



Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

www.spccopypro.com

2017-2018 Annual Report

Year - End Photocopier Analysis

With projected costs for 2018-19

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



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

October 2018

Skip Tilton
President

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

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Dan:

We at Specialized Purchasing Consultants, wish to thank you for your continued confidence in us. Our relationship is **now 7 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 as well as new services soon to be offered and how you can benefit from these services.

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

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The SPC Team...

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

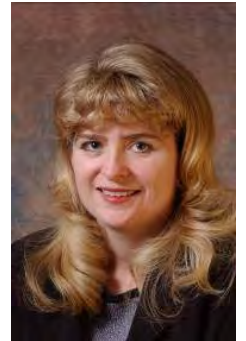


Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of 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:	133
Total Black Photocopiers	61
Total Color Photocopiers	25
Total Black Network Printers	25
Total Color Network Printers	22
Total Removed from Service:	10
# of Units OFF Warranty:	6
# of Units Approaching End of Warranty:	17
# of Units Overused:	0
# of Units Underused:	0
Commencement Date:	4/1/2016
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	6/30/2022
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract	No

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

Dear Dan,

On paper, everything looks pretty good. I would definitely continue to pay down your principal on your capital lease. We feel like we are making good progress on replacing machines that came in as recons in 2016. 11 machines were swapped out during the 16-17 Fiscal Year under the KMBS/SPC warranty covering the district. Since then, an additional 4 locations have been addressed. Please continue to communicate with us any troubles you hear about in the district so that we can help.

It is important to not ignore machines that are being overused or under. Last year, we only saw one printer that had less than 500 prints done on it. We will continue to monitor the usage to see if any additional locations need to be brought to your attention. One of our jobs is to 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.

Also, keep in mind there are some powerful print management software that you may want to consider next time around. (See page #24)

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	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	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	AOU1011001156	KMBS	10/2008
Nashua High North	Room C105 Media Center	Konica Minolta BH363	A1UE011013114	KMBS	06/2010
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	AOPN011008914	KMBS	12/2008
New Searles Elementary School	Room 261 Copy Room	Konica Minolta BH751	AOPN011000592	KMBS	12/2008
Pennichuck Middle	Guidance	Konica Minolta BH363	A1UD011111470	KMBS	06/2010
Pennichuck Middle	Office	Konica Minolta BHC452	AOP2011016984	KMBS	09/2009

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Title One	Office	Konica Minolta BHC452	A0P2011016908	KMBS	09/2009

Non Contracted Devices

NHSAU 42 - Nashua School District

Make - Model	Serial Number	IP Address	Last Update
HP LASERJET P2035n	VNB3F08462	10.14.26.221	10/10/2018 8:50:56 AM
HP LaserJet 4100 SERIES	USJNJ08881	10.13.9.208	10/10/2018 8:50:56 AM
HP LASERJET 400 color M451dn	CNBH312127	10.14.17.240	10/10/2018 8:50:56 AM
HP LASERJET 4200	USBNN21063	10.14.14.214	9/4/2018 8:51:05 AM
HP LASERJET 4200	USGNX47244	10.14.9.214	10/10/2018 8:50:56 AM
HP LASERJET P2035n	VNB3F14001	10.14.10.223	10/10/2018 8:50:56 AM
HP LASERJET 4200	CNBX241011	10.14.11.214	10/10/2018 8:50:56 AM
HP LASERJET 4200	USGNX47245	10.14.6.206	2/1/2018 8:52:28 AM
HP COLOR LaserJet 4650	JPHAD27219	10.14.20.216	10/10/2018 8:50:56 AM
HP LASERJET 4200	USBNP14806	10.14.7.216	10/10/2018 8:50:56 AM
HP LASERJET 2300 SERIES	CNBDC55038	10.14.7.212	4/23/2018 8:52:37 AM
HP COLOR LaserJet 3600	CNWHH01272	10.13.6.205	10/10/2018 8:50:56 AM
HP LASERJET 2300 SERIES	CNBDC56854	10.14.7.213	2/6/2018 8:52:41 AM
HP LaserJet 4100 SERIES	USLNH24866	10.13.15.208	1/23/2018 8:52:49 AM
HP LASERJET 4200	USGNX47242	10.14.6.203	10/10/2018 8:50:56 AM
HP LASERJET 2300 SERIES	CNBDB56620	10.14.22.212	10/10/2018 8:50:56 AM
HP LaserJet 4100 SERIES	USLND19015	10.13.14.208	10/10/2018 8:50:56 AM
HP LASERJET 1200	CNDL088901	10.13.16.202	8/22/2018 8:52:16 AM
HP COLOR LaserJet 4700	JPLB06399	10.14.26.225	10/10/2018 8:50:56 AM
HP LASERJET P4015	CNDY462024	10.13.17.214	10/10/2018 8:50:56 AM
HP LaserJet 4100 SERIES	USLNK25410	10.13.8.204	10/10/2018 8:50:56 AM

Make - Model	Serial Number	IP Address	NHSAU 42 - Nashua School District
HP LASERJET 2300 SERIES	CNBGG08919	10.14.9.205	9/27/2018 8:50:40 AM
HP COLOR LaserJet 3600	CNWBB06439	10.14.7.218	2/8/2018 8:52:32 AM
HP LaserJet 4100 SERIES	USLNH24732	10.13.10.205	8/4/2018 8:52:50 AM
HP LaserJet 4100 SERIES	USLNK25416	10.13.9.209	10/10/2018 8:50:56 AM
HP LaserJet 4100 SERIES	USLNK25384	10.13.17.211	10/10/2018 8:50:56 AM
HP LASERJET 2300 SERIES	CNBDB56619	10.14.17.211	10/10/2018 8:50:56 AM
HP COLOR LaserJet 4700	JP4LB26712	10.10.1.210	10/10/2018 8:50:56 AM
HP LASERJET 2300 SERIES	CNBGG09044	10.14.3.236	10/10/2018 8:50:56 AM
HP LASERJET 4200	USGNS32208	10.14.8.203	10/10/2018 8:50:56 AM
HP LaserJet 4100 SERIES	USLNH24745	10.13.17.202	10/10/2018 8:50:56 AM
HP Laser Jet 400 M401n	VNB4J11028	10.13.10.201	10/10/2018 8:50:56 AM
HP LASERJET 4200	USGNX47246	10.14.3.232	10/10/2018 8:50:56 AM
HP LASERJET 4050 SERIES	USQB050773	10.15.5.20	10/10/2018 8:50:56 AM
HP LASERJET 4250	CNGXC75241	10.11.5.10	12/8/2017 8:53:23 AM
HP Laser Jet 400 M401n	VNB4J01765	10.10.1.201	10/10/2018 8:50:56 AM
HP LASERJET 4200	USDNX10741	10.8.5.11	7/31/2018 8:52:16 AM
HP LASERJET 2300 SERIES	CNBDB56618	10.14.17.210	10/10/2018 8:50:56 AM
HP LaserJet 4100 SERIES	USJNK08945	10.14.26.219	1/25/2018 8:52:30 AM
HP LASERJET P4015	CNDYC10254	10.9.5.12	6/22/2018 8:52:37 AM
HP LASERJET M1536dnf MFP	CND9D61B9T	10.13.13.204	10/10/2018 8:50:56 AM
HP LASERJET 4200	USBNP14805	10.14.6.200	10/10/2018 8:50:56 AM
HP LASERJET 4200	USGNP46654	10.14.3.225	10/10/2018 8:50:56 AM

Make - Model		Serial Number	IP Address	NHS AU 42 - Nashua School District	
HP LaserJet 4100 SERIES		USLNH24733	10.13.13.205	10/10/2018 8:50:56 AM	
HP LASERJET 4200		USGNN32278	10.14.9.204	10/10/2018 8:50:56 AM	
HP LASERJET 4250		CNRXY01881	10.1.5.10	10/10/2018 8:50:56 AM	
HP LaserJet 4100 SERIES		USLND19036	10.13.14.209	10/10/2018 8:50:56 AM	
HP LASERJET P4015		CNDY238449	10.4.5.10	10/10/2018 8:50:56 AM	
Brother DCP-8065DN		B7J385693	10.6.5.13	10/10/2018 8:50:56 AM	
HP LaserJet 4100 SERIES		USLNH24746	10.13.13.202	10/10/2018 8:50:56 AM	
HP LaserJet 4100 SERIES		USLNH24748	10.13.15.205	10/10/2018 8:50:56 AM	
HP LaserJet 4100 SERIES		USLNI18994	10.13.10.204	10/10/2018 8:50:56 AM	
HP LASERJET 2300 SERIES		CNBDB56622	10.14.9.217	10/10/2018 8:50:56 AM	
HP LASERJET 4200		CNBX241015	10.14.14.212	10/10/2018 8:50:56 AM	
HP LASERJET 4200		USGNX32314	10.14.16.201	7/12/2018 8:53:14 AM	
HP COLOR LaserJet CP4520 SERIES		JPBCBD22M2	10.14.14.222	10/10/2018 8:50:56 AM	
HP LaserJet 4100 SERIES		USLND19018	10.13.14.207	10/10/2018 8:50:56 AM	
HP LaserJet 4100 SERIES		USBNI33176	10.13.17.205	10/10/2018 8:50:56 AM	
HP LASERJET 4200		USBNN21057	10.14.11.216	12/1/2017 8:53:16 AM	
HP LASERJET 4200		USGNP46650	10.14.6.206	10/10/2018 8:50:56 AM	
HP LaserJet 4100 SERIES		USLND19029	10.13.17.203	10/10/2018 8:50:56 AM	
HP LaserJet 4100 SERIES		USLNH24867	10.13.18.203	10/10/2018 8:50:56 AM	
HP LaserJet 4100 SERIES		USLND19032	10.13.17.204	10/10/2018 8:50:56 AM	
HP LASERJET 4200		USBNP14807	10.14.3.242	10/10/2018 8:50:56 AM	
HP COLOR LaserJet CP2025n		CNBS207517	10.17.5.26	10/10/2018 8:50:56 AM	
HP LASERJET 4200		USBNM34070	10.14.13.218	10/10/2018 8:50:56 AM	
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Make - Model	Serial Number	IP Address	NHSAU 42 - Nashua School District
HP LASERJET 4200	USGNX58921	10.14.9.232	9/14/2018 8:50:45 AM
HP LASERJET 4200	CNBX124238	10.13.12.202	10/10/2018 8:50:56 AM
HP LASERJET CP1525nw	CNBF250108	10.16.5.12	10/10/2018 8:50:56 AM
HP LaserJet 4100 SERIES	USLNH24740	10.13.11.201	10/10/2018 8:50:56 AM
HP LASERJET 4200	USGNX47241	10.14.9.209	10/10/2018 8:50:56 AM
HP LaserJet 4100 SERIES	USLNH24874	10.13.10.209	10/10/2018 8:50:56 AM
HP LaserJet 4100 SERIES	USLNH24875	10.13.18.202	8/8/2018 8:53:10 AM
HP LASERJET 4200	USGNX32312	10.14.10.201	10/10/2018 8:50:56 AM
HP COLOR LaserJet CP5225dn	CNBCCD635L	10.14.26.230	10/10/2018 8:50:56 AM
HP LaserJet 4100 SERIES	USLNH24872	10.13.14.202	5/10/2018 8:53:17 AM
HP LASERJET 4200	USDNX01570	10.14.28.211	4/16/2018 8:52:31 AM
HP LASERJET 4200	USGNX47243	10.14.16.210	10/10/2018 8:50:56 AM
HP LASERJET P4015	JPDF282386	10.9.5.11	10/10/2018 8:50:56 AM
HP Laser Jet 400 M401n	VNG3516520	10.10.1.205	10/10/2018 8:50:56 AM
HP LASERJET P2035n	VNB3H16133	10.14.11.240	10/10/2018 8:50:56 AM
HP LASERJET CP1525nw	CNBF335804	10.1.5.14	10/10/2018 8:50:56 AM
HP LASERJET 4200	USGNP46651	10.14.9.233	10/10/2018 8:50:56 AM
HP LASERJET 4200	CNBX241016	10.14.10.215	10/10/2018 8:50:56 AM
HP LaserJet 4100 SERIES	USLNK25422	10.13.9.207	10/10/2018 8:50:56 AM
HP LASERJET 4200	CNBX241018	10.14.14.211	10/10/2018 8:50:56 AM
HP LaserJet 4100 SERIES	USLNH24743	10.13.15.204	10/10/2018 8:50:56 AM
HP COLOR LaserJet 4600	JPBKF17500	10.15.5.16	10/10/2018 8:50:56 AM

