



***Specialized Purchasing Consultants***

PO Box 190

Gorham, NH 03581

(800) 750-1538

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

# **2016-2017 Annual Report**

## **Year - End Photocopier Analysis**

**With projected costs for 2017-18**

Dan Donovan  
NHSAU 42 - Nashua School District  
P.O. Box 687  
Nashua, NH 03061



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

Ugr vgo dgt 2017

Skip Tilton  
President

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

Dan Donovan  
NHSAU 42 - Nashua School District  
P.O. Box 687  
Nashua, NH 03061

Dear Dan:

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

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is **now 6 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

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

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

Sincerely,

Skip Tilton  
President

# ***Table of Contents***

---

The SPC Team...	3
Equipment Health Status	4
Aging Equipment Summary	5
Warranty Progress Report	7
Warranty Replaced Machines	11
Annual Black Volume by Building	12
Annual Black Volume Overall	13
Average Student to Copy Usage – Black Only	14
Cost Comparison - Black Only	16
Annual Color Volume by Building	17
Annual Color Volume Overall	18
Average Student to Copy Usage – Color Only	19
Cost Comparison – Color	21
Color to Total Volume Percentage	22
Usage Profile for Service & Supplies	23
SPC Service & Supply Cost Savings	75
Projected Equipment Costs by Building - Black	76
Projected Equipment Costs by Building - Color	78
Service & Supply Usage Profile by Vendor - Black	80
Service & Supply Usage Profile by Vendor - Color	81
Reprographic Equipment Assessment	82
Leased Equipment	83
Owned Equipment	87
Service and Supply Contract - Client	89
Warranty	90
StarDoc User Names	91
StarDoc History	93
Top Benefits to our CLIENTS	96
Overall Benefits to our VENDORS	97

## ***The SPC Team...***

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



***Skip Tilton, President***

***Billie Jo Tilton, Vice President***

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices

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



***Jessica Paradis***

***Accounting Coordinator***

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

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

***Alex Webster***

***Operations Manager***

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



***Pam Weed***

***Client-Vendor Relations***

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

***Joel Heffernan***

***Implementation Specialist***

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



***Robert Dutil***

***Director of Information Technology***

I work behind the scenes to keep everything running smoothly. I appreciate SPC's honesty, work ethic and loyalty, and it is my goal to make sure SPC has the tools it needs to continue improving their technology to better serve their clients and to be as productive as possible. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

# Equipment Health Status

Total Number of Machines:	127
Total Black Photocopiers	52
Total Color Photocopiers	28
Total Black Network Printers	25
Total Color Network Printers	22
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	25
# of Units Overused:	2
# of Units Underused:	2
Commencement Date:	4/1/2016
# of Annual Payments Left on Lease	4
All Warranties and Service Contracts Expire:	6/30/2022
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract Signed	Yes

NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Dear Dan,

There are 25 machines that are getting up there in age. These are the recon machines throughout the district. I would not try to address them this year as they are under the same warranty as the rest of the equipment in the district. I would definitely continue to pay down your principal on your capital lease.

It is important to not ignore machines that are being overused or underused. In your case, we have 2 machines being overused and 2 machines being underused. One of our jobs is help flag these kinds of devices so that you can maximize your capital investment as well as minimize the cost of operation on your service contracts.

Sincerely,  
Skip

## Aging Equipment Summary

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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Charlotte Ave. Elementary	SPED Office	Konica Minolta BH363	A1UE012001238	KMBS	06/2010
Elm Street Middle	Guidance	Konica Minolta BHC452	AOP2011016992	KMBS	09/2009
Elm Street Middle	Office	Konica Minolta BHC452	AOP2011016898	KMBS	09/2009
Fairgrounds Middle	8'th Grade Wing	Konica Minolta BH751	AOPN011006433	KMBS	12/2008
Fairgrounds Middle	Guidance	Konica Minolta BH950	A4EW011000467	KMBS	03/2009
Fairgrounds Middle	Library	Konica Minolta BH363	A1UE011002368	KMBS	06/2010
Fairgrounds Middle	Office	Konica Minolta BHC452	AOP2011016812	KMBS	09/2009
Main Dunstable Elementary School	Main Office	Konica Minolta BHC452	AOP2011016911	KMBS	09/2009
Mt. Pleasant Elementary School	Copy Room	Konica Minolta BH950	A0Y5011004592	KMBS	03/2009
Mt. Pleasant Elementary School	Office	Konica Minolta BHC452	AOP2011016913	KMBS	09/2009
Mt. Pleasant Elementary School	Room 121A	Konica Minolta BH751	AOPN011003844	KMBS	12/2008
Nashua High North	Carrier Center	Konica Minolta BH751	AOPN011005157	KMBS	12/2008
Nashua High North	Room A112	Konica Minolta BH423	A1UD011001939	KMBS	06/2010
Nashua High North	Room A121 Graphics	Konica Minolta BHC5501	A0U1011001156	KMBS	10/2008
Nashua High North	Room B205	Konica Minolta BH950	A4EW011004445	KMBS	03/2009
Nashua High North	Room C105 Media Center	Konica Minolta BH363	A1UE011013114	KMBS	06/2010
Nashua High North	Room D305	Konica Minolta BH950	A0Y5011005273	KMBS	03/2009
Nashua High North	Room E102 Athletics	Konica Minolta BH423	A1UD011103395	KMBS	06/2010
Nashua High South	Room C1001 Athletics Office	Konica Minolta BH363	A1UD011103417	KMBS	06/2010
Nashua High South	Room E1003 Library	Konica Minolta BH363	A1UE011010432	KMBS	06/2010
New Searles Elementary School	Room 261 Copy Room	Konica Minolta BH751	AOPN011000592	KMBS	12/2008

<b>Building</b>	<b>Department</b>	<b>Make / Model</b>	<b>Serial Number</b>	<b>Vendor Name</b>	<b>Intro Date</b>
Pennichuck Middle	Guidance	Konica Minolta BH363	A1UD011111470	KMBS	06/2010
Pennichuck Middle	Office	Konica Minolta BHC452	A0P2011016984	KMBS	09/2009
Title One	Office	Konica Minolta BHC452	A0P2011016908	KMBS	09/2009

# Warranty Progress Report

## For Year 2016-2017

### Equipment Details

#### Amherst Street Elementary School

#### Teachers' Room

			<i>Black Meter &amp; Volume</i>	<i>Color Meter &amp; Volume</i>
Konica Minolta BH951	<i>Begin Date:</i>	7/1/2016	<i>Begin Meter</i>	2,391,735
A4EW011001538	<i>End Date:</i>	6/30/2017	<i>End Meter</i>	2,640,723
KMBS - 9343-8718			<i>Black Volume:</i>	248,988

*Model Intro Date:* 6/1/2012

#### *Date*

#### *Comments*

9/26/2016 Maria Gutierrez wrote to Judy to complain about the copier's performance. Maria wrote, "I have to go up there every time the machine jams and sometimes more than once in an hour, also if machine is down teachers have to come to our office to make their copies, sometimes there is a line of 3 or 4 teachers trying to copy they all talk while they wait and then it gets really loud in the office while we are trying to get work done, answering calls etc... if we need to use the machine we can't because there is always teachers/paras using it!!! As you can see WE NEED a good machine! Nobody can get work done if we only have one machine operating in the whole school!!!! I am just afraid that our little machine in the office will break down because they are giving it a lot more use that we are supposed to. Last week it jam a couple of times for a teacher and it made a very loud noise!"



*Equipment Details*

**Charlotte Ave. Elementary**

**Teachers' Work Room**

		<i>Black Meter &amp; Volume</i>		<i>Color Meter &amp; Volume</i>
Konica Minolta BH951	<i>Begin Date:</i> 7/1/2016	<i>Begin Meter</i>	2,540,464	
A4EW011002265	<i>End Date:</i> 6/30/2017	<i>End Meter</i>	2,992,585	
KMBS - 9343-8955		<i>Black Volume:</i>	452,121	

*Model Intro Date:* 6/1/2012

<i>Date</i>	<i>Comments</i>
9/29/2016	Tina Avelar called and wrote to Judy Diaz that she was experiencing problems with her copier in the Teachers' Room. Judy contacted KMBS as the main complaint was frequent jamming, but the door fell off the copier directly onto the client's foot. After sending the service history, Fred Veader informed me that he and John Cox would be visiting the account on 9/30 and would check out the machine. Fred also mentioned in an e-mail related to another copier complaint that they have a "full court press on Nashua" and that multiple techs will be walking through to perform cleaning and checks on the machines when time permits.

*Equipment Details*

**Nashua High North**

**Room C226 Science**

		<i>Black Meter &amp; Volume</i>	<i>Color Meter &amp; Volume</i>
Konica Minolta BH951	<i>Begin Date:</i> 7/1/2016	<i>Begin Meter</i> 1,764,677	
A4EW011000515	<i>End Date:</i> 6/30/2017	<i>End Meter</i> 2,327,466	
KMBS - 9332-0306		<i>Black Volume:</i> 562,789	

*Model Intro Date:* 6/1/2012

<i>Date</i>	<i>Comments</i>
9/20/2016	While Maureen did not specifically mention this machine, vendor looked into all BH950 and BH951 machines to address issues. Jim Mulkerrin followed up with me stating that the hinge on the door of this copier was broken and staples were not loaded correctly. He loaded the staples and repaired the hinge. He was not able to get the machine to jam or malfunction.

**Room D208**

		<i>Black Meter &amp; Volume</i>	<i>Color Meter &amp; Volume</i>
Konica Minolta BH951	<i>Begin Date:</i> 7/1/2016	<i>Begin Meter</i> 2,099,102	
A4EW011001579	<i>End Date:</i> 6/30/2017	<i>End Meter</i> 2,666,952	
KMBS - 9343-8734		<i>Black Volume:</i> 567,850	

*Model Intro Date:* 6/1/2012

<i>Date</i>	<i>Comments</i>
9/7/2016	Marianne Busted wrote to Dan Donovan that they had two copiers go down again; they are concerned that the machines they have are "duds" and that even the technician wonders why they have these machines given their age and problems. Marianne expressed frustration as it has gone on too long and she and the teachers are losing patience. Service history shows four complaints, with only 3 since school started again (8/17, 8/19 and 8/26) all for jamming. Service calls prior were on 5/10 and 6/8, also for jamming.
9/14/2016	Followed up with KMBS; John Cox wrote back that they went through the equipment at SAU 42 and said much of the issues were related to the need for additional training, which was addressed. He stated that a number of BH950 and BH951 copiers were in less than desirable condition; they were sending out a service person to evaluate each of these machines within the district to determine if additional TLC will bring the machines into consistent working order. If not, KM will replace the machines. In addition, the high school mentioned they would prefer a BH751 as being more reliable, easier to operate and faster to recover from misfeeds.
9/20/2016	Jim Mulkerrin wrote that the machines have been running much better since the last service visit; they will continue to monitor the machines.

