



Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800)750-1538

FY20 Annual Report

Year - End Photocopier Analysis

With projected costs for FY21

Linda Bartlett

NHSAU 54 -Rochester School Dept

150 Wakefield Street Suite #8

Rochester, NH 03867



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

September 2020

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

Skip Tilton
President

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www.spccopypro.com

Dear Linda:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us for the **past 14 years**. We hope we can continue this relationship for many years to come.

This year's Annual Report provides an overview of last year's reprographic equipment usage and status. We recognize that this was an unusual year and that accurate usage may not be fully reflected. However, it is still good to compare and review to see just how the pandemic has impacted usage. Recommendations have still been made to address any potential problem areas and help to avoid needless down time and improve equipment reliability.

Every year we strive to improve or enhance our services to save our clients time, money, and effort. Hopefully you have been able to benefit from these services, and we hope to continue to offer new services. In fact, one new service is the Client Warranty and Relief Fund. A description of this valuable service is provided in this year's report. We are pleased to continue offering all of our services to you at no additional charge.

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

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team



Skip Tilton, President
Billie Jo Tilton, Vice President

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



Jessica Paradis
Accounting Coordinator

Jessica oversees billing, resolving any questions or issues as needed. She is also responsible for setting up lease and purchase transactions.

Alex Webster
Operations & Marketing Manager

Alex oversees STARDoc, FM Audit, and equipment upgrades. He also researches and markets current and new SPC tools and services to existing and potential clients.



Pam Weed
Client-Vendor Relations

Pam helps to maintain a good working relationship between clients and vendors, especially with regard to equipment reliability. She also oversees equipment upgrades and changes, warranty replacements, end-of-year meter collection and billing, and Annual Report scheduling. Pam assists with marketing SPC services to existing and potential clients.

Robert Dutil
Information Technology

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



Jamin Tilton
Operations Support

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

Heidi Tilton
Accounting Support

Heidi handles bookkeeping and billing for both clients and vendors, processing payments, and other office support.



Kelly Fortier
Office Support

Our newest team member, Kelly assists with maintaining service & supply contracts, managing equipment trades, and upgrades, bookkeeping and other general office work.



SPC Timeline

1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Reports

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

2001 Meter Collection

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

2002 Bond Counsel Review

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

2003 Bond Counsel Review of Contracts and Warranties

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

2012 STARDoc and Simplified Billing Developed and Implemented

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

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

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

2015 STARDoc - Mapping Options and Asset Management

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



SPC Timeline

2018 STARDoc - Improved Pinpointing of Budget and Communications

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

2019 STARDoc – Service Histories, Chromebook Bid

- Mandatory annual fleet service history: Provides data on the overall reliability of the fleet.
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.

2020 Mock Bids - Warranty and Relief Fund

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

2021 SPC Roadmap

- Major STARDoc facelift. User interface will be more modern.
- Update Bid Process to simplify bid submission for all of our vendors.
- Five Year Fleet Management (FYFM) - Projects out Five Year costs for all equipment based on current and past usage.

Equipment Health Status

Total Number of Machines: **213**

Total Black Photocopiers:	177
Total Color Photocopiers:	20
Total Black Network Printers:	4
Total Color Network Printers:	12
Total Removed From Service:	0

of Units OFF Warranty: **1**

of Units Approaching End of Warranty: **10**

of Units Overused: **0**

of Units Underused: **0**

Commencement Date: **08/02/2017**

of Annual Payments Left on Lease: **2**

All Warranties and Service Contracts Expire: **06/30/2023**

SPC's FM Audit Print Management Software Loaded: **Yes**

Printer Contract Signed: **Yes**

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

Dear Linda,

Because of the change to remote learning in March, COVID-19 had a direct and significant impact on client budgets. Usage was dramatically affected and resulted in a year-end under usage credit of \$19,617.26. While this may seem like a positive – saving money on reprographic expenses – it has actually put a tremendous burden on the vendors as they are starting off the new fiscal year with a deficit. Combine this with other economic strains for the vendors, SPC is concerned, which is why we have developed the Warranty and Relief Fund (see page 100) to protect our clients.

From what we observe in the service history report, KMBS is responding very quickly when there is a need for service. They are within the bid requirements and the uptime in the district is very high.

Although it may not be time to consider a bid yet, we are keeping an eye on the trends in the industry as we go out to bid every year. There are substantial cost savings to be incurred with a bid. Based on COVID volume (lower than normal), we estimate \$18,916.27 potential color cost savings with your next upgrade over five years.

Sincerely,
Skip

Aging Equipment Summary

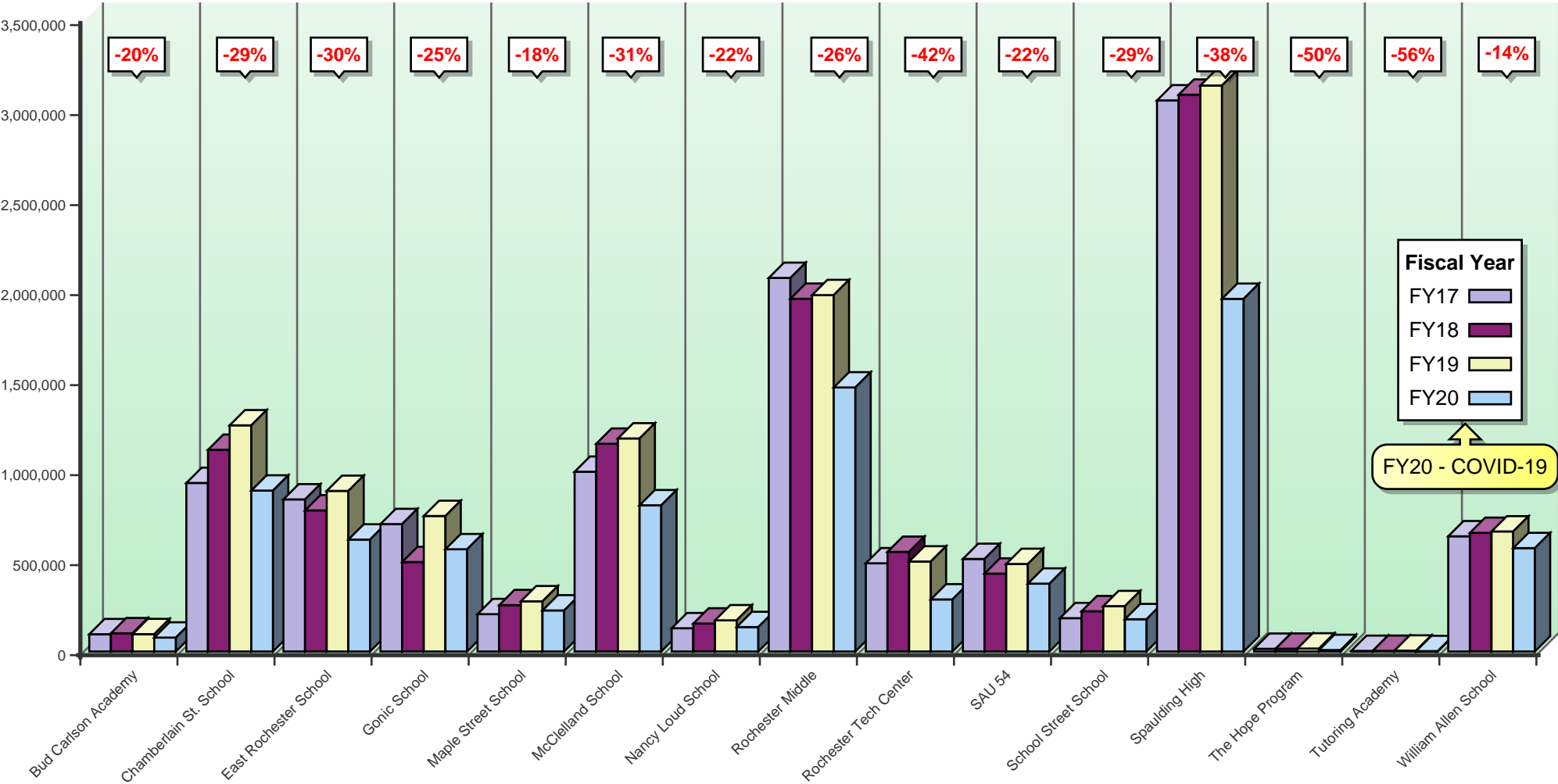
The following equipment is seven or more years from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation, and warranties all become diminished at 10 years from the Date of Introduction. Usage, age, and service history need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

Building	Room	Make/Model	Serial Number	Vendor Name	Intro Date
Gonic School	3rd Floor Hallway	Konica Minolta BH654	A5YN017013460	KMBS	02/01/2013
Rochester Middle	Administration	Konica Minolta BH654	A5YN017013359	KMBS	02/01/2013
Rochester Middle	Guidance Office	Konica Minolta BH654	A5YN017013471	KMBS	02/01/2013
Rochester Tech Center	Teachers' Room Right	Konica Minolta BH654	A5YN017012190	KMBS	02/01/2013
SAU 54	Payroll	Konica Minolta BH40P	A0DX013004205	KMBS	03/01/2008
SAU 54	Special Ed - Reception	Konica Minolta BH654	A5YN017012195	KMBS	02/01/2013
School Street School	Main Office	Konica Minolta BH654	A5YN017013102	KMBS	02/01/2013
School Street School	Teachers' Room 2nd Floor	Konica Minolta BH654	A5YN017012275	KMBS	02/01/2013
Spaulding High	Library - Mobile A	Konica Minolta BH3300P	A63P011000299	KMBS	04/01/2013
Spaulding High	Library - Mobile B	Konica Minolta BH3300P	A63P011000416	KMBS	04/01/2013
Spaulding High	STORAGE	Konica Minolta BH3300P	A63P011000321	KMBS	04/01/2013

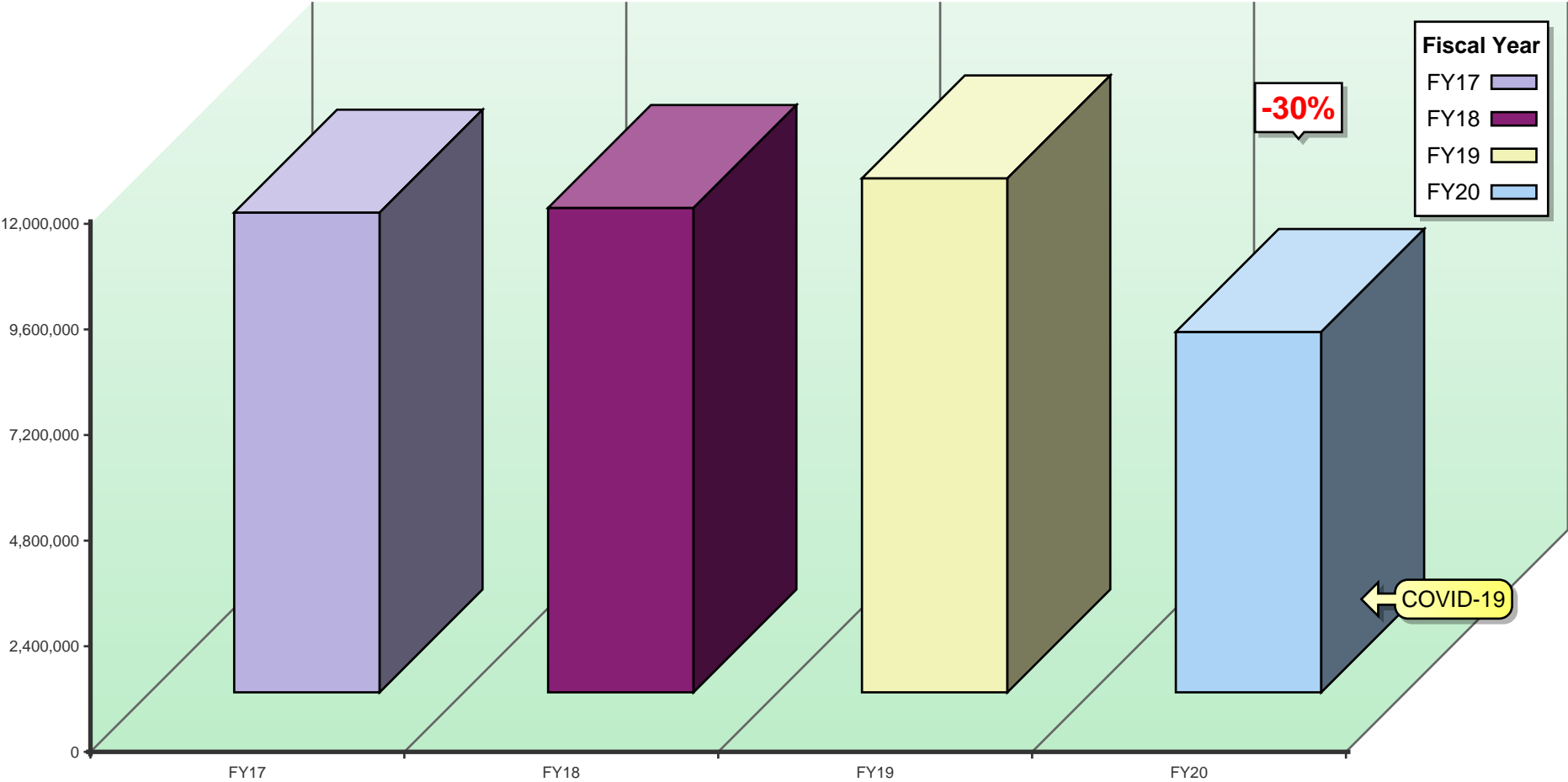
Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
EPSON SC-P9000 Series	VM7E004797	172.30.243.90	2020-01-29 15:52:59
EPSON XP-15000 Series	X46R025088	172.30.129.17	2020-02-23 15:53:36
KONICA-MINOLTA BIZHUB 4700P	FIN-4700P-BusCounter	172.26.240.251	2020-07-16 15:54:04
KONICA-MINOLTA MAGICOLOR 4750	A0VD012002579	172.30.243.78	2020-07-27 15:53:52
TOSHIBA e-STUDIO2500AC	CFBH25669	172.30.128.37	2019-11-06 15:52:55