Make - Model	Serial Number	IP Address	NHSAU 42 - Nashua School District	Last Updated
HP LASERJET 4200	USDNX22395	10.17.5.17		10/10/2018 8:50:56 AM
HP LASERJET 4200	USGNX47234	10.14.26.217		10/10/2018 8:50:56 AM
HP LASERJET 4050 SERIES	USBB302582	10.13.8.205		10/10/2018 8:50:56 AM
HP LASERJET P4015	CNDY463763	10.13.18.207		7/23/2018 8:52:43 AM
HP LASERJET 4200	CNBX241019	10.14.10.214		10/10/2018 8:50:56 AM
HP LASERJET 4200	CNDX700071	10.14.10.216		7/6/2018 8:53:22 AM
HP COLOR LaserJet 4700	JP4LB17832	10.15.5.15		5/10/2018 8:53:17 AM
HP LASERJET 600 M602	CNCCF9X0LW	10.14.8.204		10/10/2018 8:50:56 AM
HP LASERJET 400 color M451dn	CNDF239695	10.13.7.201		10/10/2018 8:50:56 AM
HP LASERJET 400 color M451dn	CNDF339975	10.13.6.211		10/10/2018 8:50:56 AM
Brother DCP-8065DN	B7J385644	10.11.5.21		10/10/2018 8:50:56 AM
HP LASERJET 4200	USBNN21056	10.14.13.214		10/10/2018 8:50:56 AM
HP LASERJET 500 color M551	CNDCG862C6	10.13.6.203		10/10/2018 8:50:56 AM
HP LASERJET 500 color M551	CNDCG862D8	10.13.11.204		10/10/2018 8:50:56 AM
HP Laser Jet 400 M401n	PHGDD36115	10.13.15.201		10/10/2018 8:50:56 AM
HP LASERJET 400 color M451dn	JPBDQ14728	10.14.7.228		10/10/2018 8:50:56 AM
HP COLOR LaserJet 3600	CNWBB06437	10.13.13.203		7/10/2018 8:52:57 AM
HP Laser Jet 400 M401n	VNG3R45033	10.3.5.10		10/9/2018 8:50:45 AM
HP Laser Jet 400 M401n	VNG3R45004	10.7.5.10		10/10/2018 8:50:56 AM
HP Laser Jet 400 M401n	VNG3535845	10.12.5.14		10/9/2018 8:50:45 AM
HP Laser Jet 400 M401n	VNG3R45026	10.14.3.224		10/10/2018 8:50:56 AM
HP Laser Jet 400 M401n	VNG3R45035	10.13.9.201		10/3/2018 8:50:46 AM
HP Laser Jet 400 M401n	VNG3R45032	10.18.5.10		10/10/2018 8:50:56 AM
2017 - 2018 Year-End Photocopier Analysis with 2018-2019 Projections				

Make - Model	Serial Number	IP Address	NHSAU 42 - Nashua School District
HP LASERJET 400 M401N	VNG3R45036	10.8.5.10	10/9/2018 8:50:45 AM
HP LASERJET 4250	CNGXC10271	10.14.26.211	10/10/2018 8:50:56 AM
HP COLOR LaserJet M553	JPBCKBJ083	10.14.3.237	10/10/2018 8:50:56 AM
HP COLOR LaserJet CP4520 SERIES	JPBCBD22LC	10.13.8.202	6/21/2018 8:53:21 AM
HP COLOR LaserJet 4600	JPAKC09105	10.13.18.39	5/17/2018 8:52:31 AM
HP LaserJet 4100 SERIES	USLNH24736	10.13.18.204	10/10/2018 8:50:56 AM
HP LASERJET 4200	USDNN13934	10.9.5.31	10/10/2018 8:50:56 AM
HP LASERJET 400 M401N	VNG3R45031	10.14.9.211	10/10/2018 8:50:56 AM
HP LASERJET 9040	JPRCC7M019	10.14.3.216	10/5/2018 8:50:50 AM
CANON D570	WQL06357	10.14.24.62	3/15/2018 8:52:41 AM
HP LaserJet 4100 SERIES	USLND19004	10.13.17.210	1/15/2018 8:52:45 AM
Canon LBP3560	MGKA100495	10.14.6.206	9/16/2018 8:50:45 AM
HP COLOR LASERJET M452DN	VNB3B71291	10.14.26.245	10/10/2018 8:50:56 AM
HP COLOR LASERJET M452DW	VNB3D25413	10.14.7.218	10/10/2018 8:50:56 AM
HP COLOR LASERJET M452DN	VNB3M77970	10.14.9.245	10/10/2018 8:50:56 AM
HP PRO 8600	CN2BCBWPCG05KD	10.14.3.239	10/10/2018 8:50:56 AM
HP COLOR LaserJet Pro M252dw	VNB3F43260	10.13.11.19	3/5/2018 8:53:48 AM
Canon LBP3560	MGKA100466	10.1.5.19	10/10/2018 8:50:56 AM
HP COLOR LASERJET M452DW	VNB3D25414	10.14.3.251	10/10/2018 8:50:56 AM
HP LaserJet 4100 SERIES	USLND19035	10.13.9.211	6/22/2018 8:52:37 AM
HP 7510 SERIES	CN64M3R09Y0679	10.15.5.23	10/10/2018 8:50:56 AM
HP LASERJET M402dw	PHBVD35348	10.14.7.212	10/10/2018 8:50:56 AM
Canon LBP3560	MGKA100242	10.14.28.211	10/10/2018 8:50:56 AM
2017 - 2018 Year-End Photocopier Analysis with 2018-2019 Projections			

Make - Model	Serial Number	IP Address	NHSAU 42 - Nashua School District
HP LASERJET 1200		10.13.13.201	10/11/2018 7:10:01 AM
HP COLOR LaserJet 4600	JPFMF25673	10.13.18.206	6/26/2018 8:53:23 AM
HP LASERJET 400 color M451dn	CNDF266421	10.13.18.201	10/10/2018 8:50:56 AM
HP Color LaserJet M652	JPBCKBZ04Q	10.13.8.202	10/10/2018 8:50:56 AM
HP LaserJet 4100 SERIES	USLNH24863	10.13.14.12	10/10/2018 8:50:56 AM
HP LaserJet 4100 SERIES	USLNI18993	10.13.17.206	9/24/2018 8:50:50 AM
HP LASERJET 4200	USGNX32333	10.14.8.201	10/10/2018 8:50:56 AM
HP LASERJET P2055x	CNB9L25391	10.13.18.202	10/10/2018 8:50:56 AM
HP LaserJet 4100 SERIES	USLNH24742	10.13.11.205	8/24/2018 8:52:05 AM
HP COLOR LaserJet 4600	JPAKC09116	10.13.18.207	10/10/2018 8:50:56 AM

Machine Count: 169... Our Goal with the next upgrade is to get all non contract devices under a CPC agreement. Please keep in mind that a lot of these units are color printers that are extremely expensive to manage without a CPC agreement!

Warranty Progress Report

For Year 2017-2018

Equipment Details

Amherst Street Elementary School

Teachers' Room

		<i>Black Meter & Volume</i>	<i>Color Meter & Volume</i>
Konica Minolta BH951	<i>Begin Date:</i> 7/1/2017	<i>Begin Meter</i> 2,640,723	
A4EW011001538	<i>End Date:</i> 11/16/2017	<i>End Meter</i> 2,744,462	
KMBS - 9343-8718		<i>Black Volume:</i> 103,739	
<i>Model Intro Date:</i> 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 & Volume</i>		<i>Color Meter & Volume</i>
Konica Minolta BH951	<i>Begin Date:</i> 7/1/2017	<i>Begin Meter</i>	2,992,585	
A4EW011002265	<i>End Date:</i> 11/16/2017	<i>End Meter</i>	3,206,117	
KMBS - 9343-8955		<i>Black Volume:</i>	213,532	
<i>Model Intro Date:</i> 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 & Volume</i>	<i>Color Meter & Volume</i>
Konica Minolta BH951	<i>Begin Date:</i> 7/1/2017	<i>Begin Meter</i> 2,327,466	
A4EW011000515	<i>End Date:</i> 11/16/2017	<i>End Meter</i> 2,517,966	
KMBS - 9332-0306		<i>Black Volume:</i> 190,500	
<i>Model Intro Date:</i> 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 & Volume</i>	<i>Color Meter & Volume</i>
Konica Minolta BH951	<i>Begin Date:</i> 7/1/2017	<i>Begin Meter</i> 2,666,952	
A4EW011001579	<i>End Date:</i> 11/16/2017	<i>End Meter</i> 2,896,718	
KMBS - 9343-8734		<i>Black Volume:</i> 229,766	
<i>Model Intro Date:</i> 6/1/2012			

<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.
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 & Volume</i>	<i>Color Meter & Volume</i>
Konica Minolta BH950	<i>Begin Date:</i> 7/1/2017	<i>Begin Meter</i> 1,364,316	
A0Y5011005273	<i>End Date:</i> 11/16/2017	<i>End Meter</i> 1,525,150	
KMBS - 9330-8935		<i>Black Volume:</i> 160,834	
<i>Model Intro Date:</i> 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.

Building	Department / Room	Make Model	Serial #	Vendor Id #	Date of Trade
Amherst Street Elementary School	Teachers' Room	Konica Minolta BH951	A4EW011001538	9343-8718	11/16/2017
Birch Hill Elementary	Teachers' Room Ground Floor	Konica Minolta BH951	A4EW011040819 (Moved to FMS)	9460-6908	11/16/2017
Charlotte Ave. Elementary	Teachers' Work Room	Konica Minolta BH951	A4EW011002265	9343-8955	11/16/2017
Fairgrounds Middle	Guidance	Konica Minolta BH951	A4EW011000467	9332-0302	11/16/2017
Fairgrounds Middle	Staff Work Room	Konica Minolta BH951	A4EW011004431	9343-8158	11/16/2017
Ledge Street Elementary School	Copy Room	Konica Minolta BH951	A4EW011002252	9348-0306	11/16/2017
Mt. Pleasant Elementary School	Copy Room	Konica Minolta BH950	A0Y5011004592	9332-3198	11/16/2017
Nashua High North	Room B205	Konica Minolta BH951	A4EW011004445	9355-9845	11/16/2017
Nashua High North	Room C226 Science	Konica Minolta BH951	A4EW011000515	9332-0306	11/16/2017
Nashua High North	Room D208	Konica Minolta BH951	A4EW011001579	9343-8734	11/16/2017
Nashua High North	Room D305	Konica Minolta BH950	A0Y5011005273	9330-8935	11/16/2017



1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Reports

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail
- Initiated 5% cost per print annual increase cap

2001 Solid-Ink Printers and Meter Collection

- Offered low-cost-of-operation solid-ink network printers to help reduce printing costs
- Began collecting meter reads directly from client and submitting to vendors via spreadsheet, providing more accurate and consistent billing

2002 Bond Counsel Review

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

2003 Contracts and Warranties Updated

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

2005 Economic Municipal Relief Fund Established

2006 Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience

2007 Insurance Fund

- Insurance Fund established for equipment upgrades with SPC monitoring installations from start to finish. SPC absorbs cost of returning leased equipment, electrical or network drop installs or upgrades, and surge protectors (ESPs)

2012 STARDoc - Print Management Software Developed and Implemented

- Live Floor Plans allow IT administrators to move devices around on their own floor plans
- Low-end network printers added to contracts and monitored
- Simplified Billing introduced

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

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

2015 STARDoc - Mapping Options and Asset Management

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

2018 STARDoc - Improved Pinpointing of Budget and Communications

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



- **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

New Features

Industry Wide

Consult: Secure Print Release, also known as Follow Me Print or Find-Me Printing.


- Print to a single global queue, walk up, and collect at any device.
- The application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD). It allows users to print at any area within the building as long as the MFD has the features needed by the user.

STARDoc

NEW! Over Budget Report feature

- Allows user to select the Over Budget feature to produce a report showing each machine currently running over projected volumes, listed with highest amount over first.
- Catch overused equipment early, before equipment begins to break down due to over use.
- Request service history on any machine right through STARDoc.

