



Specialized Purchasing Consultants

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2012-13 Annual Report
Year - End Photocopier Analysis

With projected costs for 2013-14

Daniel Donovan
NHSAU 42
P.O. Box 687
Nashua, NH 03061



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

November 2013

Skip Tilton
President

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Daniel Donovan
NHSAU 42
P.O. Box 687
Nashua, NH 03061

Dear Daniel:

VISIT US ON THE WEB:
www.spccopypro.com

Once again the staff at SPC extends their appreciation to you for allowing us to provide beneficial services to you and your organization for the past *3 years*. We are thrilled with all that we have been able to accomplish on behalf of our clients for the past *25 years*, and we are even more excited about all that we are doing on your behalf in the upcoming year.

Our staff continues to look for new ways to improve our services. This year, we are establishing several money- and time-saving programs you will no doubt appreciate. First, we are now offering ***SPC Star Doc***. Utilizing the latest technology, SPC has created, developed, and implemented this one-of-its kind program designed to put you in charge of your own budget by giving you predictive tools to determine your individual and building reprographic equipment usage in advance. Second, we now have a ***Simplified Billing Program*** that reduces paperwork and invoices and minimizes the impact of meter collection on your staff. Finally, we have ***redesigned our website*** to readily highlight the benefits and services provided by SPC.

This year's Annual Report provides you with an overview of your equipment usage and status for the past fiscal year. Recommendations are provided to address potential problem areas to avoid needless down time and improve equipment reliability for the years to come.

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

Sincerely,

Skip Tilton
President

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The SPC Team...

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



Skip Tilton, President

Billie Jo Tilton, Vice President

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



*Paul Garozzo
General Manager*

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

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

*Glen Fortier
Auditor, Electronic Specialist &
Equipment Implementation*

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



*Sue Penney
Administration & Finance Manager*

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

*Alex Webster
Director of Customer Relations*

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



The SPC Team Continued....



Robert B. Dutil

Director of Information Technology

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

Rachel Guay

Accounting Coordinator

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



Pam Weed

Client-Vendor Relations

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

Joel Heffernan

Field Representative – Client Relations

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



Charles Baca

Operational Support

I feel privileged to join SPC and honored that I am able to work with such an amazing team. I'm here to help make sure that the SPC headquarters runs as smoothly as possible. That includes technical issues and networking matters. I also make sure that all of our clients' data are up to date and as accurate as possible. I love working at SPC because it's a challenging work environment committed to their clients.

Equipment Health Status

Total Number of Machines:	118
Total Black Photocopiers	57
Total Color Photocopiers (including MFP)	13
Total Low Cost of Operation Black Network Printers	25
Total Low Cost of Operation Color Network Printers	22
Total High-Speed Duplicators	0
Total Low-End Network Printers	0
Total Removed from Service:	1
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	3
# of Units Overused:	1
# of Units Underused:	2
# of Units Connected to Network with Print and/or Scan	114
Commencement Date:	9/1/2011
# of Annual Payments Left on Lease	2
All Warranties and Service Contracts Expire:	6/30/2017
SPC's FM Audit Print Management Software Loaded	Yes
LENP Contract Signed	No

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,

The only issues that I see on our end is that your non canon devices are what are giving you the most reliabilyt concerns for two reasons....

1. Canon's service technicians are not being trained on the older non canon devices
2. They are your oldest machines
3. Some are doing a high volume for the size and age

We will discuss various options.

Also, I would highly recommend that you look at the potential cost savings from a CPC agreement with your printers!

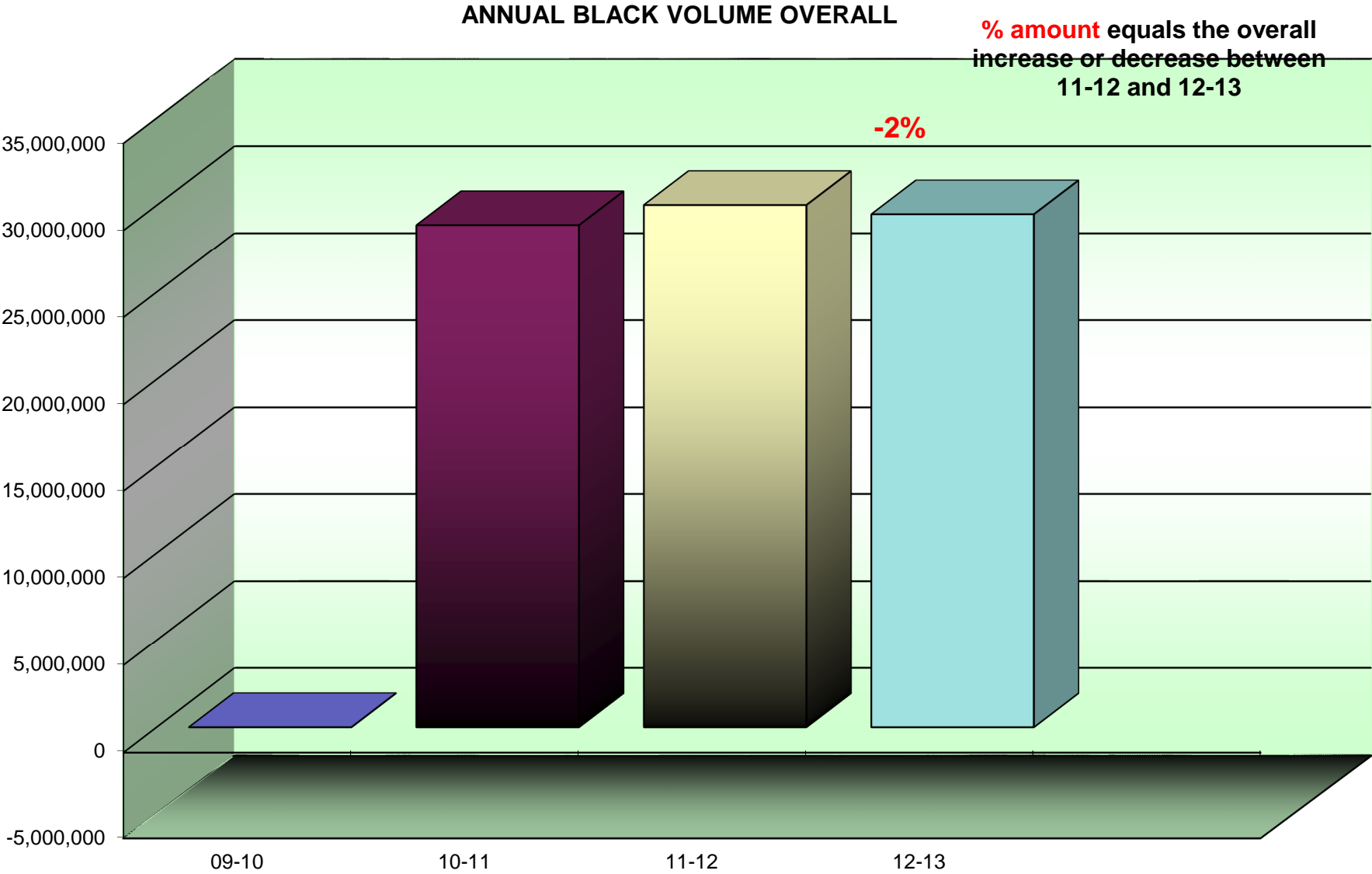
Skip

Aging Equipment Summary

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

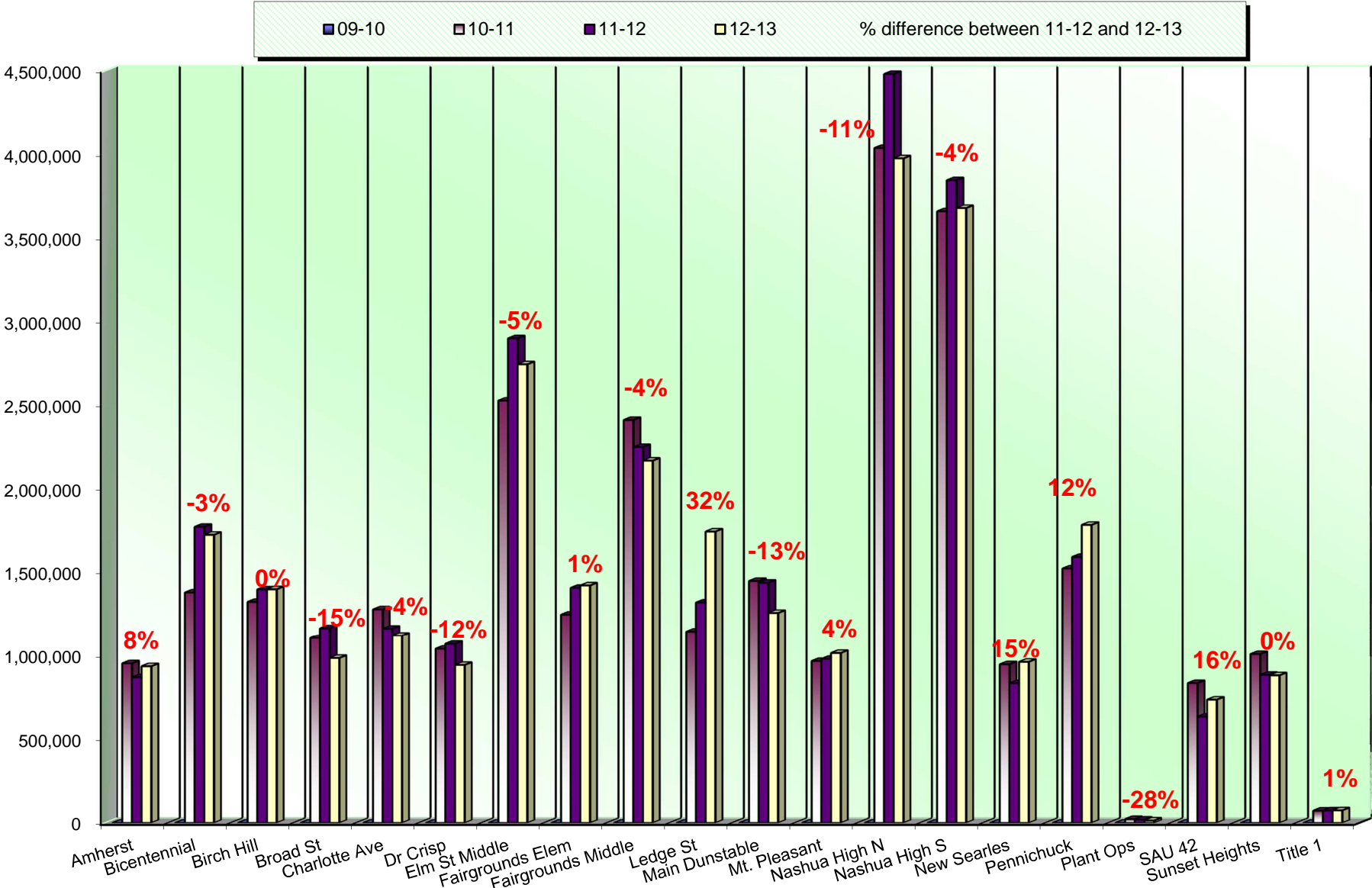
Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
Fairgrounds Elementary	Teachers' Work Room	Konica Minolta BH600	57BE16907		08/2006
Nashua High South	Room B1002H Special Ed	Konica Minolta BH600	57BE12336	GAANH	08/2006
New Searles Elementary	Main Office	Oce im6020	6020913	GA2EP	01/2006