Annual Black Volume by Location



Annual Black Volume Overall



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

Average Student-to-Copy Usage - Black

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Bud Carlson Academy	82	77,098	\$1,970.45	940	\$24.03
Chamberlain St. School	377	893,709	\$22,819.90	2,371	\$60.53
East Rochester School	246	621,621	\$15,997.98	2,527	\$65.03
Gonic School	218	567,793	\$14,412.50	2,605	\$66.11
Maple Street School	111	227,951	\$5,790.42	2,054	\$52.17
McClelland School	389	812,078	\$20,909.34	2,088	\$53.75
Nancy Loud School	85	135,691	\$3,556.75	1,596	\$41.84
Rochester Middle	919	1,466,629	\$38,065.78	1,596	\$41.42
Rochester Tech Center	0	289,174	\$7,617.75	0	\$0.00
SAU 54	0	376,755	\$9,794.99	0	\$0.00
School Street School	80	179,165	\$4,547.52	2,240	\$56.84
Spaulding High	1284	1,958,998	\$51,066.95	1,526	\$39.77
The Hope Program	0	8,154	\$206.66	0	\$0.00
Tutoring Academy	0	2,083	\$59.21	0	\$0.00
William Allen School	318	574,134	\$14,715.25	1,805	\$46.27
Totals	4,109	8,191,033	\$211,531.46	1,993	\$51.48

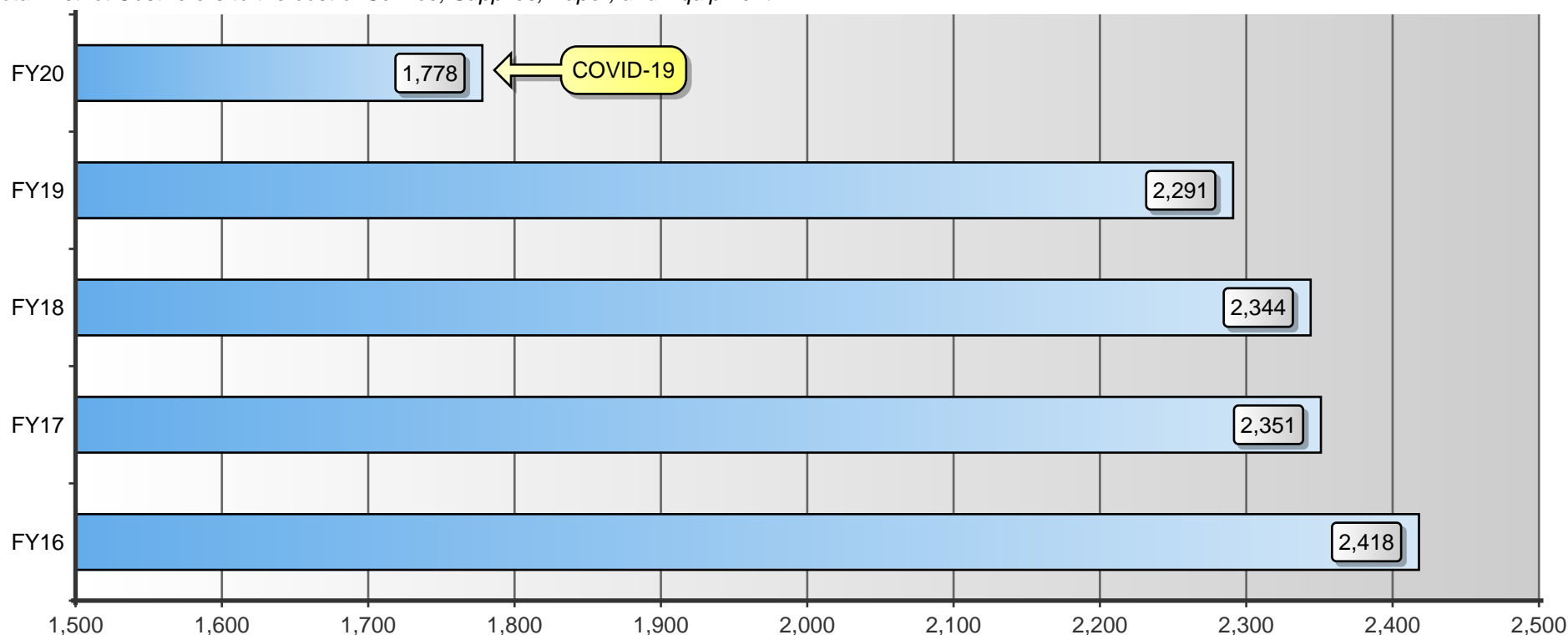
**Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.*

Industry Average Copies per Student - Black

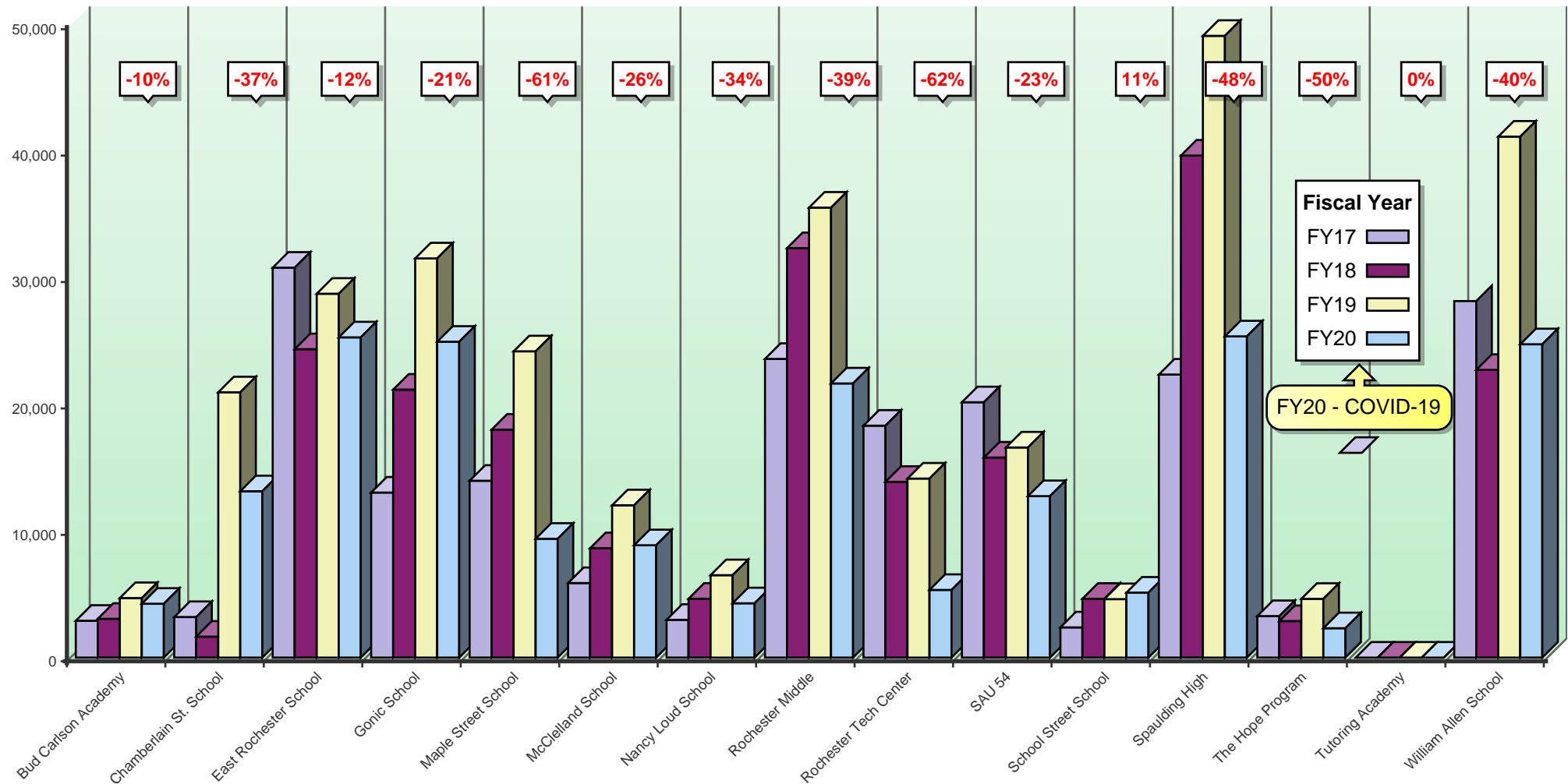
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/Student Populations	74,038	131,634,476	\$3,165,697.18	1,778	\$42.76

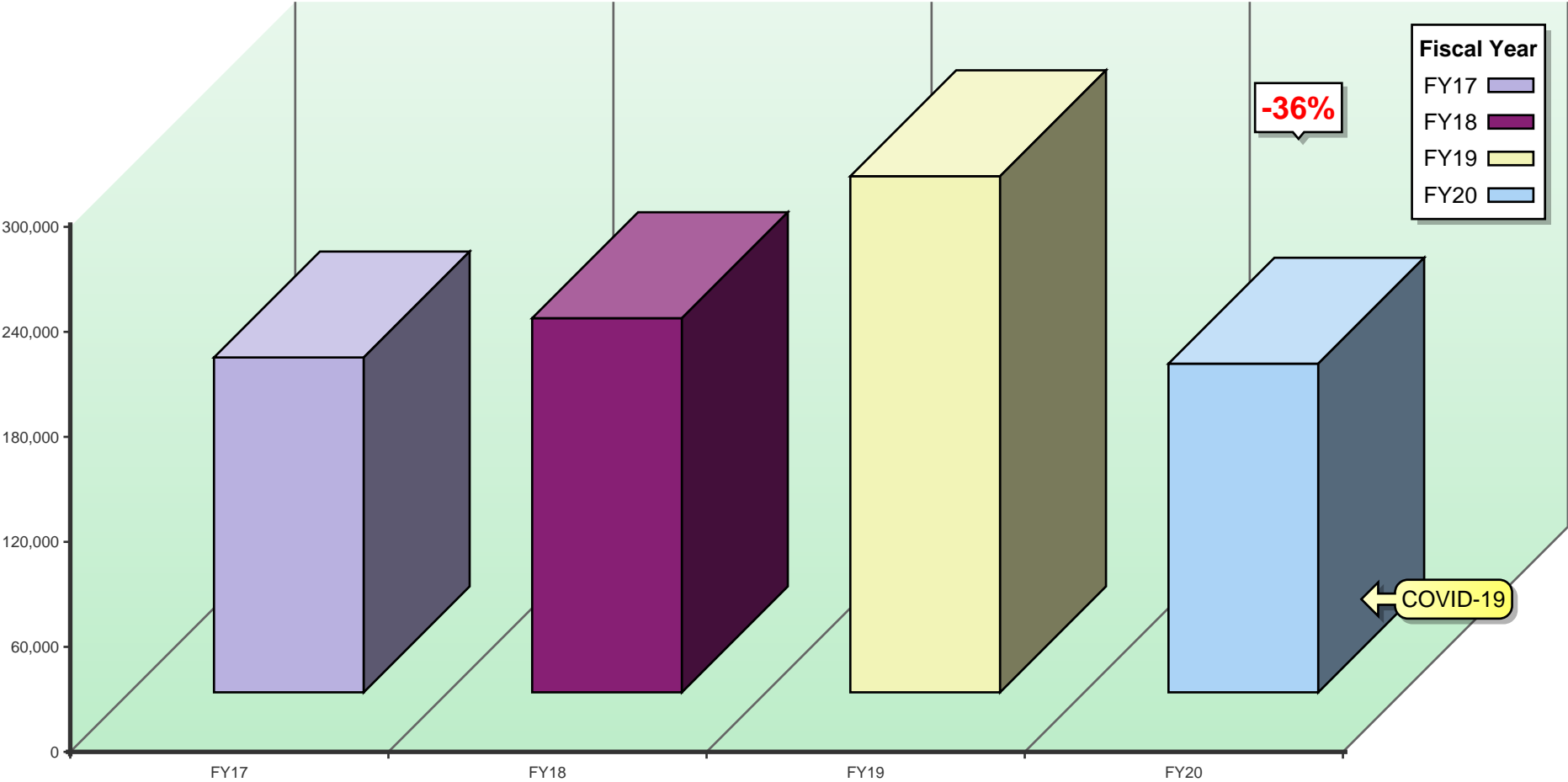
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