*Equipment Details*

**Nashua High North**

**Room D305**

		<i>Black Meter &amp; Volume</i>	<i>Color Meter &amp; Volume</i>
Konica Minolta BH950	<i>Begin Date:</i> 7/1/2016	<i>Begin Meter</i> 884,355	
A0Y5011005273	<i>End Date:</i> 6/30/2017	<i>End Meter</i> 1,364,316	
KMBS - 9330-8935		<i>Black Volume:</i> 479,961	

*Model Intro Date:* 3/1/2009

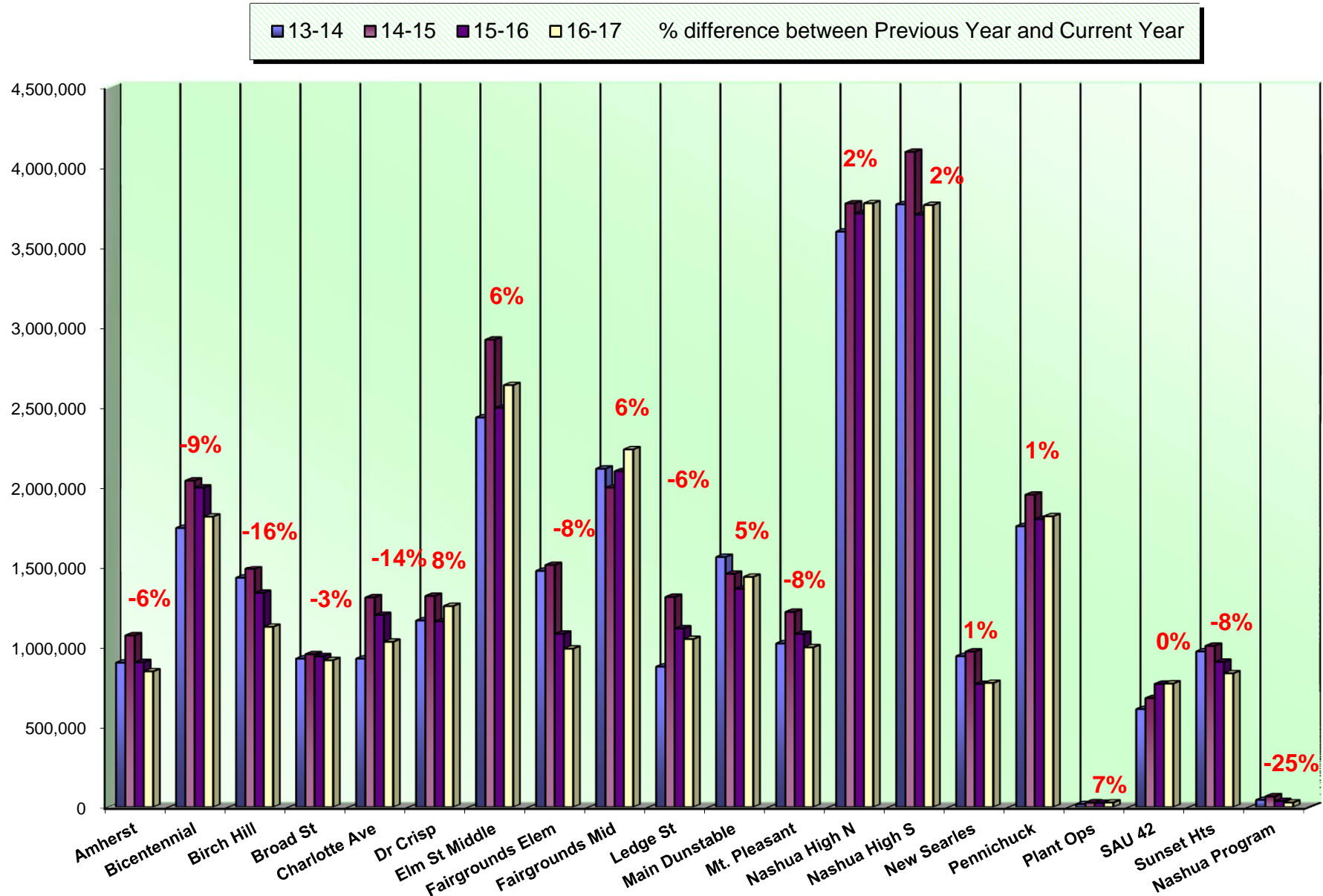
<i>Date</i>	<i>Comments</i>
9/7/2016	Marianne Busteed wrote to Dan Donovan that they had two copiers go down again; they are concerned that the machines they have are "duds" and that even the technician wonders why they have these machines given their age and problems. Marianne expressed frustration as it has gone on too long and she and the teachers are losing patience. Service history shows four complaints, with only 3 since school started again (8/17, 8/19 and 8/26) all for jamming. Service calls prior were on 5/10 and 6/8, also for jamming.
9/14/2016	Followed up with KMBS; John Cox wrote back that they went through the equipment at SAU 42 and said much of the issues were related to the need for additional training, which was addressed. He stated that a number of BH950 and BH951 copiers were in less than desirable condition; they were sending out a service person to evaluate each of these machines within the district to determine if additional TLC will bring the machines into consistent working order. If not, KM will replace the machines. In addition, the high school mentioned they would prefer a BH751 as being more reliable, easier to operate and faster to recover from misfeeds.

## Warranty Replaced Machines

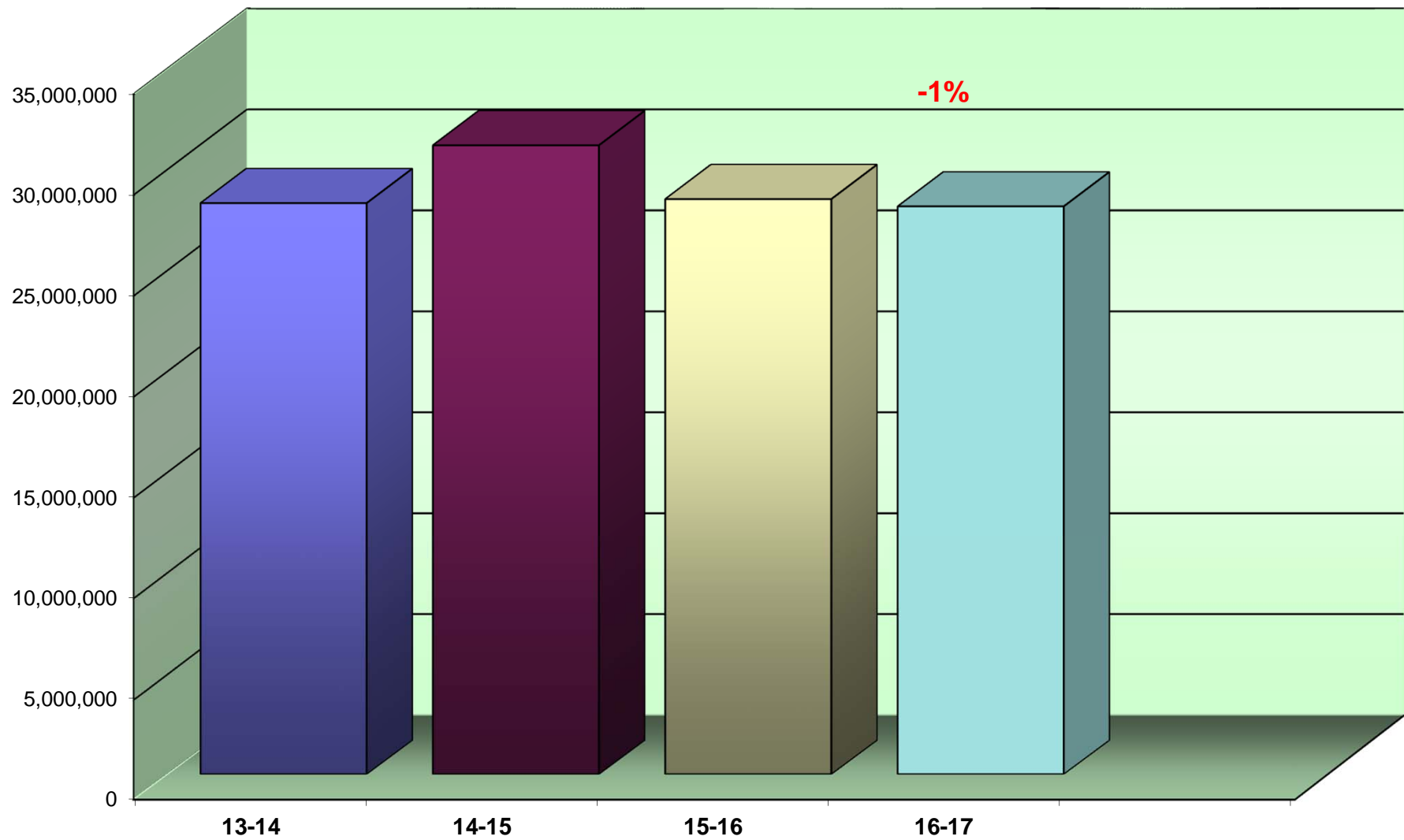
The following copiers or printers have been replaced by the vendor under the service warranty agreement.

<b>Building</b>	<b>Department / Room</b>	<b>Make Model</b>	<b>Serial #</b>	<b>Vendor Id #</b>	<b>Date of Trade</b>
Nashua High North	Room B305	Konica Minolta BH950	A0Y5011004698	9460-6853	4/2/2017

## Annual Black Volume by Building



## Annual Black Volume Overall



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

## Average Student to Copy Usage – Black Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Amherst Street Elementary School	310	850,646	\$10,072.93	2,744	\$32.49
Bicentennial Elementary	610	1,817,349	\$21,639.99	2,979	\$35.48
Birch Hill Elementary	409	1,127,079	\$13,492.73	2,756	\$32.99
Broad Street Elementary	350	920,134	\$10,904.34	2,629	\$31.16
Charlotte Ave. Elementary	467	1,034,110	\$12,182.11	2,214	\$26.09
Dr. Crisp Elementary School	415	1,256,210	\$14,822.90	3,027	\$35.72
Elm Street Middle	1,005	2,638,156	\$31,257.49	2,625	\$31.10
Fairgrounds Elementary	558	991,924	\$11,679.29	1,778	\$20.93
Fairgrounds Middle	707	2,237,000	\$26,159.10	3,164	\$37.00
Ledge Street Elementary School	463	1,051,219	\$12,420.08	2,270	\$26.83
Main Dunstable Elementary School	488	1,437,299	\$17,024.80	2,945	\$34.89
Mt. Pleasant Elementary School	363	999,781	\$11,865.82	2,754	\$32.69
Nashua High North	1,729	3,773,319	\$44,356.01	2,182	\$25.65
Nashua High South	1,789	3,762,828	\$44,162.98	2,103	\$24.69
New Searles Elementary School	402	778,939	\$9,227.94	1,938	\$22.96
Pennichuck Middle	637	1,819,297	\$21,513.08	2,856	\$33.77

<i><b>Building Name</b></i>	<i><b>Student Population</b></i>	<i><b>Annual Volume</b></i>	<i><b>Total School Cost*</b></i>	<i><b>Annual Copies Per Student</b></i>	<i><b>Annual Cost Per Student</b></i>
Plant Operations	0	28,209	\$329.87	0	\$0.00
SAU 42 District Office	0	775,518	\$9,422.01	0	\$0.00
Sunset Heights Elementary	384	838,755	\$9,850.62	2,184	\$25.65
The Nashua Program @ Brentwoo	0	28,321	\$331.18	0	\$0.00
Title One	45	0	\$0.00	0	\$0.00
<b><i>Totals</i></b>	<b>11,131</b>	<b>28,166,093</b>	<b>\$332,715.28</b>	<b>2,530</b>	<b>\$29.89</b>

