345	\$1,720.00	58	\$3.41
Fairgrounds Middle School	621	48,314	\$2,087.53	78	\$3.36
Ledge Street Elementary School	441	134,963	\$7,910.00	306	\$17.94
Main Dunstable Elementary School	418	26,263	\$1,377.49	63	\$3.30
Mt. Pleasant Elementary School	359	55,445	\$2,302.25	154	\$6.41
Nashua High School North	1642	132,506	\$8,068.41	81	\$4.91

Building	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Nashua High School South	1807	136,810	\$7,995.26	76	\$4.42
New Searles Elementary School	312	39,955	\$2,388.52	128	\$7.66
Pennichuck Middle School	584	22,258	\$1,018.13	38	\$1.74
Plant Operations - Nashua	0	24,261	\$1,434.80	0	\$0.00
SAU 42 District Office	0	56,882	\$3,137.48	0	\$0.00
Sunset Heights Elementary	341	6,111	\$358.10	18	\$1.05
The Nashua Program @ Brentwood	34	27,246	\$1,596.62	801	\$46.96
Title One - Nashua	58	13,404	\$546.75	231	\$9.43
Totals	10,138	1,391,525	\$79,066.05	137	\$7.80

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

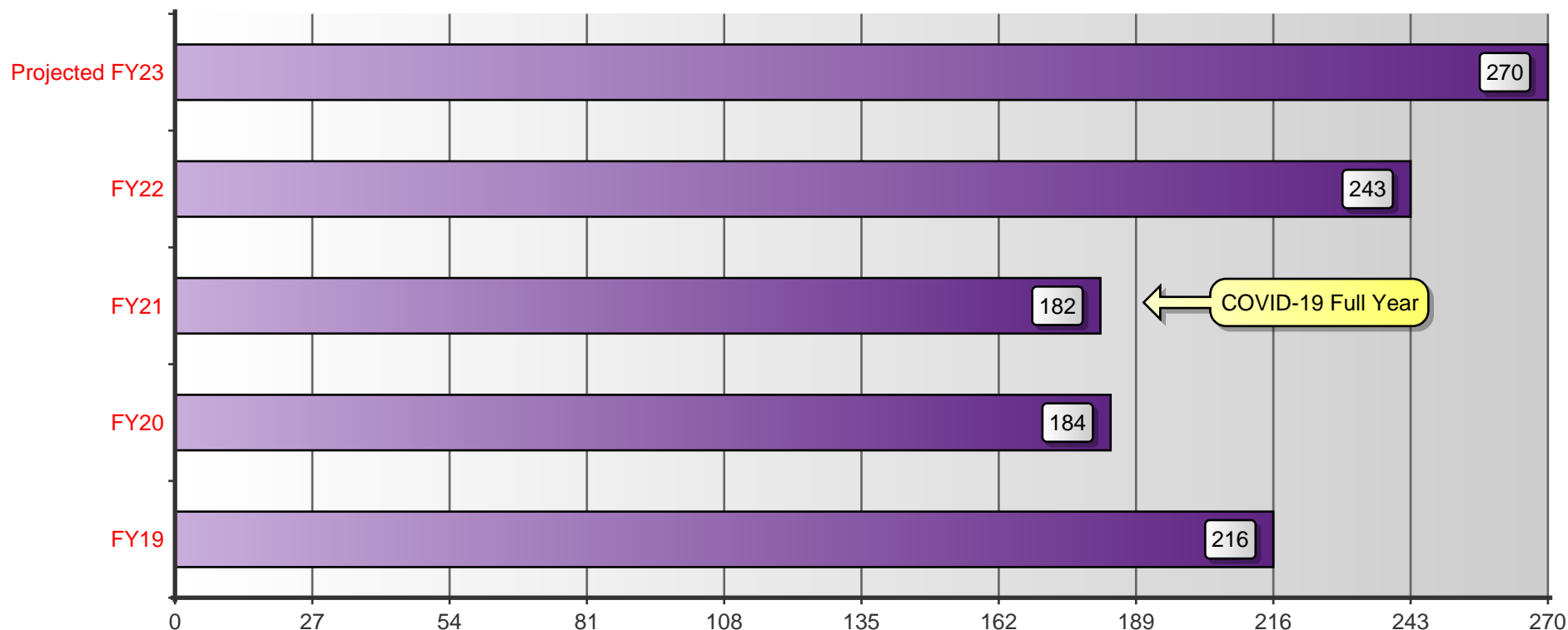
Note: STARDoc tool will flag any future high color usage. See page III of STARDoc Features. Current industry ratio averages 243 color prints per student per year. Your color volume this year averages 137 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

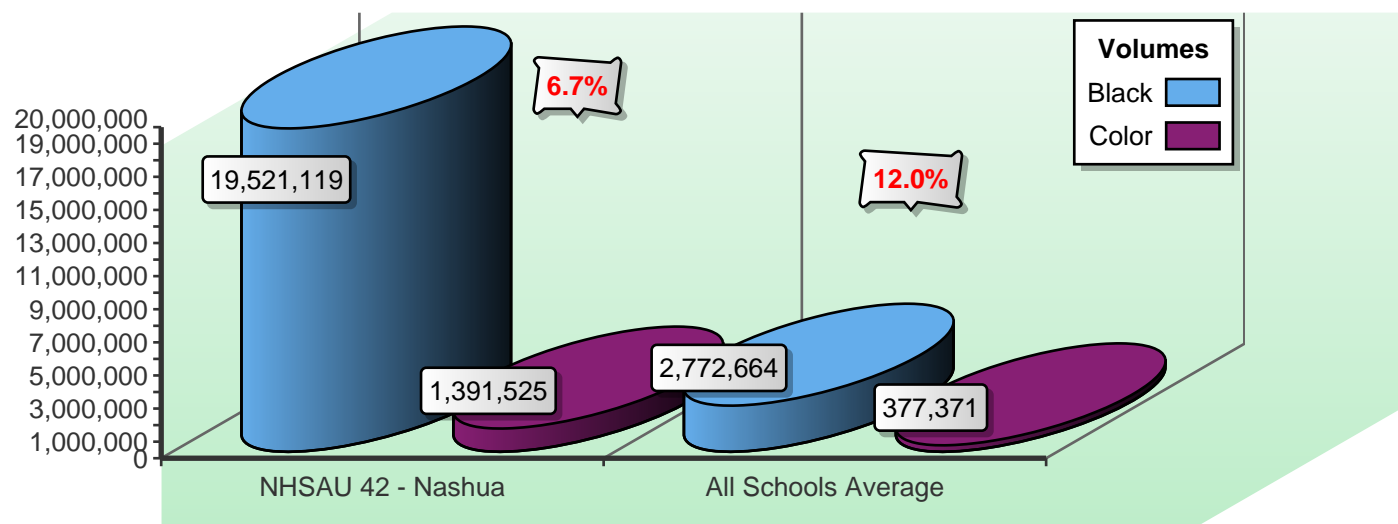
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	83,741	20,378,027	\$929,875.30	243	\$11.10

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



COLOR-TO-TOTAL VOLUME COMPARISON



SPC Analysis

Despite the significant drop in color usage over the past two years, color usage has not only recovered, it has soared. FY22 increased average color usage by 33% over FY21. Obviously, some color printing is necessary, but if it is not properly monitored it could negatively impact 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 Equipment 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.

