



Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

www.spccopypro.com

2017-2018 Annual Report

Year - End Photocopier Analysis

With projected costs for 2018-19

Linda Bartlett
NHSAU 54 - Rochester School Dept
150 Wakefield Street Suite #8
Rochester, NH 03867



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

October 2018

Skip Tilton
President

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

Linda Bartlett
NHSAU 54 - Rochester School Dept
150 Wakefield Street Suite #8
Rochester, NH 03867

VISIT US ON THE WEB:
www.spccopypro.com

Dear Linda:

We at Specialized Purchasing Consultants, wish to thank you for your continued confidence in us. Our relationship is now 12 years strong, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

During our meeting with you to review this report, we would like to take some time to review our current services as well as new services soon to be offered and how you can benefit from these services.

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

Sincerely,

Skip Tilton
President

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The SPC Team...

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

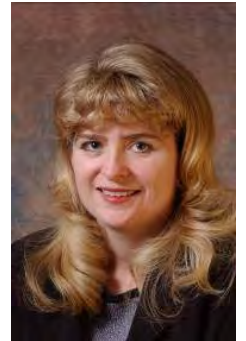


Skip Tilton, President

Billie Jo Tilton, Vice President

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

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



Jessica Paradis

Accounting Coordinator

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

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

Alex Webster

Operations Manager

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



Pam Weed

Client-Vendor Relations

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

Joel Heffernan

Implementation Specialist

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



Robert Dutil

Director of Information Technology

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

Equipment Health Status

Total Number of Machines:	213
Total Black Photocopiers	176
Total Color Photocopiers	21
Total Black Network Printers	4
Total Color Network Printers	12
Total Removed from Service:	2
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	0
# of Units Overused:	0
# of Units Underused:	0
Commencement Date:	8/2/2017
# of Annual Payments Left on Lease	4
All Warranties and Service Contracts Expire:	6/30/2023
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract	[gu

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 Linda,

On paper, everything looks pretty good. Continue to make your next lease payment to buy down the principal. That will make room for your next upgrade when the time is right.

We will continue to monitor your equipment for overused or underused machines. It is important to not ignore these devices. One of our jobs is to alert you to changes in this regard so as to maximize your capital investment.

Also, keep in mind there are some powerful print management software that you may want to consider next time around. (See page #10) In fact, with SPCStarDoc, we have made some interesting improvements and will continue to do so. We will highlight this when we review your Annual Report.

Sincerely,
Skip

Non Contracted Devices

NHSAU 54 - Rochester School Dept

Make - Model

Serial Number

IP Address

Last Update

HP LASERJET CM1415fnw

CNG8BDK4NN

10.3.99.23

9/6/2018 1:54:57 PM

Machine Count: ... Our Goal with the next upgrade is to get all non contract devices under a CPC agreement.



1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Reports

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

2001 Solid-Ink Printers and Meter Collection

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

2002 Bond Counsel Review

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

2003 Contracts and Warranties Updated

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

2005 Economic Municipal Relief Fund Established

2006 Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience

2007 Insurance Fund

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

2012 STARDoc - Print Management Software Developed and Implemented

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

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

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

2015 STARDoc - Mapping Options and Asset Management

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

2018 STARDoc - Improved Pinpointing of Budget and Communications

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



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

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

New Features

Industry Wide

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


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

STARDoc

NEW! Over Budget Report feature

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

Over Budget



Room:

Room 201 Principal's Office

Make & Model:

Canon IRC5051

Serial Number:

GQM65369

IP Address:

172.16.10.145

Projected Amount Over Budget:

\$1,902

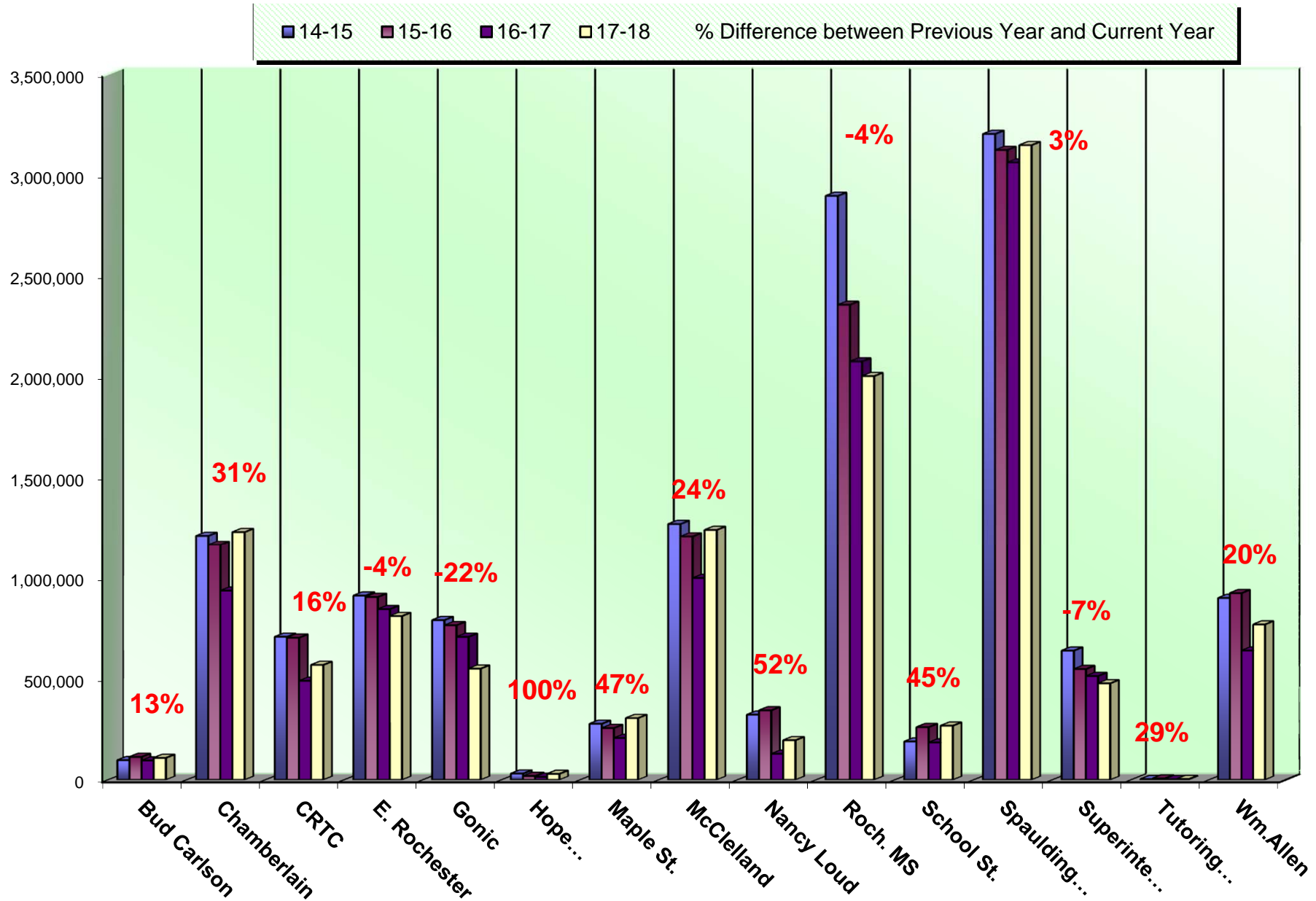
Previous

Next

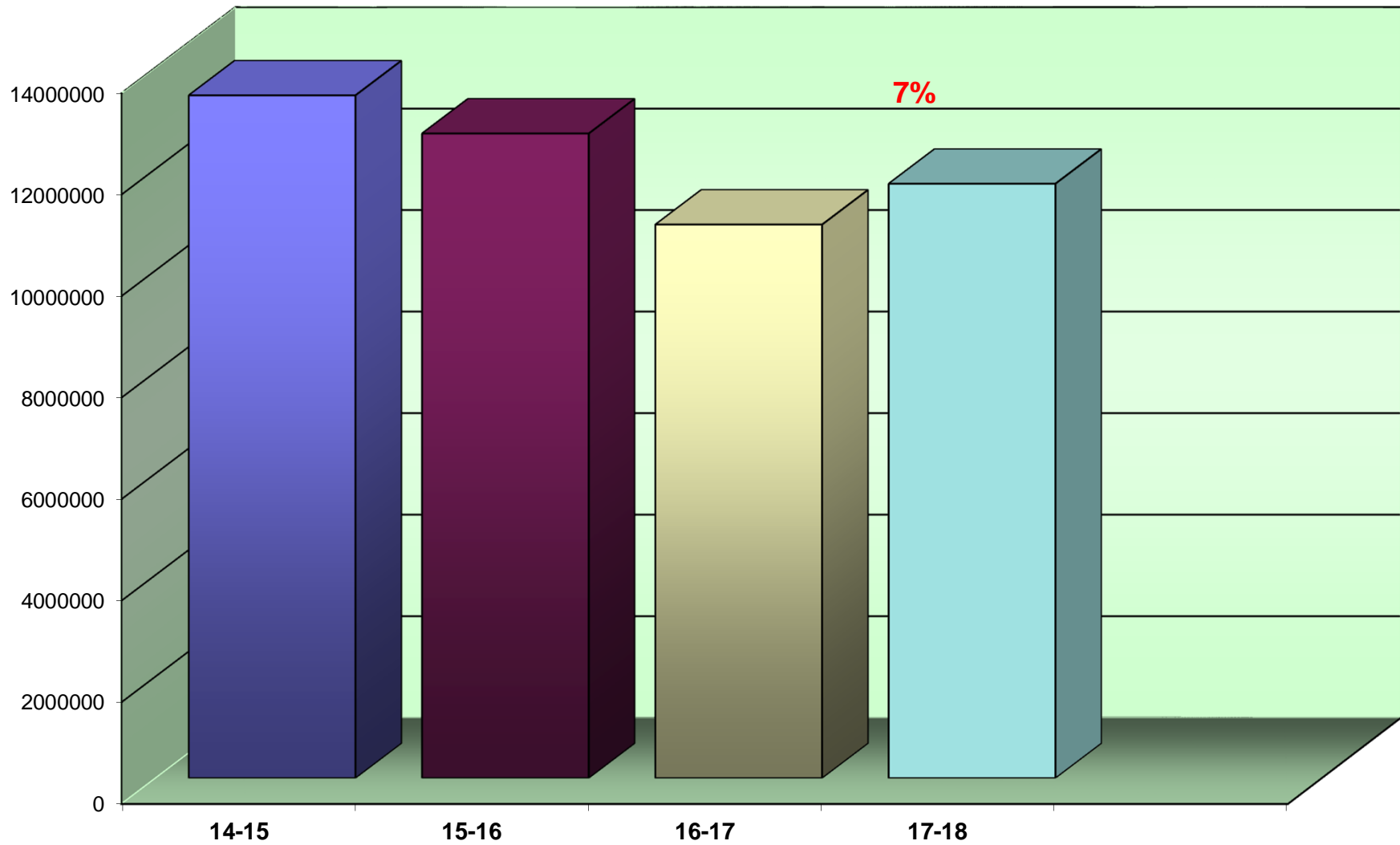
Request Service History

Close

Annual Black Volume by Building



Annual Black Volume Overall



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

Average Student to Copy Usage – Black Only

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

<i>Building Population</i>	<i>Student Projected</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Average Copies Per Student Per</i>	<i>Average Cost Student</i>
Bud Carlson Academy	94	101,293	\$2,101.19	1,078	\$22.35
Chamberlain St. School	391	1,120,351	\$23,334.71	2,865	\$59.68
Creteau Regional Tech Center	0	553,496	\$11,826.32	0	\$0.00
East Rochester School	295	783,833	\$16,450.93	2,657	\$55.77
Gonic School	245	496,757	\$10,255.58	2,028	\$41.86
Maple St. School	119	257,401	\$5,343.91	2,163	\$44.91
McClelland School	376	1,154,101	\$24,211.04	3,069	\$64.39
Nancy Loud School	68	155,300	\$3,311.45	2,284	\$48.70
Rochester Middle School	908	1,959,257	\$41,311.65	2,158	\$45.50
SAU 54	0	432,619	\$9,092.75	0	\$0.00
School St. School	83	223,520	\$4,610.67	2,693	\$55.55
Spaulding High School	1,372	3,093,029	\$65,511.70	2,254	\$47.75
The HOPE Program	0	15,439	\$317.80	0	\$0.00
Tutoring Academy	0	3,617	\$85.35	0	\$0.00
William Allen School	318	658,818	\$13,761.94	2,072	\$43.28
TOTALS & AVERAGES	4,269	11,008,831	\$231,526.97	2,579	\$54.23

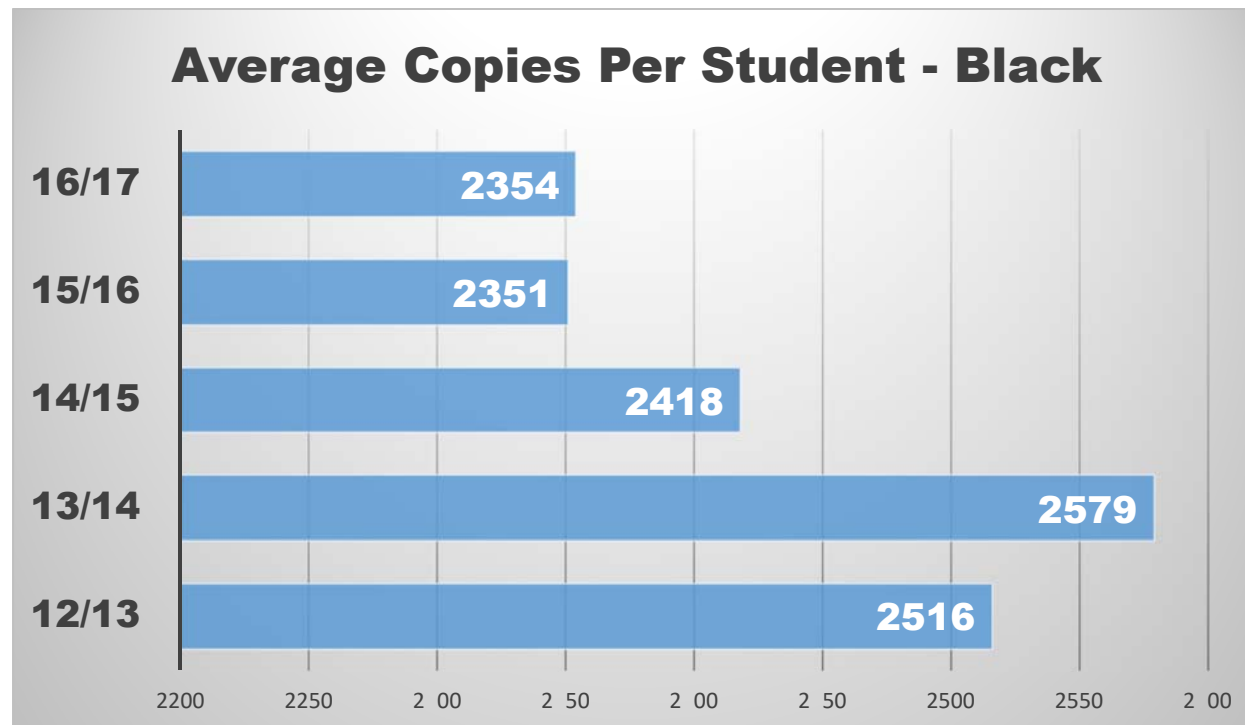
*Total School Cost refers to the cost of Service, Supplies, Paper and Equipment. See Projected Equipment Costs by Building table later in this Report.

