·SPC·

Specialized Purchasing Consultants

PO Box 190
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www.spccopypro.com

2011-12 Annual Report

Year - End Photocopier Analysis

With projected costs for 2012-13

Mary Patry
NHSAU 49
P.O. Box 190
Wolfeboro Falls, NH 03896

·SPC·

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

October 2012

Skip Tilton
President

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Mary Patry
NHSAU 49
P.O. Box 190
Wolfeboro Falls, NH 03896

VISIT US ON THE WEB:
www.spccopypro.com

Dear Mary:

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *7 years*. Though each year seems to pose unique challenges, we are thrilled with all that we have been able to accomplish on behalf of our clients for the past *24 years*.

In these difficult economic times, our staff continues to be fully committed to assisting your organization in achieving goals and objectives relative to new technologies and related costs. In relation to new services, we are excited to bring to your attention ***new cost-savings initiatives as well as a new service called SPC STAR Doc*** that will continue to meet our mutual goal of improving the quality of service and equipment while reducing your overall cost.

I hope you find the enclosed annual report useful. We are providing you an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem now or could become a problem in the near future.

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

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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The SPC Team

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

Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 117 clients (3200+ machines with 1.7 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.

Paul Garozzo
General Manager

As General Manager my goal is ensure our clients are pleased with our services and also provide solutions that are efficient, productive and reduce cost. With my 23 years in the copier industry, I will use my experiences to achieve this goal. In addition, I will be utilizing our new SPC STARDoc system to further enhance SPC services. Clients will now have the benefit of visually seeing where all their devices are located and project future expenses. I could not be more excited to join the SPC team.

Glen Fortier
Auditor, Electronic Specialist & Equipment Implementation

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

Derik Brasher
Administration & Finance Manager

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

Alex Webster
Director of Customer Relations

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

The SPC Team Continued….

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

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

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

Anne Arbore
Administration
Since many of our clients are educational systems, I find it satisfying to know that my co-workers and I have made a contribution toward their success by assisting them in saving on their budgets for reprographic equipment, providing better quality equipment to work with and freeing their resources for other needs.

Laura Lynch
Marketing Coordinator & Client Relations
As a member of the SPC team for the past 12 years as their website designer, I am excited to take on this new position. Some of my responsibilities will include scheduling essential meetings with our clients and vendors, creating new marketing collateral and developing new clients. I look forward to establishing a closer relationship with each of our clients.

Equipment Health Status

Total Number of Machines:	**52**
Total Black Photocopiers	**43**
Total Low Cost of Operation Black Network Printers	**6**
Total High-Speed Duplicators	**0**
Total Color Photocopiers (including MFP)	**2**
Total Low Cost of Operation Color Network Printers	**0**
Total Removed from Service:	**1**
# of Units OFF Warranty (1 Xerox Service Contract):	**2**
# of Units Approaching End of Warranty:	**18**
# of Units Overused:	**0**
# of Units Underused:	**0**
# of Units Connected to Network with Print and/or Scan	**38**
Commencement Date:	**4/1/2009**
# of Annual Payments Left on Lease	**1**
All Warranties and Service Contracts Expire:	**6/30/2014**
Print Management Software Loaded	**Yes**
LENP Contract Signed	**No**

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

Mary,

- Overall Volume is down from last Upgrade by 1.8 Million!

- #18 Units that are approaching end of Life

- Oce been bought out by Canon…Could be an issue with the quality of service on existing machines in time

- I would survey ASAP . Your upgrade could take place **starting** the 1'st Quarter of 2012 depending on the urgency of any problem locations.

Skip

Aging Equipment Summary

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

Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
Carpenter Elementary	Teachers' Room #215	Oce Imagistics im4510	2110289	GA1XT	10/2002
Kingswood Regional High	Business Room #140	Ricoh 2045	K2955402417	11452351	05/2003
Kingswood Regional High	Guidance Office	Ricoh 2045	K2955400361	11486791	05/2003
Kingswood Regional Middle	Arts Center	Oce Imagistics im6530	3090120	GA5AN	09/2003
Crescent Lake Elementary	Main Office	Oce im4511	5090812	GA5CA	05/2005
Crescent Lake Elementary	Staff Room	Oce im4511	5010595	GA5YN	05/2005
Effingham Elementary	Teachers' Room	Oce im4511	5111027	GA5WR	05/2005
Kingswood Regional High	English Room 226	Ricoh AP410	Q3156400064	441FN	03/2005
Kingswood Regional High	Front Office	Ricoh AP410	Q3156400063	442FN	03/2005
Kingswood Regional High	Library Back Office	Oce im4511	5110947	GA1KK	05/2005
Kingswood Regional High	Nurse's Office	Ricoh AP410	Q3156400056	489FN	03/2005
Kingswood Regional Middle	Main Office	Ricoh AP410	Q3156400059	495FN	03/2005
Kingswood Regional Middle	Modular	Ricoh AP410	Q3156400057	479FN	03/2005
New Durham Elementary	Room 193	Oce im4511	5111060	GA2D4	05/2005
Ossipee Central Elementary	Computer Lab 2nd Floor	Ricoh AP410	Q3166900074	11644118	03/2005
Region 9 – Voc Tech Center	Room 317 Business Dept	Oce im3511	5070442	GA5H4	05/2005
SAU 49	Transportation	Oce im4511	9090017	GA5YX	05/2005
Tuftonboro Elementary	Reading Area	Oce im4511	5110809	GA1N4	05/2005

Expiring or Expired Xerox Service Contracts

Building	Department	Make/Model	Serial #	Service Contract Expiration Date
Kingswood Regional High	Library	Xerox 8560MFP	CXF032157	06/25/12

This report uses current trends for _black volume_ to project future costs and potential equipment needs on an overall basis.

