

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



FY21
Annual
Report

With FY22 Projections

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



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

November 2021

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

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Dan:

We at Specialized Purchasing Consultants wish to thank you for your continued confidence in us for the **past 10 years**. We hope we can continue this relationship for many years to come.

This year's Annual Report provides an overview of last year's reprographic equipment usage and status. We recognize that this was an unusual year and that accurate usage may not be fully reflected. However, it is still good to compare and review to see just how the pandemic has impacted usage. Recommendations have still been made to address any potential problem areas and 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. Hopefully you have been able to benefit from these services, and we hope to continue to offer new services. In fact, one new service is the Client Warranty and Relief Fund. A description of this valuable service is provided in this year's report. We are pleased to continue offering all of our services to you at no additional charge.

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

"Protecting Your Copier Interests"

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MEET YOUR TEAM

Skip Tilton, President
Billie Jo Tilton, Vice President



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



Alex Webster
Operations, Marketing & IT Manager



Alex is involved in every aspect of SPC. He actively seeks to improve the cooperative bidding process and is continually seeking to improve the buying power in New England. Alex organizes and prepares the bids for new and existing clients, tabulates the bid results and presents them to our clients. He also presents our Annual Reports each year. He keeps our office equipment up to date, ensuring we are always online and using the latest technology to maintain STARDoc and FM Audit so our clients have access to valuable information on their equipment.

Pam Weed
Client-Vendor Relations



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

Kelly Fortier
Office Support



Our newest team member, Kelly creates and maintains Service & Supply contracts and Warranties, equipment additions and upgrades, lease documentation, bookkeeping, and other office support.

Heidi Tilton
Accounting Support



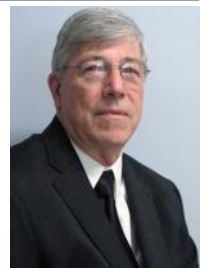
Heidi assists with bookkeeping and billing for both clients and vendors, processing payments, contact information updates, and other office support.

Sue Penney
Accounting Coordinator



Sue rejoins our team to oversee billing, leases, and purchase transactions.

Robert Dutil
Information Technology



Bob keeps SPC running by maintaining and updating database processes as well as assisting in updates to SPC's STARDoc website and the creation of code to create the many reports SPC generates to give you the accurate information of your usage.

Jamin Tilton
Operations Support



Jamin plays a vital role in performing onsite and virtual equipment surveys and installation audits. He assists with STARDoc and FM Audit updates as well.

SPC TIMELINE

1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Report

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

2001 Meter Collection

- Began collecting meter reads directly from client and submitting to vendors via spreadsheet, providing more accurate and consistent billing.

2002 Bond Counsel Review

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

2003 Bond Counsel Review of Contracts and Warranties

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

2012 STARDoc and Simplified Billing Developed and Implemented

- Live Floor Plans: Allows IT administrators to move devices around on their own floor plans.
- STARDoc: Helps project out the end-of-year costs and potential overages.
- Simplified Billing: Designed to eliminate hundreds of invoices and condenses it down to 2 or 3 a year.

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

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

2015 STARDoc - Mapping Options and Asset Management

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

SPC TIMELINE (Continued)

2018 STARDoc - Improved Pinpointing of Budget and Communications

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

2019 STARDoc – Service Histories, Chromebook Bid

- Mandatory annual fleet service history: Provides data on the overall reliability of the fleet.
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.
- Five-Year Fleet Management (FYFM): Projecting out five-year costs for all equipment based on current and past usage.

2020 Mock Bids - Warranty and Relief Fund

- Mock Bids: allows us to show where a client's pricing would come in without having to go out to bid. This allows them to buy off an existing bid, thus saving time and money.
- Warranty and Relief Fund: Due to the pandemic, there are serious upheavals in the industry. In an effort to cushion our clients, this fund was established. For more information, see the last page of the Annual Report.

2020 Chromebook Bid

- Third year in a row, awarding primarily to Y & S Technologies for Lenovo
- Sold 3,379 units to 17 clients for just under \$815k in sales

2021 Vendor Services and Warranty Relief Equipment

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

2022 SPC Roadmap

- STARDoc Upgrade: Plans are being made to give STARDoc a more modern facelift.
- Internal restructuring to ensure our clients receive the best possible service from SPC.

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-Sized 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.

EQUIPMENT HEALTH STATUS

Total Number of Machines **222**

Total Black Photocopiers & MFPs:	53
Total Color Photocopiers & MFPs:	29
Total Black Network Printers:	89
Total Color Network Printers:	51
Total Removed From Service:	2

# of Units Not in Use for FY21	4
# of Units OFF Warranty**	5
# of Units Approaching End of Warranty (NOTE:: all units will be replaced in Phase 2)	65
# of Units Overused	0
# of Units Underused	0

Contract Commencement Date	08/02/2020
All Warranties and Service Contracts Expire	06/30/2026
# of Annual Payments Left on Lease	4
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,

Client budgets have been significantly impacted for the past two years because of the COVID-19 restrictions. Black usage dropped again by a significant average because of the change to working remotely most of the year. Black pre-COVID usage averaged 2,291 copies per student but this year is down to 1,284 copies per student ... **your average for this year was 753**. Color pre-COVID usage averaged 216 copies per student but this year is down to 182 copies per student ... **your average was 66; however, we budgeted for 151 copies per student**.

Your vendor seems to be taking good care of your fleet (see Service History Report), and your machines seem to be running well, which is to be expected with new equipment. If you do have any questions or concerns, we can discuss this at our meeting.

Sincerely,
Skip

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

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

PRESENT SITUATION

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

PROPOSED SITUATION

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

Overall Description of Equipment Fleet:

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

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

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

Capital:

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

Service & Supplies:

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

Vendor Packages:

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

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

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

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

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

AGING EQUIPMENT SUMMARY

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

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

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Fairgrounds Elementary School	Copy Room	Konica Minolta BH754E	A55V017002479	KMBS	01/01/2013
Fairgrounds Elementary School	Library Copy Room	Konica Minolta BH754E	A55V017001673	KMBS	01/01/2013
Fairgrounds Elementary School	Main Office	Konica Minolta BHC554	A5AY011019034	KMBS	08/01/2012
Fairgrounds Middle School	Guidance Office - NOT IN USE	Konica Minolta BH4700P	A63N011012627	KMBS	04/01/2013
Fairgrounds Middle School	Library	Konica Minolta BH363	AIUE011002368	KMBS	06/01/2010
Fairgrounds Middle School	Main Office - NOT IN USE	Konica Minolta BHC3100P	A6DR012109569	KMBS	06/01/2014
Fairgrounds Middle School	Tech Ed	Konica Minolta BH4050	A6VF011015389	KMBS	02/01/2014
Ledge Street Elementary School	Copy Room	Konica Minolta BH554E	A61D011001476	KMBS	10/01/2013
Ledge Street Elementary School	Main Office	Konica Minolta BHC554	A5AY011018056	KMBS	08/01/2012
Main Dunstable Elementary School	Library	Konica Minolta BH4700P	A63N011010681	KMBS	04/01/2013
Main Dunstable Elementary School	Room 203 Main Office Work Room	Konica Minolta BH754E	A55V017002472	KMBS	01/01/2013
Main Dunstable Elementary School	Room 310 Computer Lab	Konica Minolta BH4700P	A63N011012591	KMBS	04/01/2013
Main Dunstable Elementary School	Special Ed Office	Konica Minolta BH4700P	A63N011012588	KMBS	04/01/2013
Mt. Pleasant Elementary School	Library	Konica Minolta BH4700P	A63N011012587	KMBS	04/01/2013
Nashua High School North	Room A112	Konica Minolta BH423	AIUD011001939	KMBS	06/01/2010
Nashua High School North	Room B121 Main Office	Konica Minolta BHC554	A5AY011017462	KMBS	08/01/2012
Nashua High School North	Room B134 Principal's Office	Konica Minolta BHC3100P	A6DR012102420	KMBS	06/01/2014
Nashua High School North	Room B208	Konica Minolta BHC3100P	A6DR012102444	KMBS	06/01/2014
Nashua High School North	Room B305	Konica Minolta BH654	A5YN011002184	KMBS	02/01/2013
Nashua High School North	Room C105 Media Center	Konica Minolta BH363	AIUE011013114	KMBS	06/01/2010
Nashua High School North	Room C142	Konica Minolta BHC3100P	A6DR012102424	KMBS	06/01/2014

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

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
New Searles Elementary School	Lab	Konica Minolta BH4700P	A63N011012604	KMBS	04/01/2013
New Searles Elementary School	Main Office	Konica Minolta BHC554	A5AY011017977	KMBS	08/01/2012
New Searles Elementary School	Office Work Area	Konica Minolta BH4050	A6VF011015426	KMBS	02/01/2014
New Searles Elementary School	Room 139	Konica Minolta BHC3100P	A6DR012102473	KMBS	06/01/2014
Pennichuck Middle School	Guidance Office	Konica Minolta BH363	A1UD011111470	KMBS	06/01/2010
Pennichuck Middle School	Library	Konica Minolta BH4700P	A63N011012575	KMBS	04/01/2013
Pennichuck Middle School	Main Office	Konica Minolta BH4700P	A63N011012579	KMBS	04/01/2013
Pennichuck Middle School	Room 41	Konica Minolta BHC3100P	A6DR012102432	KMBS	06/01/2014
Plant Operations - Nashua	Office	Konica Minolta BHC284	A4FK011004753	KMBS	06/01/2012
SAU 42 District Office	Business Office	Konica Minolta BHC3100P	A6DR012102476	KMBS	06/01/2014
SAU 42 District Office	Sharon's Office	Konica Minolta BH4700P	A63N011012631	KMBS	04/01/2013
Sunset Heights Elementary	Main Office	Konica Minolta BHC454	A5C0011031966	KMBS	07/01/2012

