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

2018-2019 Annual Report

Year - End Photocopier Analysis

With projected costs for 2019-2020

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

Specialized Purchasing Consultants Inc.

Serving Maine, New Hampshire & Vermont since 1988

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

October 2019

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

Dear Dan:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us. Our relationship is now 8 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.

2018/2019 was a busy year for SPC, where we added three new services; Papercut Installer, Vendor Service History Reports and Chromebook Group Purchasing. For the upcoming year, SPC plans to offer a New ***Five-Year Fleet Management*** interactive tool that studies your printing habits and allows you to control your usage more efficiently over the life of your equipment. With the click of one button, it will incorporate past, present and future usage flagging any potential problematic areas..

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

Sincerely,

Skip Tilton
President

Table Of Contents

Meet Your Team 3
Equipment Health Status 4
Aging Equipment Summary 5
Non-Contracted Devices 8
STARDoc Timeline 15
STARDoc Features 17
STARDoc Features Cont'd 19
In The Pipeline 20
Warranty Replaced Machines 21
Bar Chart - Annual Black Volume By Location 22
Bar Chart - Annual Black Volume Overall 23
Average Student to Copy Usage - Black 24
Industry Average Copies per Student - Black 26
Bar Chart - Annual Color Volume By Location 27
Bar Chart - Annual Color Volume Overall 28
Average Student to Copy Usage - Color 29
Industry Average Copies per Student - Color 31
Color-to-Total Volume Comparison 32
Usage Profile Service & Supplies 33
Service & Supply Cost Savings 85
Projected Equipment Cost by Building - Black 86
Projected Equipment Cost by Building - Color 88
Service & Supply Usage Profile by Vendor - Black 90
Service & Supply Usage Profile by Vendor - Color 91
Reprographic Equipment Assessment 92
Leased Equipment 93
Owned Equipment 96
STARDoc User Names 97
Benefits of Partnering With SPC - Clients 100
Benefits of Partnering With SPC - Vendors 102

Meet Your Team

Skip Tilton, President
Billie Jo Tilton, Vice President

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

Jessica Paradis
Accounting Coordinator

Jessica manages all billing, equipment contracts for service and supplies, and lease or purchase transactions.

Alex Webster
Operations & Marketing Manager

Alex manages the SPC STARDoc site, FM Audit, and equipment upgrades. He also works to market current and new SPC tools and services to existing and potential clients.

Pam Weed
Client-Vendor Relations

Pam maintains a good working relationship between clients and vendors regarding billing issues, equipment reliability, and equipment additions or upgrades. She also works to ensure equipment records are up to date and accurately maintained.

Robert Dutil
Information Technology

Bob works behind the scenes to keep our record-keeping data and programs running smoothly.

Jamin Tilton
Operations Support

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

James Cartwright
Operations Support

James provides key support for STARDoc as well as assisting with equipment installation audits.

Heidi Tilton
Office Support

Heidi assists with bookkeeping as well as supporting other office staff with their needs.

Equipment Health Status

Total Number of Machines:	**128**
Total Black Photocopiers:	**55**
Total Color Photocopiers:	**25**
Total Black Network Printers:	**25**
Total Color Network Printers:	**23**
Total Removed From Service:	**5**
# of Units OFF Warranty:	13
# of Units Approaching End of Warranty:	39
# of Units Overused:	0
# of Units Underused:	2
Commencement Date:	04/01/2016
# of Annual Payments Left on Lease:	2
All Warranties and Service Contracts Expire:	06/30/2022
SPC's FM Audit Print Management Software Loaded:	Yes
Printer Contract Signed:	Yes

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

Dear Dan,

Your color printing has increased by 22% over last year, consistent with the current industry average of 19% from last year. While your color copies per student is only averaging 120 (com-pared to the industry average of 216 color copies per student), several of your schools are averaging much higher. Keep in mind that allot of your color is also being done on printers.(See pages 27-32.)

Your current color average cost per print is $0.054. This is still a good rate, but CPCs have been coming down. Renegotiating your color CPC at your next upgrade could potentially save you $18,720 per year in color costs, or $93,601 over five years! (See page 84.)

SPC has recently developed **Right Size Print Management Software (RS-PMS)**, which can help take control of your color costs, saving you even more. This could be implemented as soon as your next upgrade, which could take place as soon as 2020.

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
Bicentennial Elementary	Room 148 Staff Work Room	Konica Minolta BH951	A4EW011040832	KMBS	06/01/2012
Bicentennial Elementary	Room 148 Staff Work Room	Konica Minolta BH951	A4EW011040823	KMBS	06/01/2012
Birch Hill Elementary	Office	Konica Minolta BHC554	A5AY011017414	KMBS	08/01/2012
Broad Street Elementary	Main Office	Konica Minolta BHC554	A5AY011017642	KMBS	08/01/2012
Broad Street Elementary	Teachers' Room	Konica Minolta BH951	A4EW011005162	KMBS	06/01/2012
Charlotte Ave. Elementary	SPED Office	Konica Minolta BH363	A1UE012001238	KMBS	06/01/2010
Dr. Crisp Elementary School	Room 100 Main Office	Konica Minolta BHC554	A5AY011018141	KMBS	08/01/2012
Dr. Crisp Elementary School	Teacher's Room	Konica Minolta BH951	A4EW011040775	KMBS	06/01/2012
Elm Street Middle	Copy Center	Konica Minolta BH951	A4EW011040938	KMBS	06/01/2012
Elm Street Middle	Copy Center	Konica Minolta BH951	A4EW011040818	KMBS	06/01/2012
Elm Street Middle	Guidance	Konica Minolta BHC452	A0P2011016992	KMBS	09/01/2009
Elm Street Middle	Mail Room	Konica Minolta BH951	A4EW011005331	KMBS	06/01/2012
Elm Street Middle	Office	Konica Minolta BHC452	A0P2011016898	KMBS	09/01/2009
Fairgrounds Elementary	Main Office	Konica Minolta BHC554	A5AY011019034	KMBS	08/01/2012
Fairgrounds Middle	8th Grade Wing	Konica Minolta BH751	A0PN011006433	KMBS	12/01/2008
Fairgrounds Middle	Library	Konica Minolta BH363	A1UE011002368	KMBS	06/01/2010
Fairgrounds Middle	Office	Konica Minolta BHC452	A0P2011016812	KMBS	09/01/2009
Fairgrounds Middle	Office	Konica Minolta BH951	A4EW011040939	KMBS	06/01/2012
Fairgrounds Middle	Staff Work Room	Konica Minolta BH951	A4EW011040819	KMBS	06/01/2012
Ledge Street Elementary School	Copy Room	Konica Minolta BH951	A4EW011040527	KMBS	06/01/2012

Building	Department	Make/Model	Serial Number	Vendor Name	Intro Date
Ledge Street Elementary School	Main Office	Konica Minolta BHC554	A5AY011018056	KMBS	08/01/2012
Main Dunstable Elementary School	Main Office	Konica Minolta BHC452	A0P2011016911	KMBS	09/01/2009
Main Dunstable Elementary School	Room 203 Main Office Work Room	Konica Minolta BH951	A4EW011000348	KMBS	06/01/2012
Mt. Pleasant Elementary School	Office	Konica Minolta BHC452	A0P2011016913	KMBS	09/01/2009
Mt. Pleasant Elementary School	Room 121A	Konica Minolta BH751	A0PN011003844	KMBS	12/01/2008
Nashua High North	Carrier Center	Konica Minolta BH751	A0PN011005157	KMBS	12/01/2008
Nashua High North	Room A112	Konica Minolta BH423	A1UD011001939	KMBS	06/00/2010
Nashua High North	Room A121 Graphics	Konica Minolta BHC5501	A0U1011001156	KMBS	10/01/2008
Nashua High North	Room B121 Main Office	Konica Minolta BHC554	A5AY011017462	KMBS	08/01/2012
Nashua High North	Room C105 Media Center	Konica Minolta BH363	A1UE011013114	KMBS	06/01/2010
Nashua High North	Room D122 Special Ed	Konica Minolta BHC554	A5AY011018045	KMBS	08/01/2012
Nashua High North	Room E102 Athletics	Konica Minolta BH423	A1UD011103395	KMBS	06/00/2010
Nashua High South	Room A1004 Guidance Work Room	Konica Minolta BH951	A4EW011040990	KMBS	06/01/2012
Nashua High South	Room A2004	Konica Minolta BH951	A4EW011040675	KMBS	06/01/2012
Nashua High South	Room B1002H	Konica Minolta BHC554	A5AY011017498	KMBS	08/01/2012
Nashua High South	Room B1014 Main Office	Konica Minolta BHC454	A5C0011031883	KMBS	07/01/2012
Nashua High South	Room C1001 Athletics Office	Konica Minolta BH363	A1UD011103417	KMBS	06/01/2010
Nashua High South	Room C1004	Konica Minolta BH951	A4EW011040807	KMBS	06/01/2012
Nashua High South	Room C2004	Konica Minolta BH951	A4EW011040710	KMBS	06/01/2012
Nashua High South	Room E1003 Library	Konica Minolta BH363	A1UE011010432	KMBS	06/01/2010

Building	Department	Make/Model	Serial Number	Vendor Name	Intro Date
New Searles Elementary School	Main Office	Konica Minolta BHC554	A5AY011017586	KMBS	08/01/2012
New Searles Elementary School	Room 261 Copy Room	Konica Minolta BH751	A0PN011000592	KMBS	12/01/2008
New Searles Elementary School	Room 261 Copy Room	Konica Minolta BH751	A0PN011008914	KMBS	12/01/2008
Pennichuck Middle	Guidance	Konica Minolta BH363	A1UD011111470	KMBS	06/01/2010
Pennichuck Middle	Office	Konica Minolta BHC452	A0P2011016984	KMBS	09/01/2009
Pennichuck Middle	Teachers' Room	Konica Minolta BH951	A4EW011040811	KMBS	06/01/2012
Pennichuck Middle	Teachers' Room	Konica Minolta BH951	A4EW011040814	KMBS	06/01/2012
Plant Operations	Office	Konica Minolta BHC284	A4FK011004753	KMBS	06/00/2012
SAU 42 District Office	Office	Konica Minolta BHC554	A5AY011017977	KMBS	08/01/2012
Sunset Heights Elementary	Main Office	Konica Minolta BHC454	A5C0011031966	KMBS	07/01/2012
Sunset Heights Elementary	Teachers' Work Room	Konica Minolta BH951	A4EW011040817	KMBS	06/01/2012
Title One	Office	Konica Minolta BHC452	A0P2011016908	KMBS	09/01/2009

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
Brother DCP-8065DN	B7J385644	10.11.5.21	2019-10-15 08:53:02
Brother DCP-8065DN	B7J385693	10.6.5.13	2019-10-15 08:53:02
Brother DCP-8065DN	B7J385748	10.18.5.16	2019-10-11 08:53:03
BROTHER MFC-J6510DW	U62662L1F160035	10.14.27.64	2018-09-05 08:50:54
Canon LBP3560	MGKA100242	10.14.28.211	2019-10-15 08:53:02
Canon LBP3560	MGKA100446	10.14.9.218	2019-10-11 08:53:03
Canon LBP3560	MGKA100452	10.14.3.234	2019-10-15 08:53:02
Canon LBP3560	MGKA100466	10.1.5.19	2019-10-15 08:53:02
Canon LBP3560	MGKA100470	10.13.9.205	2019-10-15 08:53:02
Canon LBP3560	MGKA100494	10.13.6.201	2019-10-15 08:53:02
Canon LBP3560	MGKA100495	10.14.6.206	2018-09-16 08:50:45
Canon LBP3560	MGKA100498	10.13.7.202	2019-09-28 08:51:02
CANON LBP5460	MEMA000902	10.14.3.213	2019-10-15 08:53:02
CANON LBP5460	MEMA001192	10.14.3.240	2019-04-29 08:51:29
CANON LBP5460	MEMA001242	10.14.26.240	2019-10-15 08:53:02
DATACARD SD260	A52318	10.13.6.33	2019-10-15 08:53:02
HP 7510 SERIES	CN64M3R09Y0679	10.15.5.23	2019-10-15 08:53:02
HP COLOR LaserJet 3600	CNWHH01272	10.13.6.205	2019-05-09 08:51:21
HP COLOR LaserJet 4600	JPAKC09116	10.13.18.207	2019-05-16 08:51:22
HP COLOR LaserJet 4600	JPBKF17500	10.15.5.16	2019-10-15 08:53:02
HP COLOR LaserJet 4650	JPHAD27219	10.14.20.216	2019-03-19 08:51:12
HP COLOR LaserJet 4700	JP4LB17832	10.15.5.15	2019-06-13 08:51:42
HP COLOR LaserJet 4700	JP4LB26712	10.10.1.210	2019-10-15 08:53:02
HP COLOR LaserJet 4700	JPGLB06399	10.14.26.225	2019-10-15 08:53:02
HP COLOR LaserJet CP2025dn	CNGS469830	10.9.5.30	2019-10-15 08:53:02

Make - Model	Serial Number	IP Address	Last Update
HP COLOR LaserJet CP2025n	CNBS207517	10.17.5.26	2019-02-08 08:51:58
HP COLOR LaserJet CP4520 SERIES	JPBCBD22M2	10.14.14.222	2019-10-15 08:53:02
HP COLOR LaserJet CP5225dn	CNBCCD635L	10.14.26.230	2019-10-15 08:53:02
HP COLOR LASERJET M452DN	JPBDQ15228	10.13.6.205	2019-10-15 08:53:02
HP COLOR LASERJET M452DN	VNB3B71291	10.14.26.245	2019-10-15 08:53:02
HP COLOR LASERJET M452DN	VNB3M77970	10.14.9.245	2019-10-15 08:53:02
HP COLOR LASERJET M452DN	VNB3X06332	10.15.5.24	2019-10-15 08:53:02
HP COLOR LASERJET M452DN	VNG3B03821	10.14.7.216	2019-10-15 08:53:02
HP COLOR LASERJET M452DN	VNG3M04114	10.14.17.220	2019-10-15 08:53:02
HP COLOR LASERJET M452DN	VNG3M04179	10.14.10.201	2019-10-14 08:53:13
HP COLOR LASERJET M452DN	VNG3M04218	10.14.26.211	2019-08-08 08:53:10
HP COLOR LASERJET M452DN	VNG3M04220	10.13.18.207	2019-10-15 08:53:02
HP COLOR LASERJET M452DN	VNG3M04223	10.13.11.201	2019-10-14 08:53:13
HP COLOR LASERJET M452DN	VNG3M04224	10.13.18.203	2019-10-15 08:53:02
HP COLOR LASERJET M452DW	VNB3D04578	10.14.3.245	2019-10-14 08:53:13
HP COLOR LASERJET M452DW	VNB3D25413	10.14.7.218	2019-10-14 08:53:13
HP COLOR LASERJET M452DW	VNB3D25414	10.14.3.253	2019-10-15 08:53:02
HP COLOR LaserJet M553	JPBCKBJ083	10.14.3.237	2019-10-15 08:53:02
HP Color LaserJet M652	JPBCKBZ04Q	10.13.8.202	2019-10-15 08:53:02
HP Color LaserJet Pro M252dw	VNB3F46448	10.13.18.205	2019-10-15 08:53:02
HP ColorLaserJet M253-M254	VNB3X20353	10.14.27.57	2019-10-15 08:53:02
HP Designjet T770 24in	CN0863H04J	10.14.26.248	2019-08-12 08:53:06
HP Laser Jet 400 M401n	PHGDD36115	10.13.15.201	2019-10-15 08:53:02
HP Laser Jet 400 M401n	VNB4J01765	10.10.1.201	2019-10-15 08:53:02
HP Laser Jet 400 M401n	VNB4J11028	10.13.10.201	2019-10-15 08:53:02