Over Budget



Room:

Room 201 Principal's Office

Make & Model:

Canon IRC5051

Serial Number:

GQM65369

IP Address:

172.16.10.145

Projected Amount Over Budget:

\$1,902

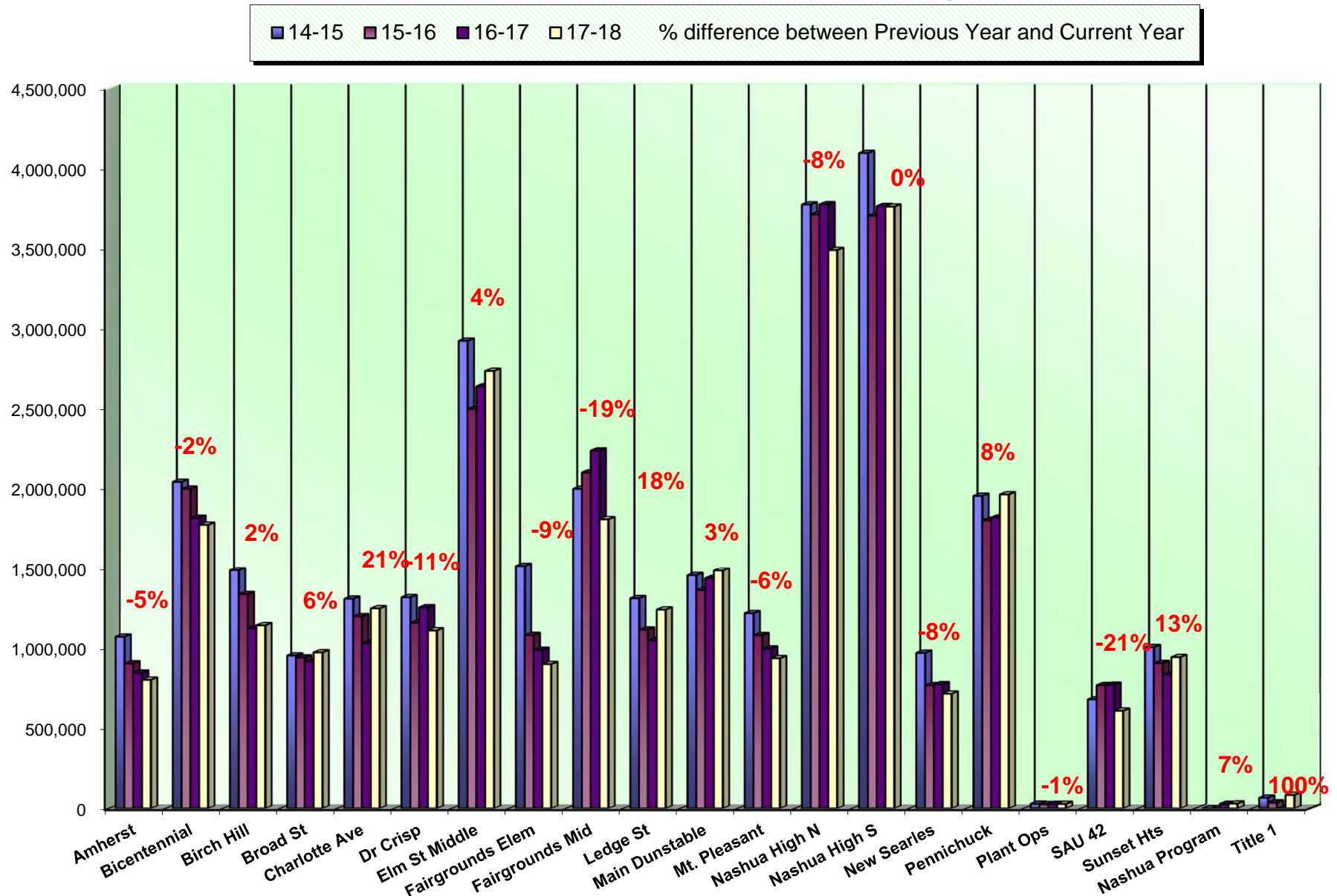
Previous

Next

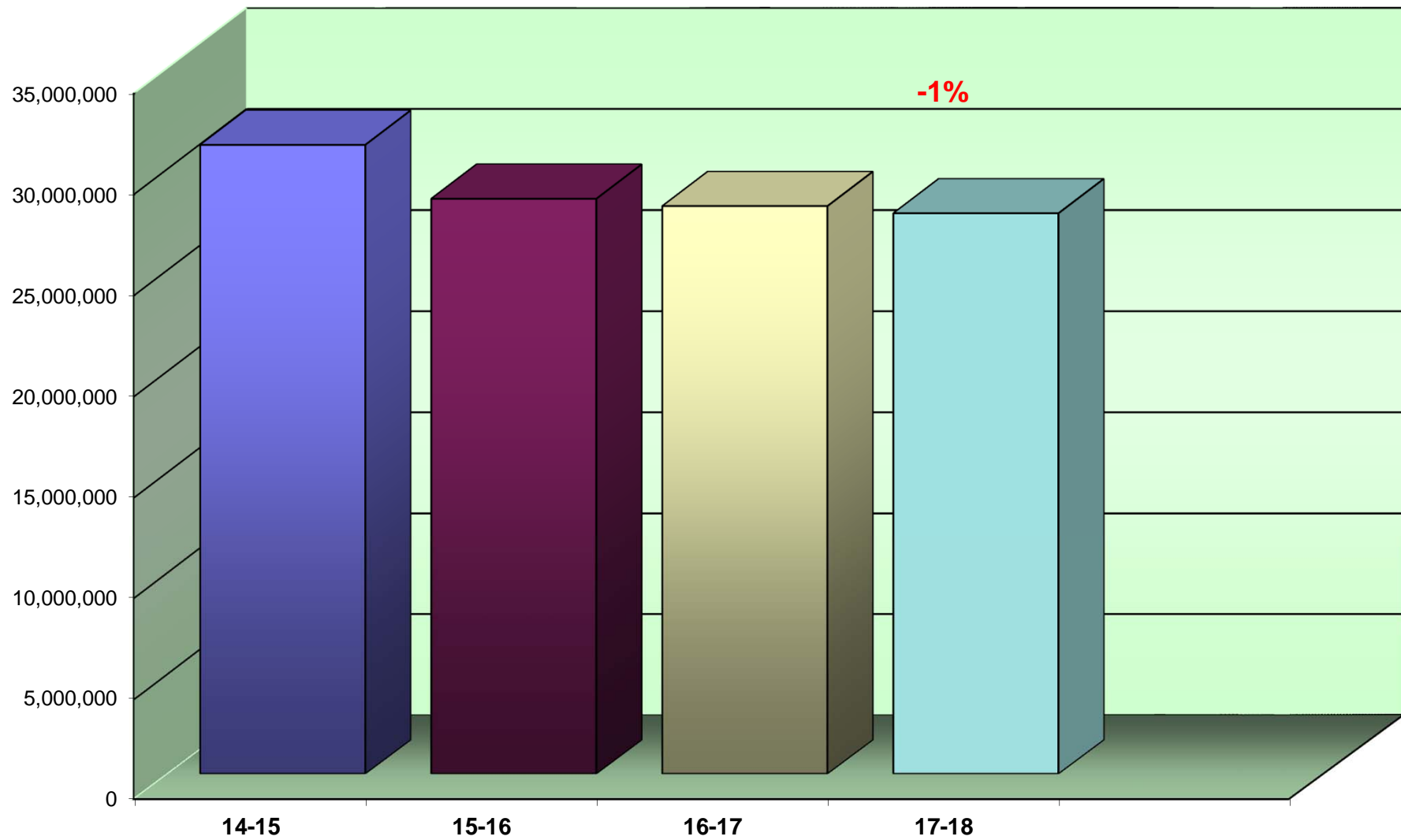
Request Service History

Close

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	288	807,298	\$9,674.57	2,803	\$33.59
Bicentennial Elementary	617	1,773,552	\$21,315.79	2,874	\$34.55
Birch Hill Elementary	402	1,144,413	\$13,896.92	2,847	\$34.57
Broad Street Elementary	351	976,666	\$11,681.05	2,783	\$33.28
Charlotte Ave. Elementary	457	1,249,594	\$14,857.97	2,734	\$32.51
Dr. Crisp Elementary School	440	1,112,677	\$13,280.83	2,529	\$30.18
Elm Street Middle	1,039	2,733,829	\$32,762.62	2,631	\$31.53
Fairgrounds Elementary	520	903,544	\$10,806.57	1,738	\$20.78
Fairgrounds Middle	703	1,808,155	\$21,386.61	2,572	\$30.42
Ledge Street Elementary School	497	1,241,993	\$14,794.89	2,499	\$29.77
Main Dunstable Elementary School	470	1,485,375	\$17,767.84	3,160	\$37.80
Mt. Pleasant Elementary School	367	939,890	\$11,266.86	2,561	\$30.70
Nashua High North	1,667	3,488,216	\$41,436.68	2,093	\$24.86
Nashua High South	1,809	3,759,376	\$44,578.72	2,078	\$24.64
New Searles Elementary School	376	720,249	\$8,626.94	1,916	\$22.94
Pennichuck Middle	639	1,963,782	\$23,508.79	3,073	\$36.79

<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>
Plant Operations	0	27,942	\$330.49	0	\$0.00
SAU 42 District Office	0	613,061	\$7,558.45	0	\$0.00
Sunset Heights Elementary	391	947,318	\$11,239.84	2,423	\$28.75
The Nashua Program @ Brentwoo	0	30,170	\$356.85	0	\$0.00
Title One	45	84,213	\$996.06	1,871	\$22.13
Totals	11,078	27,811,313	\$332,125.34	2,510	\$29.98

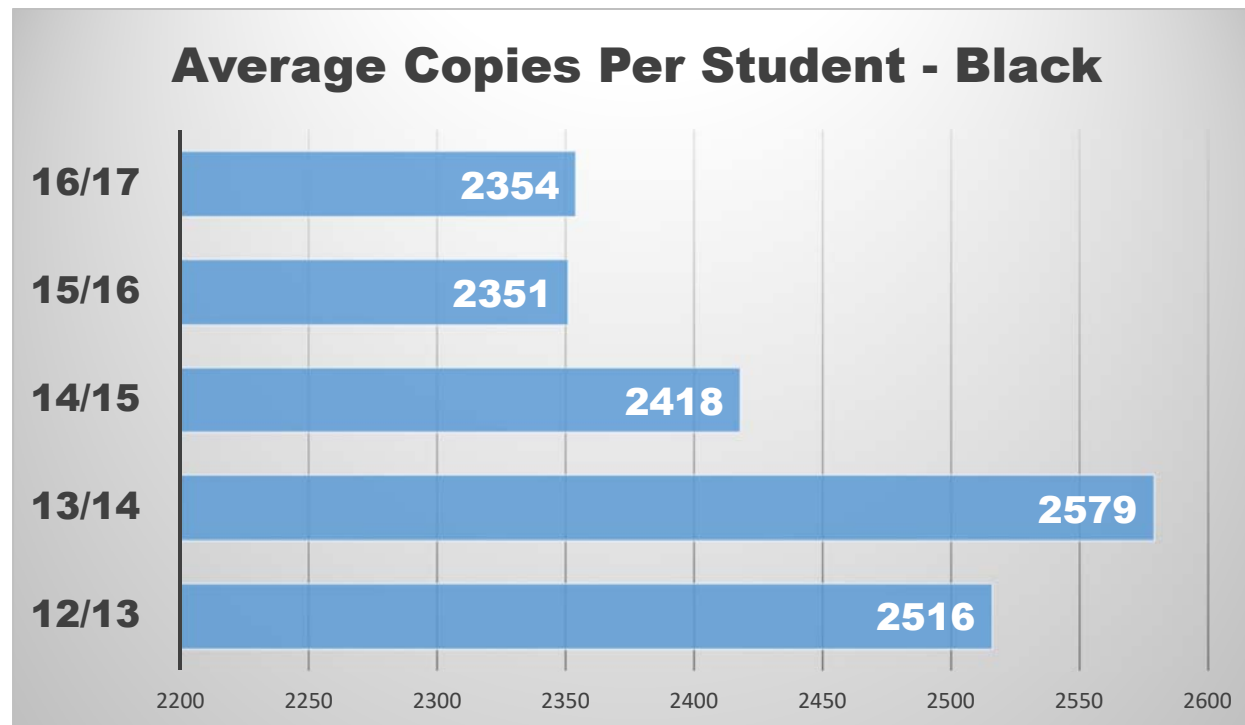
**Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black Only

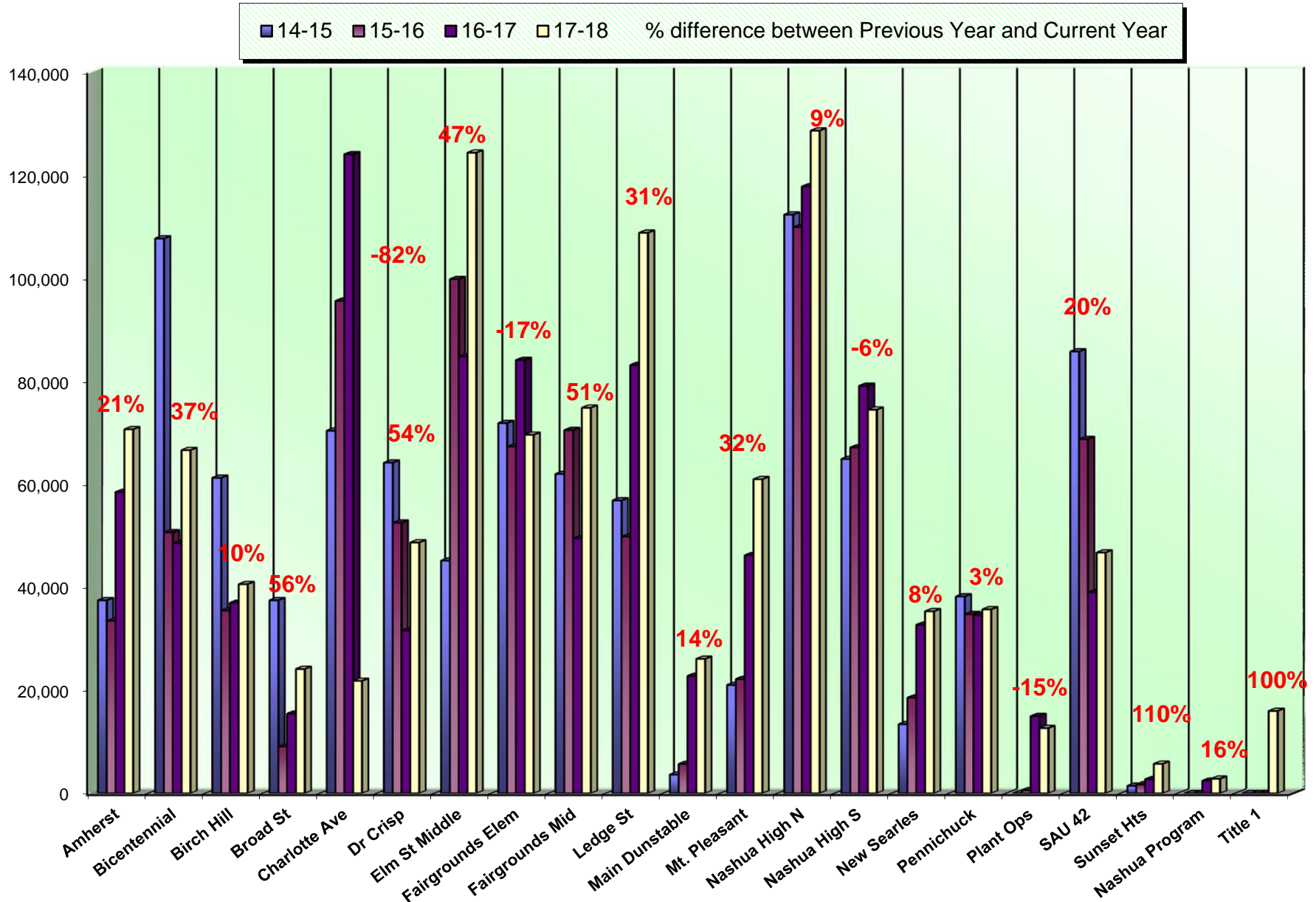
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	88,906	209,301,843	\$4,194,294.05	2,354	\$47.17