Overall Four-Year Trend – Black Usage



By Building Four-Year Trend – Black Usage

ANNUAL BLACK VOLUME BY BUILDING



Average Student to Copy Usage – Black Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Amherst Street Elementary	300	931,506	\$10,310.35	3,105	\$34.37
Bicentennial Elementary	700	1,719,609	\$19,225.94	2,457	\$27.47
Birch Hill Elementary	500	1,394,470	\$15,547.87	2,789	\$31.10
Broad Street Elementary	413	980,776	\$10,851.63	2,375	\$26.28
Charlotte Ave. Elementary	557	1,115,430	\$12,518.17	2,003	\$22.47
Dr. Crisp Elementary	430	939,128	\$10,448.62	2,184	\$24.30
Elm Street Middle	1300	2,741,978	\$30,351.42	2,109	\$23.35
Fairgrounds Elementary	540	1,417,275	\$15,770.54	2,625	\$29.20
Fairgrounds Middle	780	2,162,229	\$23,952.28	2,772	\$30.71
Ledge Street Elementary	500	1,739,289	\$19,246.42	3,479	\$38.49
Main Dunstable Elementary	567	1,252,273	\$13,888.68	2,209	\$24.50
Mt. Pleasant Elementary	340	1,010,534	\$11,190.55	2,972	\$32.91
Nashua High North	1930	3,975,985	\$44,070.62	2,060	\$22.83
Nashua High South	2200	3,679,398	\$40,741.97	1,672	\$18.52
New Searles Elementary	440	957,713	\$10,599.97	2,177	\$24.09
Pennichuck Middle	717	1,778,769	\$19,780.15	2,481	\$27.59
Plant Operations	0	13,717	\$151.55	0	\$0.00
SAU #42	0	732,635	\$8,208.46	0	\$0.00
Sunset Heights Elementary	434	877,494	\$9,804.45	2,022	\$22.59
Title One	45	74,236	\$820.16	1,650	\$18.23
Totals	12,693	29,494,444	\$327,479.77	2,324	\$25.80

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

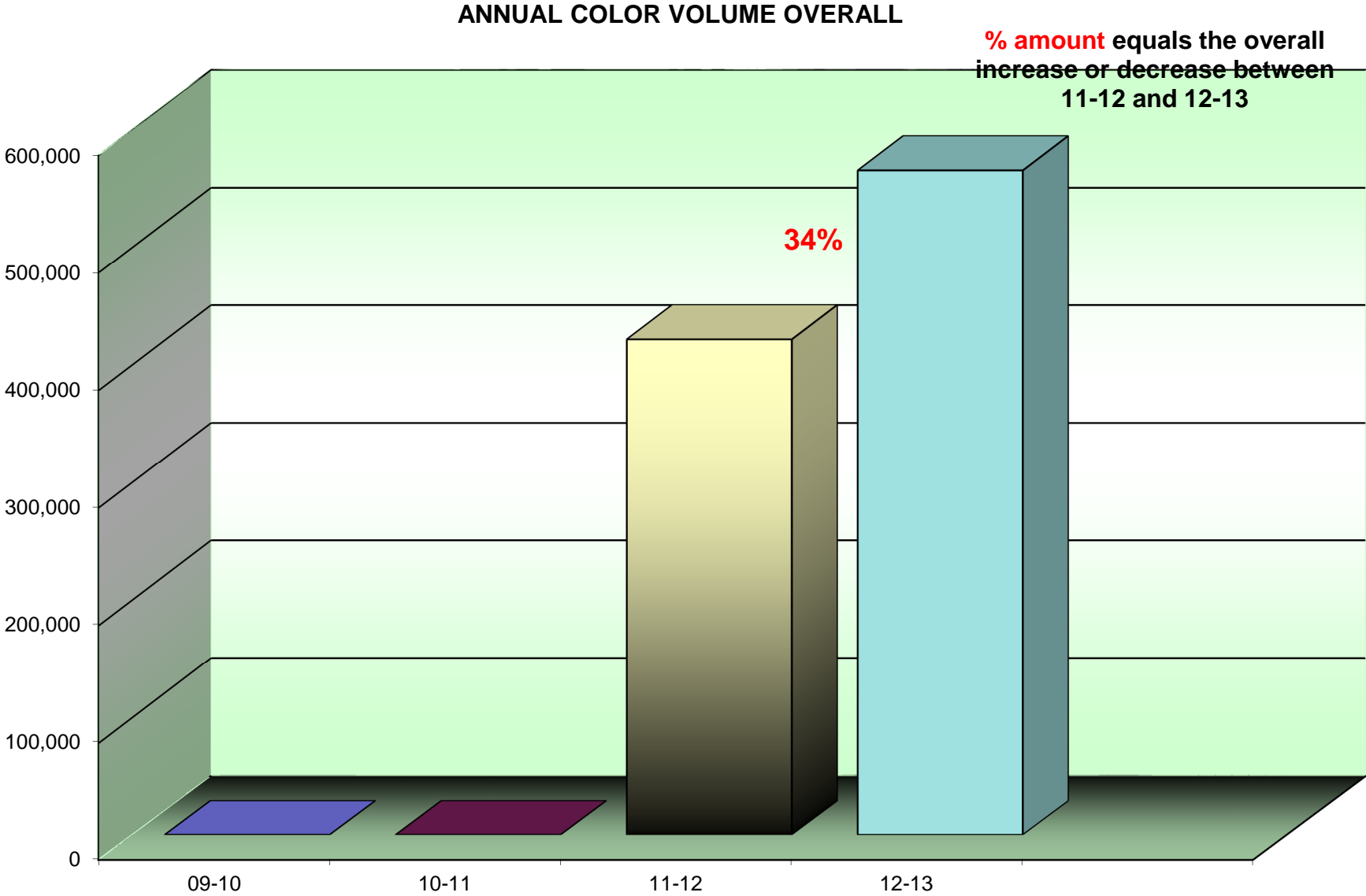
Cost Comparison - Black Only

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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	124,080	299,577,130	\$5,426,271.25	2,414	\$43.73

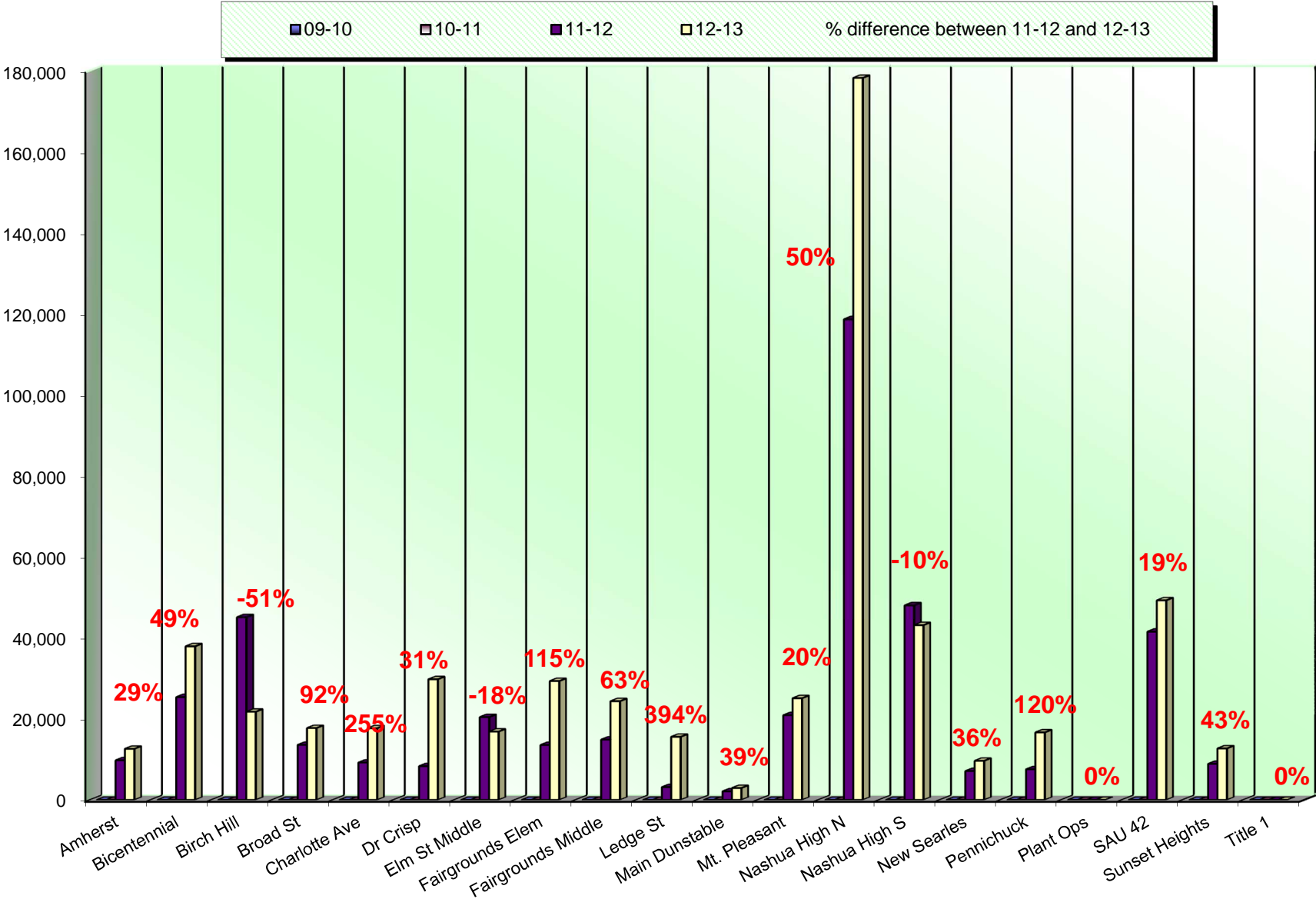
**Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*