Make - Model	Serial Number	IP Address	Last Update
HP Laser Jet 400 M401n	VNG3516520	10.10.1.205	2019-10-15 08:53:02
HP Laser Jet 400 M401n	VNG3535845	10.12.5.14	2019-10-14 08:53:13
HP Laser Jet 400 M401n	VNG3R45004	10.7.5.10	2019-10-13 08:53:12
HP Laser Jet 400 M401n	VNG3R45022	10.18.5.10	2019-10-15 08:53:02
HP Laser Jet 400 M401n	VNG3R45026	10.14.3.224	2019-10-15 08:53:02
HP Laser Jet 400 M401n	VNG3R45033	10.3.5.10	2019-10-15 08:53:02
HP Laser Jet 400 M401n	VNG3R45035	10.13.9.201	2019-10-15 08:53:02
HP LASERJET 1200	CNDL088901	10.13.16.202	2018-08-22 08:52:16
HP LASERJET 2300 SERIES	CNBDB56618	10.14.17.210	2018-10-17 08:50:42
HP LASERJET 2300 SERIES	CNBDB56619	10.14.17.211	2018-11-16 08:50:52
HP LASERJET 2300 SERIES	CNBDB56620	10.14.22.212	2019-10-15 08:53:02
HP LASERJET 2300 SERIES	CNBDB56622	10.14.9.217	2019-10-15 08:53:02
HP LASERJET 2300 SERIES	CNBDC56854	10.14.24.220	2018-02-06 08:52:41
HP LASERJET 2300 SERIES	CNBGG08919	10.14.9.205	2018-09-27 08:50:40
HP LASERJET 2300 SERIES	CNBGG09044	10.14.3.236	2019-10-15 08:53:02
HP LASERJET 400 color M451dn	CNBH312127	10.14.17.240	2019-10-15 08:53:02
HP LASERJET 400 color M451dn	CNDF239695	10.13.7.201	2019-10-15 08:53:02
HP LASERJET 400 color M451dn	CNDF266421	10.13.18.201	2019-10-15 08:53:02
HP LASERJET 400 color M451dn	CNDF339975	10.13.6.211	2019-10-15 08:53:02
HP LASERJET 400 color M451dn	JPBDQ14728	10.14.7.228	2019-10-15 08:53:02
HP LASERJET 400 M401N	VNG3R45023	10.7.5.12	2019-10-15 08:53:02
HP LASERJET 400 M401N	VNG3R45024	10.18.5.13	2019-10-15 08:53:02
HP LASERJET 400 M401N	VNG3R45025	10.17.5.14	2019-10-15 08:53:02
HP LASERJET 400 M401N	VNG3R45029	10.17.5.10	2019-10-14 08:53:13
HP LASERJET 400 M401N	VNG3R45030	10.16.5.15	2019-10-13 08:53:12

Make - Model	Serial Number	IP Address	Last Update
HP LASERJET 400 M401N	VNG3R45031	10.14.9.211	2019-10-15 08:53:02
HP LASERJET 400 M401N	VNG3R45036	10.8.5.10	2019-10-13 08:53:12
HP LASERJET 4050 SERIES	USBB302582	10.13.8.205	2019-10-15 08:53:02
HP LASERJET 4050 SERIES	USQB050773	10.15.5.20	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USBNH33176	10.13.17.205	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USJNJ08881	10.13.9.208	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USJNK08945	10.14.26.219	2018-12-18 08:50:58
HP LaserJet 4100 SERIES	USJNK40475	10.7.5.13	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLND19015	10.13.14.208	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLND19018	10.13.14.207	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLND19029	10.13.17.203	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLND19032	10.13.17.204	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLND19036	10.13.14.209	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLNH24732	10.13.10.205	2018-08-04 08:52:50
HP LaserJet 4100 SERIES	USLNH24733	10.13.13.205	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLNH24736	10.13.18.204	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLNH24740	10.13.11.201	2019-05-10 08:51:19
HP LaserJet 4100 SERIES	USLNH24742	10.13.11.205	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLNH24743	10.13.15.204	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLNH24745	10.13.17.202	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLNH24746	10.13.13.202	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLNH24748	10.13.15.205	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLNH24863	10.13.14.12	2018-10-12 08:50:43
HP LaserJet 4100 SERIES	USLNH24867	10.13.18.203	2019-05-17 08:51:20
HP LaserJet 4100 SERIES	USLNH24872	10.13.14.202	2018-05-10 08:53:17

Make - Model	Serial Number	IP Address	Last Update
HP LaserJet 4100 SERIES	USLNH24874	10.13.10.209	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLNH24875	10.13.18.202	2018-08-08 08:53:10
HP LaserJet 4100 SERIES	USLNJ12218	10.13.12.11	2019-07-26 08:51:33
HP LaserJet 4100 SERIES	USLNJ18993	10.13.17.206	2018-09-24 08:50:50
HP LaserJet 4100 SERIES	USLNJ18994	10.13.10.204	2019-06-17 08:51:42
HP LaserJet 4100 SERIES	USLNK25367	10.13.14.206	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLNK25384	10.13.17.211	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLNK25410	10.13.8.204	2019-07-25 08:51:36
HP LaserJet 4100 SERIES	USLNK25416	10.13.9.209	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLNK25422	10.13.9.207	2019-10-15 08:53:02
HP LaserJet 4100 SERIES	USLNK25423	10.13.9.203	2019-10-15 08:53:02
HP LASERJET 4200	CNBX124238	10.13.12.202	2019-10-15 08:53:02
HP LASERJET 4200	CNBX241011	10.14.11.214	2019-10-15 08:53:02
HP LASERJET 4200	CNBX241015	10.14.14.212	2019-10-15 08:53:02
HP LASERJET 4200	CNBX241016	10.14.9.205	2019-10-15 08:53:02
HP LASERJET 4200	CNBX241018	10.14.14.211	2019-10-15 08:53:02
HP LASERJET 4200	CNBX241019	10.14.10.214	2019-10-15 08:53:02
HP LASERJET 4200	CNDX700055	10.14.26.210	2019-10-15 08:53:02
HP LASERJET 4200	CNDX700071	10.14.10.216	2019-09-19 08:51:31
HP LASERJET 4200	USBNM24070	10.14.13.218	2019-10-15 08:53:02
HP LASERJET 4200	USBNN21056	10.14.13.214	2019-10-15 08:53:02
HP LASERJET 4200	USBNN21063	10.14.14.214	2018-09-04 08:51:05
HP LASERJET 4200	USBNP14805	10.14.6.200	2019-10-15 08:53:02
HP LASERJET 4200	USBNP14806	10.14.10.201	2019-03-28 08:51:09
HP LASERJET 4200	USBNP14807	10.14.11.242	2019-10-15 08:53:02

Make - Model	Serial Number	IP Address	Last Update
HP LASERJET 4200	USDNN13934	10.9.5.31	2019-10-15 08:53:02
HP LASERJET 4200	USDNX22395	10.17.5.17	2019-10-15 08:53:02
HP LASERJET 4200	USGNN32278	10.14.9.204	2019-09-30 08:50:57
HP LASERJET 4200	USGNP46650	10.14.6.206	2019-10-15 08:53:02
HP LASERJET 4200	USGNP46651	10.14.9.233	2019-10-15 08:53:02
HP LASERJET 4200	USGNP46654	10.14.3.225	2019-10-15 08:53:02
HP LASERJET 4200	USGNS32208	10.14.8.203	2019-10-15 08:53:02
HP LASERJET 4200	USGNX32312	10.14.10.201	2019-03-20 08:51:19
HP LASERJET 4200	USGNX32314	10.14.16.201	2019-10-15 08:53:02
HP LASERJET 4200	USGNX32333	10.14.8.201	2019-10-15 08:53:02
HP LASERJET 4200	USGNX47234	10.14.26.217	2019-10-15 08:53:02
HP LASERJET 4200	USGNX47241	10.14.9.209	2019-10-15 08:53:02
HP LASERJET 4200	USGNX47242	10.14.6.203	2019-10-15 08:53:02
HP LASERJET 4200	USGNX47243	10.14.16.210	2019-10-15 08:53:02
HP LASERJET 4200	USGNX47244	10.14.9.214	2019-10-15 08:53:02
HP LASERJET 4200	USGNX47246	10.14.3.232	2019-10-15 08:53:02
HP LASERJET 4200	USGNX58921	10.14.9.232	2018-09-14 08:50:45
HP LASERJET 4200	USGNX58926	10.14.9.213	2019-10-15 08:53:02
HP LASERJET 4250	CNGXC10271	10.14.26.211	2019-09-19 08:51:31
HP LASERJET 4250	CNRXY01881	10.1.5.10	2019-10-15 08:53:02
HP LASERJET 500 color M551	CNDCG862C6	10.13.6.203	2019-10-15 08:53:02
HP LASERJET 500 color M551	CNDCG862D8	10.13.11.204	2019-10-15 08:53:02
HP LASERJET 600 M602	CNCCF9X0LW	10.14.8.204	2019-10-15 08:53:02
HP LASERJET 9040	JPRCC7M019	10.14.3.216	2019-10-15 08:53:02
HP LASERJET CP1525nw	CNBF250108	10.16.5.12	2019-10-15 08:53:02

Make - Model	Serial Number	IP Address	Last Update
HP LASERJET CP1525nw	CNBF335804	10.1.5.14	2019-10-15 08:53:02
HP LASERJET M1536dnf MFP	CND9D61B9T	10.13.13.204	2019-10-15 08:53:02
HP LaserJet M203-M206	VND3B29085	10.14.17.215	2019-10-15 08:53:02
HP LaserJet M203-M206	VND3B29499	10.14.17.211	2019-10-15 08:53:02
HP LASERJET M402dn	PHBQH06817	10.14.24.224	2019-06-18 08:51:42
HP LASERJET M402dw	PHBVD35348	10.14.7.212	2019-10-15 08:53:02
HP LaserJet M506	JPBDS12280	10.14.7.213	2019-10-15 08:53:02
HP LASERJET M605	CNDCJ6H0DY	10.14.3.226	2019-10-15 08:53:02
HP LASERJET P2035n	VNB3F08462	10.14.26.221	2019-10-15 08:53:02
HP LASERJET P2035n	VNB3F14001	10.14.10.223	2019-10-15 08:53:02
HP LASERJET P2035n	VNB3H16133	10.14.11.240	2019-10-15 08:53:02
HP LASERJET P2055x	CNB9L25391	10.13.18.202	2019-10-15 08:53:02
HP LASERJET P4015	CNDY238449	10.4.5.10	2019-05-10 08:51:19
HP LASERJET P4015	CNDY462024	10.13.17.214	2019-10-14 08:53:13
HP LASERJET P4015	JPDF282386	10.9.5.11	2019-10-15 08:53:02
HP PRO 8600	CN2BCBWPCG05KD	10.14.3.239	2019-07-26 08:51:33

SPC specialized purchasing consultants

SPC Timeline

1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Reports

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

SPC specialized purchasing consultants

SPC Timeline

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

2019 STARDoc – Service Histories, Chromebook Bid & Papercut Installers

- Request single, multiple, or fleet service history for a specific time period
- Request annual fleet service history
- Scroll through specific copiers or printers going over budget
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.
- 3 of SPC's team members became Certified Papercut installers.

2020 SPC Roadmap

- Five Year Fleet Management (FYFM) - Projects out Five Year costs for all equipment based on current and past usage.
- Update Bid Process to simplify bid submission for all of our vendors.

SPC specialized purchasing consultants

STARDoc Features

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 trotal costs district wide
- Volume or cost pages allow you to pinpoint specific machines on the floor plans
- Timeline - allowing you to go back to see how your budget compares to previous years

Map your devices on Floorplans

Who Benefits? Business Manager, IT

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

Floorplan Administration

Who Benefits? Business Manager and IT

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

Contacts Page

Who Benefits? Business Manager and IT

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

SPC specialized purchasing consultants

STARDoc Features

Device Listing Page

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

Monthly Audits

Who Benefits? Business Manager and Superintendent

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

Timeline

Who Benefits? Business Manager

- Track historical volume and cost per building

Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client

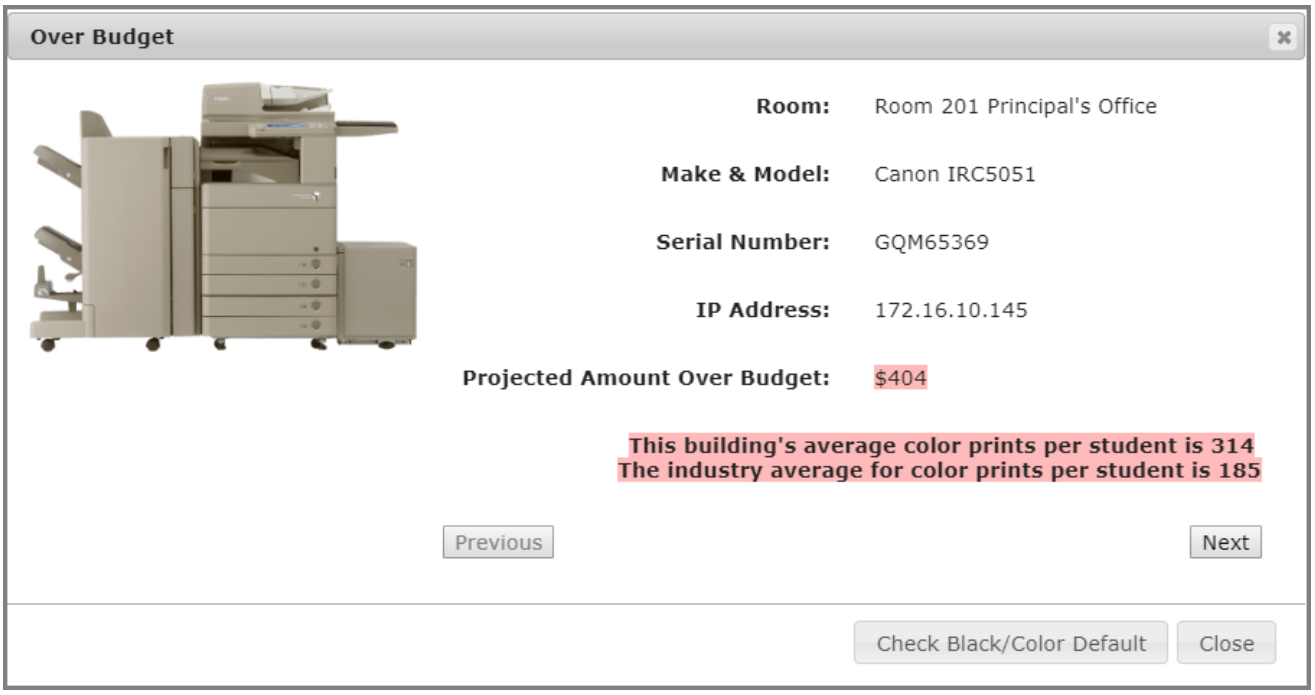
SPC specialized purchasing consultants

STARDoc Features

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.
- Application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD).
- Allows users to print at any area within the building as long as the MFD has the features needed by the user.