NON-CONTRACTED DEVICES

Make - Model	Serial Number	IP Address	Last Update
Brother DCP-8065DN	B7J385748	10.18.5.16	2021-11-23 04:58:27
Canon LBP3560	MGKAI00446	10.14.9.218	2021-11-19 04:58:28
Canon LBP3560	MGKAI00494	10.13.6.201	2021-11-29 04:58:26
DATACARD SD260	A52318	10.13.6.41	2021-07-12 04:58:43
HP 7510 SERIES	CN64M3R09Y0679	10.15.5.23	2021-11-29 04:58:26
HP COLOR LaserJet 4700	JP4LBI7832	10.15.5.15	2021-11-29 04:58:26
HP COLOR LaserJet 4700	JP4LB26712	10.10.1.210	2021-11-29 04:58:26
HP COLOR LASERJET M452DN	JPBDQI5228	10.13.6.205	2021-11-29 04:58:26
HP COLOR LASERJET M452DN	VNB3X06332	10.15.5.25	2021-11-24 04:58:28
HP COLOR LASERJET M452DN	VNG3B03821	10.6.5.12	2021-11-26 04:58:25
HP COLOR LASERJET M452DN	VNG3M04223	10.13.11.201	2021-07-20 04:58:32
HP COLOR LASERJET M452DW	VNB3D25413	10.14.26.10	2021-11-29 04:58:26
HP COLOR LASERJET M452DW	VNB3D25414	10.14.11.20	2021-11-29 04:58:26
HP Color LaserJet M553	JPBCKBJ083	10.14.3.237	2021-11-29 04:58:26
HP Color LaserJet Pro M252dw	VNB3F43252	10.13.11.17	2021-11-15 04:58:31
HP COLOR LASERJET PRO M453-4	VNB3SI2355	10.13.17.58	2021-11-28 04:58:28
HP ColorLaserJet M253-M254	VNB3X20353	10.14.26.9	2021-07-02 04:58:34
HP DesignJet T1700dr PostScript	CN9BI9H02H	10.14.26.19	2021-07-21 04:58:32
HP LASERJET 2300 SERIES	CNBDB56620	10.14.22.212	2021-11-29 04:58:26
HP LASERJET 400 color M451dn	CNDF239695	10.13.7.201	2021-11-29 04:58:26
HP LASERJET 400 color M451dn	CNDF266421	10.13.18.201	2021-11-29 04:58:26
HP LASERJET 400 color M451dn	CNDF339975	10.13.6.211	2021-11-29 04:58:26
HP LASERJET 400 M401N	VNB4J11028	10.13.13.205	2021-10-18 04:58:22
HP LaserJet 4100 SERIES	USJNJ08881	10.13.9.208	2021-11-29 04:58:26
HP LaserJet 4100 SERIES	USLND19029	10.13.17.203	2021-11-29 04:58:26

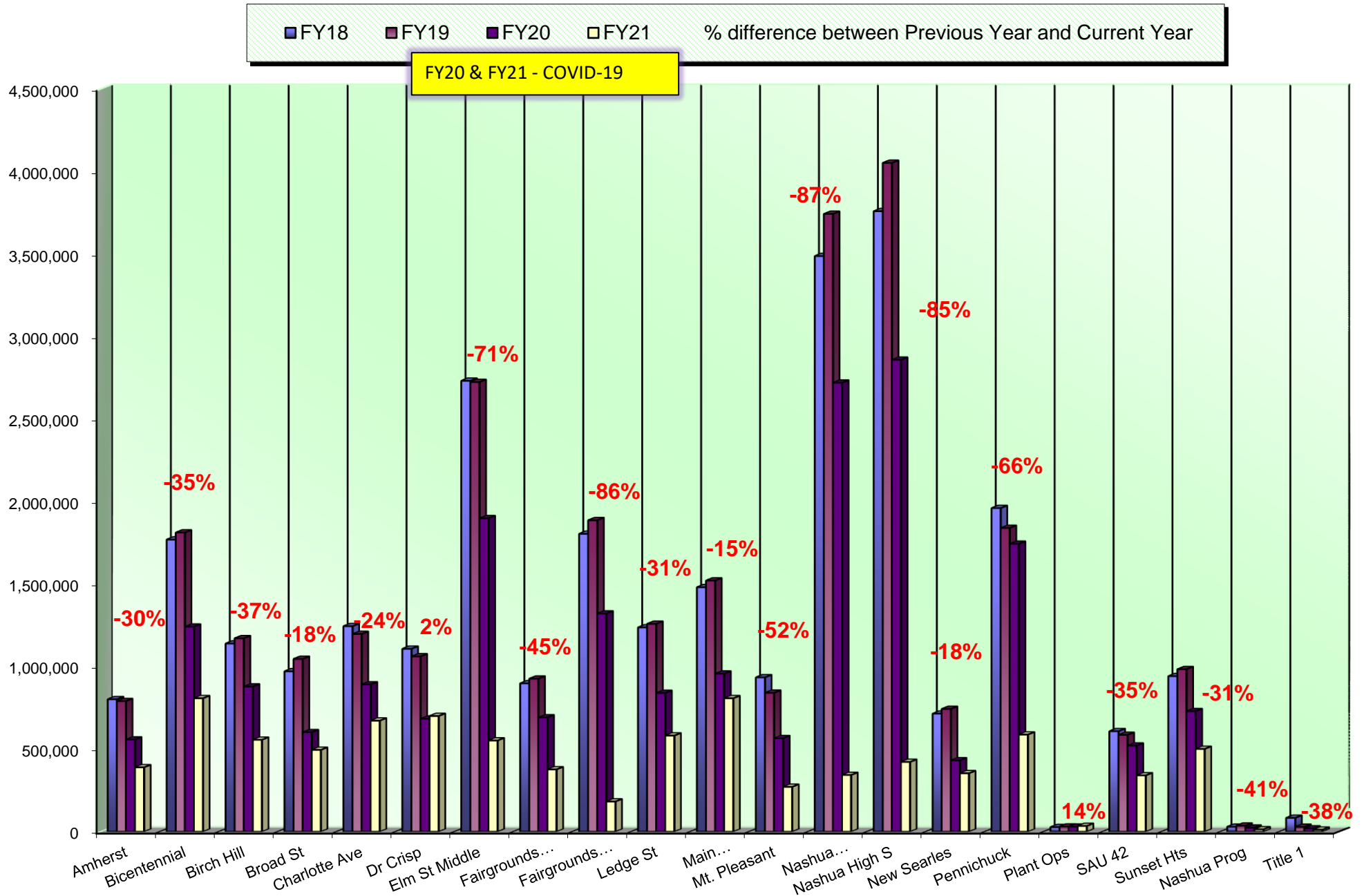
Make - Model	Serial Number	IP Address	Last Update
HP LaserJet 4100 SERIES	USLNH24746	10.13.13.202	2021-11-29 04:58:26
HP LaserJet 4100 SERIES	USLNI12218	10.13.12.10	2021-11-29 04:58:26
HP LaserJet 4100 SERIES	USLNK25367	10.13.14.206	2021-07-29 04:58:40
HP LaserJet 4100 SERIES	USLNK25384	10.13.17.211	2021-07-29 04:58:40
HP LaserJet 4100 SERIES	USLNK25423	10.13.9.203	2021-11-29 04:58:26
HP LASERJET 4200	CNBX241011	10.14.11.214	2021-11-29 04:58:26
HP LASERJET 4200	CNBX241016	10.14.9.18	2021-11-29 04:58:26
HP LASERJET 4200	CNBX241019	10.14.10.214	2021-11-29 04:58:26
HP LASERJET 4200	CNDX305374	10.14.10.13	2021-11-29 04:58:26
HP LASERJET 4200	CNDX700070	10.14.24.220	2021-11-29 04:58:26
HP LASERJET 4200	USGNN32278	10.14.9.204	2021-11-29 04:58:26
HP LASERJET 4200	USGNX58926	10.14.9.25	2021-11-29 04:58:26
HP LASERJET 4250	CNGXC10271	10.14.26.211	2021-11-29 04:58:26
HP LASERJET M1536dnf MFP	CND9D61B9T	10.13.13.204	2021-11-29 04:58:26
HP LaserJet M203	VND3B29499	10.14.7.20	2021-11-29 04:58:26
HP LASERJET M605	CNDCJ6H0DY	10.14.6.20	2021-11-29 04:58:26
HP LASERJET P2035n	VNB3F08462	10.14.26.221	2021-10-28 04:58:37
HP LASERJET P2035n	VNB3F14001	10.14.10.223	2021-11-28 04:58:28
HP LaserJet Pro M404-M405	PHBC107508	10.14.22.215	2021-11-29 04:58:26
HP PRO 8600	CN2BCBWPCG05KD	10.14.3.239	2021-11-29 04:58:26