Annual Color Volume by Location



Annual Color Volume Overall



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

Average Student-to-Copy Usage - Color

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Bud Carlson Academy	82	4,259	\$251.96	52	\$3.07
Chamberlain St. School	377	13,161	\$778.60	35	\$2.07
East Rochester School	246	25,332	\$1,498.64	103	\$6.09
Gonic School	218	24,986	\$1,478.17	115	\$6.78
Maple Street School	111	9,403	\$556.28	85	\$5.01
McClelland School	389	8,887	\$525.75	23	\$1.35
Nancy Loud School	85	4,298	\$254.27	51	\$2.99
Rochester Middle	919	21,687	\$1,280.01	24	\$1.39
Rochester Tech Center	0	5,353	\$281.44	0	\$0.00
SAU 54	0	12,774	\$671.15	0	\$0.00
School Street School	80	5,141	\$304.14	64	\$3.80
Spaulding High	1284	25,411	\$1,435.19	20	\$1.12
The Hope Program	0	2,324	\$122.10	0	\$0.00

NHSAU 54 - Rochester School Dept

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Tutoring Academy	0	0	\$0.00	0	\$0.00
William Allen School	318	24,787	\$1,466.40	78	\$4.61
Totals	4,109	187,803	\$10,904.12	46	\$2.65

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

Note: STARDoc tool will flag any future high color usage. See page 98 of STARDoc Features. Current industry ratio averages 184 color prints per student per year. Your color volume this year averages 46 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

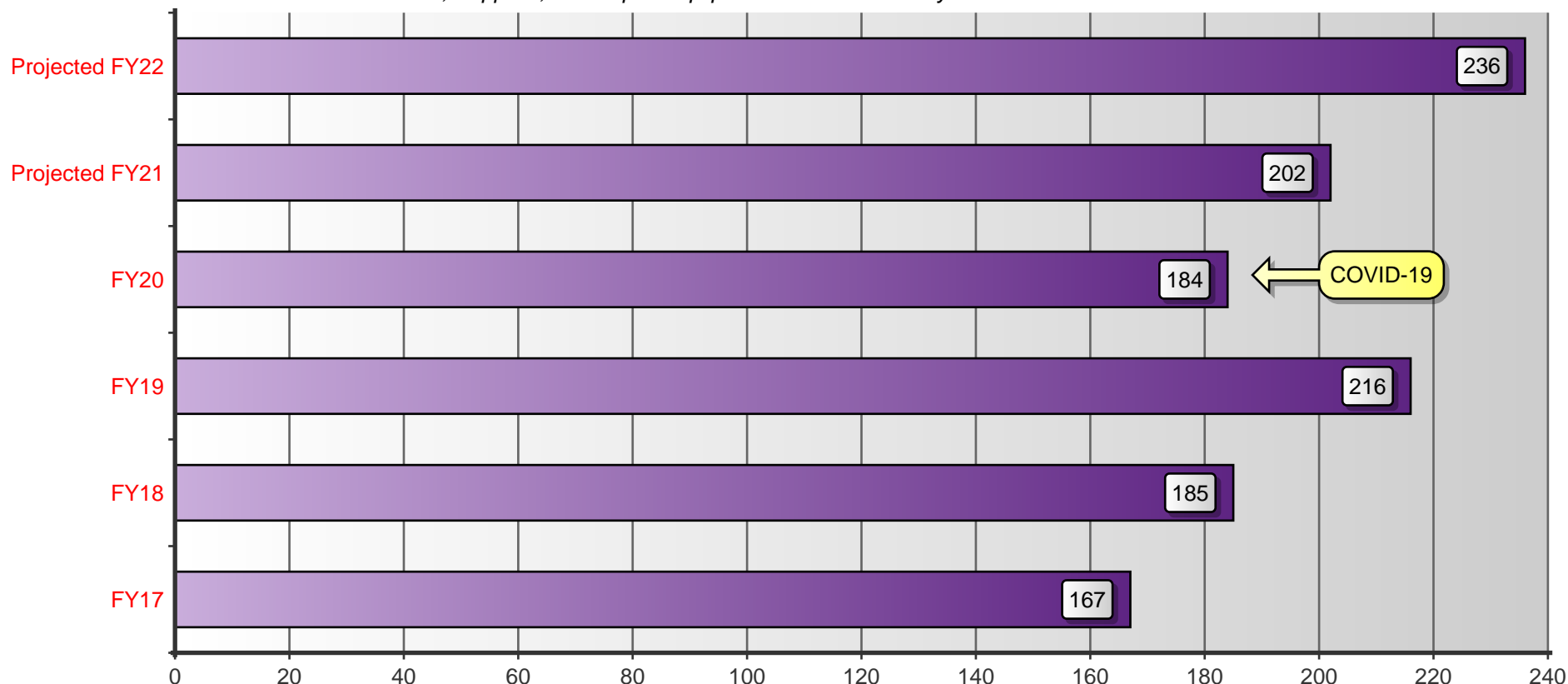
<i>District Wide Black Totals</i>	<i>8,191,033</i>	<i>\$31,440.69</i>
<i>District Wide Color Totals</i>	<i>187,803</i>	<i>\$10,870.94</i>

Industry Average Copies per Student - Color

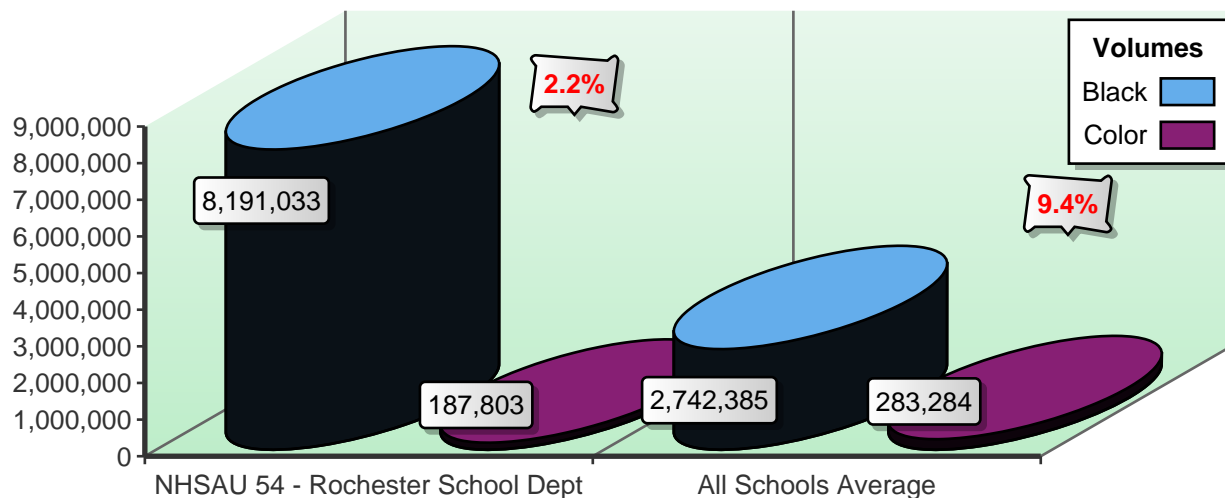
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/Student Populations	74,038	13,597,620	\$725,023.31	184	\$9.79

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



Color-to-Total Volume Comparison



SPC Analysis

COLOR printing is skyrocketing out of control! A five-year study of 83,000 students across the Tri-State region revealed a rapid increase in the K-12 sector. In fact, in FY19, color printing increased by 19%! Of course FY20 was dramatically different because of COVID-19. Therefore, we should assume that color volume will continue to increase unless the proper controls are put in place. Obviously, some color printing is necessary. However, if color printing is not monitored properly, it could blow up your entire printing budget. The best time to financially achieve the color control goal is when you do your next upgrade. For that recommendation, please review the Health Status page.