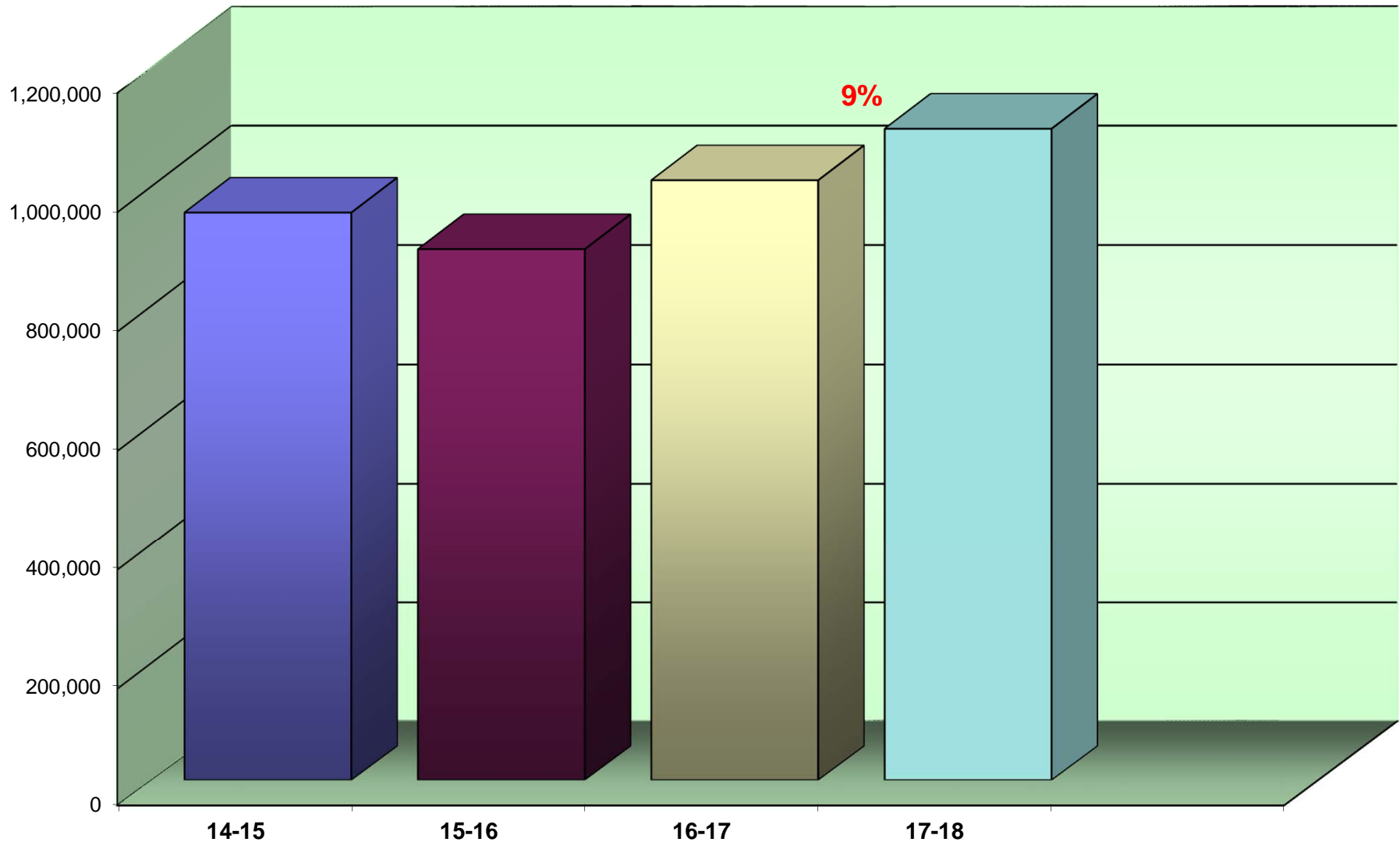
* Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment



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	288	70,706	\$3,857.69	246	\$13.39
Bicentennial Elementary	617	66,670	\$3,505.51	108	\$5.68
Birch Hill Elementary	402	40,700	\$2,140.01	101	\$5.32
Broad Street Elementary	351	24,283	\$1,311.85	69	\$3.74
Charlotte Ave. Elementary	457	21,969	\$1,155.13	48	\$2.53
Dr. Crisp Elementary School	440	48,787	\$2,565.22	111	\$5.83
Elm Street Middle	1,039	124,305	\$7,005.98	120	\$6.74
Fairgrounds Elementary	520	69,639	\$3,677.24	134	\$7.07
Fairgrounds Middle	703	74,883	\$3,937.35	107	\$5.60
Ledge Street Elementary School	497	108,786	\$5,820.03	219	\$11.71
Main Dunstable Elementary School	470	26,236	\$1,379.49	56	\$2.94
Mt. Pleasant Elementary School	367	61,045	\$3,288.80	166	\$8.96
Nashua High North	1,667	128,568	\$7,212.39	77	\$4.33
Nashua High South	1,809	74,503	\$4,170.02	41	\$2.31
New Searles Elementary School	376	35,454	\$1,994.13	94	\$5.30
Pennichuck Middle	639	35,826	\$1,883.73	56	\$2.95

<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>
Plant Operations	0	12,749	\$670.34	0	\$0.00
SAU 42 District Office	0	46,839	\$2,519.28	0	\$0.00
Sunset Heights Elementary	391	5,763	\$303.02	15	\$0.77
The Nashua Program @ Brentwoo	0	2,841	\$149.38	0	\$0.00
Title One	45	16,090	\$846.01	358	\$18.80
Totals	11,078	1,096,642	\$59,392.60	99	\$5.36

**Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report. Note: New STARDoc tool will flag the High Color Usage. See Page # 24 under new STARDoc features0Industry Ratios are 185 color prints per student per year0Rlease contact our SPC technical team to provide training to your staff.*

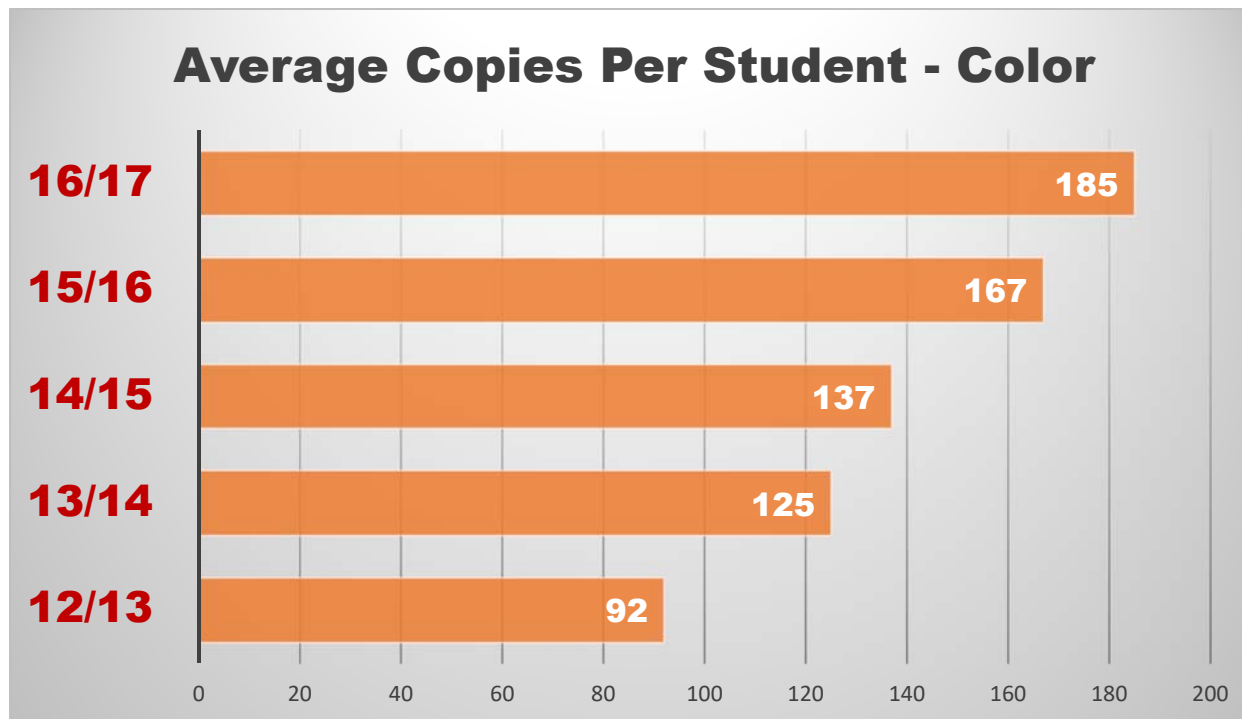
<i>District Wide Black Totals</i>	<i>27,811,313</i>	<i>\$94,305.50</i>
<i>District Wide Color Totals</i>	<i>1,096,642</i>	<i>\$57,777.41</i>

Cost Comparison – Color Only

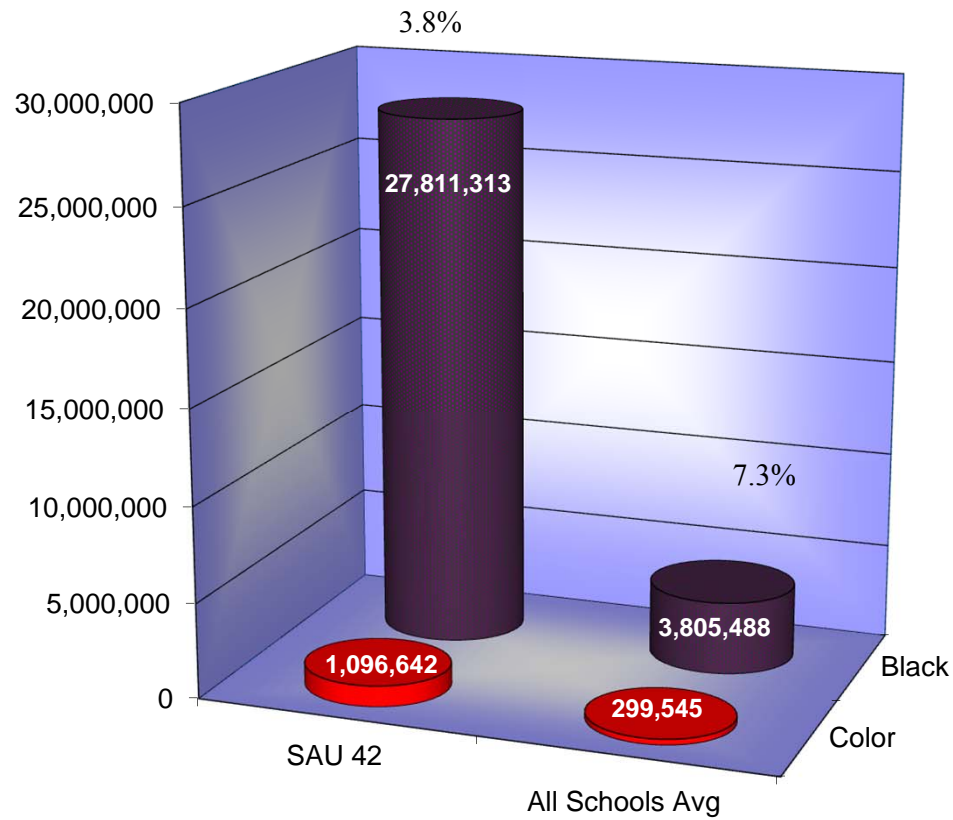
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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>
All Schools w/Student Populations	88,906	16,474,996	\$820,060.24	185	\$9.22

* Total District Cost refers to the cost of Service and Supplies only; paper and equipment costs are calculated into the Black Comparison chart.