ANNUAL BLACK VOLUME OVERALL

% amount equals the overall increase or decrease between 10-11 and 11-12

-8%
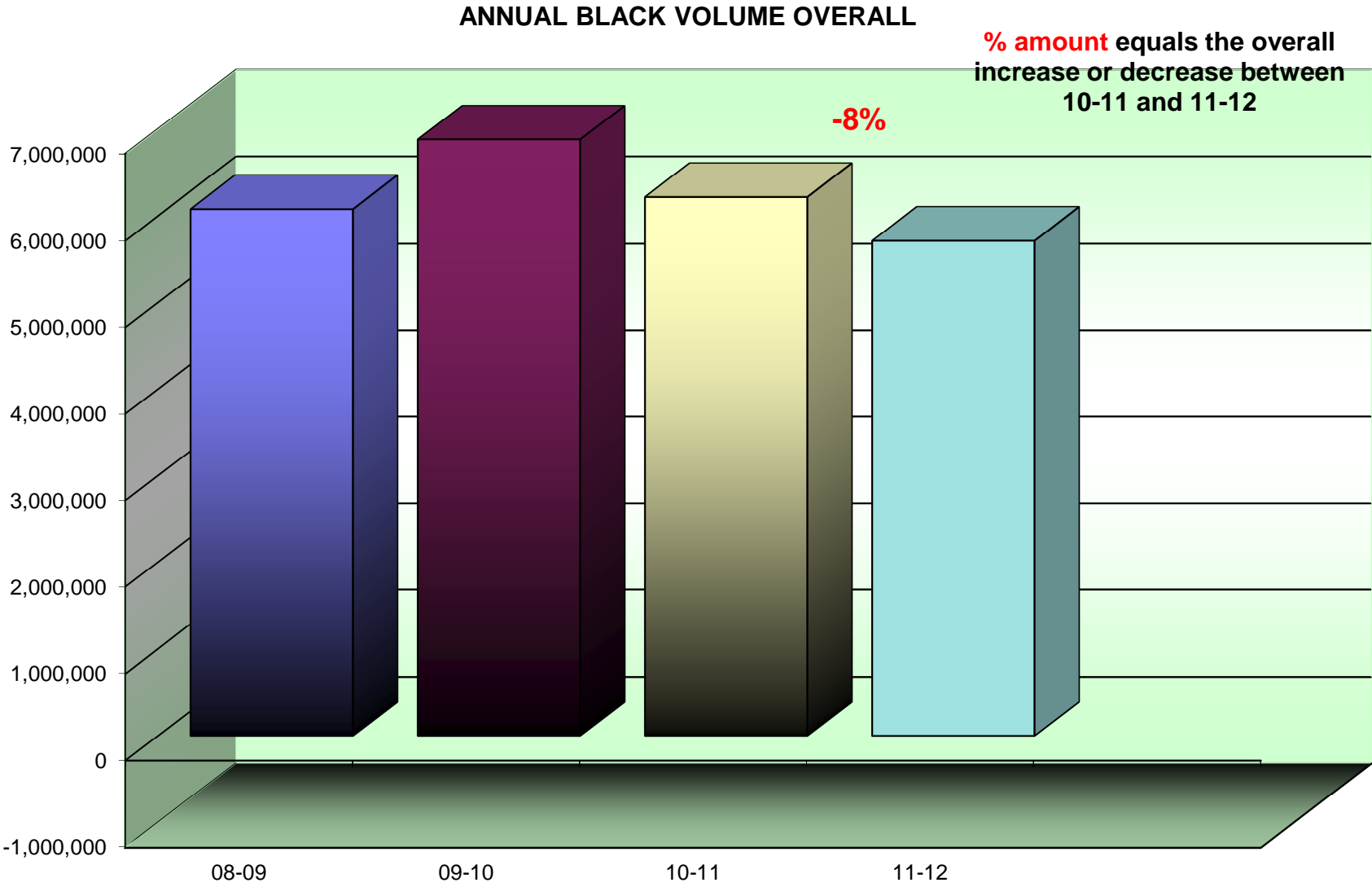
This report uses current trends for _black volume_ to project future costs and potential equipment needs by building.

ANNUAL BLACK VOLUME BY BUILDING

| ■ 08-09 | □ 09-10 | ■ 10-11 | □ 11-12 | % difference between 10-11 and 11-12 |

- Carpenter: **-7%**
- Crescent Lake: **0%**
- Effingham: **-6%**
- Kingswood High: **-26%**
- Kingswood Middle: **35%**
- New Durham: **-17%**
- Ossipee Central: **0%**
- Region 9 Voc: **-46%**
- Superintendent: **-6%**
- Tuftonboro: **0%**

Average Student to Copy Usage – Black Only

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Carpenter Elementary	294	563,685	$10,978.16	1,917	$35.03
Crescent Lake	244	487,423	$9,496.20	1,998	$36.52
Effingham Elementary	111	158,408	$3,082.41	1,427	$26.05
Kingswood Regional High	932	1,585,700	$30,668.30	1,701	$30.86
Kingswood Regional Middle	470	1,046,063	$20,276.86	2,226	$40.46
New Durham Elementary	213	358,076	$6,969.83	1,681	$30.70
Ossipee Central	329	922,367	$17,713.58	2,804	$50.47
Region 9 Vocational Tech Ctr.	0	89,759	$1,738.98	0	$0.00
SAU #49	0	147,869	$2,868.70	0	$0.00
Tuftonboro Central	191	352,935	$6,850.99	1,848	$33.65
Totals	**2,784**	**5,712,285**	**$110,644.00**	**2,052**	**$37.27**

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

Cost Comparison Black Only

This is an SPC Comparison contrasting your district with 84 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	**131,784**	**307,171,835**	**$5,571,341.44**	**2,331**	**$42.28**

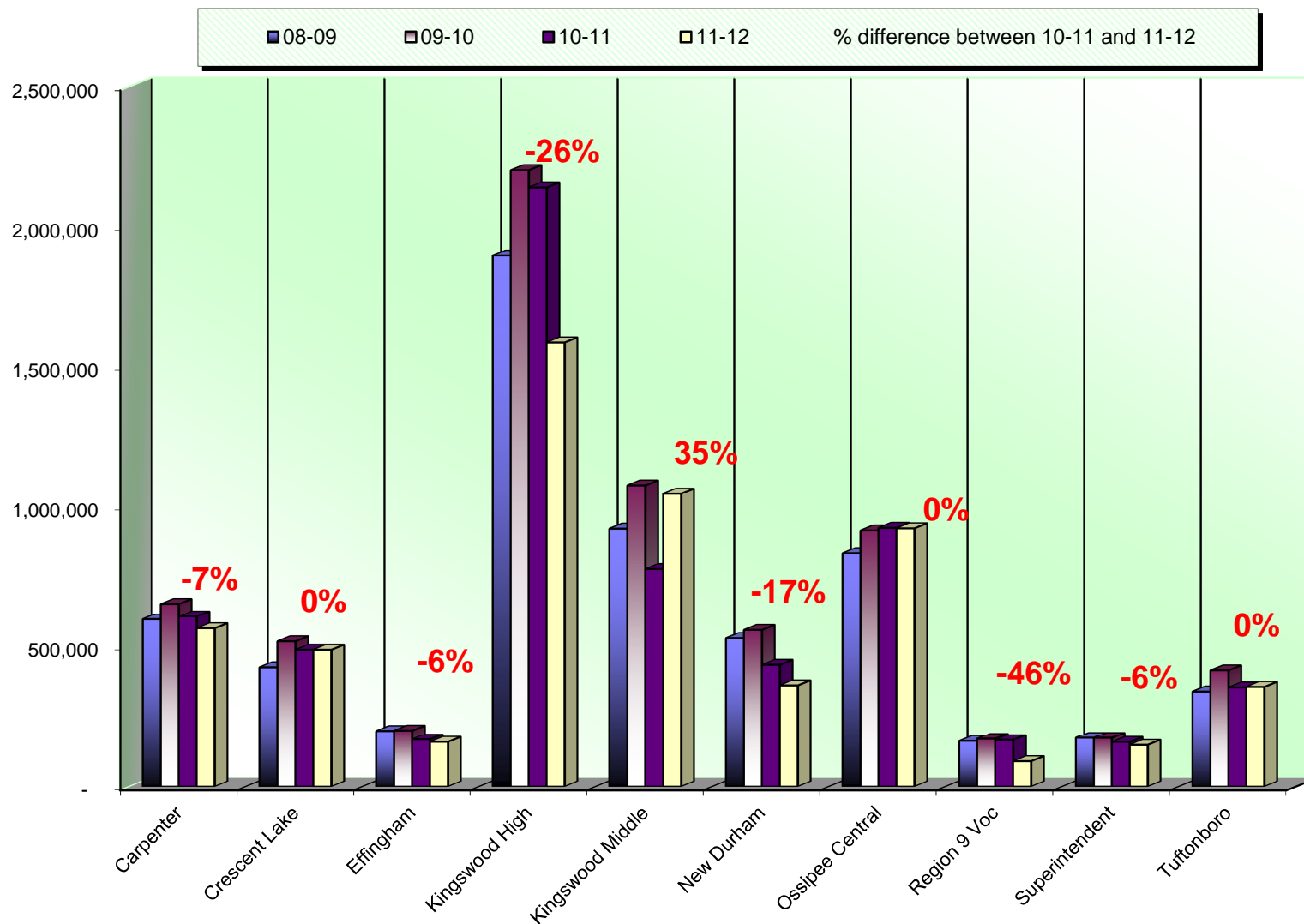*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.