EQUIPMENT USAGE & RECOMMENDATIONS

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

Date of Last Upgrade: 08/02/2020

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	09/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Amherst St. Elementary School					
21st Century Program - Gail Casey					
Konica Minolta BHC658 / 65 PPM	253,583	272,567	18,984	\$0.00361	None at this time.
A79J013001614 / 9489 1649				\$68.53	
3,000,000 / 05/2017	93,109	93,196	87	\$0.05581	
Color Photocopier / KMBS				\$4.86	
Main Office					
Konica Minolta BH4000i / 42 PPM	6,863	18,126	11,263	\$0.00613	None at this time.
ACET011000490 / 9320-1166				\$69.04	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Main Office					
Konica Minolta BHC654E / 65 PPM	2,003,976	2,276,306	272,330	\$0.00361	9 years from Intro.
A2X1017012022 / 9460-6926				\$983.11	
3,000,000 / 07/2013	254,326	312,795	58,469	\$0.05581	
Color Photocopier / KMBS				\$3,263.15	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 204 Computer Lab					
Konica Minolta BHC3100P / 32 PPM	91,887	104,097	12,210	\$0.00690	8 years from Intro.
A6DR012102441 / 9464-8117				\$84.25	
750,000 / 06/2014	97,470	110,561	13,091	\$0.06342	
Color Network Printer / KMBS				\$830.23	
Teachers' Room					
Konica Minolta BH808 / 80 PPM	191,101	447,523	256,422	\$0.00320	None at this time.
A8KN012000944 / 9514-2504				\$820.55	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
		Subtotal Black	571,209	\$2,025.49	
		Subtotal Color	71,647	\$4,098.24	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Bicentennial Elementary School					
Library					
Konica Minolta BH3602P / 35 PPM AAFK011001840 / 94971962 500,000 / 08/2018 Black Network Printer/KMBS	1,887 0	6,487 0	4,600 0	\$0.00613 \$28.20 \$0.00000 \$0.00	None at this time.
Main Office					
Konica Minolta BH4000i / 42 PPM ACET011000486 / 9496-3606 1,000,000 / 06/2019 Black Network Printer / KMBS	25,447 0	52,359 0	26,912 0	\$0.00613 \$164.97 \$0.00000 \$0.00	None at this time.
Office Work Room					
Konica Minolta BHC654E / 65 PPM A2X1017013204 / 9460-7646 3,000,000 / 07/2013 Color Photocopier / KMBS	1,260,905 283,130	1,439,964 338,554	179,059 55,424	\$0.00361 \$646.40 \$0.05581 \$3,093.21	9 years from Intro.
Room 148 Staff Work Room					
Konica Minolta BH958 / 95 PPM A796012000211 / 9508-5513 5,000,000 / 06/2016 Black Photocopier / KMBS	289,814 0	739,779 0	449,965 0	\$0.00320 \$1,439.89 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 148 Staff Work Room					
Konica Minolta BH958 / 95 PPM	287,189	770,902	483,713	\$0.00320	None at this time.
A796012000219 / 9514-4522				\$1,547.88	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 173 Computer Lab					
Konica Minolta BH4000i / 42 PPM	4,350	20,773	16,423	\$0.00613	None at this time.
ACET011000492 / 9496-3630				\$100.67	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Special Ed					
Konica Minolta BH4000i / 42 PPM	3,541	17,253	13,712	\$0.00613	None at this time.
ACET011000479 / 9496-3607				\$84.05	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
		Subtotal Black	1,174,384	\$4,012.07	
		Subtotal Color	55,424	\$3,093.21	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Birch Hill Elementary School					
Main Office					
Konica Minolta BHC554 / 55 PPM A5AY011017414 / 9460-7644 3,000,000 / 08/2012 Color Photocopier/KMBS	943,946 198,101	1,053,727 245,788	109,781 47,687	\$0.00361 \$396.31 \$0.05581 \$2,661.41	10 years from Intro.
Main Office					
Konica Minolta BH4000i / 42 PPM ACET011000487 / 9496-3628 1,000,000 / 06/2019 Black Network Printer / KMBS	17,003 0	43,523 0	26,520 0	\$0.00613 \$162.57 \$0.00000 \$0.00	None at this time.
Room 310 Hallway					
Konica Minolta BH4000i / 42 PPM ACET011000748 / 9496-3632 1,000,000 / 06/2019 Black Network Printer / KMBS	18,310 0	78,088 0	59,778 0	\$0.00613 \$366.44 \$0.00000 \$0.00	None at this time.
Teachers' Room					
Konica Minolta BH958 / 95 PPM A796012000135 / 9514-2492 5,000,000 / 06/2016 Black Photocopier / KMBS	213,411 0	539,673 0	326,262 0	\$0.00320 \$1,044.04 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Teachers' Room Ground Floor					
Konica Minolta BH808 / 80 PPM	112,854	367,555	254,701	\$0.00320	None at this time.
A8KN012000907 / 9496-3667				\$815.04	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
		Subtotal Black	777,042	\$2,784.40	
		Subtotal Color	47,687	\$2,661.41	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Broad St. Elementary School					
Library					
Konica Minolta BH4000i / 42 PPM	5,950	8,489	2,539	\$0.00613	None at this time.
ACET011001700 / 9496-3655				\$15.56	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer/KMBS				\$0.00	
Main Office					
Konica Minolta BHC3100P / 32 PPM	90,925	107,406	16,481	\$0.00690	8 years from Intro.
A6DR012102474 / 9464-8127				\$113.72	
750,000 / 06/2014	30,118	39,430	9,312	\$0.06342	
Color Network Printer / KMBS				\$590.57	
Main Office					
Konica Minolta BHC554 / 55 PPM	776,692	913,660	136,968	\$0.00361	10 years from Intro.
A5AY011017642 / 9460-6925				\$494.45	
3,000,000 / 08/2012	96,423	117,150	20,727	\$0.05581	
Color Photocopier / KMBS				\$1,156.77	
Teachers' Room					
Konica Minolta BH808 / 80 PPM	1,423,271	1,871,469	448,198	\$0.00361	None at this time.
A8KN011002838 /				\$1,617.99	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
		Subtotal Black	604,186	\$2,241.73	
		Subtotal Color	30,039	\$1,747.34	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Charlotte Ave. Elementary School					
Main Office					
Konica Minolta BH4422 / 42 PPM AAFM011002103 / 9496-3654 1,000,000 / 08/2018 Black Laser MFP/KMBS	10,792 0	19,198 0	8,406 0	\$0.00613 \$51.53 \$0.00000 \$0.00	None at this time.
Main Office					
Konica Minolta BHC654E / 65 PPM A2X1017013289 / 9460-6927 3,000,000 / 07/2013 Color Photocopier / KMBS	2,143,778 276,889	2,392,131 631,973	248,353 355,084	\$0.00361 \$896.55 \$0.05581 \$19,817.24	9 years from Intro.
Main Office					
Konica Minolta BH4000i / 42 PPM ACET011000752 / 9496-3633 1,000,000 / 06/2019 Black Network Printer / KMBS	12,743 0	25,574 0	12,831 0	\$0.00613 \$78.65 \$0.00000 \$0.00	None at this time.
Room 36 Library					
Konica Minolta BH4700P / 50 PPM A63N011012620 / 9464-8119 2,000,000 / 04/2013 Black Network Printer / KMBS	37,310 0	40,836 0	3,526 0	\$0.00824 \$29.05 \$0.00000 \$0.00	9 years from Intro.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Dr. Crisp Elementary School					
Lab					
Konica Minolta BH4000i / 42 PPM ACET011000755 / 9496-3669 1,000,000 / 06/2019 Black Network Printer/KMBS	1,367 0	6,455 0	5,088 0	\$0.00613 \$31.19 \$0.00000 \$0.00	None at this time.
Library					
Konica Minolta BH3602P / 35 PPM AAFK011001863 / 94971973 500,000 / 08/2018 Black Network Printer / KMBS	1,624 0	4,347 0	2,723 0	\$0.00613 \$16.69 \$0.00000 \$0.00	None at this time.
Room 100 Main Office					
Konica Minolta BHC554 / 55 PPM A5AY011018141 / 9460-6944 3,000,000 / 08/2012 Color Photocopier / KMBS	579,771 244,090	651,530 276,147	71,759 32,057	\$0.00361 \$259.05 \$0.05581 \$1,789.10	10 years from Intro.
Room 100 Main Office					
Konica Minolta BH4000i / 42 PPM ACET011000749 / 9496-3668 1,000,000 / 06/2019 Black Network Printer / KMBS	10,645 0	24,195 0	13,550 0	\$0.00613 \$83.06 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 309					
Konica Minolta BH4700P / 50 PPM	71,482	77,135	5,653	\$0.00824	9 years from Intro.
A63N011012533 / 9464-8114				\$46.58	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Special Ed Office					
Konica Minolta BH4000i / 42 PPM	21,229	39,720	18,491	\$0.00613	None at this time.
ACET011000754 / 9496-3634				\$113.35	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Teacher's Room					
Konica Minolta BH958 / 95 PPM	555,010	1,091,635	536,625	\$0.00320	None at this time.
A796012000139 / 9514-4515				\$1,717.20	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
		Subtotal Black	653,889	\$2,267.12	
		Subtotal Color	32,057	\$1,789.10	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Elm Street Middle School					
Copy Center					
Konica Minolta BH654 / 65 PPM A5YN017008966 / 9356-3945 3,000,000 / 02/2013 Black Photocopier/KMBS	534,001 0	1,166,843 0	632,842 0	\$0.00361 \$2,284.56 \$0.00000 \$0.00	9 years from Intro.
Copy Center					
Konica Minolta BH958 / 95 PPM A796012000102 / 9503-0004 5,000,000 / 06/2016 Black Photocopier / KMBS	49,186 0	411,809 0	362,623 0	\$0.00320 \$1,160.39 \$0.00000 \$0.00	None at this time.
Guidance Office					
Konica Minolta BHC450i / 45 PPM AA7R011006698 / 9514-2494 1,000,000 / 09/2020 Color Photocopier / KMBS	12,587 2,589	48,253 13,674	35,666 11,085	\$0.00320 \$114.13 \$0.03885 \$430.65	None at this time.
Lab					
Konica Minolta BH4700P / 50 PPM A63N011012581 / 9464-8109 2,000,000 / 04/2013 Black Network Printer / KMBS	85,752 0	97,081 0	11,329 0	\$0.00824 \$93.35 \$0.00000 \$0.00	9 years from Intro.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Library					
Konica Minolta BHC4000i / 42 PPM	11,994	23,890	11,896	\$0.00613	None at this time.
AAJR011000144 / 9496-3659				\$72.92	
1,000,000 / 06/2019	2,876	5,437	2,561	\$0.05625	
Color Network Printer / KMBS				\$144.06	
Library Lab					
Konica Minolta BH4000i / 42 PPM	16,753	61,730	44,977	\$0.00613	None at this time.
ACET011000489 / 9496-3431				\$275.71	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Mail Room					
Konica Minolta BH958 / 95 PPM	174,884	786,916	612,032	\$0.00320	None at this time.
A796012000020 / 9503-0003				\$1,958.50	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Main Office					
Konica Minolta BH4700P / 50 PPM	106,239	111,250	5,011	\$0.00824	9 years from Intro.
A63N011012624 / 9464-8135				\$41.29	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Konica Minolta BH4700P / 50 PPM	78,499	85,289	6,790	\$0.00824	9 years from Intro.
A63N011012625 / 9464-8116				\$55.95	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Main Office					
Konica Minolta BHC450i / 45 PPM	13,001	41,508	28,507	\$0.00320	None at this time.
AA7R011006880 / 9514-2488				\$91.22	
1,000,000 / 09/2020	6,078	23,714	17,636	\$0.03885	
Color Photocopier / KMBS				\$685.16	
Main Office					
Konica Minolta BHC3300i / 35 PPM	2,849	14,021	11,172	\$0.00613	None at this time.
AAJT011001489 / 9496-3636				\$68.48	
750,000 / 04/2019	3,578	7,958	4,380	\$0.05625	
Color Network Printer / KMBS				\$246.38	
Room 217					
Konica Minolta BHC3100P / 32 PPM	135,198	149,658	14,460	\$0.00690	8 years from Intro.
A6DR012102419 / 9464-8136				\$99.77	
750,000 / 06/2014	132,141	142,303	10,162	\$0.06342	
Color Network Printer / KMBS				\$644.47	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room M7 (Portable)					
Konica Minolta BH4000i / 42 PPM	7,198	28,595	21,397	\$0.00613	None at this time.
ACET011000491 / 9496-3629				\$131.16	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Special Ed Office					
Konica Minolta BH4050 / 42 PPM	126,649	150,637	23,988	\$0.00452	8 years from Intro.
A6VF011015439 / 9357-6156				\$108.43	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Tech Ed					
Konica Minolta BH4000i / 42 PPM	14,861	27,759	12,898	\$0.00613	None at this time.
ACET011000484 / 9496-3635				\$79.06	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
		Subtotal Black	1,835,588	\$6,634.94	
		Subtotal Color	45,824	\$2,150.72	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Fairgrounds Elementary School					
Assistant Principal					
Konica Minolta BHC4000i / 42 PPM AAJRO11000252 / 9496-3660 1,000,000 / 06/2019 Color Network Printer/KMBS	2,754 2,447	3,477 3,287	723 840	\$0.00613 \$4.43 \$0.05625 \$47.25	None at this time.
Copy Room					
Konica Minolta BH754E / 75 PPM A55V017002479a / 9356 4515 4,000,000 / 01/2013 Black Photocopier / KMBS	1,581,186 0	1,845,468 0	264,282 0	\$0.00361 \$954.06 \$0.00000 \$0.00	Traded.
Copy Room					
Konica Minolta BH754E / 75 PPM A55V017002479 / 9356 4515 4,000,000 / 01/2013 Black Photocopier / KMBS	75 0	45,045 0	44,970 0	\$0.00361 \$162.34 \$0.00000 \$0.00	9 years from Intro.
Lab					
Konica Minolta BH4000i / 42 PPM ACETO11000518 / 9497-1897 1,000,000 / 06/2019 Black Network Printer / KMBS	245 0	9,321 0	9,076 0	\$0.00613 \$55.64 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Library Copy Room					
Konica Minolta BH754E / 75 PPM	3,107,860	3,389,436	281,576	\$0.00361	9 years from Intro.
A55V017001673 / 9355-9974				\$1,016.49	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Main Office					
Konica Minolta BH4000i / 42 PPM	7,301	18,411	11,110	\$0.00613	None at this time.
ACET011000520 / 9514-2506				\$68.10	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Main Office					
Konica Minolta BHC554 / 55 PPM	496,422	539,408	42,986	\$0.00361	10 years from Intro.
A5AY011019034 / 9460-6947				\$155.18	
3,000,000 / 08/2012	309,494	337,999	28,505	\$0.05581	
Color Photocopier / KMBS				\$1,590.86	
Nurse's Office					
Konica Minolta BH4422 / 42 PPM	739	2,882	2,143	\$0.00613	None at this time.
AAFM011002126 / 9496-3653				\$13.14	
1,000,000 / 08/2018	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
		Subtotal Black	656,866	\$2,429.38	
		Subtotal Color	29,345	\$1,638.11	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Fairgrounds Middle School					
8th Grade Wing - NOT IN USE					
Konica Minolta BH808 / 80 PPM A8KN012000742 / 9496-3672 4,000,000 / 06/2016 Black Photocopier/KMBS	100 0	515,206 0	515,106 0	\$0.00320 \$1,648.34 \$0.00000 \$0.00	None at this time.
Guidance Office					
Konica Minolta BH558 / 55 PPM AA6T011011223 / 9502-9994 3,000,000 / 02/2017 Black Photocopier / KMBS	47,353 0	122,644 0	75,291 0	\$0.00320 \$240.93 \$0.00000 \$0.00	None at this time.
Guidance Office - NOT IN USE					
Konica Minolta BH4700P / 50 PPM A63N011012627 / 9464-8103 2,000,000 / 04/2013 Black Network Printer / KMBS	56,190 0	61,232 0	5,042 0	\$0.00824 \$41.55 \$0.00000 \$0.00	9 years from Intro.
Lab I					
Konica Minolta BH3602P / 35 PPM AAFK011001871 / 94971972 500,000 / 08/2018 Black Network Printer / KMBS	1,187 0	12,883 0	11,696 0	\$0.00613 \$71.70 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Lab 2					
Konica Minolta BHC450i / 45 PPM	10,762	27,959	17,197	\$0.00320	None at this time.
AA7R011006502 / 9502-9998				\$55.03	
1,000,000 / 09/2020	8,827	21,774	12,947	\$0.03885	
Color Photocopier / KMBS				\$502.99	
Library					
Konica Minolta BH363 / 36 PPM	141,638	186,543	44,905	\$0.00361	12 years from Intro.
AIUE011002368 / 9303-6923				\$162.11	
750,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Library					
Konica Minolta BH4000i / 42 PPM	3,752	13,774	10,022	\$0.00613	None at this time.
ACET011000524 / 9497-1895				\$61.43	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Library					
Konica Minolta BHC4000i / 42 PPM	2,059	10,511	8,452	\$0.00613	None at this time.
AAJR011000147 / 9496-3666				\$51.81	
1,000,000 / 06/2019	965	7,358	6,393	\$0.05625	
Color Network Printer / KMBS				\$359.61	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Konica Minolta BHC450i / 45 PPM	24,506	81,682	57,176	\$0.00320	None at this time.
AA7R011006960 / 9514-2497				\$182.96	
1,000,000 / 09/2020	9,826	38,800	28,974	\$0.03885	
Color Photocopier / KMBS				\$1,125.64	
Main Office					
Konica Minolta BH4000i / 42 PPM	6,621	13,216	6,595	\$0.00613	None at this time.
ACET011000522 / 9497-1898				\$40.43	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Main Office - NOT IN USE					
Konica Minolta BH958 / 95 PPM	25	161,078	161,053	\$0.00320	None at this time.
A796012000029 / 9514-4516				\$515.37	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Main Office - STORAGE					
Konica Minolta BHC3100P / 32 PPM	1,386	1,386	0	\$0.00690	Not in use for FY22. 8 years from Intro.
A6DR012109569 /				\$0.00	
750,000 / 06/2014	841	841	0	\$0.06342	
Color Network Printer / KMBS				\$0.00	