Over-Budget Report

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

SPC specialized purchasing consultants

In The Pipeline...

Five Year Fleet Management (FYFM)

We have all heard the saying that Information is Power! Beginning with your next upgrade, FYFM will put you in the driver's seat.

Purpose of FYFM:

Interactive Tool you can alter with your printing habits. With the click of one button, it will incorporate both past, present and future usage, flagging any potential problematic areas. 'Right Size Print Management' will help to eliminate overused color copiers.

Setting up Future Budgets:

Projecting out your cost is crucial in setting up your budgets. With FYFM you will be able to take control of your future cost for the entire life of your fleet of copiers, MFP's and printers. STARDoc currently studies your printing habits and projects out for about eight months. FYFM will be able to project out your cost and volume for the entire life of your fleet, usually five years out.

Problematic Machines:

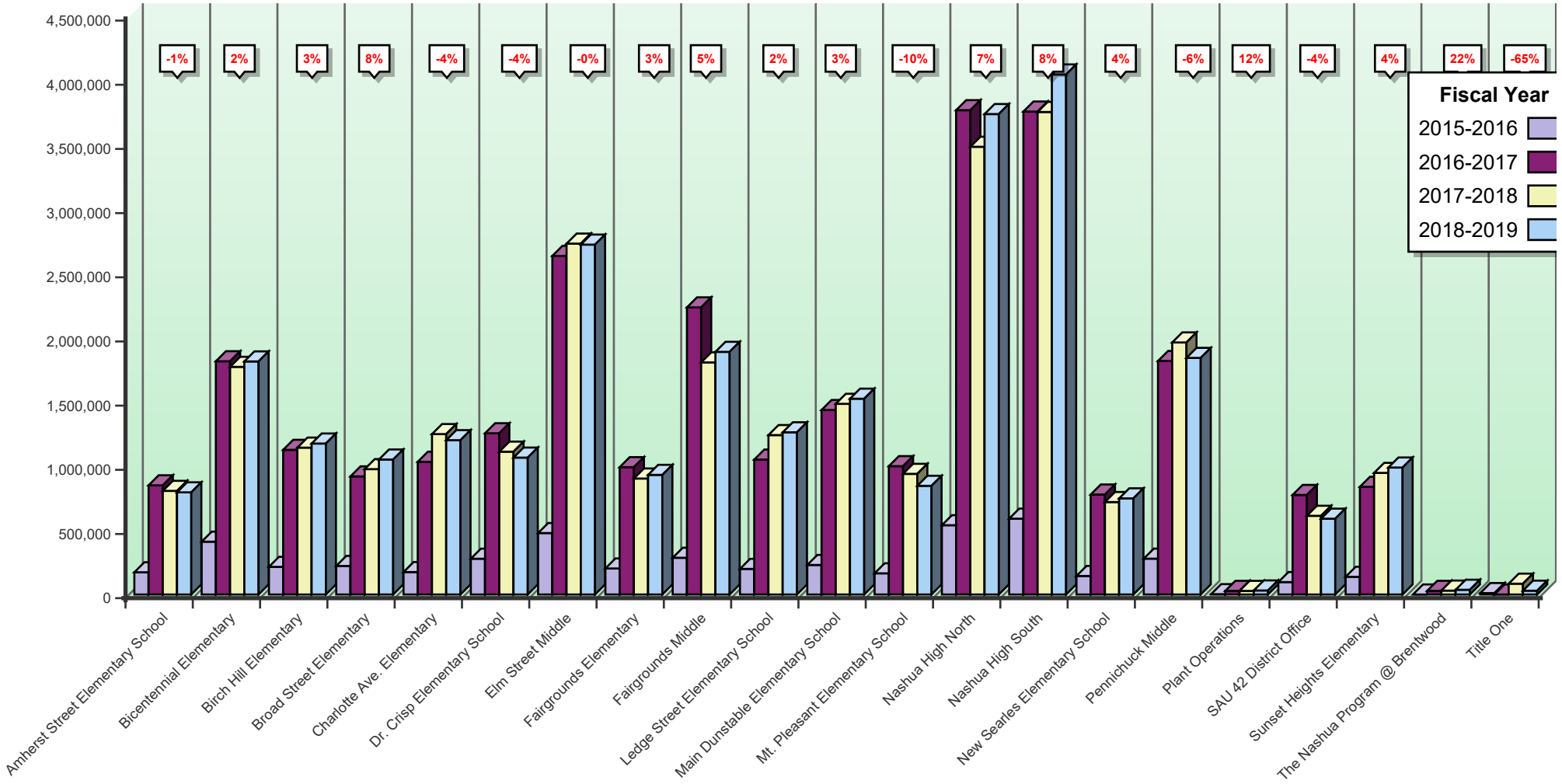
How would you know if your equipment is truly malfunctioning and needs to be replaced under warranty? FYFM will compare your service calls to all SPC's clients for like models and speeds. It will provide you with the number of service calls in a fiscal year and the average copies between calls so that you will know if your equipment is running efficiently and/or needs to be replaced under warranty at no charge. In awarding future bids, you will be able to see which company and which manufacturer is operating the best in your geographic area.

Warranty Replaced Machines

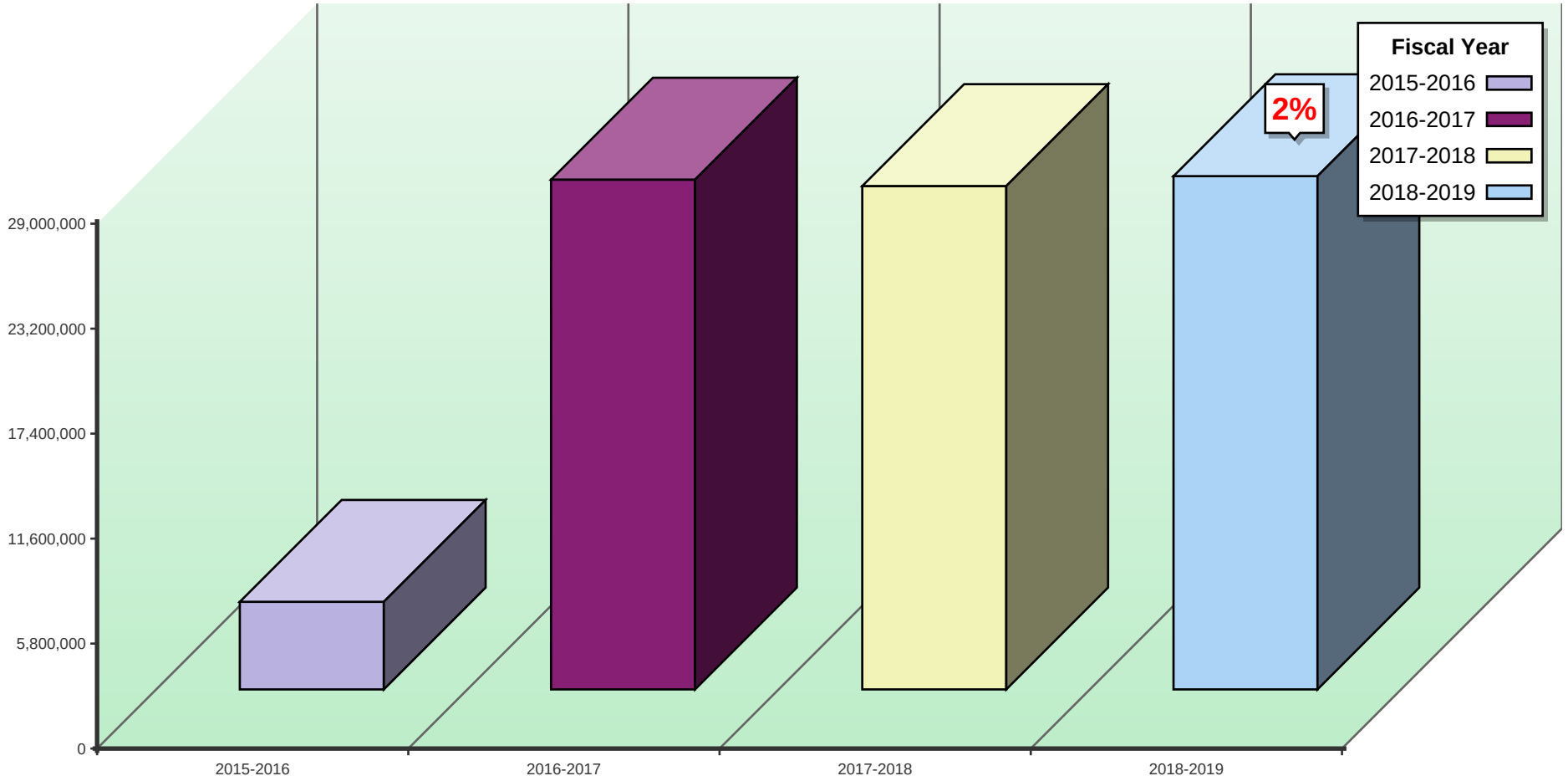
The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department/Room	Make/Model	Serial #	Vendor ID #	Date of Trade
Bicentennial Elementary	Room 148 Staff Work Room - REMOVED	Konica Minolta-BH754E	A0PN011003518	9331-3109	2018-10-10
Fairgrounds Elementary	Teachers' Work Room - MOVED	Konica Minolta-BH951	A4EW011040823	9460-6907	2018-10-10
Main Dunstable Elementary School	Room 203 - REMOVED	Konica Minolta-BH951	A4EW011040839	9460-7647	2018-10-10
Nashua High North	Room D308 - REMOVED	Konica Minolta-BHC3100P	A6DR012102429	9464-8130	2018-10-28
SAU 42 District Office	Back Copy Room - REMOVED	Konica Minolta-BH951	A4EW011000389	8807-8383	2018-10-10

Annual Black Volume by Location



Annual Black Volume Overall



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

Average Student-to-Copy Usage - Black

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Amherst Street Elementary School	291	795,923	$9,889.56	2,735	$33.98
Bicentennial Elementary	620	1,815,805	$22,597.36	2,929	$36.45
Birch Hill Elementary	390	1,176,239	$14,909.50	3,016	$38.23
Broad Street Elementary	341	1,051,468	$13,019.65	3,083	$38.18
Charlotte Ave. Elementary	467	1,202,135	$14,842.26	2,574	$31.78
Dr. Crisp Elementary School	410	1,066,562	$13,241.96	2,601	$32.30
Elm Street Middle	1093	2,726,128	$33,941.60	2,494	$31.05
Fairgrounds Elementary	505	931,981	$11,570.37	1,846	$22.91
Fairgrounds Middle	695	1,890,466	$23,193.34	2,720	$33.37
Ledge Street Elementary School	499	1,263,617	$15,632.68	2,532	$31.33
Main Dunstable Elementary School	466	1,525,457	$18,938.19	3,274	$40.64
Mt. Pleasant Elementary School	359	846,698	$10,527.71	2,358	$29.33
Nashua High North	1702	3,743,060	$46,141.59	2,199	$27.11
Nashua High South	1876	4,051,729	$49,830.90	2,160	$26.56
New Searles Elementary School	380	748,857	$9,312.46	1,971	$24.51

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Pennichuck Middle	627	1,843,404	$22,905.19	2,940	$36.53
Plant Operations	0	31,333	$384.41	0	$0.00
SAU 42 District Office	0	590,625	$7,568.05	0	$0.00
Sunset Heights Elementary	399	989,190	$12,192.27	2,479	$30.56
The Nashua Program @ Brentwood	0	36,830	$451.85	0	$0.00
Title One	42	29,575	$362.84	704	$8.64
Totals	**11,162**	**28,357,082**	**$351,453.75**	**2,541**	**$31.49**

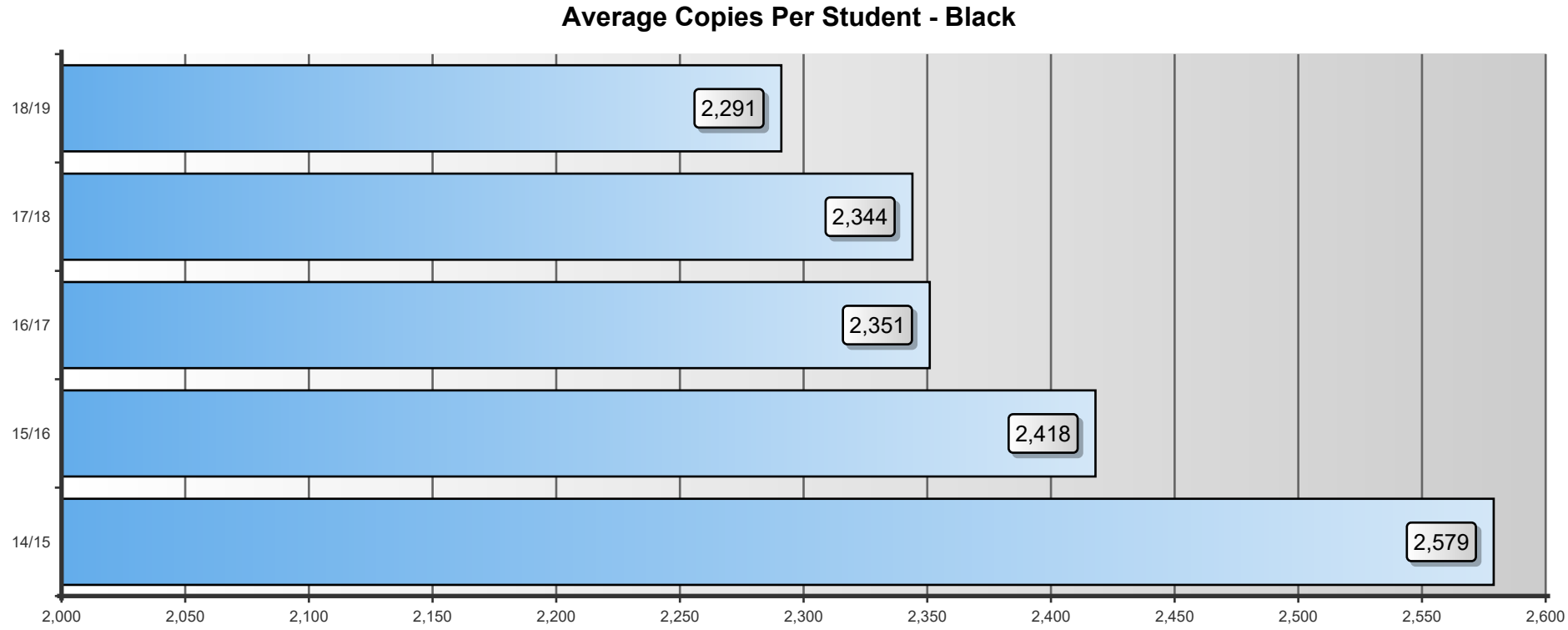
Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.