This report uses current trends for _color volume_ to project future costs and potential equipment needs on an overall basis.

ANNUAL COLOR VOLUME OVERALL

% amount equals the overall increase or decrease between 10-11 and 11-12

-35%

This report uses current trends for _color volume_ to project future costs and potential equipment needs by building.

ANNUAL COLOR VOLUME BY BUILDING

| ■ 08-09 | ■ 09-10 | ■ 10-11 | ■ 11-12 | % difference between 10-11 and 11-12 |

-45%

-18%

| 0% | 0% | 0% | | 0% | 0% | 0% | 0% | | 0% |

Carpenter | Crescent Lake | Effingham | Kingswood High | Kingswood Middle | New Durham | Ossipee Central | Region 9 Voc | Superintendent | Tuftonboro

Black & Color Usage Comparisons

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

Color to Total Volume Percentage

0.5%

2.4%

6,000,000

5,000,000

4,000,000

5,712,285

3,000,000

4,302,455

2,000,000

1,000,000

0

28,990

105,386

Black

Color

SAU 49

All Schools Avg
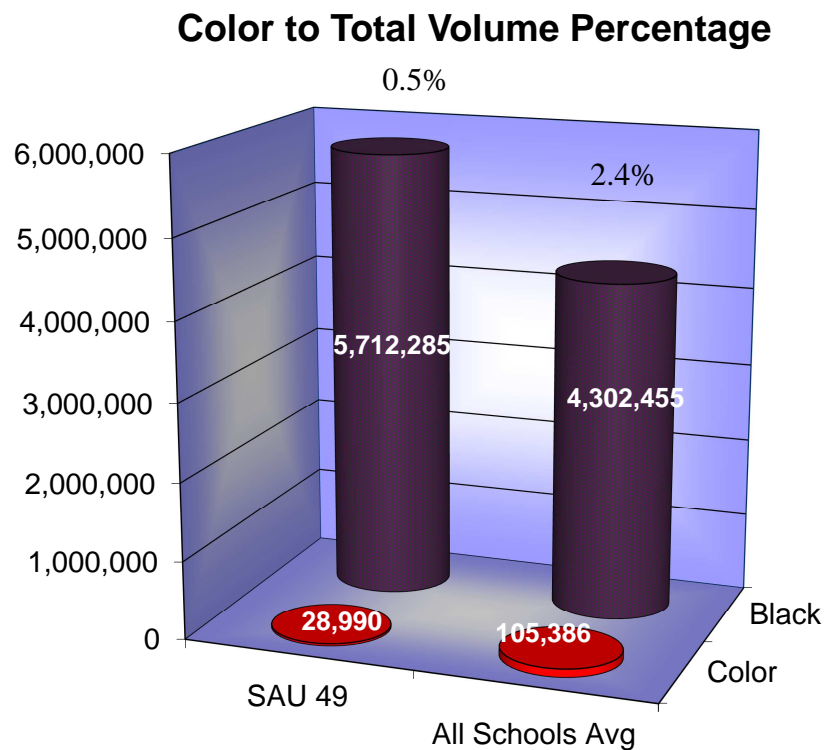
Average Student to Copy Usage – Color Only

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

Building Name	*Student Population*	*Annual Volume*	*Total School Cost**	*Annual Copies Per Student*	*Annual Cost Per Student*
Carpenter Elementary	294	0	$0.00	0	$0.00
Crescent Lake	244	0	$0.00	0	$0.00
Effingham Elementary	111	0	$0.00	0	$0.00
Kingswood Regional High	932	14,244	$1,389.39	15	$1.49
Kingswood Regional Middle	470	0	$0.00	0	$0.00
New Durham Elementary	213	0	$0.00	0	$0.00
Ossipee Central	329	0	$0.00	0	$0.00
Region 9 Vocational Tech Ctr.	0	0	$0.00	0	$0.00
SAU #49	0	14,746	$867.83	0	$0.00
Tuftonboro Central	191	0	$0.00	0	$0.00
Totals	**2,784**	**28,990**	**$2,257.22**	**10**	**$0.81**