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

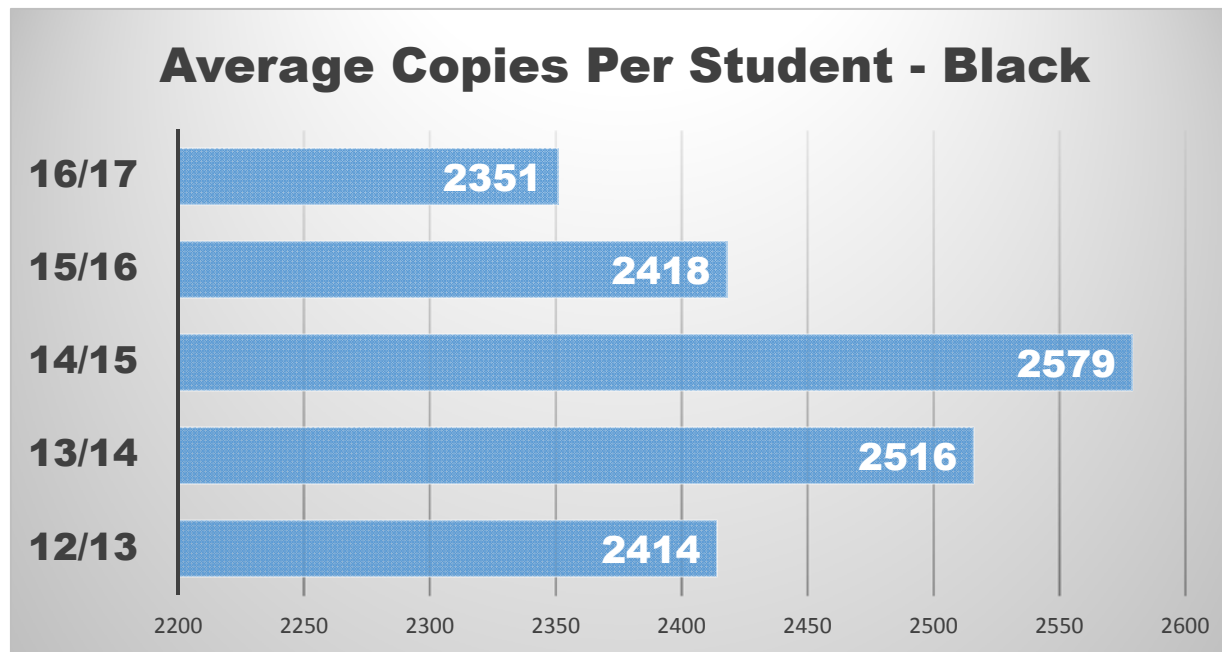


## Cost Comparison - Black Only

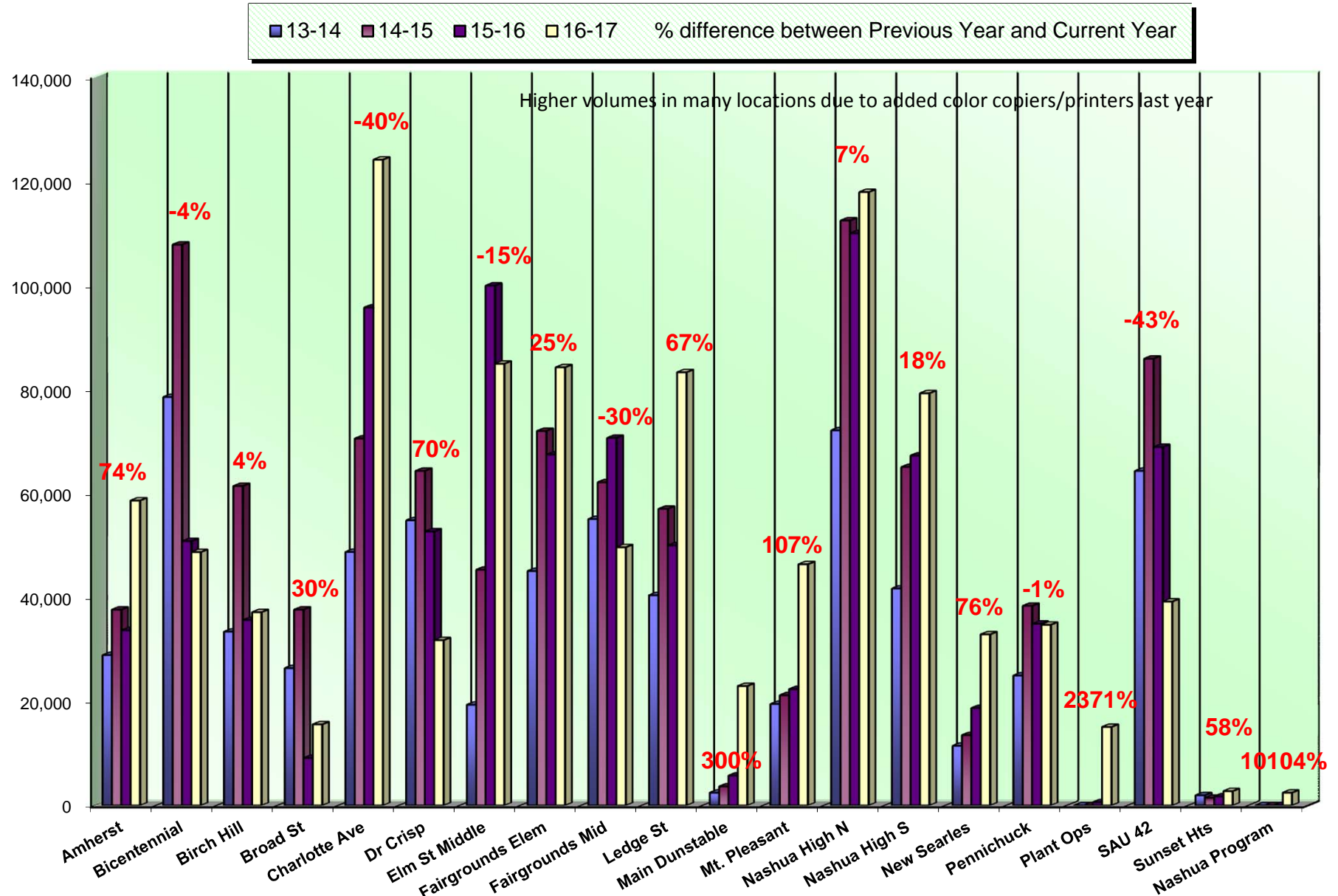
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

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

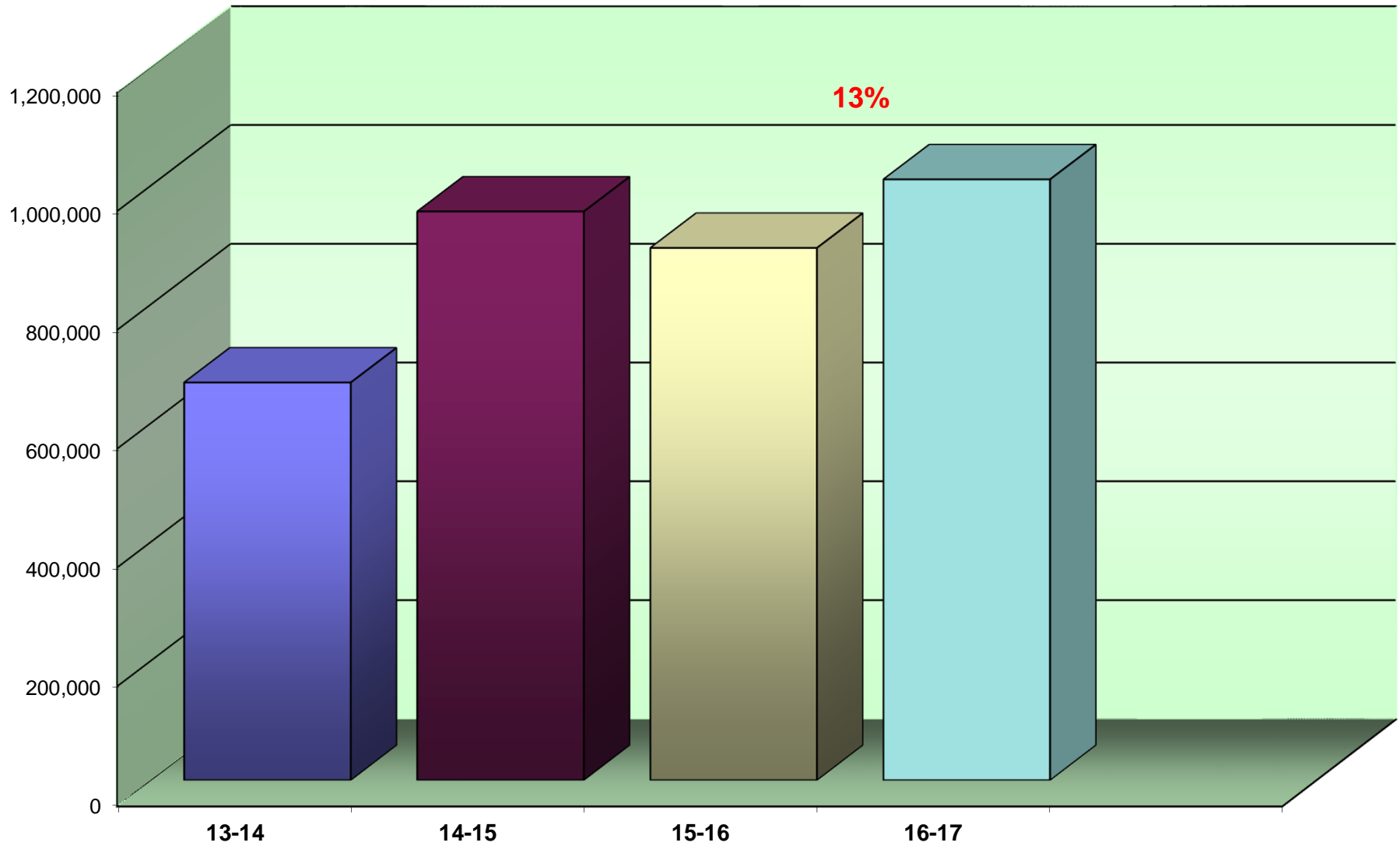
*\*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*



## Annual Color Volume by Building



## Annual Color Volume Overall



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

## 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 School	310	58,545	\$3,135.16	189	\$10.11
Bicentennial Elementary	610	48,636	\$2,487.73	80	\$4.08
Birch Hill Elementary	409	37,101	\$1,897.72	91	\$4.64
Broad Street Elementary	350	15,564	\$836.11	44	\$2.39
Charlotte Ave. Elementary	467	123,984	\$6,341.78	265	\$13.58
Dr. Crisp Elementary School	415	31,727	\$1,622.84	76	\$3.91
Elm Street Middle	1,005	84,807	\$4,727.65	84	\$4.70
Fairgrounds Elementary	558	84,114	\$4,336.02	151	\$7.77
Fairgrounds Middle	707	49,578	\$2,535.91	70	\$3.59
Ledge Street Elementary School	463	83,168	\$4,423.52	180	\$9.55
Main Dunstable Elementary School	488	22,931	\$1,172.92	47	\$2.40
Mt. Pleasant Elementary School	363	46,303	\$2,448.89	128	\$6.75
Nashua High North	1,729	117,759	\$6,501.74	68	\$3.76
Nashua High South	1,789	79,133	\$4,331.67	44	\$2.42
New Searles Elementary School	402	32,837	\$1,835.81	82	\$4.57
Pennichuck Middle	637	34,692	\$1,774.50	54	\$2.79

<i><b>Building Name</b></i>	<i><b>Student Population</b></i>	<i><b>Annual Volume</b></i>	<i><b>Total School Cost*</b></i>	<i><b>Annual Copies Per Student</b></i>	<i><b>Annual Cost Per Student</b></i>
Plant Operations	0	15,073	\$770.98	0	\$0.00
SAU 42 District Office	0	39,143	\$2,048.24	0	\$0.00
Sunset Heights Elementary	384	2,748	\$140.56	7	\$0.37
The Nashua Program @ Brentwoo	0	2,449	\$125.27	0	\$0.00
Title One	45	0	\$0.00	0	\$0.00
<b><i>Totals</i></b>	<b>11,131</b>	<b>1,010,292</b>	<b>\$53,495.01</b>	<b>91</b>	<b>\$4.81</b>

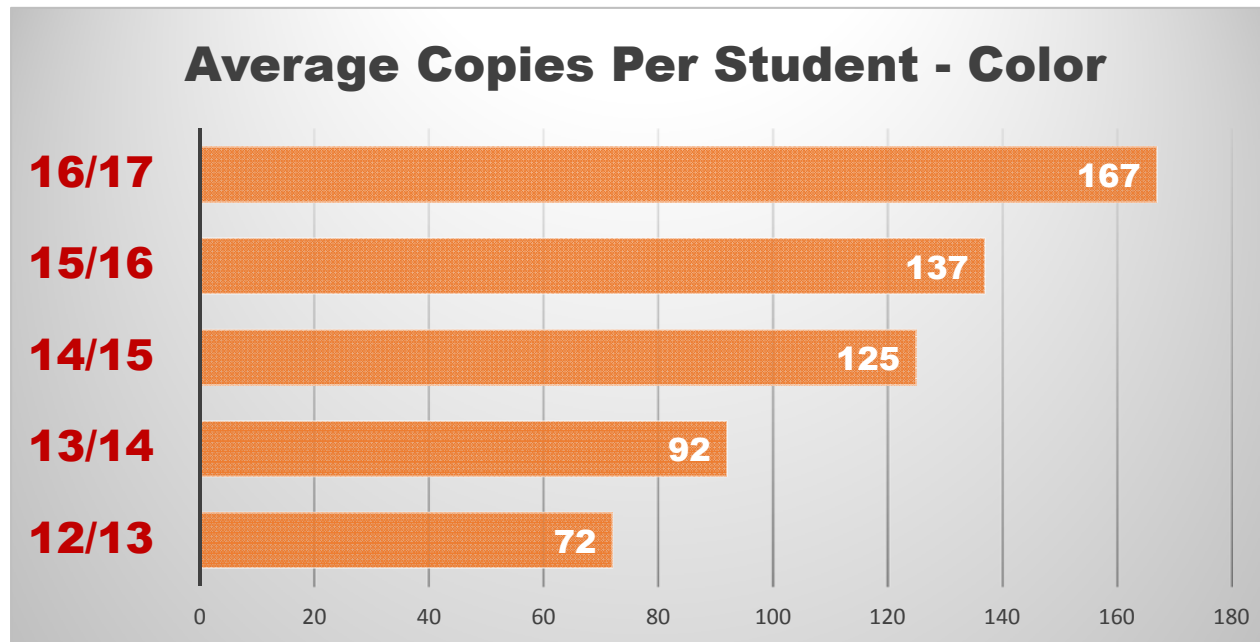
*\*Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