Industry Average Copies per Student - Black

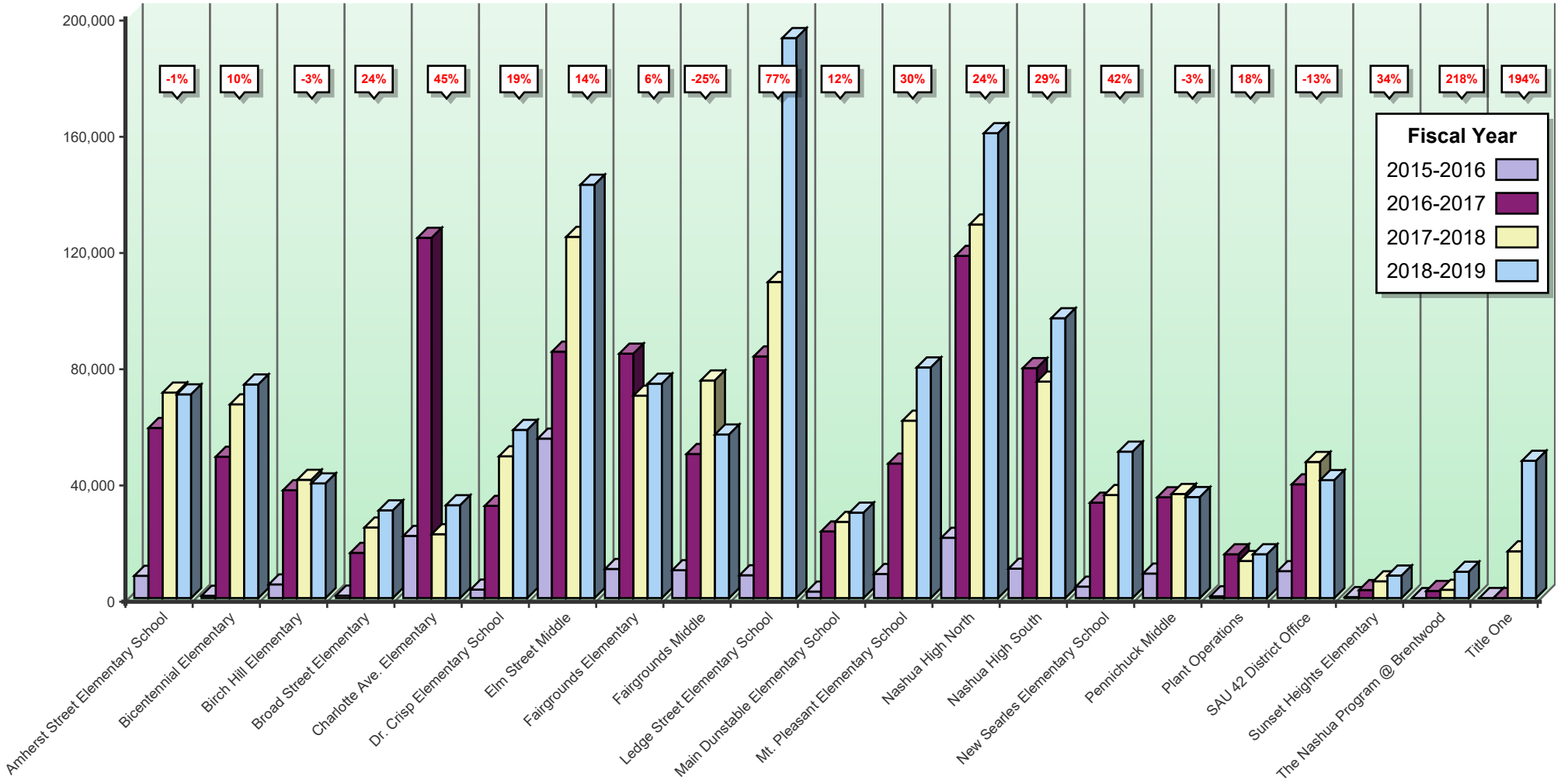
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	Total Student Population	*Total Annual Volume*	*Total District Cost**	*Annual Copies Per Student*	*Annual Cost Per Student*
All Schools w/Student Populations	83,897	192,210,359	$4,000,539.34	2,291	$47.68

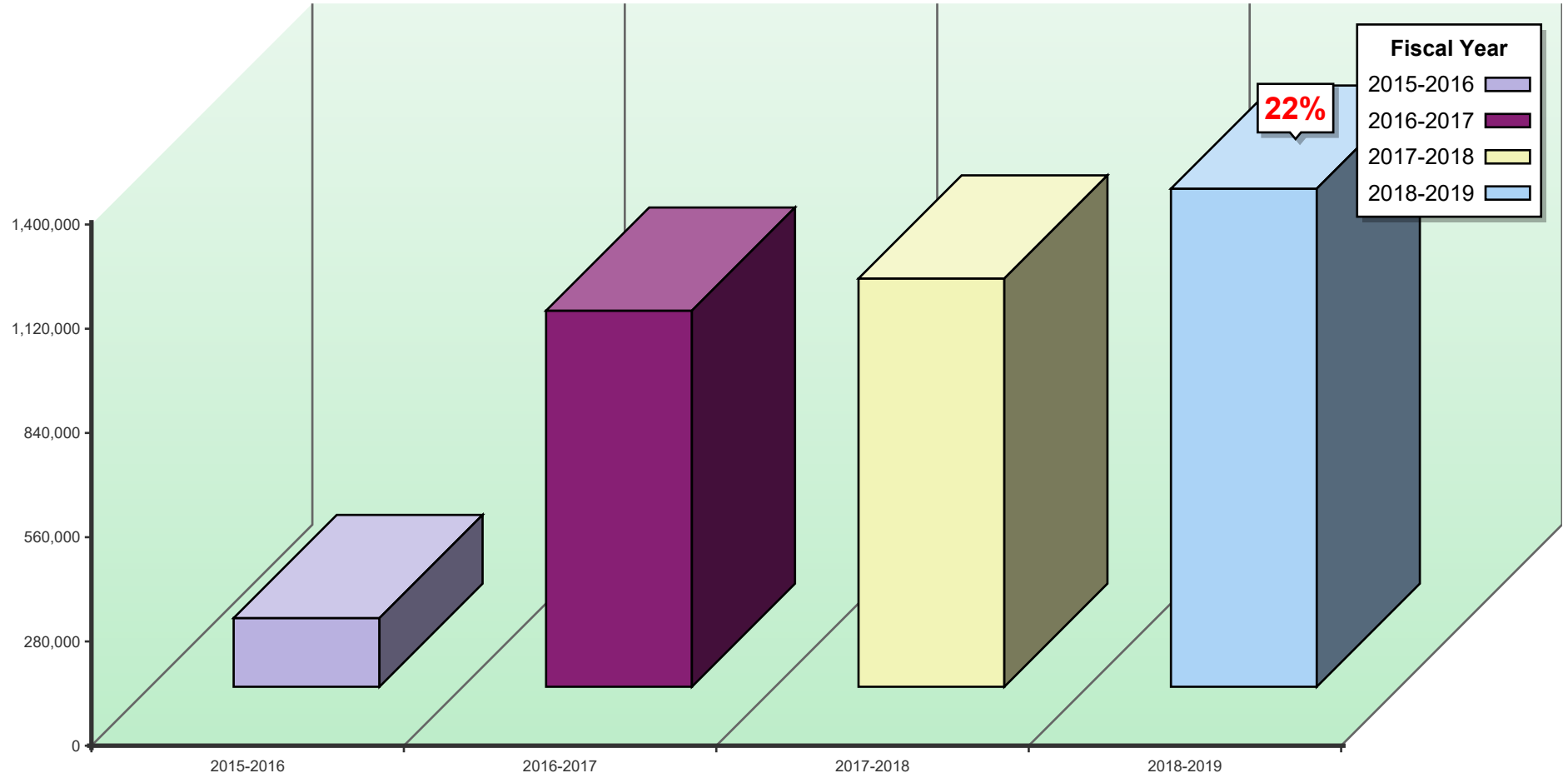
**Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*



Annual Color Volume by Location



Annual Color Volume Overall



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

Average Student-to-Copy Usage - Color

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Amherst Street Elementary School	291	70,103	$3,886.83	241	$13.36
Bicentennial Elementary	620	73,510	$3,942.34	119	$6.36
Birch Hill Elementary	390	39,460	$2,116.24	101	$5.43
Broad Street Elementary	341	30,181	$1,673.53	89	$4.91
Charlotte Ave. Elementary	467	31,945	$1,713.21	68	$3.67
Dr. Crisp Elementary School	410	57,858	$3,102.92	141	$7.57
Elm Street Middle	1093	142,244	$8,152.99	130	$7.46
Fairgrounds Elementary	505	73,779	$3,962.78	146	$7.85
Fairgrounds Middle	695	56,282	$3,018.40	81	$4.34
Ledge Street Elementary School	499	192,723	$10,530.24	386	$21.10
Main Dunstable Elementary School	466	29,388	$1,576.08	63	$3.38
Mt. Pleasant Elementary School	359	79,377	$4,301.29	221	$11.98
Nashua High North	1702	159,984	$9,109.71	94	$5.35
Nashua High South	1876	96,299	$5,439.26	51	$2.90
New Searles Elementary School	380	50,386	$2,807.75	133	$7.39

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Pennichuck Middle	627	34,755	$1,863.91	55	$2.97
Plant Operations	0	15,077	$808.58	0	$0.00
SAU 42 District Office	0	40,588	$2,240.93	0	$0.00
Sunset Heights Elementary	399	7,743	$415.26	19	$1.04
The Nashua Program @ Brentwood	0	9,044	$485.03	0	$0.00
Title One	42	47,238	$2,533.37	1,125	$60.32
Totals	**11,162**	**1,337,964**	**$73,680.65**	**120**	**$6.60**

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

Note: STARDoc tool will flag any future high color usage. See page ___ of STARDoc Features. Current industry ratio averages 216 color prints per student per year. Your color volume this year averages 120 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

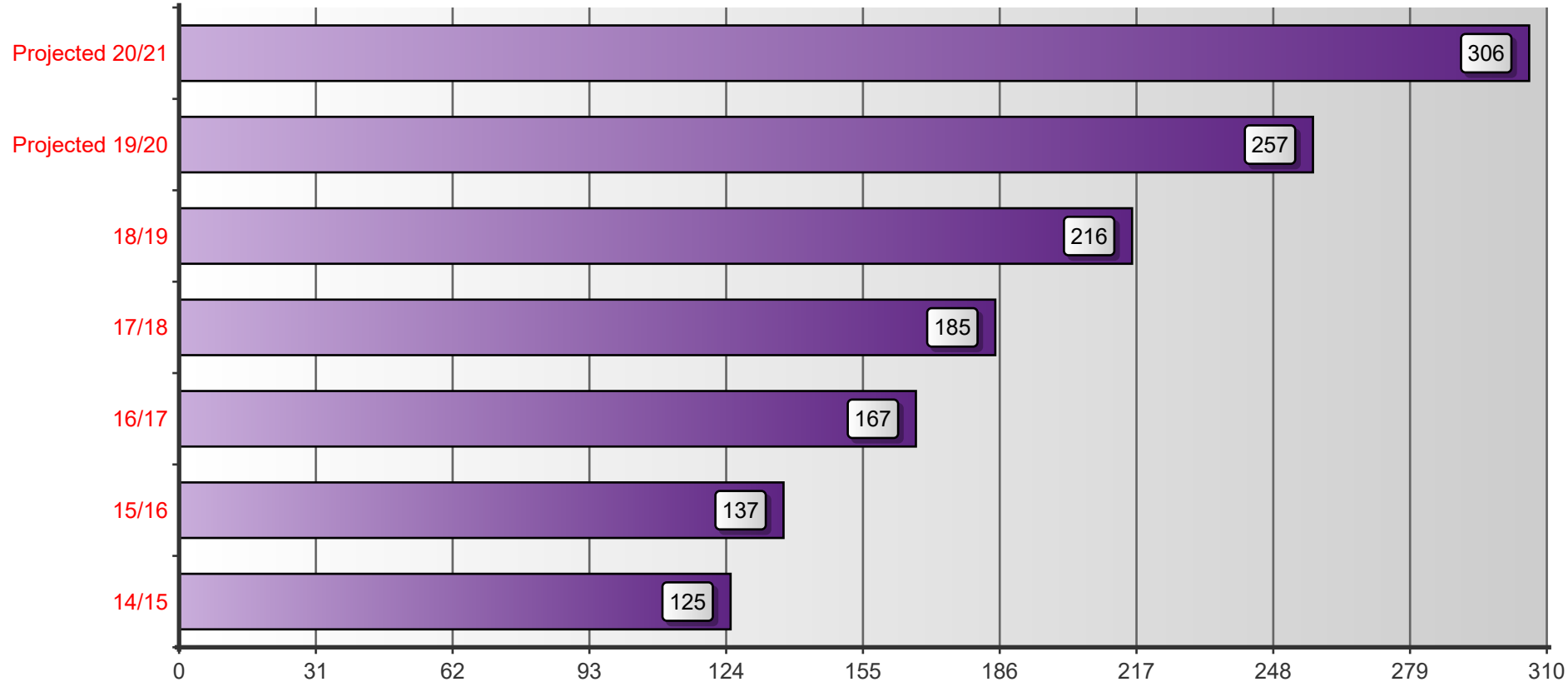
District Wide Black Totals	***28,357,082***	***$99,048.29***
District Wide Color Totals	***1,337,964***	***$72,238.76***

Industry Average Copies per Student - Color

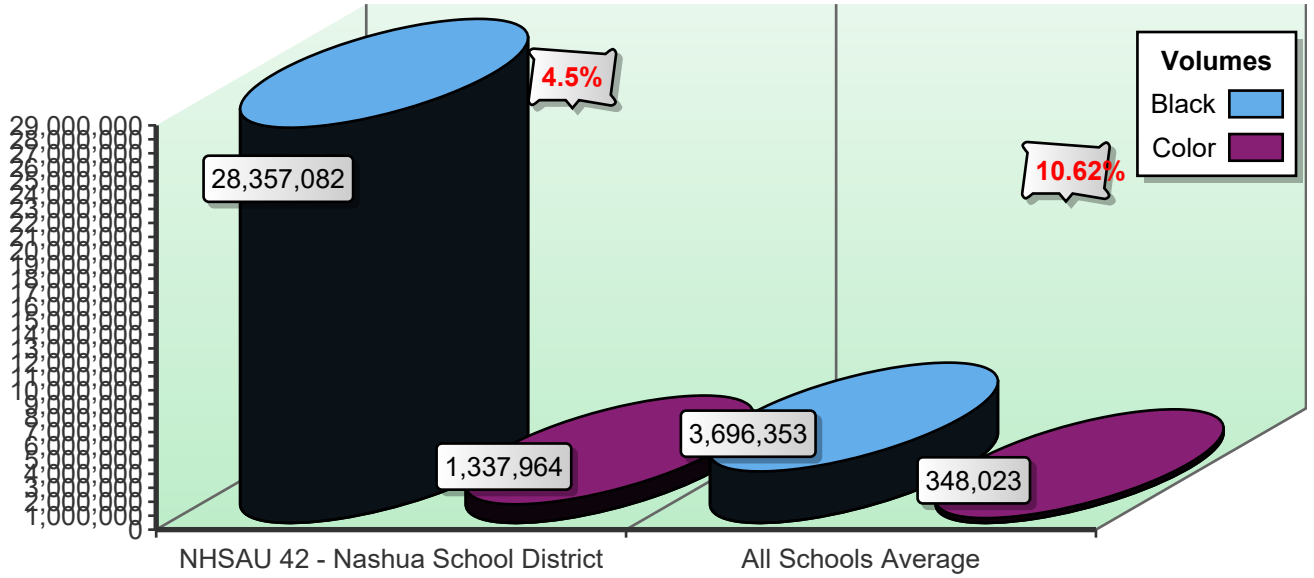
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	Total Student Population	*Total Annual Volume*	*Total District Cost**	*Annual Copies Per Student*	*Annual Cost Per Student*
All Schools w/Student Populations	83,897	18,097,200	$926,143.97	216	$11.04

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



Color-to-Total Volume Comparison



SPC Analysis

COLOR printing is skyrocketing out of control! A five-year study of 83,000 students across the Tri-State region revealed a rapid increase in the K-12 sector. In fact, last year alone, color printing increased by 19%!