Overall Four-Year Trend – Color Usage



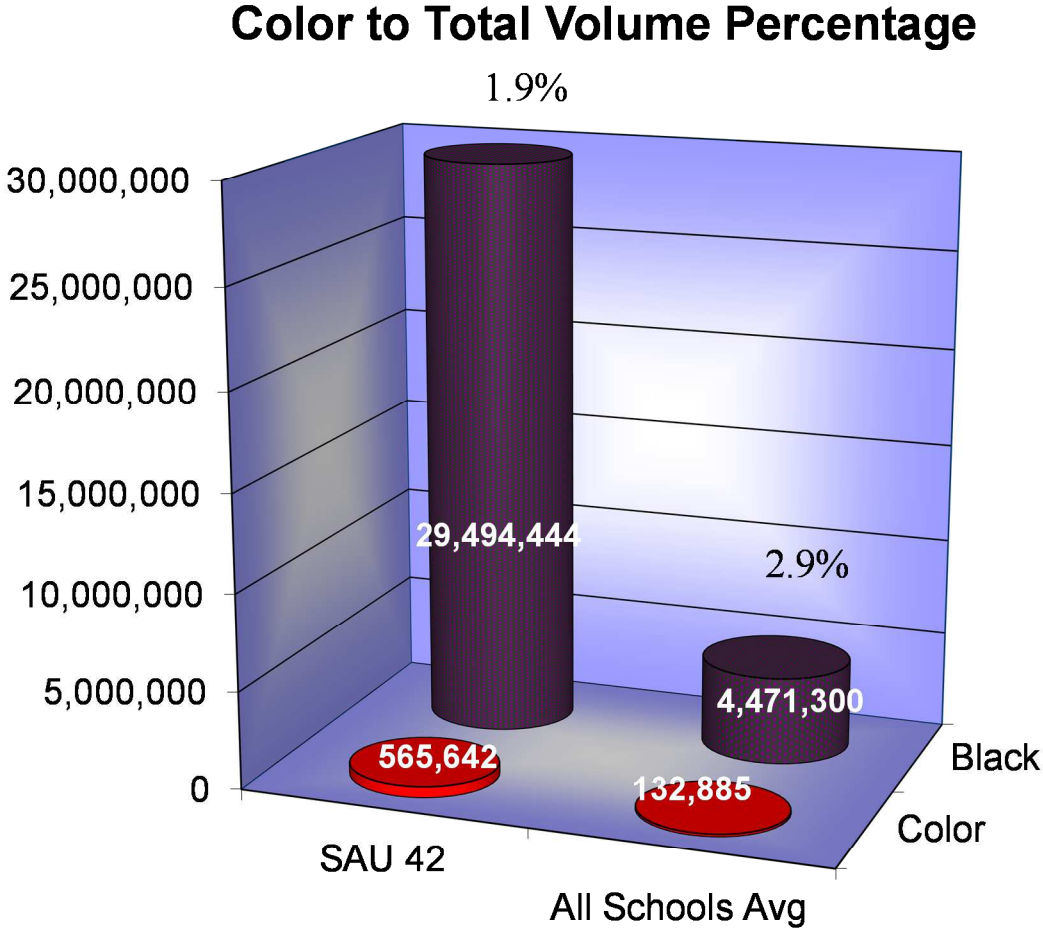
By Building Four-Year Trend – Color Usage

ANNUAL COLOR VOLUME BY BUILDING



Black & Color Usage Comparisons

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



Average Student to Copy Usage – Color Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Amherst Street Elementary	300	12,807	\$703.90	43	\$2.35
Bicentennial Elementary	700	38,176	\$2,098.23	55	\$3.00
Birch Hill Elementary	500	22,083	\$1,213.73	44	\$2.43
Broad Street Elementary	413	18,015	\$990.14	44	\$2.40
Charlotte Ave. Elementary	557	17,971	\$987.72	32	\$1.77
Dr. Crisp Elementary	430	30,072	\$1,652.82	70	\$3.84
Elm Street Middle	1300	17,121	\$941.00	13	\$0.72
Fairgrounds Elementary	540	29,635	\$1,628.80	55	\$3.02
Fairgrounds Middle	780	24,674	\$1,356.13	32	\$1.74
Ledge Street Elementary	500	15,816	\$869.28	32	\$1.74
Main Dunstable Elementary	567	2,982	\$163.90	5	\$0.29
Mt. Pleasant Elementary	340	25,404	\$1,396.25	75	\$4.11
Nashua High North	1930	178,210	\$9,925.14	92	\$5.14
Nashua High South	2200	43,395	\$2,385.08	20	\$1.08
New Searles Elementary	440	9,803	\$538.79	22	\$1.22
Pennichuck Middle	717	16,923	\$930.12	24	\$1.30
Plant Operations	0	0	\$0.00	0	\$0.00
SAU #42	0	49,651	\$2,728.92	0	\$0.00
Sunset Heights Elementary	434	12,904	\$709.23	30	\$1.63
Title One	45	0	\$0.00	0	\$0.00
Totals	12,693	565,642	\$31,219.18	45	\$2.46

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

Cost Comparison – Color Only

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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	124,080	8,903,272	\$574,617.58	72	\$4.63

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

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed</i>					
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2012-13</i>		
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2012</i>	<i>6/30/2013</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendation</i>
Amherst Street Elementary					
Computer Lab Room 204					
Canon LBP5460 31 CPM	2,209	9,705	7,496	\$0.003900	None at this time.
MEMA000819 / GAAAD				\$29.23	
750,000 / 08/2011	6,618	19,425	12,807	\$0.04950	
Color Network Printer				\$633.95	
Connected					
OCE ME					
Main Office					
Canon IR6075	243,324	680,485	437,161	\$0.003300	None at this time.
HTK12643 / GAAHN				\$1,442.63	
4,000,000 / 10/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
OCE ME					
Canon LBP3560 42 CPM	16,310	40,114	23,804	\$0.003900	None at this time.
MGKA100326 / GAA90				\$92.84	
1,000,000 / 10/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected					
OCE ME					

Date of Last Up grade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Amherst Street Elementary					
Teachers' Room					
Canon IR8095 95 CPM HNA10475 / GAAHP 6,000,000 / 06/2010 Black Photocopier Connected OCE ME	315,360	778,405	463,045	\$0.003300 \$1,528.05 \$0.00000 \$0.00	Low Usage for this model
			Subtotals B&W	931,506	\$3,092.75
			Subtotals Color	12,807	\$633.95

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Bicentennial Elementary					
Computer Lab					
Canon LBP3560 42 CPM MGKA100446 / GAAA3 1,000,000 / 10/2010 Black Network Printer Connected OCE ME	20,000 0	58,719 0	38,719 0	\$0.003900 \$151.00 \$0.00000 \$0.00	None at this time.
Main Office					
Canon IRC5051 GQM56131 / GAAIR 3,000,000 / 10/2009 Color Photocopier Connected OCE ME	153,340 12,100	415,943 50,276	262,603 38,176	\$0.003900 \$1,024.15 \$0.04950 \$1,889.71	None at this time.
Canon LBP3560 42 CPM MGKA100470 / GAAA2 1,000,000 / 10/2010 Black Network Printer Connected OCE ME	21,276 0	56,506 0	35,230 0	\$0.003900 \$137.40 \$0.00000 \$0.00	None at this time.
Special Education					
Canon LBP3560 42 CPM MGKA100418 / GAAA0 1,000,000 / 10/2010 Black Network Printer Connected OCE ME	26,315 0	63,103 0	36,788 0	\$0.003900 \$143.47 \$0.00000 \$0.00	None at this time.

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Bicentennial Elementary					
Teachers' Room					
Canon IR2545 45 CPM FUU30153 / GAABA 1,000,000 / 04/2010 Black Photocopier Connected OCE ME	207,547 0	437,856 0	230,309 0	\$0.003300 \$760.02 \$0.00000 \$0.00	None at this time.
Canon IR8095 95 CPM HNA10376 / GAAJN 6,000,000 / 06/2010 Black Photocopier Connected OCE ME	749,617 0	1,865,577 0	1,115,960 0	\$0.003300 \$3,682.67 \$0.00000 \$0.00	None at this time.
			Subtotals B&W	1,719,609	\$5,898.71
			Subtotals Color	38,176	\$1,889.71

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Birch Hill Elementary					
Computer Lab 2nd Floor					
Canon LBP3560 42 CPM MGKA100440 / GAA98 1,000,000 / 10/2010 Black Network Printer Connected OCE ME	20,121 0	45,311 0	25,190 0	\$0.003900 \$98.24 \$0.00000 \$0.00	None at this time.
Main Office					
Canon IRC5051 GQM56128 / GAAIS 3,000,000 / 10/2009 Color Photocopier Connected OCE ME	116,471 30,348	297,058 52,431	180,587 22,083	\$0.003900 \$704.29 \$0.04950 \$1,093.11	None at this time.
Canon LBP3560 42 CPM MGKA100240 / GAA97 1,000,000 / 10/2010 Black Network Printer Connected OCE ME	16,647 0	43,333 0	26,686 0	\$0.003900 \$104.08 \$0.00000 \$0.00	None at this time.