WARRANTY REPLACED MACHINES

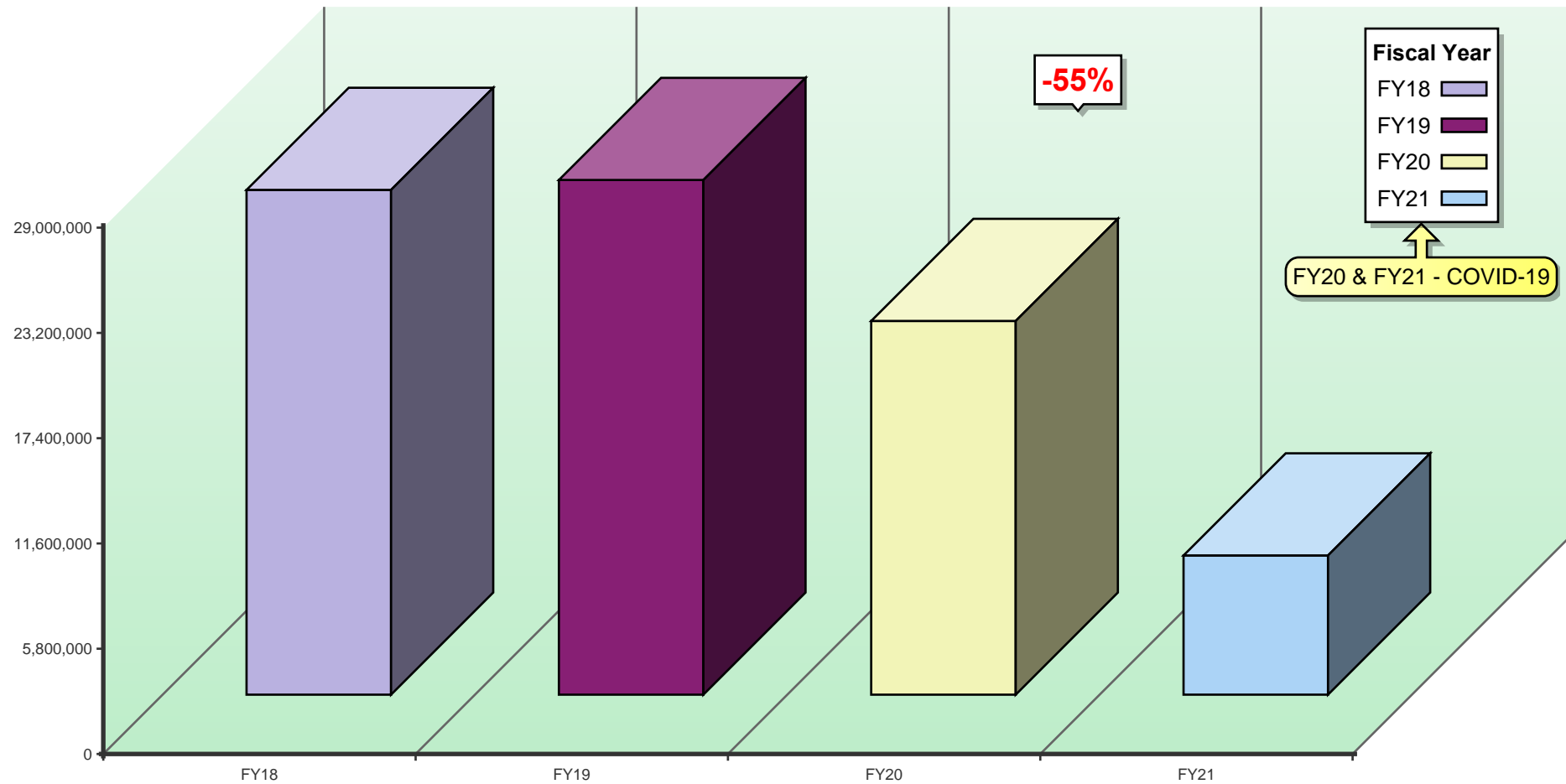
The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department/Room	Make/Model	Serial #	Vendor ID #	Date of Trade
Fairgrounds Middle School	Main Office - A6DR012109569	Konica Minolta-BHC3100P	A6DR012102435	9464-8110	2021-01-14

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 - UPGRADE

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

Building	Student Population	Annual Black Volume	Total School Cost*	Average Annual Black Prints Per Student	Average Annual Black Cost Per Student
Amherst St. Elementary School	266	795,923	\$10,046.14	2,992	\$37.77
Bicentennial Elementary School	458	1,820,995	\$22,737.27	3,976	\$49.64
Birch Hill Elementary School	333	1,176,239	\$14,923.71	3,532	\$44.82
Broad St. Elementary School	284	1,051,468	\$13,416.79	3,702	\$47.24
Charlotte Ave. Elementary School	373	1,204,775	\$15,030.08	3,230	\$40.30
Dr. Crisp Elementary School	379	1,087,732	\$13,588.48	2,870	\$35.85
Elm Street Middle School	1044	2,786,928	\$35,093.92	2,669	\$33.61
Fairgrounds Elementary School	487	934,221	\$11,936.69	1,918	\$24.51
Fairgrounds Middle School	667	1,985,966	\$24,572.43	2,977	\$36.84
Ledge Street Elementary School	444	1,270,997	\$15,995.35	2,863	\$36.03
Main Dunstable Elementary School	429	1,539,247	\$19,497.26	3,588	\$45.45
Mt. Pleasant Elementary School	277	857,458	\$10,732.68	3,096	\$38.75
Nashua High School North	1618	3,887,842	\$48,997.37	2,403	\$30.28
Nashua High School South	1832	4,274,979	\$53,363.64	2,334	\$29.13
New Searles Elementary School	287	777,057	\$9,984.32	2,708	\$34.79

Building	Student Population	Annual Black Volume [#]	Total School Cost [*]	Average Annual Black Prints Per Student	Average Annual Black Cost Per Student
Pennichuck Middle School	607	1,854,964	\$23,223.26	3,056	\$38.26
Plant Operations - Nashua	0	34,343	\$442.18	0	\$0.00
SAU 42 District Office	0	647,465	\$8,444.38	0	\$0.00
Sunset Heights Elementary	346	996,160	\$12,352.94	2,879	\$35.70
The Nashua Program @ Brentwood	16	36,830	\$466.06	2,302	\$29.13
Title One - Nashua	34	29,575	\$362.13	870	\$10.65
Totals	10,181	29,051,164	\$365,207.07	2,853	\$35.87

[#]Annual Black Volume here refers to the Projected (pre-COVID) volumes as shown in your Five-Year Equipment Replacement Schedule.

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

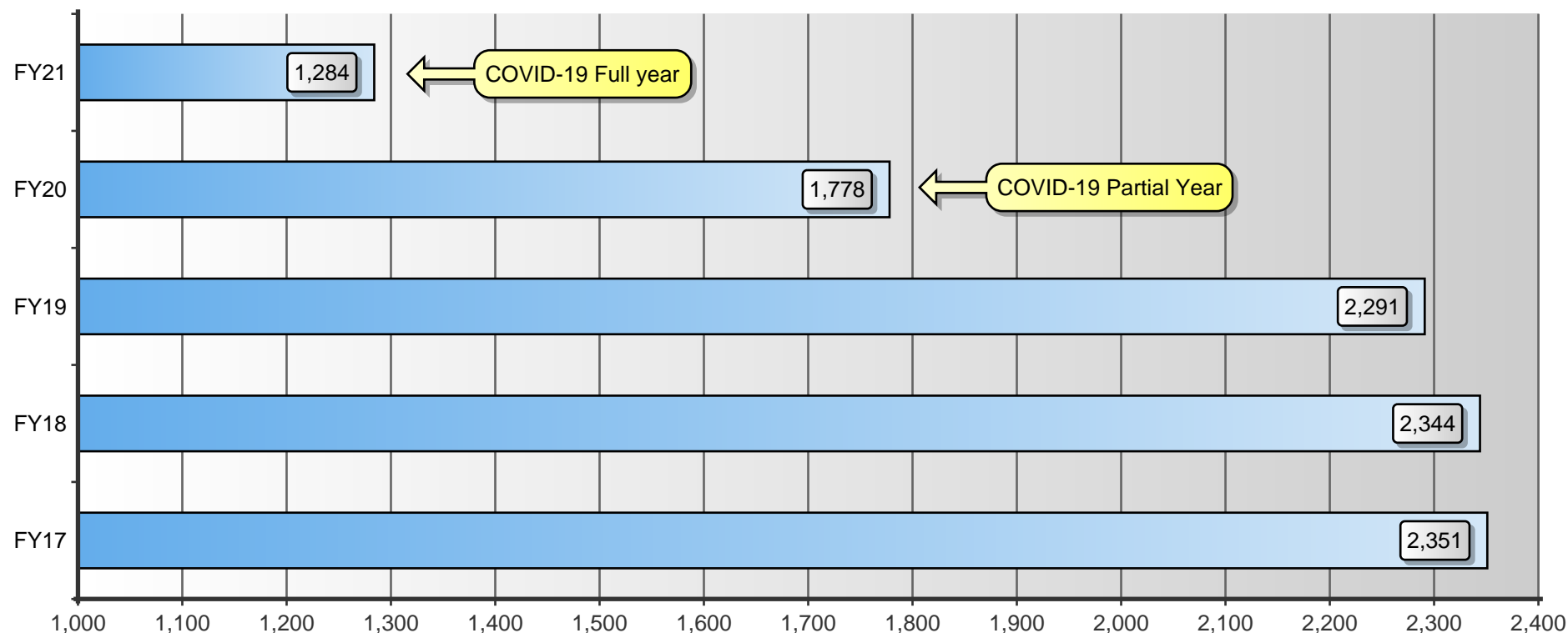
NOTE: Average copies and cost per student is based on Projected Black Volumes; your actual average for black prints was 753 per student this year.

INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

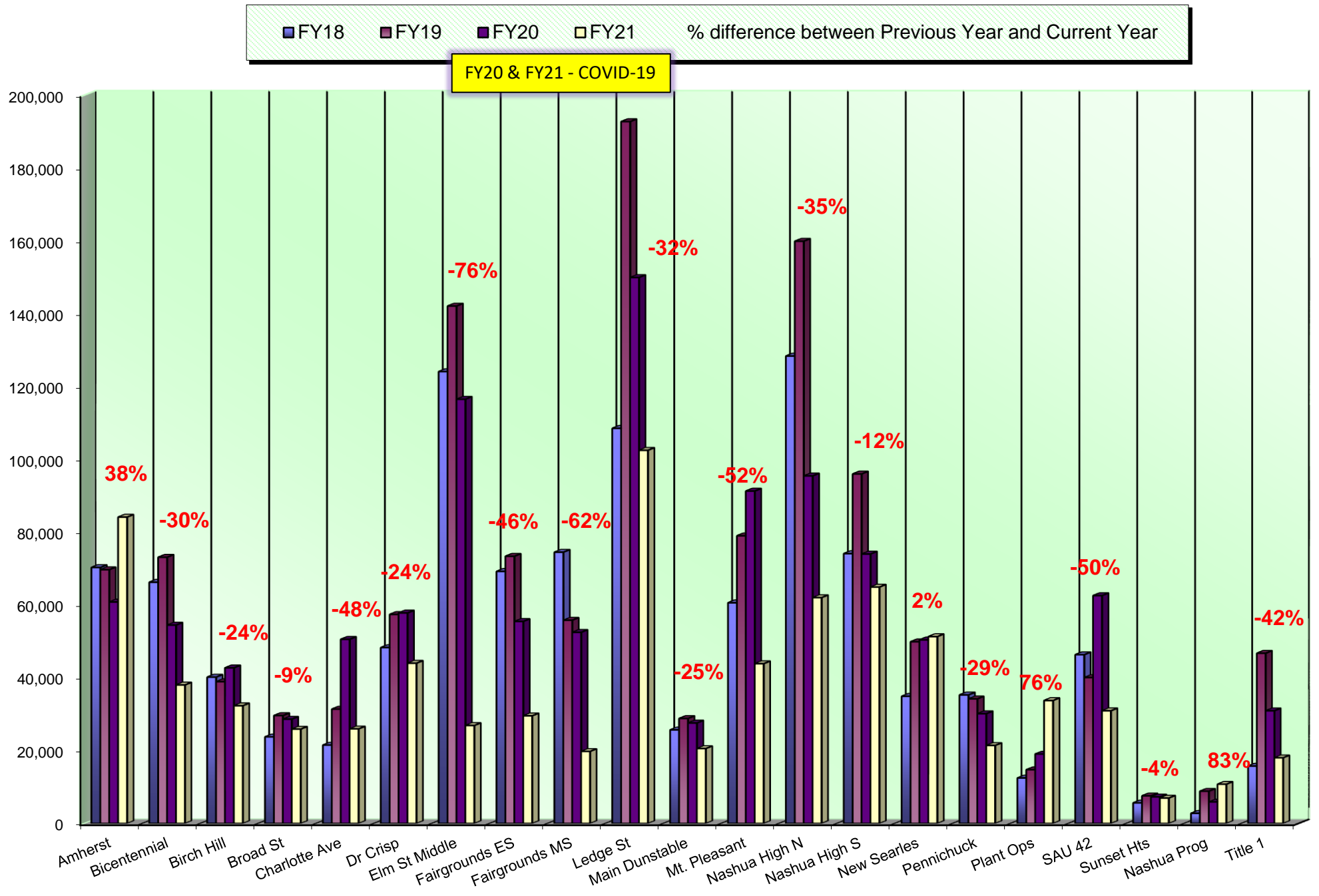
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	74,829	96,111,166	\$2,941,043.66	1,284	\$39.30

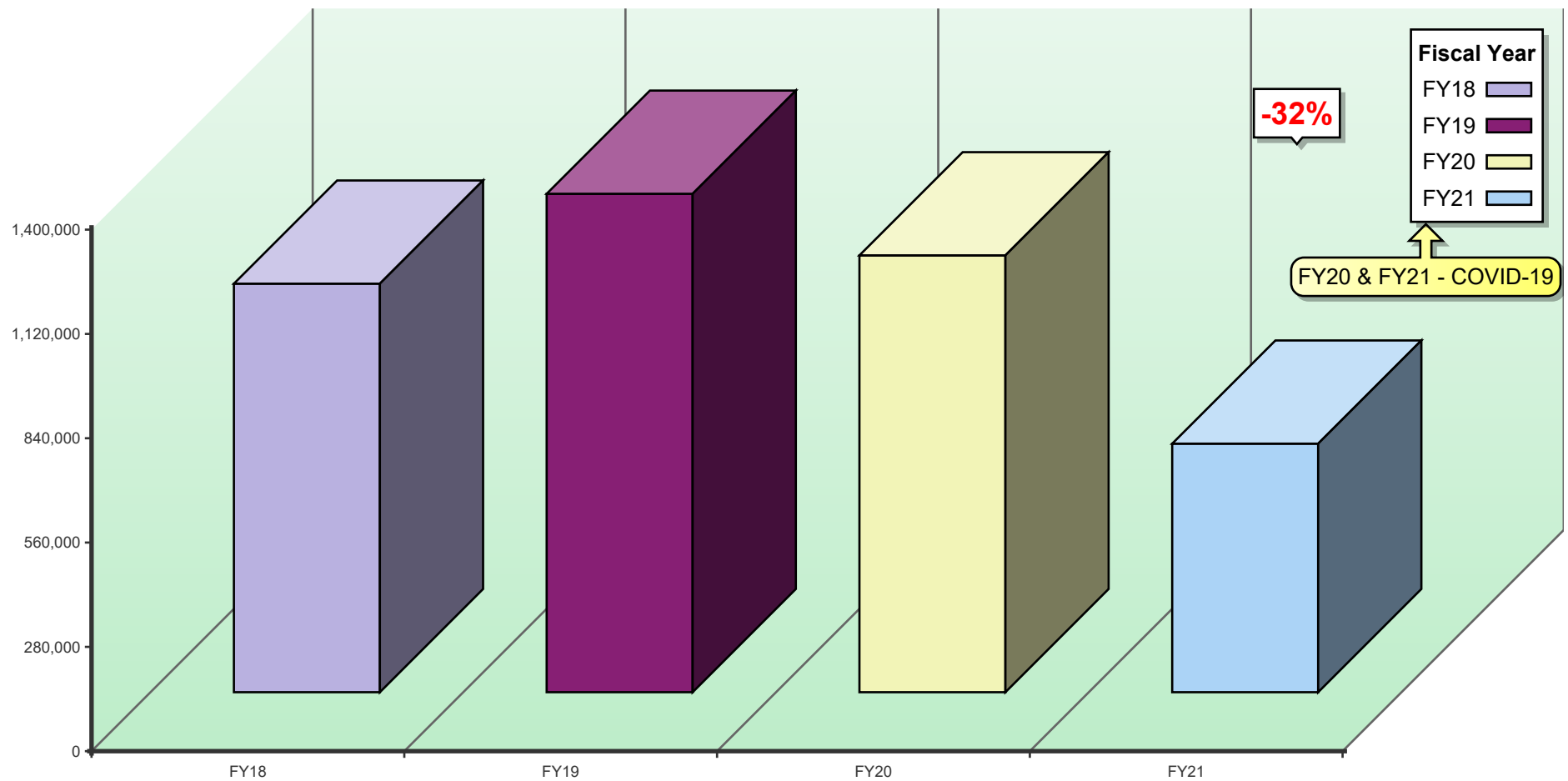
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