### Cost Comparison – Color Only

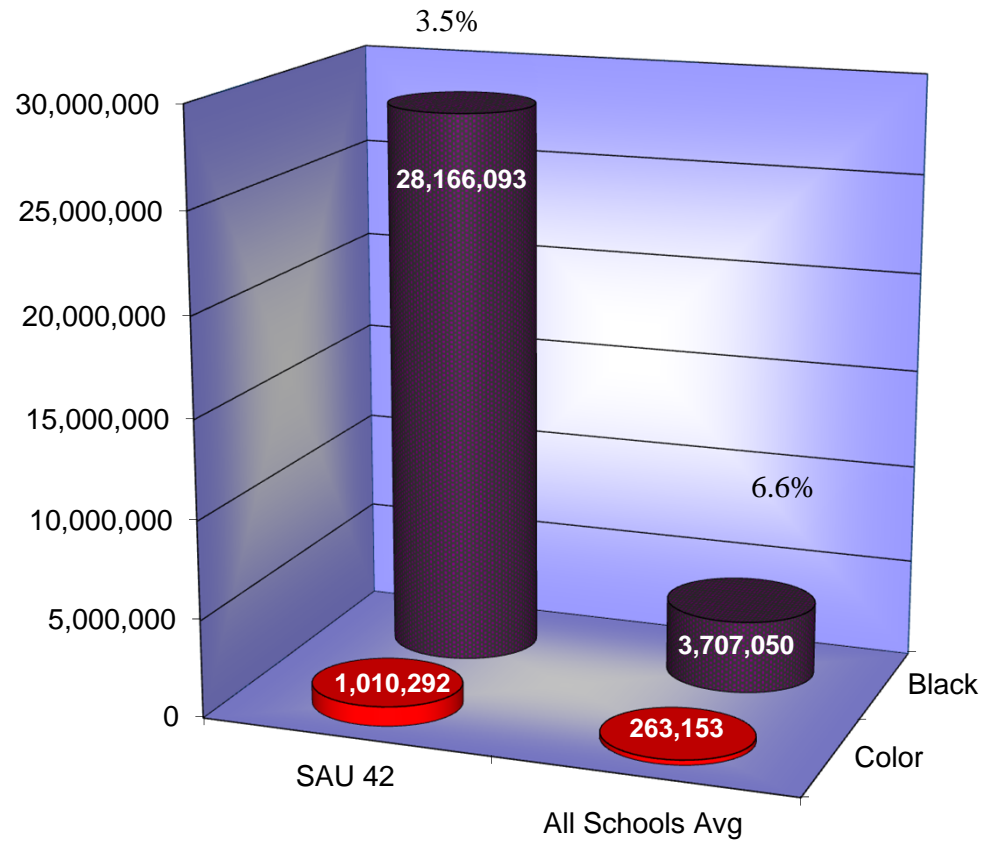
This is an SPC Comparison contrasting your district with 54 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

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

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



## Color to Total Volume Percentage



## *Usage Profile for Service & Supplies*

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

Make-Model / Speed				Date of Last Upgrade: 4/1/2016	
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
AMHERST STREET ELEMENTARY					
Main Office					
Konica Minolta BH4700P / 50 PPM	3,469	28,021	24,552	\$0.006130	None at this time.
A63N011012625 / 9464-8116				\$150.50	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Office					
Konica Minolta BHC654E / 65 PPM	101,833	661,619	559,786	\$0.003200	Overused! Shift volume to Teacher's Room 951.
A2X1017012022 / 9460-6926				\$1,791.32	
3,000,000 / 07/2013	1,353	38,102	36,749	\$0.04995	
Color Photocopier				\$1,835.61	
KMBS					



					Date of Last Upgrade: 4/1/2016
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2016	6/30/2017	2016-17	Cost/Copy	
Vendor	Meter	Meter	Annual Volume	Annual Cost	Recommendations
AMHERST STREET ELEMENTARY					
Room 204 Computer Lab					
Konica Minolta BHC3100P / 32 PPM	3,208	20,528	17,320	\$0.006130	None at this time.
A6DR012102441 / 9464-8117				\$106.17	
750,000 / 06/2014	6,336	28,132	21,796	\$0.05625	
Color Network Printer				\$1,226.03	
KMBS					
Teachers' Room					
Konica Minolta BH951 / 95 PPM	2,391,735	2,640,723	248,988	\$0.003200	Underused! Shift volume from Office.
A4EW011001538 / 9343-8718				\$796.76	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			850,646	\$2,844.75	
Subtotals Color			58,545	\$3,061.64	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>BICENTENNIAL ELEMENTARY</b>					
<b>Main Office</b>					
Konica Minolta BH4700P / 50 PPM	6,052	60,149	54,097	\$0.006130	None at this time.
A63N011012630 / 9464-8092				\$331.61	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Office Work Room</b>					
Konica Minolta BHC654E / 65 PPM	51,801	351,629	299,828	\$0.003200	None at this time.
A2X1017013204 / 9460-7646				\$959.45	
3,000,000 / 07/2013	808	49,444	48,636	\$0.04995	
Color Photocopier				\$2,429.37	
<b>KMBS</b>					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>BICENTENNIAL ELEMENTARY</b>					
<b>Room 148 Staff Work Room</b>					
Konica Minolta BH754E / 75 PPM	879,168	1,317,456	438,288	\$0.003200	None at this time.
A0PN011003518 / 9331-3109				\$1,402.52	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
Konica Minolta BH951 / 95 PPM	245,431	1,195,257	949,826	\$0.003200	None at this time.
A4EW011040832 / 9460-7632				\$3,039.44	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
<b>Room 173 Computer Lab</b>					
Konica Minolta BH4700P / 50 PPM	7,706	33,178	25,472	\$0.006130	None at this time.
A63N011012626 / 9464-8093				\$156.14	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2016</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>BICENTENNIAL ELEMENTARY</b>						
<b><i>Special Ed</i></b>						
Konica Minolta BH4700P / 50 PPM	9,040	58,878	49,838	\$0.006130	None at this time.	
A63N011012631 / 9464-8094				\$305.51		
2,000,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>KMBS</b>						
<b><i>Subtotals Black</i></b>			<b>1,817,349</b>	<b>\$6,194.68</b>		
<b><i>Subtotals Color</i></b>			<b>48,636</b>	<b>\$2,429.37</b>		

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>BIRCH HILL ELEMENTARY</b>					
<b>Main Office</b>					
Konica Minolta BH4700P / 50 PPM	5,674	51,318	45,644	\$0.006130	None at this time.
A63N011012628 / 9464-8106				\$279.80	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Office</b>					
Konica Minolta BHC554 / 55 PPM	19,592	216,758	197,166	\$0.003200	None at this time.
A5AY011017414 / 9460-7644				\$630.93	
3,000,000 / 08/2012	4,713	41,814	37,101	\$0.04995	
Color Photocopier				\$1,853.19	
<b>KMBS</b>					
<b>Room 310 Hallway</b>					
Konica Minolta BH4700P / 50 PPM	11,479	70,121	58,642	\$0.006130	None at this time.
A63N011012585 / 9464-8107				\$359.48	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
BIRCH HILL ELEMENTARY					
Teachers' Room Ground Floor					
Konica Minolta BH754E / 75 PPM	616,211	812,532	196,321	\$0.003200	None at this time.
A0PN011009756 / 9339-2425				\$628.23	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM	120,902	750,208	629,306	\$0.003200	None at this time.
A4EW011040819 / 9460-6908				\$2,013.78	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			1,127,079	\$3,912.21	
Subtotals Color			37,101	\$1,853.19	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>BROAD STREET ELEMENTARY</b>					
<b>Library</b>					
Konica Minolta BH4700P / 50 PPM	4,011	27,310	23,299	\$0.006130	None at this time.
A63N011012212 / 9464-8128				\$142.82	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Main Office</b>					
Konica Minolta BHC3100P / 32 PPM	5,791	30,641	24,850	\$0.006130	None at this time.
A6DR012102474 / 9464-8127				\$152.33	
750,000 / 06/2014	728	6,931	6,203	\$0.05625	
Color Network Printer				\$348.92	
<b>KMBS</b>					
Konica Minolta BHC554 / 55 PPM	32,033	204,001	171,968	\$0.003200	None at this time.
A5AY011017642 / 9460-6925				\$550.30	
3,000,000 / 08/2012	143	9,504	9,361	\$0.04995	
Color Photocopier				\$467.58	
<b>KMBS</b>					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2016</i>
<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>BROAD STREET ELEMENTARY</b>					
<b><i>Teachers' Room</i></b>					
Konica Minolta BH951 / 95 PPM	181,077	881,094	700,017	\$0.003200	None at this time.
A4EW011005162 / 9460-7635				\$2,240.05	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
<b><i>Subtotals Black</i></b>		<b>920,134</b>	<b>\$3,085.51</b>		
<b><i>Subtotals Color</i></b>		<b>15,564</b>	<b>\$816.50</b>		



<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>CHARLOTTE AVE. ELEMENTARY</b>					
<b>Main Office</b>					
Konica Minolta BH4700P / 50 PPM	2,187	24,262	22,075	\$0.006130	None at this time.
A63N011010681 / 9464-8118				\$135.32	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Office</b>					
Konica Minolta BHC654E / 65 PPM	72,608	545,917	473,309	\$0.003200	None at this time.
A2X1017013289 / 9460-6927				\$1,514.59	
3,000,000 / 07/2013	21,429	145,413	123,984	\$0.04995	
Color Photocopier				\$6,193.00	
<b>KMBS</b>					
<b>Room 36 Library</b>					
Konica Minolta BH4700P / 50 PPM	1,556	9,284	7,728	\$0.006130	None at this time.
A63N011012620 / 9464-8119				\$47.37	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
CHARLOTTE AVE. ELEMENTARY					
SPED Office					
Konica Minolta BH363 / 36 PPM A1UE012001238 / 9322-1915 750,000 / 06/2010 Black Photocopier	16,233  0	95,110  0	78,877  0	\$0.003200 \$252.41 \$0.00000 \$0.00	7 years from Intro.
KMBS					
Teachers' Work Room					
Konica Minolta BH951 / 95 PPM A4EW011002265 / 9343-8955 5,000,000 / 06/2012 Black Photocopier	2,540,464  0	2,992,585  0	452,121  0	\$0.003200 \$1,446.79 \$0.00000 \$0.00	None at this time.
KMBS					
Subtotals Black		1,034,110	\$3,396.47		
Subtotals Color		123,984	\$6,193.00		