Taking Control What that means: If you are a school district of 1,000 students, the average color volume is 216,000 copies, which could be costing you from $7,500 > (CPC is at $0.35) to $10,000 per year. If current trends stay the same, then year five cost would be between $17,897-$23,863. Obviously, some color printing is necessary. However, if color printing is not monitored properly, it could blow up your entire printing budget.

SOLUTION: SPC has developed Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire district to change all printing habits, SPC focuses only on the problematic locations. Best of all, by means of our tremendous buying power, that software comes to you at no charge! In fact, studies have shown that SPC saves a school district of 1,000 students an average of $74,000 over five years, with our compensation included (a $74.00 per student average cost savings).

So why overwhelm the entire district with very expensive, intrusive software to control this color printing explosion? Direct your blows with SPC's unique Right-Sized Print Management Software. Call Skip Tilton or Alex Webster to set up an in-person demonstration today.

Other beneficial features include Follow-Me Printing.

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 04/01/2016

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	*07/01/2018 Meter*	*06/30/2019 Meter*	*2018-2019 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
Amherst Street Elementary School					
Main Office					
Konica Minolta BH4700P / 50 PPM A63N011012625 / 9464-8116 2,000,000 / /2013-04-01 Black Network Printer KMBS	44,266 0	62,152 0	17,886 0	$0.00646 $115.54 $0.00000 $0.00	None at this time.
Office					
Konica Minolta BHC654E / 65 PPM A2X1017012022 / 9460-6926 3,000,000 / /2013-07-01 Color Photocopier KMBS	1,160,373 87,696	1,569,679 138,982	409,306 51,286	$0.00337 $1,379.36 $0.05258 $2,696.62	High color usage. Ratio is 241 color copies per student while industry average is 216. Solution: Implement RS-PMS.
Room 204 Computer Lab					
Konica Minolta BHC3100P / 32 PPM A6DR012102441 / 9464-8117 750,000 / /2014-06-01 Color Network Printer KMBS	45,045 49,244	66,752 68,061	21,707 18,817	$0.00646 $140.23 $0.05921 $1,114.15	High color usage. Ratio is 241 color copies per student while industry average is 216. Solution: Implement RS-PMS.

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Teachers' Room					
Konica Minolta BH554E / 55 PPM	285,715	632,739	347,024	$0.00337	None at this time.
A61D011001323 / 9354 3618				$1,169.47	
3,000,000 / /2013-10-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
		Subtotal Black	**795,923**	**$2,804.60**	
		Subtotal Color	**70,103**	**$3,810.77**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Bicentennial Elementary					
Main Office					
Konica Minolta BH4700P / 50 PPM	100,981	152,497	51,516	$0.00646	None at this time.
A63N011012630 / 9464-8092				$332.79	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Office Work Room					
Konica Minolta BHC654E / 65 PPM	677,434	988,164	310,730	$0.00337	None at this time.
A2X1017013204 / 9460-7646				$1,047.16	
3,000,000 / /2013-07-01	116,114	189,624	73,510	$0.05258	
Color Photocopier				$3,865.16	
KMBS					
Room 148 Staff Work Room					
Konica Minolta BH951 / 95 PPM	2,129,061	2,986,812	857,751	$0.00337	7 years from Intro.
A4EW011040832 / 9460-7632				$2,890.62	
5,000,000 / /2012-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	10/10/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 148 Staff Work Room					
Konica Minolta BH951 / 95 PPM	620,089	1,081,689	461,600	$0.00337	7 years from Intro.
A4EW011040823 / 9460 6907				$1,555.59	Copier moved here from Fairgrounds
5,000,000 / /2012-06-01	0	0	0	$0.00000	Elementary to replace BH754.
Black Photocopier				$0.00	
KMBS					
Room 148 Staff Work Room - REMOVED					
Konica Minolta BH754E / 75 PPM	1,721,866	1,806,000	84,134	$0.00337	Traded
A0PN011003518 / 9331-3109				$283.53	
4,000,000 / /2013-01-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 173 Computer Lab					
Konica Minolta BH4700P / 50 PPM	58,923	81,881	22,958	$0.00646	None at this time.
A63N011012626 / 9464-8093				$148.31	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Special Ed					
Konica Minolta BH4700P / 50 PPM	101,834	128,950	27,116	$0.00646	None at this time.
A63N011012631 / 9464-8094				$175.17	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
		Subtotal Black	**1,815,805**	**$6,433.18**	
		Subtotal Color	**73,510**	**$3,865.16**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Birch Hill Elementary					
Main Office					
Konica Minolta BH4700P / 50 PPM	92,809	138,776	45,967	$0.00646	None at this time.
A63N011012628 / 9464-8106				$296.95	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Office					
Konica Minolta BHC554 / 55 PPM	440,258	625,800	185,542	$0.00337	7 years from Intro.
A5AY011017414 / 9460-7644				$625.28	
3,000,000 / /2012-08-01	82,514	121,974	39,460	$0.05258	
Color Photocopier				$2,074.81	
KMBS					
Room 310 Hallway					
Konica Minolta BH4700P / 50 PPM	145,444	251,450	106,006	$0.00646	None at this time.
A63N011012585 / 9464-8107				$684.80	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Teachers' Room					
Konica Minolta BH754 / 75 PPM	2,104,370	2,719,253	614,883	$0.00337	None at this time.
A55V017000345 / 9320 1903				$2,072.16	
4,000,000 / /2013-03-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Teachers' Room Ground Floor					
Konica Minolta BH754E / 75 PPM	1,112,955	1,336,796	223,841	$0.00337	None at this time.
A0PN011009756 / 9339-2425				$754.34	
4,000,000 / /2013-01-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
		Subtotal Black	**1,176,239**	**$4,433.52**	
		Subtotal Color	**39,460**	**$2,074.81**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Broad Street Elementary					
Library					
Konica Minolta BH4700P / 50 PPM	48,483	66,487	18,004	$0.00646	None at this time.
A63N011012212 / 9464-8128				$116.31	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Main Office					
Konica Minolta BHC554 / 55 PPM	381,536	570,929	189,393	$0.00337	7 years from Intro.
A5AY011017642 / 9460-6925				$638.25	
3,000,000 / /2012-08-01	28,500	50,556	22,056	$0.05258	
Color Photocopier				$1,159.70	
KMBS					
Main Office					
Konica Minolta BHC3100P / 32 PPM	51,273	71,248	19,975	$0.00646	None at this time.
A6DR012102474 / 9464-8127				$129.04	
750,000 / /2014-06-01	12,218	20,343	8,125	$0.05921	
Color Network Printer				$481.08	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Teachers' Room					
Konica Minolta BH951 / 95 PPM	1,638,420	2,462,516	824,096	$0.00337	7 years from Intro.
A4EW011005162 / 9460-7635				$2,777.20	
5,000,000 / /2012-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
		Subtotal Black	**1,051,468**	**$3,660.80**	
		Subtotal Color	**30,181**	**$1,640.79**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Charlotte Ave. Elementary					
Main Office					
Konica Minolta BH4700P / 50 PPM	41,143	63,736	22,593	$0.00646	None at this time.
A63N011010681 / 9464 8118				$145.95	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Office					
Konica Minolta BHC654E / 65 PPM	1,121,529	1,531,850	410,321	$0.00337	None at this time.
A2X1017013289 / 9460-6927				$1,382.78	
3,000,000 / /2013-07-01	167,382	199,327	31,945	$0.05258	
Color Photocopier				$1,679.67	
KMBS					
Room 36 Library					
Konica Minolta BH4700P / 50 PPM	17,626	24,800	7,174	$0.00646	None at this time.
A63N011012620 / 9464-8119				$46.34	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
SPED Office					
Konica Minolta BH363 / 36 PPM	193,352	334,084	140,732	$0.00337	9 years from Intro.
A1UE012001238 / 9322-1915				$474.27	
750,000 / /2010-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Teachers' Work Room					
Konica Minolta BH554E / 55 PPM	483,943	1,105,258	621,315	$0.00337	None at this time.
A61D011001343 / 9354 3689				$2,093.83	
3,000,000 / /2013-10-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
	Subtotal Black		**1,202,135**	**$4,143.17**	
	Subtotal Color		**31,945**	**$1,679.67**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Dr. Crisp Elementary School					
Resource Room					
Konica Minolta BH4700P / 50 PPM A63N011012604 / 9464-8115 2,000,000 / /2013-04-01 Black Network Printer KMBS	53,071 0	86,583 0	33,512 0	$0.00646 $216.49 $0.00000 $0.00	None at this time.
Room 100 Main Office					
Konica Minolta BH4700P / 50 PPM A63N011012533 / 9464-8114 2,000,000 / /2013-04-01 Black Network Printer KMBS	37,291 0	53,542 0	16,251 0	$0.00646 $104.98 $0.00000 $0.00	None at this time.
Room 100 Main Office					
Konica Minolta BHC554 / 55 PPM A5AY011018141 / 9460-6944 3,000,000 / /2012-08-01 Color Photocopier KMBS	275,593 83,459	384,945 141,317	109,352 57,858	$0.00337 $368.52 $0.05258 $3,042.17	7 years from Intro.

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Teacher's Room					
Konica Minolta BH951 / 95 PPM	2,281,930	3,189,377	907,447	$0.00337	7 years from Intro.
A4EW011040775 / 9460-6919				$3,058.10	
5,000,000 / /2012-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
		Subtotal Black	**1,066,562**	**$3,748.08**	
		Subtotal Color	**57,858**	**$3,042.17**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Elm Street Middle					
Copy Center					
Konica Minolta BH951 / 95 PPM	1,598,612	2,541,228	942,616	$0.00337	7 years from Intro.
A4EW011040818 / 9460-7636				$3,176.62	
5,000,000 / /2012-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Copy Center					
Konica Minolta BH951 / 95 PPM	1,875,689	2,360,287	484,598	$0.00337	7 years from Intro.
A4EW011040938 / 9460-7637				$1,633.10	
5,000,000 / /2012-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Guidance					
Konica Minolta BHC452 / 45 PPM	307,853	357,783	49,930	$0.00337	10 years from Intro.
A0P2011016992 / 8810-8814				$168.26	
1,000,000 / /2009-09-01	178,193	203,484	25,291	$0.05258	
Color Photocopier				$1,329.80	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Library					
Konica Minolta BHC3100P / 32 PPM	105,507	136,062	30,555	$0.00646	None at this time.
A6DR012102446 / 9464-8133				$197.39	
750,000 / /2014-06-01	84,329	120,673	36,344	$0.05921	
Color Network Printer				$2,151.93	
KMBS					
Library Lab					
Konica Minolta BH4700P / 50 PPM	77,389	131,379	53,990	$0.00646	None at this time.
A63N011012622 / 9464-8134				$348.78	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Mail Room					
Konica Minolta BH951 / 95 PPM	1,855,239	2,881,760	1,026,521	$0.00337	7 years from Intro.
A4EW011005331 / 9460-6920				$3,459.38	
5,000,000 / /2012-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	*07/01/2018 Meter*	*06/30/2019 Meter*	*2018-2019 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
Office					
Konica Minolta BHC452 / 45 PPM	303,021	340,051	37,030	$0.00337	10 years from Intro.
A0P2011016898 / 9324-1292				$124.79	
1,000,000 / /2009-09-01	184,351	223,723	39,372	$0.05258	
Color Photocopier				$2,070.18	
KMBS					
Room 217					
Konica Minolta BHC3100P / 32 PPM	54,805	98,465	43,660	$0.00646	None at this time.
A6DR012102419 / 9464-8136				$282.04	
750,000 / /2014-06-01	56,872	98,109	41,237	$0.05921	
Color Network Printer				$2,441.64	
KMBS					
Room 219					
Konica Minolta BH4700P / 50 PPM	60,690	89,908	29,218	$0.00646	None at this time.
A63N011012624 / 9464-8135				$188.75	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

The image below was noticed recently on FM Audit. The item with the serial number is no longer reporting, but the one listed as HACKED has been reporting since 5/29/19. This should be addressed with IT immediately.

	Account Name	Location	Description	Manufacturer	Model	Serial Number	IP Address	ERP ID	Total Pages Mono	Total Pages Color	Last Audit Date
	SAU 42 - N...		HACKED		BIZHUB 4700P	HACKED	10.9.5.10		152,511		10/17/2019
	SAU 42 - N...	Elm S...	Library Lab	KONICA-MINOLTA	BIZHUB 4700P	A63N011012622	10.9.5.10	9464-8134	131,379		5/29/2019

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
SPED Office					
Konica Minolta BH4050 / 42 PPM A6VF011015439 / 9357-6156 1,000,000 / /2014-02-01 Black Laser MFP KMBS	65,037 0	93,047 0	28,010 0	$0.00337 $94.39 $0.00000 $0.00	None at this time.
		Subtotal Black	**2,726,128**	**$9,673.49**	
		Subtotal Color	**142,244**	**$7,993.55**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Fairgrounds Elementary					
Asst. Principal's Office					
Konica Minolta BHC3100P / 32 PPM	13,158	17,053	3,895	$0.00646	None at this time.
A6DR012102433 / 9464-8104				$25.16	
750,000 / /2014-06-01	8,143	9,032	889	$0.05921	
Color Network Printer				$52.64	
KMBS					
Lab					
Konica Minolta BH4700P / 50 PPM	55,366	78,941	23,575	$0.00646	None at this time.
A63N011012527 / 9464-8105				$152.29	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Library Work Room					
Konica Minolta BH754E / 75 PPM	2,013,648	2,545,714	532,066	$0.00337	None at this time.
A55V017001673 / 9355-9974				$1,793.06	
4,000,000 / /2013-01-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Konica Minolta BHC554 / 55 PPM A5AY011019034 / 9460-6947 3,000,000 / /2012-08-01 Color Photocopier KMBS	291,332 155,656	396,197 228,546	104,865 72,890	$0.00337 $353.40 $0.05258 $3,832.56	7 years from Intro.
Main Office					
Konica Minolta BH4700P / 50 PPM A63N011012627 / 9464-8103 2,000,000 / /2013-04-01 Black Network Printer KMBS	20,455 0	36,250 0	15,795 0	$0.00646 $102.04 $0.00000 $0.00	None at this time.
Teachers' Work Room					
Konica Minolta BH754E / 75 PPM A55V017002479 / 9356 4515 4,000,000 / /2013-01-01 Black Photocopier KMBS	997,177 0	1,212,860 0	215,683 0	$0.00337 $726.85 $0.00000 $0.00	Installed to replace A4EW011040823, which was moved to Bicentennial Elementary.