NHSAC 42					
Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Staff Work Room					
Konica Minolta BH958 / 95 PPM A796012000145 / 9514-2507 5,000,000 / 06/2016 Black Photocopier / KMBS	77,227 0	477,415 0	400,188 0	\$0.00320 \$1,280.60 \$0.00000 \$0.00	None at this time.
Tech Ed					
Konica Minolta BH4050 / 42 PPM A6VF011015389 / 9460-7653 1,000,000 / 02/2014 Black Laser MFP / KMBS	74,299 0	91,753 0	17,454 0	\$0.00452 \$78.89 \$0.00000 \$0.00	8 years from Intro.
Subtotal Black			1,330,177	\$4,431.15	
Subtotal Color			48,314	\$1,988.24	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Ledge Street Elementary School					
Assistant Principal					
Konica Minolta BHC4000i / 42 PPM AAJRO11000145 / 9496-3665 1,000,000 / 06/2019 Color Network Printer/KMBS	4,303 2,338	9,906 4,867	5,603 2,529	\$0.00613 \$34.35 \$0.05625 \$142.26	None at this time.
Copy Room					
Konica Minolta BH554E / 55 PPM A61D011001476 / 9354 3690 3,000,000 / 10/2013 Black Photocopier / KMBS	926,225 0	1,139,160 0	212,935 0	\$0.00361 \$768.70 \$0.00000 \$0.00	9 years from Intro.
Copy Room					
Konica Minolta BH958 / 95 PPM A796012000028 / 9514-4520 5,000,000 / 06/2016 Black Photocopier / KMBS	236,338 0	560,737 0	324,399 0	\$0.00320 \$1,038.08 \$0.00000 \$0.00	None at this time.
Lab					
Konica Minolta BH4000i / 42 PPM ACETO11000756 / 9496-3602 1,000,000 / 06/2019 Black Network Printer / KMBS	852 0	2,512 0	1,660 0	\$0.00613 \$10.18 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Konica Minolta BHC554 / 55 PPM	1,759,607	2,096,776	337,169	\$0.00361	10 years from Intro.
A5AY011018056 / 9460-6945				\$1,217.18	
3,000,000 / 08/2012	552,071	684,505	132,434	\$0.05581	
Color Photocopier / KMBS				\$7,391.14	
Main Office					
Konica Minolta BH4000i / 42 PPM	4,487	13,787	9,300	\$0.00613	None at this time.
ACET011000751 / 9496-3604				\$57.01	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Subtotal Black			891,066	\$3,125.48	
Subtotal Color			134,963	\$7,533.40	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Dunstable Elementary School					
Library					
Konica Minolta BH4700P / 50 PPM	86,666	98,799	12,133	\$0.00824	9 years from Intro.
A63N011010681 / 9464 8118				\$99.98	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer/KMBS				\$0.00	
Main Office					
Konica Minolta BHC450i / 45 PPM	25,946	82,536	56,590	\$0.00320	None at this time.
AA7R011006527 / 9514-2496				\$181.09	
1,000,000 / 09/2020	16,144	42,407	26,263	\$0.04995	
Color Photocopier / KMBS				\$1,311.84	
Room 203 Main Office Work Room					
Konica Minolta BH754E / 75 PPM	2,475,037	2,960,616	485,579	\$0.00361	9 years from Intro.
A55V017002472 / 9357-5394				\$1,752.94	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room 203 Main Office Work Room					
Konica Minolta BH958 / 95 PPM	296,183	784,029	487,846	\$0.00320	None at this time.
A796012000099 / 9514-2508				\$1,561.11	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 310 Computer Lab					
Konica Minolta BH4700P / 50 PPM	203,869	225,745	21,876	\$0.00824	9 years from Intro.
A63N011012591 / 9464-8091				\$180.26	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Special Ed Office					
Konica Minolta BH4700P / 50 PPM	104,823	129,152	24,329	\$0.00824	9 years from Intro.
A63N011012588 / 9464-8090				\$200.47	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
		Subtotal Black	1,088,353	\$3,975.84	
		Subtotal Color	26,263	\$1,311.84	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Mt. Pleasant Elementary School					
Copy Room					
Konica Minolta BH808 / 80 PPM A8KN012000808 / 9514-2503 4,000,000 / 06/2016 Black Photocopier/KMBS	117,035 0	322,189 0	205,154 0	\$0.00320 \$656.49 \$0.00000 \$0.00	None at this time.
Lab					
Konica Minolta BH4000i / 42 PPM ACET011000521 / 9497-1896 1,000,000 / 06/2019 Black Network Printer / KMBS	3,862 0	12,899 0	9,037 0	\$0.00613 \$55.40 \$0.00000 \$0.00	
Library					
Konica Minolta BH4700P / 50 PPM A63N011012587 / 9464-8126 2,000,000 / 04/2013 Black Network Printer / KMBS	167,563 0	194,539 0	26,976 0	\$0.00824 \$222.28 \$0.00000 \$0.00	9 years from Intro.
Main Office					
Konica Minolta BHC3300i / 35 PPM AAJT011001173 / 9496-3627 750,000 / 04/2019 Color Network Printer / KMBS	66 158	2,431 2,383	2,365 2,225	\$0.00613 \$14.50 \$0.05625 \$125.16	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Nashua High School North						
Career Center						
Konica Minolta BH808 / 80 PPM A8KN012000954 / 9503-0002 4,000,000 / 06/2016 Black Photocopier/KMBS	14,798 0	147,330 0	132,532 0	\$0.00320 \$424.10 \$0.00000 \$0.00	None at this time.	
Room A106						
Konica Minolta BHC3300i / 35 PPM AAJT011001410 / 9496-3621 750,000 / 04/2019 Color Network Printer / KMBS	906 1,243	1,892 2,980	986 1,737	\$0.00613 \$6.04 \$0.05625 \$97.71		None at this time.
Room A110						
Konica Minolta BHC3300i / 35 PPM AAJT011000621 / 9496-3623 750,000 / 04/2019 Color Network Printer / KMBS	197 460	973 2,191	776 1,731	\$0.00613 \$4.76 \$0.05625 \$97.37	None at this time.	
Room A112						
Konica Minolta BH423 / 42 PPM AIUD011001939 / 9307-7534 1,000,000 / 06/2010 Black Photocopier / KMBS	88,459 0	88,725 0	266 0	\$0.00361 \$0.96 \$0.00000 \$0.00		12 years from Intro.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room A121					
Konica Minolta BHC3300i / 35 PPM	28	783	755	\$0.00613	None at this time.
AAJT011001524 / 9496-3608				\$4.63	
750,000 / 04/2019	544	3,139	2,595	\$0.05625	
Color Network Printer / KMBS				\$145.97	
Room A121					
Konica Minolta BHC3300i / 35 PPM	28	28	0	\$0.00613	Not in use for FY22.
AAJT011000920 / 9496-3624				\$0.00	
750,000 / 04/2019	2	9	7	\$0.05625	
Color Network Printer / KMBS				\$0.39	
Room B121 Main Office					
Konica Minolta BHC554 / 55 PPM	585,507	640,405	54,898	\$0.00361	Traded.
A5AY011017462a / 9460-6946				\$198.18	
3,000,000 / 08/2012	166,392	176,832	10,440	\$0.05581	
Color Photocopier / KMBS				\$582.66	
Room B121 Main Office					
Konica Minolta BHC554 / 55 PPM	50	30,112	30,062	\$0.00361	10 years from Intro.
A5AY011017462 / 9460-6946				\$108.52	
3,000,000 / 08/2012	50	9,170	9,120	\$0.05581	
Color Photocopier / KMBS				\$508.99	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room B134 Principal's Office					
Konica Minolta BHC3100P / 32 PPM	67,900	81,936	14,036	\$0.00690	8 years from Intro.
A6DR012102420 / 9464-8121				\$96.85	
750,000 / 06/2014	95,650	113,520	17,870	\$0.06342	
Color Network Printer / KMBS				\$1,133.32	
Room B140					
Konica Minolta BHC4000i / 42 PPM	1,150	6,151	5,001	\$0.00613	None at this time.
AAJR011000214 / 9496-3664				\$30.66	
1,000,000 / 06/2019	629	4,326	3,697	\$0.05625	
Color Network Printer / KMBS				\$207.96	
Room B154					
Konica Minolta BH3602P / 35 PPM	1,164	2,687	1,523	\$0.00613	None at this time.
AAFK011001862 / 9490 8752				\$9.34	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room B162					
Konica Minolta BHC3300i / 35 PPM	306	5,322	5,016	\$0.00613	None at this time.
AAJT011000914 / 9496-3625				\$30.75	
750,000 / 04/2019	548	3,134	2,586	\$0.05625	
Color Network Printer / KMBS				\$145.46	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room B201					
Konica Minolta BH3602P / 35 PPM	3,609	11,590	7,981	\$0.00613	None at this time.
AAFK011001855 / 9499 5651				\$48.92	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room B205					
Konica Minolta BH958 / 95 PPM	38,855	503,448	464,593	\$0.00320	None at this time.
A796012000026 / 9503-0006				\$1,486.70	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room B208					
Konica Minolta BHC3100P / 32 PPM	52,786	60,843	8,057	\$0.00690	8 years from Intro.
A6DR012102444 / 9464-8122				\$55.59	
750,000 / 06/2014	47,187	59,362	12,175	\$0.06342	
Color Network Printer / KMBS				\$772.14	
Room B223					
Konica Minolta BH4000i / 42 PPM	617	3,422	2,805	\$0.00613	None at this time.
ACET011000707 / 9497-1901				\$17.19	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room B301					
Konica Minolta BH4000i / 42 PPM	4,860	13,433	8,573	\$0.00613	None at this time.
ACET011000697 / 9497-1900				\$52.55	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room B305					
Konica Minolta BH654 / 65 PPM	2,411,591	2,933,290	521,699	\$0.00361	9 years from Intro.
A5YN011002184 / 9320-1635				\$1,883.33	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room B308					
Konica Minolta BHC4000i / 42 PPM	5,423	12,534	7,111	\$0.00613	None at this time.
AAJR011000266 / 9496-3663				\$43.59	
1,000,000 / 06/2019	4,882	10,941	6,059	\$0.05625	
Color Network Printer / KMBS				\$340.82	
Room C105					
Konica Minolta BH4000i / 42 PPM	1,538	10,836	9,298	\$0.00613	None at this time.
ACET011000706 / 9497-1889				\$57.00	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room C105 Media Center					
Konica Minolta BH363 / 36 PPM	103,636	107,921	4,285	\$0.00361	12 years from Intro.
AIUE011013114 / 9334-5663				\$15.47	
750,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room C124					
Konica Minolta BHC3300i / 35 PPM	357	5,241	4,884	\$0.00613	None at this time.
AAJT011001398 / 9496-3620				\$29.94	
750,000 / 04/2019	703	3,799	3,096	\$0.05625	
Color Network Printer / KMBS				\$174.15	
Room C128					
Konica Minolta BHC3300i / 35 PPM	230	975	745	\$0.00613	None at this time.
AAJT011001565 / 9496-3609				\$4.57	
750,000 / 04/2019	247	2,229	1,982	\$0.05625	
Color Network Printer / KMBS				\$111.49	
Room C139					
Konica Minolta BHC3300i / 35 PPM	2	2,292	2,290	\$0.00613	None at this time.
AAJT011001484 / 9496-3626				\$14.04	
750,000 / 04/2019	16	3,963	3,947	\$0.05625	
Color Network Printer / KMBS				\$222.02	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room C142					
Konica Minolta BHC3100P / 32 PPM	34,942	37,920	2,978	\$0.00690	8 years from Intro.
A6DR012102424 / 9464-8123				\$20.55	
750,000 / 06/2014	35,601	38,158	2,557	\$0.06342	
Color Network Printer / KMBS				\$162.16	
Room C202					
Konica Minolta BH3602P / 35 PPM	419	5,074	4,655	\$0.00613	None at this time.
AAFK011001868 / 9320 1164				\$28.54	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room C204					
Konica Minolta BH3602P / 35 PPM	781	6,540	5,759	\$0.00613	None at this time.
AAFK011001848 / 9489 2027				\$35.30	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room C205					
Konica Minolta BH3602P / 35 PPM	2,331	2,331	0	\$0.00613	Not in use for FY22.
AAFK011001857 / 9489 2026				\$0.00	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room C211					
Konica Minolta BH3602P / 35 PPM	854	2,587	1,733	\$0.00613	None at this time.
AAFK011001853 / 9320 II65				\$10.62	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room C226 Science					
Konica Minolta BH808 / 80 PPM	41,626	453,169	411,543	\$0.00320	None at this time.
A8KN012000945 / 9503-0001				\$1,316.94	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room C226 Science					
Konica Minolta BHC3100P / 32 PPM	69,583	71,900	2,317	\$0.00690	8 years from Intro.
A6DR012102430 / 9464-8124				\$15.99	
750,000 / 06/2014	58,775	63,407	4,632	\$0.06342	
Color Network Printer / KMBS				\$293.76	
Room D114					
Konica Minolta BH4000i / 42 PPM	10,327	29,336	19,009	\$0.00613	None at this time.
ACET011000708 / 9497-1888				\$116.53	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room D122 Special Ed					
Konica Minolta BHC554 / 55 PPM	638,572	796,645	158,073	\$0.00361	10 years from Intro.
A5AY011018045 / 9460-7657				\$570.64	
3,000,000 / 08/2012	86,748	114,471	27,723	\$0.05581	
Color Photocopier / KMBS				\$1,547.22	
Room D208					
Konica Minolta BH754 / 75 PPM	2,528,640	2,955,208	426,568	\$0.00361	9 years from Intro.
A55V017000406 / 9320 1886				\$1,539.91	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room D208					
Konica Minolta BHC3100P / 32 PPM	33,922	40,180	6,258	\$0.00690	8 years from Intro.
A6DR012102439 / 9464-8129				\$43.18	
750,000 / 06/2014	29,784	37,007	7,223	\$0.06342	
Color Network Printer / KMBS				\$458.08	
Room D224					
Konica Minolta BH3602P / 35 PPM	367	3,338	2,971	\$0.00613	None at this time.
AAFK011001847 / 9320 1161				\$18.21	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room D224					
Konica Minolta BH3602P / 35 PPM	367	3,338	2,971	\$0.00613	None at this time.
AAFK011001847 / 9320 II61				\$18.21	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room D225					
Konica Minolta BH3602P / 35 PPM	774	4,596	3,822	\$0.00613	None at this time.
AAFK011001846 / 9490 8753				\$23.43	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room D301					
Konica Minolta BH4000i / 42 PPM	7,377	13,964	6,587	\$0.00613	None at this time.
ACET011000705 / 9497-1899				\$40.38	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room D305					
Konica Minolta BH958 / 95 PPM	24,207	364,720	340,513	\$0.00320	None at this time.
A796012000070 / 9514-4517				\$1,089.64	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room D308					
Konica Minolta BHC3100P / 32 PPM	12,506	17,356	4,850	\$0.00690	8 years from Intro.
A6DR012108742 / 9499 5583				\$33.47	
750,000 / 06/2014	22,147	28,857	6,710	\$0.06342	
Color Network Printer / KMBS				\$425.55	
Room D315					
Konica Minolta BH4000i / 42 PPM	1,590	7,331	5,741	\$0.00613	None at this time.
ACET011000711 / 9497-1891				\$35.19	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room E102 Athletics					
Konica Minolta BHC450i / 45 PPM	12,653	65,073	52,420	\$0.00320	None at this time.
AA7R011006896 / 9514-2489				\$167.74	
1,000,000 / 09/2020	7,285	13,904	6,619	\$0.03885	
Color Photocopier / KMBS				\$257.15	
		Subtotal Black	2,746,940	\$9,748.15	
		Subtotal Color	132,506	\$7,684.35	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Nashua High School South					
Library					
Konica Minolta BH4700P / 50 PPM A63N011012628 / 9464-8106 2,000,000 / 04/2013 Black Network Printer/KMBS	187,538 0	194,673 0	7,135 0	\$0.00824 \$58.79 \$0.00000 \$0.00	9 years from Intro.
Main Office					
Konica Minolta BH3602P / 35 PPM AAFK011001873 / 9490 8649 500,000 / 08/2018 Black Network Printer / KMBS	1,652 0	4,274 0	2,622 0	\$0.00613 \$16.07 \$0.00000 \$0.00	None at this time.
Main Office					
Konica Minolta BH308 / 30 PPM AA6W017007808 / 9514-2498 750,000 / 06/2016 Black Photocopier / KMBS	6,792 0	59,160 0	52,368 0	\$0.00320 \$167.58 \$0.00000 \$0.00	None at this time.
Room A1002 Grade 10 Office					
Konica Minolta BHC3100P / 32 PPM A6DR012102437 / 9464-8099 750,000 / 06/2014 Color Network Printer / KMBS	18,514 24,286	25,166 29,593	6,652 5,307	\$0.00690 \$45.90 \$0.06342 \$336.57	8 years from Intro.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room AI003					
Konica Minolta BH4700P / 50 PPM	71,575	77,523	5,948	\$0.00824	9 years from Intro.
A63N011012586 / 9464-8120				\$49.01	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room AI004 Guidance Work Room					
Konica Minolta BH958 / 95 PPM	43,705	456,356	412,651	\$0.00320	None at this time.
A796012000133 /				\$1,320.48	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room AI023					
Konica Minolta BH3602P / 35 PPM	150	4,945	4,795	\$0.00613	None at this time.
AAFK011001861 / 9320 1174				\$29.39	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room A2002					
Konica Minolta BHC4000i / 42 PPM	2,439	11,968	9,529	\$0.00613	None at this time.
AAJR011000151 / 9496-3662				\$58.41	
1,000,000 / 06/2019	2,138	8,909	6,771	\$0.05625	
Color Network Printer / KMBS				\$380.87	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room A2003					
Konica Minolta BH4700P / 50 PPM	78,264	83,173	4,909	\$0.00824	9 years from Intro.
A63N011012212 / 9464-8128				\$40.45	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room A2004					
Konica Minolta BH958 / 95 PPM	71,012	659,632	588,620	\$0.00320	None at this time.
A796012000131 / 9514-4519				\$1,883.58	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room A2023					
Konica Minolta BH4000i / 42 PPM	163	2,388	2,225	\$0.00613	None at this time.
ACET011001701 / 9496-3638				\$13.64	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room B1001 Main Office					
Konica Minolta BHC3100P / 32 PPM	1,160	1,160	0	\$0.00690	Not in use for FY22. 8 years from Intro.
A6DR012102428 / 9464-8108				\$0.00	
750,000 / 06/2014	591	593	2	\$0.06342	
Color Network Printer / KMBS				\$0.13	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room BI002H					
Konica Minolta BHC554 / 55 PPM	830,570	951,907	121,337	\$0.00361	10 years from Intro.
A5AY011017498 / 9460-7658				\$438.03	
3,000,000 / 08/2012	57,253	81,167	23,914	\$0.05581	
Color Photocopier / KMBS				\$1,334.64	
Room BI003					
Konica Minolta BHC3300i / 35 PPM	17	2,052	2,035	\$0.00613	None at this time.
AAJT011001257 / 9496-3619				\$12.47	
750,000 / 04/2019	1	4,354	4,353	\$0.05625	
Color Network Printer / KMBS				\$244.86	
Room BI003C					
Konica Minolta BH3602P / 35 PPM	275	5,521	5,246	\$0.00613	None at this time.
AAFK011001852 / 9320 1169				\$32.16	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room BI003F					
Konica Minolta BHC3300i / 35 PPM	1,097	2,523	1,426	\$0.00613	None at this time.
AAJT011001492 / 9496-3622				\$8.74	
750,000 / 04/2019	1,322	2,278	956	\$0.05625	
Color Network Printer / KMBS				\$53.78	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room BI003G					
Konica Minolta BHC3300i / 35 PPM	757	1,242	485	\$0.00613	None at this time.
AAJT011001499 / 9496-3615				\$2.97	
750,000 / 04/2019	66	220	154	\$0.05625	
Color Network Printer / KMBS				\$8.66	
Room BI006A					
Konica Minolta BH3602P / 35 PPM	1,524	6,322	4,798	\$0.00613	None at this time.
AAFK011001870 / 9320 1173				\$29.41	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room BI007					
Konica Minolta BHC3300i / 35 PPM	439	1,142	703	\$0.00613	None at this time.
AAJT011001416 / 9496-3616				\$4.31	
750,000 / 04/2019	581	1,845	1,264	\$0.05625	
Color Network Printer / KMBS				\$71.10	
Room BI012					
Konica Minolta BH3602P / 35 PPM	296	1,763	1,467	\$0.00613	None at this time.
AAFK011001869 / 9490 8650				\$8.99	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room BI014 Main Office					
Konica Minolta BHC454 / 45 PPM	467,751	544,639	76,888	\$0.00361	10 years from Intro.
A5C0011031883 / 9460-7656				\$277.57	
1,000,000 / 07/2012	148,955	185,941	36,986	\$0.05581	
Color Photocopier / KMBS				\$2,064.19	
Room BI024					
Konica Minolta BH4000i / 42 PPM	3,764	8,463	4,699	\$0.00613	None at this time.
ACET011001703 / 9496-3637				\$28.80	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room BI024					
Konica Minolta BHC3300i / 35 PPM	272	1,570	1,298	\$0.00613	None at this time.
AAJT011001503 / 9496-3617				\$7.96	
750,000 / 04/2019	708	2,349	1,641	\$0.05625	
Color Network Printer / KMBS				\$92.31	
Room BI025B Child Care					
Konica Minolta BH4050 / 42 PPM	59,392	64,980	5,588	\$0.00452	8 years from Intro.
A6VF011015358 / 9460-6855				\$25.26	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room BI026					
Konica Minolta BHC3300i / 35 PPM	117	1,560	1,443	\$0.00613	None at this time.
AAJT011001434 / 9496-3618				\$8.85	
750,000 / 04/2019	1,155	2,766	1,611	\$0.05625	
Color Network Printer / KMBS				\$90.62	
Room BI028					
Konica Minolta BHC3300i / 35 PPM	100	2,480	2,380	\$0.00613	None at this time.
AAJT011001506 / 9496-3614				\$14.59	
750,000 / 04/2019	525	1,823	1,298	\$0.05625	
Color Network Printer / KMBS				\$73.01	
Room BI030					
Konica Minolta BH3602P / 35 PPM	1,067	3,801	2,734	\$0.00613	None at this time.
AAFK011001850 / 9490 8651				\$16.76	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room B2001					
Konica Minolta BH3602P / 35 PPM	337	3,041	2,704	\$0.00613	None at this time.
AAFK011001872 / 9320 1162				\$16.58	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room B2011					
Konica Minolta BHC3300i / 35 PPM	1,836	7,612	5,776	\$0.00613	None at this time.
AAJT011001430 / 9496-3613				\$35.41	
750,000 / 04/2019	7,715	25,221	17,506	\$0.05625	
Color Network Printer / KMBS				\$984.71	
Room C1001 Athletics Office					
Konica Minolta BH308 / 30 PPM	9,551	34,934	25,383	\$0.00320	None at this time.
AA6W017007802 / 9502-9997				\$81.23	
750,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room C1002					
Konica Minolta BHC4000i / 42 PPM	9,151	17,983	8,832	\$0.00613	None at this time.
AAJR011000165 / 9496-3661				\$54.14	
1,000,000 / 06/2019	5,300	15,340	10,040	\$0.05625	
Color Network Printer / KMBS				\$564.75	
Room C1004					
Konica Minolta BH958 / 95 PPM	54,937	497,429	442,492	\$0.00320	None at this time.
A796012000130 / 9508-5511				\$1,415.97	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room C1008					
Konica Minolta BH3602P / 35 PPM	485	7,152	6,667	\$0.00613	None at this time.
AAFK011001874 / 9490 8652				\$40.87	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room C1014					
Konica Minolta BH3602P / 35 PPM	190	5,831	5,641	\$0.00613	None at this time.
AAFK011001864 / 9490 8648				\$34.58	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room C1020					
Konica Minolta BH3602P / 35 PPM	48	2,441	2,393	\$0.00613	None at this time.
AAFK011001854 / 9320 1170				\$14.67	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room C1021					
Konica Minolta BH4700P / 50 PPM	107,345	109,974	2,629	\$0.00824	9 years from Intro.
A63N011012592 / 9464-8095				\$21.66	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room C1024					
Konica Minolta BH3602P / 35 PPM	567	4,169	3,602	\$0.00613	None at this time.
AAFK011001843 / 9320 II71				\$22.08	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room C2002 Office					
Konica Minolta BHC3100P / 32 PPM	23,668	29,097	5,429	\$0.00690	8 years from Intro.
A6DR012102440 / 9464-8102				\$37.46	
750,000 / 06/2014	24,164	27,365	3,201	\$0.06342	
Color Network Printer / KMBS				\$203.01	
Room C2002C					
Konica Minolta BH3602P / 35 PPM	1,715	3,602	1,887	\$0.00613	None at this time.
AAFK011001867 / 9320 II72				\$11.57	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room C2004					
Konica Minolta BH958 / 95 PPM	55,123	463,356	408,233	\$0.00320	None at this time.
A796012000015 / 9503-0005				\$1,306.35	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room C2022					
Konica Minolta BH3602P / 35 PPM	654	2,805	2,151	\$0.00613	None at this time.
AAFK011001860 / 9490 8653				\$13.19	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room C2023					
Konica Minolta BH4700P / 50 PPM	95,064	101,118	6,054	\$0.00824	9 years from Intro.
A63N011012626 / 9464-8093				\$49.88	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room D1014					
Konica Minolta BH3602P / 35 PPM	354	3,878	3,524	\$0.00613	None at this time.
AAFK011001844 / 9490 8655				\$21.60	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room D1016					
Konica Minolta BHC3100P / 32 PPM	49,287	53,079	3,792	\$0.00690	8 years from Intro.
A6DR012102458 / 9464-8125				\$26.16	
750,000 / 06/2014	40,390	44,984	4,594	\$0.06342	
Color Network Printer / KMBS				\$291.35	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room DI022					
Konica Minolta BH3602P / 35 PPM	2,357	10,402	8,045	\$0.00613	None at this time.
AAFK011001858 / 9490 8656				\$49.32	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room EI003 Library					
Konica Minolta BH363 / 36 PPM	84,180	89,556	5,376	\$0.00361	12 years from Intro.
AIUE011010432 / 9322-5134				\$19.41	
750,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
Room EI005A					
Konica Minolta BHC450i / 45 PPM	7,497	23,576	16,079	\$0.00320	None at this time.
AA7R011006538 / 9502-9992				\$51.45	
1,000,000 / 09/2020	415	4,403	3,988	\$0.03885	
Color Photocopier / KMBS				\$154.93	
Room EI022					
Konica Minolta BHC3300i / 35 PPM	186	2,375	2,189	\$0.00613	None at this time.
AAJT011001476 / 9496-3612				\$13.42	
750,000 / 04/2019	520	4,380	3,860	\$0.05625	
Color Network Printer / KMBS				\$217.13	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room E1028					
Konica Minolta BHC3300i / 35 PPM	3,619	7,472	3,853	\$0.00613	None at this time.
AAJT011001411 / 9496-3611				\$23.62	
750,000 / 04/2019	2,257	4,892	2,635	\$0.05625	
Color Network Printer / KMBS				\$148.22	
Room E1035					
Konica Minolta BHC3100P / 32 PPM	39,401	39,455	54	\$0.00690	8 years from Intro.
A6DR012102443 / 9464-8101				\$0.37	
750,000 / 06/2014	45,689	45,777	88	\$0.06342	
Color Network Printer / KMBS				\$5.58	
Room E1035					
Konica Minolta BH4000i / 42 PPM	109	2,139	2,030	\$0.00613	None at this time.
ACET011001698 / 9496-3656				\$12.44	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room E2004					
Konica Minolta BH4700P / 50 PPM	95,942	110,108	14,166	\$0.00824	9 years from Intro.
A63N011012527 / 9464-8105				\$116.73	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room FI003					
Konica Minolta BH3602P / 35 PPM	668	2,857	2,189	\$0.00613	None at this time.
AAFK011001866 / 9490 8654				\$13.42	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room FI004					
Konica Minolta BHC3300i / 35 PPM	4,584	10,308	5,724	\$0.00613	None at this time.
AAJT011001497 / 9496-3610				\$35.09	
750,000 / 04/2019	1,824	3,911	2,087	\$0.05625	
Color Network Printer / KMBS				\$117.39	
Room FI006 IT Department					
Konica Minolta BH4700P / 50 PPM	27,645	30,639	2,994	\$0.00824	9 years from Intro.
A63N011012584 / 9464-8097				\$24.67	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room FI006 IT Department					
Konica Minolta BHC550i / 55 PPM	1,733	5,276	3,543	\$0.00320	None at this time.
AA7P011002706 / 9514-2495				\$11.34	
3,000,000 / 02/2020	4,006	8,560	4,554	\$0.03885	
Color Photocopier / KMBS				\$176.92	
		Subtotal Black	2,333,412	\$8,174.85	
		Subtotal Color	136,810	\$7,614.72	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
New Searles Elementary School					
Lab					
Konica Minolta BH808 / 80 PPM A8KN012000922 / 9514-2491 4,000,000 / 06/2016 Black Photocopier/KMBS	106,011 0	322,751 0	216,740 0	\$0.00320 \$693.57 \$0.00000 \$0.00	None at this time.
Lab					
Konica Minolta BH4700P / 50 PPM A63N011012604 / 9464-8115 2,000,000 / 04/2013 Black Network Printer / KMBS	111,688 0	123,898 0	12,210 0	\$0.00824 \$100.61 \$0.00000 \$0.00	9 years from Intro.
Library					
Konica Minolta BH4000i / 42 PPM ACET011000519 / 9497-1893 1,000,000 / 06/2019 Black Network Printer / KMBS	233 0	6,432 0	6,199 0	\$0.00613 \$38.00 \$0.00000 \$0.00	None at this time.
Main Office					
Konica Minolta BHC554 / 55 PPM A5AY011017977 / 9464-8002 3,000,000 / 08/2012 Color Photocopier / KMBS	966,634 208,562	1,058,104 245,083	91,470 36,521	\$0.00361 \$330.21 \$0.05632 \$2,056.86	10 years from Intro.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Konica Minolta BH4000i / 42 PPM	13,520	32,356	18,836	\$0.00613	None at this time.
ACET011000513 / 9497-1892				\$115.46	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Office Work Area					
Konica Minolta BH4050 / 42 PPM	12,621	12,621	0	\$0.00452	Traded.
A6VF011015426a / 9460 6937				\$0.00	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP / KMBS				\$0.00	
Room 139					
Konica Minolta BHC3100P / 32 PPM	45,863	48,444	2,581	\$0.00690	8 years from Intro.
A6DR012102473 / 9464-8096				\$17.81	
750,000 / 06/2014	72,268	75,702	3,434	\$0.06342	
Color Network Printer / KMBS				\$217.78	
Room 247					
Konica Minolta BH3602P / 35 PPM	1,380	4,865	3,485	\$0.00613	None at this time.
AAFK011001865 / 9497 1974				\$21.36	
500,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 261 Copy Room					
Konica Minolta BH808 / 80 PPM	1,173,974	1,318,828	144,854	\$0.00361	None at this time.
A8KN011002452 /				\$522.92	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
		Subtotal Black	496,375	\$1,839.94	
		Subtotal Color	39,955	\$2,274.65	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Pennichuck Middle School					
Guidance Office					
Konica Minolta BH363 / 36 PPM	174,226	237,028	62,802	\$0.00361	12 years from Intro.
AIUD01111470 / 9349-8938				\$226.72	
750,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier/KMBS				\$0.00	
Library					
Konica Minolta BH4700P / 50 PPM	279,386	313,337	33,951	\$0.00824	9 years from Intro.
A63N011012575 / 9464-8132				\$279.76	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Main Office					
Konica Minolta BHC450i / 45 PPM	26,871	69,038	42,167	\$0.00320	None at this time.
AA7R011006539 / 9502-9995				\$134.93	
1,000,000 / 09/2020	13,776	31,343	17,567	\$0.03885	
Color Photocopier / KMBS				\$682.48	
Main Office					
Konica Minolta BH4700P / 50 PPM	92,045	99,647	7,602	\$0.00824	9 years from Intro.
A63N011012579 / 9464-8131				\$62.64	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 27 Lab					
Konica Minolta BH4000i / 42 PPM	676	5,108	4,432	\$0.00613	None at this time.
ACET011000517 / 9497-1894				\$27.17	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Room 41					
Konica Minolta BHC3100P / 32 PPM	43,102	53,251	10,149	\$0.00690	8 years from Intro.
A6DR012102432 / 9464-8100				\$70.03	
750,000 / 06/2014	32,278	35,534	3,256	\$0.06342	
Color Network Printer / KMBS				\$206.50	
Room 50					
Konica Minolta BHC3300i / 35 PPM	387	1,531	1,144	\$0.00613	None at this time.
AAJT011001174 / 9496-3635				\$7.01	
750,000 / 04/2019	527	1,962	1,435	\$0.05625	
Color Network Printer / KMBS				\$80.72	
Teachers' Room					
Konica Minolta BH958 / 95 PPM	250,781	1,088,780	837,999	\$0.00320	None at this time.
A796012000016 / 9508-5512				\$2,681.60	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Teachers' Room					
Konica Minolta BH958 / 95 PPM	161,743	896,212	734,469	\$0.00320	None at this time.
A796012000009 / 9514-4521				\$2,350.30	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
		Subtotal Black	1,734,715	\$5,840.15	
		Subtotal Color	22,258	\$969.69	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Plant Operations - Nashua						
Office						
Konica Minolta BHC284 / 28 PPM A4FK011004753 / 9344-4981 500,000 / 06/2012 Color Photocopier/KMBS	233,208 119,175	262,339 143,436	29,131 24,261	\$0.00361 \$105.16 \$0.05632 \$1,366.38	10 years from Intro.	
Office						
Konica Minolta BH3602P / 35 PPM AAFK011001810 / 9490 8657 500,000 / 08/2018 Black Network Printer / KMBS	991 0	2,790 0	1,799 0	\$0.00613 \$11.03 \$0.00000 \$0.00		None at this time.
Subtotal Black						
Subtotal Color						
30,930						
\$116.19						
24,261						
\$1,366.38						