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

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 08/02/2017

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Bud Carlson Academy					
Main Office					
Konica Minolta BH558 / 55 PPM	174,845	240,755	65,910	\$0.00336	None at this time.
A9HG011002950 / 9464 8032				\$221.46	
3,000,000 / 02/2017	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 207					
Konica Minolta BHC3351 / 35 PPM	16,821	24,839	8,018	\$0.00419	None at this time.
A92F011002044 / 9467 8933				\$33.60	
750,000 / 04/2017	5,707	8,597	2,890	\$0.05898	
Color Laser MFP				\$170.45	
KMBS					
Room 216 Computer Lab					
Konica Minolta BH4020 / 42 PPM	4,621	6,947	2,326	\$0.00643	None at this time.
A6WD011000554 / 9467 6534				\$14.96	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 216 Computer Lab					
Konica Minolta BHC3100P / 32 PPM	1,205	2,049	844	\$0.00643	None at this time.
A6DR012105808 / 9464 8035				\$5.43	
750,000 / 06/2014	2,070	3,439	1,369	\$0.05898	
Color Network Printer				\$80.74	
KMBS					
Subtotal Black			77,098	\$275.44	
Subtotal Color			4,259	\$251.20	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Chamberlain St. School					
Computer Lab					
Konica Minolta BH4020 / 42 PPM	17,188	29,848	12,660	\$0.00643	None at this time.
A6WD011002742 / 9467 6588				\$81.40	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Main Office					
Konica Minolta BHC3351 / 35 PPM	50,199	77,032	26,833	\$0.00419	None at this time.
A92F011002081 / 9467 8936				\$112.43	
750,000 / 04/2017	22,643	35,804	13,161	\$0.05898	
Color Laser MFP				\$776.24	
KMBS					
Room 01					
Konica Minolta BH4020 / 42 PPM	14,733	17,228	2,495	\$0.00643	None at this time.
A6WD011000497 / 9467 6590				\$16.04	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 04 Primary Resource					
Konica Minolta BH558 / 55 PPM	225,638	371,236	145,598	\$0.00336	None at this time.
A9HG011002944 / 9479 2221				\$489.21	
3,000,000 / 02/2017	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 05					
Konica Minolta BH4020 / 42 PPM	31,269	31,730	461	\$0.00643	None at this time.
A6WD011007494 / 9467 6587				\$2.96	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 14					
Konica Minolta BH4020 / 42 PPM	19,304	33,121	13,817	\$0.00643	None at this time.
A6WD011006590 / 9467 2263				\$88.84	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 17					
Konica Minolta BH4020 / 42 PPM	14,711	18,224	3,513	\$0.00643	None at this time.
A6WD011006381 / 9465 0705				\$22.59	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 20 Library					
Konica Minolta BH808 / 80 PPM	535,786	726,629	190,843	\$0.00336	None at this time.
A8KN011003292 / 9467 8902				\$641.23	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 22 Modular					
Konica Minolta BH4020 / 42 PPM	31,173	37,316	6,143	\$0.00643	None at this time.
A6WD011006529 / 9467 6527				\$39.50	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 23 Modular 1st Grade					
Konica Minolta BH4020 / 42 PPM	10,284	12,346	2,062	\$0.00643	None at this time.
A6WD011000542 / 9479 2220				\$13.26	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 24 Modular 2nd Grade					
Konica Minolta BH4020 / 42 PPM	21,215	27,702	6,487	\$0.00643	None at this time.
A6WD011000576 / 9467 6555				\$41.71	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Teachers' Room					
Konica Minolta BH808 / 80 PPM	472,466	641,091	168,625	\$0.00336	None at this time.
A8KN011003959 / 9465 0709				\$566.58	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Teachers' Room					
Konica Minolta BH808 / 80 PPM	932,584	1,246,756	314,172	\$0.00336	None at this time.
A8KN011003821 / 9467 2312				\$1,055.62	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<hr/>					
	Subtotal Black		893,709	\$3,171.38	
	Subtotal Color		13,161	\$776.24	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
East Rochester School					
ERS Reach Program					
Konica Minolta BHC3351 / 35 PPM	3,873	6,011	2,138	\$0.00419	None at this time.
A92F011002080 / 9479 2363				\$8.96	
750,000 / 04/2017	22,404	33,943	11,539	\$0.05898	
Color Laser MFP				\$680.57	
KMBS					
ERS Reach Program					
Konica Minolta BH558 / 55 PPM	208,715	300,183	91,468	\$0.00336	None at this time.
A9HG011003935 / 9467 8923				\$307.33	
3,000,000 / 02/2017	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Lobby A					
Konica Minolta BH808 / 80 PPM	731,452	1,014,560	283,108	\$0.00336	None at this time.
A8KN011003192 / 9467 2245				\$951.24	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Lobby B Inside					
Konica Minolta BH808 / 80 PPM	471,181	620,922	149,741	\$0.00336	None at this time.
A8KN011003127 / 9467 2239				\$503.13	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Main Office					
Konica Minolta BHC3351 / 35 PPM	45,942	68,960	23,018	\$0.00419	None at this time.
A92F011002058 / 9479 2361				\$96.45	
750,000 / 04/2017	30,779	44,572	13,793	\$0.05898	
Color Laser MFP				\$813.51	
KMBS					
Room 101					
Konica Minolta BH4020 / 42 PPM	17,633	20,956	3,323	\$0.00643	None at this time.
A6WD011007205 / 9467 6528				\$21.37	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 108					
Konica Minolta BH4020 / 42 PPM	18,178	22,244	4,066	\$0.00643	None at this time.
A6WD011007206 / 9467 6553				\$26.14	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 120 Library					
Konica Minolta BH4020 / 42 PPM	7,605	8,599	994	\$0.00643	None at this time.
A6WD011006451 / 9467 6529				\$6.39	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 204					
Konica Minolta BH4020 / 42 PPM	52,674	77,547	24,873	\$0.00643	None at this time.
A6WD011006516 / 9467 6552				\$159.93	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 210					
Konica Minolta BH4020 / 42 PPM	80,429	106,379	25,950	\$0.00643	None at this time.
A6WD011006463 / 9479 2219				\$166.86	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 212					
Konica Minolta BH4020 / 42 PPM	38,127	51,069	12,942	\$0.00643	None at this time.
A6WD011007199 / 9467 6532				\$83.22	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
	Subtotal Black		621,621	\$2,331.02	
	Subtotal Color		25,332	\$1,494.08	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Gonic School					
2nd Floor Hallway					
Konica Minolta BH808 / 80 PPM	462,674	741,027	278,353	\$0.00336	None at this time.
A8KN011003961 / 9467 2262				\$935.27	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
3rd Floor Hallway					
Konica Minolta BH654 / 65 PPM	418,748	547,254	128,506	\$0.00336	7 years from Intro.
A5YN017013460 / 9467 8883				\$431.78	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Main Office					
Konica Minolta BH808 / 80 PPM	295,230	437,819	142,589	\$0.00336	None at this time.
A8KN011003794 / 9467 2311				\$479.10	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Main Office					
Konica Minolta BHC3351 / 35 PPM	32,770	48,159	15,389	\$0.00419	None at this time.
A92F011002150 / 9467 8937				\$64.48	
750,000 / 04/2017	52,779	77,765	24,986	\$0.05898	
Color Laser MFP				\$1,473.67	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 102B - Nurse's Office					
Konica Minolta BH4020 / 42 PPM	1,667	2,248	581	\$0.00643	None at this time.
A6WD011000790 / 9465 0710				\$3.74	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 203 Computer Lab					
Konica Minolta BH4020 / 42 PPM	14,790	17,165	2,375	\$0.00643	None at this time.
A6WD011002781 / 9489 2052				\$15.27	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Subtotal Black			567,793	\$1,929.63	
Subtotal Color			24,986	\$1,473.67	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Maple Street School					
Library Hallway					
Konica Minolta BH808 / 80 PPM	325,845	449,746	123,901	\$0.00336	None at this time.
A8KN011003430 / 9467 8864				\$416.31	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 101 Teachers' Lounge					
Konica Minolta BH558 / 55 PPM	157,927	254,160	96,233	\$0.00336	None at this time.
A9HG011003847 / 9467 8920				\$323.34	
3,000,000 / 02/2017	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 107 Library					
Konica Minolta BHC3351 / 35 PPM	20,631	25,535	4,904	\$0.00419	None at this time.
A92F011002025 / 9379 2364				\$20.55	
750,000 / 04/2017	42,262	51,665	9,403	\$0.05898	
Color Laser MFP				\$554.59	
KMBS					
Room 201					
Konica Minolta BH4020 / 42 PPM	31,711	34,624	2,913	\$0.00643	None at this time.
A6WD011007172 / 9465 0708				\$18.73	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Subtotal Black			227,951	\$778.93	
Subtotal Color			9,403	\$554.59	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
McClelland School					
2nd Floor Hallway					
Konica Minolta BH558 / 55 PPM	225,747	323,342	97,595	\$0.00336	None at this time.
A9HG011003843 / 9467 8921				\$327.92	
3,000,000 / 02/2017	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Computer Lab					
Konica Minolta BH4020 / 42 PPM	58,372	81,311	22,939	\$0.00643	None at this time.
A6WD011007180 / 9489 2023				\$147.50	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Main Office					
Konica Minolta BHC3351 / 35 PPM	41,497	74,593	33,096	\$0.00419	None at this time.
A92F011002024 / 9467 8929				\$138.67	
750,000 / 04/2017	20,702	29,589	8,887	\$0.05898	
Color Laser MFP				\$524.16	
KMBS					
Nurse's Office					
Konica Minolta BH4020 / 42 PPM	14,046	18,194	4,148	\$0.00643	None at this time.
A6WD011007175 / 9479 2216				\$26.67	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 08					
Konica Minolta BH4020 / 42 PPM	45,637	61,631	15,994	\$0.00643	None at this time.
A6WD011001331 / 9479 2215				\$102.84	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 1					
Konica Minolta BH4020 / 42 PPM	28,098	40,974	12,876	\$0.00643	None at this time.
A6WD011007186 /				\$82.79	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 12					
Konica Minolta BH4020 / 42 PPM	27,056	34,763	7,707	\$0.00643	None at this time.
A6WD011007218 / 9489 2024				\$49.56	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 13					
Konica Minolta BH4020 / 42 PPM	25,566	30,303	4,737	\$0.00643	None at this time.
A6WD011001327 / 9489 2069				\$30.46	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 17 Copy Room Left					
Konica Minolta BH808 / 80 PPM	961,553	1,292,252	330,699	\$0.00336	None at this time.
A8KN011004206 / 9467 2339				\$1,111.15	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 17 Copy Room Right					
Konica Minolta BH808 / 80 PPM	796,745	1,050,067	253,322	\$0.00336	None at this time.
A8KN011004109 / 9467 2341				\$851.16	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 18					
Konica Minolta BH4020 / 42 PPM	13,742	20,523	6,781	\$0.00643	None at this time.
A6WD011001122 / 9489 5664				\$43.60	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 19					
Konica Minolta BH4020 / 42 PPM	28,402	35,813	7,411	\$0.00643	None at this time.
A6WD011001298 / 9489 2081				\$47.65	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 24					
Konica Minolta BH4020 / 42 PPM	26,019	30,453	4,434	\$0.00643	None at this time.
A6WD011007216 / 9489 2074				\$28.51	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 28					
Konica Minolta BH4020 / 42 PPM	8,063	12,199	4,136	\$0.00643	None at this time.
A6WD011007207 / 9489 2075				\$26.59	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 29					
Konica Minolta BH4020 / 42 PPM	11,335	14,364	3,029	\$0.00643	None at this time.
A6WD011007173 / 9489 2079				\$19.48	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 45					
Konica Minolta BH4020 / 42 PPM	25,547	28,721	3,174	\$0.00643	None at this time.
A6WD011007208 / 9489 2076				\$20.41	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
	Subtotal Black		812,078	\$3,054.97	
	Subtotal Color		8,887	\$524.16	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Nancy Loud School					
1st Grade Classroom					
Konica Minolta BH4020 / 42 PPM	24,596	33,819	9,223	\$0.00643	None at this time.
A6WD011002777 / 9489 2078				\$59.30	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
2nd Floor Hallway					
Konica Minolta BHC3351 / 35 PPM	31,083	48,869	17,786	\$0.00419	None at this time.
A92F011001989 / 9467 8932				\$74.52	
750,000 / 04/2017	11,178	15,476	4,298	\$0.05898	
Color Laser MFP				\$253.50	
KMBS					
3rd Grade 1st Floor					
Konica Minolta BH4020 / 42 PPM	16,189	20,765	4,576	\$0.00643	None at this time.
A6WD011000737 / 9467 6533				\$29.42	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
4th Grade Classroom					
Konica Minolta BH4020 / 42 PPM	14,319	20,050	5,731	\$0.00643	None at this time.
A6WD011000772 / 9489 2076				\$36.85	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Basement					
Konica Minolta BH4020 / 42 PPM	59	133	74	\$0.00643	None at this time.
A6WD011002783 / 9479 2214				\$0.48	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Kindergarten 1st Floor					
Konica Minolta BH4020 / 42 PPM	34,285	48,097	13,812	\$0.00643	None at this time.
A6WD011002784 / 9489 2077				\$88.81	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Main Office					
Konica Minolta BH808 / 80 PPM	207,790	292,279	84,489	\$0.00336	None at this time.
A8KN011003239 / 9468 8211				\$283.88	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
	Subtotal Black		135,691	\$573.27	
	Subtotal Color		4,298	\$253.50	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Middle					
Administration					
Konica Minolta BH654 / 65 PPM	214,566	268,166	53,600	\$0.00336	7 years from Intro.
A5YN017013359 / 9467 8919				\$180.10	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Girls' Locker Room					
Konica Minolta BH4020 / 42 PPM	3,180	4,236	1,056	\$0.00643	None at this time.
A6WD011002871 / 9467 8979				\$6.79	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Guidance Office					
Konica Minolta BH654 / 65 PPM	153,085	207,133	54,048	\$0.00336	7 years from Intro.
A5YN017013471 / 9467 8892				\$181.60	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Library					
Konica Minolta BHC308 / 30 PPM	72,206	86,092	13,886	\$0.00336	None at this time.
A7PY011018245 / 9479 2347				\$46.66	
750,000 / 06/2016	2,695	3,147	452	\$0.05238	
Color Photocopier				\$23.68	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Library					
Konica Minolta BH4020 / 42 PPM	13,801	20,466	6,665	\$0.00643	None at this time.
A6WD011002799 / 9489 2005				\$42.86	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Main Office					
Konica Minolta BH4020 / 42 PPM	14,589	25,457	10,868	\$0.00643	None at this time.
A6WD011002837 / 9489 2048				\$69.88	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Main Office					
Konica Minolta BHC3351 / 35 PPM	40,861	55,301	14,440	\$0.00419	None at this time.
A92F011002035 / 9489 2038				\$60.50	
750,000 / 04/2017	24,165	31,060	6,895	\$0.05898	
Color Laser MFP				\$406.67	
KMBS					
Music Room					
Konica Minolta BH4020 / 42 PPM	66,898	84,486	17,588	\$0.00643	None at this time.
A6WD011002838 / 9467 8977				\$113.09	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Nurse's Office					
Konica Minolta BH4020 / 42 PPM	22,126	30,485	8,359	\$0.00643	None at this time.
A6WD011002788 / 9489 2046				\$53.75	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 110 A Wing					
Konica Minolta BH4020 / 42 PPM	38,393	52,305	13,912	\$0.00643	None at this time.
A6WD011002789 / 9467 8978				\$89.45	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 116					
Konica Minolta BH4020 / 42 PPM	21,911	31,666	9,755	\$0.00643	None at this time.
A6WD011002826 / 9489 2050				\$62.72	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 120 B Wing					
Konica Minolta BH4020 / 42 PPM	56,769	74,504	17,735	\$0.00643	None at this time.
A6WD011005177 / 9489 2047				\$114.04	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 131 C Wing					
Konica Minolta BH4020 / 42 PPM	20,241	27,351	7,110	\$0.00643	None at this time.
A6WD011002840 / 9467 8985				\$45.72	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 134					
Konica Minolta BHC3100P / 32 PPM	249	252	3	\$0.00643	None at this time.
A6DR012105335 / 9467 1562				\$0.02	
750,000 / 06/2014	500	511	11	\$0.05898	
Color Network Printer				\$0.65	
KMBS					
Room 136					
Konica Minolta BH4020 / 42 PPM	56,179	69,485	13,306	\$0.00643	None at this time.
A6WD011002753 / 9489 2051				\$85.56	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 144					
Konica Minolta BHC3100P / 32 PPM	4,775	10,929	6,154	\$0.00643	None at this time.
A6DR012105337 / 9467 1565				\$39.57	
750,000 / 06/2014	2,467	5,877	3,410	\$0.05898	
Color Network Printer				\$201.12	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 146					
Konica Minolta BH4020 / 42 PPM	50,974	75,662	24,688	\$0.00643	None at this time.