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 - UPGRADE

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

Building	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Amherst St. Elementary School	266	70,103	\$4,055.65	264	\$15.25
Bicentennial Elementary School	458	73,510	\$4,102.59	161	\$8.96
Birch Hill Elementary School	333	39,460	\$2,202.26	118	\$6.61
Broad St. Elementary School	284	30,181	\$1,746.23	106	\$6.15
Charlotte Ave. Elementary School	373	31,945	\$1,782.85	86	\$4.78
Dr. Crisp Elementary School	379	57,858	\$3,229.05	153	\$8.52
Elm Street Middle School	1044	145,524	\$7,356.26	139	\$7.05
Fairgrounds Elementary School	487	73,779	\$4,118.00	151	\$8.46
Fairgrounds Middle School	667	140,562	\$6,219.87	211	\$9.33
Ledge Street Elementary School	444	192,723	\$10,768.53	434	\$24.25
Main Dunstable Elementary School	429	29,388	\$1,467.93	69	\$3.42
Mt. Pleasant Elementary School	277	79,377	\$3,197.82	287	\$11.54
Nashua High School North	1618	199,496	\$11,706.81	123	\$7.24

Building	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Nashua High School South	1832	163,629	\$8,914.81	89	\$4.87
New Searles Elementary School	287	50,386	\$2,948.59	176	\$10.27
Pennichuck Middle School	607	39,665	\$1,650.37	65	\$2.72
Plant Operations - Nashua	0	15,077	\$849.14	0	\$0.00
SAU 42 District Office	0	40,588	\$1,749.24	0	\$0.00
Sunset Heights Elementary	346	7,743	\$432.14	22	\$1.25
The Nashua Program @ Brentwood	16	9,044	\$504.75	565	\$31.55
Title One - Nashua	34	47,238	\$1,835.20	1,389	\$53.98
Totals	10,181	1,537,276	\$80,838.07	151	\$7.94

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

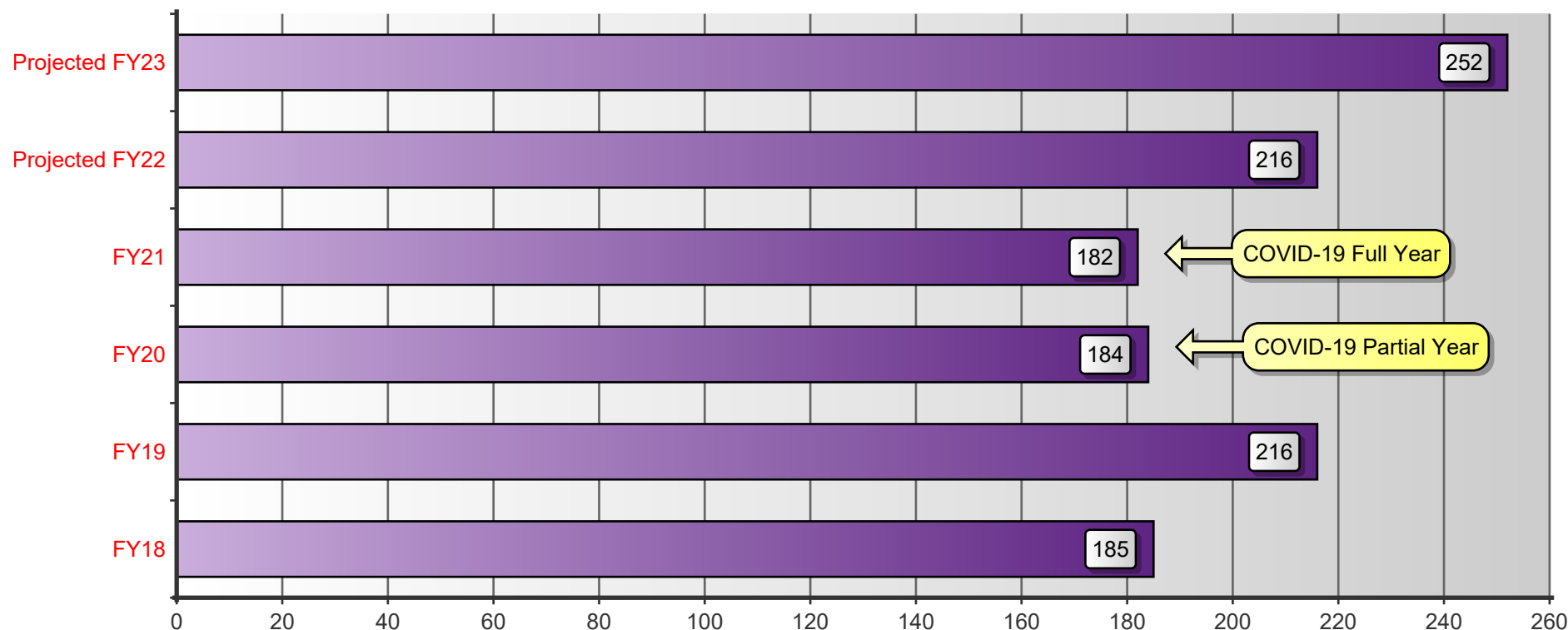
Note: STARDoc tool will flag any future high color usage. See page 51 of STARDoc Features. Current industry ratio averages 182 color prints per student per year. Your ACTUAL color averaged 66 prints per student.

INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

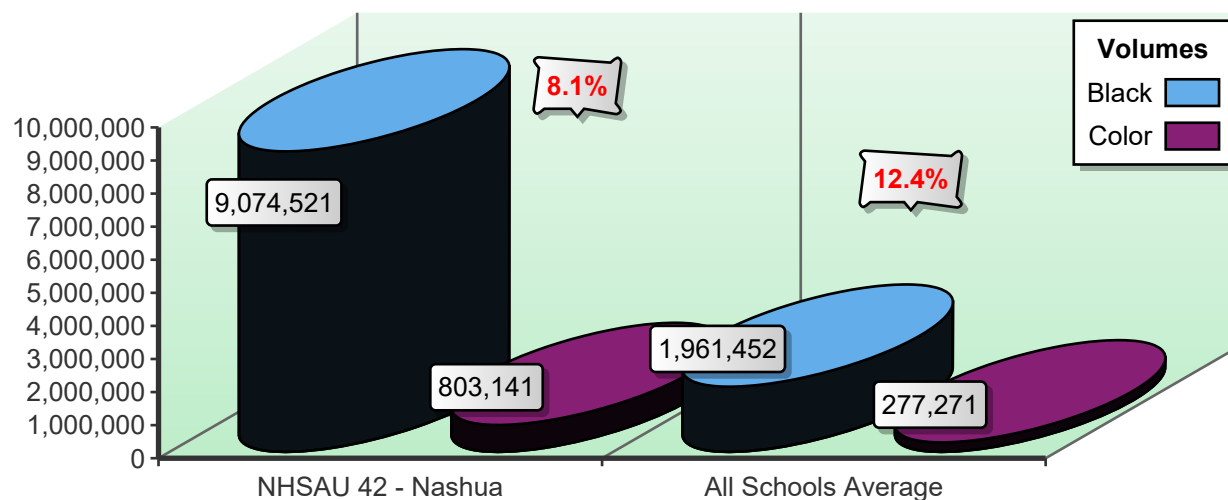
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	74,829	13,586,276	\$651,358.83	182	\$8.70

*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 plummeted from FY19 to FY20 by 20%, but overall it only dropped by just over 2% between FY20 and FY21, even though COVID restrictions affected only three months of FY20 while it affected all of FY21. This indicates that once restrictions are lifted, color usage will again significantly increase. Obviously some color printing is necessary, but if it is not monitored properly, it could blow up your entire printing budget. The best time to financially achieve the color control goal is when you do your next upgrade. For that recommendation, please review the Health Status page.

SOLUTION: SPC has incorporated into our bids Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire organization to change all printing habits, SPC focuses only on problematic locations.

EQUIPMENT USAGE — PRE- AND POST-UPGRADE — BLACK PRINTS

Building	Volume Prior to Upgrade	Cost Prior to Upgrade	Volume After Upgrade	Cost After Upgrade	Total Volume	Total Costs
Amherst St. Elementary School	64,546	\$232.18	328,098	\$1,159.37	392,644	\$1,391.55
Bicentennial Elementary School	128,974	\$472.86	684,492	\$2,323.21	813,466	\$2,796.07
Birch Hill Elementary School	130,485	\$469.83	430,374	\$1,508.87	560,859	\$1,978.71
Broad St. Elementary School	82,888	\$290.46	416,251	\$1,548.63	499,139	\$1,839.10
Charlotte Ave. Elementary School	140,586	\$509.71	537,000	\$1,869.94	677,586	\$2,379.66
Dr. Crisp Elementary School	61,856	\$225.02	644,128	\$2,186.00	705,984	\$2,411.02
Elm Street Middle School	89,985	\$323.22	466,544	\$1,805.90	556,529	\$2,129.12
Fairgrounds Elementary School	14,637	\$59.30	365,336	\$1,346.68	379,973	\$1,405.98
Fairgrounds Middle School	4,872	\$16.81	179,043	\$618.68	183,915	\$635.48
Ledge Street Elementary School	53,588	\$188.93	532,891	\$1,851.14	586,479	\$2,040.06
Main Dunstable Elementary School	165,880	\$588.76	647,402	\$2,377.13	813,282	\$2,965.89
Mt. Pleasant Elementary School	50,276	\$180.20	223,415	\$806.04	273,691	\$986.24
Nashua High School North	23,906	\$90.68	322,196	\$1,289.36	346,102	\$1,380.03
Nashua High School South	43,047	\$167.36	382,685	\$1,479.39	425,732	\$1,646.75
New Searles Elementary School	61,646	\$224.02	294,835	\$1,072.55	356,481	\$1,296.57

