



Specialized Purchasing Consultants

PO Box 190
Gorham, NH 03581
(800) 750-1538
www.spccopypro.com

2011-12 Annual Report

Year - End Photocopier Analysis

With projected costs for 2012-13

Linda MacDonald
NHSAU 57
33 Geremonty Drive
Salem, NH 03079



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

August 2012

Skip Tilton
President

Corporate Office:
PO Box 190
Gorham, NH 03581
(800) 750-1538
(866) 281-7596 Fax

Linda MacDonald
NHSAU 57
33 Geremonty Drive
Salem, NH 03079

VISIT US ON THE WEB:
www.spccopypro.com

Dear Linda:

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *5 years*. Though each year seems to pose unique challenges, we are thrilled with all that we have been able to accomplish on behalf of our clients for the past *24 years*.

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

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

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

Sincerely,

Skip Tilton
President

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The SPC Team

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



Skip Tilton, President

Billie Jo Tilton, Vice President

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



equipment.



Paul Garozzo

General Manager

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

Glen Fortier

Auditor, Electronic Specialist & Equipment Implementation

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



Derik Brasher

Administration & Finance Manager

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

Alex Webster

Director of Customer Relations

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



The SPC Team Continued....



Robert B. Dutil

Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is

constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Rachel Guay

Accounting Coordinator

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



Pam Weed

Client-Vendor Relations

SPC's clients are my Number One priority. When you have a question, concern, need, or problem related to equipment, service or billing, I am available to assist you in getting it resolved promptly. I am pleased to be able to act as liaison between

our clients and vendors to ensure smooth transitions or quick resolutions.

Anne Arbore

Administration

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



Laura Lynch

Marketing Coordinator & Client Relations

As a member of the SPC team for the past 12 years as their website designer, I am excited to take on this new position. Some of my responsibilities will include

scheduling essential meetings with our clients and vendors, creating new marketing collateral and developing new clients. I look forward to establishing a closer relationship with each of our clients.

Equipment Health Status

Total Number of Machines:	77
Total Black Photocopiers	39
Total Low Cost of Operation Black Network Printers	0
Total High-Speed Duplicators	0
Total Color Photocopiers (including MFP)	15
Total Low Cost of Operation Color Network Printers	19
Total Removed from Service:	4
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	14
# of Units Overused:	3
# of Units Underused:	2
# of Units Connected to Network with Print and/or Scan	72
Commencement Date:	10/1/2009
# of Annual Payments Left on Lease	1
All Warranties and Service Contracts Expire:	6/30/2014
Print Management Software Loaded	Yes
LENP Contract Signed	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."

Linda,

It is our recommendation that you look at an upgrade as soon as possible. The reasons are to...

- Move around the machines that are being underused and overused.. Capital Savings
- Cut the cost of your service and supplies for
 - Color Clicks \$11,196
 - Black Clicks \$7,739
 - LENP clicks \$3,317
 - Total Projected Savings \$22,252 per year Five Years \$111,260

Skip

Aging Equipment Summary

The following equipment is **eight 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 Intro. Usage, age, and service history need to be considered to see if they are due for replacement soon.

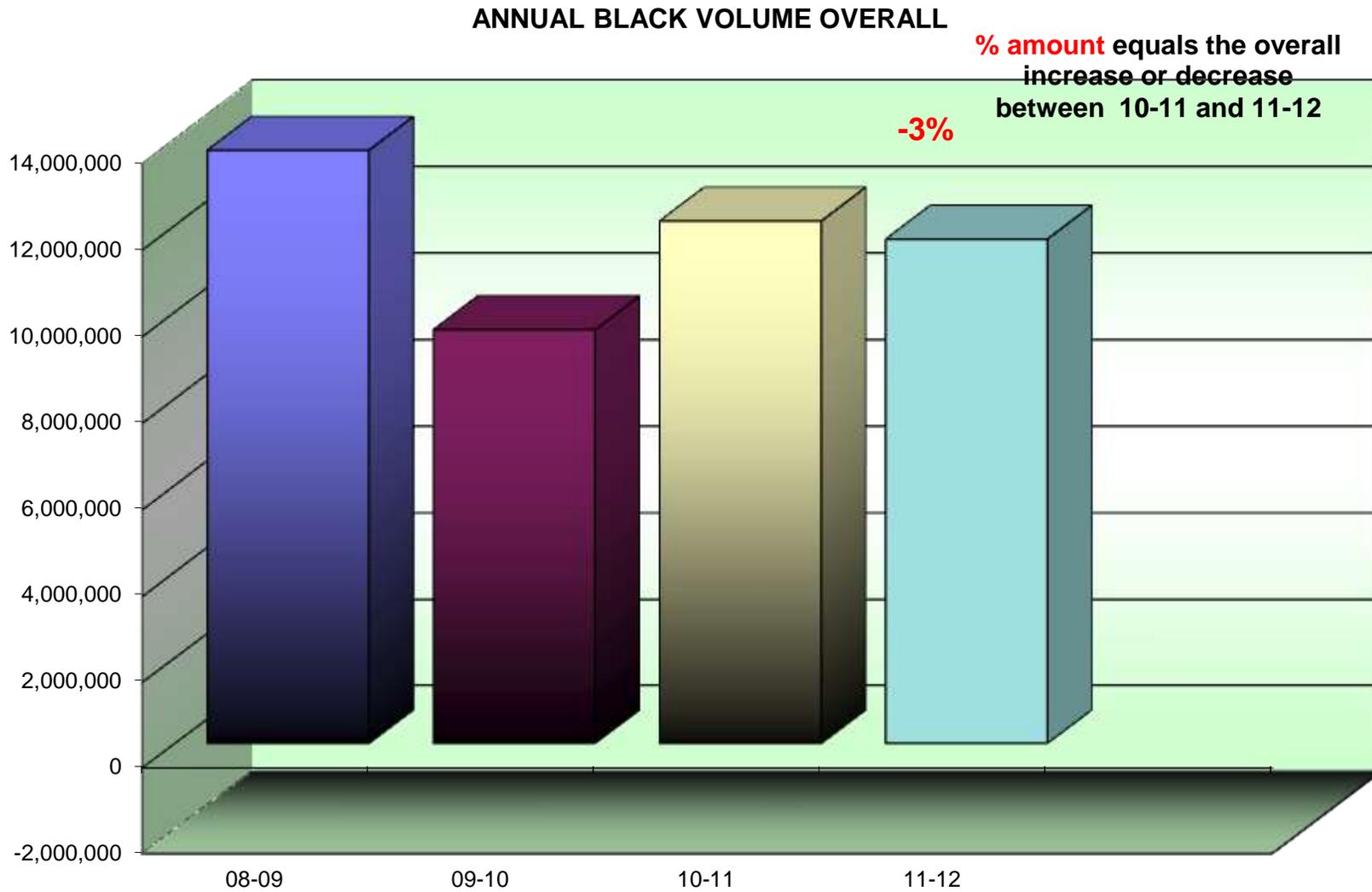
Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
North Salem Elementary	Main Office	Toshiba E-520	CZH725236	6202 4298	06/2005
North Salem Elementary	Modular Kindergarten	Konica Minolta BH250	31124605		06/2005
Salem High	Guidance Hall	Toshiba E-720	CRH716933	6202 3964	06/2005
Salem High	Teachers' Room #203	Konica Minolta BH920	57GE02697		09/2005
Salem High	Teachers' Room #2135	Konica Minolta BH920	57GE03696		09/2005
Salem High	Voc Teachers' Rm	Konica Minolta BH920	57GE03588	8802 5552	09/2005
Salem High	Vocational Café	Konica Minolta BH200	31200264		10/2005
Salem High	Vocational Department	Xerox 8550DP	KUA000753		06/2005
Salem High	Vocational Office	Konica Minolta BH920	57GE03668	8702 2276	09/2005
Salem High	Vocational Room 200	Konica Minolta BH920	57GE03660		09/2005
Soule Elementary	Library	Konica Minolta BH250	31117356		06/2005
Soule Elementary	Modular Title 1	Konica Minolta BH200	30EE01391		10/2005
Soule Elementary	Teachers' Room	Toshiba E-520	CZH725017	6202 3965	06/2005
Woodbury Middle	Room 201	Konica Minolta BH920	57GE03607	8802 5594	09/2005

Expired or Expiring Xerox Warranties

The following Xerox equipment is reaching or has reached the end of a five-year service contract. An extended contract or a replacement should be considered for these machines.

