



Specialized Purchasing Consultants

PO Box 190

Gorham, NH 03581

(800) 750-1538

www.spccopypro.com

2013-14 Annual Report

Year - End Photocopier Analysis

With projected costs for 2014-15

Linda MacDonald
NHSAU 57 - Salem School District
33 Geremonty Drive
Salem, NH 03079



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

November 2014

Skip Tilton
President

Corporate Office:
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Linda MacDonald
NHSAU 57 - Salem School District
33 Geremonty Drive
Salem, NH 03079

Dear Linda:

VISIT US ON THE WEB:
www.spccopypro.com

Our staff at SPC would like to extend their gratitude for allowing us to provide beneficial services to you and your organization for the past *7 years*. Over the last two years, SPC has made major improvements to your services without increasing our cost to you. We hope you have experienced and enjoyed the benefits.

Since our inception in 1988, we have always strived to maximize your savings while improving productivity and reliability. As a major part of our services, **SPC STAR Doc.** * which was designed to predict both your year-end cost as well as set up your next year's budget as soon as January 1st, is fully functional. New features include...

- Mapped devices show a before and after Upgrade floor plan
- Devices not reporting are now factored into your budget so that you have a more accurate forecast
- Non-contracted devices are now flagged with potential cost savings

*Feel free to ask for a more detailed explanation

New to this year's Annual Report is a section for warranty replacements and equipment complaints that have taken place during the previous year. This will flag problem locations that may or may not need to be eventually upgraded. As always, the overview of your equipment usage and status for the past fiscal year is included. Recommendations are provided to address potential problem areas to avoid needless down time and improve equipment reliability for years to come.

Thank you again for allowing SPC the opportunity to be of service. We look forward to our personal presentation of this year's annual report.

Sincerely,

Skip Tilton
President

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 87 clients (3,800+ machines with 1.6 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



Sue Penney

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics 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.

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.



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 experience and my strong attention to detail to ensure our clients' 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.

The SPC Team Continued....



Charles Baca

Operational Support

I feel privileged to join SPC and honored that I am able to work with such an amazing team. I'm here to help make sure that the SPC headquarters runs as smoothly as possible. That includes technical issues and networking matters. I also make sure that all of our clients' data are up to date and as accurate as possible. I love working at SPC because it's a challenging work environment committed to their clients.

Alex Webster

Director of Customer Relations

It is a great pleasure for me to join the SPC team. One of my responsibilities involves creating detailed maps of your copiers and 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.



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.

Joel Heffernan

Field Representative – Client Relations

As Field Representative for SPC, I reach out to the customer to offer help as needed in and during the installation of equipment change over and in assisting in each event. Also, I bring to this company over forty years in the Copier/Printer industry. It is my goal to assure our clients a pleasant experience in using SPC's services.



Equipment Health Status

Total Number of Machines:	109
Total Black Photocopiers	38
Total Color Photocopiers (including MFP)	21
Total Black Network Printers	40
Total Color Network Printers	9
Total Removed from Service:	1
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty: Printer	1
# of Units Overused:	0
# of Units Underused:	0
# of Units Connected to Network with Print and/or Scan	106
Commencement Date:	12/15/2013
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	6/30/2018
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

It's been 7 years since we have done business and it has been a pleasure working with you. Also, we have developed powerful new management tools such as STARDoc that can dramatically control future printing and thus control cost.

As your equipment ages, there is bound to be more reliability concerns. It should be our goal to stay ahead of that reliability curve. Also noteworthy is that all of your warranties and service contracts are scheduled to end on June 30 of 2018. I am confident that with each additional upgrade that quality of your equipment will improve and also the reliability. It will be our goal to reduce your current budget at the same time.

I would begin the process by surveying and writing a new five year plan as early as January of 2017.