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAU 42 District Office					
Back Copy Room					
Konica Minolta BH958 / 95 PPM	574,112	785,638	211,526	\$0.00320	None at this time.
A796011002053 / 9467 8974				\$676.88	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier/KMBS				\$0.00	
Business Office					
Konica Minolta BHC3100P / 32 PPM	49,589	72,564	22,975	\$0.00690	8 years from Intro.
A6DR012102476 / 9464-8112				\$158.53	
750,000 / 06/2014	34,345	56,590	22,245	\$0.06342	
Color Network Printer / KMBS				\$1,410.78	
HR Office					
Konica Minolta BH4000i / 42 PPM	43,539	92,193	48,654	\$0.00613	None at this time.
ACET011000704 / 9497-1890				\$298.25	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / KMBS				\$0.00	
Main Office					
Konica Minolta BHC550i / 55 PPM	82,873	213,068	130,195	\$0.00320	None at this time.
AA7P011002721 / 9514-2493				\$416.62	
3,000,000 / 02/2020	15,401	36,719	21,318	\$0.03885	
Color Photocopier / KMBS				\$828.20	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Sunset Heights Elementary					
Lab					
Konica Minolta BH3602P / 35 PPM AAFK011001841 / 9497 1963 500,000 / 08/2018 Black Network Printer/KMBS	376 0	2,739 0	2,363 0	\$0.00613 \$14.49 \$0.00000 \$0.00	None at this time.
Library					
Konica Minolta BH3602P / 35 PPM AAFK011001859 / 9497 1964 500,000 / 08/2018 Black Network Printer / KMBS	1,153 0	3,506 0	2,353 0	\$0.00613 \$14.42 \$0.00000 \$0.00	
Main Office					
Konica Minolta BH4000i / 42 PPM ACET011000753 / 9496-3603 1,000,000 / 06/2019 Black Network Printer / KMBS	13,679 0	30,656 0	16,977 0	\$0.00613 \$104.07 \$0.00000 \$0.00	None at this time.
Main Office					
Konica Minolta BHC454 / 45 PPM A5C0011031966 / 9460-6950 1,000,000 / 07/2012 Color Photocopier / KMBS	856,844 31,193	948,856 37,304	92,012 6,111	\$0.00361 \$332.16 \$0.05581 \$341.05	
10 years from Intro.					