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Birch Hill Elementary					
Teachers' Room Ground Floor					
Canon IR6075	315,172	771,334	456,162	\$0.003300	None at this time.
HTK12160 / GAAFO				\$1,505.33	
4,000,000 / 10/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
OCE ME					
Canon IR8095 95 CPM	460,380	1,166,225	705,845	\$0.003300	None at this time.
HNA10328 / GAAFL				\$2,329.29	
6,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
OCE ME					
	Subtotals B&W		1,394,470	\$4,741.23	
	Subtotals Color		22,083	\$1,093.11	

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Broad Street Elementary					
Library					
Canon LBP3560 42 CPM	9,472	21,832	12,360	\$0.003900	None at this time.
MGKA100237 / GAA99				\$48.20	
1,000,000 / 10/2010	0	0	0	\$0.00000	
Black Network Printer Connected				\$0.00	
OCE ME					
Main Office					
Canon LBP5460 31 CPM	7,797	21,726	13,929	\$0.003900	None at this time.
MEMA001133 / GAAA6				\$54.32	
750,000 / 08/2011	9,192	27,207	18,015	\$0.04950	
Color Network Printer Connected				\$891.74	
OCE ME					
Oce im3512 35 CPM	360,947	482,363	121,416	\$0.003300	Older non-Canon Unit. High Volume!
8090238 / GA5HT				\$400.67	
750,000 / 12/2007	0	0	0	\$0.00000	
Black Photocopier Not Connected				\$0.00	
OCE ME					

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Broad Street Elementary					
Teachers' Room					
Canon IR8095 95 CPM	618,611	1,451,682	833,071	\$0.003300	None at this time.
HNA10364 / GAAJP				\$2,749.13	
6,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier Connected				\$0.00	
OCE ME					
			Subtotals B&W	980,776	\$3,252.33
			Subtotals Color	18,015	\$891.74

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Charlotte Ave. Elementary Library					
Canon LBP3560 42 CPM MGKA100232 / GAA96 1,000,000 / 10/2010 Black Network Printer Connected OCE ME	9,626 0	20,709 0	11,083 0	\$0.003900 \$43.22 \$0.00000 \$0.00	None at this time.
Main Office					
Canon IRC5051 GQM57215 / GAAIA 3,000,000 / 10/2009 Color Photocopier Connected OCE ME	203,189 6,241	501,118 24,212	297,929 17,971	\$0.003900 \$1,161.92 \$0.04950 \$889.56	None at this time.
Canon LBP3560 42 CPM MGKA100452 / GAA94 1,000,000 / 10/2010 Black Network Printer Connected OCE ME	7,851 0	18,390 0	10,539 0	\$0.003900 \$41.10 \$0.00000 \$0.00	None at this time.

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>	
Charlotte Ave. Elementary										
Teachers' Work Room										
Canon IR8095 95 CPM					557,818	1,353,697	795,879	\$0.003300	None at this time.	
HNA10380 / GAAFG								\$2,626.40		
6,000,000 / 06/2010					0	0	0	\$0.00000		
Black Photocopier								\$0.00		
Connected										
OCE ME										
					Subtotals B&W		1,115,430	\$3,872.65		
					Subtotals Color		17,971	\$889.56		

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Dr. Crisp Elementary					
Main Office					
Canon IRC5045	57,412	133,599	76,187	\$0.003900	None at this time.
GPQ55883 / GAAER				\$297.13	
1,000,000 / 10/2009	5,641	35,713	30,072	\$0.04950	
Color Photocopier Connected				\$1,488.56	
OCE ME					
Canon LBP3560 42 CPM	15,004	35,822	20,818	\$0.003900	None at this time.
MGKA100490 / GAA93				\$81.19	
1,000,000 / 10/2010	0	0	0	\$0.00000	
Black Network Printer Connected				\$0.00	
OCE ME					
Resource Room					
Canon LBP3560 42 CPM	16,335	39,252	22,917	\$0.003900	None at this time.
MGKA100468 / GAA92				\$89.38	
1,000,000 / 10/2010	0	0	0	\$0.00000	
Black Network Printer Connected				\$0.00	
OCE ME					

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Dr. Crisp Elementary Teachers' Room					
Canon IR8095 95 CPM HNA00578 / GAAEG 6,000,000 / 06/2010 Black Photocopier Connected OCE ME	621,522	1,440,728	819,206	\$0.003300 \$2,703.38 \$0.00000 \$0.00	None at this time.
			Subtotals B&W	939,128	\$3,171.08
			Subtotals Color	30,072	\$1,488.56

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Elm Street Middle					
Copy Center					
Canon IR8095 95 CPM HNA10206 / GAAFP 6,000,000 / 06/2010 Black Photocopier Connected OCE ME	655,820	1,671,368	1,015,548	\$0.003300 \$3,351.31 \$0.00000 \$0.00	Overused!
Canon IR8095 95 CPM HNA10275 / GAAFM 6,000,000 / 06/2010 Black Photocopier Connected OCE ME	540,724	1,295,632	754,908	\$0.003300 \$2,491.20 \$0.00000 \$0.00	None at this time.
Guidance Office					
Canon IR2535i 35 CPM FUG30694 / GAAET 750,000 / 04/2010 Black Photocopier Connected OCE ME	37,649	86,194	48,545	\$0.003300 \$160.20 \$0.00000 \$0.00	None at this time.
Library					
Canon LBP5460 31 CPM MEMA001159 / GAAA9 750,000 / 08/2011 Color Network Printer Connected OCE ME	1,639	15,050	13,411	\$0.003900 \$52.30 \$0.04950 \$303.63	None at this time.

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Elm Street Middle					
Library Lab					
Canon LBP3560 42 CPM	28,479	62,389	33,910	\$0.003900	None at this time.
MGKA100466 / GAA89				\$132.25	
1,000,000 / 10/2010	0	0	0	\$0.00000	
Black Network Printer Connected				\$0.00	
OCE ME					
Mail Room					
Canon IR8095 95 CPM	589,045	1,367,277	778,232	\$0.003300	None at this time.
HNA10303 / GAAFN				\$2,568.17	
6,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier Connected				\$0.00	
OCE ME					
Main Office					
Canon IR2535i 35 CPM	33,096	82,568	49,472	\$0.003300	None at this time.
FUG30222 / GAAEW				\$163.26	
750,000 / 04/2010	0	0	0	\$0.00000	
Black Photocopier Connected				\$0.00	
OCE ME					
Room 217					
Canon LBP5460 31 CPM	20,162	34,630	14,468	\$0.003900	None at this time.
MEMA001152 / GAAAA				\$56.43	
750,000 / 08/2011	11,745	22,732	10,987	\$0.04950	
Color Network Printer Connected				\$543.86	
OCE ME					

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Elm Street Middle					
Room 219					
Canon LBP3560 42 CPM	24,698	58,182	33,484	\$0.003900	None at this time.
MGKA100242 / GAA88				\$130.59	
1,000,000 / 10/2010	0	0	0	\$0.00000	
Black Network Printer Connected				\$0.00	
OCE ME					
			Subtotals B&W	2,741,978	\$9,105.69
			Subtotals Color	17,121	\$847.49

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Fairgrounds Elementary					
Asst. Principal's Office					
Canon LBP5460 31 CPM MEMA001154 / GAAA1 750,000 / 08/2011 Color Network Printer Connected OCE ME	1,176	2,484	1,308	\$0.003900 \$5.10	None at this time.
	2,142	2,692	550	\$0.04950 \$27.23	
Lab					
Canon LBP3560 42 CPM MGKA100235 / GAA87 1,000,000 / 10/2010 Black Network Printer Connected OCE ME	8,458	23,227	14,769	\$0.003900 \$57.60	None at this time.
	0	0	0	\$0.00000 \$0.00	
Main Office					
Canon IRC5045 GPQ55796 / GAAEV 1,000,000 / 10/2009 Color Photocopier Connected OCE ME	118,270	259,308	141,038	\$0.003900 \$550.05	None at this time.
	7,035	36,120	29,085	\$0.04950 \$1,439.71	
Canon LBP3560 42 CPM MGKA100508 / GAA86 1,000,000 / 10/2010 Black Network Printer Connected OCE ME	22,198	49,536	27,338	\$0.003900 \$106.62	None at this time.
	0	0	0	\$0.00000 \$0.00	

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Fairgrounds Elementary Teachers' Work Room					
Canon IR8095 95 CPM HNA10293 / GAAFK 6,000,000 / 06/2010 Black Photocopier Connected OCE ME	619,622	1,604,484	984,862	\$0.003300 \$3,250.04 \$0.00000 \$0.00	None at this time.
Konica Minolta BH600 60 CPM 57BE16907 / 3,000,000 / 08/2006 Black Photocopier Connected OCE ME	1,182,696	1,430,656	247,960	\$0.003300 \$818.27 \$0.00000 \$0.00	7 years from Intro. Older non-Canon Unit. High Volume!
	Subtotals B&W		1,417,275	\$4,787.68	
	Subtotals Color		29,635	\$1,466.93	

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Fairgrounds Middle					
Guidance Office					
Canon IR8095 95 CPM HNA10482 / GAAGD 6,000,000 / 06/2010 Black Photocopier Connected OCE ME	322,183 0	686,481 0	364,298 0	\$0.003300 \$1,202.18 \$0.00000 \$0.00	Low Usage for this Model
Library					
Canon IR2525 25 CPM FRU44111 / GAAGN 500,000 / 04/2010 Black Photocopier Connected OCE ME	1,085 0	3,085 0	2,000 0	\$0.003300 \$6.60 \$0.00000 \$0.00	None at this time.
Main Office					
Canon IR8095 95 CPM HNA10360 / GAAGE 6,000,000 / 06/2010 Black Photocopier Connected OCE ME	544,398 0	1,438,733 0	894,335 0	\$0.003300 \$2,951.31 \$0.00000 \$0.00	None at this time.
Canon IRC5045 GPQ56331 / GAAES 1,000,000 / 10/2009 Color Photocopier Connected OCE ME	74,788 10,079	179,744 34,753	104,956 24,674	\$0.003900 \$409.33 \$0.04950 \$1,221.36	None at this time.