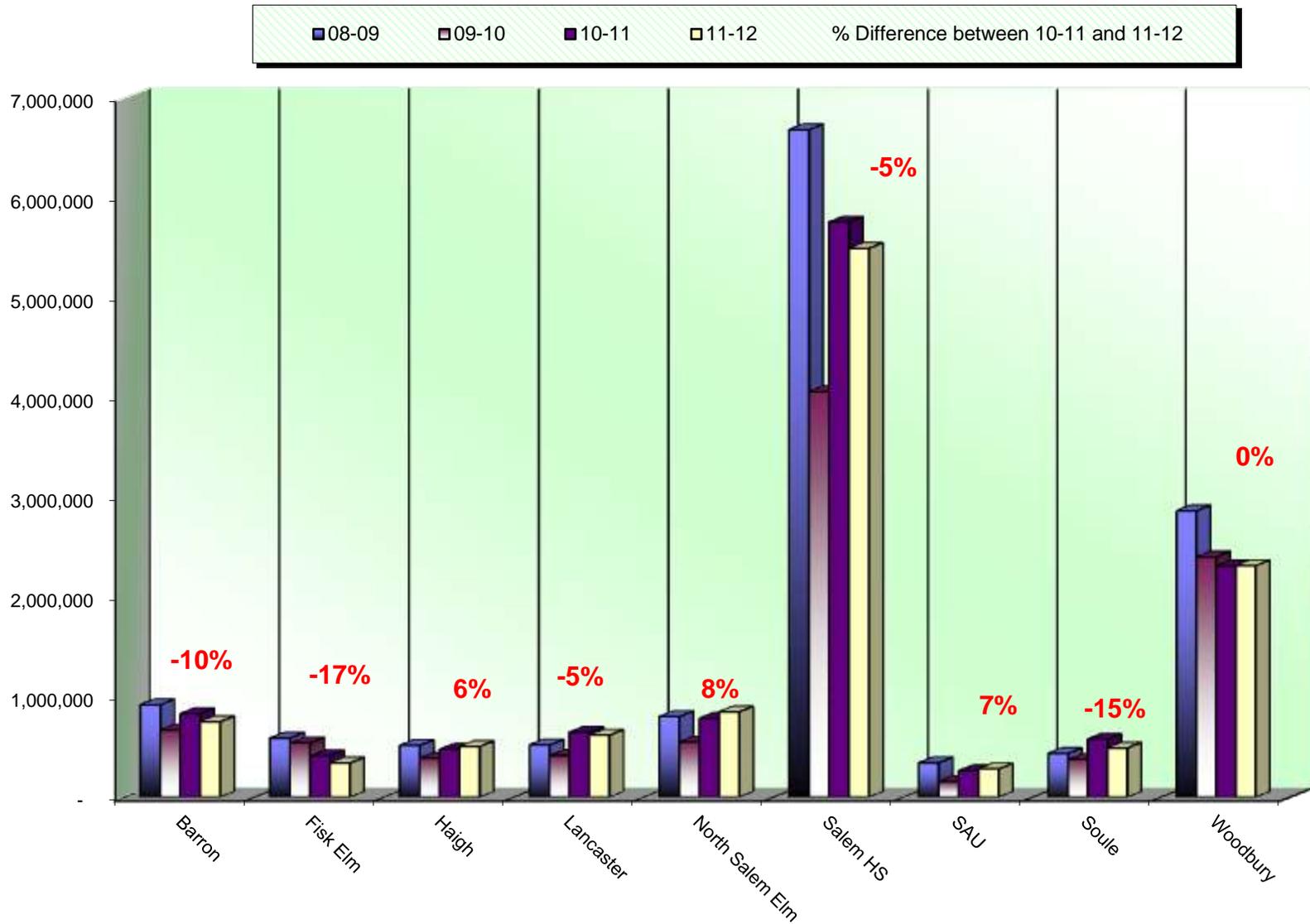
Building	Department	Make/Model	Serial #	Contract Expiration Date
North Salem Elementary	Library	Xerox 8560DN	XFN117750	10/31/2012
Salem High School	Vocational Department	Xerox 8550DP	KUA000753	11/14/2010

This report uses current trends for *black volume* to project future costs and potential equipment needs on an overall basis.



This report uses current trends for *black volume* to project future costs and potential equipment needs by building.

ANNUAL BLACK VOLUME BY BUILDING



Average Student to Copy Usage – Black Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Barron Elementary	332	757,173	\$13,768.74	2,281	\$36.98
Fisk Elementary	285	342,934	\$12,618.84	1,203	\$19.63
Haigh Elementary	216	508,587	\$9,232.92	2,355	\$38.11
Lancaster Elem	294	621,709	\$11,308.82	2,115	\$34.30
North Salem Elementary	378	856,252	\$15,569.55	2,265	\$36.73
Salem High	1476	5,492,711	\$99,897.95	3,721	\$60.35
SAU #57	0	282,890	\$5,165.88	0	\$0.00
Soule Elementary	230	492,454	\$9,004.85	2,141	\$34.93
Woodbury Middle	1046	2,322,648	\$50,054.74	2,221	\$35.97
Totals	4,257	11,677,358	\$226,622.29	2,743	\$44.49

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

Cost Comparison Black Only

This is an SPC Comparison contrasting your district with 84 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

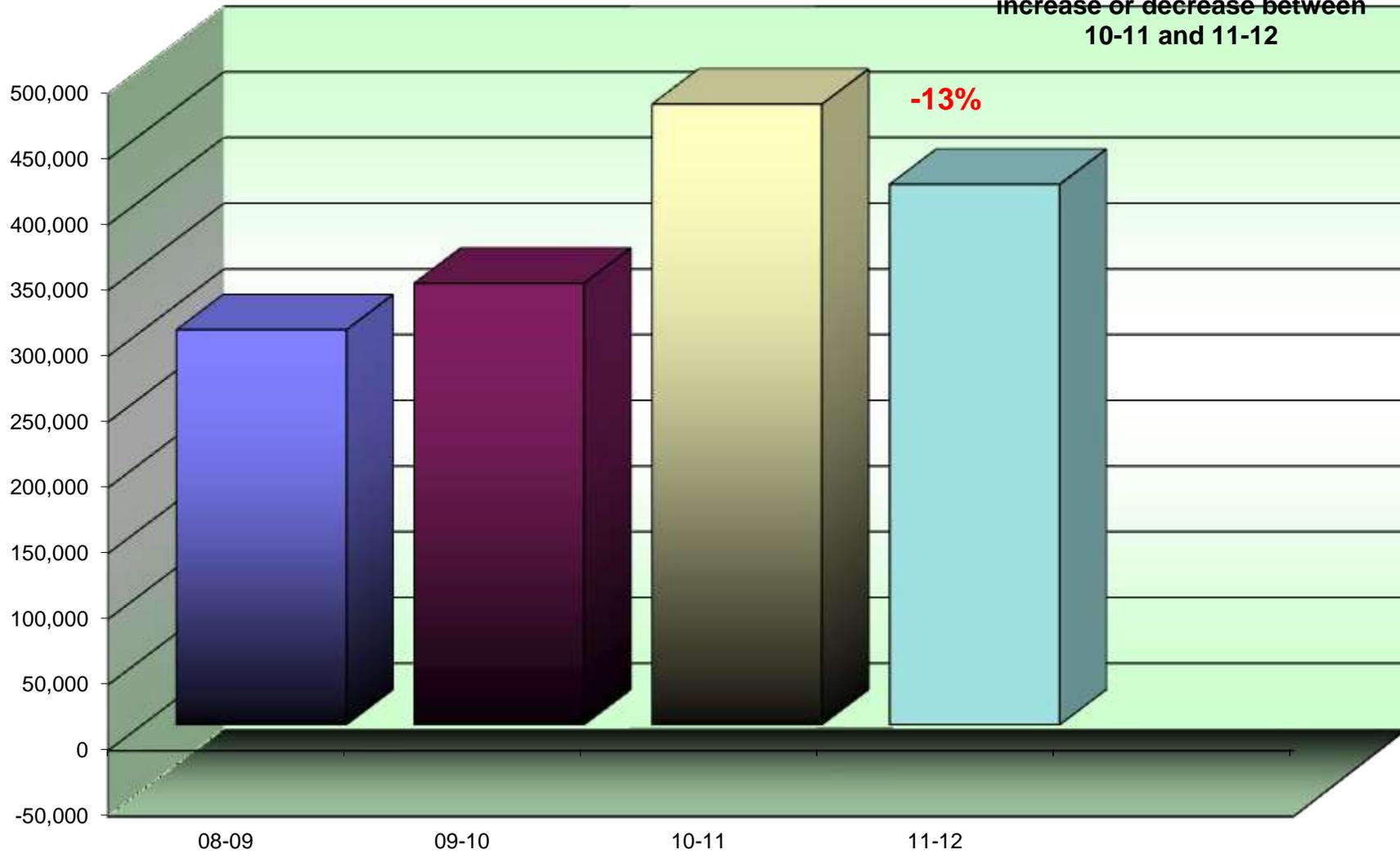
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	131,784	307,171,835	\$5,571,341.44	2,331	\$42.28