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Teachers' Work Room					
Konica Minolta BH958 / 95 PPM	342,733	933,370	590,637	\$0.00320	None at this time.
A796012000185 / 9508-5510				\$1,890.04	
5,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / KMBS				\$0.00	
		Subtotal Black	704,342	\$2,355.18	
		Subtotal Color	6,111	\$341.05	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
The Nashua Program @ Brentwood					
Office					
Konica Minolta BHC458 / 45 PPM	134,265	159,937	25,672	\$0.00361	None at this time.
A79M011001533 / 5352-5463				\$92.68	
1,000,000 / 08/2016	31,367	44,416	13,049	\$0.05581	
Color Photocopier/KMBS				\$728.26	
Pre-School					
Konica Minolta BHC458 / 45 PPM	262,458	294,136	31,678	\$0.00361	None at this time.
A79M011000435 / 9467 6512				\$114.36	
1,000,000 / 08/2016	296,400	310,597	14,197	\$0.05581	
Color Photocopier / KMBS				\$792.33	
Subtotal Black			57,350	\$207.03	
Subtotal Color			27,246	\$1,520.60	

Make-Model / Speed			FY22		
Serial Number / Vendor ID			Annual	Cost/Copy	
Life Expectancy / Model Intro Date	07/01/2021	06/30/2022	Volume	Annual Cost	Recommendations
Equipment Type / Vendor	Meter	Meter			

Title One - Nashua

Office

Konica Minolta BHC450i / 45 PPM	10,381	25,615	15,234	\$0.00320	None at this time.
AA7R011006686 / 9514-2490				\$48.75	
1,000,000 / 09/2020	13,892	27,296	13,404	\$0.03885	
Color Photocopier/KMBS				\$520.75	
Subtotal Black			15,234	\$48.75	
Subtotal Color			13,404	\$520.75	
Overall Black Totals			19,521,119	\$68,958.94	
Overall Color Totals			1,391,525	\$75,301.97	Your Avg Color CPC is \$0.0541

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 03/01/2011 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 22 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
19,521,119	\$0.00855	\$166,905.57

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
19,521,119	\$0.00353	\$68,909.55	\$97,996.02	\$489,980.09

*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
 $\$97,996.02 \times 11 \text{ years as a Client} = \$1,077,956.19$ Cost Savings!