A6WD011002828 / 9489 2054				\$158.74	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 147 CIC					
Konica Minolta BH4020 / 42 PPM	4,628	6,523	1,895	\$0.00643	None at this time.
A6WD011002962 / 9468 8198				\$12.18	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 152					
Konica Minolta BH4020 / 42 PPM	20,856	27,223	6,367	\$0.00643	None at this time.
A6WD011002842 / 9467 6589				\$40.94	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 153					
Konica Minolta BHC3100P / 32 PPM	2,757	3,708	951	\$0.00643	None at this time.
A6DR012105359 / 9467 1563				\$6.11	
750,000 / 06/2014	7,014	7,822	808	\$0.05898	
Color Network Printer				\$47.66	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 173					
Konica Minolta BH4020 / 42 PPM	43,001	67,260	24,259	\$0.00643	None at this time.
A6WD011002942 / 9489 2053				\$155.99	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 175					
Konica Minolta BH4020 / 42 PPM	38,352	49,503	11,151	\$0.00643	None at this time.
A6WD011000768 / 9465 0707				\$71.70	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 213					
Konica Minolta BH4020 / 42 PPM	41,779	59,388	17,609	\$0.00643	None at this time.
A6WD011002898 / 9467 8981				\$113.23	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 216					
Konica Minolta BH4020 / 42 PPM	38,820	58,492	19,672	\$0.00643	None at this time.
A6WD011002767 / 9489 2088				\$126.49	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 222					
Konica Minolta BH4020 / 42 PPM	3,337	3,652	315	\$0.00643	None at this time.
A6WD011002958 / 9489 2049				\$2.03	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 224					
Konica Minolta BH4020 / 42 PPM	38,531	61,517	22,986	\$0.00643	None at this time.
A6WD011002764 / 9467 8980				\$147.80	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 231					
Konica Minolta BHC3100P / 32 PPM	3,285	4,782	1,497	\$0.00643	None at this time.
A6DR012105353 / 9467 1598				\$9.63	
750,000 / 06/2014	2,024	2,674	650	\$0.05898	
Color Network Printer				\$38.34	
KMBS					
Room 232					
Konica Minolta BH4020 / 42 PPM	16,453	19,741	3,288	\$0.00643	None at this time.
A6WD011002759 / 9467 8976				\$21.14	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 238					
Konica Minolta BH4020 / 42 PPM	25,986	36,429	10,443	\$0.00643	None at this time.
A6WD011002782 / 9489 2045				\$67.15	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 240					
Konica Minolta BH4020 / 42 PPM	21,634	32,034	10,400	\$0.00643	None at this time.
A6WD011005292 / 9467 6591				\$66.87	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 242					
Konica Minolta BHC3100P / 32 PPM	7,975	9,954	1,979	\$0.00643	None at this time.
A6DR012105360 / 9467 1600				\$12.72	
750,000 / 06/2014	23,538	29,223	5,685	\$0.05898	
Color Network Printer				\$335.30	
KMBS					
Room 244					
Konica Minolta BHC3100P / 32 PPM	2,237	4,677	2,440	\$0.00643	None at this time.
A6DR012104761 / 9489 2007				\$15.69	
750,000 / 06/2014	5,583	9,359	3,776	\$0.05898	
Color Network Printer				\$222.71	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 250					
Konica Minolta BH4020 / 42 PPM	54,560	68,579	14,019	\$0.00643	None at this time.
A6WD011002949 / 9489 2087				\$90.14	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 251 Teachers' Lounge					
Konica Minolta BH808 / 80 PPM	835,947	1,090,484	254,537	\$0.00336	None at this time.
A8KN011002133 / 9479 2332				\$855.24	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 251 Teachers' Lounge					
Konica Minolta BH808 / 80 PPM	728,024	1,083,671	355,647	\$0.00336	None at this time.
A8KN011003451 / 8702 4891				\$1,194.97	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 251 Teachers' Lounge					
Konica Minolta BH808 / 80 PPM	1,075,346	1,453,838	378,492	\$0.00336	None at this time.
A8KN011003196 / 8702 4892				\$1,271.73	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Special Ed Office					
Konica Minolta BH808 / 80 PPM	108,198	163,707	55,509	\$0.00336	None at this time.
A8KN011003472 / 9467 2241				\$186.51	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
	Subtotal Black		1,466,629	\$5,819.32	
	Subtotal Color		21,687	\$1,276.12	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Tech Center					
CIC Office					
Konica Minolta BHC3100P / 32 PPM	0	84	84	\$0.00643	None at this time.
A6DR012105815 /				\$0.54	
750,000 / 06/2014	0	29	29	\$0.05898	
Color Network Printer				\$1.71	
KMBS					
CIC Tech/Server Room					
Konica Minolta BH4020 / 42 PPM	12,239	19,004	6,765	\$0.00643	None at this time.
A6WD011002624 / 9342 4932				\$43.50	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Conference Room					
Konica Minolta BHC3100P / 32 PPM	389	2,063	1,674	\$0.00643	None at this time.
A6DR012104757 / 8702 4982				\$10.76	
750,000 / 06/2014	3,355	3,355	0	\$0.05898	
Color Network Printer				\$0.00	
KMBS					
Graphics Lab					
Konica Minolta BHC558 / 55 PPM	9,003	11,622	2,619	\$0.00336	None at this time.
A79K011006714 / 9467 2247				\$8.80	
3,000,000 / 02/2017	10,181	14,333	4,152	\$0.05238	
Color Photocopier				\$217.48	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 105 Horticulture					
Konica Minolta BH4020 / 42 PPM	3,662	5,656	1,994	\$0.00643	None at this time.
A6WD011003872 / 9468 8185				\$12.82	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 120					
Konica Minolta BH4020 / 42 PPM	7,709	10,465	2,756	\$0.00643	None at this time.
A6WD011002025 / 9342 4933				\$17.72	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 125 HVAC					
Konica Minolta BH4020 / 42 PPM	10,582	12,697	2,115	\$0.00643	None at this time.
A6WD011003859 / 9468 8187				\$13.60	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 130 ESL Office					
Konica Minolta BH4020 / 42 PPM	32,943	39,155	6,212	\$0.00643	None at this time.
A6WD011003865 / 9468 8184				\$39.94	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 135 Machine Shop Office					
Konica Minolta BH4020 / 42 PPM	13,008	15,542	2,534	\$0.00643	None at this time.
A6WD011004027 / 9468 8186				\$16.29	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 140 Photography					
Konica Minolta BHC308 / 30 PPM	12,337	15,474	3,137	\$0.00336	None at this time.
A7PY011018273 / 9467 8856				\$10.54	
750,000 / 06/2016	14,533	15,705	1,172	\$0.05238	
Color Photocopier				\$61.39	
KMBS					
Room 150 Drafting					
Konica Minolta BH4020 / 42 PPM	2,728	3,746	1,018	\$0.00643	None at this time.
A6WD011002613 / 8702 4980				\$6.55	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 155					
Konica Minolta BH4020 / 42 PPM	16,867	19,198	2,331	\$0.00643	None at this time.
A6WD011002599 / 9342 4937				\$14.99	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 165 Early Childhood					
Konica Minolta BH4020 / 42 PPM	29,371	40,744	11,373	\$0.00643	None at this time.
A6WD011002200 / 8702 4981				\$73.13	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 200 Health Science					
Konica Minolta BH4020 / 42 PPM	25,112	33,721	8,609	\$0.00643	None at this time.
A6WD011003867 / 9468 8183				\$55.36	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 205 Café					
Konica Minolta BH4020 / 42 PPM	10,162	13,544	3,382	\$0.00643	None at this time.
A6WD011006720 / 9468 8210				\$21.75	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 220					
Konica Minolta BH558 / 55 PPM	177,699	226,937	49,238	\$0.00336	None at this time.
A9HG011003691 / 9467 8874				\$165.44	
3,000,000 / 02/2017	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 225 Support Center					
Konica Minolta BH4020 / 42 PPM	12,242	13,528	1,286	\$0.00643	None at this time.
A6WD011003857 / 9468 8209				\$8.27	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 230					
Konica Minolta BH4020 / 42 PPM	22,485	29,407	6,922	\$0.00643	None at this time.
A6WD011002131 / 8702 4979				\$44.51	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 235 Math & Marketing					
Konica Minolta BH4020 / 42 PPM	15,508	22,860	7,352	\$0.00643	None at this time.
A6WD011003875 / 9468 8188				\$47.27	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 245					
Konica Minolta BH4020 / 42 PPM	13,878	18,473	4,595	\$0.00643	None at this time.
A6WD011006735 / 9468 8192				\$29.55	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 250 Special Ed					
Konica Minolta BH4020 / 42 PPM	16,929	23,279	6,350	\$0.00643	None at this time.
A6WD011004018 / 9468 8193				\$40.83	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 255					
Konica Minolta BH4020 / 42 PPM	25,726	36,193	10,467	\$0.00643	None at this time.
A6WD011002565 / 9468 8189				\$67.30	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 265					
Konica Minolta BH4020 / 42 PPM	16,345	22,255	5,910	\$0.00643	None at this time.
A6WD011002121 / 9468 8190				\$38.00	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 300					
Konica Minolta BH558 / 55 PPM	245,714	324,727	79,013	\$0.00336	None at this time.
A9HG011003665 / 9479 2331				\$265.48	
3,000,000 / 02/2017	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Teachers' Room Left					
Konica Minolta BH808 / 80 PPM	248,359	299,820	51,461	\$0.00336	None at this time.
A8KN011003453 / 9467 8859				\$172.91	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Teachers' Room Right					
Konica Minolta BH654 / 65 PPM	72,175	82,152	9,977	\$0.00336	7 years from Intro.
A5YN017012190 / 9467 8857				\$33.52	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
	Subtotal Black		289,174	\$1,259.37	
	Subtotal Color		5,353	\$280.58	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU 54					
Assessor's Office					
Konica Minolta BH4020 / 42 PPM	47,978	58,464	10,486	\$0.00643	None at this time.
A6WD011005285 / 9464 8036				\$67.42	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Facilities Office					
Konica Minolta BH4020 / 42 PPM	22,051	31,712	9,661	\$0.00643	None at this time.
A6WD011005176 / 9479 2211				\$62.12	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Hall					
Konica Minolta BH4020 / 42 PPM	57,013	85,972	28,959	\$0.00643	None at this time.
A6WD011005287 / 9467 6535				\$186.21	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Main Office					
Konica Minolta BH808 / 80 PPM	336,196	439,732	103,536	\$0.00336	None at this time.
A8KN011003444 / 9467 8868				\$347.88	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Main Office Hall					
Konica Minolta BHC308 / 30 PPM	45,932	67,019	21,087	\$0.00336	None at this time.
A7PY011019680 / 9467 8884				\$70.85	
750,000 / 06/2016	32,451	45,225	12,774	\$0.05238	
Color Photocopier				\$669.10	
KMBS					
Payroll					
Konica Minolta BH458 / 45 PPM	84,541	132,988	48,447	\$0.00336	None at this time.
A9HH011004000 / 9467 8900				\$162.78	
1,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Payroll					
Konica Minolta BH40P / 45 PPM	38,932	61,197	22,265	\$0.00643	12 years from Intro.
A0DX013004205 / 9489 2086				\$143.16	
1,000,000 / 03/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Special Ed - Pupil Services					
Konica Minolta BH4020 / 42 PPM	10,337	17,849	7,512	\$0.00643	None at this time.
A6WD011005264 / 9464 8033				\$48.30	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Special Ed - Reception					
Konica Minolta BH654 / 65 PPM	275,777	399,527	123,750	\$0.00336	7 years from Intro.
A5YN017012195 / 9479 2355				\$415.80	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Unknown					
Konica Minolta BH4020 / 42 PPM	0	1,052	1,052	\$0.00643	None at this time.
A6WD011005280 /				\$6.76	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Subtotal Black			376,755	\$1,511.30	
Subtotal Color			12,774	\$669.10	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
School Street School					
Library					
Konica Minolta BH4020 / 42 PPM	4,131	5,838	1,707	\$0.00643	None at this time.
A6WD011002792 / 9467 8922				\$10.98	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Main Office					
Konica Minolta BH654 / 65 PPM	305,404	435,932	130,528	\$0.00336	7 years from Intro.
A5YN017013102 / 9467 8034				\$438.57	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Teachers' Room 2nd Floor					
Konica Minolta BHC3351 / 35 PPM	5,526	7,156	1,630	\$0.00419	None at this time.
A92F011002094 / 9467 8928				\$6.83	
750,000 / 04/2017	9,277	14,418	5,141	\$0.05898	
Color Laser MFP				\$303.22	
KMBS					
Teachers' Room 2nd Floor					
Konica Minolta BH654 / 65 PPM	160,265	205,565	45,300	\$0.00336	7 years from Intro.
A5YN017012275 / 9479 2349				\$152.21	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotal Black			179,165	\$608.59	
Subtotal Color			5,141	\$303.22	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Spaulding High					
Assistant Principal (Angela)					
Konica Minolta BH4020 / 42 PPM	3,151	5,618	2,467	\$0.00643	None at this time.
A6WD011002761 / 9468 8195				\$15.86	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Athletic Department					
Konica Minolta BHC3351 / 35 PPM	25,159	33,493	8,334	\$0.00419	None at this time.
A92F011001741 / 9479 2321				\$34.92	
750,000 / 04/2017	15,145	19,973	4,828	\$0.05898	
Color Laser MFP				\$284.76	
KMBS					
Data Office					
Konica Minolta BH4020 / 42 PPM	4,048	6,340	2,292	\$0.00643	None at this time.
A6WD011002756 / 9468 8194				\$14.74	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Grierson Left Wall					
Konica Minolta BH808 / 80 PPM	1,019,423	1,270,582	251,159	\$0.00336	None at this time.
A8KN011003450 / 9468 8212				\$843.89	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Grierson Left Window					
Konica Minolta BH808 / 80 PPM	770,798	948,809	178,011	\$0.00336	None at this time.
A8KN011003448 / 9479 2319				\$598.12	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Grierson Right Wall					
Konica Minolta BH808 / 80 PPM	953,087	1,252,947	299,860	\$0.00336	None at this time.
A8KN011003460 / 9467 2229				\$1,007.53	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Grierson Right Window					
Konica Minolta BH808 / 80 PPM	486,578	657,418	170,840	\$0.00336	None at this time.
A8KN011003433 / 9479 2320				\$574.02	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Guidance Office					
Konica Minolta BH4020 / 42 PPM	8,737	11,239	2,502	\$0.00643	None at this time.
A6WD011005214 / 9468 8196				\$16.09	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Guidance Office					
Konica Minolta BHC3100P / 32 PPM	24,433	31,901	7,468	\$0.00643	None at this time.
A6DT012100842 / 9468 8219				\$48.02	
750,000 / 06/2014	8,774	10,753	1,979	\$0.05898	
Color Network Printer				\$116.72	
KMBS					
Guidance Office					
Konica Minolta BHC458 / 45 PPM	85,055	126,121	41,066	\$0.00336	None at this time.
A79M011011052 / 9467 8860				\$137.98	
1,000,000 / 08/2016	7,974	10,773	2,799	\$0.05238	
Color Photocopier				\$146.61	
KMBS					
Justin Roy's Office					
Konica Minolta BH4020 / 42 PPM	0	918	918	\$0.00643	None at this time.
A6WD011005281 / 8702 4996				\$5.90	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Library					
Konica Minolta BH458 / 45 PPM	67,546	85,006	17,460	\$0.00336	None at this time.
A9HH011004020 / 9479 2316				\$58.67	
1,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Library - Mobile A					
Konica Minolta BH3300P / 35 PPM	13,398	13,398	0	\$0.00643	7 years from Intro.
A63P011000299 / 8802 1522				\$0.00	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Library - Mobile B					
Konica Minolta BH3300P / 35 PPM	9,770	10,203	433	\$0.00643	7 years from Intro.
A63P011000416 / 8802 1520				\$2.78	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Lunch Room					
Konica Minolta BH558 / 55 PPM	168,767	219,691	50,924	\$0.00336	None at this time.
A9HG011003663 / 9467 2231				\$171.10	
3,000,000 / 02/2017	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Main Office					
Konica Minolta BHC558 / 55 PPM	188,069	267,295	79,226	\$0.00336	None at this time.
A79K011006719 / 9467 8858				\$266.20	
3,000,000 / 02/2017	31,238	38,729	7,491	\$0.05238	
Color Photocopier				\$392.38	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Main Office Assistant Principal					
Konica Minolta BH4020 / 42 PPM	9,399	13,223	3,824	\$0.00643	None at this time.
A6WD011003028 / 9468 8172				\$24.59	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Math Learning Lab					
Konica Minolta BH4020 / 42 PPM	49,534	65,217	15,683	\$0.00643	None at this time.
A6WD011003026 / 9489 2043				\$100.84	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Men's Coaches' Office					
Konica Minolta BH4020 / 42 PPM	6,463	10,122	3,659	\$0.00643	None at this time.
A6WD011003101 / 9489 2044				\$23.53	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Music Lab					
Konica Minolta BH808 / 80 PPM	240,552	332,608	92,056	\$0.00336	None at this time.
A8KN011003426 / 9467 8865				\$309.31	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