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

This report uses current trends for *color volume* to project future costs and potential equipment needs on an overall basis.

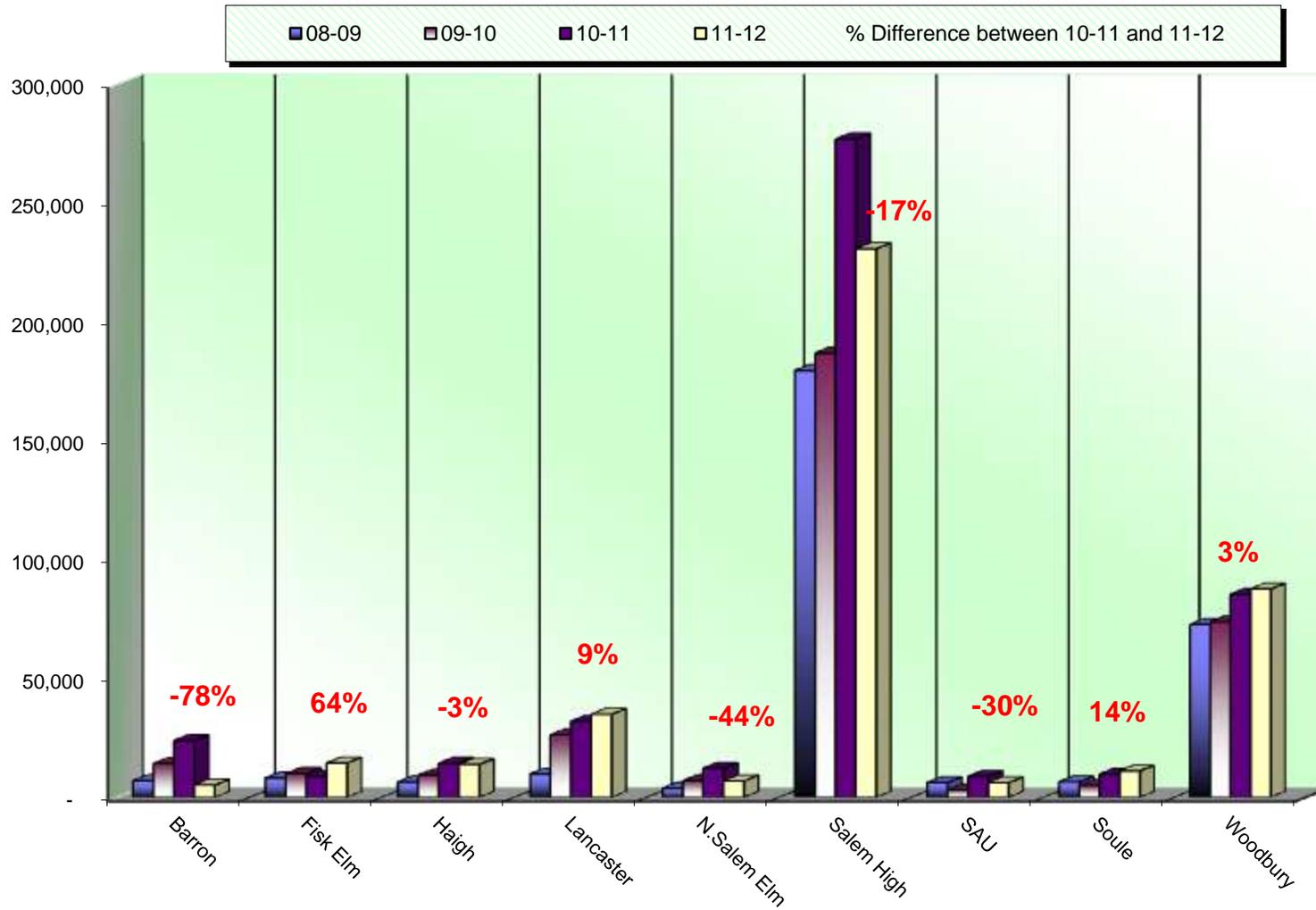
ANNUAL COLOR VOLUME OVERALL

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



This report uses current trends for *color volume* to project future costs and potential equipment needs by building.