Cost Comparison – Black Only

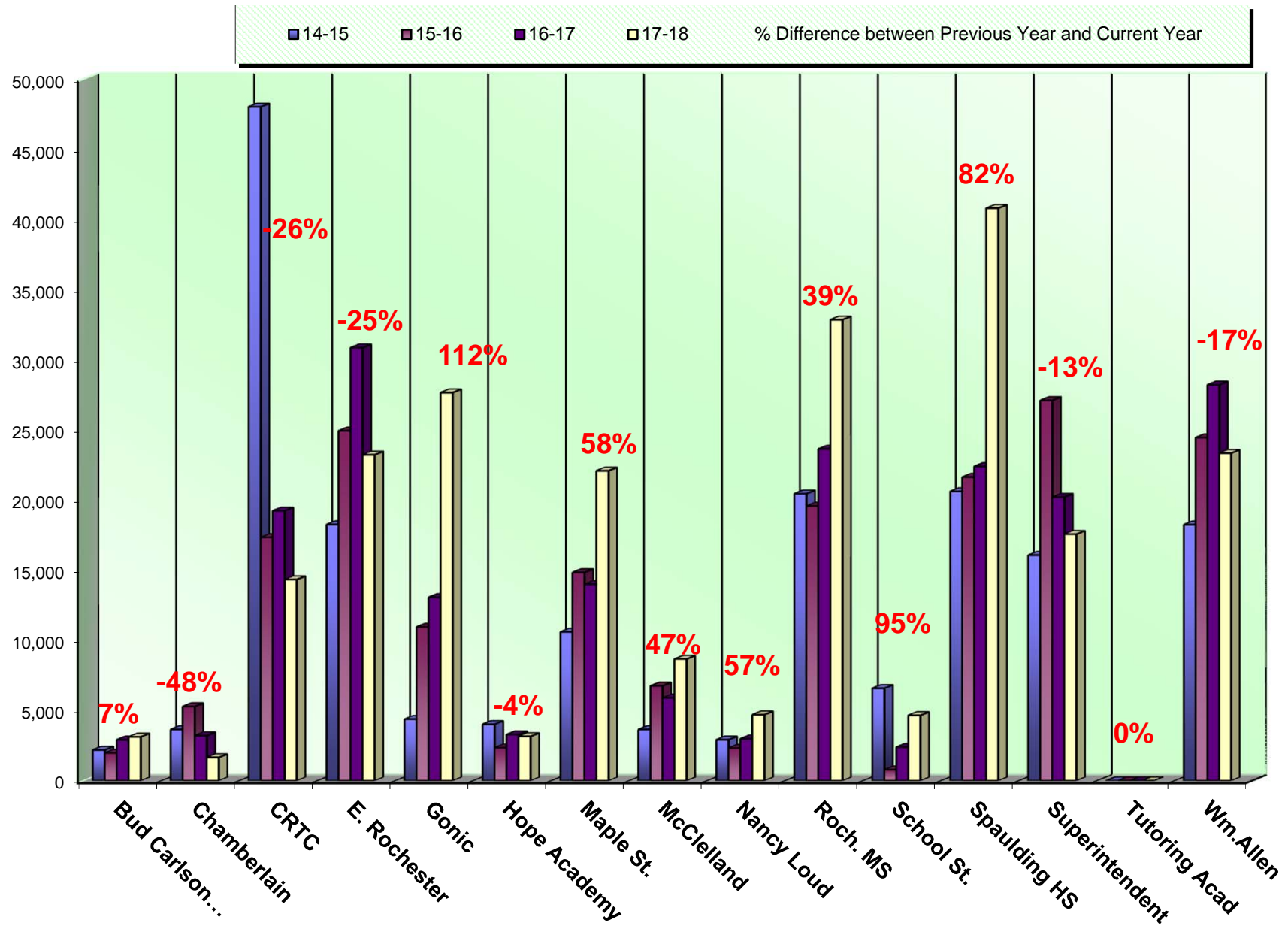
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