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	10/10/2018 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Teachers' Work Room - MOVED					
Konica Minolta BH951 / 95 PPM	583,987	620,089	36,102	$0.00337	Moved to Bicentennial Elementary.
A4EW011040823 / 9460-6907				$121.66	
5,000,000 / /2012-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
		Subtotal Black	**931,981**	**$3,274.46**	
		Subtotal Color	**73,779**	**$3,885.19**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Fairgrounds Middle					
8th Grade Wing					
Konica Minolta BH751 / 75 PPM A0PN011006433 / 9320-3312 4,000,000 / /2008-12-01 Black Photocopier KMBS	1,173,873 0	1,300,566 0	126,693 0	$0.00337 $426.96 $0.00000 $0.00	11 years from Intro.
Guidance Office					
Konica Minolta BH554E / 55 PPM A61D011001457 / 9351 1789 3,000,000 / /2013-10-01 Black Photocopier KMBS	156,218 0	195,860 0	39,642 0	$0.00337 $133.59 $0.00000 $0.00	None at this time.
Library					
Konica Minolta BH363 / 36 PPM A1UE011002368 / 9303-6923 750,000 / /2010-06-01 Black Photocopier KMBS	133,638 0	136,262 0	2,624 0	$0.00337 $8.84 $0.00000 $0.00	9 years from Intro.

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Office					
Konica Minolta BH951 / 95 PPM A4EW011040939 / 9460-7641 5,000,000 / /2012-06-01 Black Photocopier KMBS	1,967,813 0	2,793,148 0	825,335 0	$0.00337 $2,781.38 $0.00000 $0.00	7 years from Intro.
Office					
Konica Minolta BHC452 / 45 PPM A0P2011016812 / 9324-1293 1,000,000 / /2009-09-01 Color Photocopier KMBS	608,144 341,673	698,848 397,955	90,704 56,282	$0.00337 $305.67 $0.05258 $2,959.31	10 years from Intro.
Staff Work Room					
Konica Minolta BH951 / 95 PPM A4EW011040819 / 9460-6908 5,000,000 / /2012-06-01 Black Photocopier KMBS	1,200,433 0	1,984,713 0	784,280 0	$0.00337 $2,643.02 $0.00000 $0.00	7 years from Intro.

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Unified Arts Area					
Konica Minolta BH4050 / 42 PPM A6VF011015389 / 9460-7653 1,000,000 / /2014-02-01 Black Laser MFP KMBS	42,734 0	63,922 0	21,188 0	$0.00337 $71.40 $0.00000 $0.00	None at this time.
Subtotal Black			**1,890,466**	**$6,370.87**	
Subtotal Color			**56,282**	**$2,959.31**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Ledge Street Elementary School					
Asst. Principal's Office					
Konica Minolta BHC3100P / 32 PPM A6DR012102435 / 9464-8110 750,000 / /2014-06-01 Color Network Printer KMBS	33,171 46,841	54,397 75,614	21,226 28,773	$0.00646 $137.12 $0.05921 $1,703.65	High color usage. Ratio is 386 color copies per student while industry average is 216. Solution: Implement RS-PMS.
Copy Room					
Konica Minolta BH951 / 95 PPM A4EW011040527 / 9460-7640 5,000,000 / /2012-06-01 Black Photocopier KMBS	1,056,373 0	1,570,710 0	514,337 0	$0.00337 $1,733.32 $0.00000 $0.00	7 years from Intro.
Copy Room					
Konica Minolta BH554E / 55 PPM A61D011001476 / 9354 3690 3,000,000 / /2013-10-01 Black Photocopier KMBS	276,212 0	540,015 0	263,803 0	$0.00337 $889.02 $0.00000 $0.00	None at this time.

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Konica Minolta BH4700P / 50 PPM A63N011012581 / 9464-8109 2,000,000 / /2013-04-01 Black Network Printer KMBS	50,611 0	70,620 0	20,009 0	$0.00646 $129.26 $0.00000 $0.00	None at this time.
Main Office					
Konica Minolta BHC554 / 55 PPM A5AY011018056 / 9460-6945 3,000,000 / /2012-08-01 Color Photocopier KMBS	801,545 152,989	1,245,787 316,939	444,242 163,950	$0.00337 $1,497.10 $0.05258 $8,620.49	7 years from Intro. High color usage. Ratio is 386 color copies per student while industry average is 216. Solution: Implement RS-PMS.
		Subtotal Black	**1,263,617**	**$4,385.81**	
		Subtotal Color	**192,723**	**$10,324.14**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Dunstable Elementary School					
Main Office					
Konica Minolta BHC452 / 45 PPM A0P2011016911 / 8810-8841 1,000,000 / /2009-09-01 Color Photocopier KMBS	337,298 151,551	415,936 180,939	78,638 29,388	$0.00337 $265.01 $0.05258 $1,545.22	10 years from Intro.
Room 203 - REMOVED					
Konica Minolta BH951 / 95 PPM A4EW011040839 / 9460-7647 5,000,000 / /2012-06-01 Black Photocopier KMBS	1,573,881 0	1,738,346 0	164,465 0	$0.00337 $554.25 $0.00000 $0.00	Replaced as gesture of goodwill with A55V017002472.
Room 203 Main Office Work Room					
Konica Minolta BH951 / 95 PPM A4EW011000348 / 9332-0300 5,000,000 / /2012-06-01 Black Photocopier KMBS	2,019,548 0	2,685,289 0	665,741 0	$0.00337 $2,243.55 $0.00000 $0.00	7 years from Intro.

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	10/10/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 203 Main Office Work Room					
Konica Minolta BH754E / 75 PPM	1,072,509	1,618,329	545,820	$0.00337	Replaced unreliable A4EW011040839.
A55V017002472 / 9357 5394				$1,839.41	
4,000,000 / /2013-01-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 208					
Konica Minolta BH4700P / 50 PPM	45,074	65,525	20,451	$0.00646	None at this time.
A63N011012588 / 9464-8090				$132.11	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 310 Computer Lab					
Konica Minolta BH4700P / 50 PPM	104,698	155,040	50,342	$0.00646	None at this time.
A63N011012591 / 9464-8091				$325.21	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
	Subtotal Black		**1,525,457**	**$5,359.54**	
	Subtotal Color		**29,388**	**$1,545.22**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Mt. Pleasant Elementary School					
Copy Room					
Konica Minolta BH554E / 55 PPM A61D011002407 / 9357 3668 3,000,000 / /2013-10-01 Black Photocopier KMBS	365,005 0	753,905 0	388,900 0	$0.00337 $1,310.59 $0.00000 $0.00	None at this time.
Library					
Konica Minolta BH4700P / 50 PPM A63N011012587 / 9464-8126 2,000,000 / /2013-04-01 Black Network Printer KMBS	86,317 0	120,409 0	34,092 0	$0.00646 $220.23 $0.00000 $0.00	None at this time.
Office					
Konica Minolta BHC3100P / 32 PPM A6DR012102458 / 9464-8125 750,000 / /2014-06-01 Color Network Printer KMBS	29,432 25,903	39,761 32,456	10,329 6,553	$0.00646 $66.73 $0.05921 $388.00	None at this time.

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Office					
Konica Minolta BHC452 / 45 PPM A0P2011016913 / 8810-8812 1,000,000 / /2009-09-01 Color Photocopier KMBS	322,480 204,933	428,901 277,757	106,421 72,824	$0.00337 $358.64 $0.05258 $3,829.09	10 years from Intro. High color usage. Ratio is 221 color copies per student while industry average is 216. Solution: Implement RS-PMS.
Room 121A					
Konica Minolta BH751 / 75 PPM A0PN011003844 / 9460-7618 4,000,000 / /2008-12-01 Black Photocopier KMBS	938,171 0	1,245,127 0	306,956 0	$0.00337 $1,034.44 $0.00000 $0.00	11 years from Intro.
		Subtotal Black	**846,698**	**$2,990.63**	
		Subtotal Color	**79,377**	**$4,217.09**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Nashua High North					
Carrier Center					
Konica Minolta BH751 / 75 PPM A0PN011005157 / 9464-8013 4,000,000 / /2008-12-01 Black Photocopier KMBS	1,394,890 0	1,612,934 0	218,044 0	$0.00337 $734.81 $0.00000 $0.00	11 years from Intro.
Room A112					
Konica Minolta BH423 / 42 PPM A1UD011001939 / 9307-7534 1,000,000 / /2010-06-00 Black Photocopier KMBS	76,451 0	79,086 0	2,635 0	$0.00337 $8.88 $0.00000 $0.00	9 years from Intro.
Room A121 Graphics					
Konica Minolta BHC5501 / 55 PPM A0U1011001156 / 9309-7640 3,000,000 / /2008-10-01 High Production Color Photocopier KMBS	48,185 235,016	48,263 235,404	78 388	$0.00433 $0.34 $0.05487 $21.29	11 years from Intro. Underused!

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room B121 Main Office					
Konica Minolta BHC554 / 55 PPM	264,916	420,575	155,659	$0.00337	7 years from Intro.
A5AY011017462 / 9460-6946				$524.57	
3,000,000 / /2012-08-01	73,536	131,219	57,683	$0.05258	
Color Photocopier				$3,032.97	
KMBS					
Room B134 Principal's Office					
Konica Minolta BHC3100P / 32 PPM	36,314	52,882	16,568	$0.00646	None at this time.
A6DR012102420 / 9464-8121				$107.03	
750,000 / /2014-06-01	49,568	74,862	25,294	$0.05921	
Color Network Printer				$1,497.66	
KMBS					
Room B205					
Konica Minolta BH754 / 75 PPM	1,301,629	1,925,994	624,365	$0.00337	None at this time.
A55V017000403 / 9365 7670				$2,104.11	
4,000,000 / /2013-03-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room B208					
Konica Minolta BHC3100P / 32 PPM A6DR012102444 / 9464-8122 750,000 / /2014-06-01 Color Network Printer KMBS	24,535 19,927	36,197 31,314	11,662 11,387	$0.00646 $75.34 $0.05921 $674.22	None at this time.
Room B305					
Konica Minolta BH654 / 65 PPM A5YN011002184 / 9320 1635 3,000,000 / /2013-02-01 Black Photocopier KMBS	1,195,363 0	1,893,003 0	697,640 0	$0.00337 $2,351.05 $0.00000 $0.00	None at this time.
Room B308					
Konica Minolta BHC3100P / 32 PPM A6DR012102424 / 9464-8123 750,000 / /2014-06-01 Color Network Printer KMBS	15,411 18,800	27,071 28,963	11,660 10,163	$0.00646 $75.32 $0.05921 $601.75	None at this time.

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room C105 Media Center					
Konica Minolta BH363 / 36 PPM	94,076	99,963	5,887	$0.00337	9 years from Intro.
A1UE011013114 / 9334-5663				$19.84	
750,000 / /2010-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room C226 Science					
Konica Minolta BHC3100P / 32 PPM	41,555	56,644	15,089	$0.00646	None at this time.
A6DR012102430 / 9464-8124				$97.47	
750,000 / /2014-06-01	31,942	47,349	15,407	$0.05921	
Color Network Printer				$912.25	
KMBS					
Room C226 Science					
Konica Minolta BH554E / 55 PPM	456,092	1,028,118	572,026	$0.00337	None at this time.
A61D011002029 / 9357 3858				$1,927.73	
3,000,000 / /2013-10-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room D122 Special Ed					
Konica Minolta BHC554 / 55 PPM	335,593	508,488	172,895	$0.00337	7 years from Intro.
A5AY011018045 / 9460-7657				$582.66	
3,000,000 / /2012-08-01	38,486	62,165	23,679	$0.05258	
Color Photocopier				$1,245.04	
KMBS					
Room D208					
Konica Minolta BHC3100P / 32 PPM	15,074	23,059	7,985	$0.00646	None at this time.
A6DR012102439 / 9464-8129				$51.58	
750,000 / /2014-06-01	13,397	19,601	6,204	$0.05921	
Color Network Printer				$367.34	
KMBS					
Room D208					
Konica Minolta BH754 / 75 PPM	1,240,031	1,948,573	708,542	$0.00337	None at this time.
A55V017000406 / 9320 1886				$2,387.79	
4,000,000 / /2013-03-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room D305					
Konica Minolta BH754E / 75 PPM A55V017000348 / 9353 7685 4,000,000 / /2013-01-01 Black Photocopier KMBS	1,861,934 0	2,276,426 0	414,492 0	$0.00337 $1,396.84 $0.00000 $0.00	None at this time.
Room D308					
Konica Minolta BHC3100P / 32 PPM A6DR012108742 / 9499 5583 750,000 / /2014-06-01 Color Network Printer KMBS	0 0	2,161 5,168	2,161 5,168	$0.00646 $13.96 $0.05921 $306.00	Insurance replacement for A6DR012102429.
Room D308 - Removed					
Konica Minolta BHC3100P / 32 PPM A6DR012102429 / 9464-8130 750,000 / /2014-06-01 Color Network Printer KMBS	14,087 19,558	18,639 24,169	4,552 4,611	$0.00646 $29.41 $0.05921 $273.02	Traded. Damaged. Replaced through insurance with A6DR012108742.