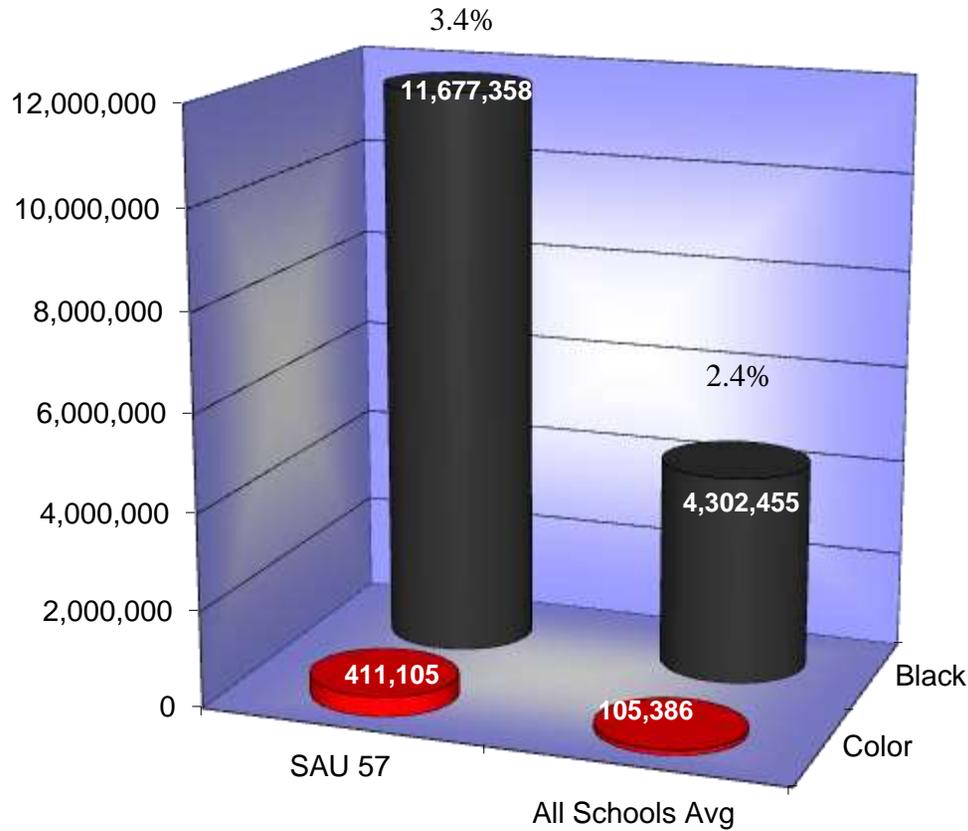
ANNUAL COLOR VOLUME BY BUILDING



Black & Color Usage Comparisons

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

Color to Total Volume Percentage



Average Student to Copy Usage – Color Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Barron Elementary	332	5,161	\$503.41	16	\$1.52
Fisk Elementary	285	14,424	\$1,406.95	51	\$4.94
Haigh Elementary	216	13,839	\$1,349.88	64	\$6.25
Lancaster Elem	294	35,011	\$3,415.04	119	\$11.62
North Salem Elementary	378	6,840	\$667.19	18	\$1.77
Salem High	1476	230,672	\$17,914.13	156	\$12.14
SAU #57	0	6,109	\$359.53	0	\$0.00
Soule Elementary	230	11,090	\$1,081.74	48	\$4.70
Woodbury Middle	1046	87,959	\$7,073.65	84	\$6.76
Totals	4,257	411,105	\$33,771.52	97	\$7.93

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

Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 84 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<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	131,784	7,377,029	\$486,775.63	56	\$3.69

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

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Barron Elementary											
Library											
Xerox 8560MFP 30 CPM Black & Color	CXF031789 /	750,000 / 02/2007	Color Photocopier	Connected 10/31/2014	63,237	72,329	9,092	46,100	-37,008	\$0.005060	None at this time.
										\$46.01	
					50,131	54,845	4,714	7,020	-2,306	\$0.09050	
										\$426.62	
VARY											
Main Office											
Konica Minolta BH421 45 CPM	AOR6011006396 / 8811 0178	1,000,000 / 06/2008	Black Photocopier	Connected	118,536	218,158	99,622	86,433	13,189	\$0.004020	None at this time.
										\$400.48	
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											
Main Office Hall											
Toshiba E-723 72 CPM	CRL717626 / 6215 4630	4,000,000 / 01/2008	Black Photocopier	Connected	671,934	984,482	312,548	485,119	-172,571	\$0.004020	None at this time.
										\$1,256.44	
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Barron Elementary							
Modular 4th Grade							
Toshiba E-452 45 CPM CIH732761 / 6202 3960 1,000,000 / 01/2006 Black Photocopier Connected KMBS	297,002	370,042	73,040	37,500	35,540	\$0.004540 \$331.60 \$0.00000 \$0.00	None at this time.
	0	0	0	0	0	\$0.00000	
Near Custodian's Office							
Toshiba E-723 72 CPM CRL717630 / 6215 4627 4,000,000 / 01/2008 Black Photocopier Connected KMBS	619,229	882,022	262,793	339,338	-76,545	\$0.004020 \$1,056.43 \$0.00000 \$0.00	None at this time.
	0	0	0	0	0	\$0.00000	
Teachers' Room							
Xerox 8560DN 30 CPM Black & Color FBT077781 / 750,000 / 02/2007 Color Network Printer Connected 10/31/2014 VARY	35,198	35,276	78	30,830	-30,752	\$0.005060 \$0.39 \$0.09050 \$40.45	None at this time.
	65,287	65,734	447	0	447	\$0.09050	
						\$40.45	
			Subtotals B&W	757,173	1,025,320	\$3,091.35	
			Subtotals Color	5,161	7,020	\$467.07	

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Fisk Elementary											
Copy Room											
Toshiba E-600T 60 CPM	CQH722529 / 6202 3962	3,000,000 / 10/2006	Black Photocopier	Connected	1,136,993	1,302,496	165,503	219,482	-53,979	\$0.004130	None at this time.
					0	0	0	0	0	\$683.53	
										\$0.00000	
										\$0.00	
KMBS											
Library											
Toshiba E-600T 60 CPM	CQH722296 / 6202 3961	3,000,000 / 10/2006	Black Photocopier	Connected	1,008,942	1,074,125	65,183	129,586	-64,403	\$0.004130	None at this time.
					0	0	0	0	0	\$269.21	
										\$0.00000	
										\$0.00	
KMBS											
Xerox 8560DN 30 CPM Black & Color	FBT144619 /	750,000 / 02/2007	Color Network Printer	Connected 10/31/2014	29,522	36,529	7,007	31,600	-24,593	\$0.005060	None at this time.
					39,424	46,079	6,655	0	6,655	\$35.46	
										\$0.09050	
										\$602.28	
VARY											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Fisk Elementary											
Main Office											
Xerox 8560MFP 30 CPM Black & Color	CXF031571 /	750,000 / 02/2007	Color Photocopier	Connected 10/31/2014	115,369	135,921	20,552	28,758	-8,206	\$0.005060	None at this time.
										\$103.99	
					37,794	45,563	7,769	8,140	-371	\$0.09050	
										\$703.09	
VARY											
Modular Social Aid											
Konica Minolta BH420 42 CPM	42GE11132 /	1,000,000 / 03/2006	Black Photocopier	Connected	379,081	463,770	84,689	37,500	47,189	\$0.004020	None at this time.
										\$340.45	
					0	0	0	0	0	\$0.00000	
										\$0.00	
					Subtotals B&W		342,934	446,926		\$1,432.63	
					Subtotals Color		14,424	8,140		\$1,305.37	

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Haigh Elementary											
Main Office											
Konica Minolta BH421 45 CPM	A0R6011005209 / 8811 0170	1,000,000 / 06/2008	Black Photocopier	Connected	111,194	121,522	10,328	106,411	-96,083	\$0.004020	Underused!
					0	0	0	0	0	\$41.52	
										\$0.00000	
										\$0.00	
KMBS											
Xerox 8560DN 30 CPM Black & Color	FBT144618 /	750,000 / 02/2007	Color Network Printer	Connected 10/31/2014	28,146	28,775	629	30,000	-29,371	\$0.005060	Combine with Above
					36,445	39,098	2,653	0	2,653	\$3.18	
										\$0.09050	
										\$240.10	
VARY											
Teachers' Lunch Room											
Konica Minolta BH600 60 CPM	57BE18651 /	3,000,000 / 08/2006	Black Photocopier	Connected	1,544,241	2,026,459	482,218	432,804	49,414	\$0.004020	None at this time.
					0	0	0	0	0	\$1,938.52	
										\$0.00000	
										\$0.00	
KMBS											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Lancaster Elem											
Inside Office											
Xerox 8560MFP 30 CPM Black & Color	CXF343649 /	750,000 / 02/2007	Color Photocopier	Connected 10/31/2014	9,166	13,672	4,506	7,415	-2,909	\$0.005060	Overused Color!!
										\$22.80	
					42,874	68,910	26,036	2,281	23,755	\$0.09050	
										\$2,356.26	
VARY											
Kindergarten											
Toshiba E-452 45 CPM	CIC728137 / 6202 1260	1,000,000 / 01/2006	Black Photocopier	Connected	215,249	264,876	49,627	59,088	-9,461	\$0.004540	None at this time.
										\$225.31	
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											
Library											
Xerox 8560DN 30 CPM Black & Color	FBT077782 /	750,000 / 02/2007	Color Network Printer	Connected 10/31/2014	27,765	39,101	11,336	20,000	-8,664	\$0.005060	High Cost on Color!
										\$57.36	
					37,921	46,896	8,975	0	8,975	\$0.09050	
										\$812.24	
VARY											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Lancaster Elem											
Main Office											
Konica Minolta BH600 60 CPM	57BJ00012 /	3,000,000 / 08/2006	Black Photocopier	Connected	1,016,898	1,291,206	274,308	243,061	31,247	\$0.004020	None at this time.
					0	0	0	0	0	\$1,102.72	
										\$0.00000	
										\$0.00	
KMBS											
Main Office Hall											
Toshiba E-723 72 CPM	CRL717642 / 6217 4198	4,000,000 / 01/2008	Black Photocopier	Connected	483,361	765,293	281,932	272,330	9,602	\$0.004020	None at this time.
					0	0	0	0	0	\$1,133.37	
										\$0.00000	
										\$0.00	
KMBS											
					Subtotals B&W		621,709	601,894		\$2,541.55	
					Subtotals Color		35,011	2,281		\$3,168.50	