Building	Volume Prior to Upgrade	Cost Prior to Upgrade	Volume After Upgrade	Cost After Upgrade	Total Volume	Total Costs
Pennichuck Middle School	112,865	\$403.84	479,446	\$1,696.19	592,311	\$2,100.02
Plant Operations - Nashua	7,538	\$26.01	27,556	\$101.97	35,094	\$127.98
SAU 42 District Office	79,186	\$315.79	264,466	\$1,211.33	343,652	\$1,527.12
Sunset Heights Elementary	85,876	\$309.59	419,112	\$1,410.80	504,988	\$1,720.38
The Nashua Program @ Brentwood	0	\$0.00	14,481	\$52.28	14,481	\$52.28
Title One - Nashua	1,752	\$6.04	10,381	\$33.22	12,133	\$39.26
Totals	1,404,389	\$5,100.60	7,670,132	\$27,748.68	9,074,521	\$32,849.28

EQUIPMENT USAGE — PRE- AND POST-UPGRADE — COLOR PRINTS

Building	Volume Prior to Upgrade	Cost Prior to Upgrade	Volume After Upgrade	Cost After Upgrade	Total Volume	Total Costs
Amherst St. Elementary School	14,162	\$773.47	70,323	\$4,037.51	84,485	\$4,810.98
Bicentennial Elementary School	3,274	\$176.11	35,289	\$1,969.48	38,563	\$2,145.59
Birch Hill Elementary School	5,626	\$302.62	27,257	\$1,521.21	32,883	\$1,823.84
Broad St. Elementary School	5,039	\$271.05	21,409	\$1,228.37	26,448	\$1,499.41
Charlotte Ave. Elementary School	5,952	\$320.16	20,560	\$1,147.45	26,512	\$1,467.61
Dr. Crisp Elementary School	7,575	\$407.46	36,933	\$2,061.23	44,508	\$2,468.69
Elm Street Middle School	7,057	\$403.06	20,412	\$1,035.31	27,469	\$1,438.37
Fairgrounds Elementary School	6,418	\$348.11	23,695	\$1,323.49	30,113	\$1,671.61
Fairgrounds Middle School	127	\$6.83	20,075	\$807.93	20,202	\$814.76
Ledge Street Elementary School	18,823	\$1,012.65	83,959	\$4,686.78	102,782	\$5,699.43
Main Dunstable Elementary School	4,860	\$261.42	16,144	\$806.39	21,004	\$1,067.81
Mt. Pleasant Elementary School	10,904	\$587.71	33,475	\$1,303.25	44,379	\$1,890.97
Nashua High School North	5,884	\$340.01	56,572	\$3,234.59	62,456	\$3,574.60
Nashua High School South	8,419	\$480.02	56,922	\$3,165.35	65,341	\$3,645.37
New Searles Elementary School	11,153	\$599.92	40,636	\$2,288.76	51,789	\$2,888.68

Building	Volume Prior to Upgrade	Cost Prior to Upgrade	Volume After Upgrade	Cost After Upgrade	Total Volume	Total Costs
Pennichuck Middle School	3,047	\$163.90	18,823	\$851.50	21,870	\$1,015.40
Plant Operations - Nashua	7,011	\$377.12	27,292	\$1,537.09	34,303	\$1,914.21
SAU 42 District Office	4,475	\$244.76	27,021	\$1,283.19	31,496	\$1,527.95
Sunset Heights Elementary	1,614	\$86.82	5,507	\$307.35	7,121	\$394.16
The Nashua Program @ Brentwood	0	\$0.00	11,004	\$614.13	11,004	\$614.13
Title One - Nashua	4,521	\$243.18	13,892	\$539.70	18,413	\$782.89
Totals	135,941	\$7,406.39	667,200	\$35,750.07	803,141	\$43,156.46

SPC SERVICE & SUPPLY COST SAVINGS

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 03/01/2011 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 21 black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	Prior CPC	Average Annual Cost
9,074,521	\$0.00855	\$77,587.15

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
9,074,521	\$0.00362	\$32,849.77	\$44,737.39	\$223,686.94

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

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of
\$44,737.39 x 10 years as a Client = \$447,373.89 Cost Savings!

PROJECTED EQUIPMENT COSTS BY BUILDING - BLACK - UPGRADE

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

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Amherst St. Elementary School	795,923	\$2,847.49	\$4,297.98	\$2,900.67	\$10,046.14
Bicentennial Elementary School	1,820,995	\$6,267.45	\$9,833.37	\$6,636.45	\$22,737.27
Birch Hill Elementary School	1,176,239	\$4,285.32	\$6,351.69	\$4,286.70	\$14,923.71
Broad St. Elementary School	1,051,468	\$3,906.89	\$5,677.93	\$3,831.98	\$13,416.79
Charlotte Ave. Elementary School	1,204,775	\$4,133.60	\$6,505.79	\$4,390.69	\$15,030.08
Dr. Crisp Elementary School	1,087,732	\$3,750.59	\$5,873.75	\$3,964.14	\$13,588.48
Elm Street Middle School	2,786,928	\$9,887.80	\$15,049.41	\$10,156.71	\$35,093.92
Fairgrounds Elementary School	934,221	\$3,487.21	\$5,044.79	\$3,404.68	\$11,936.69
Fairgrounds Middle School	1,985,966	\$6,610.54	\$10,724.22	\$7,237.67	\$24,572.43
Ledge Street Elementary School	1,270,997	\$4,499.93	\$6,863.38	\$4,632.03	\$15,995.35
Main Dunstable Elementary School	1,539,247	\$5,575.67	\$8,311.93	\$5,609.65	\$19,497.26
Mt. Pleasant Elementary School	857,458	\$2,977.48	\$4,630.27	\$3,124.93	\$10,732.68
Nashua High School North	3,887,842	\$13,834.13	\$20,994.35	\$14,168.89	\$48,997.37
Nashua High School South	4,274,979	\$14,698.98	\$23,084.89	\$15,579.77	\$53,363.64
New Searles Elementary School	777,057	\$2,956.30	\$4,196.11	\$2,831.91	\$9,984.32
Pennichuck Middle School	1,854,964	\$6,446.20	\$10,016.81	\$6,760.25	\$23,223.26

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Plant Operations - Nashua	34,343	\$131.56	\$185.45	\$125.16	\$442.18
SAU 42 District Office	647,465	\$2,588.44	\$3,496.31	\$2,359.63	\$8,444.38
Sunset Heights Elementary	996,160	\$3,343.26	\$5,379.26	\$3,630.42	\$12,352.94
The Nashua Program @ Brentwood	36,830	\$132.96	\$198.88	\$134.22	\$466.06
Title One - Nashua	29,575	\$94.64	\$159.71	\$107.78	\$362.13
TOTALS	29,051,164	\$102,456.44	\$156,876.29	\$105,874.34	\$365,207.07

SPC EQUIPMENT BIDS:

During FY21, our cooperative bids achieved significant cost savings. Despite seeing inflation in almost all markets, with a 5.7% increase on the price index, our bids dropped about 7% for existing clients! So compared to inflation from one year to the next, we achieved a 12% drop!

Current bids are coming in between 12% to 17% of Retail compared with the current Salesman's Cost of 50% of Retail.

For Example: A 90-copy-per-minute Ricoh IM9000 black photocopier with RADF, Duplexing, Finisher, 3-Hole Punch, CIF-Print-Color Scan-Hard Drive for Secure Print with a Retail Cost of \$44,743 can be purchased for \$6,453... That's 14% of Retail! Our prices are negotiated with and supported directly by the manufacturer.

PROJECTED EQUIPMENT COSTS BY BUILDING - COLOR - UPGRADE

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

Building	Projected Color Volume	Service & Supply Cost
Amherst St. Elementary School	70,103	\$4,055.65
Bicentennial Elementary School	73,510	\$4,102.59
Birch Hill Elementary School	39,460	\$2,202.26
Broad St. Elementary School	30,181	\$1,746.23
Charlotte Ave. Elementary School	31,945	\$1,782.85
Dr. Crisp Elementary School	57,858	\$3,229.05
Elm Street Middle School	145,524	\$7,356.26
Fairgrounds Elementary School	73,779	\$4,118.00
Fairgrounds Middle School	140,562	\$6,219.87
Ledge Street Elementary School	192,723	\$10,768.53
Main Dunstable Elementary School	29,388	\$1,467.93
Mt. Pleasant Elementary School	79,377	\$3,197.82
Nashua High School North	199,496	\$11,706.81
Nashua High School South	163,629	\$8,914.81
New Searles Elementary School	50,386	\$2,948.59
Pennichuck Middle School	39,665	\$1,650.37

Building	Projected Color Volume	Service & Supply Cost
Plant Operations - Nashua	15,077	\$849.14
SAU 42 District Office	40,588	\$1,749.24
Sunset Heights Elementary	7,743	\$432.14
The Nashua Program @ Brentwood	9,044	\$504.75
Title One - Nashua	47,238	\$1,835.20
TOTALS	1,537,276	\$80,838.07

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - BLACK - UPGRADE

This table represents ACTUAL and PROJECTED Service & Supply expenses for BLACK usage broken down by equipment type and vendor. Under SPC's Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. There was no increase for FY22 because of your recent upgrade.