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room E102 Athletics					
Konica Minolta BH423 / 42 PPM	332,591	433,711	101,120	$0.00337	9 years from Intro.
A1UD011103395 / 9345-1080				$340.77	
1,000,000 / /2010-06-00	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Subtotal Black			**3,743,060**	**$12,829.49**	
Subtotal Color			**159,984**	**$8,931.54**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Nashua High South					
Room A1002 Grade 10 Office					
Konica Minolta BHC3100P / 32 PPM	8,938	12,468	3,530	$0.00646	None at this time.
A6DR012102437 / 9464-8099				$22.80	
750,000 / /2014-06-01	11,097	17,943	6,846	$0.05921	
Color Network Printer				$405.35	
KMBS					
Room A1004 Guidance Work Room					
Konica Minolta BH951 / 95 PPM	1,824,710	2,662,087	837,377	$0.00337	7 years from Intro.
A4EW011040990 / 9460-6932				$2,821.96	
5,000,000 / /2012-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room A2002					
Konica Minolta BHC3100P / 32 PPM	16,822	30,171	13,349	$0.00646	None at this time.
A6DR012102432 / 9464-8100				$86.23	
750,000 / /2014-06-01	14,645	22,721	8,076	$0.05921	
Color Network Printer				$478.18	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room A2004					
Konica Minolta BH951 / 95 PPM	2,053,730	3,154,662	1,100,932	$0.00337	7 years from Intro.
A4EW011040675 / 9460-6921				$3,710.14	
5,000,000 / /2012-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room B1001 Main Office					
Konica Minolta BHC3100P / 32 PPM	315	315	0	$0.00646	Underused!
A6DR012102428 / 9464-8108				$0.00	
750,000 / /2014-06-01	852	852	0	$0.05921	
Color Network Printer				$0.00	
KMBS					
Room B1002H					
Konica Minolta BHC554 / 55 PPM	420,110	623,076	202,966	$0.00337	7 years from Intro.
A5AY011017498 / 9460-7658				$684.00	
3,000,000 / /2012-08-01	14,725	24,883	10,158	$0.05258	
Color Photocopier				$534.11	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room B1014 Main Office					
Konica Minolta BHC454 / 45 PPM	257,585	362,847	105,262	$0.00337	7 years from Intro.
A5C0011031883 / 9460-7656				$354.73	
1,000,000 / /2012-07-01	60,008	105,506	45,498	$0.05258	
Color Photocopier				$2,392.28	
KMBS					
Room B1025B Child Care					
Konica Minolta BH4050 / 42 PPM	29,300	44,062	14,762	$0.00337	None at this time.
A6VF011015358 / 9460-6855				$49.75	
1,000,000 / /2014-02-01	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Room C1001 Athletics Office					
Konica Minolta BH363 / 36 PPM	144,653	198,681	54,028	$0.00337	9 years from Intro.
A1UD011103417 / 9344-9589				$182.07	
750,000 / /2010-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room C1002					
Konica Minolta BHC3100P / 32 PPM A6DR012102443 / 9464-8101 750,000 / /2014-06-01 Color Network Printer KMBS	22,248 26,050	31,441 37,891	9,193 11,841	$0.00646 $59.39 $0.05921 $701.11	None at this time.
Room C1004					
Konica Minolta BH951 / 95 PPM A4EW011040807 / 9460-7638 5,000,000 / /2012-06-01 Black Photocopier KMBS	1,756,020 0	2,624,626 0	868,606 0	$0.00337 $2,927.20 $0.00000 $0.00	7 years from Intro.
Room C2002 Office					
Konica Minolta BHC3100P / 32 PPM A6DR012102440 / 9464-8102 750,000 / /2014-06-01 Color Network Printer KMBS	13,947 12,499	17,756 17,653	3,809 5,154	$0.00646 $24.61 $0.05921 $305.17	None at this time.

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room C2004					
Konica Minolta BH951 / 95 PPM	1,565,117	2,383,474	818,357	$0.00337	7 years from Intro.
A4EW011040710 / 9460-6924				$2,757.86	
5,000,000 / /2012-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room E1003 Library					
Konica Minolta BH363 / 36 PPM	64,007	74,736	10,729	$0.00337	9 years from Intro.
A1UE011010432 / 9322-5134				$36.16	
750,000 / /2010-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room F1006 IT Department					
Konica Minolta BHC3100P / 32 PPM	15,209	22,031	6,822	$0.00646	None at this time.
A6DR012102477 / 9464-8098				$44.07	
750,000 / /2014-06-01	23,939	32,665	8,726	$0.05921	
Color Network Printer				$516.67	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room F1006 IT Department					
Konica Minolta BH4700P / 50 PPM A63N011012584 / 9464-8097 2,000,000 / /2013-04-01 Black Network Printer KMBS	20,141 0	22,148 0	2,007 0	$0.00646 $12.97 $0.00000 $0.00	None at this time.
Subtotal Black			**4,051,729**	**$13,773.94**	
Subtotal Color			**96,299**	**$5,332.86**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
New Searles Elementary School					
Main Office					
Konica Minolta BHC554 / 55 PPM	293,923	495,888	201,965	$0.00337	7 years from Intro.
A5AY011017586 / 9460-7655				$680.62	
3,000,000 / /2012-08-01	24,808	59,581	34,773	$0.05258	
Color Photocopier				$1,828.36	
KMBS					
Main Office					
Konica Minolta BH4700P / 50 PPM	55,732	82,736	27,004	$0.00646	None at this time.
A63N011012592 / 9464-8095				$174.45	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Office Work Area					
Konica Minolta BH4050 / 42 PPM	5,799	8,658	2,859	$0.00337	None at this time.
A6VF011015426 / 9460 6937				$9.63	
1,000,000 / /2014-02-01	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 139					
Konica Minolta BHC3100P / 32 PPM	23,659	36,352	12,693	$0.00646	None at this time.
A6DR012102473 / 9464-8096				$82.00	
750,000 / /2014-06-01	47,437	63,050	15,613	$0.05921	
Color Network Printer				$924.45	
KMBS					
Room 261 Copy Room					
Konica Minolta BH751 / 75 PPM	852,667	1,179,188	326,521	$0.00337	11 years from Intro.
A0PN011008914 / 9331-3300				$1,100.38	
4,000,000 / /2008-12-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 261 Copy Room					
Konica Minolta BH751 / 75 PPM	1,318,343	1,496,158	177,815	$0.00337	11 years from Intro.
A0PN011000592 / 9465 0502				$599.24	
4,000,000 / /2008-12-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
	Subtotal Black		**748,857**	**$2,646.31**	
	Subtotal Color		**50,386**	**$2,752.81**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Pennichuck Middle					
Guidance					
Konica Minolta BH363 / 36 PPM	125,806	151,264	25,458	$0.00337	9 years from Intro.
A1UD011111470 / 9349-8938				$85.79	
750,000 / /2010-06-01	0	0	0	$0.05258	
Black Photocopier				$0.00	
KMBS					
Library					
Konica Minolta BH4700P / 50 PPM	131,776	208,055	76,279	$0.00646	None at this time.
A63N011012575 / 9464-8132				$492.76	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Main Office					
Konica Minolta BH4700P / 50 PPM	52,629	68,172	15,543	$0.00646	None at this time.
A63N011012579 / 9464-8131				$100.41	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Office					
Konica Minolta BHC452 / 45 PPM	194,824	236,331	41,507	$0.00337	10 years from Intro.
A0P2011016984 / 8810-8818				$139.88	
1,000,000 / /2009-09-01	193,118	227,873	34,755	$0.05258	
Color Photocopier				$1,827.42	
KMBS					
Teachers' Room					
Konica Minolta BH951 / 95 PPM	1,699,415	2,366,254	666,839	$0.00337	7 years from Intro.
A4EW011040814 / 9460-6933				$2,247.25	
5,000,000 / /2012-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Teachers' Room					
Konica Minolta BH951 / 95 PPM	2,002,344	3,020,122	1,017,778	$0.00337	7 years from Intro.
A4EW011040811 / 9460-6922				$3,429.91	
5,000,000 / /2012-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Subtotal Black			**1,843,404**	**$6,496.00**	
Subtotal Color			**34,755**	**$1,827.42**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Plant Operations					
Office					
Konica Minolta BHC284 / 28 PPM	136,996	168,329	31,333	$0.00337	7 years from Intro.
A4FK011004753 / 9344-4981				$105.59	
500,000 / /2012-06-00	50,340	65,417	15,077	$0.05258	
Color Photocopier				$792.75	
KMBS					
		Subtotal Black	**31,333**	**$105.59**	
		Subtotal Color	**15,077**	**$792.75**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	10/10/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAU 42 District Office					
Back Copy Room					
Konica Minolta BH958 / 95 PPM A796011002053 / 9467 8974 5,000,000 / /2016-06-01 Black Photocopier KMBS	2,120 0	170,044 0	167,924 0	$0.00337 $565.90 $0.00000 $0.00	Replacement for unreliable BH951 A4EW011000389.
Back Copy Room - REMOVED					
Konica Minolta BH951 / 95 PPM A4EW011000389 / 8807-8383 5,000,000 / /2012-06-01 Black Photocopier KMBS	1,441,680 0	1,506,757 0	65,077 0	$0.00337 $219.31 $0.00000 $0.00	Traded. Replaced with A796011002053.
HR Office					
Konica Minolta BH4700P / 50 PPM A63N011012576 / 9464-8111 2,000,000 / /2013-04-01 Black Network Printer KMBS	121,657 0	175,411 0	53,754 0	$0.00646 $347.25 $0.00000 $0.00	None at this time.

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Office					
Konica Minolta BHC554 / 55 PPM	462,702	718,128	255,426	$0.00337	7 years from Intro.
A5AY011017977 / 9464-8002				$860.79	
3,000,000 / /2012-08-01	78,435	109,527	31,092	$0.05258	
Color Photocopier				$1,634.82	
KMBS					
Room 1 Superintendent					
Konica Minolta BHC3100P / 32 PPM	27,923	37,253	9,330	$0.00646	None at this time.
A6DR012102476 / 9464-8112				$60.27	
750,000 / /2014-06-01	14,812	22,364	7,552	$0.05921	
Color Network Printer				$447.15	
KMBS					
Special Ed					
Konica Minolta BHC3100P / 32 PPM	85,657	124,771	39,114	$0.00646	None at this time.
A6DR012102400 / 9464-8113				$252.68	
750,000 / /2014-06-01	2,116	4,060	1,944	$0.05921	
Color Network Printer				$115.10	
KMBS					
Subtotal Black			**590,625**	**$2,306.20**	
Subtotal Color			**40,588**	**$2,197.08**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Sunset Heights Elementary					
Main Office					
Konica Minolta BHC454 / 45 PPM	397,139	598,953	201,814	$0.00337	7 years from Intro.
A5C0011031966 / 9460-6950				$680.11	
1,000,000 / /2012-07-01	8,880	16,623	7,743	$0.05258	
Color Photocopier				$407.13	
KMBS					
Main Office					
Konica Minolta BH4700P / 50 PPM	26,571	44,448	17,877	$0.00646	None at this time.
A63N011012586 / 9464-8120				$115.49	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Teachers' Work Room					
Konica Minolta BH951 / 95 PPM	1,500,643	2,270,142	769,499	$0.00337	7 years from Intro.
A4EW011040817 / 9460-7693				$2,593.21	
5,000,000 / /2012-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
		Subtotal Black	**989,190**	**$3,388.81**	
		Subtotal Color	**7,743**	**$407.13**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
The Nashua Program @ Brentwood					
Office					
Konica Minolta BHC458 / 45 PPM A79M011001533 / 5352 5463 1,000,000 / /2016-08-01 Color Photocopier KMBS	58,491 5,290	95,321 14,334	36,830 9,044	$0.00337 $124.12 $0.05258 $475.53	None at this time.
Subtotal Black			**36,830**	**$124.12**	
Subtotal Color			**9,044**	**$475.53**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	*07/01/2018 Meter*	*06/30/2019 Meter*	*2018-2019 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
Title One					
Office					
Konica Minolta BHC452 / 45 PPM A0P2011016908 / 8810 8978 1,000,000 / /2009-09-01 Color Photocopier KMBS	486,387 252,672	515,962 299,910	29,575 47,238	$0.00337 $99.67 $0.05258 $2,483.77	10 years from Intro. Extremely high color usage. Ratio is 1,125 color copies per student while industry average is 216. Solution: Implement RS-PMS.
		Subtotal Black	**29,575**	**$99.67**	
		Subtotal Color	**47,238**	**$2,483.77**	
		District Wide Black Totals	**28,357,082**	**$99,048.29**	
		District Wide Color Totals	**1,337,964**	**$72,238.76**	**Your average Color CPC is $0.0540. Solution: Renegotiate color CPC to $0.04, saving $93,601 over 5 years!**

SPC Service & Supply Cost Savings

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 03/01/2011 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2018-2019 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
28,357,082	$0.00855	$242,453.05

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
28,357,082	$0.00349	$98,966.22	$143,486.83	$717,434.17

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $143,486.83 x 8 years as a Client
= $1,147,894.68 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	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Amherst Street Elementary School	795,923	$2,862.69	$4,297.98	$2,728.89	$9,889.56
Bicentennial Elementary	1,815,805	$6,566.38	$9,805.35	$6,225.63	$22,597.36
Birch Hill Elementary	1,176,239	$4,524.98	$6,351.69	$4,032.83	$14,909.50
Broad Street Elementary	1,051,468	$3,736.68	$5,677.93	$3,605.04	$13,019.65
Charlotte Ave. Elementary	1,202,135	$4,229.11	$6,491.53	$4,121.62	$14,842.26
Dr. Crisp Elementary School	1,066,562	$3,825.73	$5,759.43	$3,656.79	$13,241.96
Elm Street Middle	2,726,128	$9,873.76	$14,721.09	$9,346.75	$33,941.60
Fairgrounds Elementary	931,981	$3,342.30	$5,032.70	$3,195.37	$11,570.37
Fairgrounds Middle	1,890,466	$6,503.20	$10,208.52	$6,481.62	$23,193.34
Ledge Street Elementary School	1,263,617	$4,476.73	$6,823.53	$4,332.41	$15,632.68
Main Dunstable Elementary School	1,525,457	$5,470.57	$8,237.47	$5,230.15	$18,938.19
Mt. Pleasant Elementary School	846,698	$3,052.57	$4,572.17	$2,902.97	$10,527.71
Nashua High North	3,743,060	$13,095.69	$20,212.52	$12,833.38	$46,141.59
Nashua High South	4,051,729	$14,059.88	$21,879.34	$13,891.68	$49,830.90
New Searles Elementary School	748,857	$2,701.11	$4,043.83	$2,567.52	$9,312.46
Pennichuck Middle	1,843,404	$6,630.55	$9,954.38	$6,320.26	$22,905.19

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Plant Operations	31,333	$107.79	$169.20	$107.43	$384.41
SAU 42 District Office	590,625	$2,353.67	$3,189.38	$2,025.01	$7,568.05
Sunset Heights Elementary	989,190	$3,459.13	$5,341.63	$3,391.52	$12,192.27
The Nashua Program @ Brentwood	36,830	$126.70	$198.88	$126.27	$451.85
Title One	29,575	$101.74	$159.71	$101.40	$362.84
Total	**28,357,082**	**$101,100.95**	**$153,128.24**	**$97,224.55**	**$351,453.75**

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

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Amherst Street Elementary School	70,103	$3,886.83
Bicentennial Elementary	73,510	$3,942.34
Birch Hill Elementary	39,460	$2,116.24
Broad Street Elementary	30,181	$1,673.53
Charlotte Ave. Elementary	31,945	$1,713.21
Dr. Crisp Elementary School	57,858	$3,102.92
Elm Street Middle	142,244	$8,152.99
Fairgrounds Elementary	73,779	$3,962.78
Fairgrounds Middle	56,282	$3,018.40
Ledge Street Elementary School	192,723	$10,530.24
Main Dunstable Elementary School	29,388	$1,576.08
Mt. Pleasant Elementary School	79,377	$4,301.29
Nashua High North	159,984	$9,109.71
Nashua High South	96,299	$5,439.26
New Searles Elementary School	50,386	$2,807.75
Pennichuck Middle	34,755	$1,863.91

Building	Projected Color Volume	Service & Supply Cost
Plant Operations	15,077	$808.58
SAU 42 District Office	40,588	$2,240.93
Sunset Heights Elementary	7,743	$415.26
The Nashua Program @ Brentwood	9,044	$485.03
Title One	47,238	$2,533.37
Total	**1,337,964**	**$73,680.65**

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%.