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>DR. CRISP ELEMENTARY</b>					
<b>Resource Room</b>					
Konica Minolta BH4700P / 50 PPM	4,772	32,814	28,042	\$0.006130	None at this time.
A63N011012604 / 9464-8115				\$171.90	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Room 100 Main Office</b>					
Konica Minolta BH4700P / 50 PPM	2,345	18,636	16,291	\$0.006130	None at this time.
A63N011012533 / 9464-8114				\$99.86	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
Konica Minolta BHC554 / 55 PPM	25,648	169,729	144,081	\$0.003200	None at this time.
A5AY011018141 / 9460-6944				\$461.06	
3,000,000 / 08/2012	2,945	34,672	31,727	\$0.04995	
Color Photocopier				\$1,584.76	
<b>KMBS</b>					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2016</i>
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>DR. CRISP ELEMENTARY</b>					
<b><i>Teacher's Room</i></b>					
Konica Minolta BH951 / 95 PPM	246,233	1,314,029	1,067,796	\$0.003200	Overused! Shift some volume to Main Office.
A4EW011040775 / 9460-6919				\$3,416.95	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
<b><i>Subtotals Black</i></b>			<b>1,256,210</b>	<b>\$4,149.77</b>	
<b><i>Subtotals Color</i></b>			<b>31,727</b>	<b>\$1,584.76</b>	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>ELM STREET MIDDLE</b>					
<b>Copy Center</b>					
Konica Minolta BH951 / 95 PPM	142,125	846,277	704,152	\$0.003200	None at this time.
A4EW011040818 / 9460-7636				\$2,253.29	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
Konica Minolta BH951 / 95 PPM	169,869	1,011,014	841,145	\$0.003200	None at this time.
A4EW011040938 / 9460-7637				\$2,691.66	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
<b>Guidance</b>					
Konica Minolta BHC452 / 45 PPM	225,452	259,550	34,098	\$0.003200	8 years from Intro.
A0P2011016992 / 8810-8814				\$109.11	
1,000,000 / 09/2009	135,626	152,615	16,989	\$0.04995	
Color Photocopier				\$848.60	
<b>KMBS</b>					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>ELM STREET MIDDLE</b>					
<b>Library</b>					
Konica Minolta BHC3100P / 32 PPM	10,358	55,092	44,734	\$0.006130	None at this time.
A6DR012102446 / 9464-8133				\$274.22	
750,000 / 06/2014	5,012	42,465	37,453	\$0.05625	
Color Network Printer				\$2,106.73	
<b>KMBS</b>					
<b>Library Lab</b>					
Konica Minolta BH4700P / 50 PPM	5,132	42,775	37,643	\$0.006130	None at this time.
A63N011012622 / 9464-8134				\$230.75	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
<b>Mail Room</b>					
Konica Minolta BH951 / 95 PPM	121,144	983,186	862,042	\$0.003200	None at this time.
A4EW011005331 / 9460-6920				\$2,758.53	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>ELM STREET MIDDLE</b>					
<b>Office</b>					
Konica Minolta BHC452 / 45 PPM	248,403	273,872	25,469	\$0.003200	8 years from Intro.
A0P2011016898 / 9324-1292				\$81.50	
1,000,000 / 09/2009	149,129	156,517	7,388	\$0.04995	
Color Photocopier				\$369.03	
<b>KMBS</b>					
<b>Room 217</b>					
Konica Minolta BHC3100P / 32 PPM	2,967	26,262	23,295	\$0.006130	None at this time.
A6DR012102419 / 9464-8136				\$142.80	
750,000 / 06/2014	4,866	27,843	22,977	\$0.05625	
Color Network Printer				\$1,292.46	
<b>KMBS</b>					
<b>Room 219</b>					
Konica Minolta BH4700P / 50 PPM	5,880	35,988	30,108	\$0.006130	None at this time.
A63N011012624 / 9464-8135				\$184.56	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 4/1/2016</i>
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>	<i>7/1/2016</i>	<i>6/30/2017</i>	<i>2016-17</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
			<i>Volume</i>		
<b>ELM STREET MIDDLE</b>					
<b><i>SPED Office</i></b>					
Konica Minolta BH4050 / 42 PPM	527	35,997	35,470	\$0.003200	None at this time.
A6VF011015439 / 9357-6156				\$113.50	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
<b>KMBS</b>					
<b><i>Subtotals Black</i></b>			<b>2,638,156</b>	<b>\$8,839.93</b>	
<b><i>Subtotals Color</i></b>			<b>84,807</b>	<b>\$4,616.82</b>	



					Date of Last Upgrade: 4/1/2016
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
FAIRGROUNDS ELEMENTARY					
Asst. Principal's Office					
Konica Minolta BHC3100P / 32 PPM	765	10,415	9,650	\$0.006130	None at this time.
A6DR012102433 / 9464-8104				\$59.15	
750,000 / 06/2014	580	5,787	5,207	\$0.05625	
Color Network Printer				\$292.89	
KMBS					
Lab					
Konica Minolta BH4700P / 50 PPM	21,010	29,290	8,280	\$0.006130	None at this time.
A63N011012527 / 9464-8105				\$50.76	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Library Work Room					
Konica Minolta BH754E / 75 PPM	964,711	1,438,678	473,967	\$0.003200	None at this time.
A55V017001673 / 9355-9974				\$1,516.69	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
FAIRGROUNDS ELEMENTARY					
Main Office					
Konica Minolta BH4700P / 50 PPM A63N011012627 / 9464-8103 2,000,000 / 04/2013 Black Network Printer	1,873  0	10,577  0	8,704  0	\$0.006130 \$53.36 \$0.00000 \$0.00	None at this time.
KMBS					
Konica Minolta BHC554 / 55 PPM A5AY011019034 / 9460-6947 3,000,000 / 08/2012 Color Photocopier	20,178  9,466	151,941  88,373	131,763  78,907	\$0.003200 \$421.64 \$0.04995 \$3,941.40	
KMBS					
Teachers' Work Room					
Konica Minolta BH951 / 95 PPM A4EW011040823 / 9460-6907 5,000,000 / 06/2012 Black Photocopier	73,941  0	433,501  0	359,560  0	\$0.003200 \$1,150.59 \$0.00000 \$0.00	None at this time.
KMBS					
Subtotals Black					
Subtotals Color					
			991,924	\$3,252.19	
			84,114	\$4,234.30	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 4/1/2016
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
FAIRGROUNDS MIDDLE					
8'th Grade Wing					
Konica Minolta BH751 / 75 PPM	852,237	1,073,531	221,294	\$0.003200	9 years from Intro.
A0PN011006433 / 9320-3312				\$708.14	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Guidance					
Konica Minolta BH950 / 95 PPM	1,462,853	1,722,717	259,864	\$0.003200	8 years from Intro.
A4EW011000467 / 9332-0302				\$831.56	
5,000,000 / 03/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Library					
Konica Minolta BH363 / 36 PPM	127,816	130,587	2,771	\$0.003200	7 years from Intro.
A1UE011002368 / 9303-6923				\$8.87	
750,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
FAIRGROUNDS MIDDLE					
Office					
Konica Minolta BH951 / 95 PPM	132,413	1,048,274	915,861	\$0.003200	None at this time.
A4EW011040939 / 9460-7641				\$2,930.76	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BHC452 / 45 PPM	408,706	493,027	84,321	\$0.003200	8 years from Intro.
A0P2011016812 / 9324-1293				\$269.83	
1,000,000 / 09/2009	217,212	266,790	49,578	\$0.04995	
Color Photocopier				\$2,476.42	
KMBS					
Staff Work Room					
Konica Minolta BH951 / 95 PPM	1,775,157	2,503,612	728,455	\$0.003200	None at this time.
A4EW011004431 / 9343-8158				\$2,331.06	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

					Date of Last Upgrade: 4/1/2016
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2016	6/30/2017	2016-17	Cost/Copy	
Vendor	Meter	Meter	Annual Volume	Annual Cost	Recommendations
FAIRGROUNDS MIDDLE					
Unified Arts Area					
Konica Minolta BH4050 / 42 PPM	1,050	25,484	24,434	\$0.003200	None at this time.
A6VF011015389 / 9460-7653				\$78.19	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Subtotals Black			2,237,000	\$7,158.40	
Subtotals Color			49,578	\$2,476.42	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>LEDGE STREET ELEMENTARY</b>					
<b><i>Asst. Principal's Office</i></b>					
Konica Minolta BHC3100P / 32 PPM	2,724	22,248	19,524	\$0.006130	None at this time.
A6DR012102435 / 9464-8110				\$119.68	
750,000 / 06/2014	5,473	31,748	26,275	\$0.05625	
Color Network Printer				\$1,477.97	
<b>KMBS</b>					
<b><i>Copy Room</i></b>					
Konica Minolta BH951 / 95 PPM	103,359	496,078	392,719	\$0.003200	None at this time.
A4EW011040527 / 9460-7640				\$1,256.70	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
Konica Minolta BH951 / 95 PPM	770,020	1,058,928	288,908	\$0.003200	None at this time.
A4EW011002252 / 9348-0306				\$924.51	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					

					Date of Last Upgrade: 4/1/2016
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2016	6/30/2017	2016-17		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
LEDGE STREET ELEMENTARY					
Main Office					
Konica Minolta BH4700P / 50 PPM	4,719	27,629	22,910	\$0.006130	None at this time.
A63N011012581 / 9464-8109				\$140.44	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BHC554 / 55 PPM	39,775	366,933	327,158	\$0.003200	None at this time.
A5AY011018056 / 9460-6945				\$1,046.91	
3,000,000 / 08/2012	2,403	59,296	56,893	\$0.04995	
Color Photocopier				\$2,841.81	
KMBS					
Subtotals Black			1,051,219	\$3,488.23	
Subtotals Color			83,168	\$4,319.77	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 4/1/2016</i>
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MAIN DUNSTABLE ELEMENTARY</b>					
<b>Main Office</b>					
Konica Minolta BHC452 / 45 PPM	216,823	279,586	62,763	\$0.003200	8 years from Intro.
A0P2011016911 / 8810-8841				\$200.84	
1,000,000 / 09/2009	102,384	125,315	22,931	\$0.04995	
Color Photocopier				\$1,145.40	
<b>KMBS</b>					
<b>Room 203 Main Office Work Room</b>					
Konica Minolta BH951 / 95 PPM	118,567	849,731	731,164	\$0.003200	None at this time.
A4EW011040839 / 9460-7647				\$2,339.72	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
Konica Minolta BH951 / 95 PPM	809,497	1,380,444	570,947	\$0.003200	None at this time.
A4EW011000348 / 9332-0300				\$1,827.03	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					



					Date of Last Upgrade: 4/1/2016
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2016-17		
Vendor	7/1/2016 Meter	6/30/2017 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
MAIN DUNSTABLE ELEMENTARY					
Room 208					
Konica Minolta BH4700P / 50 PPM	3,518	27,332	23,814	\$0.006130	None at this time.
A63N011012588 / 9464-8090				\$145.98	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 310 Computer Lab					
Konica Minolta BH4700P / 50 PPM	9,420	58,031	48,611	\$0.006130	None at this time.
A63N011012591 / 9464-8091				\$297.99	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Subtotals Black			1,437,299	\$4,811.56	
Subtotals Color			22,931	\$1,145.40	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 4/1/2016</i>
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MT. PLEASANT ELEMENTARY</b>					
<b><i>Copy Room</i></b>					
Konica Minolta BH950 / 95 PPM	380,558	855,736	475,178	\$0.003200	8 years from Intro.
A0Y5011004592 / 9332-3198				\$1,520.57	
5,000,000 / 03/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
<hr/>					
<b><i>Library</i></b>					
Konica Minolta BH4700P / 50 PPM	7,682	51,269	43,587	\$0.006130	None at this time.
A63N011012587 / 9464-8126				\$267.19	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MT. PLEASANT ELEMENTARY					
Office					
Konica Minolta BHC3100P / 32 PPM	1,348	15,946	14,598	\$0.006130	None at this time.
A6DR012102458 / 9464-8125				\$89.49	
750,000 / 06/2014	1,499	13,979	12,480	\$0.05625	
Color Network Printer				\$702.00	
KMBS					
Konica Minolta BHC452 / 45 PPM	143,259	218,465	75,206	\$0.003200	8 years from Intro.
A0P2011016913 / 8810-8812				\$240.66	
1,000,000 / 09/2009	121,989	155,812	33,823	\$0.04995	
Color Photocopier				\$1,689.46	
KMBS					
Room 121A					
Konica Minolta BH751 / 75 PPM	155,215	546,427	391,212	\$0.003200	9 years from Intro.
A0PN011003844 / 9460-7618				\$1,251.88	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			999,781	\$3,369.78	
Subtotals Color			46,303	\$2,391.46	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 4/1/2016</i>
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>NASHUA HIGH NORTH</b>					
<b>Carrier Center</b>					
Konica Minolta BH751 / 75 PPM	817,602	1,148,970	331,368	\$0.003200	9 years from Intro.
A0PN011005157 / 9464-8013				\$1,060.38	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
<b>Room A112</b>					
Konica Minolta BH423 / 42 PPM	58,937	67,920	8,983	\$0.003200	7 years from Intro.
A1UD011001939 / 9307-7534				\$28.75	
1,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
<b>Room A121 Graphics</b>					
Konica Minolta BHC5501 / 55 PPM	48,170	48,170	0	\$0.004110	9 years from Intro.
A0U1011001156 / 9309-7640				\$0.00	
3,000,000 / 10/2008	233,605	233,605	0	\$0.05213	
High Production Color Photocopier				\$0.00	
<b>KMBS</b>					

					Date of Last Upgrade: 4/1/2016
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2016-17		
Vendor	7/1/2016 Meter	6/30/2017 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
NASHUA HIGH NORTH					
Room B121 Main Office					
Konica Minolta BHC554 / 55 PPM	13,398	143,223	129,825	\$0.003200	None at this time.
A5AY011017462 / 9460-6946				\$415.44	
3,000,000 / 08/2012	8,199	35,856	27,657	\$0.04995	
Color Photocopier				\$1,381.47	
KMBS					
Room B134 Principal's Office					
Konica Minolta BHC3100P / 32 PPM	3,238	23,555	20,317	\$0.006130	None at this time.
A6DR012102420 / 9464-8121				\$124.54	
750,000 / 06/2014	2,826	27,872	25,046	\$0.05625	
Color Network Printer				\$1,408.84	
KMBS					
Room B205					
Konica Minolta BH950 / 95 PPM	987,205	1,676,637	689,432	\$0.003200	8 years from Intro.
A4EW011004445 / 9355-9845				\$2,206.18	
5,000,000 / 03/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
NASHUA HIGH NORTH					
Room B208					
Konica Minolta BHC3100P / 32 PPM	1,762	13,758	11,996	\$0.006130	None at this time.
A6DR012102444 / 9464-8122				\$73.54	
750,000 / 06/2014	1,749	11,213	9,464	\$0.05625	
Color Network Printer				\$532.35	
KMBS					
Room B305					
Konica Minolta BH654 / 65 PPM	424,950	574,531	149,581	\$0.003200	None at this time.
A5YN011002184 / 9320 1635				\$478.66	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH950 / 95 PPM	820,412	1,328,917	508,505	\$0.003200	8 years from Intro.
A0Y5011004698 / 9460-6853				\$1,627.22	
5,000,000 / 03/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