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 Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 4/1/2016	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
AMHERST STREET ELEMENTARY SCHOOL						
Main Office						
Konica Minolta BH4700P / 50 PPM A63N011012625 / 9464-8116 2,000,000 / 04/2013 Black Network Printer KMBS	28,021 0	44,266 0	16,245 0	\$0.006280 \$102.02 \$0.00000 \$0.00	None at this time.	
Office						
Konica Minolta BHC654E / 65 PPM A2X1017012022 / 9460-6926 3,000,000 / 07/2013 Color Photocopier KMBS	661,619 38,102	1,160,373 87,696	498,754 49,594	\$0.003280 \$1,635.91 \$0.05115 \$2,536.73	None at this time.	
Room 204 Computer Lab						
Konica Minolta BHC3100P / 32 PPM A6DR012102441 / 9464-8117 750,000 / 06/2014 Color Network Printer KMBS	20,528 28,132	45,045 49,244	24,517 21,112	\$0.006280 \$153.97 \$0.05760 \$1,216.05	None at this time.	

Date of Last Upgrade: 4/1/2016

					Date of Last Upgrade: 4/1/2016
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
AMHERST STREET ELEMENTARY SCHOOL					
Teachers' Room					
Konica Minolta BH554E / 55 PPM A61D011001323 / 9354 3618 3,000,000 / 10/2013 Black Photocopier KMBS	121,672 0	285,715 0	164,043 0	\$0.003280 \$538.06 \$0.00000 \$0.00	None at this time.
Konica Minolta BH951 / 95 PPM A4EW011001538 / 9343-8718 5,000,000 / 06/2012 Black Photocopier KMBS	2,640,723 0	2,744,462 0	103,739 0	\$0.003280 \$340.26 \$0.00000 \$0.00	Replaced w/A61D011001323
Subtotals Black		807,298	\$2,770.22		
Subtotals Color		70,706	\$3,752.78		

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
BICENTENNIAL ELEMENTARY					
Main Office					
Konica Minolta BH4700P / 50 PPM	60,149	100,981	40,832	\$0.006280	None at this time.
A63N011012630 / 9464-8092				\$256.42	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Office Work Room					
Konica Minolta BHC654E / 65 PPM	351,629	677,434	325,805	\$0.003280	None at this time.
A2X1017013204 / 9460-7646				\$1,068.64	
3,000,000 / 07/2013	49,444	116,114	66,670	\$0.05115	
Color Photocopier				\$3,410.17	
KMBS					
Room 148 Staff Work Room					
Konica Minolta BH751 / 75 PPM	1,317,456	1,721,866	404,410	\$0.003280	traded. Replaced under warranty with Konica 754
A0PN011003518 / 9331-3109				\$1,326.46	
4,000,000 / 01/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM	1,195,257	2,129,061	933,804	\$0.003280	None at this time.
A4EW011040832 / 9460-7632				\$3,062.88	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 4/1/2016	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
BICENTENNIAL ELEMENTARY						
Room 173 Computer Lab						
Konica Minolta BH4700P / 50 PPM A63N011012626 / 9464-8093 2,000,000 / 04/2013 Black Network Printer	33,178 0	58,923 0	25,745 0	\$0.006280 \$161.68 \$0.00000 \$0.00	None at this time.	
KMBS						
Special Ed						
Konica Minolta BH4700P / 50 PPM A63N011012631 / 9464-8094 2,000,000 / 04/2013 Black Network Printer	58,878 0	101,834 0	42,956 0	\$0.006280 \$269.76 \$0.00000 \$0.00		None at this time.
KMBS						
Subtotals Black			1,773,552	\$6,145.85		
Subtotals Color			66,670	\$3,410.17		

					Date of Last Upgrade: 4/1/2016
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2017-18		
Vendor	7/1/2017 Meter	6/30/2018 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
BIRCH HILL ELEMENTARY					
Main Office					
Konica Minolta BH4700P / 50 PPM	51,318	92,809	41,491	\$0.006280	None at this time.
A63N011012628 / 9464-8106				\$260.56	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Office					
Konica Minolta BHC554 / 55 PPM	216,758	440,258	223,500	\$0.003280	None at this time.
A5AY011017414 / 9460-7644				\$733.08	
3,000,000 / 08/2012	41,814	82,514	40,700	\$0.05115	
Color Photocopier				\$2,081.81	
KMBS					
Room 310 Hallway					
Konica Minolta BH4700P / 50 PPM	70,121	145,444	75,323	\$0.006280	None at this time.
A63N011012585 / 9464-8107				\$473.03	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Teachers' Room					
Konica Minolta BH754 / 75 PPM	1,756,234	2,104,370	348,136	\$0.003280	None at this time.
A55V017000345 / 9320 1903				\$1,141.89	
4,000,000 / 03/2013	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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
BIRCH HILL ELEMENTARY					
Teachers' Room Ground Floor					
Konica Minolta BH754E / 75 PPM	812,532	1,112,955	300,423	\$0.003280	None at this time.
A0PN011009756 / 9339-2425				\$985.39	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM	750,208	905,748	155,540	\$0.003280	Replaced with A0PN011009756; moved to Fairgrounds Middle Staff Work Room.
A4EW011040819 / 9460-6908				\$510.17	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			1,144,413	\$4,104.12	
Subtotals Color			40,700	\$2,081.81	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
BROAD STREET ELEMENTARY					
Library					
Konica Minolta BH4700P / 50 PPM	27,310	48,483	21,173	\$0.006280	None at this time.
A63N011012212 / 9464-8128				\$132.97	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Main Office					
Konica Minolta BHC3100P / 32 PPM	30,641	51,273	20,632	\$0.006280	None at this time.
A6DR012102474 / 9464-8127				\$129.57	
750,000 / 06/2014	6,931	12,218	5,287	\$0.05760	
Color Network Printer				\$304.53	
KMBS					
Konica Minolta BHC554 / 55 PPM	204,001	381,536	177,535	\$0.003280	None at this time.
A5AY011017642 / 9460-6925				\$582.31	
3,000,000 / 08/2012	9,504	28,500	18,996	\$0.05115	
Color Photocopier				\$971.65	
KMBS					
Teachers' Room					
Konica Minolta BH951 / 95 PPM	881,094	1,638,420	757,326	\$0.003280	None at this time.
A4EW011005162 / 9460-7635				\$2,484.03	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			976,666	\$3,328.88	
Subtotals Color			24,283	\$1,276.18	

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
CHARLOTTE AVE. ELEMENTARY					
Main Office					
Konica Minolta BH4700P / 50 PPM	24,262	41,143	16,881	\$0.006280	None at this time.
A63N011010681 / 9464 8118				\$106.01	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Office					
Konica Minolta BHC654E / 65 PPM	545,917	1,121,529	575,612	\$0.003280	None at this time.
A2X1017013289 / 9460-6927				\$1,888.01	
3,000,000 / 07/2013	145,413	167,382	21,969	\$0.05115	
Color Photocopier				\$1,123.71	
KMBS					
Room 36 Library					
Konica Minolta BH4700P / 50 PPM	9,284	17,626	8,342	\$0.006280	None at this time.
A63N011012620 / 9464-8119				\$52.39	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
SPED Office					
Konica Minolta BH363 / 36 PPM	95,110	193,352	98,242	\$0.003280	8 years from Intro.
A1UE012001238 / 9322-1915				\$322.23	
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	7/1/2017	6/30/2018	2017-18		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
CHARLOTTE AVE. ELEMENTARY					
Teachers' Work Room					
Konica Minolta BH554E / 55 PPM	146,958	483,943	336,985	\$0.003280	None at this time.
A61D011001343 / 9354 3689				\$1,105.31	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM	2,992,585	3,206,117	213,532	\$0.003280	Replaced with A61D011001343
A4EW011002265 / 9343-8955				\$700.38	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			1,249,594	\$4,174.34	
Subtotals Color			21,969	\$1,123.71	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
DR. CRISP ELEMENTARY SCHOOL					
Resource Room					
Konica Minolta BH4700P / 50 PPM	32,814	53,071	20,257	\$0.006280	None at this time.
A63N011012604 / 9464-8115				\$127.21	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 100 Main Office					
Konica Minolta BH4700P / 50 PPM	18,636	37,291	18,655	\$0.006280	None at this time.
A63N011012533 / 9464-8114				\$117.15	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BHC554 / 55 PPM	169,729	275,593	105,864	\$0.003280	None at this time.
A5AY011018141 / 9460-6944				\$347.23	
3,000,000 / 08/2012	34,672	83,459	48,787	\$0.05115	
Color Photocopier				\$2,495.46	
KMBS					
Teacher's Room					
Konica Minolta BH951 / 95 PPM	1,314,029	2,281,930	967,901	\$0.003280	None at this time.
A4EW011040775 / 9460-6919				\$3,174.72	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			1,112,677	\$3,766.32	
Subtotals Color			48,787	\$2,495.46	

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
ELM STREET MIDDLE					
Copy Center					
Konica Minolta BH951 / 95 PPM	846,277	1,598,612	752,335	\$0.003280	None at this time.
A4EW011040818 / 9460-7636				\$2,467.66	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM	1,011,014	1,875,689	864,675	\$0.003280	None at this time.
A4EW011040938 / 9460-7637				\$2,836.13	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Guidance					
Konica Minolta BHC452 / 45 PPM	259,550	307,853	48,303	\$0.003280	9 years from Intro.
A0P2011016992 / 8810-8814				\$158.43	
1,000,000 / 09/2009	152,615	178,193	25,578	\$0.05115	
Color Photocopier				\$1,308.31	
KMBS					
Library					
Konica Minolta BHC3100P / 32 PPM	55,092	105,507	50,415	\$0.006280	None at this time.
A6DR012102446 / 9464-8133				\$316.61	
750,000 / 06/2014	42,465	84,329	41,864	\$0.05760	
Color Network Printer				\$2,411.37	
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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ELM STREET MIDDLE					
Library Lab					
Konica Minolta BH4700P / 50 PPM	42,775	77,389	34,614	\$0.006280	None at this time.
A63N011012622 / 9464-8134				\$217.38	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Mail Room					
Konica Minolta BH951 / 95 PPM	983,186	1,855,239	872,053	\$0.003280	None at this time.
A4EW011005331 / 9460-6920				\$2,860.33	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Office					
Konica Minolta BHC452 / 45 PPM	273,872	303,021	29,149	\$0.003280	9 years from Intro.
A0P2011016898 / 9324-1292				\$95.61	
1,000,000 / 09/2009	156,517	184,351	27,834	\$0.05115	
Color Photocopier				\$1,423.71	
KMBS					
Room 217					
Konica Minolta BHC3100P / 32 PPM	26,262	54,805	28,543	\$0.006280	None at this time.
A6DR012102419 / 9464-8136				\$179.25	
750,000 / 06/2014	27,843	56,872	29,029	\$0.05760	
Color Network Printer				\$1,672.07	
KMBS					