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	66,819	$0.00337	$225.18	$0.00344	$229.86
Konica-Minolta Business Solutions	Black Network Printer	808,919	$0.00646	$5,225.62	$0.00659	$5,330.78
Konica-Minolta Business Solutions	Black Photocopier	23,200,696	$0.00337	$78,186.35	$0.00344	$79,810.39
Konica-Minolta Business Solutions	Color Network Printer	318,864	$0.00646	$2,059.86	$0.00659	$2,101.31
Konica-Minolta Business Solutions	Color Photocopier	3,961,706	$0.00337	$13,350.95	$0.00344	$13,628.27
Konica-Minolta Business Solutions	High Production Color Photocopier	78	$0.00433	$0.34	$0.00442	$0.34
	Total	**28,357,082**	**$0.00349**	**$99,048.29**	**$0.00357**	**$101,100.95**

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%.

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Color Network Printer	284,724	$0.05921	$16,858.51	$0.06039	$17,194.48
Konica-Minolta Business Solutions	Color Photocopier	1,052,852	$0.05258	$55,358.96	$0.05363	$56,464.45
Konica-Minolta Business Solutions	High Production Color Photocopier	388	$0.05487	$21.29	$0.05597	$21.72
	Total	**1,337,964**	**$0.05399**	**$72,238.76**	**$0.05507**	**$73,680.65**

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	**93**
Total Number of Units Owned	**30**
Lease Company	**Norway Savings Bank**
Lease Start Date	**04/01/2016**
Lease End Date	**08/01/2021**
Term	**6 Annual**
Annual Payment usually due on 8/1	**$97,224.55**
Remaining Payments	**2**

**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 BHC654E	A2X1017012022
Amherst Street Elementary School	Konica Minolta BH554E	A61D011001323
Amherst Street Elementary School	Konica Minolta BH4700P	A63N011012625
Amherst Street Elementary School	Konica Minolta BHC3100P	A6DR012102441
Bicentennial Elementary	Konica Minolta BHC654E	A2X1017013204
Bicentennial Elementary	Konica Minolta BH951	A4EW011040823
Bicentennial Elementary	Konica Minolta BH951	A4EW011040832
Bicentennial Elementary	Konica Minolta BH4700P	A63N011012626
Bicentennial Elementary	Konica Minolta BH4700P	A63N011012630
Bicentennial Elementary	Konica Minolta BH4700P	A63N011012631
Birch Hill Elementary	Konica Minolta BH754	A55V017000345
Birch Hill Elementary	Konica Minolta BHC554	A5AY011017414
Birch Hill Elementary	Konica Minolta BH4700P	A63N011012585
Birch Hill Elementary	Konica Minolta BH4700P	A63N011012628
Broad Street Elementary	Konica Minolta BH951	A4EW011005162
Broad Street Elementary	Konica Minolta BHC554	A5AY011017642
Broad Street Elementary	Konica Minolta BH4700P	A63N011012212
Broad Street Elementary	Konica Minolta BHC3100P	A6DR012102474
Charlotte Ave. Elementary	Konica Minolta BHC654E	A2X1017013289
Charlotte Ave. Elementary	Konica Minolta BH554E	A61D011001343
Charlotte Ave. Elementary	Konica Minolta BH4700P	A63N011010681
Charlotte Ave. Elementary	Konica Minolta BH4700P	A63N011012620
Dr. Crisp Elementary School	Konica Minolta BH951	A4EW011040775
Dr. Crisp Elementary School	Konica Minolta BHC554	A5AY011018141
Dr. Crisp Elementary School	Konica Minolta BH4700P	A63N011012533
Dr. Crisp Elementary School	Konica Minolta BH4700P	A63N011012604
Elm Street Middle	Konica Minolta BH951	A4EW011005331
Elm Street Middle	Konica Minolta BH951	A4EW011040818
Elm Street Middle	Konica Minolta BH951	A4EW011040938
Elm Street Middle	Konica Minolta BH4700P	A63N011012622
Elm Street Middle	Konica Minolta BH4700P	A63N011012624
Elm Street Middle	Konica Minolta BHC3100P	A6DR012102419
Elm Street Middle	Konica Minolta BHC3100P	A6DR012102446

Building	Make/Model	Serial Number
Elm Street Middle	Konica Minolta BH4050	A6VF011015439
Fairgrounds Elementary	Konica Minolta BHC554	A5AY011019034
Fairgrounds Elementary	Konica Minolta BH4700P	A63N011012527
Fairgrounds Elementary	Konica Minolta BH4700P	A63N011012627
Fairgrounds Elementary	Konica Minolta BHC3100P	A6DR012102433
Fairgrounds Middle	Konica Minolta BH951	A4EW011040819
Fairgrounds Middle	Konica Minolta BH951	A4EW011040939
Fairgrounds Middle	Konica Minolta BH554E	A61D011001457
Fairgrounds Middle	Konica Minolta BH4050	A6VF011015389
Ledge Street Elementary School	Konica Minolta BH951	A4EW011040527
Ledge Street Elementary School	Konica Minolta BHC554	A5AY011018056
Ledge Street Elementary School	Konica Minolta BH554E	A61D011001476
Ledge Street Elementary School	Konica Minolta BH4700P	A63N011012581
Ledge Street Elementary School	Konica Minolta BHC3100P	A6DR012102435
Main Dunstable Elementary School	Konica Minolta BH4700P	A63N011012588
Main Dunstable Elementary School	Konica Minolta BH4700P	A63N011012591
Mt. Pleasant Elementary School	Konica Minolta BH554E	A61D011002407
Mt. Pleasant Elementary School	Konica Minolta BH4700P	A63N011012587
Mt. Pleasant Elementary School	Konica Minolta BHC3100P	A6DR012102458
Nashua High North	Konica Minolta BH754E	A55V017000348
Nashua High North	Konica Minolta BH754	A55V017000403
Nashua High North	Konica Minolta BH754	A55V017000406
Nashua High North	Konica Minolta BHC554	A5AY011017462
Nashua High North	Konica Minolta BHC554	A5AY011018045
Nashua High North	Konica Minolta BH554E	A61D011002029
Nashua High North	Konica Minolta BHC3100P	A6DR012102420
Nashua High North	Konica Minolta BHC3100P	A6DR012102424
Nashua High North	Konica Minolta BHC3100P	A6DR012102430
Nashua High North	Konica Minolta BHC3100P	A6DR012102439
Nashua High North	Konica Minolta BHC3100P	A6DR012102444
Nashua High North	Konica Minolta BHC3100P	A6DR012108742
Nashua High South	Konica Minolta BH951	A4EW011040675
Nashua High South	Konica Minolta BH951	A4EW011040710
Nashua High South	Konica Minolta BH951	A4EW011040807

Building	Make/Model	Serial Number
Nashua High South	Konica Minolta BH951	A4EW011040990
Nashua High South	Konica Minolta BHC554	A5AY011017498
Nashua High South	Konica Minolta BHC454	A5C0011031883
Nashua High South	Konica Minolta BH4700P	A63N011012584
Nashua High South	Konica Minolta BHC3100P	A6DR012102428
Nashua High South	Konica Minolta BHC3100P	A6DR012102432
Nashua High South	Konica Minolta BHC3100P	A6DR012102437
Nashua High South	Konica Minolta BHC3100P	A6DR012102440
Nashua High South	Konica Minolta BHC3100P	A6DR012102443
Nashua High South	Konica Minolta BHC3100P	A6DR012102477
Nashua High South	Konica Minolta BH4050	A6VF011015358
New Searles Elementary School	Konica Minolta BHC554	A5AY011017586
New Searles Elementary School	Konica Minolta BH4700P	A63N011012592
New Searles Elementary School	Konica Minolta BHC3100P	A6DR012102473
New Searles Elementary School	Konica Minolta BH4050	A6VF011015426
Pennichuck Middle	Konica Minolta BH951	A4EW011040811
Pennichuck Middle	Konica Minolta BH951	A4EW011040814
Pennichuck Middle	Konica Minolta BH4700P	A63N011012575
Pennichuck Middle	Konica Minolta BH4700P	A63N011012579
SAU 42 District Office	Konica Minolta BHC554	A5AY011017977
SAU 42 District Office	Konica Minolta BH4700P	A63N011012576
SAU 42 District Office	Konica Minolta BHC3100P	A6DR012102400
SAU 42 District Office	Konica Minolta BHC3100P	A6DR012102476
Sunset Heights Elementary	Konica Minolta BH951	A4EW011040817
Sunset Heights Elementary	Konica Minolta BHC454	A5C0011031966
Sunset Heights Elementary	Konica Minolta BH4700P	A63N011012586

Owned Equipment

Building	Make/Model	Serial Number
Birch Hill Elementary	Konica MinoltaBH754E	A0PN011009756
Charlotte Ave. Elementary	Konica MinoltaBH363	A1UE012001238
Elm Street Middle	Konica MinoltaBHC452	A0P2011016898
Elm Street Middle	Konica MinoltaBHC452	A0P2011016992
Fairgrounds Elementary	Konica MinoltaBH754E	A55V017001673
Fairgrounds Elementary	Konica MinoltaBH754E	A55V017002479
Fairgrounds Middle	Konica MinoltaBHC452	A0P2011016812
Fairgrounds Middle	Konica MinoltaBH751	A0PN011006433
Fairgrounds Middle	Konica MinoltaBH363	A1UE011002368
Main Dunstable Elementary School	Konica MinoltaBHC452	A0P2011016911
Main Dunstable Elementary School	Konica MinoltaBH951	A4EW011000348
Main Dunstable Elementary School	Konica MinoltaBH754E	A55V017002472
Mt. Pleasant Elementary School	Konica MinoltaBHC452	A0P2011016913
Mt. Pleasant Elementary School	Konica MinoltaBH751	A0PN011003844
Nashua High North	Konica MinoltaBH751	A0PN011005157
Nashua High North	Konica MinoltaBHC5501	A0U1011001156
Nashua High North	Konica MinoltaBH423	A1UD011001939
Nashua High North	Konica MinoltaBH423	A1UD011103395
Nashua High North	Konica MinoltaBH363	A1UE011013114
Nashua High North	Konica MinoltaBH654	A5YN011002184
Nashua High South	Konica MinoltaBH363	A1UD011103417
Nashua High South	Konica MinoltaBH363	A1UE011010432
New Searles Elementary School	Konica MinoltaBH751	A0PN011000592
New Searles Elementary School	Konica MinoltaBH751	A0PN011008914
Pennichuck Middle	Konica MinoltaBHC452	A0P2011016984
Pennichuck Middle	Konica MinoltaBH363	A1UD011111470
Plant Operations	Konica MinoltaBHC284	A4FK011004753
SAU 42 District Office	Konica MinoltaBH958	A796011002053
The Nashua Program @ Brentwood	Konica MinoltaBHC458	A79M011001533
Title One	Konica MinoltaBHC452	A0P2011016908

STARDoc User Names

Name	User Name
Barbara Pukt	puktb@nashua.edu
Blanca Chavez	chavezb@nashua.edu
Brenda Crocker	crockerbr@nashua.edu
Cathleen Carbonneau	carbonneaukt@nashau.edu
Chas Miller	millerc@nashua.edu
Cherrie Fulton	fultonc@nashua.edu
Cheryl Clement	clementc@nashua.edu
Christine Holden	holdenc@nashua.edu
Dan Donovan	donovand@nashua.edu
Debbie Born	bornd@nashua.edu
Debra Blannin	blannind@nashua.edu
Denise Petz	petzd@nashua.edu
Gabriel Falzarano	falzaranog@nashua.edu
Gail Dion	diong@nashua.edu
Helayne Talbott	talbotth@nashua.edu
Ian Atwell	atwelli@nashua.edu
Isa Ross	rossi@nashua.edu
Jennifer Scarpati	scarpatij@nashua.edu
Jenny Fitzgerald	fitzgeraldje@nashua.edu
Joanne Lake	lakejo@nashua.edu
Karen Burnett	burnettk@nashua.edu
Karen Green	greenk@nashua.edu
Kathy Paetzold	paetzoldk@nashu.edu

Keith Richard	**richardk@nashua.edu**
Kelley Paradis	**paradisk@nashua.edu**
Kim Bertrand	**berttandk@nashua.edu**
Laura Tusa	**tusal@nashua.edu**
Laurie Lahey	**Laheyl@nashua.edu**
Lisa Moreau	**moreaul@nashua.edu**
Lisa Serard	**serardl@nahsua.edu**
Lori Gilcreast	**Gilcreastl@nashua.edu**
Lydia Belanger	**belangerl@nashua.edu**
Lynne Tocci	**toccil@nashua.edu**
Maria Gutierrez	**gutierrezm@nashua.edu**
Marie Alsup	**alsupm@nashua.edu**
Mark Lucas	**lucasm@nashua.edu**
Michael Harrington	**harringtonm@nashua.edu**
Michael Mahoney	**mahoneym@nashua.edu**
Moriah Hallam	**hallamm@nashua.edu**
Nathan Burns	**burnsn@nashua.edu**
Richard Boardman	**boardmanr@nashua.edu**
Rick Farrenkopf	**Farrenkopfr@nashua.edu**
Rosie Berrocales	**berrocalesr@nashua.edu**
Sharon Coffey	**coffeys@nashua.edu**
Sharon Frothingham	**frothinghams@nashua.edu**
Shawn Smith	**smithsha@nashua.edu**
Stacy Bachelder	**bachelders@nashua.edu**

Susan Wilborg	**wilborgs@nashua.edu**
Tammy Conroy	**conroyt@nashua.edu**
Therese Gorsuch	**gorsucht@nashua.edu**
Tina Avelar	**avelart@nashua.edu**
Trish Beaulieu	**beaulieup@nashua.edu**

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 3,900 devices doing more than 239 million copies and prints per year. We purchase approximately 1,100 units annually with 80 million prints out to bid.!
- We will *save you time* by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis, and managing the implementation.
- We will *save you frustration*. We manage your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

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

3. Simplified Billing Program

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

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 million for all of our clients. That translates into Savings of more than $10 million over five years!

Overall Benefits to our VENDORS

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

SPC
specialized purchasing consultants

SPC Values Our Vendors

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

SPC manages over 3,900 pieces of equipment;
Our relationship with our vendors has never been stronger!