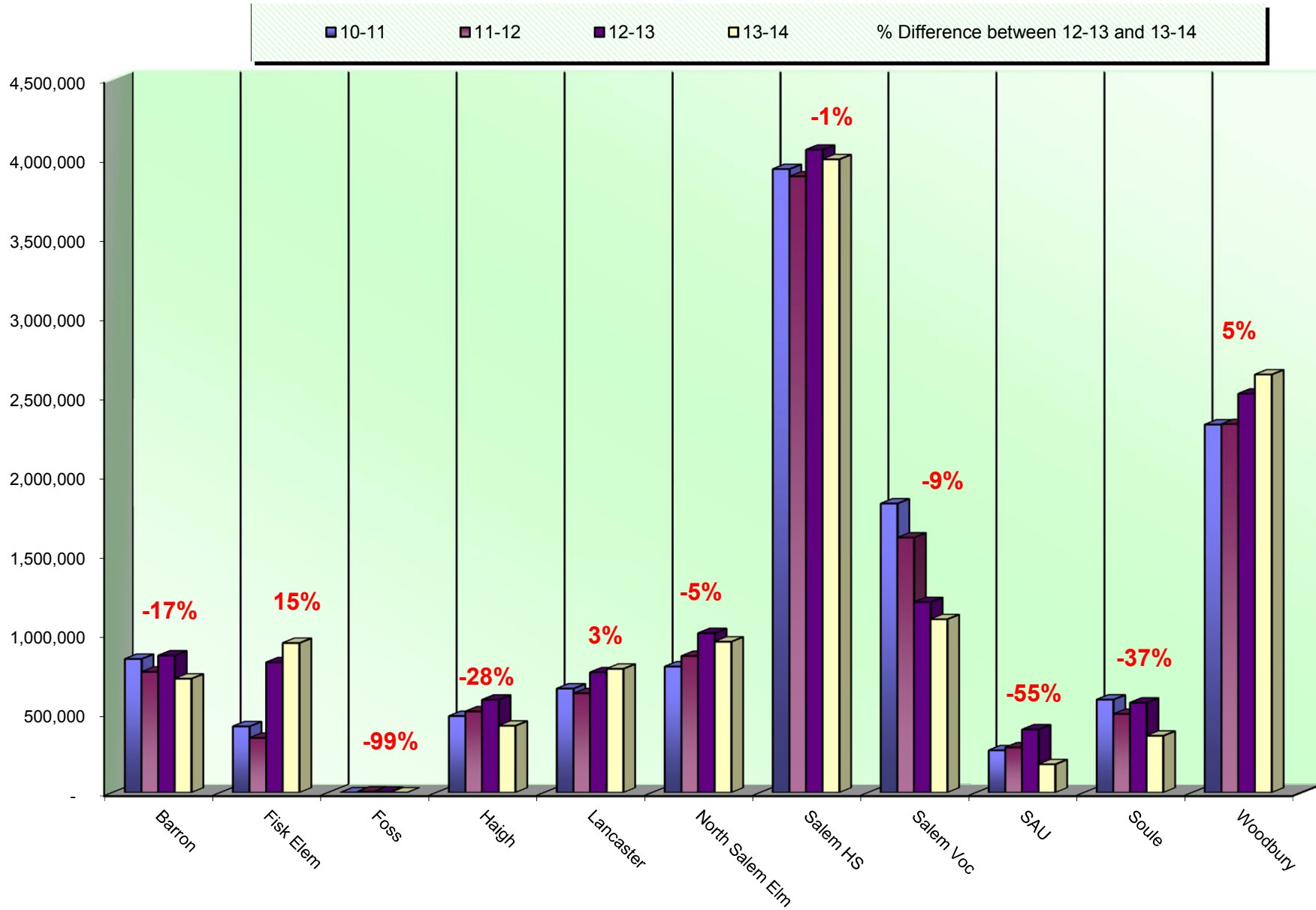
Skip

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.