					Date of Last Upgrade: 4/1/2016
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2016	6/30/2017	2016-17		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
NASHUA HIGH NORTH					
Room B308					
Konica Minolta BHC3100P / 32 PPM	1,420	8,775	7,355	\$0.006130	None at this time.
A6DR012102424 / 9464-8123				\$45.09	
750,000 / 06/2014	980	9,176	8,196	\$0.05625	
Color Network Printer				\$461.03	
KMBS					
Room C105 Media Center					
Konica Minolta BH363 / 36 PPM	82,596	86,672	4,076	\$0.003200	7 years from Intro.
A1UE011013114 / 9334-5663				\$13.04	
750,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 4/1/2016</i>	
<i>Serial Number / Vendor ID</i>						
<i>Life / Intro Date</i>						
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>NASHUA HIGH NORTH</b>						
<b>Room C226 Science</b>						
Konica Minolta BH951 / 95 PPM	1,764,677	2,327,466	562,789	\$0.003200	None at this time.	
A4EW011000515 / 9332-0306				\$1,800.92		
5,000,000 / 06/2012	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
<b>KMBS</b>						
Konica Minolta BHC3100P / 32 PPM	3,696	26,913	23,217	\$0.006130	None at this time.	
A6DR012102430 / 9464-8124				\$142.32		
750,000 / 06/2014	3,259	18,593	15,334	\$0.05625		
Color Network Printer				\$862.54		
<b>KMBS</b>						
<b>Room D122 Special Ed</b>						
Konica Minolta BHC554 / 55 PPM	26,291	189,283	162,992	\$0.003200	None at this time.	
A5AY011018045 / 9460-7657				\$521.57		
3,000,000 / 08/2012	803	16,740	15,937	\$0.04995		
Color Photocopier				\$796.05		
<b>KMBS</b>						



<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>NASHUA HIGH NORTH</b>					
<b>Room D208</b>					
Konica Minolta BH951 / 95 PPM	2,099,102	2,666,952	567,850	\$0.003200	None at this time.
A4EW011001579 / 9343-8734				\$1,817.12	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
Konica Minolta BHC3100P / 32 PPM	811	8,198	7,387	\$0.006130	None at this time.
A6DR012102439 / 9464-8129				\$45.28	
750,000 / 06/2014	957	7,576	6,619	\$0.05625	
Color Network Printer				\$372.32	
<b>KMBS</b>					
<b>Room D305</b>					
Konica Minolta BH950 / 95 PPM	884,355	1,364,316	479,961	\$0.003200	8 years from Intro.
A0Y5011005273 / 9330-8935				\$1,535.88	
5,000,000 / 03/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					

					Date of Last Upgrade: 4/1/2016
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2016-17		
Vendor	7/1/2016 Meter	6/30/2017 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
NASHUA HIGH NORTH					
Room D308					
Konica Minolta BHC3100P / 32 PPM	1,119	8,002	6,883	\$0.006130	None at this time.
A6DR012102429 / 9464-8130				\$42.19	
750,000 / 06/2014	1,525	11,031	9,506	\$0.05625	
Color Network Printer				\$534.71	
KMBS					
Room E102 Athletics					
Konica Minolta BH423 / 42 PPM	134,320	235,122	100,802	\$0.003200	7 years from Intro.
A1UD011103395 / 9345-1080				\$322.57	
1,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			3,773,319	\$12,300.68	
Subtotals Color			117,759	\$6,349.30	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>NASHUA HIGH SOUTH</b>					
<b>Room A1002 Grade 10 Office</b>					
Konica Minolta BHC3100P / 32 PPM	492	4,930	4,438	\$0.006130	None at this time.
A6DR012102437 / 9464-8099				\$27.20	
750,000 / 06/2014	857	5,838	4,981	\$0.05625	
Color Network Printer				\$280.18	
<b>KMBS</b>					
<b>Room A1004 Guidance Work Room</b>					
Konica Minolta BH951 / 95 PPM	140,177	989,440	849,263	\$0.003200	None at this time.
A4EW011040990 / 9460-6932				\$2,717.64	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
<b>Room A2002</b>					
Konica Minolta BHC3100P / 32 PPM	886	8,635	7,749	\$0.006130	None at this time.
A6DR012102432 / 9464-8100				\$47.50	
750,000 / 06/2014	944	8,215	7,271	\$0.05625	
Color Network Printer				\$408.99	
<b>KMBS</b>					

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
NASHUA HIGH SOUTH					
Room A2004					
Konica Minolta BH951 / 95 PPM	134,739	1,009,124	874,385	\$0.003200	None at this time.
A4EW011040675 / 9460-6921				\$2,798.03	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room B1001 Main Office					
Konica Minolta BHC3100P / 32 PPM	53	234	181	\$0.006130	None at this time.
A6DR012102428 / 9464-8108				\$1.11	
750,000 / 06/2014	47	714	667	\$0.05625	
Color Network Printer				\$37.52	
KMBS					
Room B1002H					
Konica Minolta BHC554 / 55 PPM	28,416	220,370	191,954	\$0.003200	None at this time.
A5AY011017498 / 9460-7658				\$614.25	
3,000,000 / 08/2012	123	6,927	6,804	\$0.04995	
Color Photocopier				\$339.86	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>NASHUA HIGH SOUTH</b>					
<b>Room B1014 Main Office</b>					
Konica Minolta BHC454 / 45 PPM	18,774	137,729	118,955	\$0.003200	None at this time.
A5C0011031883 / 9460-7656				\$380.66	
1,000,000 / 07/2012	3,115	31,410	28,295	\$0.04995	
Color Photocopier				\$1,413.34	
<b>KMBS</b>					
<b>Room B1025B Child Care</b>					
Konica Minolta BH4050 / 42 PPM	3,039	15,302	12,263	\$0.003200	None at this time.
A6VF011015358 / 9460-6855				\$39.24	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
<b>KMBS</b>					
<b>Room C1001 Athletics Office</b>					
Konica Minolta BH363 / 36 PPM	58,796	108,106	49,310	\$0.003200	7 years from Intro.
A1UD011103417 / 9344-9589				\$157.79	
750,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>NASHUA HIGH SOUTH</b>					
<b>Room C1002</b>					
Konica Minolta BHC3100P / 32 PPM	1,598	12,492	10,894	\$0.006130	None at this time.
A6DR012102443 / 9464-8101				\$66.78	
750,000 / 06/2014	2,486	14,770	12,284	\$0.05625	
Color Network Printer				\$690.98	
<b>KMBS</b>					
<b>Room C1004</b>					
Konica Minolta BH951 / 95 PPM	128,648	911,571	782,923	\$0.003200	None at this time.
A4EW011040807 / 9460-7638				\$2,505.35	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
<b>Room C2002 Office</b>					
Konica Minolta BHC3100P / 32 PPM	836	8,501	7,665	\$0.006130	None at this time.
A6DR012102440 / 9464-8102				\$46.99	
750,000 / 06/2014	1,136	6,731	5,595	\$0.05625	
Color Network Printer				\$314.72	
<b>KMBS</b>					

					Date of Last Upgrade: 4/1/2016
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2016-17		
Vendor	7/1/2016 Meter	6/30/2017 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
NASHUA HIGH SOUTH					
Room C2004					
Konica Minolta BH951 / 95 PPM	119,319	942,849	823,530	\$0.003200	None at this time.
A4EW011040710 / 9460-6924				\$2,635.30	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room E1003 Library					
Konica Minolta BH363 / 36 PPM	51,504	58,044	6,540	\$0.003200	7 years from Intro.
A1UE011010432 / 9322-5134				\$20.93	
750,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
NASHUA HIGH SOUTH					
Room F1006 IT Department					
Konica Minolta BH4700P / 50 PPM	2,608	17,018	14,410	\$0.006130	None at this time.
A63N011012584 / 9464-8097				\$88.33	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BHC3100P / 32 PPM	763	9,131	8,368	\$0.006130	None at this time.
A6DR012102477 / 9464-8098				\$51.30	
750,000 / 06/2014	1,471	14,707	13,236	\$0.05625	
Color Network Printer				\$744.53	
KMBS					
Subtotals Black			3,762,828	\$12,198.41	
Subtotals Color			79,133	\$4,230.11	



<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>NEW SEARLES ELEMENTARY</b>					
<b>Main Office</b>					
Konica Minolta BH4700P / 50 PPM	2,916	31,540	28,624	\$0.006130	None at this time.
A63N011012592 / 9464-8095				\$175.47	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>KMBS</b>					
Konica Minolta BHC554 / 55 PPM	21,126	167,629	146,503	\$0.003200	None at this time.
A5AY011017586 / 9460-7655				\$468.81	
3,000,000 / 08/2012	334	8,955	8,621	\$0.04995	
Color Photocopier				\$430.62	
<b>KMBS</b>					
<b>Office Work Area</b>					
Konica Minolta BH4050 / 42 PPM	363	3,337	2,974	\$0.003200	None at this time.
A6VF011015426 / 9460-6937				\$9.52	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
<b>KMBS</b>					

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
NEW SEARLES ELEMENTARY					
Room 139					
Konica Minolta BHC3100P / 32 PPM	1,825	12,921	11,096	\$0.006130	None at this time.
A6DR012102473 / 9464-8096				\$68.02	
750,000 / 06/2014	3,620	27,836	24,216	\$0.05625	
Color Network Printer				\$1,362.15	
KMBS					
Room 261 Copy Room					
Konica Minolta BH751 / 75 PPM	804,218	1,088,953	284,735	\$0.003200	9 years from Intro.
A0PN011000592 / 6218-7204				\$911.15	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH754E / 75 PPM	220,487	525,494	305,007	\$0.003200	None at this time.
A0PN011008914 / 9331-3300				\$976.02	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			778,939	\$2,608.98	
Subtotals Color			32,837	\$1,792.77	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 4/1/2016
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
PENNICHUCK MIDDLE					
Guidance					
Konica Minolta BH363 / 36 PPM	38,470	84,246	45,776	\$0.003200	7 years from Intro.
A1UD011111470 / 9349-8938				\$146.48	
750,000 / 06/2010	0	0	0	\$0.04995	
Black Photocopier				\$0.00	
KMBS					
Library					
Konica Minolta BH4700P / 50 PPM	8,463	62,269	53,806	\$0.006130	None at this time.
A63N011012575 / 9464-8132				\$329.83	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Main Office					
Konica Minolta BH4700P / 50 PPM	5,349	31,052	25,703	\$0.006130	None at this time.
A63N011012579 / 9464-8131				\$157.56	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>PENNICHUCK MIDDLE</b>					
<b>Office</b>					
Konica Minolta BHC452 / 45 PPM	120,572	160,396	39,824	\$0.003200	8 years from Intro.
A0P2011016984 / 8810-8818				\$127.44	
1,000,000 / 09/2009	122,600	157,292	34,692	\$0.04995	
Color Photocopier				\$1,732.87	
<b>KMBS</b>					
<b>Teachers' Room</b>					
Konica Minolta BH951 / 95 PPM	123,509	911,648	788,139	\$0.003200	None at this time.
A4EW011040814 / 9460-6933				\$2,522.04	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
Konica Minolta BH951 / 95 PPM	127,352	993,401	866,049	\$0.003200	None at this time.
A4EW011040811 / 9460-6922				\$2,771.36	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>KMBS</b>					
<b>Subtotals Black</b>			<b>1,819,297</b>	<b>\$6,054.71</b>	
<b>Subtotals Color</b>			<b>34,692</b>	<b>\$1,732.87</b>	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 4/1/2016</i>
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>PLANT OPERATIONS</b>					
<b>Office</b>					
Konica Minolta BHC284 / 28 PPM	80,845	109,054	28,209	\$0.003200	years from Intro.
A4FK011004753 / 9344-4981				\$90.27	
500,000 /	22,518	37,591	15,073	\$0.04995	
Color Photocopier				\$752.90	
<b>KMBS</b>					
<b>Subtotals Black</b>			<b>28,209</b>	<b>\$90.27</b>	
<b>Subtotals Color</b>			<b>15,073</b>	<b>\$752.90</b>	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>	<i>7/1/2016</i> <i>Meter</i>	<i>6/30/2017</i> <i>Meter</i>	<i>2016-17</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Date of Last Upgrade: 4/1/2016</i> <i>Recommendations</i>
SAU 42 DISTRICT OFFICE					
Back Copy Room					
Konica Minolta BH951 / 95 PPM	708,993	1,155,108	446,115	\$0.003200	None at this time.
A4EW011000389 / 8807-8383				\$1,427.57	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
HR Office					
Konica Minolta BH4700P / 50 PPM	11,203	72,316	61,113	\$0.006130	None at this time.
A63N011012576 / 9464-8111				\$374.62	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Office					
Konica Minolta BHC554 / 55 PPM	23,988	235,647	211,659	\$0.003200	None at this time.
A5AY011017977 / 9464-8002				\$677.31	
3,000,000 / 08/2012	8,116	40,116	32,000	\$0.04995	
Color Photocopier				\$1,598.40	
KMBS					