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
North Salem Elementary											
Library											
Xerox 8560DN 30 CPM Black & Color	FBT077778 /	750,000 / 02/2007	Color Network Printer	Connected 10/31/2014	36,065	36,362	297	0	297	\$0.005060	Warranty Swap
										\$1.50	
					29,011	29,240	229	0	229	\$0.09050	
										\$20.72	
VARY											
Xerox 8560DN 30 CPM Black & Color	XFN117750 /	750,000 / 02/2007	Color Network Printer	Connected 10/31/2012	0	4,145	4,145	30,000	-25,855	\$0.005060	None at this time.
										\$20.97	
					0	1,174	1,174	0	1,174	\$0.09050	
										\$106.25	
VARY											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
North Salem Elementary											
Main Office											
Toshiba E-520T 52 CPM	CZH725236 / 6202 4298	3,000,000 / 06/2005	Black Photocopier Connected		1,144,183	1,523,231	379,048	275,487	103,561	\$0.004130 \$1,565.47	7 Years from Intro.
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											
Xerox 8560MFP 30 CPM Black & Color	CXF031375 /	750,000 / 02/2007	Color Photocopier Connected 10/31/2014		24,955	32,000	7,045	6,109	936	\$0.005060 \$35.65	None at this time.
					20,700	26,137	5,437	3,782	1,655	\$0.09050 \$492.05	
VARY											
Main Office Hall											
Konica Minolta BH950 95 CPM	A0Y5011001035 / 8811 0188	5,000,000 / 03/2009	Black Photocopier Connected		685,900	1,099,849	413,949	556,528	-142,579	\$0.004020 \$1,664.07	None at this time.
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High											
Library											
Konica Minolta BH420 42 CPM 42GE11144 / 1,000,000 / 03/2006 Black Photocopier Connected					320,315	437,477	117,162	0	117,162	\$0.004020 \$470.99	None at this time.
					0	0	0	0	0	\$0.00000 \$0.00	
KMBS											
Toshiba E-452 45 CPM CIC727442 / 6202 1190 1,000,000 / 01/2006 Black Photocopier Connected					491,159	578,986	87,827	128,646	-40,819	\$0.004540 \$398.73	None at this time.
					0	0	0	0	0	\$0.00000 \$0.00	
KMBS											
Xerox 8860MFP 30 CPM Black & Color HBB402297 / 750,000 / 09/2007 Color Photocopier Connected 11/15/2014					34,004	67,022	33,018	22,558	10,460	\$0.005060 \$167.07	None at this time.
					73,596	111,340	37,744	41,314	-3,570	\$0.05268 \$1,988.35	
VARY											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High											
Main Office											
Xerox 8560MFP 30 CPM Black & Color					0	10,621	10,621	14,646	-4,025	\$0.005060	None at this time.
CXF355261 /										\$53.74	
750,000 / 02/2007					14	8,307	8,293	7,172	1,121	\$0.09050	
Color Photocopier										\$750.52	
Connected 10/31/2014											
VARY											
Main Office Side Room											
Konica Minolta BH950 95 CPM					1,527,348	2,491,217	963,869	746,182	217,687	\$0.004020	Overused!
A0Y5011001061 / 88110187										\$3,874.75	
5,000,000 / 03/2009					0	0	0	0	0	\$0.00000	
Black Photocopier										\$0.00	
Connected											
KMBS											
Portable Room 2											
Toshiba E-353 35 CPM					245,307	369,526	124,219	70,749	53,470	\$0.004540	None at this time.
CGE855634 / 6217 4232										\$563.95	
750,000 / 01/2008					0	0	0	0	0	\$0.00000	
Black Photocopier										\$0.00	
Connected											
KMBS											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High											
Room 103											
Toshiba E-723 72 CPM	CRG819128 /	4,000,000 / 01/2008	Black Photocopier	Connected	223,185	358,000	134,815	150,000	-15,185	\$0.004020	None at this time.
					0	0	0	0	0	\$541.96	
										\$0.00000	
										\$0.00	
KMBS											
Room 125											
Xerox 8560DN 30 CPM Black & Color	FBT075342 /	750,000 / 02/2007	Color Network Printer	Connected 10/31/2014	73,361	87,523	14,162	16,590	-2,428	\$0.005060	None at this time.
					46,124	53,768	7,644	10,233	-2,589	\$71.66	
										\$0.09050	
										\$691.78	
VARY											
Room 203											
Xerox 8860MFP 30 CPM Black & Color	HBB402327 /	750,000 / 09/2007	Color Photocopier	Connected 11/15/2014	20,734	38,594	17,860	14,136	3,724	\$0.005060	None at this time.
					31,127	49,886	18,759	17,178	1,581	\$90.37	
										\$0.05268	
										\$988.22	
VARY											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High											
Room 230											
Toshiba E-353 35 CPM	CGE855576 / 6215 4641	750,000 / 01/2008	Black Photocopier	Connected	75,066	109,687	34,621	65,591	-30,970	\$0.004540	None at this time.
					0	0	0	0	0	\$157.18	
										\$0.00000	
										\$0.00	
KMBS											
Room 243											
Xerox 8560DN 30 CPM Black & Color	FBT144560 /	750,000 / 02/2007	Color Network Printer	Connected 10/31/2014	19,496	32,223	12,727	50,000	-37,273	\$0.005060	None at this time.
					40,445	51,524	11,079	0	11,079	\$64.40	
										\$0.09050	
										\$1,002.65	
VARY											
Room 246											
Xerox 8860DN 30 CPM Black & Color	HAV504663 /	750,000 / 09/2007	Color Network Printer	Connected 11/15/2014	2,656	7,044	4,388	8,049	-3,661	\$0.005060	None at this time.
					7,967	12,009	4,042	4,262	-220	\$22.20	
										\$0.05268	
										\$212.93	
VARY											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High											
Room 251											
Xerox 8860MFP 30 CPM Black & Color	HBB402336 /	750,000 / 09/2007	Color Photocopier	Connected 11/15/2014	44,535	60,654	16,119	0	16,119	\$0.005060	Warranty Swap
										\$81.56	
					45,000	62,521	17,521	0	17,521	\$0.05268	
										\$923.01	
VARY											
Xerox 8860MFP 30 CPM Black & Color	HBB405650 /	750,000 / 09/2007	Color Photocopier	Connected 11/15/2014	0	9,073	9,073	15,441	-6,368	\$0.005060	None at this time.
										\$45.91	
					12	6,348	6,336	19,481	-13,145	\$0.05268	
										\$333.78	
VARY											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High											
Teachers' Room #203											
Konica Minolta BH920 92 CPM	57GE02697 /	5,000,000 / 09/2005	Black Photocopier	Connected	3,003,021	3,584,722	581,701	814,569	-232,868	\$0.004020	7 Years from Intro.
					0	0	0	0	0	\$2,338.44	
										\$0.00000	
										\$0.00	
KMBS											
Konica Minolta BH950 95 CPM	A0Y5011000996 / 8811 0189	5,000,000 / 03/2009	Black Photocopier	Connected	1,479,315	2,366,431	887,116	808,000	79,116	\$0.004020	None at this time.
					0	0	0	0	0	\$3,566.21	
										\$0.00000	
										\$0.00	
KMBS											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High											
Teachers' Room #235											
Konica Minolta BH920 92 CPM	57GE03696 /	5,000,000 / 09/2005	Black Photocopier	Connected	3,330,001	3,901,862	571,861	816,334	-244,473	\$0.004020	7 Years from Intro.
					0	0	0	0	0	\$2,298.88	
										\$0.00000	
										\$0.00	
KMBS											
Xerox 8860DN 30 CPM Black & Color	HAV405318 /	750,000 / 09/2007	Color Network Printer	Connected 11/15/2014	19,898	31,735	11,837	10,206	1,631	\$0.005060	None at this time.
					30,021	38,437	8,416	13,589	-5,173	\$59.90	
										\$0.05268	
										\$443.35	
VARY											
Voc Teachers' Room											
Konica Minolta BH920 92 CPM	57GE03558 / 88025552	5,000,000 / 09/2005	Black Photocopier	Connected	1,121,181	1,205,883	84,702	447,387	-362,685	\$0.004020	7 Years from Intro.
					0	0	0	0	0	\$340.50	
										\$0.00000	
										\$0.00	
KMBS											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High											
Vocational Office											
Konica Minolta BH920 92 CPM	57GE03668 / 8702 2276	5,000,000 / 09/2005	Black Photocopier Not Connected	KMBS	3,573,013	4,407,936	834,923	866,906	-31,983	\$0.004020 \$3,356.39	7 Years from Intro.
					0	0	0	0	0	\$0.00000	
										\$0.00	
Konica Minolta BH950 95 CPM	A0Y5011001053 / 8811 0163	5,000,000 / 03/2009	Black Photocopier Connected	KMBS	1,153,189	1,738,947	585,758	844,754	-258,996	\$0.004020 \$2,354.75	Underused!
					0	0	0	0	0	\$0.00000	
										\$0.00	
Vocational Room #56											
Xerox 8860DN 30 CPM Black & Color	HAV405245 /	750,000 / 09/2007	Color Network Printer Connected 11/15/2014	VARY	37,388	57,212	19,824	17,761	2,063	\$0.005060 \$100.31	Overused Color!
					56,134	81,850	25,716	13,493	12,223	\$0.05268	
										\$1,354.72	