PROJECTED EQUIPMENT COSTS BY BUILDING - BLACK

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

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Amherst St. Elementary School	571,209	\$2,126.71	\$3,612.33	\$3,098.00	\$8,837.04
Bicentennial Elementary School	1,174,384	\$4,212.80	\$7,426.80	\$6,369.36	\$18,008.97
Birch Hill Elementary School	777,042	\$2,923.86	\$4,914.01	\$4,214.35	\$12,052.23
Broad St. Elementary School	604,186	\$2,353.62	\$3,820.87	\$3,276.85	\$9,451.34
Charlotte Ave. Elementary School	831,078	\$2,983.28	\$5,255.74	\$4,507.42	\$12,746.43
Dr. Crisp Elementary School	653,889	\$2,380.57	\$4,135.19	\$3,546.42	\$10,062.18
Elm Street Middle School	1,835,588	\$6,966.86	\$11,608.26	\$9,955.46	\$28,530.57
Fairgrounds Elementary School	656,866	\$2,550.61	\$4,154.02	\$3,562.56	\$10,267.20
Fairgrounds Middle School	1,330,177	\$4,652.87	\$8,412.04	\$7,214.32	\$20,279.23
Ledge Street Elementary School	891,066	\$3,281.54	\$5,635.10	\$4,832.77	\$13,749.41
Main Dunstable Elementary School	1,088,353	\$4,174.27	\$6,882.74	\$5,902.77	\$16,959.79
Mt. Pleasant Elementary School	492,722	\$1,833.37	\$3,115.97	\$2,672.32	\$7,621.66
Nashua High School North	2,746,940	\$10,235.54	\$17,371.65	\$14,898.25	\$42,505.44
Nashua High School South	2,333,412	\$8,583.91	\$14,756.50	\$12,655.45	\$35,995.85
New Searles Elementary School	496,375	\$1,931.91	\$3,139.08	\$2,692.13	\$7,763.12
Pennichuck Middle School	1,734,715	\$6,132.12	\$10,970.34	\$9,408.36	\$26,510.82

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Plant Operations - Nashua	30,930	\$121.99	\$195.60	\$167.75	\$485.34
SAU 42 District Office	495,261	\$2,219.84	\$3,132.03	\$2,686.09	\$8,037.96
Sunset Heights Elementary	704,342	\$2,472.97	\$4,454.26	\$3,820.05	\$10,747.28
The Nashua Program @ Brentwood	57,350	\$217.36	\$362.68	\$311.04	\$891.08
Title One - Nashua	15,234	\$51.19	\$96.34	\$82.62	\$230.15
TOTALS	19,521,119	\$72,407.18	\$123,451.56	\$105,874.34	\$301,733.08

SPC Upgrades for 2022

Client	Contact	Total Annual Volume	Number of Machines	Former Vendor	Vendor Awarded	Annual Cost Savings	5 Year Cost Savings	Print Management Software Added*
SAU 36 - White Mountains Regional SD	Kris Franklin	2,884,577	46	Visual Edge-OSV	Symquest	\$11,704.62	\$58,523.10	STARDoc Only
SAU 61 - Farmington	Brian Cisneros	2,857,215	42	Same	KMBS	\$7,383.00	\$36,915.00	PaperCut & STARDoc
SAU 66 - Hopkinton	Michael Flynn	2,460,750	78	Global-Conway	KMBS	\$29,956.00	\$149,780.00	PaperCut & STARDoc
SAU 68 - Lincoln/Woodstock	Debbie O'Connor	815,437	13	Same	KMBS	\$4,302.00	\$21,510.00	PaperCut & STARDoc
SAU 80 - Shaker Regional SD	Debbie Thompson	2,896,042	23	Same	Budget	\$5,550.00	\$27,750.00	PaperCut & STARDoc
SAU 87 - Mascenic	Lizabeth Baker	2,834,149	59	Same	KMBS	\$15,634.00	\$78,170.00	STARDoc Only
Great Bay E-Learning Charter School	Peter Stackhouse	246,262	8	Same	KMBS	\$1,744.00	\$8,720.00	STARDoc Only
MSAD 37 - Harrington Maine	Ron Ramsay	1,776,270	56	Visual Edge-A-Copi	Ricoh	\$6,953.00	\$34,765.00	STARDoc Only
SAU 54 - Rochester NH	Linda Bartlett	11,900,000	215	Same	KMBS	-\$1,920.00	-\$9,600.00	PaperCut & STARDoc
East Millinocket Schools Maine	Luci Milewski	1,113,369	4	Visual Edge-A-Copi	Ricoh	\$6,449.00	\$32,245.00	STARDoc Only
Washington Central UUSD	Mark Kline	4,000,000	68	Canon & Conway	Symquest	\$26,757.00	\$133,785.00	STARDoc Only
RSU 64 - East Corinth	Rhonda Sperrey	2,698,445	28	Visual Edge-A-Copi	Symquest	\$9,304.00	\$46,520.00	PaperCut & STARDoc
RSU 06 - Bonny Eagle	Scott Nason	8,328,355	109	Visual Edge-A-Copi	Symquest	\$21,350.00	\$106,750.00	PaperCut & STARDoc
RSU 14 - Windham Raymond	Bob Hickey	7,539,568	211	Visual Edge-A-Copi	Symquest	\$48,135.00	\$240,675.00	STARDoc Only
Orleans Southwest Supervisory Union VT	David Martin	2,846,049	24	Visual Edge-OSV	National	\$4,390.00	\$21,950.00	PaperCut & STARDoc
Essex Westford School District VT	Peter Drescher	10,741,439	265	Visual Edge-OSV & National	Symquest	\$100,004.00	\$500,020.00	PaperCut & STARDoc
Sullivan County NH	Derek Ferland	911,018	40	Canon	Symquest	\$14,033.00	\$70,165.00	PaperCut & STARDoc
Winooski School District VT	Nicole Mace	1,848,750	87	Canon	Symquest	\$42,364.00	\$211,820.00	PaperCut & STARDoc
Windham Northeast Supervisory Union VT	Andrew Haas	3,000,000	46	Canon	Symquest	\$39,323.00	\$196,615.00	PaperCut & STARDoc
SAU 43 - Newport NH	Ed Emond	1,772,242	10	Visual Edge-OSV	Symquest	\$18,656.00	\$93,280.00	STARDoc Only
Totals		73,469,937	1,432			\$412,071.62	\$2,060,358.10	

* Print Management Software: All Clients have SPC STARDoc but some have chosen to acquire additional support that they did not have previously.

TOTALS	82,468,260	69,686,229	73,469,937	
Total New Clients	14,950,000	41,249,400	17,952,178	<< 8 Clients
Total Existing Clients	67,518,260	28,436,829	55,517,759	<< 12 Clients

2022 Award Evaluation	Manufacturer	Volume	Machines
Symquest	Konica Minolta	43,724,394	910
KMBS	Konica Minolta	21,113,813	415
Budget	Konica Minolta	2,896,042	23
Ricoh	Ricoh	2,889,639	60
National	Kyocera	2,846,049	24
TOTALS		73,469,937	1,432

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 averaged annual lease payments are NOT figured in to this table, as they are covered in the black prints report.

Building	Projected Color Volume	Service & Supply Cost
Amherst St. Elementary School	71,647	\$4,303.11
Bicentennial Elementary School	55,424	\$3,247.85
Birch Hill Elementary School	47,687	\$2,794.46
Broad St. Elementary School	30,039	\$1,834.69
Charlotte Ave. Elementary School	355,084	\$20,807.92
Dr. Crisp Elementary School	32,057	\$1,878.54
Elm Street Middle School	45,824	\$2,258.15
Fairgrounds Elementary School	29,345	\$1,720.00
Fairgrounds Middle School	48,314	\$2,087.53
Ledge Street Elementary School	134,963	\$7,910.00
Main Dunstable Elementary School	26,263	\$1,377.49
Mt. Pleasant Elementary School	55,445	\$2,302.25
Nashua High School North	132,506	\$8,068.41
Nashua High School South	136,810	\$7,995.26
New Searles Elementary School	39,955	\$2,388.52
Pennichuck Middle School	22,258	\$1,018.13

Building	Projected Color Volume	Service & Supply Cost
Plant Operations - Nashua	24,261	\$1,434.80
SAU 42 District Office	56,882	\$3,137.48
Sunset Heights Elementary	6,111	\$358.10
The Nashua Program @ Brentwood	27,246	\$1,596.62
Title One - Nashua	13,404	\$546.75
TOTALS	1,391,525	\$79,066.05

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - BLACK

This table represents ACTUAL and PROJECTED Service & Supply expenses for BLACK usage broken down by equipment type and vendor. Under SPC's 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. Although inflation has increased by 9.5% over last year, SPC has capped that increase for **FY23 to only 5%**. In the 30+ years of SPC's history, this is the first time this cap was necessary, but it clearly benefits the client as we continue to save you money.

Vendor	Equipment Type	FY22 Black Volume	FY22 Black Cost/Copy	FY22 Black S & S Costs	FY23 Black Cost/Copy	FY23 Projected Black S & S Costs
Konica-Minolta Business Solutions	Black Laser MFP	47,030	\$0.00452	\$212.58	\$0.00475	\$223.39
Konica-Minolta Business Solutions	Black Laser MFP	10,549	\$0.00613	\$64.67	\$0.00644	\$67.94
Konica-Minolta Business Solutions	Black Network Printer	638,388	\$0.00613	\$3,913.32	\$0.00644	\$4,111.22
Konica-Minolta Business Solutions	Black Network Printer	249,336	\$0.00824	\$2,054.53	\$0.00865	\$2,156.76
Konica-Minolta Business Solutions	Black Photocopier	12,083,988	\$0.00320	\$38,668.76	\$0.00336	\$40,602.20
Konica-Minolta Business Solutions	Black Photocopier	3,581,137	\$0.00361	\$12,927.90	\$0.00379	\$13,572.51
Konica-Minolta Business Solutions	Color Network Printer	149,185	\$0.00613	\$914.50	\$0.00644	\$960.75
Konica-Minolta Business Solutions	Color Network Printer	133,279	\$0.00690	\$919.63	\$0.00725	\$966.27
Konica-Minolta Business Solutions	Color Photocopier	499,617	\$0.00320	\$1,598.77	\$0.00336	\$1,678.71
Konica-Minolta Business Solutions	Color Photocopier	2,128,610	\$0.00361	\$7,684.28	\$0.00379	\$8,067.43
TOTALS AND AVERAGES		19,521,119	\$0.00353	\$68,958.94	\$0.00371	\$72,407.18

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - COLOR

This table represents ACTUAL and PROJECTED Service & Supply expenses for COLOR usage broken down by equipment type and vendor. Under SPC's 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. Although inflation has increased by 9.5% over last year, SPC has capped that increase for **FY23 to only 5%**. In the 30+ years of SPC's history, this is the first time this cap was necessary, but it clearly benefits the client as we continue to save you money.

Vendor	Equipment Type	FY22 Color Volume	FY22 Color Cost/Copy	FY22 Color S & S Costs	FY23 Color Cost/Copy	FY23 Projected Color S & S Costs
Konica-Minolta Business Solutions	Color Network Printer	115,295	\$0.05625	\$6,485.34	\$0.05906	\$6,809.32
Konica-Minolta Business Solutions	Color Network Printer	125,859	\$0.06342	\$7,981.98	\$0.06659	\$8,380.95
Konica-Minolta Business Solutions	Color Photocopier	191,312	\$0.03885	\$7,432.47	\$0.04079	\$7,803.62
Konica-Minolta Business Solutions	Color Photocopier	26,263	\$0.04995	\$1,311.84	\$0.05245	\$1,377.49
Konica-Minolta Business Solutions	Color Photocopier	872,014	\$0.05581	\$48,667.10	\$0.05860	\$51,100.02
Konica-Minolta Business Solutions	Color Photocopier	60,782	\$0.05632	\$3,423.24	\$0.05914	\$3,594.65
TOTALS AND AVERAGES		1,391,525	\$0.05411	\$75,301.97	\$0.05682	\$79,066.05

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	221
Number of Machines on Lease	143
Number of Machines Owned	77
Number of Rental/Loaner Machines	0

Lease Company	Norway Savings Bank
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Term	5 Annual
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Annual Payment usually due on 8/1	\$105,874.34
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Lease Start Date	08/02/2020
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Lease End Date	08/01/2025
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Remaining Payments	3
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*The Lease End Date has no bearing on Service & Supply and Warranty Contracts.