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<i>Make-Model / Speed</i>			<i>2012-13</i>	<i>Cost/Copy</i>	<i>Recommendation</i>
<i>Serial Number / Vendor ID</i>	<i>7/1/2012</i>	<i>6/30/2013</i>	<i>Annual</i>	<i>Annual Cost</i>	
<i>Life / Intro Date</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>		
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>					
Fairgrounds Middle					
Staff Work Room					
Canon IR8095 95 CPM	553,281	1,349,921	796,640	\$0.003300	None at this time.
HNA10485 / GAAGB				\$2,628.91	
6,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
OCE ME					
			Subtotals B&W	2,162,229	\$7,198.33
			Subtotals Color	24,674	\$1,221.36

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Ledge Street Elementary					
Asst. Principal's Office					
Canon LBP5460 31 CPM	816	4,909	4,093	\$0.003900	None at this time.
MEMA001194 / GAAA4				\$15.96	
750,000 / 08/2011	2,136	17,952	15,816	\$0.04950	
Color Network Printer Connected				\$782.89	
OCE ME					
Copy Room					
Canon IR8095 95 CPM	315,425	830,453	515,028	\$0.003300	None at this time.
HNA10477 / GAAFT				\$1,699.59	
6,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier Connected				\$0.00	
OCE ME					
Canon IR8095 95 CPM	404,787	1,349,921	945,134	\$0.003300	None at this time.
HNA10484 / GAAFU				\$3,118.94	
6,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier Connected				\$0.00	
OCE ME					

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Ledge Street Elementary					
Main Office					
Canon IR2535i 35 CPM FUG30718 / GAAEU 750,000 / 04/2010 Black Photocopier Connected OCE ME	131,045 0	359,692 0	228,647 0	\$0.003300 \$754.54 \$0.00000 \$0.00	None at this time.
Canon LBP3560 42 CPM MGKA100498 / GAA56 1,000,000 / 10/2010 Black Network Printer Connected OCE ME	24,561 0	70,948 0	46,387 0	\$0.003900 \$180.91 \$0.00000 \$0.00	None at this time.
			Subtotals B&W	1,739,289	\$5,769.94
			Subtotals Color	15,816	\$782.89

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Main Dunstable Elementary					
Copy Room					
Canon IR8095 95 CPM HNA10348 / GAAJO 6,000,000 / 06/2010 Black Photocopier Connected OCE ME	415,152 0	1,093,016 0	677,864 0	\$0.003300 \$2,236.95 \$0.00000 \$0.00	None at this time.
Canon IR8095 95 CPM HNA10368 / GAAJQ 6,000,000 / 06/2010 Black Photocopier Connected OCE ME	442,285 0	928,822 0	486,537 0	\$0.003300 \$1,605.57 \$0.00000 \$0.00	None at this time.
Main Office					
Canon IRC5045 GPQ55799 / GAAIQ 1,000,000 / 10/2009 Color Photocopier Connected OCE ME	71,452 1,431	128,582 4,413	57,130 2,982	\$0.003900 \$222.81 \$0.04950 \$147.61	None at this time.
Room 208					
Canon LBP3560 42 CPM MGKA1000441 / GAA95 1,000,000 / 10/2010 Black Network Printer Connected OCE ME	9,413 0	22,773 0	13,360 0	\$0.003900 \$52.10 \$0.00000 \$0.00	None at this time.

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<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>	
Main Dunstable Elementary										
Room 310 PC Lab										
Canon LBP3560 42 CPM					17,382	34,764	17,382	\$0.003900	None at this time.	
MGKA100449 / GAA63								\$67.79		
1,000,000 / 10/2010					0	0	0	\$0.00000		
Black Network Printer								\$0.00		
Connected										
OCE ME										
					Subtotals B&W		1,252,273	\$4,185.22		
					Subtotals Color		2,982	\$147.61		

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Mt. Pleasant Elementary					
Copy Room					
Canon IR6075	309,642	723,623	413,981	\$0.003300	None at this time.
HTK12681 / GAAHQ				\$1,366.14	
4,000,000 / 10/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
OCE ME					
Library					
Canon LBP3560 42 CPM	22,678	54,774	32,096	\$0.003900	None at this time.
MGKA100495 / GAA60				\$125.17	
1,000,000 / 10/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected					
OCE ME					
Main Office					
Canon IR3245i 45 CPM	43,641	127,052	83,411	\$0.003300	None at this time.
DHK14764 / GA6CG				\$275.26	
1,000,000 / 07/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
OCE ME					
Canon LBP5460 31 CPM	7,215	18,059	10,844	\$0.003900	None at this time.
MEMA001179 / GAAA5				\$42.29	
750,000 / 08/2011	14,151	39,555	25,404	\$0.04950	
Color Network Printer				\$1,257.50	
Connected					
OCE ME					

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Mt. Pleasant Elementary					
Room 121A					
Canon IR6075	266,987	737,189	470,202	\$0.003300	None at this time.
HTK12537 / GAAHO				\$1,551.67	
4,000,000 / 10/2010	0	0	0	\$0.00000	
Black Photocopier Connected				\$0.00	
OCE ME					
			Subtotals B&W	1,010,534	\$3,360.53
			Subtotals Color	25,404	\$1,257.50

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<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Nashua High North					
Career Center					
Canon IR6065	206,806	537,901	331,095	\$0.003300	None at this time.
HTP12366 / GAAKF				\$1,092.61	
3,000,000 / 10/2010	0	0	0	\$0.00000	
Black Photocopier Connected				\$0.00	
OCE ME					
Graphics					
Konica Minolta BHC5501 55 CPM	32,081	42,612	10,531	\$0.003990	None at this time.
A0U1011001156 / 9309 7640				\$42.02	
3,000,000 / 10/2008	101,750	219,197	117,447	\$0.05060	
Color Photocopier Not Connected				\$5,942.82	
KMBS					
Main Office					
Canon IRC5045	111,314	262,953	151,639	\$0.003900	None at this time.
GPQ56127 / GAAEN				\$591.39	
1,000,000 / 10/2009	8,353	26,343	17,990	\$0.04950	
Color Photocopier Connected				\$890.51	
OCE ME					
Media Center					
Canon IR2525 25 CPM	3,112	11,296	8,184	\$0.003300	None at this time.
FRU43983 / GAAFY				\$27.01	
500,000 / 04/2010	0	0	0	\$0.00000	
Black Photocopier Connected				\$0.00	
OCE ME					

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Nashua High North					
Principal's Office					
Canon LBP5460 31 CPM MEMA000902 / GAA61 750,000 / 08/2011 Color Network Printer Connected OCE ME	16,078	46,466	30,388	\$0.003900 \$118.51	None at this time.
	5,630	19,327	13,697	\$0.04950 \$678.00	
Room A112 Graphics					
Canon IR2535i 35 CPM FUG30713 / GAAIP 750,000 / 04/2010 Black Photocopier Connected OCE ME	14,360	28,045	13,685	\$0.003300 \$45.16	None at this time.
	0	0	0	\$0.00000 \$0.00	
Room B205					
Canon IR8095 95 CPM HNA10324 / GAAHM 6,000,000 / 06/2010 Black Photocopier Connected OCE ME	382,426	1,050,923	668,497	\$0.003300 \$2,206.04	None at this time.
	0	0	0	\$0.00000 \$0.00	
Room B208					
Canon LBP5460 31 CPM MEMA001242 / GAA70 750,000 / 08/2011 Color Network Printer Connected OCE ME	6,561	16,071	9,510	\$0.003900 \$37.09	None at this time.
	3,678	10,308	6,630	\$0.04950 \$328.19	

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Nashua High North					
Room B305					
Canon IR8095 95 CPM	549,789	1,231,653	681,864	\$0.003300	None at this time.
HNA10382 / GAAHK				\$2,250.15	
6,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
OCE ME					
Room B308					
Canon LBP5460 31 CPM	8,343	19,507	11,164	\$0.003900	None at this time.
MEMA000905 / GAA81				\$43.54	
750,000 / 08/2011	2,609	9,222	6,613	\$0.04950	
Color Network Printer				\$327.34	
Connected					
OCE ME					
Room C226 Science					
Canon IR8095 95 CPM	445,529	1,128,429	682,900	\$0.003300	None at this time.
HNA10314 / GAAHC				\$2,253.57	
6,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
OCE ME					
Canon LBP5460 31 CPM	5,912	15,017	9,105	\$0.003900	None at this time.
MEMA000813 / GAA91				\$35.51	
750,000 / 08/2011	2,429	6,958	4,529	\$0.04950	
Color Network Printer				\$224.19	
Connected					
OCE ME					

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Nashua High North					
Room D122 Special Education					
Oce im4512 45 CPM	378,916	544,161	165,245	\$0.003300	Older non-Canon Unit. High Volume!
8090436 / GA5G8				\$545.31	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected OCE ME					
Room D205					
Canon IR8095 95 CPM	394,749	1,049,927	655,178	\$0.003300	None at this time.
HNA10530 / GAAGP				\$2,162.09	
6,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected OCE ME					
Room D208					
Canon LBP5460 31 CPM	3,673	8,818	5,145	\$0.003900	None at this time.
MEMA000816 / GAA59				\$20.07	
750,000 / 08/2011	3,640	8,761	5,121	\$0.04950	
Color Network Printer				\$253.49	
Connected OCE ME					
Room D305					
Canon IR8095 95 CPM	351,211	838,122	486,911	\$0.003300	None at this time.
HNA10330 / GAAHB				\$1,606.81	
6,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected OCE ME					

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Nashua High North					
Room D308					
Canon LBP5460 31 CPM	4,532	11,619	7,087	\$0.003900	None at this time.
MEMA000818 / GAA62				\$27.64	
750,000 / 08/2011	4,244	10,427	6,183	\$0.04950	
Color Network Printer Connected				\$306.06	
OCE ME					
Room E102 Athletics					
Canon IR2535i 35 CPM	30,742	78,599	47,857	\$0.003300	None at this time.
FUG30703 / GAAEY				\$157.93	
750,000 / 04/2010	0	0	0	\$0.00000	
Black Photocopier Connected				\$0.00	
OCE ME					
			Subtotals B&W	3,975,985	\$13,262.44
			Subtotals Color	178,210	\$8,950.59

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Nashua High South					
Athletics					
Canon IR2535i 35 CPM FUM32001 / GAAIT 750,000 / 04/2010 Black Photocopier Connected OCE ME	29,254 0	76,783 0	47,529 0	\$0.003300 \$156.85 \$0.00000 \$0.00	None at this time.
Main Office					
Canon IRC5045 GPQ56185 / GAAIN 1,000,000 / 10/2009 Color Photocopier Connected OCE ME	75,082 5,533	178,137 8,982	103,055 3,449	\$0.003900 \$401.91 \$0.04950 \$170.73	None at this time.
Canon LBP5460 31 CPM MEMA001241 / GAA84 750,000 / 08/2011 Color Network Printer Connected OCE ME	366 782	456 966	90 184	\$0.003900 \$0.35 \$0.04950 \$9.11	None at this time.
Media Center					
Oce VL3200x 32 CPM 1010500 / GAAGG 750,000 / 08/2010 Black Photocopier Connected OCE ME	1,091 0	4,546 0	3,455 0	\$0.003300 \$11.40 \$0.00000 \$0.00	None at this time. Older non-Canon Unit.