					Date of Last Upgrade: 4/1/2016
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAU 42 DISTRICT OFFICE					
Room 1 Superintendent					
Konica Minolta BHC3100P / 32 PPM	2,427	17,094	14,667	\$0.006130	None at this time.
A6DR012102476 / 9464-8112				\$89.91	
750,000 / 06/2014	1,244	7,484	6,240	\$0.05625	
Color Network Printer				\$351.00	
KMBS					
Special Ed					
Konica Minolta BHC3100P / 32 PPM	4,429	46,393	41,964	\$0.006130	None at this time.
A6DR012102400 / 9464-8113				\$257.24	
750,000 / 06/2014	21	924	903	\$0.05625	
Color Network Printer				\$50.79	
KMBS					
Subtotals Black			775,518	\$2,826.65	
Subtotals Color			39,143	\$2,000.19	

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
SUNSET HEIGHTS ELEMENTARY					
Main Office					
Konica Minolta BH4700P / 50 PPM	1,091	15,213	14,122	\$0.006130	None at this time.
A63N011012586 / 9464-8120				\$86.57	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BHC454 / 45 PPM	18,521	206,734	188,213	\$0.003200	None at this time.
A5C0011031966 / 9460-6950				\$602.28	
1,000,000 / 07/2012	369	3,117	2,748	\$0.04995	
Color Photocopier				\$137.26	
KMBS					
Teachers' Work Room					
Konica Minolta BH951 / 95 PPM	118,668	755,088	636,420	\$0.003200	None at this time.
A4EW011040817 / 9460-7693				\$2,036.54	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			838,755	\$2,725.39	
Subtotals Color			2,748	\$137.26	



<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2016</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>THE NASHUA PROGRAM @ BRENTWOQF</b>						
<b>Office</b>						
Konica Minolta BHC458 / 45 PPM	0	28,321	28,321	\$0.003200	None at this time.	
A79M011001533 / 5352 5463				\$90.63		
1,000,000 / 08/2016	0	2,449	2,449	\$0.04995		
Color Photocopier				\$122.33		
<b>KMBS</b>						
<b>Subtotals Black</b>			<b>28,321</b>	<b>\$90.63</b>		
<b>Subtotals Color</b>			<b>2,449</b>	<b>\$122.33</b>		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 4/1/2016</i>
<i>Vendor</i>	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>TITLE ONE</b>					
<b>Office</b>					
Konica Minolta BHC452 / 45 PPM	402,174	402,174	0	\$0.003200	8 years from Intro. Underused!
A0P2011016908 / 8810 8978				\$0.00	
1,000,000 / 09/2009	236,582	236,582	0	\$0.04995	
Color Photocopier				\$0.00	
<b>KMBS</b>					
<b>Subtotals Black</b>			<b>0</b>	<b>\$0.00</b>	
<b>Subtotals Color</b>			<b>0</b>	<b>\$0.00</b>	

---

*District Wide Black Totals*

28,166,093

\$93,399.22

*District Wide Color Totals*

1,010,292

\$52,240.36

## 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 2016-17 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

### BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
28,166,093	\$0.00855	\$240,820.10

### CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
28,166,093	\$0.00332	\$93,511.43	\$147,308.67	\$736,543.33

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$147,308.67 x 6 years as a Client*

***=\$883,852.00 Cost Savings!***

## Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Amherst Street Elementary School	850,646	\$2,915.73	\$4,220.91	\$2,936.28	\$10,072.93
Bicentennial Elementary	1,817,349	\$6,349.13	\$9,017.69	\$6,273.18	\$21,639.99
Birch Hill Elementary	1,127,079	\$4,009.68	\$5,592.57	\$3,890.48	\$13,492.73
Broad Street Elementary	920,134	\$3,162.49	\$4,565.70	\$3,176.15	\$10,904.34
Charlotte Ave. Elementary	1,034,110	\$3,481.29	\$5,131.25	\$3,569.57	\$12,182.11
Dr. Crisp Elementary School	1,256,210	\$4,253.37	\$6,233.31	\$4,336.22	\$14,822.90
Elm Street Middle	2,638,156	\$9,060.49	\$13,090.53	\$9,106.46	\$31,257.49
Fairgrounds Elementary	991,924	\$3,333.41	\$4,921.93	\$3,423.95	\$11,679.29
Fairgrounds Middle	2,237,000	\$7,337.36	\$11,099.99	\$7,721.74	\$26,159.10
Ledge Street Elementary School	1,051,219	\$3,575.30	\$5,216.15	\$3,628.63	\$12,420.08
Main Dunstable Elementary School	1,437,299	\$4,931.62	\$7,131.88	\$4,961.31	\$17,024.80
Mt. Pleasant Elementary School	999,781	\$3,453.84	\$4,960.91	\$3,451.07	\$11,865.82
Nashua High North	3,773,319	\$12,607.95	\$18,723.21	\$13,024.85	\$44,356.01
Nashua High South	3,762,828	\$12,503.19	\$18,671.15	\$12,988.64	\$44,162.98
New Searles Elementary School	778,939	\$2,674.08	\$3,865.10	\$2,688.76	\$9,227.94
Pennichuck Middle	1,819,297	\$6,205.82	\$9,027.35	\$6,279.90	\$21,513.08
Plant Operations	28,209	\$92.53	\$139.97	\$97.37	\$329.87
SAU 42 District Office	775,518	\$2,896.93	\$3,848.12	\$2,676.96	\$9,422.01
Sunset Heights Elementary	838,755	\$2,793.48	\$4,161.90	\$2,895.24	\$9,850.62
2016 - 2017 Year-End Photocopier Analysis with 2017-2018 Projections			\$140.53	\$97.76	\$331.18

**NHSAU 42 - Nashua School District**

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Title One	0	\$0.00	\$0.00	\$0.00	\$0.00
<b>Total</b>	<b>28,166,093</b>	<b>\$95,730.57</b>	<b>\$139,760.15</b>	<b>\$97,224.55</b>	<b>\$332,715.28</b>

***SPC Equipment Bids:***

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

## *Projected Equipment Costs by Building - Color*

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

Building	Projected Color Volume	Service & Supply Cost
Amherst Street Elementary School	58,545	\$3,135.16
Bicentennial Elementary	48,636	\$2,487.73
Birch Hill Elementary	37,101	\$1,897.72
Broad Street Elementary	15,564	\$836.11
Charlotte Ave. Elementary	123,984	\$6,341.78
Dr. Crisp Elementary School	31,727	\$1,622.84
Elm Street Middle	84,807	\$4,727.65
Fairgrounds Elementary	84,114	\$4,336.02
Fairgrounds Middle	49,578	\$2,535.91
Ledge Street Elementary School	83,168	\$4,423.52
Main Dunstable Elementary School	22,931	\$1,172.92
Mt. Pleasant Elementary School	46,303	\$2,448.89
Nashua High North	117,759	\$6,501.74
Nashua High South	79,133	\$4,331.67
New Searles Elementary School	32,837	\$1,835.81
Pennichuck Middle	34,692	\$1,774.50
Plant Operations	15,073	\$770.98
SAU 42 District Office	39,143	\$2,048.24
Sunset Heights Elementary	2,748	\$140.56
The Nashua Program @ Brentwood	2,449	\$125.27

Building	Projected Color Volume	Service & Supply Cost
Title One	0	\$0.00
<i><b>Total</b></i>	<b>1,010,292</b>	<b>\$53,495.01</b>



## *Service & Supply Usage Profile by Vendor - Black*

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 2.4%.**

Vendor	Equipment Type	Annual Volume	2016- 2017 Cost / Copy	Total Cost	2017- 2018 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	75,141	\$0.00320	\$240.45	\$0.00328	\$246.46
Konica-Minolta Business Solutions	Black Network Printer	777,115	\$0.00613	\$4,763.71	\$0.00628	\$4,880.28
Konica-Minolta Business Solutions	Black Photocopier	23,142,318	\$0.00320	\$74,055.42	\$0.00328	\$75,906.80
Konica-Minolta Business Solutions	Color Network Printer	338,148	\$0.00613	\$2,072.85	\$0.00628	\$2,123.57
Konica-Minolta Business Solutions	Color Photocopier	3,833,371	\$0.00320	\$12,266.79	\$0.00328	\$12,573.46
Konica-Minolta Business Solutions	High Production Color Photocopier	0	\$0.00411	\$0.00	\$0.00421	\$0.00
<b>Total</b>		<b>28,166,093</b>	<b>\$0.00332</b>	<b>\$93,399.22</b>	<b>\$0.00340</b>	<b>\$95,730.57</b>

## *Service & Supply Usage Profile by Vendor - Color*

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 2.4%.**

Vendor	Equipment Type	Annual Volume	2016- 2017 Cost / Copy	Total Cost	2017- 2018 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Color Network Printer	281,949	\$0.05625	\$15,859.63	\$0.05760	\$16,240.26
Konica-Minolta Business Solutions	Color Photocopier	728,343	\$0.04995	\$36,380.73	\$0.05115	\$37,254.74
Konica-Minolta Business Solutions	High Production Color Photocopier	0	\$0.05213	\$0.00	\$0.05338	\$0.00
Total		1,010,292	\$0.05171	\$52,240.36	\$0.05295	\$53,495.01

## *Reprographic Equipment Assessment*

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

<b>Total Number of Units</b>	<b>126</b>
<b>Total Number of Units on Lease</b>	<b>84</b>
<b>Total Number of Units Owned</b>	<b>42</b>
<b>Lease Company</b>	<b>Norway Savings Bank</b>
<b>Lease Start Date</b>	<b>4/1/2016</b>
<b>Lease End Date</b>	<b>8/1/2021</b>
<b>Term</b>	<b>6 Annual</b>
<b>Annual Payment usually due on 8/1</b>	<b>\$97,224.55</b>
<b>Remaining Payments</b>	<b>4</b>

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

## *Leased Equipment*

Building	Make/Model	Serial Number
Amherst Street Elementary School	Konica Minolta BH4700P	A63N011012625
Amherst Street Elementary School	Konica Minolta BHC654E	A2X1017012022
Amherst Street Elementary School	Konica Minolta BHC3100P	A6DR012102441
Bicentennial Elementary	Konica Minolta BHC654E	A2X1017013204
Bicentennial Elementary	Konica Minolta BH4700P	A63N011012630
Bicentennial Elementary	Konica Minolta BH951	A4EW011040832
Bicentennial Elementary	Konica Minolta BH4700P	A63N011012631
Bicentennial Elementary	Konica Minolta BH4700P	A63N011012626
Birch Hill Elementary	Konica Minolta BH951	A4EW011040819
Birch Hill Elementary	Konica Minolta BH4700P	A63N011012585
Birch Hill Elementary	Konica Minolta BH4700P	A63N011012628
Birch Hill Elementary	Konica Minolta BHC554	A5AY011017414
Broad Street Elementary	Konica Minolta BH4700P	A63N011012212
Broad Street Elementary	Konica Minolta BH951	A4EW011005162
Broad Street Elementary	Konica Minolta BHC3100P	A6DR012102474
Broad Street Elementary	Konica Minolta BHC554	A5AY011017642
Charlotte Ave. Elementary	Konica Minolta BH4700P	A63N011012620
Charlotte Ave. Elementary	Konica Minolta BH4700P	A63N011010681
Charlotte Ave. Elementary	Konica Minolta BHC654E	A2X1017013289
Dr. Crisp Elementary School	Konica Minolta BH4700P	A63N011012604
Dr. Crisp Elementary School	Konica Minolta BH951	A4EW011040775
Dr. Crisp Elementary School	Konica Minolta BHC554	A5AY011018141
Dr. Crisp Elementary School	Konica Minolta BH4700P	A63N011012533
Elm Street Middle	Konica Minolta BH951	A4EW011040938
Elm Street Middle	Konica Minolta BHC3100P	A6DR012102419
Elm Street Middle	Konica Minolta BH4700P	A63N011012624
Elm Street Middle	Konica Minolta BH4700P	A63N011012622
Elm Street Middle	Konica Minolta BH951	A4EW011005331