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

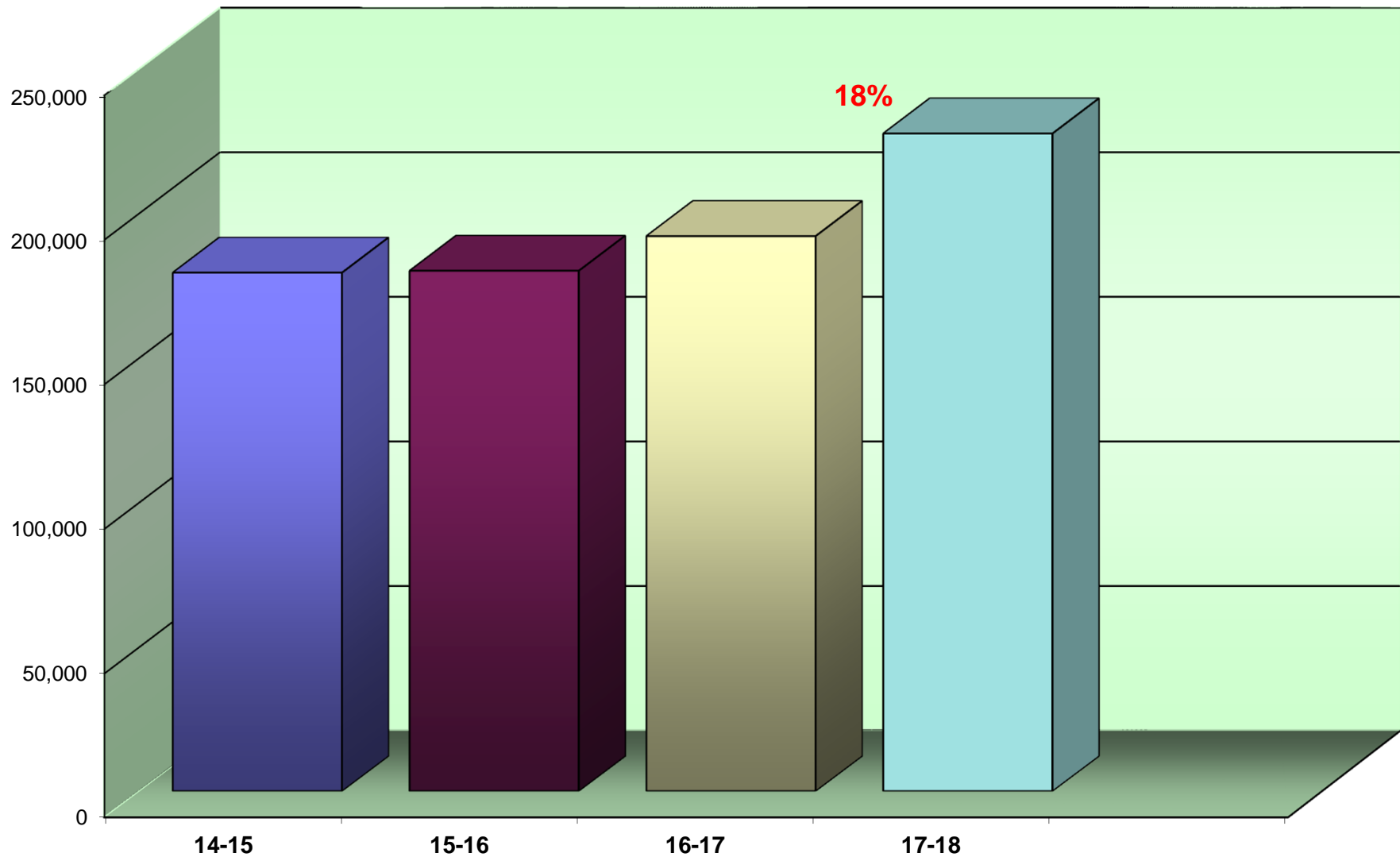
* Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment



Annual Color Volume by Building



Annual Color Volume Overall



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

Average Student to Copy Usage – Color Only

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

<i>Building Population</i>	<i>Student Projected</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Average Copies Per Student Per</i>	<i>Average Cost Student</i>
Bud Carlson Academy	94	3,069	\$177.45	33	\$1.89
Chamberlain St. School	391	1,656	\$95.75	4	\$0.24
Creteau Regional Tech Center	0	13,905	\$724.37	0	\$0.00
East Rochester School	295	24,398	\$1,410.69	83	\$4.78
Gonic School	245	21,199	\$1,225.73	87	\$5.00
Maple St. School	119	18,033	\$1,042.67	152	\$8.76
McClelland School	376	8,654	\$500.37	23	\$1.33
Nancy Loud School	68	4,658	\$269.33	69	\$3.96
Rochester Middle School	908	32,390	\$1,864.75	36	\$2.05
SAU 54	0	15,828	\$812.77	0	\$0.00
School St. School	83	4,652	\$268.98	56	\$3.24
Spaulding High School	1,372	39,714	\$2,200.14	29	\$1.60
The HOPE Program	0	2,888	\$148.30	0	\$0.00
Tutoring Academy	0	0	\$0.00	0	\$0.00
William Allen School	318	22,758	\$1,315.87	72	\$4.14
TOTALS & AVERAGES	4,269	213,802	\$12,057.17	50	\$2.82

*Total School Cost refers to the cost of Service and Supplies. Paper and Equipment Costs are only calculated with the Black Prints. See Projected Equipment Costs by Building table later in this Report.

NOTE: New STARDoc tool will flag any High Color Usage. See Page # 10 under New STARDoc features. Industry ratios are 185 color prints per student per year. Please contact our SPC technical team to provide training to your staff.

District Wide Black Totals 31,929,: 74 \$65.29; 02

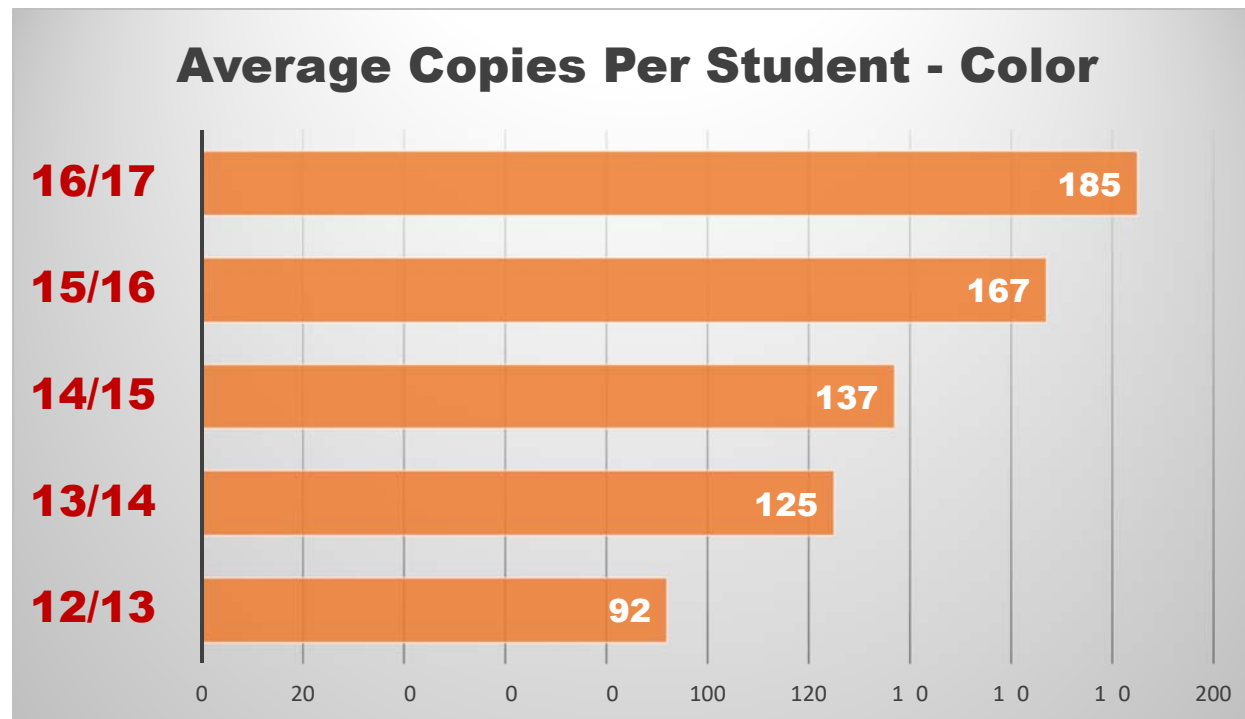
District Wide Color Totals "449,8; 7"""" \$34.686079