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Music Lab					
Konica Minolta BH4020 / 42 PPM	12,219	17,045	4,826	\$0.00643	None at this time.
A6WD011003064 / 9468 8174				\$31.03	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Nurse's Office					
Konica Minolta BH4020 / 42 PPM	10,600	16,065	5,465	\$0.00643	None at this time.
A6WD011003092 / 9468 8175				\$35.14	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Red Raider by Library					
Konica Minolta BH4020 / 42 PPM	1,975	2,656	681	\$0.00643	None at this time.
A6WD011003031 / 9468 8176				\$4.38	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 005 Art					
Konica Minolta BHC3351 / 35 PPM	49,037	64,735	15,698	\$0.00419	None at this time.
A92F011001736 / 9479 2322				\$65.77	
750,000 / 04/2017	25,927	34,241	8,314	\$0.05898	
Color Laser MFP				\$490.36	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 103					
Konica Minolta BH4020 / 42 PPM	24,622	33,266	8,644	\$0.00643	None at this time.
A6WD011003863 / 9468 8191				\$55.58	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 104					
Konica Minolta BH4020 / 42 PPM	21,249	34,860	13,611	\$0.00643	None at this time.
A6WD011004016 / 9468 8206				\$87.52	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 105					
Konica Minolta BH4020 / 42 PPM	14,362	18,001	3,639	\$0.00643	None at this time.
A6WD011004020 / 9468 8207				\$23.40	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 106A Safety Team Office					
Konica Minolta BH4020 / 42 PPM	12,149	14,930	2,781	\$0.00643	None at this time.
A6WD011003011 / 9468 8178				\$17.88	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 106C Safety Team Office					
Konica Minolta BH4020 / 42 PPM	24,054	29,334	5,280	\$0.00643	None at this time.
A6WD011003045 / 9468 8180				\$33.95	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 108					
Konica Minolta BH4020 / 42 PPM	34,169	37,576	3,407	\$0.00643	None at this time.
A6WD011003925 / 9468 8208				\$21.91	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 109					
Konica Minolta BH4020 / 42 PPM	27,729	41,460	13,731	\$0.00643	None at this time.
A6WD011002925 / 9468 8204				\$88.29	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 110					
Konica Minolta BH4020 / 42 PPM	70,495	88,938	18,443	\$0.00643	None at this time.
A6WD011002795 / 9489 2089				\$118.59	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

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Room 114					
Konica Minolta BH4020 / 42 PPM	95,334	124,045	28,711	\$0.00643	None at this time.
A6WD011002809 / 9489 2037				\$184.61	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 115 Science Lab					
Konica Minolta BH4020 / 42 PPM	35,291	46,350	11,059	\$0.00643	None at this time.
A6WD011003033 / 9468 8177				\$71.11	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 117					
Konica Minolta BH4020 / 42 PPM	48,718	75,950	27,232	\$0.00643	None at this time.
A6WD011003069 / 9468 8179				\$175.10	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 118 Science Work					
Konica Minolta BH808 / 80 PPM	263,797	329,141	65,344	\$0.00336	None at this time.
A8KN011003483 / 9467 2228				\$219.56	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

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Room 201					
Konica Minolta BH4020 / 42 PPM	7,405	18,692	11,287	\$0.00643	None at this time.
A6WD011002713 / 9489 2082				\$72.58	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 203					
Konica Minolta BH4020 / 42 PPM	25,655	32,717	7,062	\$0.00643	None at this time.
A6WD011002846 / 9489 2019				\$45.41	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 207 Lab					
Konica Minolta BH4020 / 42 PPM	42,998	52,088	9,090	\$0.00643	None at this time.
A6WD011002890 / 9479 2218				\$58.45	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 208					
Konica Minolta BH4020 / 42 PPM	23,477	33,812	10,335	\$0.00643	None at this time.
A6WD011002914 / 9468 8199				\$66.45	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 213					
Konica Minolta BH4020 / 42 PPM	15,251	17,915	2,664	\$0.00643	None at this time.
A6WD011002881 / 9467 6585				\$17.13	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 214 English Learning Lab					
Konica Minolta BH4020 / 42 PPM	45,745	60,434	14,689	\$0.00643	None at this time.
A6WD011005222 / 9468 8197				\$94.45	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 223					
Konica Minolta BH4020 / 42 PPM	21,939	45,225	23,286	\$0.00643	None at this time.
A6WD011002889 / 9489 2018				\$149.73	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 224					
Konica Minolta BH4020 / 42 PPM	9,743	14,826	5,083	\$0.00643	None at this time.
A6WD011002802 / 9489 2071				\$32.68	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 224 - Secretary Office					
Konica Minolta BH4020 / 42 PPM	8,885	20,622	11,737	\$0.00643	None at this time.
A6WD011005260 /				\$75.47	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 226					
Konica Minolta BH4020 / 42 PPM	12,363	22,179	9,816	\$0.00643	None at this time.
A6WD011002702 / 9489 2072				\$63.12	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 229					
Konica Minolta BH4020 / 42 PPM	14,343	18,844	4,501	\$0.00643	None at this time.
A6WD011002833 /				\$28.94	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 230					
Konica Minolta BH4020 / 42 PPM	37,930	49,814	11,884	\$0.00643	None at this time.
A6WD011002708 / 9489 2020				\$76.41	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 233					
Konica Minolta BH4020 / 42 PPM	65,609	75,649	10,040	\$0.00643	None at this time.
A6WD011002715 / 9489 2004				\$64.56	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 238					
Konica Minolta BH4020 / 42 PPM	93,505	129,387	35,882	\$0.00643	None at this time.
A6WD011002746 / 9489 2073				\$230.72	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 241					
Konica Minolta BH4020 / 42 PPM	127,916	173,910	45,994	\$0.00643	None at this time.
A6WD011002709 / 9489 2083				\$295.74	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 301					
Konica Minolta BH4020 / 42 PPM	9,744	9,744	0	\$0.00643	None at this time.
A6WD011002712 / 9489 2021				\$0.00	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 301					
Konica Minolta BH4020 / 42 PPM	25,325	27,980	2,655	\$0.00643	None at this time.
A6WD011002728 / 9489 2017				\$17.07	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 301 Work Room					
Konica Minolta BH808 / 80 PPM	596,393	778,622	182,229	\$0.00336	None at this time.
A8KN011003458 / 9467 8863				\$612.29	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 304					
Konica Minolta BH4020 / 42 PPM	44,075	61,708	17,633	\$0.00643	None at this time.
A6WD011002911 / 9468 8205				\$113.38	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 305					
Konica Minolta BH4020 / 42 PPM	7,207	11,034	3,827	\$0.00643	None at this time.
A6WD011005198 / 9468 8203				\$24.61	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