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
ELM STREET MIDDLE					
Room 219					
Konica Minolta BH4700P / 50 PPM	35,988	60,690	24,702	\$0.006280	None at this time.
A63N011012624 / 9464-8135				\$155.13	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
SPED Office					
Konica Minolta BH4050 / 42 PPM	35,997	65,037	29,040	\$0.003280	None at this time.
A6VF011015439 / 9357-6156				\$95.25	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Subtotals Black			2,733,829	\$9,381.78	
Subtotals Color			124,305	\$6,815.46	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
FAIRGROUNDS ELEMENTARY					
<i>Asst. Principal's Office</i>					
Konica Minolta BHC3100P / 32 PPM A6DR012102433 / 9464-8104 750,000 / 06/2014 Color Network Printer KMBS	10,415	13,158	2,743	\$0.006280 \$17.23	None at this time.
	5,787	8,143	2,356	\$0.05760 \$135.71	
<i>Lab</i>					
Konica Minolta BH4700P / 50 PPM A63N011012527 / 9464-8105 2,000,000 / 04/2013 Black Network Printer KMBS	29,290	55,366	26,076	\$0.006280 \$163.76	None at this time.
	0	0	0	\$0.00000 \$0.00	
<i>Library Work Room</i>					
Konica Minolta BH754E / 75 PPM A55V017001673 / 9355-9974 4,000,000 / 01/2013 Black Photocopier KMBS	1,438,678	2,013,648	574,970	\$0.003280 \$1,885.90	None at this time.
	0	0	0	\$0.00000 \$0.00	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
FAIRGROUNDS ELEMENTARY					
Main Office					
Konica Minolta BH4700P / 50 PPM	10,577	20,455	9,878	\$0.006280	None at this time.
A63N011012627 / 9464-8103				\$62.03	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BHC554 / 55 PPM	151,941	291,332	139,391	\$0.003280	None at this time.
A5AY011019034 / 9460-6947				\$457.20	
3,000,000 / 08/2012	88,373	155,656	67,283	\$0.05115	
Color Photocopier				\$3,441.53	
KMBS					
Teachers' Work Room					
Konica Minolta BH951 / 95 PPM	433,501	583,987	150,486	\$0.003280	Moved to Bicentennial Elementary Room 148, this machine was replaced with a Konica 754 from SPC.
A4EW011040823 / 9460-6907				\$493.59	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			903,544	\$3,079.72	
Subtotals Color			69,639	\$3,577.23	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 4/1/2016	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
FAIRGROUNDS MIDDLE						
8'th Grade Wing						
Konica Minolta BH751 / 75 PPM A0PN011006433 / 9320-3312 4,000,000 / 12/2008 Black Photocopier KMBS	1,073,531 0	1,173,873 0	100,342 0	\$0.003280 \$329.12 \$0.00000 \$0.00	10 years from Intro.	
Guidance						
Konica Minolta BH951 / 95 PPM A4EW011000467 / 9332-0302 5,000,000 / 06/2012 Black Photocopier KMBS	1,722,717 0	1,794,494 0	71,777 0	\$0.003280 \$235.43 \$0.00000 \$0.00	Replaced with A0PN011006433	
Guidance Office						
Konica Minolta BH554E / 55 PPM A61D011001457 / 9351 1789 3,000,000 / 10/2013 Black Photocopier KMBS	92,972 0	156,218 0	63,246 0	\$0.003280 \$207.45 \$0.00000 \$0.00	None at this time.	
Library						
Konica Minolta BH363 / 36 PPM A1UE011002368 / 9303-6923 750,000 / 06/2010 Black Photocopier KMBS	130,587 0	133,638 0	3,051 0	\$0.003280 \$10.01 \$0.00000 \$0.00	8 years from Intro.	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
FAIRGROUNDS MIDDLE					
Office					
Konica Minolta BH951 / 95 PPM	1,048,274	1,967,813	919,539	\$0.003280	None at this time.
A4EW011040939 / 9460-7641				\$3,016.09	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BHC452 / 45 PPM	493,027	608,144	115,117	\$0.003280	9 years from Intro.
A0P2011016812 / 9324-1293				\$377.58	
1,000,000 / 09/2009	266,790	341,673	74,883	\$0.05115	
Color Photocopier				\$3,830.27	
KMBS					
Staff Work Room					
Konica Minolta BH951 / 95 PPM	2,503,612	2,726,760	223,148	\$0.003280	Replaced with A4EW011040819
A4EW011004431 / 9343-8158				\$731.93	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM	905,748	1,200,433	294,685	\$0.003280	None at this time.
A4EW011040819 / 9460-6908				\$966.57	
5,000,000 / 06/2012	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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
FAIRGROUNDS MIDDLE					
<i>Unified Arts Area</i>					
Konica Minolta BH4050 / 42 PPM	25,484	42,734	17,250	\$0.003280	None at this time.
A6VF011015389 / 9460-7653				\$56.58	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
	<i>Subtotals Black</i>		1,808,155	\$5,930.75	
	<i>Subtotals Color</i>		74,883	\$3,830.27	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
LEDGE STREET ELEMENTARY SCHOOL					
Asst. Principal's Office					
Konica Minolta BHC3100P / 32 PPM	22,248	33,171	10,923	\$0.006280	None at this time.
A6DR012102435 / 9464-8110				\$68.60	
750,000 / 06/2014	31,748	46,841	15,093	\$0.05760	
Color Network Printer				\$869.36	
KMBS					
Copy Room					
Konica Minolta BH554E / 55 PPM	145,949	276,212	130,263	\$0.003280	None at this time.
A61D011001476 / 9354 3690				\$427.26	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM	496,078	1,056,373	560,295	\$0.003280	None at this time.
A4EW011040527 / 9460-7640				\$1,837.77	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM	1,058,928	1,141,846	82,918	\$0.003280	Replaced with A4EW011040527
A4EW011002252 / 9348-0306				\$271.97	
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					Date of Last Upgrade: 4/1/2016	
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
LEDGE STREET ELEMENTARY SCHOOL						
Main Office						
Konica Minolta BH4700P / 50 PPM A63N011012581 / 9464-8109 2,000,000 / 04/2013 Black Network Printer	27,629 0	50,611 0	22,982 0	\$0.006280 \$144.33 \$0.00000 \$0.00	None at this time.	
KMBS						
Konica Minolta BHC554 / 55 PPM A5AY011018056 / 9460-6945 3,000,000 / 08/2012 Color Photocopier	366,933 59,296	801,545 152,989	434,612 93,693	\$0.003280 \$1,425.53 \$0.05115 \$4,792.40		
KMBS						
Subtotals Black			1,241,993	\$4,175.45		
Subtotals Color			108,786	\$5,661.75		

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2016</i> <i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	7/1/2017 Meter	6/30/2018 Meter					
MAIN DUNSTABLE ELEMENTARY SCHOOL							
Main Office							
Konica Minolta BHC452 / 45 PPM A0P2011016911 / 8810-8841 1,000,000 / 09/2009 Color Photocopier KMBS	279,586 125,315	337,298 151,551	57,712 26,236	\$0.003280 \$189.30 \$0.05115 \$1,341.97			9 years from Intro.
Room 203 Main Office Work Room							
Konica Minolta BH951 / 95 PPM A4EW011040839 / 9460-7647 5,000,000 / 06/2012 Black Photocopier KMBS	849,731 0	1,573,881 0	724,150 0	\$0.003280 \$2,375.21 \$0.00000 \$0.00			None at this time.
Konica Minolta BH951 / 95 PPM A4EW011000348 / 9332-0300 5,000,000 / 06/2012 Black Photocopier KMBS	1,380,444 0	2,019,548 0	639,104 0	\$0.003280 \$2,096.26 \$0.00000 \$0.00			Traded. Replaced with Konica 754 from SPC's inventory.
Room 208							
Konica Minolta BH4700P / 50 PPM A63N011012588 / 9464-8090 2,000,000 / 04/2013 Black Network Printer KMBS	27,332 0	45,074 0	17,742 0	\$0.006280 \$111.42 \$0.00000 \$0.00			None at this time.

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MAIN DUNSTABLE ELEMENTARY SCHOOL					
Room 310 Computer Lab					
Konica Minolta BH4700P / 50 PPM	58,031	104,698	46,667	\$0.006280	None at this time.
A63N011012591 / 9464-8091				\$293.07	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
	Subtotals Black		1,485,375	\$5,065.26	
	Subtotals Color		26,236	\$1,341.97	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MT. PLEASANT ELEMENTARY SCHOOL					
Copy Room					
Konica Minolta BH554E / 55 PPM	99,797	365,005	265,208	\$0.003280	None at this time.
A61D011002407 / 9357 3668				\$869.88	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH950 / 95 PPM	855,736	986,125	130,389	\$0.003280	Replaced with A61D011002407
A0Y5011004592 / 9332-3198				\$427.68	
5,000,000 / 03/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Library					
Konica Minolta BH4700P / 50 PPM	51,269	86,317	35,048	\$0.006280	None at this time.
A63N011012587 / 9464-8126				\$220.10	
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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MT. PLEASANT ELEMENTARY SCHOOL					
Office					
Konica Minolta BHC3100P / 32 PPM	15,946	29,432	13,486	\$0.006280	None at this time.
A6DR012102458 / 9464-8125				\$84.69	
750,000 / 06/2014	13,979	25,903	11,924	\$0.05760	
Color Network Printer				\$686.82	
KMBS					
Konica Minolta BHC452 / 45 PPM	218,465	322,480	104,015	\$0.003280	9 years from Intro.
A0P2011016913 / 8810-8812				\$341.17	
1,000,000 / 09/2009	155,812	204,933	49,121	\$0.05115	
Color Photocopier				\$2,512.54	
KMBS					
Room 121A					
Konica Minolta BH751 / 75 PPM	546,427	938,171	391,744	\$0.003280	10 years from Intro.
A0PN011003844 / 9460-7618				\$1,284.92	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
	Subtotals Black		939,890	\$3,228.44	
	Subtotals Color		61,045	\$3,199.36	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
NASHUA HIGH NORTH					
Carrier Center					
Konica Minolta BH751 / 75 PPM	1,148,970	1,394,890	245,920	\$0.003280	10 years from Intro.
A0PN011005157 / 9464-8013				\$806.62	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room A112					
Konica Minolta BH423 / 42 PPM	67,920	76,451	8,531	\$0.003280	8 years from Intro.
A1UD011001939 / 9307-7534				\$27.98	
1,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room A121 Graphics					
Konica Minolta BHC5501 / 55 PPM	48,170	48,185	15	\$0.004210	10 years from Intro.
A0U1011001156 / 9309-7640				\$0.06	
3,000,000 / 10/2008	233,605	235,016	1,411	\$0.05338	
High Production Color Photocopier				\$75.32	
KMBS					
Room B121 Main Office					
Konica Minolta BHC554 / 55 PPM	143,223	264,916	121,693	\$0.003280	None at this time.
A5AY011017462 / 9460-6946				\$399.15	
3,000,000 / 08/2012	35,856	73,536	37,680	\$0.05115	
Color Photocopier				\$1,927.33	
KMBS					

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed					
Serial Number / Vendor ID			2017-18		
Life / Intro Date	7/1/2017	6/30/2018	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
NASHUA HIGH NORTH					
Room B134 Principal's Office					
Konica Minolta BHC3100P / 32 PPM	23,555	36,314	12,759	\$0.006280	None at this time.
A6DR012102420 / 9464-8121				\$80.13	
750,000 / 06/2014	27,872	49,568	21,696	\$0.05760	
Color Network Printer				\$1,249.69	
KMBS					
Room B205					
Konica Minolta BH754 / 75 PPM	923,551	1,301,629	378,078	\$0.003280	None at this time.
A55V017000403 / 9365 7670				\$1,240.10	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM	1,676,637	1,867,800	191,163	\$0.003280	Replaced with A55V017000403
A4EW011004445 / 9355-9845				\$627.01	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room B208					
Konica Minolta BHC3100P / 32 PPM	13,758	24,535	10,777	\$0.006280	None at this time.
A6DR012102444 / 9464-8122				\$67.68	
750,000 / 06/2014	11,213	19,927	8,714	\$0.05760	
Color Network Printer				\$501.93	
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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
NASHUA HIGH NORTH					
Room B305					
Konica Minolta BH654 / 65 PPM	574,531	1,195,363	620,832	\$0.003280	None at this time.
A5YN011002184 / 9320 1635				\$2,036.33	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room B308					
Konica Minolta BHC3100P / 32 PPM	8,775	15,411	6,636	\$0.006280	None at this time.
A6DR012102424 / 9464-8123				\$41.67	
750,000 / 06/2014	9,176	18,800	9,624	\$0.05760	
Color Network Printer				\$554.34	
KMBS					
Room C105 Media Center					
Konica Minolta BH363 / 36 PPM	86,672	94,076	7,404	\$0.003280	8 years from Intro.
A1UE011013114 / 9334-5663				\$24.29	
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	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
NASHUA HIGH NORTH					
Room C226 Science					
Konica Minolta BH554E / 55 PPM	60,027	456,092	396,065	\$0.003280	None at this time.
A61D011002029 / 9357 3858				\$1,299.09	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM	2,327,466	2,517,966	190,500	\$0.003280	Replaced with A61D011002029
A4EW011000515 / 9332-0306				\$624.84	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BHC3100P / 32 PPM	26,913	41,555	14,642	\$0.006280	None at this time.
A6DR012102430 / 9464-8124				\$91.95	
750,000 / 06/2014	18,593	31,942	13,349	\$0.05760	
Color Network Printer				\$768.90	
KMBS					
Room D122 Special Ed					
Konica Minolta BHC554 / 55 PPM	189,283	335,593	146,310	\$0.003280	None at this time.
A5AY011018045 / 9460-7657				\$479.90	
3,000,000 / 08/2012	16,740	38,486	21,746	\$0.05115	
Color Photocopier				\$1,112.31	
KMBS					

					Date of Last Upgrade: 4/1/2016
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2017	6/30/2018	2017-18	Cost/Copy	Recommendations
Vendor	Meter	Meter	Annual Volume	Annual Cost	
NASHUA HIGH NORTH					
Room D208					
Konica Minolta BH754 / 75 PPM	874,039	1,240,031	365,992	\$0.003280	None at this time.
A55V017000406 / 9320 1886				\$1,200.45	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM	2,666,952	2,896,718	229,766	\$0.003280	Replaced with A55V017000406
A4EW011001579 / 9343-8734				\$753.63	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BHC3100P / 32 PPM	8,198	15,074	6,876	\$0.006280	None at this time.
A6DR012102439 / 9464-8129				\$43.18	
750,000 / 06/2014	7,576	13,397	5,821	\$0.05760	
Color Network Printer				\$335.29	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 4/1/2016	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
NASHUA HIGH NORTH						
Room D305						
Konica Minolta BH754E / 75 PPM A55V017000348 / 9353 7685 4,000,000 / 01/2013 Black Photocopier KMBS	1,592,065 0	1,861,934 0	269,869 0	\$0.003280 \$885.17 \$0.00000 \$0.00	None at this time.	
Konica Minolta BH950 / 95 PPM A0Y5011005273 / 9330-8935 5,000,000 / 03/2009 Black Photocopier KMBS	1,364,316 0	1,525,150 0	160,834 0	\$0.003280 \$527.54 \$0.00000 \$0.00	Replaced with A55V017000348	
Room D308						
Konica Minolta BHC3100P / 32 PPM A6DR012102429 / 9464-8130 750,000 / 06/2014 Color Network Printer KMBS	8,002 11,031	14,087 19,558	6,085 8,527	\$0.006280 \$38.21 \$0.05760 \$491.16	None at this time.	
Room E102 Athletics						
Konica Minolta BH423 / 42 PPM A1UD011103395 / 9345-1080 1,000,000 / 06/2010 Black Photocopier KMBS	235,122 0	332,591 0	97,469 0	\$0.003280 \$319.70 \$0.00000 \$0.00	8 years from Intro.	
Subtotals Black			3,488,216	\$11,614.69		
Subtotals Color			128,568	\$7,016.26		