LEASED EQUIPMENT

Building	Room	Make/Model	Serial Number
Amherst St. Elementary School	Main Office	Konica Minolta BH4000i	ACET011000490
Amherst St. Elementary School	Teachers' Room	Konica Minolta BH808	A8KN012000944
Bicentennial Elementary School	Library	Konica Minolta BH3602P	AAFK011001840
Bicentennial Elementary School	Main Office	Konica Minolta BH4000i	ACET011000486
Bicentennial Elementary School	Room 148 Staff Work Room	Konica Minolta BH958	A796012000211
Bicentennial Elementary School	Room 148 Staff Work Room	Konica Minolta BH958	A796012000219
Bicentennial Elementary School	Room 173 Computer Lab	Konica Minolta BH4000i	ACET011000492
Bicentennial Elementary School	Special Ed	Konica Minolta BH4000i	ACET011000479
Birch Hill Elementary School	Main Office	Konica Minolta BH4000i	ACET011000487
Birch Hill Elementary School	Room 310 Hallway	Konica Minolta BH4000i	ACET011000748
Birch Hill Elementary School	Teachers' Room	Konica Minolta BH958	A796012000135
Birch Hill Elementary School	Teachers' Room Ground Floor	Konica Minolta BH808	A8KN012000907
Broad St. Elementary School	Library	Konica Minolta BH4000i	ACET011001700
Charlotte Ave. Elementary School	Main Office	Konica Minolta BH4000i	ACET011000752
Charlotte Ave. Elementary School	Main Office	Konica Minolta BH4422	AAFM011002103
Charlotte Ave. Elementary School	Special Ed Office	Konica Minolta BH308	AA6W017007783
Charlotte Ave. Elementary School	Teachers' Work Room	Konica Minolta BH808	A8KN012000799
Dr. Crisp Elementary School	Lab	Konica Minolta BH4000i	ACET011000755
Dr. Crisp Elementary School	Library	Konica Minolta BH3602P	AAFK011001863
Dr. Crisp Elementary School	Room 100 Main Office	Konica Minolta BH4000i	ACET011000749
Dr. Crisp Elementary School	Special Ed Office	Konica Minolta BH4000i	ACET011000754
Dr. Crisp Elementary School	Teacher's Room	Konica Minolta BH958	A796012000139
Elm Street Middle School	Copy Center	Konica Minolta BH958	A796012000102
Elm Street Middle School	Guidance Office	Konica Minolta BHC450i	AA7R011006698
Elm Street Middle School	Library	Konica Minolta BHC4000i	AAJR011000144
Elm Street Middle School	Library Lab	Konica Minolta BH4000i	ACET011000489
Elm Street Middle School	Mail Room	Konica Minolta BH958	A796012000020
Elm Street Middle School	Main Office	Konica Minolta BHC3300i	AAJT011001489
Elm Street Middle School	Main Office	Konica Minolta BHC450i	AA7R011006880
Elm Street Middle School	Room M7 (Portable)	Konica Minolta BH4000i	ACET011000491
Elm Street Middle School	Tech Ed	Konica Minolta BH4000i	ACET011000484
Fairgrounds Elementary School	Lab	Konica Minolta BH4000i	ACET011000518
Fairgrounds Elementary School	Main Office	Konica Minolta BH4000i	ACET011000520
Fairgrounds Elementary School	Nurse's Office	Konica Minolta BH4422	AAFM011002126
Fairgrounds Middle School	8th Grade Wing - NOT IN USE	Konica Minolta BH808	A8KN012000742
Fairgrounds Middle School	Guidance Office	Konica Minolta BH558	AA6T011011223

Building	Room	Make/Model	Serial Number
Fairgrounds Middle School	Lab 1	Konica Minolta BH3602P	AAFK011001871
Fairgrounds Middle School	Lab 2	Konica Minolta BHC450i	AA7R011006502
Fairgrounds Middle School	Library	Konica Minolta BH4000i	ACET011000524
Fairgrounds Middle School	Library	Konica Minolta BHC4000i	AAJR011000147
Fairgrounds Middle School	Main Office	Konica Minolta BH4000i	ACET011000522
Fairgrounds Middle School	Main Office	Konica Minolta BHC450i	AA7R011006960
Fairgrounds Middle School	Main Office - NOT IN USE	Konica Minolta BH958	A796012000029
Fairgrounds Middle School	Staff Work Room	Konica Minolta BH958	A796012000145
Ledge Street Elementary School	Assistant Principal	Konica Minolta BHC4000i	AAJR011000145
Ledge Street Elementary School	Lab	Konica Minolta BH4000i	ACET011000756
Ledge Street Elementary School	Main Office	Konica Minolta BH4000i	ACET011000751
Main Dunstable Elementary School	Main Office	Konica Minolta BHC450i	AA7R011006527
Main Dunstable Elementary School	Room 203 Main Office Work Room	Konica Minolta BH958	A796012000099
Mt. Pleasant Elementary School	Copy Room	Konica Minolta BH808	A8KN012000808
Mt. Pleasant Elementary School	Lab	Konica Minolta BH4000i	ACET011000521
Mt. Pleasant Elementary School	Main Office	Konica Minolta BHC450i	AA7R011006922
Mt. Pleasant Elementary School	Room 121A	Konica Minolta BH808	A8KN012000664
Nashua High School North	Career Center	Konica Minolta BH808	A8KN012000954
Nashua High School North	Room A106	Konica Minolta BHC3300i	AAJT011001410
Nashua High School North	Room A110	Konica Minolta BHC3300i	AAJT011000621
Nashua High School North	Room A121	Konica Minolta BHC3300i	AAJT011000920
Nashua High School North	Room A121	Konica Minolta BHC3300i	AAJT011001524
Nashua High School North	Room B140	Konica Minolta BHC4000i	AAJR011000214
Nashua High School North	Room B154	Konica Minolta BH3602P	AAFK011001862
Nashua High School North	Room B162	Konica Minolta BHC3300i	AAJT011000914
Nashua High School North	Room B201	Konica Minolta BH3602P	AAFK011001855
Nashua High School North	Room B205	Konica Minolta BH958	A796012000026
Nashua High School North	Room B223	Konica Minolta BH4000i	ACET011000707
Nashua High School North	Room B301	Konica Minolta BH4000i	ACET011000697
Nashua High School North	Room B308	Konica Minolta BHC4000i	AAJR011000266
Nashua High School North	Room C105	Konica Minolta BH4000i	ACET011000706
Nashua High School North	Room C124	Konica Minolta BHC3300i	AAJT011001398
Nashua High School North	Room C128	Konica Minolta BHC3300i	AAJT011001565
Nashua High School North	Room C139	Konica Minolta BHC3300i	AAJT011001484
Nashua High School North	Room C202	Konica Minolta BH3602P	AAFK011001868
Nashua High School North	Room C204	Konica Minolta BH3602P	AAFK011001848
Nashua High School North	Room C205	Konica Minolta BH3602P	AAFK011001857

Building	Room	Make/Model	Serial Number
Nashua High School North	Room C211	Konica Minolta BH3602P	AAFK011001853
Nashua High School North	Room C226 Science	Konica Minolta BH808	A8KN012000945
Nashua High School North	Room D114	Konica Minolta BH4000i	ACET011000708
Nashua High School North	Room D224	Konica Minolta BH3602P	AAFK011001847
Nashua High School North	Room D224	Konica Minolta BH3602P	AAFK011001847
Nashua High School North	Room D225	Konica Minolta BH3602P	AAFK011001846
Nashua High School North	Room D301	Konica Minolta BH4000i	ACET011000705
Nashua High School North	Room D305	Konica Minolta BH958	A796012000070
Nashua High School North	Room D315	Konica Minolta BH4000i	ACET011000711
Nashua High School North	Room E102 Athletics	Konica Minolta BHC450i	AA7R011006896
Nashua High School South	Main Office	Konica Minolta BH308	AA6W017007808
Nashua High School South	Main Office	Konica Minolta BH3602P	AAFK011001873
Nashua High School South	Room A1004 Guidance Work Room	Konica Minolta BH958	A796012000133
Nashua High School South	Room A1023	Konica Minolta BH3602P	AAFK011001861
Nashua High School South	Room A2002	Konica Minolta BHC4000i	AAJR011000151
Nashua High School South	Room A2004	Konica Minolta BH958	A796012000131
Nashua High School South	Room A2023	Konica Minolta BH4000i	ACET011001701
Nashua High School South	Room B1003	Konica Minolta BHC3300i	AAJT011001257
Nashua High School South	Room B1003C	Konica Minolta BH3602P	AAFK011001852
Nashua High School South	Room B1003F	Konica Minolta BHC3300i	AAJT011001492
Nashua High School South	Room B1003G	Konica Minolta BHC3300i	AAJT011001499
Nashua High School South	Room B1006A	Konica Minolta BH3602P	AAFK011001870
Nashua High School South	Room B1007	Konica Minolta BHC3300i	AAJT011001416
Nashua High School South	Room B1012	Konica Minolta BH3602P	AAFK011001869
Nashua High School South	Room B1024	Konica Minolta BH4000i	ACET011001703
Nashua High School South	Room B1024	Konica Minolta BHC3300i	AAJT011001503
Nashua High School South	Room B1026	Konica Minolta BHC3300i	AAJT011001434
Nashua High School South	Room B1028	Konica Minolta BHC3300i	AAJT011001506
Nashua High School South	Room B1030	Konica Minolta BH3602P	AAFK011001850
Nashua High School South	Room B2001	Konica Minolta BH3602P	AAFK011001872
Nashua High School South	Room B2011	Konica Minolta BHC3300i	AAJT011001430
Nashua High School South	Room C1001 Athletics Office	Konica Minolta BH308	AA6W017007802
Nashua High School South	Room C1002	Konica Minolta BHC4000i	AAJR011000165
Nashua High School South	Room C1004	Konica Minolta BH958	A796012000130
Nashua High School South	Room C1008	Konica Minolta BH3602P	AAFK011001874
Nashua High School South	Room C1014	Konica Minolta BH3602P	AAFK011001864
Nashua High School South	Room C1020	Konica Minolta BH3602P	AAFK011001854

Building	Room	Make/Model	Serial Number
Nashua High School South	Room C1024	Konica Minolta BH3602P	AAFK011001843
Nashua High School South	Room C2002C	Konica Minolta BH3602P	AAFK011001867
Nashua High School South	Room C2004	Konica Minolta BH958	A796012000015
Nashua High School South	Room C2022	Konica Minolta BH3602P	AAFK011001860
Nashua High School South	Room D1014	Konica Minolta BH3602P	AAFK011001844
Nashua High School South	Room D1022	Konica Minolta BH3602P	AAFK011001858
Nashua High School South	Room E1005A	Konica Minolta BHC450i	AA7R011006538
Nashua High School South	Room E1022	Konica Minolta BHC3300i	AAJT011001476
Nashua High School South	Room E1028	Konica Minolta BHC3300i	AAJT011001411
Nashua High School South	Room E1035	Konica Minolta BH4000i	ACET011001698
Nashua High School South	Room F1003	Konica Minolta BH3602P	AAFK011001866
Nashua High School South	Room F1004	Konica Minolta BHC3300i	AAJT011001497
Nashua High School South	Room F1006 IT Department	Konica Minolta BHC550i	AA7P011002706
New Searles Elementary School	Lab	Konica Minolta BH808	A8KN012000922
New Searles Elementary School	Library	Konica Minolta BH4000i	ACET011000519
New Searles Elementary School	Main Office	Konica Minolta BH4000i	ACET011000513
New Searles Elementary School	Main Office	Konica Minolta BHC554	A5AY011017977
New Searles Elementary School	Room 247	Konica Minolta BH3602P	AAFK011001865
Pennichuck Middle School	Main Office	Konica Minolta BHC450i	AA7R011006539
Pennichuck Middle School	Room 27 Lab	Konica Minolta BH4000i	ACET011000517
Pennichuck Middle School	Room 50	Konica Minolta BHC3300i	AAJT011001174
Pennichuck Middle School	Teachers' Room	Konica Minolta BH958	A796012000009
Pennichuck Middle School	Teachers' Room	Konica Minolta BH958	A796012000016
Plant Operations - Nashua	Office	Konica Minolta BH3602P	AAFK011001810
SAU 42 District Office	HR Office	Konica Minolta BH4000i	ACET011000704
SAU 42 District Office	Payroll	Konica Minolta BH4000i	ACET011000649
SAU 42 District Office	Room 1 Superintendent	Konica Minolta BHC4000i	AAJR011000247
SAU 42 District Office	Special Ed Office	Konica Minolta BHC4000i	AAJR011000220
Sunset Heights Elementary	Lab	Konica Minolta BH3602P	AAFK011001841
Sunset Heights Elementary	Library	Konica Minolta BH3602P	AAFK011001859
Sunset Heights Elementary	Main Office	Konica Minolta BH4000i	ACET011000753
Sunset Heights Elementary	Teachers' Work Room	Konica Minolta BH958	A796012000185
Title One - Nashua	Office	Konica Minolta BHC450i	AA7R011006686