*Total School Cost refers to the cost of Service, Supplies, and Paper; Equipment Lease costs are not figured into color averages.
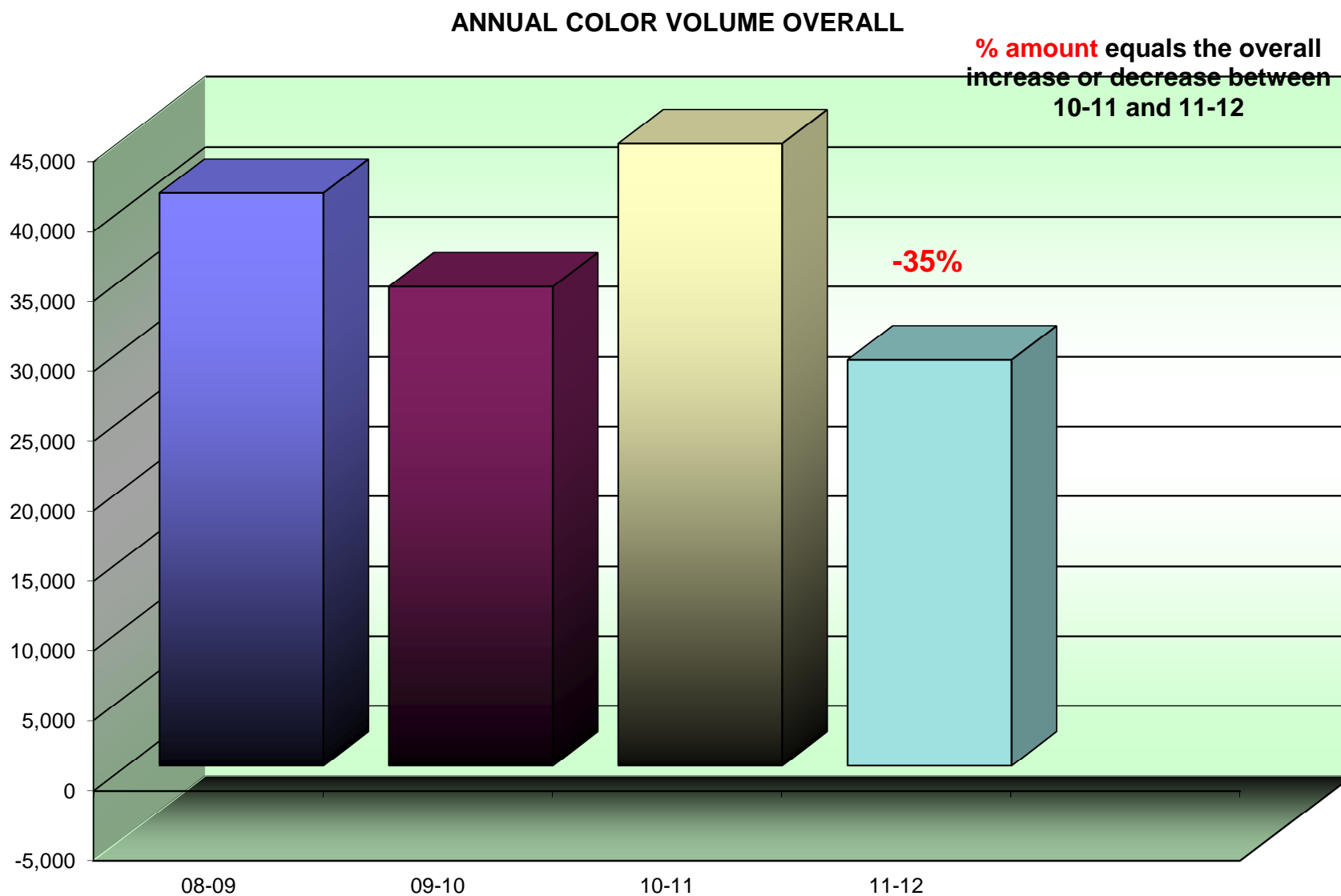
Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 84 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.
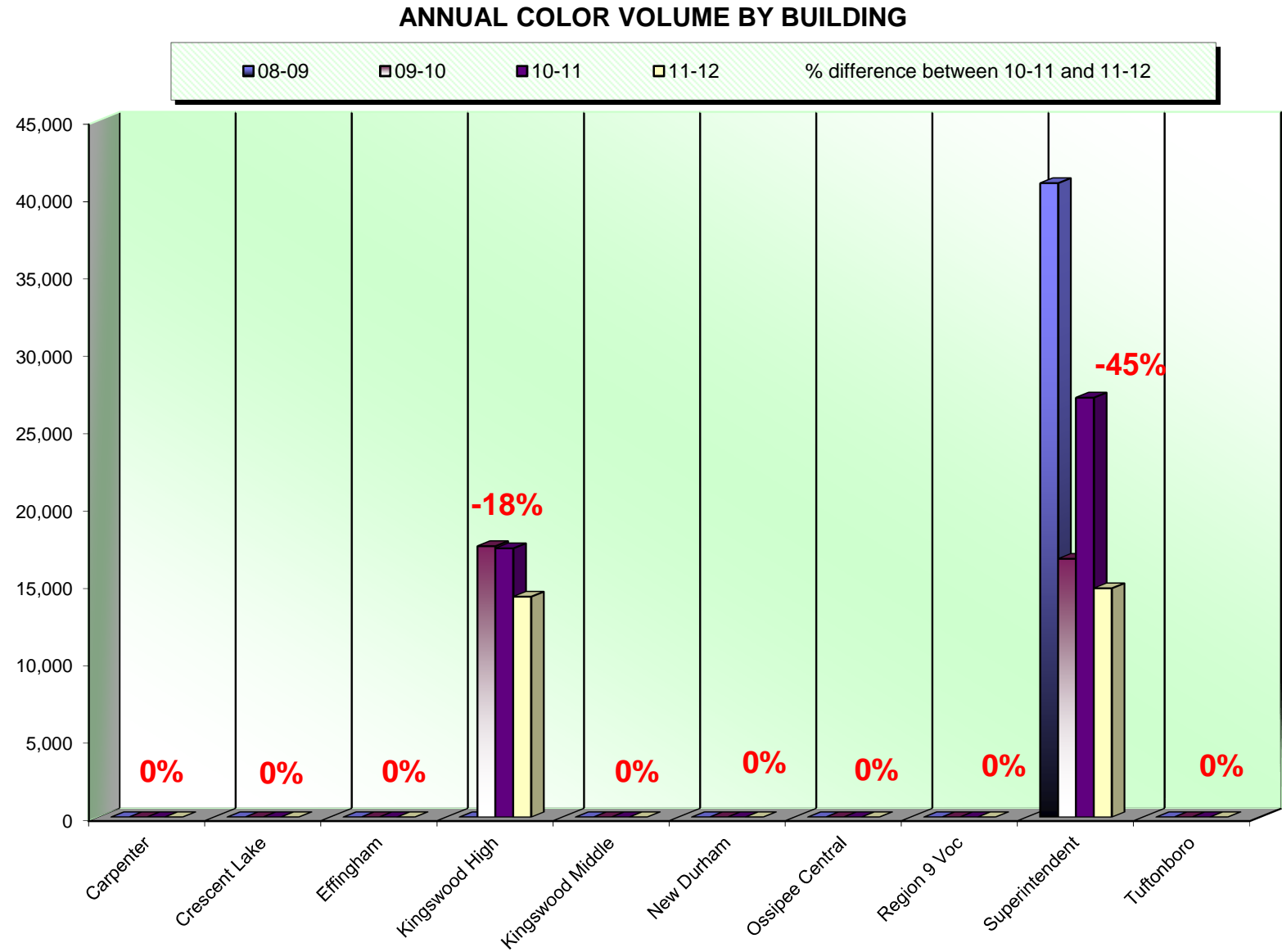
	Total Student Population	*Total Annual Volume*	*Total District Cost**	*Annual Copies Per Student*	*Annual Cost Per Student*
All Schools w/student populations	**131,784**	**7,377,029**	**$486,775.63**	**56**	**$3.69**

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

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 4/1/2009

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Carpenter Elementary							
Main Office							
Oce VL5022 50 CPM	306,250	478,374	172,124	224,340	-52,216	$0.004320	None at this time.
AOR5211000766 / GA5BX						$743.58	
1,000,000 / 12/2008	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Room 107A							
Oce fx3000 30 CPM	98,272	133,252	34,980	15,000	19,980	$0.005170	None at this time.
8120130 / GA59T						$180.85	
750,000 / 09/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Room 121							
Oce im6030 60 CPM	518,854	699,160	180,306	333,815	-153,509	$0.004320	None at this time.
8050038 / GA5BQ						$778.92	
3,000,000 / 07/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Not Connected							
OCE ME							