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Room 307					
Konica Minolta BH4020 / 42 PPM	12,413	13,623	1,210	\$0.00643	None at this time.
A6WD011002787 / 9467 8975				\$7.78	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 310					
Konica Minolta BH4020 / 42 PPM	20,578	25,009	4,431	\$0.00643	None at this time.
A6WD011002762 / 9468 8201				\$28.49	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 311					
Konica Minolta BH4020 / 42 PPM	21,332	28,584	7,252	\$0.00643	None at this time.
A6WD011005230 / 9467 8982				\$46.63	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Social Worker - Basement					
Konica Minolta BH4020 / 42 PPM	33,320	47,878	14,558	\$0.00643	None at this time.
A6WD011003038 / 9468 8181				\$93.61	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Special Ed Bridge - Lori Gay's Office					
Konica Minolta BH308 / 30 PPM	49,812	103,185	53,373	\$0.00336	None at this time.
A9HK011003566 /				\$179.33	
750,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
STORAGE					
Konica Minolta BH3300P / 35 PPM	60,924	60,924	0	\$0.00643	7 years from Intro.
A63P011000321 / 8802 1521				\$0.00	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Women's Locker Room					
Konica Minolta BH4020 / 42 PPM	7,259	9,005	1,746	\$0.00643	None at this time.
A6WD011003058 / 9468 8182				\$11.23	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
	Subtotal Black		1,958,998	\$7,994.17	
	Subtotal Color		25,411	\$1,430.83	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
The Hope Program					
Main Office					
Konica Minolta BHC308 / 30 PPM	31,746	39,900	8,154	\$0.00336	None at this time.
A7PY011018218 / 9467 8899				\$27.40	
750,000 / 06/2016	7,536	9,860	2,324	\$0.05238	
Color Photocopier				\$121.73	
KMBS					
Subtotal Black			8,154	\$27.40	
Subtotal Color			2,324	\$121.73	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Tutoring Academy					
Main Office					
Konica Minolta BH4020 / 42 PPM	8,316	10,399	2,083	\$0.00643	None at this time.
A6WD011005290 / 9640 8038				\$13.39	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Subtotal Black			2,083	\$13.39	
Subtotal Color			0	\$0.00	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
William Allen School					
Library					
Konica Minolta BH4020 / 42 PPM	32,152	50,636	18,484	\$0.00643	None at this time.
A6WD011002835 / 9464 8037				\$118.85	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Library Computer Lab					
Konica Minolta BH4020 / 42 PPM	17,630	30,195	12,565	\$0.00643	None at this time.
A6WD011002836 / 9467 2265				\$80.79	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Main Office					
Konica Minolta BH808 / 80 PPM	682,085	969,230	287,145	\$0.00336	None at this time.
A8KN011003477 / 8702 4890				\$964.81	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Main Office					
Konica Minolta BHC3351 / 35 PPM	29,121	40,017	10,896	\$0.00419	None at this time.
A92F011002084 / 9467 8930				\$45.65	
750,000 / 04/2017	50,287	73,372	23,085	\$0.05898	
Color Laser MFP				\$1,361.55	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Modular 2					
Konica Minolta BH4020 / 42 PPM	57,245	69,642	12,397	\$0.00643	None at this time.
A6WD011002752 / 9467 2266				\$79.71	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Room 09 Hallway					
Konica Minolta BH808 / 80 PPM	301,592	482,053	180,461	\$0.00336	None at this time.
A8KN011003465 / 9467 2240				\$606.35	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 18 Assistant Principal					
Konica Minolta BHC3100P / 32 PPM	9,668	13,760	4,092	\$0.00643	None at this time.
A6DR012105821 / 9479 2213				\$26.31	
750,000 / 06/2014	10,091	11,439	1,348	\$0.05898	
Color Network Printer				\$79.51	
KMBS					
Room 19 - Nurse's Office					
Konica Minolta BH4020 / 42 PPM	4,562	5,598	1,036	\$0.00643	None at this time.
A6WD011002779 / 9489 2068				\$6.66	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 25					
Konica Minolta BHC3100P / 32 PPM	10,414	12,124	1,710	\$0.00643	None at this time.
A6DR012105814 / 9479 2212				\$11.00	
750,000 / 06/2014	3,594	3,948	354	\$0.05898	
Color Network Printer				\$20.88	
KMBS					
Teachers' Room					
Konica Minolta BH808 / 80 PPM	181,064	226,412	45,348	\$0.00336	None at this time.
A8KN011004367 / 9467 2237				\$152.37	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotal Black			574,134	\$2,092.51	
Subtotal Color			24,787	\$1,461.94	
District Wide Black Totals			8,191,033	\$31,440.69	
District Wide Color Totals			187,803	\$10,870.94	Your Avg Color CPC is \$0.0579

Estimated cost savings with your next bid: \$18,916.27 over 5 years.
Our bids are coming in at an average of \$.03774 with our compensation included.

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 07/15/2006 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 20 black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	Prior CPC	Average Annual Cost
8,191,033	\$0.01283	\$105,090.95

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
8,191,033	\$0.00384	\$31,453.57	\$73,637.39	\$368,186.93

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

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$73,637.39 x 14 years as a Client
= \$1,030,923.41 Cost Savings!

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Bud Carlson Academy	77,098	\$276.24	\$416.33	\$1,277.89	\$1,970.45
Chamberlain St. School	893,709	\$3,180.80	\$4,826.03	\$14,813.08	\$22,819.90
East Rochester School	621,621	\$2,337.96	\$3,356.75	\$10,303.26	\$15,997.98
Gonic School	567,793	\$1,935.34	\$3,066.08	\$9,411.07	\$14,412.50
Maple Street School	227,951	\$781.24	\$1,230.94	\$3,778.25	\$5,790.42
McClelland School	812,078	\$3,064.06	\$4,385.22	\$13,460.06	\$20,909.34
Nancy Loud School	135,691	\$574.96	\$732.73	\$2,249.06	\$3,556.75
Rochester Middle	1,466,629	\$5,836.85	\$7,919.80	\$24,309.13	\$38,065.78
Rochester Tech Center	289,174	\$1,263.20	\$1,561.54	\$4,793.01	\$7,617.75
SAU 54	376,755	\$1,515.86	\$2,034.48	\$6,244.65	\$9,794.99
School Street School	179,165	\$610.40	\$967.49	\$2,969.63	\$4,547.52
Spaulding High	1,958,998	\$8,018.30	\$10,578.59	\$32,470.07	\$51,066.95
The Hope Program	8,154	\$27.48	\$44.03	\$135.15	\$206.66
Tutoring Academy	2,083	\$13.44	\$11.25	\$34.53	\$59.21
William Allen School	574,134	\$2,098.75	\$3,100.32	\$9,516.18	\$14,715.25
Total	8,191,033	\$31,534.87	\$44,231.58	\$135,765.01	\$211,531.46

SPC Equipment Bids:

Presently our bids are coming in between **12% to 17%** of Retail, while the current Salesman's Cost is 50% of Retail.

For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a **Retail Cost of \$45,640** is coming in at **\$7,342...16% of Retail!** Our prices are negotiated with and supported directly by the manufacturer.

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Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Bud Carlson Academy	4,259	\$251.96
Chamberlain St. School	13,161	\$778.60
East Rochester School	25,332	\$1,498.64
Gonic School	24,986	\$1,478.17
Maple Street School	9,403	\$556.28
McClelland School	8,887	\$525.75
Nancy Loud School	4,298	\$254.27
Rochester Middle	21,687	\$1,280.01
Rochester Tech Center	5,353	\$281.44
SAU 54	12,774	\$671.15
School Street School	5,141	\$304.14
Spaulding High	25,411	\$1,435.19
The Hope Program	2,324	\$122.10
Tutoring Academy	0	\$0.00
William Allen School	24,787	\$1,466.40
Total	187,803	\$10,904.12

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 0.03%.**

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	1,175,639	\$0.00643	\$7,559.36	\$0.00645	\$7,582.87
Konica-Minolta Business Solutions	Black Network Printer	22,698	\$0.00643	\$145.95	\$0.00645	\$146.40
Konica-Minolta Business Solutions	Black Photocopier	6,612,445	\$0.00336	\$22,217.82	\$0.00337	\$22,283.94
Konica-Minolta Business Solutions	Color Laser MFP	182,180	\$0.00419	\$763.33	\$0.00420	\$765.16
Konica-Minolta Business Solutions	Color Network Printer	28,896	\$0.00643	\$185.80	\$0.00645	\$186.38
Konica-Minolta Business Solutions	Color Photocopier	169,175	\$0.00336	\$568.43	\$0.00337	\$570.12
Total		8,191,033	\$0.00384	\$31,440.69	\$0.00385	\$31,534.87

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 0.03%.**

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Color Laser MFP	137,220	\$0.05898	\$8,093.24	\$0.05916	\$8,117.94
Konica-Minolta Business Solutions	Color Network Printer	19,419	\$0.05898	\$1,145.33	\$0.05916	\$1,148.83
Konica-Minolta Business Solutions	Color Photocopier	31,164	\$0.05238	\$1,632.37	\$0.05254	\$1,637.36
	Total	187,803	\$0.05788	\$10,870.94	\$0.05806	\$10,904.12

Reprographic Equipment Assessment

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

Total Number of Units	213
Total Number of Units on Lease	209
Total Number of Units Owned	4
Lease Company	Norway Savings Bank
Lease Start Date	08/02/2017
Lease End Date	08/01/2022
Term	5 Annual
Annual Payment usually due on 8/1	\$135,765.01
Remaining Payments	2

**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 BHC3100P	A6DR012105808
Bud Carlson Academy	Konica Minolta BH4020	A6WD011000554
Bud Carlson Academy	Konica Minolta BHC3351	A92F011002044
Bud Carlson Academy	Konica Minolta BH558	A9HG011002950
Chamberlain St. School	Konica Minolta BH4020	A6WD011000497
Chamberlain St. School	Konica Minolta BH4020	A6WD011000542
Chamberlain St. School	Konica Minolta BH4020	A6WD011000576
Chamberlain St. School	Konica Minolta BH4020	A6WD011002742
Chamberlain St. School	Konica Minolta BH4020	A6WD011006381
Chamberlain St. School	Konica Minolta BH4020	A6WD011006529
Chamberlain St. School	Konica Minolta BH4020	A6WD011006590
Chamberlain St. School	Konica Minolta BH4020	A6WD011007494
Chamberlain St. School	Konica Minolta BH808	A8KN011003292
Chamberlain St. School	Konica Minolta BH808	A8KN011003821
Chamberlain St. School	Konica Minolta BH808	A8KN011003959
Chamberlain St. School	Konica Minolta BHC3351	A92F011002081
Chamberlain St. School	Konica Minolta BH558	A9HG011002944
East Rochester School	Konica Minolta BH4020	A6WD011006451
East Rochester School	Konica Minolta BH4020	A6WD011006463
East Rochester School	Konica Minolta BH4020	A6WD011006516
East Rochester School	Konica Minolta BH4020	A6WD011007199
East Rochester School	Konica Minolta BH4020	A6WD011007205
East Rochester School	Konica Minolta BH4020	A6WD011007206
East Rochester School	Konica Minolta BH808	A8KN011003127
East Rochester School	Konica Minolta BH808	A8KN011003192
East Rochester School	Konica Minolta BHC3351	A92F011002058
East Rochester School	Konica Minolta BHC3351	A92F011002080
East Rochester School	Konica Minolta BH558	A9HG011003935
Gonic School	Konica Minolta BH654	A5YN017013460
Gonic School	Konica Minolta BH4020	A6WD011000790
Gonic School	Konica Minolta BH4020	A6WD011002781
Gonic School	Konica Minolta BH808	A8KN011003794

Building	Make/Model	Serial Number
Gonic School	Konica Minolta BH808	A8KN011003961
Gonic School	Konica Minolta BHC3351	A92F011002150
Maple Street School	Konica Minolta BH4020	A6WD011007172
Maple Street School	Konica Minolta BH808	A8KN011003430
Maple Street School	Konica Minolta BHC3351	A92F011002025
Maple Street School	Konica Minolta BH558	A9HG011003847
McClelland School	Konica Minolta BH4020	A6WD011001122
McClelland School	Konica Minolta BH4020	A6WD011001298
McClelland School	Konica Minolta BH4020	A6WD011001327
McClelland School	Konica Minolta BH4020	A6WD011001331
McClelland School	Konica Minolta BH4020	A6WD011007173
McClelland School	Konica Minolta BH4020	A6WD011007175
McClelland School	Konica Minolta BH4020	A6WD011007180
McClelland School	Konica Minolta BH4020	A6WD011007186
McClelland School	Konica Minolta BH4020	A6WD011007207
McClelland School	Konica Minolta BH4020	A6WD011007208
McClelland School	Konica Minolta BH4020	A6WD011007216
McClelland School	Konica Minolta BH4020	A6WD011007218
McClelland School	Konica Minolta BH808	A8KN011004109
McClelland School	Konica Minolta BH808	A8KN011004206
McClelland School	Konica Minolta BHC3351	A92F011002024
McClelland School	Konica Minolta BH558	A9HG011003843
Nancy Loud School	Konica Minolta BH4020	A6WD011000737
Nancy Loud School	Konica Minolta BH4020	A6WD011000772
Nancy Loud School	Konica Minolta BH4020	A6WD011002777
Nancy Loud School	Konica Minolta BH4020	A6WD011002783
Nancy Loud School	Konica Minolta BH4020	A6WD011002784
Nancy Loud School	Konica Minolta BH808	A8KN011003239
Nancy Loud School	Konica Minolta BHC3351	A92F011001989
Rochester Middle	Konica Minolta BH654	A5YN017013359
Rochester Middle	Konica Minolta BH654	A5YN017013471
Rochester Middle	Konica Minolta BHC3100P	A6DR012104761
Rochester Middle	Konica Minolta BHC3100P	A6DR012105335