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU #57											
Main Office											
Toshiba E-453 45 CPM	CIG846389 / 6217 4229	1,000,000 / 01/2008	Black Photocopier	Connected	106,395	171,710	65,315	71,813	-6,498	\$0.004540	None at this time.
					0	0	0	0	0	\$296.53	
										\$0.00000	
										\$0.00	
KMBS											
Xerox 8860MFP 30 CPM Black & Color	HBB405831 /	750,000 / 09/2007	Color Photocopier	Connected 12/3/2014	0	70	70	11,044	-10,974	\$0.005060	None at this time.
					19	61	42	6,180	-6,138	\$0.05268	
										\$2.21	
VARY											
Xerox 8860MFP 30 CPM Black & Color	HBB402341 /	750,000 / 09/2007	Color Photocopier	Connected 11/15/2014	11,443	16,236	4,793	11,044	-6,251	\$0.005060	Warranty Swap
					11,879	17,946	6,067	6,180	-113	\$24.25	
										\$0.05268	
										\$319.61	
VARY											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU #57											
Main Office Side Room											
Konica Minolta BH600 60 CPM	57BE18124 / 8702 2212	3,000,000 / 08/2006	Black Photocopier Connected	KMBS	817,236	1,029,948	212,712	261,666	-48,954	\$0.004020 \$855.10	None at this time.
					0	0	0	0	0	\$0.00000 \$0.00	
Subtotals B&W							282,890	355,567		\$1,176.24	
Subtotals Color							6,109	12,360		\$321.82	

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Soule Elementary							
Library							
Konica Minolta BH250 25 CPM 31117356 / 500,000 / 06/2005 Black Photocopier Connected KMBS	298,389 0	395,011 0	96,622 0	35,574 0	61,048 0	\$0.004020 \$388.42 \$0.00000 \$0.00	7 Years from Intro.
Main Office							
Xerox 8560MFP 30 CPM Black & Color CXF030854 / 750,000 / 02/2007 Color Photocopier Connected 10/31/2014 VARY	141,877 32,259	183,808 43,349	41,931 11,090	40,645 6,605	1,286 4,485	\$0.005060 \$212.17 \$0.09050 \$1,003.65	None at this time.
Modular Title One							
Konica Minolta BH200 20 CPM 30EE01391 / 300,000 / 10/2005 Black Photocopier Connected KMBS	96,717 0	118,239 0	21,522 0	37,500 0	-15,978 0	\$0.004020 \$86.52 \$0.00000 \$0.00	7 Years from Intro.

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Soule Elementary											
Teachers' Room											
Toshiba E-520T 52 CPM	CZH725017 / 62023965	3,000,000 / 06/2005	Black Photocopier Connected	KMBS	1,361,896	1,694,275	332,379	398,317	-65,938	\$0.004130	7 Years from Intro.
					0	0	0	0	0	\$1,372.73	
										\$0.00000	
										\$0.00	
							492,454	512,036		\$2,059.84	
							11,090	6,605		\$1,003.65	

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<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Woodbury Middle											
Admin 2nd Floor											
Konica Minolta BH500 50 CPM	50GE08891 /	1,000,000 / 03/2006	Black Photocopier	Connected	1,089,282	1,251,097	161,815	58,030	103,785	\$0.004020	None at this time.
					0	0	0	0	0	\$650.50	
										\$0.00000	
										\$0.00	
KMBS											
Copy Room #158											
Konica Minolta BH950 95 CPM	A0Y5011000675 / 88110008	5,000,000 / 03/2009	Black Photocopier	Connected	1,458,341	2,211,396	753,055	738,452	14,603	\$0.004020	None at this time.
					0	0	0	0	0	\$3,027.28	
										\$0.00000	
										\$0.00	
KMBS											
Hope Entrance											
Xerox 8560DN 30 CPM Black & Color	FBT144698 /	750,000 / 02/2007	Color Network Printer	Connected 10/31/2014	35,834	60,444	24,610	7,347	17,263	\$0.005060	None at this time.
										\$124.53	
					34,211	51,030	16,819	5,602	11,217	\$0.09050	
										\$1,522.12	
VARY											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Woodbury Middle											
Library											
Xerox 8860MFP 30 CPM Black & Color	HBB402339 /	750,000 / 09/2007	Color Photocopier	Connected 11/15/2014	12,838	31,518	18,680	12,091	6,589	\$0.005060	None at this time.
										\$94.52	
					20,329	44,112	23,783	17,333	6,450	\$0.05268	
										\$1,252.89	
VARY											
Main Office											
Xerox 8560DN 30 CPM Black & Color	FBT144564 /	750,000 / 02/2007	Color Network Printer	Connected 10/31/2014	24,262	25,576	1,314	77,100	-75,786	\$0.005060	Underused!
										\$6.65	
					22,399	23,226	827	0	827	\$0.09050	
										\$74.84	
VARY											
Main Office Mail Room											
Konica Minolta BH950 95 CPM	A0Y5011000676 / 88110034	5,000,000 / 03/2009	Black Photocopier	Connected	1,580,027	2,438,332	858,305	826,412	31,893	\$0.004020	None at this time.
										\$3,450.39	
					0	0	0	0	0	\$0.00000	
										\$0.00	
KMBS											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Woodbury Middle											
Room 111											
Xerox 8560DN 30 CPM Black & Color	FBT144570 /	750,000 / 02/2007	Color Network Printer	Connected 10/31/2014	27,563	42,881	15,318	5,456	9,862	\$0.005060	None at this time.
										\$77.51	
					51,786	62,361	10,575	11,012	-437	\$0.09050	
										\$957.04	
VARY											
Room 150											
Xerox 8560DN 30 CPM Black & Color	FBT144696 /	750,000 / 02/2007	Color Network Printer	Connected 10/31/2014	16,666	31,718	15,052	3,759	11,293	\$0.005060	None at this time.
										\$76.16	
					28,261	36,644	8,383	5,478	2,905	\$0.09050	
										\$758.66	
VARY											
Room 200											
Xerox 8860MFP 30 CPM Black & Color	HBB404885 /	750,000 / 09/2007	Color Photocopier	Connected 12/3/2014	0	11,189	11,189	6,042	5,147	\$0.005060	None at this time.
										\$56.62	
					0	15,143	15,143	15,507	-364	\$0.05268	
										\$797.73	
VARY											