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Elm Street Middle	Konica Minolta BH951	A4EW011040818
Elm Street Middle	Konica Minolta BH4050	A6VF011015439
Elm Street Middle	Konica Minolta BHC3100P	A6DR012102446
Fairgrounds Elementary	Konica Minolta BH4700P	A63N011012627
Fairgrounds Elementary	Konica Minolta BH951	A4EW011040823
Fairgrounds Elementary	Konica Minolta BHC554	A5AY011019034
Fairgrounds Elementary	Konica Minolta BH4700P	A63N011012527
Fairgrounds Elementary	Konica Minolta BHC3100P	A6DR012102433
Fairgrounds Middle	Konica Minolta BH951	A4EW011040939
Fairgrounds Middle	Konica Minolta BH4050	A6VF011015389
Ledge Street Elementary School	Konica Minolta BHC3100P	A6DR012102435
Ledge Street Elementary School	Konica Minolta BH4700P	A63N011012581
Ledge Street Elementary School	Konica Minolta BH951	A4EW011040527
Ledge Street Elementary School	Konica Minolta BHC554	A5AY011018056
Main Dunstable Elementary School	Konica Minolta BH4700P	A63N011012588
Main Dunstable Elementary School	Konica Minolta BH951	A4EW011040839
Main Dunstable Elementary School	Konica Minolta BH4700P	A63N011012591
Mt. Pleasant Elementary School	Konica Minolta BHC3100P	A6DR012102458
Mt. Pleasant Elementary School	Konica Minolta BH4700P	A63N011012587
Nashua High North	Konica Minolta BHC3100P	A6DR012102430
Nashua High North	Konica Minolta BHC554	A5AY011017462
Nashua High North	Konica Minolta BHC554	A5AY011018045
Nashua High North	Konica Minolta BHC3100P	A6DR012102424
Nashua High North	Konica Minolta BHC3100P	A6DR012102444
Nashua High North	Konica Minolta BHC3100P	A6DR012102420

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Nashua High North	Konica Minolta BHC3100P	A6DR012102429
Nashua High North	Konica Minolta BHC3100P	A6DR012102439
Nashua High South	Konica Minolta BHC3100P	A6DR012102443
Nashua High South	Konica Minolta BH951	A4EW011040807
Nashua High South	Konica Minolta BHC3100P	A6DR012102440
Nashua High South	Konica Minolta BHC3100P	A6DR012102477
Nashua High South	Konica Minolta BHC3100P	A6DR012102428
Nashua High South	Konica Minolta BH4050	A6VF011015358
Nashua High South	Konica Minolta BH951	A4EW011040675
Nashua High South	Konica Minolta BHC3100P	A6DR012102432
Nashua High South	Konica Minolta BHC3100P	A6DR012102437
Nashua High South	Konica Minolta BH951	A4EW011040990
Nashua High South	Konica Minolta BHC554	A5AY011017498
Nashua High South	Konica Minolta BH951	A4EW011040710
Nashua High South	Konica Minolta BH4700P	A63N011012584
Nashua High South	Konica Minolta BHC454	A5C0011031883
New Searles Elementary School	Konica Minolta BHC554	A5AY011017586
New Searles Elementary School	Konica Minolta BH4050	A6VF011015426
New Searles Elementary School	Konica Minolta BH4700P	A63N011012592
New Searles Elementary School	Konica Minolta BHC3100P	A6DR012102473
Pennichuck Middle	Konica Minolta BH951	A4EW011040811
Pennichuck Middle	Konica Minolta BH4700P	A63N011012579
Pennichuck Middle	Konica Minolta BH951	A4EW011040814
Pennichuck Middle	Konica Minolta BH4700P	A63N011012575
SAU 42 District Office	Konica Minolta BHC3100P	A6DR012102476
SAU 42 District Office	Konica Minolta BHC554	A5AY011017977
SAU 42 District Office	Konica Minolta BH4700P	A63N011012576
SAU 42 District Office	Konica Minolta BHC3100P	A6DR012102400

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Sunset Heights Elementary	Konica Minolta BH951	A4EW011040817
Sunset Heights Elementary	Konica Minolta BHC454	A5C0011031966
Sunset Heights Elementary	Konica Minolta BH4700P	A63N011012586

## *Owned Equipment*

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Amherst Street Elementary School	Konica Minolta BH951	A4EW011001538
Bicentennial Elementary	Konica Minolta BH754E	A0PN011003518
Birch Hill Elementary	Konica Minolta BH754E	A0PN011009756
Charlotte Ave. Elementary	Konica Minolta BH951	A4EW011002265
Charlotte Ave. Elementary	Konica Minolta BH363	A1UE012001238
Elm Street Middle	Konica Minolta BHC452	A0P2011016898
Elm Street Middle	Konica Minolta BHC452	A0P2011016992
Fairgrounds Elementary	Konica Minolta BH754E	A55V017001673
Fairgrounds Middle	Konica Minolta BH751	A0PN011006433
Fairgrounds Middle	Konica Minolta BHC452	A0P2011016812
Fairgrounds Middle	Konica Minolta BH950	A4EW011000467
Fairgrounds Middle	Konica Minolta BH363	A1UE011002368
Fairgrounds Middle	Konica Minolta BH951	A4EW011004431
Ledge Street Elementary School	Konica Minolta BH951	A4EW011002252
Main Dunstable Elementary School	Konica Minolta BH951	A4EW011000348
Main Dunstable Elementary School	Konica Minolta BHC452	A0P2011016911
Mt. Pleasant Elementary School	Konica Minolta BH751	A0PN011003844
Mt. Pleasant Elementary School	Konica Minolta BH950	A0Y5011004592
Mt. Pleasant Elementary School	Konica Minolta BHC452	A0P2011016913
Nashua High North	Konica Minolta BH423	A1UD011103395
Nashua High North	Konica Minolta BH951	A4EW011000515
Nashua High North	Konica Minolta BH950	A0Y5011005273
Nashua High North	Konica Minolta BH951	A4EW011001579
Nashua High North	Konica Minolta BH363	A1UE011013114
Nashua High North	Konica Minolta BHC5501	A0U1011001156
Nashua High North	Konica Minolta BH751	A0PN011005157
Nashua High North	Konica Minolta BH654	A5YN011002184
Nashua High North	Konica Minolta BH950	A4EW011004445
Nashua High North	Konica Minolta BH423	A1UD011001939
Nashua High South	Konica Minolta BH363	A1UE011010432



<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Nashua High South	Konica Minolta BH363	A1UD011103417
New Searles Elementary School	Konica Minolta BH754E	A0PN011008914
New Searles Elementary School	Konica Minolta BH751	A0PN011000592
Pennichuck Middle	Konica Minolta BH363	A1UD011111470
Pennichuck Middle	Konica Minolta BHC452	A0P2011016984
Plant Operations	Konica Minolta BHC284	A4FK011004753
SAU 42 District Office	Konica Minolta BH951	A4EW011000389
The Nashua Program @ Brentwood	Konica Minolta BHC458	A79M011001533
The Nashua Program @ Brentwood	Konica Minolta BHC458	A79M011001533
The Nashua Program @ Brentwood	Konica Minolta BHC458	A79M011001533
The Nashua Program @ Brentwood	Konica Minolta BHC458	A79M011001533
Title One	Konica Minolta BHC452	A0P2011016908



## Service and Supply Contract - Client

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

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

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

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

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

**AGREED AND ACCEPTED BY:**  
**Specialized Purchasing Consultants**

By: Skip Tilton

Title: President/Owner

Date: \_\_\_\_\_

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

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

By: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

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

**Named Contracted Vendor:** Vendor

# Warranty

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

The only exclusions to this Warranty are as follows:

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

**AGREED AND ACCEPTED BY:**  
**Vendor**

By:

Title:

Date:

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

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

By:

Title:

Date:

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

## *StarDoc User Names*

<b>Name</b>	<b>User Name</b>
<b>Barbara Pukt</b>	puktb@nashua.edu
<b>Brenda Crocker</b>	crockerbr@nashua.edu
<b>Cherrie Fulton</b>	fultonc@nashua.edu
<b>Cheryl Clement</b>	clementc@nashua.edu
<b>Christine Holden</b>	holdenc@nashua.edu
<b>Dan Donovan</b>	donovand@nashua.edu
<b>Gail Dion</b>	diong@nashua.edu
<b>Isa Ross</b>	rossi@nashua.edu
<b>Janet Valeri</b>	valerij@nashua.edu
<b>Jay Harding</b>	hardingj@nashua.edu
<b>Jennifer Scarpati</b>	scarpatij@nashua.edu
<b>Joanne Lake</b>	lakejo@nashua.edu
<b>Judy Diaz</b>	diazj@nashua.edu
<b>Karen Green</b>	greenk@nashua.edu
<b>Kathy MacIntyre</b>	macintyrek@nashua.edu
<b>Kathy Paetzold</b>	paetzoldk@nashu.edu
<b>Keith Richard</b>	richardk@nashua.edu
<b>Kelley Paradis</b>	paradisk@nashua.edu
<b>Kyle Langille</b>	langillek@nashua.edu
<b>Lydia Belanger</b>	belangerl@nashua.edu
<b>Lynne Joseph</b>	josephl@nashua.edu
<b>Lynne Tocci</b>	toccil@nashua.edu
<b>Maria Gutierrez</b>	gutierrezm@nashua.edu
<b>Marianne Busteed</b>	busteedm@nashua.edu
<b>Mark Lucas</b>	lucasm@nashua.edu
<b>Mary Frances Tintle</b>	tintlem@nashua.edu
<b>Michael Fredericksen</b>	fredericksenm@nashua.edu
<b>Michael Harrington</b>	harringtonm@nashua.edu
<b>Patricia Fazioli</b>	faziolip@nashua.edu
<b>Philip Schappler</b>	schapplerp@nashua.edu

<b>Name</b>	<b>User Name</b>
<b>Rick Farrenkopf</b>	Farrenkopfr@nashua.edu
<b>Sharon Coffey</b>	coffeys@nashua.edu
<b>Sharon Frothingham</b>	frothinghams@nashua.edu
<b>Shawn Smith</b>	smithsha@nashua.edu
<b>Stacy Bachelder</b>	bachelders@nashua.edu
<b>Susan Muldoon</b>	muldoons@nashua.edu
<b>Susan Wilborg</b>	wilborgs@nashua.edu
<b>Tammy Conroy</b>	conroyt@nashua.edu
<b>Therese Gorsuch</b>	gorsucht@nashua.edu
<b>Tina Avelar</b>	avelart@nashua.edu
<b>Trish Beaulieu</b>	beaulieup@nashua.edu
<b>Valentina Dongo</b>	dongov@nashua.edu

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



2012

### **STARDOC created**

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

2013

### **Daily Tracking**

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

2014

### **Monthly Audits**

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

2015

### **New Mapping Options & Asset Management**

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



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

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





## Benefits of partnering with SPC

### Top Benefits to **our CLIENTS**:

#### 1. Cooperative Buying

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

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will ***save you money*** benefiting from the combined purchasing power of more than 70 clients with over 4,100 devices doing more than 255 million copies and prints per year. In 2016 we purchased approximately 1,070 printing devices, with over 83 million prints out to bid.
- We will ***save you time*** by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.
- We will ***save you frustration***. We manage your contracts for up to five years from the date of installation.

#### 2. Exclusive STARDoc Software

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

#### 3. Simplified Billing Program

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

#### 4. Five-Year Equipment Replacement Schedule

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

#### 5. Annual Report

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

#### 6. Vendor Neutral

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

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

***Based on current actual volumes and CPCs, SPC has generated***

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

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



## SPC Values Our Vendors

### Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: *In 2016 there were over a thousand.*
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

### Vendor Benefits Pre-Bid & During the Bid Process

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

### Vendor Benefits Before & During Installation

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

### Vendor Ongoing Support

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

### Why do some vendors hesitate to bid?

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

**SPC manages over 4,100 pieces of equipment;**  
**Our relationship with our vendors has never been stronger!**