Building	Make/Model	Serial Number
Rochester Middle	Konica Minolta BHC3100P	A6DR012105337
Rochester Middle	Konica Minolta BHC3100P	A6DR012105353
Rochester Middle	Konica Minolta BHC3100P	A6DR012105359
Rochester Middle	Konica Minolta BHC3100P	A6DR012105360
Rochester Middle	Konica Minolta BH4020	A6WD011000768
Rochester Middle	Konica Minolta BH4020	A6WD011002753
Rochester Middle	Konica Minolta BH4020	A6WD011002759
Rochester Middle	Konica Minolta BH4020	A6WD011002764
Rochester Middle	Konica Minolta BH4020	A6WD011002767
Rochester Middle	Konica Minolta BH4020	A6WD011002782
Rochester Middle	Konica Minolta BH4020	A6WD011002788
Rochester Middle	Konica Minolta BH4020	A6WD011002789
Rochester Middle	Konica Minolta BH4020	A6WD011002799
Rochester Middle	Konica Minolta BH4020	A6WD011002826
Rochester Middle	Konica Minolta BH4020	A6WD011002828
Rochester Middle	Konica Minolta BH4020	A6WD011002837
Rochester Middle	Konica Minolta BH4020	A6WD011002838
Rochester Middle	Konica Minolta BH4020	A6WD011002840
Rochester Middle	Konica Minolta BH4020	A6WD011002842
Rochester Middle	Konica Minolta BH4020	A6WD011002871
Rochester Middle	Konica Minolta BH4020	A6WD011002898
Rochester Middle	Konica Minolta BH4020	A6WD011002942
Rochester Middle	Konica Minolta BH4020	A6WD011002949
Rochester Middle	Konica Minolta BH4020	A6WD011002958
Rochester Middle	Konica Minolta BH4020	A6WD011002962
Rochester Middle	Konica Minolta BH4020	A6WD011005177
Rochester Middle	Konica Minolta BH4020	A6WD011005292
Rochester Middle	Konica Minolta BHC308	A7PY011018245
Rochester Middle	Konica Minolta BH808	A8KN011002133
Rochester Middle	Konica Minolta BH808	A8KN011003196
Rochester Middle	Konica Minolta BH808	A8KN011003451
Rochester Middle	Konica Minolta BH808	A8KN011003472
Rochester Middle	Konica Minolta BHC3351	A92F011002035

Building	Make/Model	Serial Number
Rochester Tech Center	Konica Minolta BH654	A5YN017012190
Rochester Tech Center	Konica Minolta BHC3100P	A6DR012104757
Rochester Tech Center	Konica Minolta BHC3100P	A6DR012105815
Rochester Tech Center	Konica Minolta BH4020	A6WD011002025
Rochester Tech Center	Konica Minolta BH4020	A6WD011002121
Rochester Tech Center	Konica Minolta BH4020	A6WD011002131
Rochester Tech Center	Konica Minolta BH4020	A6WD011002200
Rochester Tech Center	Konica Minolta BH4020	A6WD011002565
Rochester Tech Center	Konica Minolta BH4020	A6WD011002599
Rochester Tech Center	Konica Minolta BH4020	A6WD011002613
Rochester Tech Center	Konica Minolta BH4020	A6WD011002624
Rochester Tech Center	Konica Minolta BH4020	A6WD011003857
Rochester Tech Center	Konica Minolta BH4020	A6WD011003859
Rochester Tech Center	Konica Minolta BH4020	A6WD011003865
Rochester Tech Center	Konica Minolta BH4020	A6WD011003867
Rochester Tech Center	Konica Minolta BH4020	A6WD011003872
Rochester Tech Center	Konica Minolta BH4020	A6WD011003875
Rochester Tech Center	Konica Minolta BH4020	A6WD011004018
Rochester Tech Center	Konica Minolta BH4020	A6WD011004027
Rochester Tech Center	Konica Minolta BH4020	A6WD011006720
Rochester Tech Center	Konica Minolta BH4020	A6WD011006735
Rochester Tech Center	Konica Minolta BHC558	A79K011006714
Rochester Tech Center	Konica Minolta BHC308	A7PY011018273
Rochester Tech Center	Konica Minolta BH808	A8KN011003453
Rochester Tech Center	Konica Minolta BH558	A9HG011003665
Rochester Tech Center	Konica Minolta BH558	A9HG011003691
SAU 54	Konica Minolta BH40P	A0DX013004205
SAU 54	Konica Minolta BH654	A5YN017012195
SAU 54	Konica Minolta BH4020	A6WD011005176
SAU 54	Konica Minolta BH4020	A6WD011005264
SAU 54	Konica Minolta BH4020	A6WD011005280
SAU 54	Konica Minolta BH4020	A6WD011005285
SAU 54	Konica Minolta BH4020	A6WD011005287

Building	Make/Model	Serial Number
SAU 54	Konica Minolta BHC308	A7PY011019680
SAU 54	Konica Minolta BH808	A8KN011003444
SAU 54	Konica Minolta BH458	A9HH011004000
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 BHC3100P	A6DT012100842
Spaulding High	Konica Minolta BH4020	A6WD011002702
Spaulding High	Konica Minolta BH4020	A6WD011002708
Spaulding High	Konica Minolta BH4020	A6WD011002709
Spaulding High	Konica Minolta BH4020	A6WD011002712
Spaulding High	Konica Minolta BH4020	A6WD011002713
Spaulding High	Konica Minolta BH4020	A6WD011002715
Spaulding High	Konica Minolta BH4020	A6WD011002728
Spaulding High	Konica Minolta BH4020	A6WD011002746
Spaulding High	Konica Minolta BH4020	A6WD011002756
Spaulding High	Konica Minolta BH4020	A6WD011002761
Spaulding High	Konica Minolta BH4020	A6WD011002762
Spaulding High	Konica Minolta BH4020	A6WD011002787
Spaulding High	Konica Minolta BH4020	A6WD011002795
Spaulding High	Konica Minolta BH4020	A6WD011002802
Spaulding High	Konica Minolta BH4020	A6WD011002809
Spaulding High	Konica Minolta BH4020	A6WD011002833
Spaulding High	Konica Minolta BH4020	A6WD011002846
Spaulding High	Konica Minolta BH4020	A6WD011002881
Spaulding High	Konica Minolta BH4020	A6WD011002889
Spaulding High	Konica Minolta BH4020	A6WD011002890
Spaulding High	Konica Minolta BH4020	A6WD011002911
Spaulding High	Konica Minolta BH4020	A6WD011002914
Spaulding High	Konica Minolta BH4020	A6WD011002925
Spaulding High	Konica Minolta BH4020	A6WD011003011
Spaulding High	Konica Minolta BH4020	A6WD011003026

Building	Make/Model	Serial Number
Spaulding High	Konica Minolta BH4020	A6WD011003028
Spaulding High	Konica Minolta BH4020	A6WD011003031
Spaulding High	Konica Minolta BH4020	A6WD011003033
Spaulding High	Konica Minolta BH4020	A6WD011003038
Spaulding High	Konica Minolta BH4020	A6WD011003045
Spaulding High	Konica Minolta BH4020	A6WD011003058
Spaulding High	Konica Minolta BH4020	A6WD011003064
Spaulding High	Konica Minolta BH4020	A6WD011003069
Spaulding High	Konica Minolta BH4020	A6WD011003092
Spaulding High	Konica Minolta BH4020	A6WD011003101
Spaulding High	Konica Minolta BH4020	A6WD011003863
Spaulding High	Konica Minolta BH4020	A6WD011003925
Spaulding High	Konica Minolta BH4020	A6WD011004016
Spaulding High	Konica Minolta BH4020	A6WD011004020
Spaulding High	Konica Minolta BH4020	A6WD011005198
Spaulding High	Konica Minolta BH4020	A6WD011005214
Spaulding High	Konica Minolta BH4020	A6WD011005222
Spaulding High	Konica Minolta BH4020	A6WD011005230
Spaulding High	Konica Minolta BH4020	A6WD011005260
Spaulding High	Konica Minolta BHC558	A79K011006719
Spaulding High	Konica Minolta BHC458	A79M011011052
Spaulding High	Konica Minolta BH808	A8KN011003426
Spaulding High	Konica Minolta BH808	A8KN011003433
Spaulding High	Konica Minolta BH808	A8KN011003448
Spaulding High	Konica Minolta BH808	A8KN011003450
Spaulding High	Konica Minolta BH808	A8KN011003458
Spaulding High	Konica Minolta BH808	A8KN011003460
Spaulding High	Konica Minolta BH808	A8KN011003483
Spaulding High	Konica Minolta BHC3351	A92F011001736
Spaulding High	Konica Minolta BHC3351	A92F011001741
Spaulding High	Konica Minolta BH558	A9HG011003663
Spaulding High	Konica Minolta BH458	A9HH011004020
Spaulding High	Konica Minolta BH308	A9HK011003566

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

Owned Equipment

Building	Make/Model	Serial Number
Spaulding High	Konica MinoltaBH3300P	A63P011000299
Spaulding High	Konica MinoltaBH3300P	A63P011000321
Spaulding High	Konica MinoltaBH3300P	A63P011000416
Spaulding High	Konica MinoltaBH4020	A6WD011005281

STARDoc User Names

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Donna Martin	martin.d
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Elaine Labrie	elabrie
Erin Mahoney	mahoney.e
Justin Roy	roy.j
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Kyle Repucci	repucci.k
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Benefits of partnering with SPC

Top Benefits to **our CLIENTS:**

1. Cooperative Buying

By definition, is a model that allows a group of buyers with a common interest to pool their buying power in order to negotiate more favorable pricing and better service. SPC's model allows you to pick your preferred vendor!

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will save you money benefiting from the combined purchasing power of more than 63 clients with over 3,700 devices doing more than **155** million copies and prints per year. We purchase approximately 1,100 units annually with 80 million prints out to bid!
- We will save you time by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis, and managing the implementation.
- We will save you frustration. We manage your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

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

3. Simplified Billing Program

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



Benefits of partnering with SPC

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

SPC has been serving their clients since 1989, saving millions of dollars along the way.

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



SPC Values Our Vendors

Overall Benefits to our VENDORS

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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



SPC Values Our Vendors

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

SPC manages over 3,700 pieces of equipment;
Our relationship with our vendors has never been stronger!



STARDoc Features

Cost Projection by Department or Building

- 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
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Non-reporting device listing for devices that haven't reported for more than 2 weeks
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectore, Apple TVs)

Floorplan Administration

Who Benefits? Business Manager and IT

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

Contacts Page

Who Benefits? Business Manager and IT

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



STARDoc Features

Device Listing Page

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

Monthly Audits

Who Benefits? Business Manager and Superintendent

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

Timeline

Who Benefits? Business Manager

- Track historical volume and cost per building

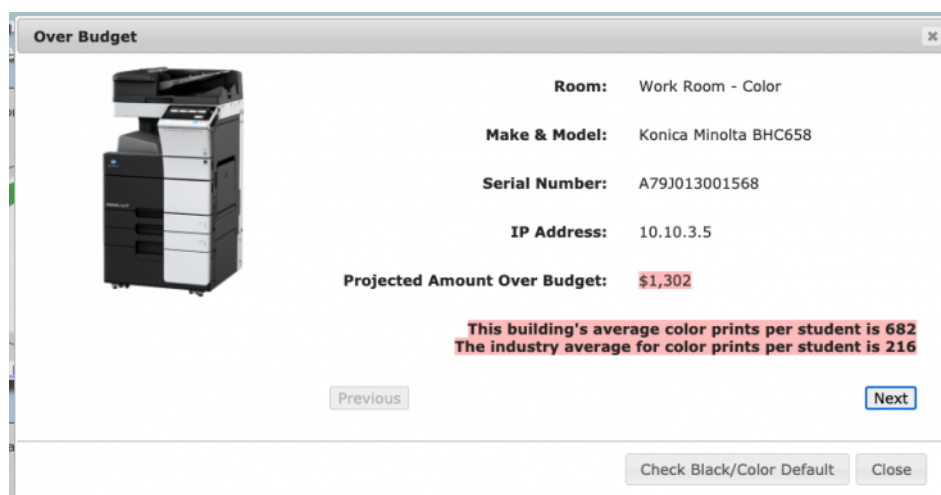
Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client

Over-Budget Report

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



SPC'S CLIENT WARRANTY AND RELIEF INSURANCE FUND

AVAILABLE IMMEDIATELY!

WHY IS IT NEEDED?

With the recent pandemic, schools and businesses shut down. We are now seeing massive credits overall owed in the vicinity of \$389,820.78!* However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news to our clients, what if the vendor is unable or unwilling to repay those funds? Many companies outside of the copier industry are already filing for bankruptcy. SPC's legitimate concern is, what if this hits the Copier Industry and we can no longer access the funds owed to the client?

OTHER CONCERNS:

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

PURPOSE:

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

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

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

WHO BENEFITS:

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

*CREDITS ANTICIPATED JUNE 30, 2020

A-COPI (Owned by Visual Edge)	(\$77,605.18)
AXIS	(\$16,858.50)
BUDGET	(\$20,200.73)
CANON	(\$31,240.99)
KMBS	(\$154,659.88)
NATIONAL	(\$38,961.67)
OSV (Owned by Visual Edge)	(\$64,920.06)
RICOH	(\$3,432.44)
SYMQUEST (Owned by KMBS)	(\$11,027.80)
XEROX	(\$913.53)
TOTAL UNUSED	(\$389,820.78)