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Nashua High South					
Room 1025B Child Care					
Canon IR2535i 35 CPM	11,867	25,744	13,877	\$0.003300	None at this time.
FRU43995 / GAAIO				\$45.79	
750,000 / 04/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
OCE ME					
Room A1004					
Canon IR8095 95 CPM	621,307	1,547,079	925,772	\$0.003300	None at this time.
HNA10471 / GAAFX				\$3,055.05	
6,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected					
OCE ME					
Canon LBP5460 31 CPM	5,704	12,356	6,652	\$0.003900	None at this time.
MEMA001193 / GAA85				\$25.94	
750,000 / 08/2011	3,976	8,555	4,579	\$0.04950	
Color Network Printer				\$226.66	
Connected					
OCE ME					

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Nashua High South					
Room A2004					
Canon IR8095 95 CPM HNA10301 / GAAGA 6,000,000 / 06/2010 Black Photocopier Connected OCE ME	638,721 0	1,462,818 0	824,097 0	\$0.003300 \$2,719.52 \$0.00000 \$0.00	None at this time.
Canon LBP5460 31 CPM MEMA001149 / GAA78 750,000 / 08/2011 Color Network Printer Connected OCE ME	4,492 5,518	11,440 11,885	6,948 6,367	\$0.003900 \$27.10 \$0.04950 \$315.17	None at this time.
Room B1002H Special Ed					
Konica Minolta BH600 60 CPM 57BE12336 / GAANH 3,000,000 / 08/2006 Black Photocopier Not Connected OCE ME	2,036,036 0	2,169,465 0	133,429 0	\$0.003300 \$440.32 \$0.00000 \$0.00	7 years from Intro. Older non-Canon Unit.

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Nashua High South					
Room C1004					
Canon IR8095 95 CPM HNA10458 / GAAGF 6,000,000 / 06/2010 Black Photocopier Connected OCE ME	512,662 0	1,241,879 0	729,217 0	\$0.003300 \$2,406.42 \$0.00000 \$0.00	None at this time.
Canon LBP5460 31 CPM MEMA001165 / GAA83 750,000 / 08/2011 Color Network Printer Connected OCE ME	4,884 5,700	12,534 19,065	7,650 13,365	\$0.003900 \$29.84 \$0.04950 \$661.57	None at this time.
Room C2004					
Canon IR8095 95 CPM HNA10358 / GAAFZ 6,000,000 / 06/2010 Black Photocopier Connected OCE ME	527,019 0	1,378,114 0	851,095 0	\$0.003300 \$2,808.61 \$0.00000 \$0.00	None at this time.
Canon LBP5460 31 CPM MEMA000906 / GAA82 750,000 / 08/2011 Color Network Printer Connected OCE ME	4,235 4,656	12,149 10,375	7,914 5,719	\$0.003900 \$30.86 \$0.04950 \$283.09	None at this time.

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Nashua High South					
Technology Department					
Canon LBP3560 42 CPM MGKA100494 / GAA14 1,000,000 / 10/2010 Black Network Printer Connected OCE ME	5,321 0	17,435 0	12,114 0	\$0.003900 \$47.24 \$0.00000 \$0.00	None at this time.
Canon LBP5460 31 CPM MEMA001124 / GAA79 750,000 / 08/2011 Color Network Printer Connected OCE ME	3,119	9,623	6,504	\$0.003900 \$25.37 \$0.04950 \$481.73	None at this time.
			Subtotals B&W	3,679,398	\$12,232.57
			Subtotals Color	43,395	\$2,148.05

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
New Searles Elementary					
Copy Room					
Canon IR6065	210,178	628,523	418,345	\$0.003300	None at this time.
HTP10258 / GAAKE				\$1,380.54	
3,000,000 / 10/2010	0	0	0	\$0.00000	
Black Photocopier Connected				\$0.00	
OCE ME					
Canon IR6075	251,503	635,452	383,949	\$0.003300	None at this time.
HTK12465 / GAAIE				\$1,267.03	
4,000,000 / 10/2010	0	0	0	\$0.00000	
Black Photocopier Connected				\$0.00	
OCE ME					

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
New Searles Elementary					
Main Office					
Canon LBP3560 42 CPM MGKA100448 / GAA67 1,000,000 / 10/2010 Black Network Printer Connected OCE ME	2,823	23,716	20,893	\$0.003900 \$81.48 \$0.00000 \$0.00	None at this time.
Canon LBP3580 42 CPM MXGA002492 / GACVK 1,000,000 / 02/2013 Black Network Printer Connected OCE ME	0	0	0	\$0.022200 \$0.00 \$0.00000 \$0.00	None at this time.
Oce im6020 60 CPM 6020913 / GA2EP 3,000,000 / 01/2006 Black Photocopier Connected OCE ME	1,321,104	1,445,080	123,976	\$0.003300 \$409.12 \$0.00000 \$0.00	7 years from Intro.

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
New Searles Elementary									
Room 139									
Canon LBP5460 31 CPM					3,875	14,425	10,550	\$0.003900	None at this time.
MEMA001245 / GAAA7							\$41.15		
750,000 / 08/2011					4,822	14,625	9,803	\$0.04950	
Color Network Printer							\$485.25		
Connected									
OCE ME									
					Subtotals B&W		957,713	\$3,179.32	
					Subtotals Color		9,803	\$485.25	

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Pennichuck Middle					
Guidance Office					
Canon IR2535i 35 CPM FUM32217 / GAAJA 750,000 / 04/2010 Black Photocopier Connected OCE ME	19,252 0	53,265 0	34,013 0	\$0.003300 \$112.24 \$0.00000 \$0.00	None at this time.
Library					
Canon LBP3560 42 CPM MGKA100471 / GAA58 1,000,000 / 10/2010 Black Network Printer Connected OCE ME	54,979 0	127,139 0	72,160 0	\$0.003900 \$281.42 \$0.00000 \$0.00	None at this time.
Main Office					
Canon IRC5045 GPQ56393 / GAAJB 1,000,000 / 10/2009 Color Photocopier Connected OCE ME	53,161 5,118	152,228 22,041	99,067 16,923	\$0.003900 \$386.36 \$0.04950 \$837.69	None at this time.
Canon LBP3560 42 CPM MGKA100467 / GAA57 1,000,000 / 10/2010 Black Network Printer Connected OCE ME	23,057 0	62,238 0	39,181 0	\$0.003900 \$152.81 \$0.00000 \$0.00	None at this time.

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Pennichuck Middle					
Teachers' Room					
Canon IR8095 95 CPM HNA10457 / GAAHD 6,000,000 / 06/2010 Black Photocopier Connected OCE ME	371,106 0	1,076,008 0	704,902 0	\$0.003300 \$2,326.18 \$0.00000 \$0.00	None at this time.
Canon IR8095 95 CPM HNA10512 / GAAHL 6,000,000 / 06/2010 Black Photocopier Connected OCE ME	536,738 0	1,366,184 0	829,446 0	\$0.003300 \$2,737.17 \$0.00000 \$0.00	None at this time.
			Subtotals B&W	1,778,769	\$5,996.18
			Subtotals Color	16,923	\$837.69

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Plant Operations					
Main Office					
Canon IR2535i 35 CPM FRU43437 / GAAGH 750,000 / 04/2010 Black Photocopier Connected OCE ME	12,705	12,705	0	\$0.003300 \$0.00 \$0.00000 \$0.00	<i>Replaced under Warranty.</i>
Canon IR2535i 35 CPM FUM80652 / GACED 750,000 / 04/2010 Black Photocopier Connected OCE ME	0	13,717	13,717	\$0.003300 \$45.27 \$0.00000 \$0.00	None at this time.
			Subtotals B&W	13,717	\$45.27
			Subtotals Color	0	\$0.00

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
SAU #42					
Back Copy Room					
Canon IR8095 95 CPM	315,889	861,107	545,218	\$0.003300	None at this time.
HNA10495 / GAAFS				\$1,799.22	
6,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected OCE ME					
Kathy Miles' Office					
Canon LBP5460 31 CPM	700	7,749	7,049	\$0.003900	None at this time.
MEMA001192 / GAAA8				\$27.49	
750,000 / 08/2011	2,920	15,162	12,242	\$0.04950	
Color Network Printer				\$605.98	
Connected OCE ME					
Main Office					
Canon IRC5045	86,512	230,942	144,430	\$0.003900	None at this time.
GPQ55852 / GAAJC				\$563.28	
1,000,000 / 10/2009	19,187	46,677	27,490	\$0.04950	
Color Photocopier				\$1,360.76	
Connected OCE ME					

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>	
SAU #42										
Special Education										
Canon LBP5460 31 CPM					17,604	53,542	35,938	\$0.003900	None at this time.	
MEMA000904 / GAAAB								\$140.16		
750,000 / 08/2011					5,749	15,668	9,919	\$0.04950		
Color Network Printer								\$490.99		
Connected										
OCE ME										
					Subtotals B&W		732,635	\$2,530.15		
					Subtotals Color		49,651	\$2,457.72		

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Sunset Heights Elementary					
Main Office					
Canon IRC5045	78,867	244,293	165,426	\$0.003900	None at this time.
GPQ55793 / GAAFJ				\$645.16	
1,000,000 / 10/2009	6,026	18,930	12,904	\$0.04950	
Color Photocopier Connected				\$638.75	
OCE ME					
Canon LBP3560 42 CPM	10,238	25,006	14,768	\$0.003900	None at this time.
MGKA100236 / GAA50				\$57.60	
1,000,000 / 10/2010	0	0	0	\$0.00000	
Black Network Printer Connected				\$0.00	
OCE ME					
Teachers' Work Room					
Canon IR8095 95 CPM	497,822	1,195,122	697,300	\$0.003300	None at this time.
HNA10309 / GAAHF				\$2,301.09	
6,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier Connected				\$0.00	
OCE ME					
			Subtotals B&W	877,494	\$3,003.85
			Subtotals Color	12,904	\$638.75

Date of Last Upgrade: 9/1/2011

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2012 Meter</i>	<i>6/30/2013 Meter</i>	<i>2012-13 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendation</i>
Title One									
Main Office									
Oce VL3622 36 CPM					224,790	299,026	74,236	\$0.003300	Older non-Canon Unit.
AOR7211000536 / GA5ER								\$244.98	
750,000 / 12/2008					0	0	0	\$0.00000	
Black Photocopier								\$0.00	
Connected									
OCE ME									
Subtotals B&W							74,236	\$244.98	
Subtotals Color							0	\$0.00	
District Wide Black Totals							29,494,444	\$98,930.89	
District Wide Color Totals							565,642	\$28,128.47	

*Understanding the past can help you to
plan the Future!*

Recent Upgrade Comparison

This form reflects the Compare report prepared at your last upgrade.