OWNED EQUIPMENT

Building	Room	Make/Model	Serial Number
Amherst St. Elementary School	21st Century Program - Gail Casey	Konica Minolta BHC658	A79J013001614
Amherst St. Elementary School	Main Office	Konica Minolta BHC654E	A2X1017012022
Amherst St. Elementary School	Room 204 Computer Lab	Konica Minolta BHC3100P	A6DR012102441
Bicentennial Elementary School	Office Work Room	Konica Minolta BHC654E	A2X1017013204
Birch Hill Elementary School	Main Office	Konica Minolta BHC554	A5AY011017414
Broad St. Elementary School	Main Office	Konica Minolta BHC3100P	A6DR012102474
Broad St. Elementary School	Main Office	Konica Minolta BHC554	A5AY011017642
Broad St. Elementary School	Teachers' Room	Konica Minolta BH808	A8KN011002838
Charlotte Ave. Elementary School	Main Office	Konica Minolta BHC654E	A2X1017013289
Charlotte Ave. Elementary School	Room 36 Library	Konica Minolta BH4700P	A63N011012620
Dr. Crisp Elementary School	Room 100 Main Office	Konica Minolta BHC554	A5AY011018141
Dr. Crisp Elementary School	Room 309	Konica Minolta BH4700P	A63N011012533
Elm Street Middle School	Copy Center	Konica Minolta BH654	A5YN017008966
Elm Street Middle School	Lab	Konica Minolta BH4700P	A63N011012581
Elm Street Middle School	Main Office	Konica Minolta BH4700P	A63N011012624
Elm Street Middle School	Main Office	Konica Minolta BH4700P	A63N011012625
Elm Street Middle School	Room 217	Konica Minolta BHC3100P	A6DR012102419
Elm Street Middle School	Special Ed Office	Konica Minolta BH4050	A6VF011015439
Fairgrounds Elementary School	Assistant Principal	Konica Minolta BHC4000i	AAJR011000252
Fairgrounds Elementary School	Copy Room	Konica Minolta BH754E	A55V017002479
Fairgrounds Elementary School	Library Copy Room	Konica Minolta BH754E	A55V017001673
Fairgrounds Elementary School	Main Office	Konica Minolta BHC554	A5AY011019034
Fairgrounds Middle School	Guidance Office - NOT IN USE	Konica Minolta BH4700P	A63N011012627
Fairgrounds Middle School	Library	Konica Minolta BH363	AIUE011002368
Fairgrounds Middle School	Main Office - STORAGE	Konica Minolta BHC3100P	A6DR012109569
Fairgrounds Middle School	Tech Ed	Konica Minolta BH4050	A6VF011015389
Ledge Street Elementary School	Copy Room	Konica Minolta BH554E	A6ID011001476
Ledge Street Elementary School	Copy Room	Konica Minolta BH958	A796012000028
Ledge Street Elementary School	Main Office	Konica Minolta BHC554	A5AY011018056
Main Dunstable Elementary School	Library	Konica Minolta BH4700P	A63N011010681
Main Dunstable Elementary School	Room 203 Main Office Work Room	Konica Minolta BH754E	A55V017002472
Main Dunstable Elementary School	Room 310 Computer Lab	Konica Minolta BH4700P	A63N011012591
Main Dunstable Elementary School	Special Ed Office	Konica Minolta BH4700P	A63N011012588
Mt. Pleasant Elementary School	Library	Konica Minolta BH4700P	A63N011012587
Mt. Pleasant Elementary School	Main Office	Konica Minolta BHC3300i	AAJT011001173
Nashua High School North	Room A112	Konica Minolta BH423	AIUD011001939

Building	Room	Make/Model	Serial Number
Nashua High School North	Room B121 Main Office	Konica Minolta BHC554	A5AY011017462
Nashua High School North	Room B134 Principal's Office	Konica Minolta BHC3100P	A6DR012102420
Nashua High School North	Room B208	Konica Minolta BHC3100P	A6DR012102444
Nashua High School North	Room B305	Konica Minolta BH654	A5YN011002184
Nashua High School North	Room C105 Media Center	Konica Minolta BH363	AIUE011013114
Nashua High School North	Room C142	Konica Minolta BHC3100P	A6DR012102424
Nashua High School North	Room C226 Science	Konica Minolta BHC3100P	A6DR012102430
Nashua High School North	Room D122 Special Ed	Konica Minolta BHC554	A5AY011018045
Nashua High School North	Room D208	Konica Minolta BH754	A55V017000406
Nashua High School North	Room D208	Konica Minolta BHC3100P	A6DR012102439
Nashua High School North	Room D308	Konica Minolta BHC3100P	A6DR012108742
Nashua High School South	Library	Konica Minolta BH4700P	A63N011012628
Nashua High School South	Room A1002 Grade 10 Office	Konica Minolta BHC3100P	A6DR012102437
Nashua High School South	Room A2003	Konica Minolta BH4700P	A63N011012212
Nashua High School South	Room B1001 Main Office	Konica Minolta BHC3100P	A6DR012102428
Nashua High School South	Room B1002H	Konica Minolta BHC554	A5AY011017498
Nashua High School South	Room B1014 Main Office	Konica Minolta BHC454	A5C0011031883
Nashua High School South	Room B1025B Child Care	Konica Minolta BH4050	A6VF011015358
Nashua High School South	Room C1021	Konica Minolta BH4700P	A63N011012592
Nashua High School South	Room C2002 Office	Konica Minolta BHC3100P	A6DR012102440
Nashua High School South	Room C2023	Konica Minolta BH4700P	A63N011012626
Nashua High School South	Room D1016	Konica Minolta BHC3100P	A6DR012102458
Nashua High School South	Room E1003 Library	Konica Minolta BH363	AIUE011010432
Nashua High School South	Room E1035	Konica Minolta BHC3100P	A6DR012102443
Nashua High School South	Room E2004	Konica Minolta BH4700P	A63N011012527
Nashua High School South	Room F1006 IT Department	Konica Minolta BH4700P	A63N011012584
New Searles Elementary School	Lab	Konica Minolta BH4700P	A63N011012604
New Searles Elementary School	Room 139	Konica Minolta BHC3100P	A6DR012102473
New Searles Elementary School	Room 261 Copy Room	Konica Minolta BH808	A8KN011002452
Pennichuck Middle School	Guidance Office	Konica Minolta BH363	AIUD011111470
Pennichuck Middle School	Library	Konica Minolta BH4700P	A63N011012575
Pennichuck Middle School	Main Office	Konica Minolta BH4700P	A63N011012579
Pennichuck Middle School	Room 41	Konica Minolta BHC3100P	A6DR012102432
Plant Operations - Nashua	Office	Konica Minolta BHC284	A4FK011004753
SAU 42 District Office	Back Copy Room	Konica Minolta BH958	A796011002053
SAU 42 District Office	Business Office	Konica Minolta BHC3100P	A6DR012102476
SAU 42 District Office	Main Office	Konica Minolta BHC550i	AA7P011002721

Building	Room	Make/Model	Serial Number
SAU 42 District Office	Sharon's Office	Konica Minolta BH4700P	A63N011012631
Sunset Heights Elementary	Main Office	Konica Minolta BHC454	A5C0011031966
The Nashua Program @ Brentwood	Office	Konica Minolta BHC458	A79M011001533
The Nashua Program @ Brentwood	Pre-School	Konica Minolta BHC458	A79M011000435

STARDoc USER NAMES

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STARDoc user names are managed by the Account Administrator, usually the IT Director. If there are any changes that need to be made, please notify your Account Administrator or SPC.



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 69 clients with almost 4500 devices doing 176 million copies and prints annually. For FY22 we purchased 1,432 machines with over 73 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 by managing your contracts for up to five years from the date of installation.

2. Exclusive STARDoc 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 monthly and/or quarterly.
- THREE detailed, easy-to-read 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 overusage.
- You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem.

6. Vendor Neutral

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

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

Based on current actual volumes and CPCs, SPC has generated Annual Savings of almost \$1.5 million for all of our clients.
That translates into Savings of more than \$7 million over five years!



SPC Values Our Vendors

Overall Benefits to Our Vendors

- Opportunities brought to vendor - Over 1,400 units purchased in FY22 running over 73 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)
- Vendor Bid Portal: Greatly reduces bid input time; reduces time from bid submission to bid presentation to the clients in our cooperative
- Control of Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment)
- Selling of vendors' 'Value Add' directly to our clients after the bids are in; Client has the right to pay more than low bid, if desired

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 costs
- Manage and audit installation
- Capture final meter reads and close books on old devices & contracts

Vendor Ongoing Support

- Yearly meter reads
- Simplified Billing: SPC manages billing and payment directly with 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 managed over 4,500 Photocopiers and Printers last year.

Our relationship with our vendors has never been stronger!



STARDoc Features

Cost Projection by Department or Building

- Allows you to formulate next year's budget 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 floorplans
- Timeline - allows you to track historical volume and costs to compare current budget with past years

Map your devices on Floorplans

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device Information tab allows easy access to the printer/copier web interface
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TVs)

Floorplan Administration

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

Contacts Page

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

Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Non-Reporting Device listing for devices that haven't reported for more than two weeks
- Tracks additional non-contracted devices
- IP Addresses and MAC addresses imported automatically
- Strikethrough on machines that have been removed

Monthly Audits

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

Last Sync Date

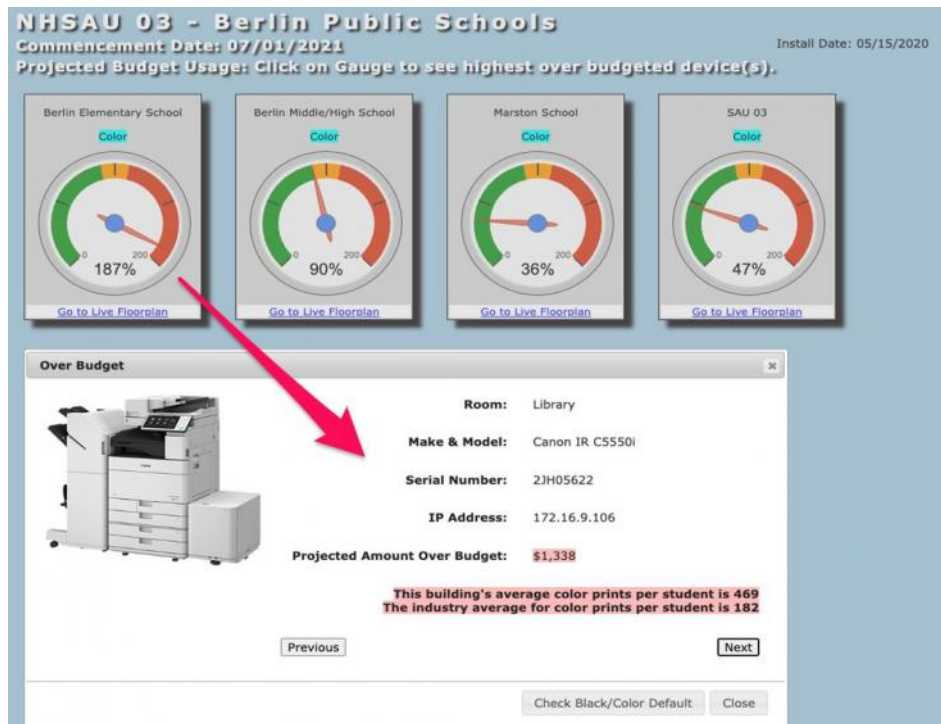
- Shows the last time FM Audit synced for equipment

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.

Five-Year Fleet Management (FYFM)

- Interactive tool that examines printing habits
- Flags potential problem areas
- Helps identify equipment with high color usage



NEW VENDOR CATEGORIES

In the past we had two vendor categories: Cooperative and Uncooperative. In 2021 we added a third category:

Premier: defined as consistently providing ...

- Quality bids to SPC
- Quality service with a four-hour or less average response time
- Reliable equipment and competitive pricing
- Support to SPC and our mutual clients to resolve concerns
- **Current Premier Vendors**
 - Budget Document Technologies
 - Konica Minolta Business Solutions
 - National 1927
 - Ricoh USA
 - SymQuest Group

Cooperative: defined as ...

- Providing bids as required but lacking in one or more areas listed above, or they have yet to provide a history of strong support

Uncooperative: defined as ...

- Rarely submitting bids to SPC
- Encourages SPC clients to breach existing contracts and undermines SPC's bid process

WARRANTY RELIEF FUND

Why is it Needed?

With the recent pandemic, schools and businesses shut down. In FY20 credits owed were around \$389,000. However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news, 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.

WARRANTY RELIEF EQUIPMENT BASE

Why is it Needed?

As with credits owed to clients for unused copies, sometimes equipment needs to be replaced or added but there are no funds in the budget. Rather than relying solely on the Warranty Relief Fund, SPC will have an inventory of high-quality, low-meter copiers and printers to use as replacements or additional equipment as needed at a lower cost to the client than a new machine.

Other Concerns:

- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Warranty
- Equipment is damaged by user and not covered under the Warranty

Purpose:

- To replace or add a machine when needed

Who Benefits?

- All SPC clients...by pooling high-quality equipment from past client upgrades, equipment can be replaced with minimal impact on the client