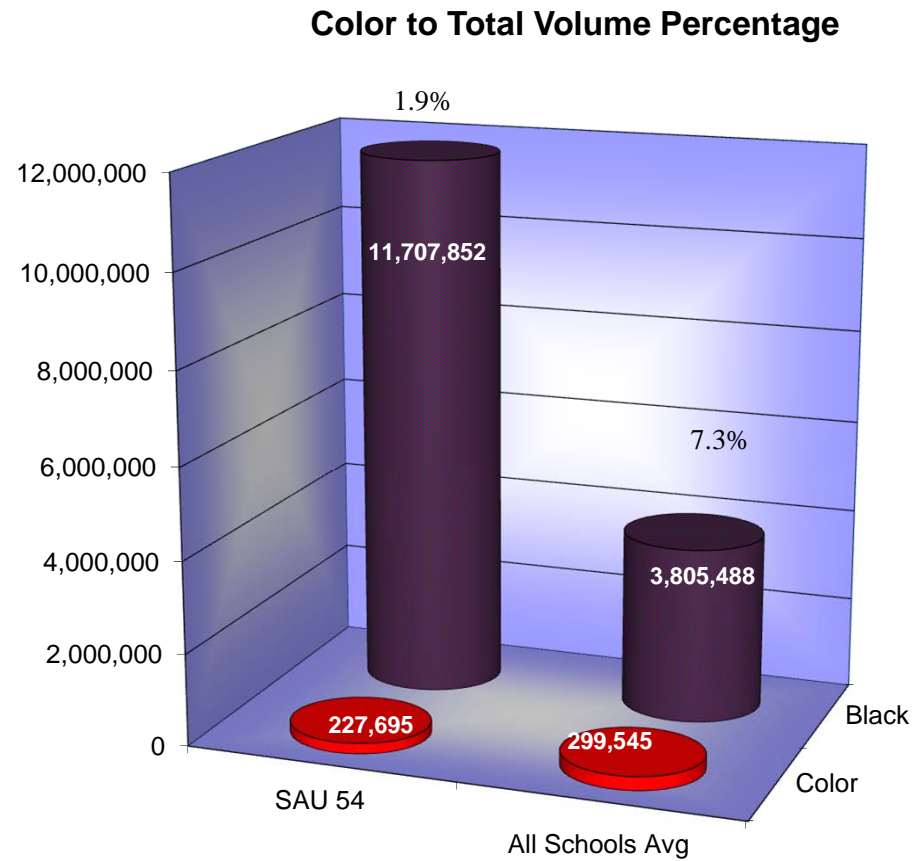
Cost Comparison – Color Only

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

<i>Total</i>	<i>Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/Student Populations	88,906	16,474,996	\$820,060.24	185	\$9.22

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





Usage Profile for Service & Supplies - Black

The table below shows an overview of the actual black volumes in each building before and after your equipment upgrade.

	<i>Volume Prior To Upgrade</i>	<i>Cost Prior to Upgrade</i>	<i>Volume After Upgrade</i>	<i>Cost After Upgrade</i>	<i>Total Volume</i>	<i>Total Costs</i>
Bud Carlson Academy	7,544	\$31.26	101,293	\$339.85	108,837	\$371.11
Chamberlain St. School	108,685	\$465.95	1,120,351	\$3,850.86	1,229,036	\$4,316.81
Creteau Regional Tech Center	15,372	\$75.96	553,496	\$2,192.64	568,868	\$2,268.60
East Rochester School	26,504	\$113.11	783,833	\$2,816.12	810,337	\$2,929.23
Gonic School	53,698	\$221.09	496,757	\$1,618.99	550,455	\$1,840.08
Maple St. School	48,398	\$205.37	257,401	\$867.96	305,799	\$1,073.33
McClelland School	85,768	\$381.99	1,154,101	\$4,135.67	1,239,869	\$4,517.66
Nancy Loud School	40,816	\$186.91	155,300	\$608.62	196,116	\$795.53
Rochester Middle School	43,260	\$193.04	1,959,257	\$7,225.17	2,002,517	\$7,418.21
SAU 54	45,042	\$209.94	432,619	\$1,566.95	477,661	\$1,776.89
School St. School	44,515	\$183.40	223,520	\$724.67	268,035	\$908.07
Spaulding High School	54,311	\$266.91	3,093,029	\$11,692.44	3,147,340	\$11,959.35
The HOPE Program	14,403	\$59.34	15,439	\$49.40	29,842	\$108.74
Tutoring Academy	545	\$3.52	3,617	\$22.17	4,162	\$25.69
William Allen School	110,160	\$466.91	658,818	\$2,303.49	768,978	\$2,770.40
TOTALS	699,021	\$3,064.70	11,008,831	\$40,015.00	11,707,852	\$43,079.70

Usage Profile for Service & Supplies - Color

The table below shows an overview of the actual color volumes in each building before and after your equipment upgrade.

	<i>Volume Prior To Upgrade</i>	<i>Cost Prior to To Upgrade</i>	<i>Volume After Upgrade</i>	<i>Cost After Upgrade</i>	<i>Total Volume</i>	<i>Total Costs</i>
Bud Carlson Academy	55	\$2.91	3,069	\$172.64	3,124	\$175.55
Chamberlain St. School	0	\$0.00	1,656	\$93.15	1,656	\$93.15
Creteau Regional Tech Center	414	\$22.18	13,905	\$704.62	14,319	\$726.80
East Rochester School	-1,189	-\$62.66	24,398	\$1,372.38	23,209	\$1,309.72
Gonic School	6,446	\$339.70	21,199	\$1,192.44	27,645	\$1,532.14
Maple St. School	4,044	\$213.12	18,033	\$1,014.36	22,077	\$1,227.48
McClelland School	0	\$0.00	8,654	\$486.79	8,654	\$486.79
Nancy Loud School	41	\$2.16	4,658	\$262.01	4,699	\$264.17
Rochester Middle School	447	\$24.35	32,390	\$1,814.12	32,837	\$1,838.47
SAU 54	1,724	\$93.84	15,828	\$790.61	17,552	\$884.45
School St. School	0	\$0.00	4,652	\$261.68	4,652	\$261.68
Spaulding High School	1,075	\$56.80	39,714	\$2,140.32	40,789	\$2,197.12
The HOPE Program	267	\$14.07	2,888	\$144.26	3,155	\$158.33
Tutoring Academy	0	\$0.00	0	\$0.00	0	\$0.00
William Allen School	569	\$28.58	22,758	\$1,280.14	23,327	\$1,308.72
TOTALS	13,893	\$735.05	213,802	\$11,729.52	227,695	\$12,464.57

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 7/15/2006** with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2017-18 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
11,008,831	\$0.01283	\$141,243.30

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
11,008,831	\$0.00363	\$39,962.06	\$101,281.25	\$506,406.23

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$101,281.25 x 12 years as a Client

=\$1,215,374.94 Cost Savings!