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
NASHUA HIGH SOUTH					
Room A1002 Grade 10 Office					
Konica Minolta BHC3100P / 32 PPM	4,930	8,938	4,008	\$0.006280	None at this time.
A6DR012102437 / 9464-8099				\$25.17	
750,000 / 06/2014	5,838	11,097	5,259	\$0.05760	
Color Network Printer				\$302.92	
KMBS					
Room A1004 Guidance Work Room					
Konica Minolta BH951 / 95 PPM	989,440	1,824,710	835,270	\$0.003280	None at this time.
A4EW011040990 / 9460-6932				\$2,739.69	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room A2002					
Konica Minolta BHC3100P / 32 PPM	8,635	16,822	8,187	\$0.006280	None at this time.
A6DR012102432 / 9464-8100				\$51.41	
750,000 / 06/2014	8,215	14,645	6,430	\$0.05760	
Color Network Printer				\$370.37	
KMBS					
Room A2004					
Konica Minolta BH951 / 95 PPM	1,009,124	2,053,730	1,044,606	\$0.003280	None at this time.
A4EW011040675 / 9460-6921				\$3,426.31	
5,000,000 / 06/2012	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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
NASHUA HIGH SOUTH					
Room B1001 Main Office					
Konica Minolta BHC3100P / 32 PPM	234	315	81	\$0.006280	Underused!
A6DR012102428 / 9464-8108				\$0.51	
750,000 / 06/2014	714	852	138	\$0.05760	
Color Network Printer				\$7.95	
KMBS					
Room B1002H					
Konica Minolta BHC554 / 55 PPM	220,370	420,110	199,740	\$0.003280	None at this time.
A5AY011017498 / 9460-7658				\$655.15	
3,000,000 / 08/2012	6,927	14,725	7,798	\$0.05115	
Color Photocopier				\$398.87	
KMBS					
Room B1014 Main Office					
Konica Minolta BHC454 / 45 PPM	137,729	257,585	119,856	\$0.003280	None at this time.
A5C0011031883 / 9460-7656				\$393.13	
1,000,000 / 07/2012	31,410	60,008	28,598	\$0.05115	
Color Photocopier				\$1,462.79	
KMBS					
Room B1025B Child Care					
Konica Minolta BH4050 / 42 PPM	15,302	29,300	13,998	\$0.003280	None at this time.
A6VF011015358 / 9460-6855				\$45.91	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
NASHUA HIGH SOUTH					
Room C1001 Athletics Office					
Konica Minolta BH363 / 36 PPM	108,106	144,653	36,547	\$0.003280	8 years from Intro.
A1UD011103417 / 9344-9589				\$119.87	
750,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room C1002					
Konica Minolta BHC3100P / 32 PPM	12,492	22,248	9,756	\$0.006280	None at this time.
A6DR012102443 / 9464-8101				\$61.27	
750,000 / 06/2014	14,770	26,050	11,280	\$0.05760	
Color Network Printer				\$649.73	
KMBS					
Room C1004					
Konica Minolta BH951 / 95 PPM	911,571	1,756,020	844,449	\$0.003280	None at this time.
A4EW011040807 / 9460-7638				\$2,769.79	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room C2002 Office					
Konica Minolta BHC3100P / 32 PPM	8,501	13,947	5,446	\$0.006280	None at this time.
A6DR012102440 / 9464-8102				\$34.20	
750,000 / 06/2014	6,731	12,499	5,768	\$0.05760	
Color Network Printer				\$332.24	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 4/1/2016	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
NASHUA HIGH SOUTH						
Room C2004						
Konica Minolta BH951 / 95 PPM A4EW011040710 / 9460-6924 5,000,000 / 06/2012 Black Photocopier KMBS	942,849 0	1,565,117 0	622,268 0	\$0.003280 \$2,041.04 \$0.00000 \$0.00	None at this time.	
Room E1003 Library						
Konica Minolta BH363 / 36 PPM A1UE011010432 / 9322-5134 750,000 / 06/2010 Black Photocopier KMBS	58,044 0	64,007 0	5,963 0	\$0.003280 \$19.56 \$0.00000 \$0.00	8 years from Intro.	
Room F1006 IT Department						
Konica Minolta BH4700P / 50 PPM A63N011012584 / 9464-8097 2,000,000 / 04/2013 Black Network Printer KMBS	17,018 0	20,141 0	3,123 0	\$0.006280 \$19.61 \$0.00000 \$0.00	None at this time.	
Konica Minolta BHC3100P / 32 PPM A6DR012102477 / 9464-8098 750,000 / 06/2014 Color Network Printer KMBS	9,131 14,707	15,209 23,939	6,078 9,232	\$0.006280 \$38.17 \$0.05760 \$531.76	None at this time.	
Subtotals Black			3,759,376	\$12,440.79		
Subtotals Color			74,503	\$4,056.62		

Date of Last Upgrade: 4/1/2016					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
NEW SEARLES ELEMENTARY SCHOOL					
Main Office					
Konica Minolta BH4700P / 50 PPM	31,540	55,732	24,192	\$0.006280	None at this time.
A63N011012592 / 9464-8095				\$151.93	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BHC554 / 55 PPM	167,629	293,923	126,294	\$0.003280	None at this time.
A5AY011017586 / 9460-7655				\$414.24	
3,000,000 / 08/2012	8,955	24,808	15,853	\$0.05115	
Color Photocopier				\$810.88	
KMBS					
Office Work Area					
Konica Minolta BH4050 / 42 PPM	3,337	5,799	2,462	\$0.003280	None at this time.
A6VF011015426 / 9460 6937				\$8.08	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 139					
Konica Minolta BHC3100P / 32 PPM	12,921	23,659	10,738	\$0.006280	None at this time.
A6DR012102473 / 9464-8096				\$67.43	
750,000 / 06/2014	27,836	47,437	19,601	\$0.05760	
Color Network Printer				\$1,129.02	
KMBS					

Date of Last Upgrade: 4/1/2016

Date of Last Upgrade: 4/1/2016				
Make-Model / Speed	Serial Number / Vendor ID	Life / Intro Date	2017-18	
Vendor	7/1/2017 Meter	6/30/2018 Meter	Annual Volume	Cost/Copy Annual Cost
Recommendations				
NEW SEARLES ELEMENTARY SCHOOL				
Room 261 Copy Room				
Konica Minolta BH751 / 75 PPM A0PN011000592 / 9465 0502	1,088,953	1,318,343	229,390	\$0.003280 \$752.40
4,000,000 / 12/2008	0	0	0	\$0.00000
Black Photocopier				\$0.00
KMBS				
Konica Minolta BH751 / 75 PPM A0PN011008914 / 9331-3300	525,494	852,667	327,173	\$0.003280 \$1,073.13
4,000,000 / 12/2008	0	0	0	\$0.00000
Black Photocopier				\$0.00
KMBS				
Subtotals Black			720,249	\$2,467.21
Subtotals Color			35,454	\$1,939.90

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
PENNICHUCK MIDDLE					
Guidance					
Konica Minolta BH363 / 36 PPM	84,246	125,806	41,560	\$0.003280	8 years from Intro.
A1UD011111470 / 9349-8938				\$136.32	
750,000 / 06/2010	0	0	0	\$0.05115	
Black Photocopier				\$0.00	
KMBS					
Library					
Konica Minolta BH4700P / 50 PPM	62,269	131,776	69,507	\$0.006280	None at this time.
A63N011012575 / 9464-8132				\$436.50	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Main Office					
Konica Minolta BH4700P / 50 PPM	31,052	52,629	21,577	\$0.006280	None at this time.
A63N011012579 / 9464-8131				\$135.50	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Office					
Konica Minolta BHC452 / 45 PPM	160,396	194,824	34,428	\$0.003280	9 years from Intro.
A0P2011016984 / 8810-8818				\$112.92	
1,000,000 / 09/2009	157,292	193,118	35,826	\$0.05115	
Color Photocopier				\$1,832.50	
KMBS					

					Date of Last Upgrade: 4/1/2016
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2017	6/30/2018	2017-18		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
PENNICHUCK MIDDLE					
Teachers' Room					
Konica Minolta BH951 / 95 PPM	993,401	2,002,344	1,008,943	\$0.003280	None at this time.
A4EW011040811 / 9460-6922				\$3,309.33	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM	911,648	1,699,415	787,767	\$0.003280	None at this time.
A4EW011040814 / 9460-6933				\$2,583.88	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			1,963,782	\$6,714.46	
Subtotals Color			35,826	\$1,832.50	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
PLANT OPERATIONS					
Office					
Konica Minolta BHC284 / 28 PPM	109,054	136,996	27,942	\$0.003280	None at this time.
A4FK011004753 / 9344-4981				\$91.65	
500,000 /	37,591	50,340	12,749	\$0.05115	
Color Photocopier				\$652.11	
KMBS					
	Subtotals Black		27,942	\$91.65	
	Subtotals Color		12,749	\$652.11	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU 42 DISTRICT OFFICE					
Back Copy Room					
Konica Minolta BH951 / 95 PPM	1,155,108	1,441,680	286,572	\$0.003280	Replaced with new Konica BH958
A4EW011000389 / 8807-8383				\$939.96	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
HR Office					
Konica Minolta BH4700P / 50 PPM	72,316	121,657	49,341	\$0.006280	None at this time.
A63N011012576 / 9464-8111				\$309.86	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Office					
Konica Minolta BHC554 / 55 PPM	235,647	462,702	227,055	\$0.003280	None at this time.
A5AY011017977 / 9464-8002				\$744.74	
3,000,000 / 08/2012	40,116	78,435	38,319	\$0.05115	
Color Photocopier				\$1,960.02	
KMBS					
Room 1 Superintendent					
Konica Minolta BHC3100P / 32 PPM	17,094	27,923	10,829	\$0.006280	None at this time.
A6DR012102476 / 9464-8112				\$68.01	
750,000 / 06/2014	7,484	14,812	7,328	\$0.05760	
Color Network Printer				\$422.09	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2016</i>	
	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
SAU 42 DISTRICT OFFICE						
Special Ed						
Konica Minolta BHC3100P / 32 PPM	46,393	85,657	39,264	\$0.006280	None at this time.	
A6DR012102400 / 9464-8113				\$246.58		
750,000 / 06/2014	924	2,116	1,192	\$0.05760		
Color Network Printer				\$68.66		
KMBS						
Subtotals Black		613,061		\$2,309.14		
Subtotals Color		46,839		\$2,450.77		

Make-Model / Speed				Date of Last Upgrade: 4/1/2016	
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
SUNSET HEIGHTS ELEMENTARY					
Main Office					
Konica Minolta BH4700P / 50 PPM	15,213	26,571	11,358	\$0.006280	None at this time.
A63N011012586 / 9464-8120				\$71.33	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BHC454 / 45 PPM	206,734	397,139	190,405	\$0.003280	None at this time.
A5C0011031966 / 9460-6950				\$624.53	
1,000,000 / 07/2012	3,117	8,880	5,763	\$0.05115	
Color Photocopier				\$294.78	
KMBS					
Teachers' Work Room					
Konica Minolta BH951 / 95 PPM	755,088	1,500,643	745,555	\$0.003280	None at this time.
A4EW011040817 / 9460-7693				\$2,445.42	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			947,318	\$3,141.28	
Subtotals Color			5,763	\$294.78	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
THE NASHUA PROGRAM @ BRENTWOOD					
Office					
Konica Minolta BHC458 / 45 PPM	28,321	58,491	30,170	\$0.003280	None at this time.
A79M011001533 / 5352 5463				\$98.96	
1,000,000 / 08/2016	2,449	5,290	2,841	\$0.05115	
Color Photocopier				\$145.32	
KMBS					
	Subtotals Black		30,170	\$98.96	
	Subtotals Color		2,841	\$145.32	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
TITLE ONE					
Office					
Konica Minolta BHC452 / 45 PPM	402,174	486,387	84,213	\$0.003280	9 years from Intro.
A0P2011016908 / 8810 8978				\$276.22	
1,000,000 / 09/2009	236,582	252,672	16,090	\$0.05115	
Color Photocopier				\$823.00	
KMBS					
	Subtotals Black		84,213	\$276.22	
	Subtotals Color		16,090	\$823.00	

<i>District Wide Black Totals</i>	27,811,313	\$94,305.50
<i>District Wide Color Totals</i>	1,096,642	\$57,777.41

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 2017-18 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
27,811,313	\$0.00855	\$237,786.73

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
27,811,313	\$0.00339	\$94,280.35	\$143,506.38	\$717,531.88

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$143,506.38 x 7 years as a Client

=\$1,004,544.63 Cost Savings!