Date of Last Upgrade: 10/1/2009

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Woodbury Middle											
Room 201											
Konica Minolta BH920 92 CPM	57GE03607 / 88025594	5,000,000 / 09/2005	Black Photocopier Connected	KMBS	2,319,750	2,767,720	447,970	731,618	-283,648	\$0.004020 \$1,800.84	7 Years from Intro.
					0	0	0	0	0	\$0.00000	
										\$0.00	
Room 209											
Xerox 8560DN 30 CPM Black & Color	FBT144694 /	750,000 / 02/2007	Color Network Printer Connected 10/31/2014		12,017	18,370	6,353	3,245	3,108	\$0.005060 \$32.15	None at this time.
					16,204	21,046	4,842	3,282	1,560	\$0.09050 \$438.20	
Room 250											
Xerox 8560MFP 30 CPM Black & Color	CXF330705 /	750,000 / 02/2007	Color Photocopier Connected 10/31/2014		35,295	38,165	2,870	13,994	-11,124	\$0.005060 \$14.52	None at this time.
					43,535	45,531	1,996	12,895	-10,899	\$0.09050 \$180.64	

SPC Service & Supply Cost Savings

This table compares your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client with your projected cost per copy through SPC presently. Annual Volume represents actual projected volume when you first became an SPC client on **9/1/2007**. If all things remained the same, this table demonstrates your average annual and five-year savings.

<i>Annual Volume</i>	<i>Before SPC CPC</i>	<i>After SPC CPC</i>	<i>SPC's CPC Savings</i>	<i>SPC's Annual Cost Savings</i>	<i>SPC's 5-year Cost Savings</i>
13,162,873	\$0.00849	\$0.00418	\$0.00431	\$56,731.98	\$283,659.90

Projected Equipment Costs by Building - Black

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

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Equipment Cost	Total Cost
Barron Elementary	757,173	\$3,160.50	\$3,757.09	\$6,851.14	\$13,768.74
Fisk Elementary	342,934	\$1,464.32	\$1,701.64	\$3,102.98	\$6,268.94
Haigh Elementary	508,587	\$2,107.46	\$2,523.61	\$4,601.86	\$9,232.93
Lancaster Elem	621,709	\$2,598.48	\$3,084.92	\$5,625.42	\$11,308.82
North Salem Elementary	856,252	\$3,573.18	\$4,248.72	\$7,747.64	\$15,569.55
Salem High	5,492,711	\$22,943.30	\$27,254.83	\$49,699.82	\$99,897.95
SAU #57	282,890	\$1,202.50	\$1,403.70	\$2,559.68	\$5,165.88
Soule Elementary	492,454	\$2,105.41	\$2,443.56	\$4,455.88	\$9,004.85
Woodbury Middle	2,322,648	\$9,654.69	\$11,524.98	\$21,016.07	\$42,195.74
Totals	11,677,358	\$48,809.85	\$57,943.05	\$105,660.49	\$212,413.38

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Vendor typically invoices 80% of projected costs annually in advance. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Total Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Konica-Minolta	Black Photocopier	13,392	\$0.00506	\$67.76	\$0.00518	\$69.37
Konica-Minolta	Black Photocopier	434,649	\$0.00454	\$1,973.31	\$0.00464	\$2,016.77
Konica-Minolta	Black Photocopier	1,134,664	\$0.00413	\$4,686.16	\$0.00422	\$4,788.28
Konica-Minolta	Black Photocopier	9,675,609	\$0.00402	\$38,895.95	\$0.00411	\$39,766.75
Vary Technologies	Color Photocopier	237,575	\$0.00506	\$1,202.13	\$0.00518	\$1,230.64
Vary Technologies	Color Network Printer	164,996	\$0.00506	\$834.88	\$0.00518	\$854.68
Vary Technologies	Color Network Printer	16,473	\$0.00490	\$80.72	\$0.00506	\$83.35
Totals and Averages		11,677,358	\$0.00409	\$47,740.91	\$0.00418	\$48,809.84

Our Current Bids are coming in at an average at approx. \$0.0035 per print! Based on this CPC you would save \$7,939 per year!

Projected Equipment Costs by Building - Color

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

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Total Cost
Barron Elementary	5,161	\$477.81	\$25.61	\$503.41
Fisk Elementary	14,424	\$1,335.37	\$71.57	\$1,406.95
Haigh Elementary	13,839	\$1,281.21	\$68.67	\$1,349.88
Lancaster Elem	35,011	\$3,241.32	\$173.72	\$3,415.04
North Salem Elementary	6,840	\$633.25	\$33.94	\$667.19
Salem High	230,672	\$16,769.53	\$1,144.59	\$17,914.13
SAU #57	6,109	\$329.21	\$30.31	\$359.53
Soule Elementary	11,090	\$1,026.71	\$55.03	\$1,081.74
Woodbury Middle	87,959	\$6,637.20	\$436.45	\$7,073.65
Totals	411,105	\$31,731.62	\$2,039.90	\$33,771.52

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Color copies are typically billed in arrears quarterly or semi-annually. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Actual Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Vary Technologies	Color Photocopier	84,134	\$0.09050	\$7,614.13	\$0.09258	\$7,789.13
Vary Technologies	Color Photocopier	125,395	\$0.05268	\$6,605.81	\$0.05389	\$6,757.54
Vary Technologies	Color Network Printer	163,402	\$0.09050	\$14,787.88	\$0.09258	\$15,127.76
Vary Technologies	Color Network Printer	38,174	\$0.05268	\$2,011.01	\$0.05389	\$2,057.20
Totals and Averages		411,105	\$0.07545	\$31,018.82	\$0.07719	\$31,731.62

Our Current Bids are coming in at an average at approx. \$0.04995 per print! Based on this CPC you would save \$11,196 per year!

Reprographic Equipment Assessment

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

Total # of Units	79
# of Units on Lease	69
# of Units Owned	6
Lease Company	Northway Bank
Lease Start Date	10/1/2009
Lease End Date	8/1/2013
Term	4 Annual
Annual Payment usually due on 8/1	\$112,755.66
Remaining Payments	1

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

Leased Equipment

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

Building	Make	Model	Serial #
Barron Elementary	Konica Minolta	BH421	A0R6011006396
Barron Elementary	Toshiba	E-723	CRL717626
Barron Elementary	Toshiba	E-723	CRL717630
Barron Elementary	Toshiba	E-452	CIH732761
Barron Elementary	Xerox	8560MFP	CXF031789
Barron Elementary	Xerox	8560DN	FBT077781
Fisk Elementary	Konica Minolta	750	57AE05088
Fisk Elementary	Konica Minolta	BH420	42GE11132
Fisk Elementary	Toshiba	E-600T	CQH722529
Fisk Elementary	Toshiba	E-600T	CQH722296
Fisk Elementary	Xerox	8560MFP	CXF031571
Fisk Elementary	Xerox	8560DN	FBT144619
Haigh Elementary	Konica Minolta	BH600	57BE18651
Haigh Elementary	Konica Minolta	BH421	A0R6011005209
Haigh Elementary	Xerox	8560MFP	CXF031344
Haigh Elementary	Xerox	8560DN	FBT144618
Lancaster Elem	Toshiba	E-723	CRL717642
Lancaster Elem	Toshiba	E-452	CIC728137
Lancaster Elem	Xerox	8560MFP	CXF343649
Lancaster Elem	Xerox	8560DN	FBT077782
North Salem Elementary	Konica Minolta	BH950	A0Y5011001035
North Salem Elementary	Toshiba	E-520T	CZH725236
North Salem Elementary	Xerox	8560MFP	CXF031375
North Salem Elementary	Xerox	8560DN	XFN117750
Salem High	Konica Minolta	BH950	A0Y5011001053
Salem High	Konica Minolta	BH950	A0Y5011000996