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

Projected Equipment Costs by Building - Black

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

<i>Building</i>	<i>Projected Black Volume</i>	<i>Projected Black Cost</i>	<i>Approx. Paper Cost</i>	<i>Average Annual Equipment Cost</i>	<i>Total Projected Black Usage Cost</i>
Bud Carlson Academy	101,293	\$349.39	\$502.62	\$1,249.18	\$2,101.19
Chamberlain St. School	1,120,351	\$3,958.94	\$5,559.18	\$13,816.59	\$23,334.71
Creteau Regional Tech Center	553,496	\$2,253.95	\$2,746.45	\$6,825.92	\$11,826.32
East Rochester School	783,833	\$2,895.03	\$3,889.38	\$9,666.52	\$16,450.93
Gonic School	496,757	\$1,664.48	\$2,464.91	\$6,126.19	\$10,255.58
Maple St. School	257,401	\$892.31	\$1,277.22	\$3,174.37	\$5,343.91
McClelland School	1,154,101	\$4,251.59	\$5,726.65	\$14,232.80	\$24,211.04
Nancy Loud School	155,300	\$625.63	\$770.60	\$1,915.22	\$3,311.45
Rochester Middle School	1,959,257	\$7,427.53	\$9,721.83	\$24,162.29	\$41,311.65
SAU 54	432,619	\$1,610.87	\$2,146.66	\$5,335.22	\$9,092.75
School St. School	223,520	\$745.03	\$1,109.11	\$2,756.53	\$4,610.67
Spaulding High School	3,093,029	\$12,019.70	\$15,347.61	\$38,144.39	\$65,511.70
The HOPE Program	15,439	\$50.79	\$76.61	\$190.40	\$317.80
Tutoring Academy	3,617	\$22.79	\$17.95	\$44.61	\$85.35
William Allen School	658,818	\$2,368.10	\$3,269.05	\$8,124.79	\$13,761.94
TOTALS	11,008,831	\$41,136.13	\$54,625.82	\$135,765.01	\$231,526.97

Projected Equipment Costs by Building - Color

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

<i>Building</i>	<i>Projected Color Volume</i>	<i>Total Projected Color Usage Cost</i>
Bud Carlson Academy	3,069	\$177.45
Chamberlain St. School	1,656	\$95.75
Creteau Regional Tech Center	13,905	\$724.37
East Rochester School	24,398	\$1,410.69
Gonic School	21,199	\$1,225.73
Maple St. School	18,033	\$1,042.67
McClelland School	8,654	\$500.37
Nancy Loud School	4,658	\$269.33
Rochester Middle School	32,390	\$1,864.75
SAU 54	15,828	\$812.77
School St. School	4,652	\$268.98
Spaulding High School	39,714	\$2,200.14
The HOPE Program	2,888	\$148.30
Tutoring Academy	0	\$0.00
William Allen School	22,758	\$1,315.87
TOTALS	213,802	\$12,057.17

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. Current year's increase is 2.8%.

<i>Vendor</i>	<i>Equipment Type</i>	<i>Actual 201 Volume</i>	<i>7-18 Cost / Copy</i>	<i>Total Costs</i>	<i>Projected 201 Volume</i>	<i>8-19 Cost / Copy</i>	<i>Projected Cost</i>
KMBS	Black Laser MFP	1,636,582	\$0.00615	\$10,056.80	1,562,328	\$0.00630	\$9,842.67
KMBS	Black Network Printer	2,264	\$0.00617	\$13.97	1,977	\$0.00630	\$12.46
KMBS	Black Photocopier	9,620,307	\$0.00326	\$31,321.50	9,042,374	\$0.00329	\$29,749.41
KMBS	Color Laser MFP	160,377	\$0.00400	\$641.52	160,377	\$0.00411	\$659.15
KMBS	Color Network Printer	29,968	\$0.00618	\$185.16	25,586	\$0.00630	\$161.19
KMBS	Color Photocopier	258,354	\$0.00333	\$860.75	216,189	\$0.00329	\$711.26
TOTALS		11,707,852	\$0.00368	\$43,079.70	11,008,831	\$0.00374	\$41,136.14

Service & Supply Usage Profile by Vendor - Color

This table represents actual expenses for COLOR prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. 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. Current year's increase is 2.8%.

<i>Vendor</i>	<i>Equipment Type</i>	<i>Actual 2017-18</i>	<i>Actual 2017-18</i>	<i>Actual 2017-18</i>	<i>Projected 2018-19</i>	<i>Projected 2018-19</i>	<i>Projected 2018-19</i>
		<i>Volume</i>	<i>Cost / Copy</i>	<i>Total Cost</i>	<i>Volume</i>	<i>Cost / Copy</i>	<i>Cost</i>
KMBS	Color Laser MFP	135,528	\$0.05625	\$7,623.45	135,528	\$0.057820	\$7,836.23
KMBS	Color Network Printer	31,589	\$0.05629	\$1,778.24	31,153	\$0.057820	\$1,801.27
KMBS	Color Photocopier	60,578	\$0.05056	\$3,062.88	47,121	\$0.051350	\$2,419.66
TOTALS		227,695	\$0.054742	\$12,464.57	213,802	\$0.056394	\$12,057.16

Reprographic Equipment Assessment

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

Total Number of Units	211
Total Number of Units on Lease	207
Total Number of Units Owned	4
Lease Company	Northway Bank
Lease Start Date	8/2/2017
Lease End Date	8/1/2022
Term	5 Annual
Annual Payment usually due on 8/1	\$135,765.01
Remaining Payments	4

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

Leased Equipment

Building	Make/Model	Serial Number
Bud Carlson Academy	Konica Minolta BH4020	A6WD011000554
Bud Carlson Academy	Konica Minolta BH558	A9HG011002950
Bud Carlson Academy	Konica Minolta BHC3351	A92F011002044
Bud Carlson Academy	Konica Minolta BHC3100P	A6DR012105808
Chamberlain St. School	Konica Minolta BH808	A8KN011003959
Chamberlain St. School	Konica Minolta BH808	A8KN011003821
Chamberlain St. School	Konica Minolta BH4020	A6WD011000542
Chamberlain St. School	Konica Minolta BH4020	A6WD011006529
Chamberlain St. School	Konica Minolta BHC3351	A92F011002081
Chamberlain St. School	Konica Minolta BH4020	A6WD011002742
Chamberlain St. School	Konica Minolta BH558	A9HG011002944
Chamberlain St. School	Konica Minolta BH4020	A6WD011007494
Chamberlain St. School	Konica Minolta BH4020	A6WD011006590
Chamberlain St. School	Konica Minolta BH4020	A6WD011006381
Chamberlain St. School	Konica Minolta BH808	A8KN011003292
Chamberlain St. School	Konica Minolta BH4020	A6WD011000497
Chamberlain St. School	Konica Minolta BH4020	A6WD011000576
Creteau Regional Tech Center	Konica Minolta BHC308	A7PY011018273
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011003875
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011004018
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011002121
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011002565
Creteau Regional Tech Center	Konica Minolta BH558	A9HG011003665
Creteau Regional Tech Center	Konica Minolta BH808	A8KN011003453
Creteau Regional Tech Center	Konica Minolta BH654	A5YN017012190
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011002599