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2011* *Meter*	*6/30/2012* *Meter*	*2011/12* *Annual* *Volume*	*2012/13* *Projected* *Volume*	*Volume* *Difference*	*Cost/Copy* *Annual Cost*	*Recommendations*
Carpenter Elementary							
Room 215							
Oce fx3000 30 CPM	90,960	121,512	30,552	15,000	15,552	$0.005170 $157.95	None at this time.
8120202 / GA5FE							
750,000 / 09/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Teachers' Room #215							
Oce Imagistics im4510 45 CPM	1,092,945	1,238,668	145,723	166,252	-20,529	$0.004320 $629.52	**10 years from Intro.**
2110289 / GA1XT							
1,000,000 / **10/2002**	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Not Connected							
OCE ME							
	Subtotals B&W	563,685	754,407			**$2,490.82**	
	Subtotals Color	*0*	*0*			*$0.00*	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Crescent Lake							
6th Grade Science Room							
Oce fx3000 30 CPM	51,375	86,293	34,918	15,000	19,918	$0.005170	None at this time.
8120203 / GA59N						$180.53	
750,000 / 09/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Computer Room							
Oce fx3000 30 CPM	32,056	57,602	25,546	15,000	10,546	$0.005170	None at this time.
8120183 / GA59U						$132.07	
750,000 / 09/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Main Office							
Oce im4511 45 CPM	1,176,545	1,275,156	98,611	74,070	24,541	$0.004320	**7 years from Intro**
5090812 / GA5CA						$426.00	
1,000,000 / **05/2005**	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Crescent Lake							
Staff Room							
Oce im4511 45 CPM	708,507	721,551	13,044	228,631	-215,587	$0.004320	**7 years from Intro.**
5010595 / GA5YN						$56.35	
1,000,000 / **05/2005**	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Not Connected							
OCE ME							
Oce im6030 60 CPM	649,012	964,316	315,304	243,302	72,002	$0.004320	None at this time.
8010101 / GA5BL						$1,362.11	
3,000,000 / 07/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Not Connected							
OCE ME							
	Subtotals B&W	487,423	576,003			$2,157.06	
	Subtotals Color	*0*	*0*			*$0.00*	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2011 Meter*	*6/30/2012 Meter*	*2011/12 Annual Volume*	*2012/13 Projected Volume*	*Volume Difference*	*Cost/Copy Annual Cost*	*Recommendations*
Effingham Elementary							
Library Back Office							
Oce fx3000 30 CPM	17,423	32,743	15,320	15,000	320	$0.005170	None at this time.
8120190 / GA59P						$79.20	
750,000 / 09/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Main Office							
Oce VL5022 50 CPM	157,585	236,171	78,586	117,552	-38,966	$0.004320	None at this time.
AOR5211000510 / GA5FB						$339.49	
1,000,000 / 12/2008	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Teachers' Room							
Oce im4511 45 CPM	862,738	927,240	64,502	119,182	-54,680	$0.004320	**7 years from Intro.**
5111027 / GA5WR						$278.65	
1,000,000 / **05/2005**	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Not Connected							
OCE ME							
Subtotals B&W		158,408	251,734			$697.34	
Subtotals Color		0	0			$0.00	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2011* *Meter*	*6/30/2012* *Meter*	*2011/12* *Annual* *Volume*	*2012/13* *Projected* *Volume*	*Volume* *Difference*	*Cost/Copy* *Annual Cost*	*Recommendations*
Kingswood Regional High							
Attendant's Office							
Oce im7230 72 CPM	1,124,671	1,779,803	655,132	487,423	167,709	$0.004320	High Usage!
8110032 / GA5C3						$2,830.17	
4,000,000 / 07/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Business Room #140							
Ricoh 2045 45 CPM	526,207	530,446	4,239	14,810	-10,571	$0.004440	**9 years from Intro.**
K2955402417 / 11452351						$18.82	
1,000,000 / 05/2003	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Not Connected							
IKON							
English Room 226							
Ricoh AP410 28 CPM	54,074	62,619	8,545	13,972	-5,427	$0.005170	**7 years from Intro.**
Q3156400064 / 441FN						$44.18	
500,000 / **03/2005**	0	0	0	0	0	$0.00000	
Black Network Printer						$0.00	
Connected							
IKON							

Date of Last Upgrade: 4/1/2009

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2011* *Meter*	*6/30/2012* *Meter*	*2011/12* *Annual* *Volume*	*2012/13* *Projected* *Volume*	*Volume* *Difference*	*Cost/Copy* *Annual Cost*	*Recommendations*
Kingswood Regional High							
Front Office							
Ricoh AP410 28 CPM	32,239	39,150	6,911	4,966	1,945	$0.005170	**7 years from Intro.**
Q3156400063 / 442FN						$35.73	
500,000 / **03/2005**	0	0	0	0	0	$0.00000	
Black Network Printer						$0.00	
Connected							
IKON							
Guidance Office							
Ricoh 2045 45 CPM	389,498	416,257	26,759	50,000	-23,241	$0.004440	**9 years from Intro.**
K2955400361 / 11486791						$118.81	
1,000,000 / 05/2003	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
IKON							

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Kingswood Regional High							
Library							
Xerox 8560MFP 30 CPM Black & Color	24,509	27,352	2,843	159,614	-156,771	$0.005170	**Service Contract Expired.**
CXF032157 /						$14.70	
750,000 / 02/2007	2,139	16,383	14,244	0	14,244	$0.09050	
Color Photocopier						$1,289.08	
Connected **6/25/2012**							
VARY							
Xerox C2424DP 24 CPM Black & Color	18,721	18,721	0	0	0	$0.005170	**Warranty Replaced**
VVK001968 /						$0.00	
500,000 / 03/2005	166,205	166,205	0	0	0	$0.09050	
Color Photocopier						$0.00	
Connected 8/1/2010							
VARY							
Library Back Office							
Oce im4511 45 CPM	1,103,259	1,182,410	79,151	234,604	-155,453	$0.004320	**7 years from Intro.**
5110947 / GA1KK						$341.93	
1,000,000 / 05/2005	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2011* *Meter*	*6/30/2012* *Meter*	*2011/12* *Annual* *Volume*	*2012/13* *Projected* *Volume*	*Volume* *Difference*	*Cost/Copy* *Annual Cost*	*Recommendations*
Kingswood Regional High							
Main Office							
Oce im7230 72 CPM	990,262	1,398,728	408,466	491,981	-83,515	$0.004320	None at this time.
8100047 / GA5EZ						$1,764.57	
4,000,000 / 07/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Nurse's Office							
Ricoh AP410 28 CPM	22,828	28,321	5,493	3,491	2,002	$0.005170	**7 years from Intro.**
Q3156400056 / 489FN						$28.40	
500,000 / **03/2005**	0	0	0	0	0	$0.00000	
Black Network Printer						$0.00	
Connected							
IKON							
Room 140							
Oce fx3000 30 CPM	30,204	41,568	11,364	25,000	-13,636	$0.005170	None at this time.
8120205 / GA59V						$58.75	
750,000 / 09/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Kingswood Regional High							
Teachers' Room							
Ricoh MP7000 70 CPM	1,754,167	2,125,467	371,300	631,550	-260,250	$0.004120	None at this time.
M9395000102 / 11904758						$1,529.76	
4,000,000 / 04/2008	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Not Connected							
IKON							
Teachers' Room Up							
Oce fx3000 30 CPM	7,112	12,609	5,497	25,000	-19,503	$0.005170	None at this time.
8120209 / GA59W						$28.42	
750,000 / 09/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Subtotals B&W	1,585,700	2,142,411				$6,814.24	
Subtotals Color	14,244	0				$1,289.08	

Date of Last Upgrade: 4/1/2009

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2011* *Meter*	*6/30/2012* *Meter*	*2011/12* *Annual* *Volume*	*2012/13* *Projected* *Volume*	*Volume* *Difference*	*Cost/Copy* *Annual Cost*	*Recommendations*
Kingswood Regional Middle							
Arts Center							
Oce Imagistics im6530 65 CPM	980,260	1,276,091	295,831	281,600	14,231	$0.004320	**9 years from Intro.**
3090120 / GA5AN						$1,277.99	
3,000,000 / 09/2003	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Not Connected							
OCE NH							
Library							
Toshiba E-723 72 CPM	252,929	445,535	192,606	135,531	57,075	$0.004320	None at this time.
CRG819123 / GA60C						$832.06	
4,000,000 / 01/2008	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE NH							