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 3/1/2011 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2012-13 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Annual Volume	Average Prior CPC	Average Annual Charges
29,494,444	\$0.00855	\$252,177.50

CURRENTLY WITH SPC

Current Annual Volume	Current CPC (new year)	Average Annual Charges	Average Annual Cost Savings	Average 5-Year Cost Savings
29,494,444	\$0.00339	\$99,986.17	\$152,191.33	\$760,956.65

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$152,191.33 x 2 years as a Client
= \$304,382.66 Cost Savings!

Projected Equipment Costs by Building - Black

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

<i>Building</i>	<i>2013-14 Projected Black Volume</i>	<i>2013-14 Projected Black Usage Cost</i>	<i>Approx. Paper Cost 24.81/Case</i>	<i>Average Annual Equipment Cost</i>	<i>Total Projected Black Usage Cost</i>
Amherst Street Elementary	931,506	\$3,121.01	\$4,622.13	\$2,567.21	\$10,310.35
Bicentennial Elementary	1,719,609	\$5,954.04	\$8,532.70	\$4,739.20	\$19,225.94
Birch Hill Elementary	1,394,470	\$4,785.39	\$6,919.36	\$3,843.13	\$15,547.88
Broad Street Elementary	980,776	\$3,282.02	\$4,866.61	\$2,703.00	\$10,851.63
Charlotte Ave. Elementary	1,115,430	\$3,909.31	\$5,534.76	\$3,074.10	\$12,518.17
Dr. Crisp Elementary	939,128	\$3,200.45	\$4,659.95	\$2,588.21	\$10,448.62
Elm Street Middle	2,741,978	\$9,188.90	\$13,605.69	\$7,556.83	\$30,351.42
Fairgrounds Elementary	1,417,275	\$4,832.04	\$7,032.52	\$3,905.98	\$15,770.53
Fairgrounds Middle	2,162,229	\$7,264.25	\$10,728.98	\$5,959.05	\$23,952.28
Ledge Street Elementary	1,739,289	\$5,822.63	\$8,630.35	\$4,793.44	\$19,246.42
Main Dunstable Elementary	1,252,273	\$4,223.67	\$6,213.78	\$3,451.23	\$13,888.68
Mt. Pleasant Elementary	1,010,534	\$3,391.27	\$5,014.27	\$2,785.01	\$11,190.55
Nashua High North	3,975,985	\$13,384.06	\$19,728.84	\$10,957.72	\$44,070.62
Nashua High South	3,679,398	\$12,344.46	\$18,257.17	\$10,140.33	\$40,741.97
New Searles Elementary	957,713	\$3,208.36	\$4,752.17	\$2,639.43	\$10,599.97
Pennichuck Middle	1,778,769	\$6,051.65	\$8,826.25	\$4,902.24	\$19,780.15
Plant Operations	13,717	\$45.68	\$68.06	\$37.80	\$151.55
SAU #42	732,635	\$2,554.00	\$3,635.33	\$2,019.12	\$8,208.46
Sunset Heights Elementary	877,494	\$3,031.97	\$4,354.13	\$2,418.35	\$9,804.45
Title One	74,236	\$247.21	\$368.36	\$204.59	\$820.16
<i>Totals</i>	<i>29,494,444</i>	<i>\$99,842.36</i>	<i>\$146,351.43</i>	<i>\$81,285.98</i>	<i>\$327,479.78</i>

SPC Equipment Bids:

Presently our Bids are coming in at 12.5% to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Xerox 5890PT RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print-Fax 90 Copies per Minute are coming in at \$6,142 with a Retail Cost of \$49,040....12.5% of Retail!

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's **new Simplified Billing Program**, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.1%.**

<i>Vendor</i>	<i>Equipment Type</i>	<i>2012-13 Annual Volume</i>	<i>2012-13 Cost Per Copy</i>	<i>2012-13 Total Cost</i>	<i>2013-14 Cost Per Copy</i>	<i>2013-14 Projected Cost</i>
Konica-Minolta	Color Photocopier	10,531	\$0.00399	\$42.02	\$0.00403	\$42.44
Canon Maine	Color Photocopier	1,784,047	\$0.00390	\$6,957.78	\$0.00394	\$7,029.15
Canon Maine	Color Network Printer	227,243	\$0.00390	\$886.25	\$0.00394	\$895.34
Canon Maine	Black Photocopier	26,830,647	\$0.00330	\$88,541.14	\$0.00333	\$89,346.05
Canon Maine	Black Network Printer	0	\$0.02220	\$0.00	\$0.02220	\$0.00
Canon Maine	Black Network Printer	641,976	\$0.00390	\$2,503.71	\$0.00394	\$2,529.39
<i>Totals and Averages</i>		<i>29,494,444</i>	<i>\$0.00335</i>	<i>\$98,930.89</i>	<i>\$0.00339</i>	<i>\$99,842.37</i>

Projected Equipment Costs by Building - Color

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

Building	Projected Volume	Service & Supply Cost
Amherst Street Elementary	12,807	\$640.35
Bicentennial Elementary	38,176	\$1,908.80
Birch Hill Elementary	22,083	\$1,104.15
Broad Street Elementary	18,015	\$900.75
Charlotte Ave. Elementary	17,971	\$898.55
Dr. Crisp Elementary	30,072	\$1,503.60
Elm Street Middle	17,121	\$856.05
Fairgrounds Elementary	29,635	\$1,481.75
Fairgrounds Middle	24,674	\$1,233.70
Ledge Street Elementary	15,816	\$790.80
Main Dunstable Elementary	2,982	\$149.10
Mt. Pleasant Elementary	25,404	\$1,270.20
Nashua High North	178,210	\$9,040.87
Nashua High South	43,395	\$2,169.75
New Searles Elementary	9,803	\$490.15
Pennichuck Middle	16,923	\$846.15
Plant Operations	0	\$0.00
SAU #42	49,651	\$2,482.55
Sunset Heights Elementary	12,904	\$645.20
Title One	0	\$0.00
Totals	565,642	\$28,412.47

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's **new Simplified Billing Program**, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.1%.**

<i>Vendor</i>	<i>Equipment Type</i>	<i>2012-13 Annual</i>	<i>2012-13 Cost Per Copy</i>	<i>2012-13 Actual Cost</i>	<i>2013-14 Cost Per Copy</i>	<i>2013-14 Projected Cost</i>
Konica-Minolta	Color Photocopier	117,447	\$0.05060	\$5,942.82	\$0.05111	\$6,002.72
Canon Maine	Color Photocopier	243,799	\$0.04950	\$12,068.05	\$0.05000	\$12,189.95
Canon Maine	Color Network Printer	204,396	\$0.04950	\$10,117.60	\$0.05000	\$10,219.80
<i>Totals and Averages</i>		<i>565,642</i>	<i>\$0.04973</i>	<i>\$28,128.47</i>	<i>\$0.05023</i>	<i>\$28,412.47</i>

Reprographic Equipment Assessment

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

Total # of Units	117
# of Units on Lease	85
# of Units Owned	32
Lease Company	Norway Savings Bank
Lease Start Date	9/1/2011
Lease End Date	8/1/2015
Term	5 Annual
Annual Payment usually due on 8/1	\$81,285.98
Remaining Payments	2

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

Leased Equipment

Building	Make	Model	Serial #
Amherst Street Elementary	Canon	LBP5460	MEMA000819
Amherst Street Elementary	Canon	LBP3560	MGKA100326
Amherst Street Elementary	Canon	IR6075	HTK12643
Amherst Street Elementary	Canon	IR8095	HNA10475
Bicentennial Elementary	Canon	IRC5051	GQM56131
Bicentennial Elementary	Canon	LBP3560	MGKA100470
Bicentennial Elementary	Canon	LBP3560	MGKA100446
Bicentennial Elementary	Canon	IR8095	HNA10376
Bicentennial Elementary	Canon	LBP3560	MGKA100418
Birch Hill Elementary	Canon	IR8095	HNA10328
Birch Hill Elementary	Canon	IR6075	HTK12160
Birch Hill Elementary	Canon	LBP3560	MGKA100440
Birch Hill Elementary	Canon	LBP3560	MGKA100240
Birch Hill Elementary	Canon	IRC5051	GQM56128
Broad Street Elementary	Canon	LBP3560	MGKA100237
Broad Street Elementary	Canon	IR8095	HNA10364
Broad Street Elementary	Canon	LBP5460	MEMA001133
Charlotte Ave. Elementary	Canon	IR8095	HNA10380
Charlotte Ave. Elementary	Canon	IRC5051	GQM57215
Charlotte Ave. Elementary	Canon	LBP3560	MGKA100452
Charlotte Ave. Elementary	Canon	LBP3560	MGKA100232
Dr. Crisp Elementary	Canon	IR8095	HNA00578
Dr. Crisp Elementary	Canon	IRC5045	GPQ55883
Dr. Crisp Elementary	Canon	LBP3560	MGKA100490
Dr. Crisp Elementary	Canon	LBP3560	MGKA100468
Elm Street Middle	Canon	LBP3560	MGKA100242
Elm Street Middle	Canon	LBP3560	MGKA100466
Elm Street Middle	Canon	IR8095	HNA10303