Vendor	Billing Type	Equipment Type	FY21 Black Volume	FY21 Black Cost/Copy	FY21 Black S & S Costs	FY22 Projected Black Volume	FY22 Black Cost/Copy	FY22 Projected Black S & S Costs
KMBS	Close-Out	Black Laser MFP	387	\$0.00345	\$1.34	0	\$0.00000	\$0.00
KMBS	Close-Out	Black Network Printer	66,970	\$0.00661	\$442.67	0	\$0.00000	\$0.00
KMBS	Close-Out	Black Photocopier	894,647	\$0.00345	\$3,086.53	0	\$0.00000	\$0.00
KMBS	Close-Out	Color Network Printer	13,872	\$0.00661	\$91.69	0	\$0.00000	\$0.00
KMBS	Close-Out	Color Photocopier	428,513	\$0.00345	\$1,478.37	0	\$0.00000	\$0.00
KMBS	Upgrade	Black Laser MFP	34,180	\$0.00452	\$154.49	66,819	\$0.00452	\$302.02
KMBS	Upgrade	Black Laser MFP	11,531	\$0.00613	\$70.69	4,880	\$0.00613	\$29.91
KMBS	Upgrade	Black Network Printer	336,003	\$0.00613	\$2,059.70	950,441	\$0.00613	\$5,826.20
KMBS	Upgrade	Black Network Printer	132,033	\$0.00824	\$1,087.95	392,278	\$0.00824	\$3,232.37
KMBS	Upgrade	Black Photocopier	1,390,987	\$0.00361	\$5,021.46	4,682,204	\$0.00361	\$16,902.76
KMBS	Upgrade	Black Photocopier	4,364,923	\$0.00320	\$13,967.75	18,423,642	\$0.00320	\$58,955.65
KMBS	Upgrade	Color Network Printer	87,593	\$0.00613	\$536.95	192,511	\$0.00613	\$1,180.09
KMBS	Upgrade	Color Network Printer	65,758	\$0.00690	\$453.73	216,991	\$0.00690	\$1,497.24
KMBS	Upgrade	Color Photocopier	258,923	\$0.00320	\$828.55	848,923	\$0.00320	\$2,716.55

Vendor	Billing Type	Equipment Type	FY21 Black Volume	FY21 Black Cost/Copy	FY21 Black S & S Costs	FY22 Projected Black Volume	FY22 Black Cost/Copy	FY22 Projected Black S & S Costs
KMBS	Upgrade	Color Photocopier	988,201	\$0.00361	\$3,567.41	3,272,475	\$0.00361	\$11,813.63
KMBS	Upgrade	High Production Color Photocopier	0	\$0.00443	\$0.00	0	\$0.00443	\$0.00
TOTALS AND AVERAGES			9,074,521	\$0.00362	\$32,849.28	29,051,164	\$0.00353	\$102,456.44

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - COLOR - UPGRADE

This table represents ACTUAL and PROJECTED Service & Supply expenses for BLACK usage broken down by equipment type and vendor. Under SPC's Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. There was no increase for FY22 because of your recent upgrade.

Vendor	Billing Type	Equipment Type	FY21 Color Volume	FY21 Color Cost/Copy	FY21 Color S & S Costs	FY22 Projected Color Volume	FY22 Color Cost/Copy	FY22 Projected Color S & S Costs
KMBS	Close-Out	Color Network Printer	13,882	\$0.06057	\$840.83	0	\$0.00000	\$0.00
KMBS	Close-Out	Color Photocopier	122,059	\$0.05379	\$6,565.55	0	\$0.00000	\$0.00
KMBS	Upgrade	Color Network Printer	53,539	\$0.05625	\$3,011.57	204,265	\$0.05625	\$11,489.91
KMBS	Upgrade	Color Network Printer	66,681	\$0.06342	\$4,228.91	205,753	\$0.06342	\$13,048.86
KMBS	Upgrade	Color Photocopier	131,556	\$0.03885	\$5,110.95	410,648	\$0.03885	\$15,953.67
KMBS	Upgrade	Color Photocopier	415,424	\$0.05632	\$23,396.68	716,610	\$0.05632	\$40,359.48
KMBS	Upgrade	High Production Color Photocopier	0	\$0.05614	\$0.00	0	\$0.05614	\$0.00
TOTALS AND AVERAGES			803,141	\$0.05373	\$43,154.49	1,537,276	\$0.05259	\$80,851.91

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	220
Number of Machines on Lease	143
Number of Machines Owned	76
Number of Rental/Loaner Machines	0

Lease Company	Norway Savings Bank
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Term	5 Annual
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Annual Payment usually due on 8/1	\$105,874.34
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Lease Start Date	08/02/2020
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Lease End Date	08/01/2025
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Remaining Payments	4
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*The Lease End Date has no bearing on Service & Supply and Warranty Contracts.

LEASED EQUIPMENT

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

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

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

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

OWNED EQUIPMENT

Building	Room	Make/Model	Serial Number
Amherst St. Elementary School	Main Office	Konica Minolta BHC654E	A2X1017012022
Amherst St. Elementary School	Room 204 Computer Lab	Konica Minolta BHC3100P	A6DR012102441
Bicentennial Elementary School	Office Work Room	Konica Minolta BHC654E	A2X1017013204
Birch Hill Elementary School	Main Office	Konica Minolta BHC554	A5AY011017414
Broad St. Elementary School	Main Office	Konica Minolta BHC3100P	A6DR012102474
Broad St. Elementary School	Main Office	Konica Minolta BHC554	A5AY011017642
Broad St. Elementary School	Teachers' Room	Konica Minolta BH808	A8KN011002838
Charlotte Ave. Elementary School	Main Office	Konica Minolta BHC654E	A2X1017013289
Charlotte Ave. Elementary School	Room 36 Library	Konica Minolta BH4700P	A63N011012620
Dr. Crisp Elementary School	Room 100 Main Office	Konica Minolta BHC554	A5AY011018141
Dr. Crisp Elementary School	Room 309	Konica Minolta BH4700P	A63N011012533
Elm Street Middle School	Copy Center	Konica Minolta BH654	A5YN017008966
Elm Street Middle School	Lab	Konica Minolta BH4700P	A63N011012581
Elm Street Middle School	Main Office	Konica Minolta BH4700P	A63N011012624
Elm Street Middle School	Main Office	Konica Minolta BH4700P	A63N011012625
Elm Street Middle School	Room 217	Konica Minolta BHC3100P	A6DR012102419
Elm Street Middle School	Special Ed Office	Konica Minolta BH4050	A6VF011015439
Fairgrounds Elementary School	Assistant Principal	Konica Minolta BHC4000i	AAJR011000252
Fairgrounds Elementary School	Copy Room	Konica Minolta BH754E	A55V017002479
Fairgrounds Elementary School	Library Copy Room	Konica Minolta BH754E	A55V017001673
Fairgrounds Elementary School	Main Office	Konica Minolta BHC554	A5AY011019034
Fairgrounds Middle School	Guidance Office - NOT IN USE	Konica Minolta BH4700P	A63N011012627
Fairgrounds Middle School	Library	Konica Minolta BH363	AIUE011002368
Fairgrounds Middle School	Main Office - NOT IN USE	Konica Minolta BHC3100P	A6DR012109569
Fairgrounds Middle School	Tech Ed	Konica Minolta BH4050	A6VF011015389
Ledge Street Elementary School	Copy Room	Konica Minolta BH554E	A61D011001476
Ledge Street Elementary School	Copy Room	Konica Minolta BH958	A796012000028
Ledge Street Elementary School	Main Office	Konica Minolta BHC554	A5AY011018056
Main Dunstable Elementary School	Library	Konica Minolta BH4700P	A63N011010681
Main Dunstable Elementary School	Room 203 Main Office Work Room	Konica Minolta BH754E	A55V017002472
Main Dunstable Elementary School	Room 310 Computer Lab	Konica Minolta BH4700P	A63N011012591
Main Dunstable Elementary School	Special Ed Office	Konica Minolta BH4700P	A63N011012588
Mt. Pleasant Elementary School	Library	Konica Minolta BH4700P	A63N011012587
Mt. Pleasant Elementary School	Main Office	Konica Minolta BHC3300i	AAJT011001173
Nashua High School North	Room A112	Konica Minolta BH423	AIUD011001939
Nashua High School North	Room B121 Main Office	Konica Minolta BHC554	A5AY011017462