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Kingswood Regional Middle							
Main Office							
Oce im7230 72 CPM	695,491	922,953	227,462	554,078	-326,616	$0.004320	None at this time.
8110018 / GA5BU						$982.64	
4,000,000 / 07/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Ricoh AP410 28 CPM	47,421	57,169	9,748	7,830	1,918	$0.005170	**7 years from Intro.**
Q3156400059 / 495FN						$50.40	
500,000 / **03/2005**	0	0	0	0	0	$0.00000	
Black Network Printer						$0.00	
Connected							
IKON							
Modular							
Ricoh AP410 28 CPM	13,645	15,226	1,581	4,437	-2,856	$0.005170	**7 years from Intro.**
Q3156400057 / 479FN						$8.17	
500,000 / **03/2005**	0	0	0	0	0	$0.00000	
Black Network Printer						$0.00	
Connected							
IKON							

Make-Model / Speed							
Serial Number / Vendor ID							
Life / Intro Date			*2011/12*	*2012/13*			
Connectivity / Printer Exp Date	*7/1/2011*	*6/30/2012*	*Annual*	*Projected*	*Volume*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Volume*	*Difference*	*Annual Cost*	*Recommendations*

Kingswood Regional Middle

Teachers' Room

Oce im6030 60 CPM	581,619	900,454	318,835	304,538	14,297	$0.004320	None at this time.
8030092 / GA5BM						$1,377.37	
3,000,000 / 07/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Not Connected							
OCE ME							

Subtotals B&W	**1,046,063**	**1,288,014**			**$4,528.62**	
Subtotals Color	*0*	*0*			*$0.00*	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2011* *Meter*	*6/30/2012* *Meter*	*2011/12* *Annual* *Volume*	*2012/13* *Projected* *Volume*	*Volume* *Difference*	*Cost/Copy* *Annual Cost*	*Recommendations*
New Durham Elementary							
Main Office							
Oce im7230 72 CPM	739,315	958,458	219,143	437,759	-218,616	$0.004320	None at this time.
8110025 / GA5BZ						$946.70	
4,000,000 / 07/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Room 102 PC Lab							
Oce fx3000 30 CPM	56,991	83,246	26,255	15,000	11,255	$0.005170	None at this time.
8120201 / GA59Q						$135.74	
750,000 / 09/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Room 171 Richards							
Oce fx3000 30 CPM	17,915	28,746	10,831	15,000	-4,169	$0.005170	None at this time.
8120184 / GA5FC						$56.00	
750,000 / 09/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							

Date of Last Upgrade: 4/1/2009

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2011* *Meter*	*6/30/2012* *Meter*	*2011/12* *Annual* *Volume*	*2012/13* *Projected* *Volume*	*Volume* *Difference*	*Cost/Copy* *Annual Cost*	*Recommendations*
New Durham Elementary							
Room 193							
Oce im4511 45 CPM	753,200	855,047	101,847	81,125	20,722	$0.004320	**7 years from Intro.**
5111060 / GA2DU						$439.98	
1,000,000 / **05/2005**	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Subtotals B&W	**358,076**	**548,884**				**$1,578.41**	
Subtotals Color	**0**	**0**				**$0.00**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Ossipee Central							
Computer Lab 2nd Floor							
Ricoh AP410 28 CPM	26,770	32,169	5,399	15,000	-9,601	$0.005170	**7 years from Intro.**
Q3166900074 / 11644118						$27.91	
500,000 / **03/2005**	0	0	0	0	0	$0.00000	
Black Network Printer						$0.00	
Connected							
IKON							
Main Office							
Ricoh MP6000 60 CPM	487,324	712,362	225,038	325,772	-100,734	$0.004120	None at this time.
M9295100464 / 11333406						$927.16	
3,000,000 / 04/2008	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
IKON							
Teachers' Room 1st Floor							
Ricoh MP6000 60 CPM	829,028	1,292,015	462,987	407,553	55,434	$0.004120	None at this time.
M9295100455 / 11904710						$1,907.51	
3,000,000 / 04/2008	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Not Connected							
IKON							

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2011* *Meter*	*6/30/2012* *Meter*	*2011/12* *Annual* *Volume*	*2012/13* *Projected* *Volume*	*Volume* *Difference*	*Cost/Copy* *Annual Cost*	*Recommendations*
Ossipee Central							
Teachers' Room 2nd Floor							
Ricoh MP6000 60 CPM	459,648	659,885	200,237	295,828	-95,591	$0.004120	None at this time.
M9295200321 / 11333487						$824.98	
3,000,000 / 04/2008	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Not Connected							
IKON							
Teachers' Room Down							
Oce fx3000 30 CPM	43,820	72,526	28,706	25,000	3,706	$0.005170	None at this time.
8120204 / GA59R						$148.41	
750,000 / 09/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Subtotals B&W	***922,367***	***1,069,153***				***$3,835.96***	
Subtotals Color	***0***	***0***				***$0.00***	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2011 Meter*	*6/30/2012 Meter*	*2011/12 Annual Volume*	*2012/13 Projected Volume*	*Volume Difference*	*Cost/Copy Annual Cost*	*Recommendations*
Region 9 Vocational Tech Ctr.							
Main Office							
Oce im4512 45 CPM	152,690	152,704	14	0	14	$0.005170	None at this time.
8010328 / GA32J						$0.07	
1,000,000 / 12/2007	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Oce VL4222 42 CPM	250,511	322,238	71,727	149,669	-77,942	$0.004320	None at this time.
AOR6211000330 / GA59X						$309.86	
1,000,000 / 12/2008	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Room 317 Business Dept.							
Oce im3511 35 CPM	435,844	453,862	18,018	46,754	-28,736	$0.004320	**7 years from Intro.**
5070442 / GA5H4						$77.84	
750,000 / **05/2005**	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Region 9 Vocational Tech Ctr.							
Room 323							
Oce fx3000 30 CPM	21,469	21,469	0	2,376	-2,376	$0.005170	Why No Volume?
8120186 / GA5FD						$0.00	
750,000 / 09/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Subtotals B&W		89,759		198,799		$387.77	
Subtotals Color		0		0		$0.00	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
SAU #49							
1st Floor							
Oce VL5022 50 CPM	140,926	193,634	52,708	136,079	-83,371	$0.004320	None at this time.
AOR5211000773 / GA5BT						$227.70	
1,000,000 / 12/2008	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
2nd Floor							
Oce VL5022 50 CPM	147,203	211,298	64,095	84,982	-20,887	$0.004320	None at this time.
AOR5211000760 / GA5FA						$276.89	
1,000,000 / 12/2008	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Xerox 8860MFP 30 CPM Black & Color	14,641	19,012	4,371	60,275	-55,904	$0.005170	None at this time.
HBB034405 /						$22.60	
750,000 / 09/2007	43,773	58,519	14,746	52,807	-38,061	$0.05268	
Color Photocopier						$776.82	
Connected 6/29/2014							
VARY							