Building	Make	Model	Serial #
Elm Street Middle	Canon	LBP5460	MEMA001152
Elm Street Middle	Canon	IR8095	HNA10206
Elm Street Middle	Canon	IR8095	HNA10275
Elm Street Middle	Canon	LBP5460	MEMA001159
Fairgrounds Elementary	Canon	LBP5460	MEMA001154
Fairgrounds Elementary	Canon	IRC5045	GPQ55796
Fairgrounds Elementary	Canon	LBP3560	MGKA100508
Fairgrounds Elementary	Canon	LBP3560	MGKA100235
Fairgrounds Middle	Canon	IR8095	HNA10360
Fairgrounds Middle	Canon	IRC5045	GPQ56331
Ledge Street Elementary	Canon	IR8095	HNA10477
Ledge Street Elementary	Canon	IR8095	HNA10484
Ledge Street Elementary	Canon	LBP3560	MGKA100498
Ledge Street Elementary	Canon	LBP5460	MEMA001194
Main Dunstable Elementary	Canon	IRC5045	GPQ55799
Main Dunstable Elementary	Canon	IR8095	HNA10348
Main Dunstable Elementary	Canon	LBP3560	MGKA1000441
Main Dunstable Elementary	Canon	LBP3560	MGKA100449
Main Dunstable Elementary	Canon	IR8095	HNA10368
Mt. Pleasant Elementary	Canon	IR6075	HTK12537
Mt. Pleasant Elementary	Canon	LBP5460	MEMA001179
Mt. Pleasant Elementary	Canon	LBP3560	MGKA100495
Mt. Pleasant Elementary	Canon	IR3245i	DHK14764
Mt. Pleasant Elementary	Canon	IR6075	HTK12681
Nashua High North	Canon	LBP5460	MEMA000902
Nashua High North	Canon	IRC5045	GPQ56127
Nashua High North	Canon	LBP5460	MEMA000813
Nashua High North	Canon	LBP5460	MEMA000818
Nashua High North	Canon	LBP5460	MEMA000816
Nashua High North	Canon	LBP5460	MEMA001242

Building	Make	Model	Serial #
Nashua High North	Canon	IR6065	HTP12366
Nashua High North	Canon	LBP5460	MEMA000905
Nashua High South	Canon	LBP5460	MEMA001165
Nashua High South	Canon	LBP3560	MGKA100494
Nashua High South	Canon	IRC5045	GPQ56185
Nashua High South	Canon	LBP5460	MEMA000906
Nashua High South	Canon	LBP5460	MEMA001193
Nashua High South	Canon	LBP5460	MEMA001241
Nashua High South	Canon	LBP5460	MEMA001124
Nashua High South	Canon	LBP5460	MEMA001149
Nashua High South	Oce	VL3200x	1010500
New Searles Elementary	Canon	IR6065	HTP10258
New Searles Elementary	Canon	IR6075	HTK12465
New Searles Elementary	Canon	LBP5460	MEMA001245
New Searles Elementary	Canon	LBP3560	MGKA100448
Pennichuck Middle	Canon	IR8095	HNA10512
Pennichuck Middle	Canon	IR8095	HNA10457
Pennichuck Middle	Canon	IRC5045	GPQ56393
Pennichuck Middle	Canon	LBP3560	MGKA100467
Pennichuck Middle	Canon	LBP3560	MGKA100471
SAU #42	Canon	LBP5460	MEMA000904
SAU #42	Canon	LBP5460	MEMA001192
SAU #42	Canon	IRC5045	GPQ55852
SAU #42	Canon	IR8095	HNA10495
Sunset Heights Elementary	Canon	LBP3560	MGKA100236
Sunset Heights Elementary	Canon	IRC5045	GPQ55793
Sunset Heights Elementary	Canon	IR8095	HNA10309

Owned Equipment

Building	Make	Model	Serial #
Bicentennial Elementary	Canon	IR2545	FUU30153
Broad Street Elementary	Oce	im3512	8090238
Elm Street Middle	Canon	IR2535i	FUG30694
Elm Street Middle	Canon	IR2535i	FUG30222
Fairgrounds Elementary	Canon	IR8095	HNA10293
Fairgrounds Elementary	Konica Minolta	BH600	57BE16907
Fairgrounds Middle	Canon	IR8095	HNA10485
Fairgrounds Middle	Canon	IR2525	FRU44111
Fairgrounds Middle	Canon	IR8095	HNA10482
Ledge Street Elementary	Canon	IR2535i	FUG30718
Nashua High North	Canon	IR8095	HNA10314
Nashua High North	Canon	IR8095	HNA10382
Nashua High North	Canon	IR8095	HNA10530
Nashua High North	Canon	IR8095	HNA10330
Nashua High North	Canon	IR2535i	FUG30703
Nashua High North	Canon	IR2535i	FUG30713
Nashua High North	Canon	IR2525	FRU43983
Nashua High North	Canon	IR8095	HNA10324
Nashua High North	Konica Minolta	BHC5501	A0U1011001156
Nashua High North	Oce	im4512	8090436
Nashua High South	Canon	IR2535i	FRU43995
Nashua High South	Canon	IR8095	HNA10358
Nashua High South	Canon	IR8095	HNA10458
Nashua High South	Canon	IR2535i	FUM32001
Nashua High South	Canon	IR8095	HNA10471
Nashua High South	Canon	IR8095	HNA10301
Nashua High South	Konica Minolta	BH600	57BE12336
New Searles Elementary	Canon	LBP3580	MXGA002492

Building	Make	Model	Serial #
New Searles Elementary	Oce	im6020	6020913
Pennichuck Middle	Canon	IR2535i	FUM32217
Plant Operations	Canon	IR2535i	FUM80652
Title One	Oce	VL3622	AOR7211000536

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

Improved SPC Services

2012-2013 Simplified Billing Implemented

In January 2013, SPC developed the Simplified Billing Program, designed to streamline the invoicing process and further help to eliminate billing errors. Some of its features include:

TWO Pre-Billing invoices annually from ONE billing source. Benefits...

- One half of your projected annual volume is billed twice per year: July and January.
- No need to review pages and pages of confusing invoices from multiple vendors, whose systems produce a variety of invoicing formats.

Eliminate confusing variety of invoices from multiple vendors that come annually and/or quarterly. Benefit...

- Different vendors utilize different invoicing programs, producing a wide variety of lengthy and often confusing invoices; you receive each invoice directly from SPC, in one, easy to read format.
- Accompanying spreadsheets break out the totals owed for pre-billing or reconciliation by building or cost center to allow you to allocate costs to specific locations.

Standardized billing to eliminate chasing meter reads during the year. Benefits...

- Staff no longer need to collect color or low-end printer meter reads on a quarterly basis.
- Billing is based on previous year's actual usage.
- Most meter reads can now be captured electronically, with only a small handful of printers needing a manual meter reading, thus saving valuable staff time at the end of the fiscal year.

SPC's managed spreadsheet includes all copy and printing devices within your organization for all locations and all vendors. Benefits...

- Spreadsheets associated with each invoice show the itemized equipment in each location, the projected volume, and the semi-annual pre-billing or reconciliation.
- Again, one simplified invoice for all equipment and one billing source rather than multiple varied invoices from several billing sources.

SPC's Newest Service

SPC STAR Doc

Throughout the 2012-13 year, SPC designed, developed, and implemented a new online program that allows our clients to effectively manage all of their reprographic assets.



STAR Doc: System for Tracking and Reporting Documents. Benefits...

- Detailed floor maps identifying each copier and printer within your fleet, including make, model, serial number, meter read, building, and department.
- Online, real-time information *daily*.
- Allows you to project your usage in comparison with your budget to determine if you are on target or if you need to make some adjustments.
- Allows you to identify problem areas and address them immediately, before your annual billing invoice.
- All your SPC-related documents stored in one location: Five-Year Equipment Replacement Schedule, Compare Report, Total Bid Analysis, Annual Report.

At SPC we are always striving to improve our services and optimize our clients' resources. We are proud to be able to offer our clients all the benefits of the new **STAR Doc** system.

*SPC STARDoc Current User Names**

Name	User Name
Dan Donovan	ddonovan

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

SPC's Service & Supply Contract – Purpose & Sample

In an effort to serve our clients better, at our own expense, SPC hired Bond Counsel to set up your Service & Supply Contract to ensure accuracy and protection to our Clients. Integrated into and tailored to mirror the Lease-Purchase Agreement, this contract protects equipment held as collateral under the Lease-Purchase Agreement or for equipment already owned and purchased outright.

Please note that this contract provides you with the option to upgrade your service contract with a 30-day termination notice. This provides you tremendous flexibility.

: **SERVICE AND SUPPLY CONTRACT**

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the “Equipment”) to a Master Lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the “Lessor”) and NHSAU 42, as lessee (the “Lessee”), commencing on September 01, 2011, (the “Lease-Purchase”) hereby contracts with Lessee for the term of the Lease-Purchase (terminating on June 30, 2017) to provide comprehensive services, supplies, and maintenance to such Equipment, excluding only the cost of paper, transparencies, and staples, at a cost per copy per item of Equipment as shown on Schedule A attached hereto. In addition, for high-speed duplicators, Vendor may charge the cost shown on Schedule A attached hereto for masters used when the number of copies made by use of such masters is, on an annual average, fewer than 100. Vendor shall provide a four-hour response time to all service calls.

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

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

Client Acknowledgement of Vendor Commitment

Vendor:	Canon Maine	Lessee:	NHSAU 42
Street Address:	1055 Riverside Street	Street Address:	P.O. Box 687
City/State/Zip:	Portland, ME 04103	City/State/Zip:	Nashua, NH 03061
By (signature):	_____	By (signature):	_____
Name:	Paul Davis	Name:	Daniel Donovan
Title:	General Manager	Title:	Business Administrator

SPC's Dual-Layered Warranty – Purpose & Explanation

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

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

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

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

WARRANTY **(LEASED EQUIPMENT)**

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the “Equipment”) to a Master lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the “Lessor”) and NHSAU 42, as lessee (the “Lessee”), commencing on September 01, 2011, (the “Lease-Purchase”) hereby warrants to Lessee that, if any such Equipment malfunctions through no fault of Lessee during the term of the Lease-Purchase (terminating on June 30, 2017) and such Equipment cannot be repaired promptly, Vendor promptly will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Lessee.

The only exclusions to this Warranty are as follows:

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

Vendor:	Canon Maine _____
Street Address:	1055 Riverside Street _____
City/State/Zip:	Portland, ME 04103 _____
By (signature):	_____ _____
Name:	Paul Davis _____
Title:	General Manager _____