Building	Make	Model	Serial #
Salem High	Konica Minolta	BH950	A0Y5011001061
Salem High	Konica Minolta	BH420	42GE11144
Salem High	Konica Minolta	BH920	57GE03668
Salem High	Konica Minolta	BH920	57GE03660
Salem High	Konica Minolta	BH920	57GE02697
Salem High	Konica Minolta	BH920	57GE03558
Salem High	Konica Minolta	BH920	57GE03696
Salem High	Toshiba	E-353	CGE855634
Salem High	Toshiba	E-723	CRG819128
Salem High	Toshiba	E-720T	CRH716933
Salem High	Toshiba	E-452	CIC727442
Salem High	Toshiba	E-353	CGE855576
Salem High	Xerox	7760DN	AUA334941
Salem High	Xerox	8860DN	HAV405245
Salem High	Xerox	8560MFP	CXF330680
Salem High	Xerox	8560DN	FBT075342
Salem High	Xerox	8860DN	HAV504663
Salem High	Xerox	8560DN	FBT144560
Salem High	Xerox	8560DN	FBT144625
Salem High	Xerox	8560MFP	CXF355261
Salem High	Xerox	8860MFP	HBB402297
Salem High	Xerox	8860MFP	HBB402327
Salem High	Xerox	8860MFP	HBB405650
Salem High	Xerox	8860DN	HAV405318
SAU #57	Konica Minolta	BH600	57BE18124
SAU #57	Toshiba	E-453	CIG846389
SAU #57	Xerox	8860MFP	HBB405831
Soule Elementary	Toshiba	E-520T	CZH725017
Soule Elementary	Xerox	8560MFP	CXF030854
Woodbury Middle	Konica Minolta	750	57AE04385

Building	Make	Model	Serial #
Woodbury Middle	Konica Minolta	BH950	A0Y5011000676
Woodbury Middle	Konica Minolta	BH950	A0Y5011000675
Woodbury Middle	Konica Minolta	BH500	50GE08891
Woodbury Middle	Konica Minolta	BH920	57GE03607
Woodbury Middle	Xerox	8560DN	FBT144693
Woodbury Middle	Xerox	8560DN	FBT144698
Woodbury Middle	Xerox	8560DN	FBT144564
Woodbury Middle	Xerox	8560DN	FBT144694
Woodbury Middle	Xerox	8560DN	FBT144696
Woodbury Middle	Xerox	8560MFP	CXF330705
Woodbury Middle	Xerox	8860MFP	HBB404885
Woodbury Middle	Xerox	8860MFP	HBB402339
Woodbury Middle	Xerox	8560DN	FBT144570

Owned Equipment

Equipment currently owned by client.

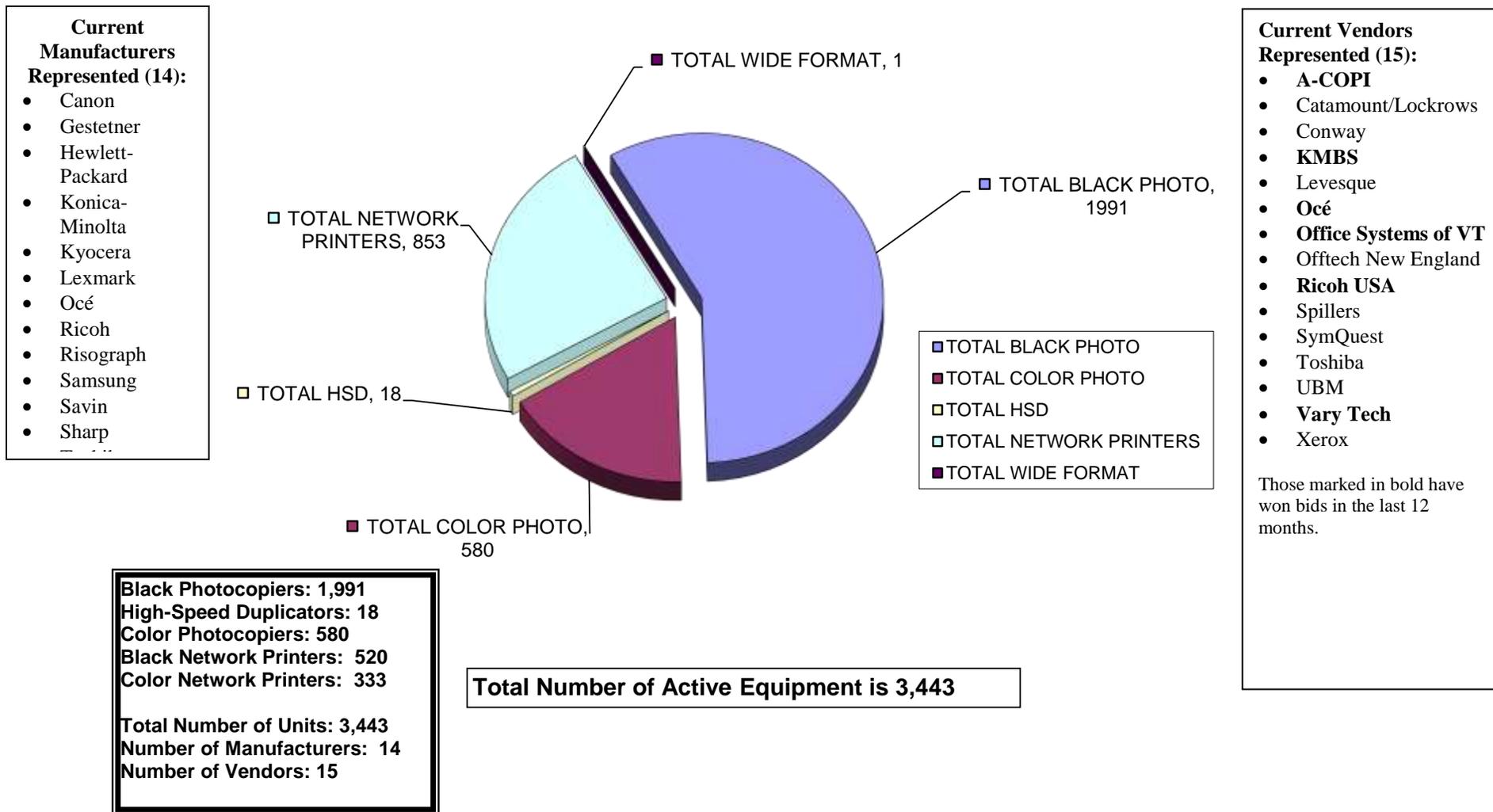
Building	Make	Model	Serial #
Lancaster Elem	Konica Minolta	BH600	57BJ00012
North Salem Elementary	Konica Minolta	BH250	31124605
Salem High	Konica Minolta	BH200	31200264
Salem High	Xerox	8550DP	KUA000753
Soule Elementary	Konica Minolta	BH200	30EE01391
Soule Elementary	Konica Minolta	BH250	31117356

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

Active Reprographic Equipment & Manufacturers

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

SPC Total Active Equipment



Improved SPC Services

Print Management Software (MagicSoft) with its Benefits

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

Collect meter reads daily. Benefits...

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

Automatic ordering of consumable items. Benefits...

- Eliminate the need of valuable time spent ordering supplies manually

Automatic service alert sent to service provider. Benefit...

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

Cost per print plan for networking printing devices such as HP and Lexmark network printers. Benefits...

- Instead of individual expensive purchase of supply items, a cost-per-print quarterly in arrears at about half what you are currently paying will be offered.

Announcing : STAR Doc!

SPC would like to introduce an exciting new tool:



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

Anticipated released date: September 2012

SPC's Service & Supply Contract – Purpose & Sample

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

CONTRACT SAMPLE:

SERVICE AND SUPPLY CONTRACT (LEASED EQUIPMENT)

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

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

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

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

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

SPC's Dual-Layered Warranty – Purpose & Explanation

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

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

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

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

WARRANTY SAMPLE:

**WARRANTY
(LEASED EQUIPMENT)**

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

The only exclusions to this Warranty are as follows:

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

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