Date of Last Upgrade: 4/1/2009

Make-Model / Speed							
Serial Number / Vendor ID							
Life / Intro Date			*2011/12*	*2012/13*			
Connectivity / Printer Exp Date	*7/1/2011*	*6/30/2012*	*Annual*	*Projected*	*Volume*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Volume*	*Difference*	*Annual Cost*	*Recommendations*
SAU #49							
Transportation							
Oce im4511 45 CPM	92,038	118,733	26,695	10,931	15,764	$0.004320	**7 years from Intro.**
9090017 / GA5YX						$115.32	
1,000,000 / **05/2005**	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Not Connected							
OCE NH							
	Subtotals B&W	**147,869**	**292,267**			**$642.51**	
	Subtotals Color	**14,746**	**52,807**			**$776.82**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Tuftonboro Central							
Computer Lab							
Oce fx3000 30 CPM	32,740	47,720	14,980	15,000	-20	$0.005170	None at this time.
8120199 / GA5FF						$77.45	
750,000 / 09/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Main Office							
Oce im6030 60 CPM	581,584	840,035	258,451	291,124	-32,673	$0.004320	None at this time.
8050177 / GA5BP						$1,116.51	
3,000,000 / 07/2006	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Connected							
OCE ME							
Reading Area							
Oce im4511 45 CPM	450,333	529,837	79,504	84,417	-4,913	$0.004320	**7 years from Intro.**
5110809 / GA1N4						$343.46	
1,000,000 / **05/2005**	0	0	0	0	0	$0.00000	
Black Photocopier						$0.00	
Not Connected							
OCE ME							
Subtotals B&W		352,935	390,541			$1,537.41	
Subtotals Color		0	0			$0.00	
District Wide Black Totals		5,712,285	7,512,213			$24,670.15	
District Wide Color Totals		28,990	52,807			$2,065.90	

Overall Volume is down from last Upgrade by 1.8 Million!

SPC Service & Supply Cost Savings

This table compares your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client with your projected cost per copy through SPC presently. Annual Volume represents actual projected volume when you first became an SPC client on 8/1/2005. If all things remained the same, this table demonstrates your average annual and five-year savings.

Annual Volume	Before SPC CPC	After SPC CPC	SPC's CPC Savings	SPC's Annual Cost Savings	SPC's 5-year Cost Savings
8,117,722	$0.02193	$0.00441	$0.01751	$142,141.31	$710,706.55

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 Name	Projected Volume	Service & Supply Cost	Paper Cost $24.81/Case	Equipment Cost	Total Cost
Carpenter Elementary	563,685	$2,548.50	$2,797.00	$5,632.65	$10,978.15
Crescent Lake	487,423	$2,207.01	$2,418.59	$4,870.60	$9,496.20
Effingham Elementary	158,408	$713.49	$786.02	$1,582.90	$3,082.41
Kingswood Regional High	1,585,700	$6,954.87	$7,868.24	$15,845.19	$30,668.30
Kingswood Regional Middle	1,046,063	$4,633.45	$5,190.56	$10,452.84	$20,276.85
New Durham Elementary	358,076	$1,614.96	$1,776.77	$3,578.09	$6,969.83
Ossipee Central	922,367	$3,920.00	$4,576.79	$9,216.80	$17,713.58
Region 9 Vocational Tech Ctr.	89,759	$396.67	$445.38	$896.92	$1,738.98
SAU #49	147,869	$657.38	$733.73	$1,477.59	$2,868.69
Tuftonboro Central	352,935	$1,573.01	$1,751.26	$3,526.72	$6,850.99
Totals	**5,712,285**	**$25,219.35**	**$28,344.36**	**$57,080.29**	**$110,643.99**

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. Vendor typically invoices 80% of projected costs annually in advance. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

Vendor	Equipment Type	2011/12 Annual Volume	2011/12 Cost Per Copy	2011/12 Total Cost	2012/13 Cost Per Copy	2012/13 Projected Cost
Ricoh USA	Black Photocopier	30,998	$0.00444	$137.63	$0.00454	$140.73
Ricoh USA	Black Photocopier	1,259,562	$0.00412	$5,189.40	$0.00421	$5,302.76
Ricoh USA	Black Network Printer	37,677	$0.00517	$194.79	$0.00529	$199.31
Oce Maine	Black Photocopier	238,949	$0.00517	$1,235.37	$0.00529	$1,264.04
Oce Maine	Black Photocopier	14	$0.00517	$0.07	$0.00000	$0.00
Oce Maine	Black Photocopier	3,622,739	$0.00432	$15,650.23	$0.00442	$16,012.51
Oce NH	Black Photocopier	515,132	$0.00432	$2,225.37	$0.00442	$2,276.88
Vary Technologies	Color Photocopier	4,371	$0.00517	$22.60	$0.00529	$23.12
Vary Technologies	Color Photocopier	2,843	$0.00517	$14.70	$0.00000	$0.00
Totals and Averages		**5,712,285**	**$0.00432**	**$24,670.15**	**$0.00441**	**$25,219.35**

Projected Equipment Costs by Building - Color

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

Building Name	Projected Volume	Service & Supply Cost	Paper Cost $24.81/Case	Total Cost
Carpenter Elementary	0	$0.00	$0.00	$0.00
Crescent Lake	0	$0.00	$0.00	$0.00
Effingham Elementary	0	$0.00	$0.00	$0.00
Kingswood Regional High	14,244	$1,318.71	$70.68	$1,389.39
Kingswood Regional Middle	0	$0.00	$0.00	$0.00
New Durham Elementary	0	$0.00	$0.00	$0.00
Ossipee Central	0	$0.00	$0.00	$0.00
Region 9 Vocational Tech Ctr.	0	$0.00	$0.00	$0.00
SAU #49	14,746	$794.66	$73.17	$867.83
Tuftonboro Central	0	$0.00	$0.00	$0.00
Totals	**28,990**	**$2,113.37**	**$143.85**	**$2,257.22**

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. Color copies are typically billed in arrears quarterly or semi-annually. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

Vendor	*Equipment Type*	*2011/12 Annual Volume*	*2011/12 Cost Per Copy*	*2011/12 Actual Cost*	*2012/13 Cost Per Copy*	*2012/13 Projected Cost*
Vary Technologies	Color Photocopier	14,244	$0.09050	$1,289.08	$0.09258	$1,318.71
Vary Technologies	Color Photocopier	0	$0.09050	$0.00	$0.09050	$0.00
Vary Technologies	Color Photocopier	14,746	$0.05268	$776.82	$0.05389	$794.66
Totals and Averages		***28,990***	***$0.07126***	***$2,065.90***	***$0.07290***	***$2,113.37***

Reprographic Equipment Assessment

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

Total # of Units	51
# of Units on Lease	32
# of Units Owned	18
Lease Company	Northway Bank
Lease Start Date	4/1/2009
Lease End Date	8/1/2013
Term	5 Annual
Annual Payment usually due on 8/1	$52,303.44
Remaining Payments	1

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

Leased Equipment

Equipment currently held as collateral under SPC-monitored or private lease.