Building	Make/Model	Serial Number
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011002025
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011006735
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011003865
Creteau Regional Tech Center	Konica Minolta BHC3100P	A6DR012104757
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011002131
Creteau Regional Tech Center	Konica Minolta BHC558	A79K011006714
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011002624
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011003857
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011003872
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011003859
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011004027
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011002613
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011002200
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011006720
Creteau Regional Tech Center	Konica Minolta BH558	A9HG011003691
Creteau Regional Tech Center	Konica Minolta BH4020	A6WD011003867
East Rochester School	Konica Minolta BHC3351	A92F011002058
East Rochester School	Konica Minolta BH4020	A6WD011007205
East Rochester School	Konica Minolta BH4020	A6WD011006463
East Rochester School	Konica Minolta BH4020	A6WD011007199
East Rochester School	Konica Minolta BH4020	A6WD011006451
East Rochester School	Konica Minolta BH4020	A6WD011007206
East Rochester School	Konica Minolta BHC3351	A92F011002080
East Rochester School	Konica Minolta BH808	A8KN011003192
East Rochester School	Konica Minolta BH558	A9HG011003935
East Rochester School	Konica Minolta BH808	A8KN011003127
East Rochester School	Konica Minolta BH4020	A6WD011006516
Gonic School	Konica Minolta BH4020	A6WD011000790

Building	Make/Model	Serial Number
Gonic School	Konica Minolta BHC3351	A92F011002150
Gonic School	Konica Minolta BH808	A8KN011003961
Gonic School	Konica Minolta BH654	A5YN017013460
Gonic School	Konica Minolta BH808	A8KN011003794
Gonic School	Konica Minolta BH4020	A6WD011000768
Maple Street School	Konica Minolta BHC3351	A92F011002025
Maple Street School	Konica Minolta BH4020	A6WD011007172
Maple Street School	Konica Minolta BH558	A9HG011003847
Maple Street School	Konica Minolta BH808	A8KN011003430
McClelland School	Konica Minolta BH4020	A6WD011007208
McClelland School	Konica Minolta BH4020	A6WD011007218
McClelland School	Konica Minolta BH4020	A6WD011007173
McClelland School	Konica Minolta BH4020	A6WD011001298
McClelland School	Konica Minolta BH4020	A6WD011007180
McClelland School	Konica Minolta BH4020	A6WD011007216
McClelland School	Konica Minolta BH4020	A6WD011001122
McClelland School	Konica Minolta BH808	A8KN011004206
McClelland School	Konica Minolta BHC3351	A92F011002024
McClelland School	Konica Minolta BH4020	A6WD011007175
McClelland School	Konica Minolta BH4020	A6WD011007207
McClelland School	Konica Minolta BH4020	A6WD011001331
McClelland School	Konica Minolta BH4020	A6WD011001327
McClelland School	Konica Minolta BH808	A8KN011004109
McClelland School	Konica Minolta BH558	A9HG011003843
Nancy Loud School	Konica Minolta BH808	A8KN011003239
Nancy Loud School	Konica Minolta BHC3351	A92F011001989
Nancy Loud School	Konica Minolta BH4020	A6WD011002777
Nancy Loud School	Konica Minolta BH4020	A6WD011000772

Building	Make/Model	Serial Number
Nancy Loud School	Konica Minolta BH4020	A6WD011000737
Nancy Loud School	Konica Minolta BH4020	A6WD011002784
Nancy Loud School	Konica Minolta BH4020	A6WD011002783
Rochester Middle	Konica Minolta BH4020	A6WD011002781
Rochester Middle	Konica Minolta BH4020	A6WD011002898
Rochester Middle	Konica Minolta BH4020	A6WD011002767
Rochester Middle	Konica Minolta BHC3100P	A6DR012105359
Rochester Middle	Konica Minolta BH4020	A6WD011002942
Rochester Middle	Konica Minolta BHC3100P	A6DR012105360
Rochester Middle	Konica Minolta BH4020	A6WD011002764
Rochester Middle	Konica Minolta BH4020	A6WD011002958
Rochester Middle	Konica Minolta BH4020	A6WD011002759
Rochester Middle	Konica Minolta BHC3100P	A6DR012105353
Rochester Middle	Konica Minolta BH4020	A6WD011002782
Rochester Middle	Konica Minolta BHC308	A7PY011018245
Rochester Middle	Konica Minolta BH4020	A6WD011002788
Rochester Middle	Konica Minolta BH4020	A6WD011002949
Rochester Middle	Konica Minolta BH4020	A6WD011002842
Rochester Middle	Konica Minolta BHC3100P	A6DR012105337
Rochester Middle	Konica Minolta BH4020	A6WD011002828
Rochester Middle	Konica Minolta BH4020	A6WD011002753
Rochester Middle	Konica Minolta BHC3100P	A6DR012105335
Rochester Middle	Konica Minolta BH4020	A6WD011005177
Rochester Middle	Konica Minolta BH4020	A6WD011002840
Rochester Middle	Konica Minolta BH4020	A6WD011002926
Rochester Middle	Konica Minolta BH4020	A6WD011002789
Rochester Middle	Konica Minolta BH4020	A6WD011002826
Rochester Middle	Konica Minolta BH654	A5YN017013359

Building	Make/Model	Serial Number
Rochester Middle	Konica Minolta BH4020	A6WD011005292
Rochester Middle	Konica Minolta BH4020	A6WD011002838
Rochester Middle	Konica Minolta BHC3351	A92F011002035
Rochester Middle	Konica Minolta BH4020	A6WD011002799
Rochester Middle	Konica Minolta BH4020	A6WD011002871
Rochester Middle	Konica Minolta BH654	A5YN017013471
Rochester Middle	Konica Minolta BH4020	A6WD011002837
Rochester Middle	Konica Minolta BH808	A8KN011003472
Rochester Middle	Konica Minolta BH808	A8KN011002133
Rochester Middle	Konica Minolta BH808	A8KN011003451
Rochester Middle	Konica Minolta BH808	A8KN011003196
Rochester Middle	Konica Minolta BHC3100P	A6DR012104761
SAU 54	Konica Minolta BH458	A9HH011004000
SAU 54	Konica Minolta BH808	A8KN011003444
SAU 54	Konica Minolta BH4020	A6WD011005287
SAU 54	Konica Minolta BH4020	A6WD011005264
SAU 54	Konica Minolta BH654	A5YN017012195
SAU 54	Konica Minolta BHC3100P	A6DR012105815
SAU 54	Konica Minolta BH4020	A6WD011005260
SAU 54	Konica Minolta BH4020	A6WD011005280
SAU 54	Konica Minolta BH4020	A6WD011005285
SAU 54	Konica Minolta BH4020	A6WD011005176
SAU 54	Konica Minolta BHC308	A7PY011019680
School Street School	Konica Minolta BH654	A5YN017012275
School Street School	Konica Minolta BH654	A5YN017013102
School Street School	Konica Minolta BH4020	A6WD011002792
School Street School	Konica Minolta BHC3351	A92F011002094
Spaulding High	Konica Minolta BH808	A8KN011003426