Building	Room	Make/Model	Serial Number
Nashua High School North	Room B134 Principal's Office	Konica Minolta BHC3100P	A6DR012102420
Nashua High School North	Room B208	Konica Minolta BHC3100P	A6DR012102444
Nashua High School North	Room B305	Konica Minolta BH654	A5YN011002184
Nashua High School North	Room C105 Media Center	Konica Minolta BH363	AIUE011013114
Nashua High School North	Room C142	Konica Minolta BHC3100P	A6DR012102424
Nashua High School North	Room C226 Science	Konica Minolta BHC3100P	A6DR012102430
Nashua High School North	Room D122 Special Ed	Konica Minolta BHC554	A5AY011018045
Nashua High School North	Room D208	Konica Minolta BH754	A55V017000406
Nashua High School North	Room D208	Konica Minolta BHC3100P	A6DR012102439
Nashua High School North	Room D308	Konica Minolta BHC3100P	A6DR012108742
Nashua High School South	Library	Konica Minolta BH4700P	A63N011012628
Nashua High School South	Room A1002 Grade 10 Office	Konica Minolta BHC3100P	A6DR012102437
Nashua High School South	Room A2003	Konica Minolta BH4700P	A63N011012212
Nashua High School South	Room B1001 Main Office	Konica Minolta BHC3100P	A6DR012102428
Nashua High School South	Room B1002H	Konica Minolta BHC554	A5AY011017498
Nashua High School South	Room B1014 Main Office	Konica Minolta BHC454	A5C0011031883
Nashua High School South	Room B1025B Child Care	Konica Minolta BH4050	A6VF011015358
Nashua High School South	Room C1021	Konica Minolta BH4700P	A63N011012592
Nashua High School South	Room C2002 Office	Konica Minolta BHC3100P	A6DR012102440
Nashua High School South	Room C2023	Konica Minolta BH4700P	A63N011012626
Nashua High School South	Room D1016	Konica Minolta BHC3100P	A6DR012102458
Nashua High School South	Room E1003 Library	Konica Minolta BH363	AIUE011010432
Nashua High School South	Room E1035	Konica Minolta BHC3100P	A6DR012102443
Nashua High School South	Room E2004	Konica Minolta BH4700P	A63N011012527
Nashua High School South	Room F1006 IT Department	Konica Minolta BH4700P	A63N011012584
New Searles Elementary School	Lab	Konica Minolta BH4700P	A63N011012604
New Searles Elementary School	Office Work Area	Konica Minolta BH4050	A6VF011015426
New Searles Elementary School	Room 139	Konica Minolta BHC3100P	A6DR012102473
New Searles Elementary School	Room 261 Copy Room	Konica Minolta BH808	A8KN011002452
Pennichuck Middle School	Guidance Office	Konica Minolta BH363	AIUD011111470
Pennichuck Middle School	Library	Konica Minolta BH4700P	A63N011012575
Pennichuck Middle School	Main Office	Konica Minolta BH4700P	A63N011012579
Pennichuck Middle School	Room 41	Konica Minolta BHC3100P	A6DR012102432
Plant Operations - Nashua	Office	Konica Minolta BHC284	A4FK011004753
SAU 42 District Office	Back Copy Room	Konica Minolta BH958	A796011002053
SAU 42 District Office	Business Office	Konica Minolta BHC3100P	A6DR012102476
SAU 42 District Office	Main Office	Konica Minolta BHC550i	AA7P011002721

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

STARDoc USER NAMES

Name	User Name
Blanca Chavez	chavezb@nashua.edu
Brenda Crocker	crockerbr@nashua.edu
Cathleen Carbonneau	carbonneaukt@nashua.edu
Chas Miller	millerc@nashua.edu
Cherrie Fulton	fultonc@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
Derek Danielson	danielsond@nashua.edu
Gabriel Falzarano	falzarano@nashua.edu
Gail Dion	diong@nashua.edu
Greg Rodriguez	rodriguezg@nashua.edu
Helayne Talbott	talbotth@nashua.edu
Isa Ross	rossi@nashua.edu
Jean Inzerillo	inzerilloj@nashua.edu
Jenny Fitzgerald	fitzgeraldje@nashua.edu
John Forrest	forrestj@nashua.edu
Karen Burnett	burnettk@nashua.edu
Karen Green	greenk@nashua.edu
Kathy Paetzold	paetzoldk@nashua.edu
Keith Richard	richardk@nashua.edu
Kelley Paradis	paradisk@nashua.edu
Kim Bertrand	berttandk@nashua.edu
Laura Tusa	tusal@nashua.edu
Laurie Lahey	Lahey@nashua.edu
Lisa Moreau	moreaul@nashua.edu

Name	User Name
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
Matthew Poska	poskam@nashua.edu
Michael Harrington	harringtonm@nashua.edu
Michael Mahoney	mahoneym@nashua.edu
Michelyne Gardiner	gardinerm@nashua.edu
Moriah Hallam	hallamm@nashua.edu
Nathan Burns	burnsn@nashua.edu
Richard Boardman	boardmanr@nashua.edu
Rosie Berrocales	berrocalesr@nashua.edu
Sandra Haines	hainess@nashua.edu
Sharon Coffey	coffeys@nashua.edu
Sharon Frothingham	frothinghams@nashua.edu
Shawn Smith	smithsha@nashua.edu
Susan Wilborg	wilborgs@nashua.edu
Therese Gorsuch	gorsucht@nashua.edu
Thomas Adamakos	adamakost@nashua.edu
Tina Avelar	avelart@nashua.edu
Trish Beaulieu	beaulieup@nashua.edu
Veronica Chouinard	chouinardv@nashua.edu



Benefits of partnering with SPC

Top Benefits to our CLIENTS:

1. Cooperative Buying

- By definition, is a model that allows a group of buyers with a common interest to pool their buying power in order to negotiate more favorable pricing and better service. SPC's model allows you to pick your preferred vendor!
- SPC's pricing is so strong we pay for our own fee by acquiring prices lower than what you can do on your own.
- We will save you money benefiting from the combined purchasing power of more than 70 clients with over 4,500 devices doing 265 million copies and prints per year (pre-COVID). We purchase approximately 1,200 units annually with 72 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 monthly and/or quarterly.
- THREE detailed, easy-to-read invoices are sent each year from ONE billing source.
- Reconciles all of your devices at the end of the year; you pay only for what you use; no minimums.

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

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

Based on current actual volumes and CPCs, SPC has generated Annual Savings of \$2 million for all of our clients. That translates into Savings of more than \$10 million over five years!



SPC Values Our Vendors

Overall Benefits to Our Vendors

- Opportunities brought to vendor - Over 1,200 units purchased in FY21 running over 72 million prints
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process:

- Sharing of previous bid results that help you to negotiate with your manufacturers
- On-Site Survey of client requirements including mapping all devices
- Writing of the *Five-Year Equipment Replacement Schedule* (Bid Specs)
- Vendor Bid Portal: Greatly reduces bid input time; reduces time from bid submission to bid presentation to the clients in our cooperative
- Control of Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment)
- Selling of vendors' 'Value Add' directly to our clients after the bids are in; Client has the right to pay more than low bid, if desired

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

- Yearly meter reads
- Simplified Billing: SPC manages billing and payment directly with Client and Vendor
- STARDoc: System for Tracking And Reporting Documents... Manages the budget
- Annual Reports that flag machines that are being overused and underused thus improving reliability
- Mediating warranty issues in sensitive locations

Why do some vendors hesitate to bid?

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

SPC manages over 4,500 Photocopiers and Printers
Our relationship with our vendors has never been stronger!



STARDoc Features

Cost Projection by Department or Building

- Allows you to formulate next year's budget as early as December
- Allows you to see the projected usage bill in advance
- Tabulate total budgets and total costs district-wide
- Volume or cost pages allow you to pinpoint specific machines on the floorplans
- Timeline - allows you to track historical volume and costs to compare current budget with past years

Map your devices on Floorplans

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

Floorplan Administration

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

Contacts Page

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

Device Listing Page

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

Monthly Audits

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

Last Sync Date

- Shows the last time FM Audit synced for equipment

Over-Budget Report

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

Five-Year Fleet Management (FYFM)

- Projects out five-year costs for all equipment based on current and past usage

NEW VENDOR CATEGORIES

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

Premier: defined as consistently providing ...

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

Cooperative: defined as ...

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

Uncooperative: defined as ...

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

WARRANTY RELIEF FUND

Why is it Needed?

With the recent pandemic, schools and businesses shut down. In FY20 credits owed were around \$389,000. However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news, what if the vendor is unable or unwilling to repay those funds? Many companies outside of the copier industry are already filing for bankruptcy. SPC's legitimate concern is, what if this hits the copier industry and we can no longer access the funds owed to the client?

Other Concerns:

- Vendor refuses to honor a Warranty
- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Service-and-Supply Contract at the agreed-upon pricing.
- Vendor gets sold to a venture capitalist entity or to a risky new owner with limited cash reserves

Purpose:

Since 1989, SPC's goal is to shelter our clients from Industry upheavals. This fund is to set aside monies that can be used by any client, if a need arises.

Funding Source: Initially, \$200,000 no-interest personal loan. To be paid back from two sources...

- Wholesale Trades... For over 10 years these funds have been set aside for warranty replacement units since the industry would provide the same cash price with or without the trade.
- Equipment Purchases... 2% of the gross will be set aside with each upgrade.

Who Benefits?

All SPC clients...like any insurance fund, by pooling funds from SPC's entire client base, any losses are eliminated.

WARRANTY RELIEF EQUIPMENT BASE

Why is it Needed?

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

Other Concerns:

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

Purpose:

- To replace or add a machine when needed

Who Benefits?

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