Building	Make	Model	Serial #
Carpenter Elementary	Oce	fx3000	8120130
Carpenter Elementary	Oce	VL5022	AOR5211000766
Carpenter Elementary	Oce	im6030	8050038
Carpenter Elementary	Oce	fx3000	8120202
Crescent Lake	Oce	fx3000	8120203
Crescent Lake	Oce	fx3000	8120183
Crescent Lake	Oce	im6030	8010101
Effingham Elementary	Oce	fx3000	8120190
Effingham Elementary	Oce	VL5022	AOR5211000510
Kingswood Regional High	Oce	fx3000	8120205
Kingswood Regional High	Oce	im7230	8110032
Kingswood Regional High	Oce	im7230	8100047
Kingswood Regional High	Oce	fx3000	8120209
Kingswood Regional High	Ricoh	MP7000	M9395000102
Kingswood Regional High	Xerox	8560MFP	CXF032157
Kingswood Regional Middle	Oce	im6030	8030092
Kingswood Regional Middle	Oce	im7230	8110018
New Durham Elementary	Oce	im4511	5111060
New Durham Elementary	Oce	fx3000	8120201
New Durham Elementary	Oce	fx3000	8120184
New Durham Elementary	Oce	im7230	8110025
Ossipee Central	Oce	fx3000	8120204
Ossipee Central	Ricoh	MP6000	M9295200321
Ossipee Central	Ricoh	MP6000	M9295100455
Ossipee Central	Ricoh	MP6000	M9295100464
Region 9 Vocational Tech Ctr.	Oce	VL4222	AOR6211000330

Building	Make	Model	Serial #
Region 9 Vocational Tech Ctr.	Oce	fx3000	8120186
SAU #49	Oce	VL5022	AOR5211000773
SAU #49	Oce	VL5022	AOR5211000760
SAU #49	Xerox	8860MFP	HBB034405
Tuftonboro Central	Oce	im6030	8050177
Tuftonboro Central	Oce	fx3000	8120199

Owned Equipment

Equipment currently owned by client.

Building	Make	Model	Serial #
Carpenter Elementary	Oce Imagistics	im4510	2110289
Crescent Lake	Oce	im4511	5090812
Effingham Elementary	Oce	im4511	5111027
Kingswood Regional High	Oce	im4511	5110947
Kingswood Regional High	Ricoh	AP410	Q3156400064
Kingswood Regional High	Ricoh	AP410	Q3156400063
Kingswood Regional High	Ricoh	AP410	Q3156400056
Kingswood Regional High	Ricoh	2045	K2955402417
Kingswood Regional High	Ricoh	2045	K2955400361
Kingswood Regional Middle	Oce Imagistics	im6530	3090120
Kingswood Regional Middle	Ricoh	AP410	Q3156400057
Kingswood Regional Middle	Ricoh	AP410	Q3156400059
Kingswood Regional Middle	Toshiba	E-723	CRG819123
Ossipee Central	Ricoh	AP410	Q3166900074
Region 9 Vocational Tech Ctr.	Oce	im3511	5070442
Region 9 Vocational Tech Ctr.	Oce	im4512	8010328
SAU #49	Oce	im4511	9090017
Tuftonboro Central	Oce	im4511	5110809

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

Active Reprographic Equipment & Manufacturers

SPC currently maintains 3,4 high-end production reprographic units across the tri-state region. They are currently running over 301 million annual prints (black and color), culminating into over 1.5 billion prints over five years!

SPC Total Active Equipment

Current Manufacturers Represented (14):
- Canon
- Gestetner
- Hewlett-Packard
- Konica-Minolta
- Kyocera
- Lexmark
- Océ
- Ricoh
- Risograph
- Samsung
- Savin
- Sharp
- Toshiba
- Xerox

TOTAL WIDE FORMAT, 1

TOTAL BLACK PHOTO, 1991

TOTAL NETWORK PRINTERS, 853

TOTAL HSD, 18

TOTAL COLOR PHOTO, 580

- TOTAL BLACK PHOTO
- TOTAL COLOR PHOTO
- TOTAL HSD
- TOTAL NETWORK PRINTERS
- TOTAL WIDE FORMAT

Current Vendors Represented (15):
- **A-COPI**
- Catamount/Lockrows
- Conway
- **KMBS**
- Levesque
- **Océ**
- **Office Systems of VT**
- Offtech New England
- **Ricoh USA**
- Spillers
- SymQuest
- Toshiba
- UBM
- **Vary Tech**
- Xerox

Those marked in bold have won bids in the last 12 months.

Black Photocopiers: 1,991
High-Speed Duplicators: 18
Color Photocopiers: 580
Black Network Printers: 520
Color Network Printers: 333

Total Number of Units: 3,443
Number of Manufacturers: 14
Number of Vendors: 15

Total Number of Active Equipment is 3,443

Improved SPC Services

Print Management Software (MagicSoft) with its Benefits

In 2007 we initiated what is called **Print Management Software**. It was designed to capture meter reads and order supplies electronically on most, if not all, of your networked printing devices automatically. This software offers the following benefits:

Collect meter reads daily. Benefits…
- IT staff can isolate problem volume locations
- Monitor over-use or under-use locations and make the adjustments sooner
- Know when to shift from expensive laser and inkjet printers to low-cost-of-operation reprographic units
- Project cost on both black and color prints before the invoice arrives

Automatic ordering of consumable items. Benefits…
- Eliminate the need of valuable time spent ordering supplies manually

Automatic service alert sent to service provider. Benefit…
- E-mail sent out to both IT staff and service provider. Provider will then call to verify service need with IT staff to qualify the issue and send out a technician.

Cost per print plan for networking printing devices such as HP and Lexmark network printers. Benefits…
- Instead of individual expensive purchase of supply items, a cost-per-print quarterly in arrears at about half what you are currently paying will be offered.

Announcing : STAR Doc!

SPC would like to introduce an exciting new tool:

STAR Doc has been custom developed and designed by SPC to assist their clients in efficiently and effectively managing all their assets. The detailed floor maps feature for all of our clients' devices is unique and invaluable. The floor maps will provide online, real-time information on each device daily, including meter reads. SPC realizes how important it is for their clients to be aligned with their budget. In response to that need, **STAR Doc** has the ability to project your budget and determine if you are on target or falling behind. This valuable feature provides our clients the access to information needed to make important budget decisions before the end of the year. Additionally, **STAR Doc** will store all your documents, which will include your most recent Upgrade Report, Annual Report, Compare Report, and Total Bid Analysis. At SPC we strive to improve our services and optimize our clients' resources; we are proud to be able to offer our clients all the benefits of the **STAR Doc** system.

Anticipated released date: September 2012

SPC's Service & Supply Contract – Purpose & Sample

In an effort to serve our clients better, at our own expense, SPC hired Bond Counsel to set up your Service & Supply Contract to ensure accuracy and protection to our Clients. Integrated into and tailored to mirror the Lease-Purchase Agreement, this contract protects equipment held as collateral under the Lease-Purchase Agreement or for equipment already owned and purchased outright. Please note that it provides you with the option to upgrade your service contract with a <u>30-day termination notice</u>. This provides you tremendous flexibility.

CONTRACT SAMPLE:

SERVICE AND SUPPLY CONTRACT
(LEASED EQUIPMENT)

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

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

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

Vendor:	_____		**Lessee:**	_____
Street Address:	_____		**Street Address:**	_____
City/State/Zip:	_____		**City/State/Zip:**	_____
By (signature):	_____		**By (signature):**	_____
Name:	_____		**Name:**	_____
Title:	_____		**Title:**	_____

SPC's Dual-Layered Warranty – Purpose & Explanation

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

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

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

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

WARRANTY SAMPLE:

WARRANTY
(LEASED EQUIPMENT)

The Vendor identified below of the equipment described on Schedule A(P) attached hereto (the "Equipment") sold by Vendor to _____ (the "Owner") hereby warrants to Owner that, if any such Equipment malfunctions through no fault of Owner during a term commencing on _____ and terminating on _____ and such Equipment cannot be repaired promptly, Vendor promptly will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Owner.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the life expectancy of such item of Equipment in number of copies, as shown on Schedule A(P) attached hereto, is exceeded;

2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule A(P) attached hereto.

Vendor: _____

Street Address: _____

City/State/Zip: _____

By (signature): _____

Name: _____

Title: _____