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

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	807,298	\$2,846.55	\$4,005.81	\$2,822.20	\$9,674.57
Bicentennial Elementary	1,773,552	\$6,315.33	\$8,800.37	\$6,200.10	\$21,315.79
Birch Hill Elementary	1,144,413	\$4,217.63	\$5,678.58	\$4,000.71	\$13,896.92
Broad Street Elementary	976,666	\$3,420.54	\$4,846.22	\$3,414.29	\$11,681.05
Charlotte Ave. Elementary	1,249,594	\$4,289.07	\$6,200.49	\$4,368.41	\$14,857.97
Dr. Crisp Elementary School	1,112,677	\$3,869.96	\$5,521.10	\$3,889.77	\$13,280.83
Elm Street Middle	2,733,829	\$9,640.27	\$13,565.26	\$9,557.09	\$32,762.62
Fairgrounds Elementary	903,544	\$3,164.52	\$4,483.39	\$3,158.67	\$10,806.57
Fairgrounds Middle	1,808,155	\$6,093.48	\$8,972.07	\$6,321.06	\$21,386.61
Ledge Street Elementary School	1,241,993	\$4,290.28	\$6,162.77	\$4,341.84	\$14,794.89
Main Dunstable Elementary School	1,485,375	\$5,204.74	\$7,370.43	\$5,192.67	\$17,767.84
Mt. Pleasant Elementary School	939,890	\$3,317.40	\$4,663.73	\$3,285.73	\$11,266.86
Nashua High North	3,488,216	\$11,933.83	\$17,308.53	\$12,194.33	\$41,436.68
Nashua High South	3,759,376	\$12,782.44	\$18,654.02	\$13,142.26	\$44,578.72
New Searles Elementary School	720,249	\$2,535.17	\$3,573.88	\$2,517.89	\$8,626.94
Pennichuck Middle	1,963,782	\$6,899.39	\$9,744.29	\$6,865.11	\$23,508.79
Plant Operations	27,942	\$94.16	\$138.65	\$97.68	\$330.49
SAU 42 District Office	613,061	\$2,373.27	\$3,042.01	\$2,143.18	\$7,558.45
Sunset Heights Elementary	947,318	\$3,227.56	\$4,700.59	\$3,311.69	\$11,239.84
2017-2018 Year-End Photocopier Analysis with 2018-2019 Projections			\$149.70	\$105.47	\$356.85

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	84,213	\$283.80	\$417.86	\$294.40	\$996.06
Total	27,811,313	\$96,901.05	\$137,999.74	\$97,224.55	\$332,125.34

SPC Equipment Bids:

Presently our bids are coming in between 14.77% to 20.87% of Retail while the current Salesman's Cost is 50% of Retail. For Example: An Konica Minolta BH 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 95 Copies per Minute with a Retail Cost of \$45,640 is coming in at \$7,342....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	70,706	\$3,857.69
Bicentennial Elementary	66,670	\$3,505.51
Birch Hill Elementary	40,700	\$2,140.01
Broad Street Elementary	24,283	\$1,311.85
Charlotte Ave. Elementary	21,969	\$1,155.13
Dr. Crisp Elementary School	48,787	\$2,565.22
Elm Street Middle	124,305	\$7,005.98
Fairgrounds Elementary	69,639	\$3,677.24
Fairgrounds Middle	74,883	\$3,937.35
Ledge Street Elementary School	108,786	\$5,820.03
Main Dunstable Elementary School	26,236	\$1,379.49
Mt. Pleasant Elementary School	61,045	\$3,288.80
Nashua High North	128,568	\$7,212.39
Nashua High South	74,503	\$4,170.02
New Searles Elementary School	35,454	\$1,994.13
Pennichuck Middle	35,826	\$1,883.73
Plant Operations	12,749	\$670.34
SAU 42 District Office	46,839	\$2,519.28
Sunset Heights Elementary	5,763	\$303.02
The Nashua Program @ Brentwood	2,841	\$149.38

Building	Projected Color Volume	Service & Supply Cost
Title One	16,090	\$846.01
<i>Total</i>	1,096,642	\$59,392.60

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 2.8%.**

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	62,750	\$0.00328	\$205.82	\$0.00337	\$211.47
Konica-Minolta Business Solutions	Black Network Printer	724,707	\$0.00628	\$4,551.16	\$0.00646	\$4,681.61
Konica-Minolta Business Solutions	Black Photocopier	22,576,945	\$0.00328	\$74,052.38	\$0.00337	\$76,084.30
Konica-Minolta Business Solutions	Color Network Printer	303,421	\$0.00628	\$1,905.48	\$0.00646	\$1,960.10
Konica-Minolta Business Solutions	Color Photocopier	4,143,475	\$0.00328	\$13,590.60	\$0.00337	\$13,963.51
Konica-Minolta Business Solutions	High Production Color Photocopier	15	\$0.00421	\$0.06	\$0.00433	\$0.06
Total		27,811,313	\$0.00339	\$94,305.50	\$0.00348	\$96,901.05

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 2.8%.**

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Color Network Printer	260,624	\$0.05760	\$15,011.94	\$0.05921	\$15,431.55
Konica-Minolta Business Solutions	Color Photocopier	834,607	\$0.05115	\$42,690.15	\$0.05258	\$43,883.64
Konica-Minolta Business Solutions	High Production Color Photocopier	1,411	\$0.05338	\$75.32	\$0.05487	\$77.42
Total		1,096,642	\$0.05269	\$57,777.41	\$0.05416	\$59,392.60

Reprographic Equipment Assessment

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

Total Number of Units	123
Total Number of Units on Lease	94
Total Number of Units Owned	29
Lease Company	Norway Savings Bank
Lease Start Date	4/1/2016
Lease End Date	8/1/2021
Term	6 Annual
Annual Payment usually due on 8/1	\$97,224.55
Remaining Payments	3

**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 BH554E	A61D011001323
Amherst Street Elementary School	Konica Minolta BHC654E	A2X1017012022
Amherst Street Elementary School	Konica Minolta BHC3100P	A6DR012102441
Amherst Street Elementary School	Konica Minolta BH4700P	A63N011012625
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 BHC554	A5AY011017414
Birch Hill Elementary	Konica Minolta BH4700P	A63N011012628
Birch Hill Elementary	Konica Minolta BH4700P	A63N011012585
Birch Hill Elementary	Konica Minolta BH754	A55V017000345
Broad Street Elementary	Konica Minolta BHC3100P	A6DR012102474
Broad Street Elementary	Konica Minolta BH4700P	A63N011012212
Broad Street Elementary	Konica Minolta BHC554	A5AY011017642
Broad Street Elementary	Konica Minolta BH951	A4EW011005162
Charlotte Ave. Elementary	Konica Minolta BH4700P	A63N011012620
Charlotte Ave. Elementary	Konica Minolta BH4700P	A63N011010681
Charlotte Ave. Elementary	Konica Minolta BH554E	A61D011001343
Charlotte Ave. Elementary	Konica Minolta BHC654E	A2X1017013289
Dr. Crisp Elementary School	Konica Minolta BH4700P	A63N011012533
Dr. Crisp Elementary School	Konica Minolta BH951	A4EW011040775

Building	Make/Model	Serial Number
Dr. Crisp Elementary School	Konica Minolta BHC554	A5AY011018141
Dr. Crisp Elementary School	Konica Minolta BH4700P	A63N011012604
Elm Street Middle	Konica Minolta BHC3100P	A6DR012102446
Elm Street Middle	Konica Minolta BH4050	A6VF011015439
Elm Street Middle	Konica Minolta BHC3100P	A6DR012102419
Elm Street Middle	Konica Minolta BH4700P	A63N011012624
Elm Street Middle	Konica Minolta BH951	A4EW011040938
Elm Street Middle	Konica Minolta BH951	A4EW011005331
Elm Street Middle	Konica Minolta BH951	A4EW011040818
Elm Street Middle	Konica Minolta BH4700P	A63N011012622
Fairgrounds Elementary	Konica Minolta BH4700P	A63N011012627
Fairgrounds Elementary	Konica Minolta BHC3100P	A6DR012102433
Fairgrounds Elementary	Konica Minolta BH951	A4EW011040823
Fairgrounds Elementary	Konica Minolta BHC554	A5AY011019034
Fairgrounds Elementary	Konica Minolta BH4700P	A63N011012527
Fairgrounds Middle	Konica Minolta BH951	A4EW011040939
Fairgrounds Middle	Konica Minolta BH4050	A6VF011015389
Fairgrounds Middle	Konica Minolta BH951	A4EW011040819
Fairgrounds Middle	Konica Minolta BH554E	A61D011001457
Ledge Street Elementary School	Konica Minolta BH951	A4EW011040527
Ledge Street Elementary School	Konica Minolta BHC554	A5AY011018056
Ledge Street Elementary School	Konica Minolta BH4700P	A63N011012581
Ledge Street Elementary School	Konica Minolta BH554E	A61D011001476
Ledge Street Elementary School	Konica Minolta BHC3100P	A6DR012102435

Building	Make/Model	Serial Number
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 BH554E	A61D011002407
Mt. Pleasant Elementary School	Konica Minolta BH4700P	A63N011012587
Nashua High North	Konica Minolta BHC3100P	A6DR012102444
Nashua High North	Konica Minolta BHC3100P	A6DR012102439
Nashua High North	Konica Minolta BHC554	A5AY011018045
Nashua High North	Konica Minolta BH754	A55V017000403
Nashua High North	Konica Minolta BHC3100P	A6DR012102424
Nashua High North	Konica Minolta BHC3100P	A6DR012102420
Nashua High North	Konica Minolta BHC554	A5AY011017462
Nashua High North	Konica Minolta BH554E	A61D011002029
Nashua High North	Konica Minolta BH754	A55V017000406
Nashua High North	Konica Minolta BHC3100P	A6DR012102429
Nashua High North	Konica Minolta BHC3100P	A6DR012102430
Nashua High North	Konica Minolta BH754E	A55V017000348
Nashua High South	Konica Minolta BH951	A4EW011040990
Nashua High South	Konica Minolta BHC3100P	A6DR012102477
Nashua High South	Konica Minolta BHC3100P	A6DR012102440
Nashua High South	Konica Minolta BH951	A4EW011040807
Nashua High South	Konica Minolta BHC3100P	A6DR012102443
Nashua High South	Konica Minolta BH4050	A6VF011015358

Building	Make/Model	Serial Number
Nashua High South	Konica Minolta BHC454	A5C0011031883
Nashua High South	Konica Minolta BHC3100P	A6DR012102428
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	A4EW011040710
Nashua High South	Konica Minolta BH4700P	A63N011012584
Nashua High South	Konica Minolta BHC554	A5AY011017498
New Searles Elementary School	Konica Minolta BH4050	A6VF011015426
New Searles Elementary School	Konica Minolta BHC3100P	A6DR012102473
New Searles Elementary School	Konica Minolta BHC554	A5AY011017586
New Searles Elementary School	Konica Minolta BH4700P	A63N011012592
Pennichuck Middle	Konica Minolta BH951	A4EW011040814
Pennichuck Middle	Konica Minolta BH951	A4EW011040811
Pennichuck Middle	Konica Minolta BH4700P	A63N011012575
Pennichuck Middle	Konica Minolta BH4700P	A63N011012579
SAU 42 District Office	Konica Minolta BHC3100P	A6DR012102400
SAU 42 District Office	Konica Minolta BHC554	A5AY011017977
SAU 42 District Office	Konica Minolta BH4700P	A63N011012576
SAU 42 District Office	Konica Minolta BHC3100P	A6DR012102476
Sunset Heights Elementary	Konica Minolta BH4700P	A63N011012586
Sunset Heights Elementary	Konica Minolta BHC454	A5C0011031966
Sunset Heights Elementary	Konica Minolta BH951	A4EW011040817

Owned Equipment

Building	Make/Model	Serial Number
Bicentennial Elementary	Konica Minolta BH754E	A0PN011003518
Birch Hill Elementary	Konica Minolta BH754E	A0PN011009756
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 BH363	A1UE011002368
Main Dunstable Elementary School	Konica Minolta BHC452	A0P2011016911
Main Dunstable Elementary School	Konica Minolta BH951	A4EW011000348
Mt. Pleasant Elementary School	Konica Minolta BHC452	A0P2011016913
Mt. Pleasant Elementary School	Konica Minolta BH751	A0PN011003844
Nashua High North	Konica Minolta BH751	A0PN011005157
Nashua High North	Konica Minolta BH423	A1UD011103395
Nashua High North	Konica Minolta BH363	A1UE011013114
Nashua High North	Konica Minolta BHC5501	A0U1011001156
Nashua High North	Konica Minolta BH423	A1UD011001939
Nashua High North	Konica Minolta BH654	A5YN011002184
Nashua High South	Konica Minolta BH363	A1UD011103417
Nashua High South	Konica Minolta BH363	A1UE011010432
New Searles Elementary School	Konica Minolta BH751	A0PN011000592
New Searles Elementary School	Konica Minolta BH751	A0PN011008914
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

Building	Make/Model	Serial Number
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

Name	User Name
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Tina Avelar	avelart@nashua.edu
Trish Beaulieu	beaulieup@nashua.edu

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



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 69 clients with over 4,100 devices doing more than 239 million copies and prints per year. Annually, we purchase approximately 1,100 units running over 80 million prints!
- 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 \$2.5 million for all of our clients.

That translates into Savings of more than \$12 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

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!