Building	Make/Model	Serial Number
Spaulding High	Konica Minolta BH4020	A6WD011005198
Spaulding High	Konica Minolta BH4020	A6WD011002889
Spaulding High	Konica Minolta BH4020	A6WD011002746
Spaulding High	Konica Minolta BH4020	A6WD011003031
Spaulding High	Konica Minolta BH4020	A6WD011005214
Spaulding High	Konica Minolta BH308	A9HK011003566
Spaulding High	Konica Minolta BH4020	A6WD011003863
Spaulding High	Konica Minolta BH4020	A6WD011003925
Spaulding High	Konica Minolta BHC458	A79M011011052
Spaulding High	Konica Minolta BH4020	A6WD011004016
Spaulding High	Konica Minolta BH4020	A6WD011003058
Spaulding High	Konica Minolta BH458	A9HH011004020
Spaulding High	Konica Minolta BH4020	A6WD011002787
Spaulding High	Konica Minolta BHC3351	A92F011001741
Spaulding High	Konica Minolta BH808	A8KN011003450
Spaulding High	Konica Minolta BH4020	A6WD011002756
Spaulding High	Konica Minolta BH808	A8KN011003448
Spaulding High	Konica Minolta BH4020	A6WD011004020
Spaulding High	Konica Minolta BH808	A8KN011003433
Spaulding High	Konica Minolta BH4020	A6WD011003045
Spaulding High	Konica Minolta BHC3351	A92F011001736
Spaulding High	Konica Minolta BH4020	A6WD011003092
Spaulding High	Konica Minolta BH4020	A6WD011003064
Spaulding High	Konica Minolta BH4020	A6WD011003026
Spaulding High	Konica Minolta BH4020	A6WD011003101
Spaulding High	Konica Minolta BH4020	A6WD011002761
Spaulding High	Konica Minolta BH4020	A6WD011003028
Spaulding High	Konica Minolta BH558	A9HG011003663

Building	Make/Model	Serial Number
Spaulding High	Konica Minolta BHC558	A79K011006719
Spaulding High	Konica Minolta BHC3100P	A6DT012100842
Spaulding High	Konica Minolta BH808	A8KN011003460
Spaulding High	Konica Minolta BH4020	A6WD011002802
Spaulding High	Konica Minolta BH4020	A6WD011003038
Spaulding High	Konica Minolta BH4020	A6WD011002762
Spaulding High	Konica Minolta BH4020	A6WD011005230
Spaulding High	Konica Minolta BH4020	A6WD011002911
Spaulding High	Konica Minolta BH4020	A6WD011002833
Spaulding High	Konica Minolta BH808	A8KN011003458
Spaulding High	Konica Minolta BH4020	A6WD011002712
Spaulding High	Konica Minolta BH4020	A6WD011002728
Spaulding High	Konica Minolta BH4020	A6WD011002709
Spaulding High	Konica Minolta BH4020	A6WD011002715
Spaulding High	Konica Minolta BH4020	A6WD011002702
Spaulding High	Konica Minolta BH4020	A6WD011003011
Spaulding High	Konica Minolta BH4020	A6WD011002708
Spaulding High	Konica Minolta BH4020	A6WD011002925
Spaulding High	Konica Minolta BH4020	A6WD011005222
Spaulding High	Konica Minolta BH4020	A6WD011002914
Spaulding High	Konica Minolta BH4020	A6WD011002881
Spaulding High	Konica Minolta BH4020	A6WD011002890
Spaulding High	Konica Minolta BH4020	A6WD011002713
Spaulding High	Konica Minolta BH4020	A6WD011002846
Spaulding High	Konica Minolta BH4020	A6WD011003069
Spaulding High	Konica Minolta BH808	A8KN011003483
Spaulding High	Konica Minolta BH4020	A6WD011003033
Spaulding High	Konica Minolta BH4020	A6WD011002795

Building	Make/Model	Serial Number
Spaulding High	Konica Minolta BH4020	A6WD011002809
The Hope Program	Konica Minolta BHC308	A7PY011018218
Tutoring Academy	Konica Minolta BH4020	A6WD011005290
William Allen School	Konica Minolta BH808	A8KN011004367
William Allen School	Konica Minolta BHC3100P	A6DR012105814
William Allen School	Konica Minolta BHC3100P	A6DR012105821
William Allen School	Konica Minolta BH4020	A6WD011002779
William Allen School	Konica Minolta BH808	A8KN011003465
William Allen School	Konica Minolta BH808	A8KN011003477
William Allen School	Konica Minolta BH4020	A6WD011002752
William Allen School	Konica Minolta BHC3351	A92F011002084
William Allen School	Konica Minolta BH4020	A6WD011002836
William Allen School	Konica Minolta BH4020	A6WD011002835

Owned Equipment

Building	Make/Model	Serial Number
Spaulding High	Konica Minolta BH3300P	A63P011000299
Spaulding High	Konica Minolta BH3300P	A63P011000416
Spaulding High	Konica Minolta BH3300P	A63P011000302
Spaulding High	Konica Minolta BH3300P	A63P011000321



Service and Supply Contract - Client

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

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

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

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

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

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

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By: _____

Title: _____

Date: _____

Signature: _____

Named Contracted Vendor: Vendor

Warranty

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

The only exclusions to this Warranty are as follows:

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

AGREED AND ACCEPTED BY:
Vendor

By:

Title:

Date:

Signature: _____

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date:

Signature: _____

StarDoc User Names

Name	User Name
Adam Houghton	houghton.a
Anita Cook	cook.a
Anna Ingram	ingram.a
Brenda Bourgeois	bourgeois.b
Bryan Kelliher	kelliher.b@rochesterschools.com
Christine Hebert	hebert.c
David Yasenchock	yasenchock.d
Deb Brooks	brooks.d@rochesterschools.com
Don Demars	demars.d
Donna Gilbert	gilbert.d@rochesterschools.com
Donna Lacroix	lacroix.d
Donna Martin	martin.d
Elaine Craigie	craigie.e
Elaine Labrie	elabrie
Erin Mahoney	mahoney.e
Gwen Rhodes	rhodes.g
Jennifer Hersom	hersom.j
Justin Roy	roy.j
Kim Perkins	perkins.k
Linda Casey	casey.l
Lynn Allen	allen.l
Mark Campbell	campbell.m
Maryann Tanguay	tanguay.m
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Michelle Halligan-Foley	halliganfoley.m@rochesterschools.com
Michelle Mcalister	mcalister.m
Mike Buonopane	buonopane.m
Mike Hopkins	hopkins.m

Name	User Name
Pam Martin	martin.p
Robin Despins	despins.r@rochesterschools.com
Shirley Greer	greer.s
Tammy Hart	hart.t@rochesterschools.com
Trish Torr	torr.t
Wendi Cormier	cormier.w@rochesterschools.com

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



Benefits of partnering with SPC

Top Benefits to **our CLIENTS**:

1. Cooperative Buying

y 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 9 clients with over 1,100 devices doing more than 2.9 million copies and prints per year. Annually, we purchase approximately 1,100 units running over 10 million prints
- We will ***save you time*** by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.
- We will ***save you frustration***. We manage your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

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

3. Simplified Billing Program

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

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

- A crucial document that extends the life of your equipment, often getting 10 to 15 years of guaranteed performance - lags copying trends within your organization such as over usage
- You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem

6. Vendor Neutral

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

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

***Based on current actual volumes and CPCs, SPC has generated
Annual Savings of more than \$2.5 million for all of our clients.
That translates into Savings of more than \$12 million over five years!***



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you Annually, we purchase approximately 1,100 units running over 10 million prints
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- Additional Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

- Early meter reads.
- Simplified Billing SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STAR Doc 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 4,100 pieces of equipment;
Our relationship with our vendors has never been stronger!