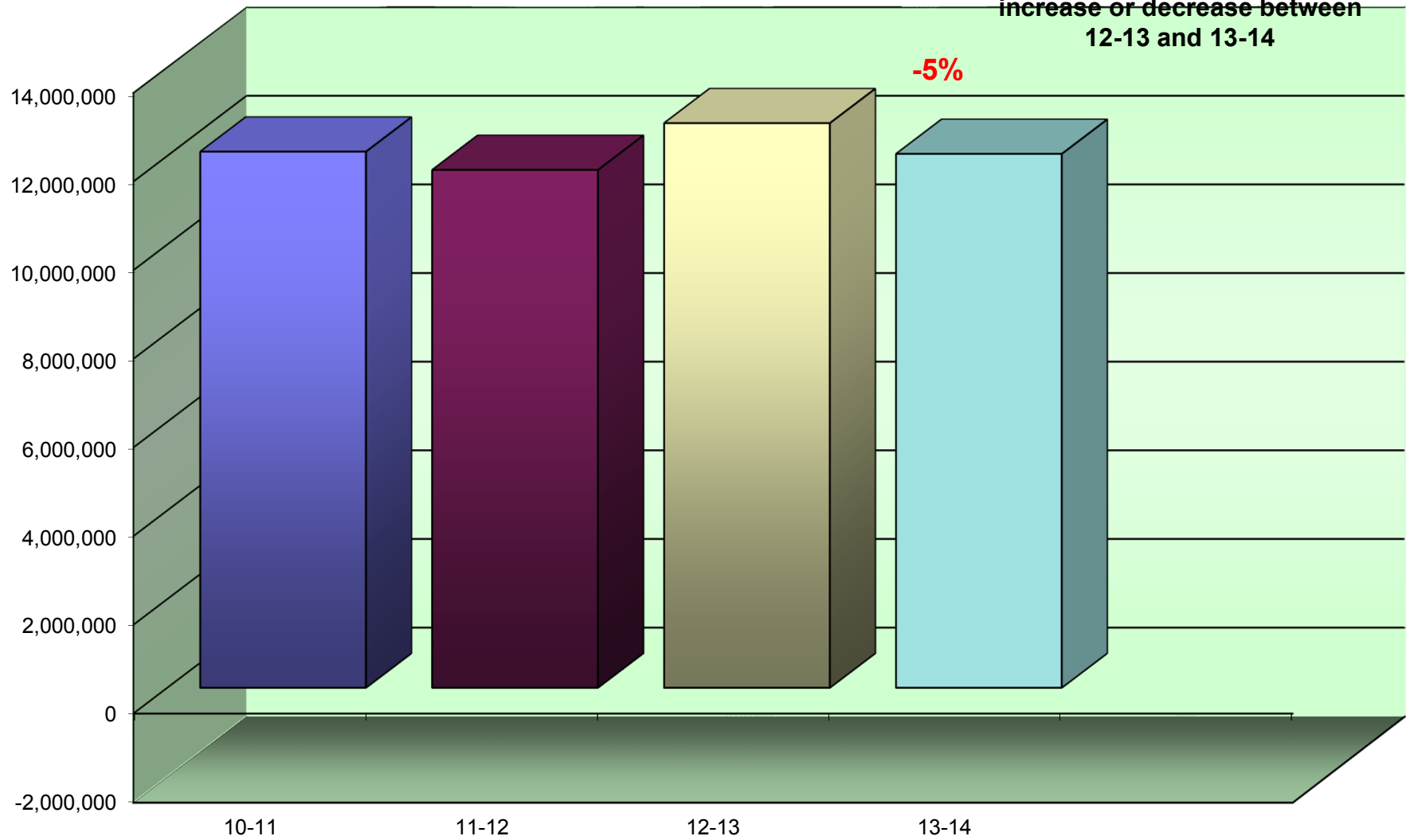
Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Lancaster Elementary	Room 204	HP Color LaserJet 3600c	CNWBD35346	AAA	11/2005

ANNUAL BLACK VOLUME BY BUILDING



ANNUAL BLACK VOLUME OVERALL

% amount equals the overall
increase or decrease between
12-13 and 13-14



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.

<i>Building</i>	<i>Student Population</i>	<i>Projected Annual Volume</i>	<i>Total School Cost*</i>	<i>Average Copies Per Student</i>	<i>Average Cost Per Student</i>
Barron Elementary	307	793,513	\$14,579.21	2,585	\$47.49
Fisk Elementary	219	739,338	\$13,673.36	3,376	\$62.44
Haigh Elementary	187	521,890	\$9,628.45	2,791	\$51.49
Lancaster Elementary	295	708,822	\$13,127.44	2,403	\$44.50
North Salem Elementary	365	873,956	\$16,066.06	2,394	\$44.02
Salem High	1,358	5,888,957	\$108,334.32	4,336	\$79.77
SAU 57 District	0	389,885	\$7,304.91	0	\$0.00
Soule Elementary	211	508,055	\$9,348.08	2,408	\$44.30
Woodbury Middle	912	2,838,880	\$52,298.19	3,113	\$57.34
TOTALS & AVERAGES	3,854	13,263,296	\$244,360.03	3,441	\$63.40

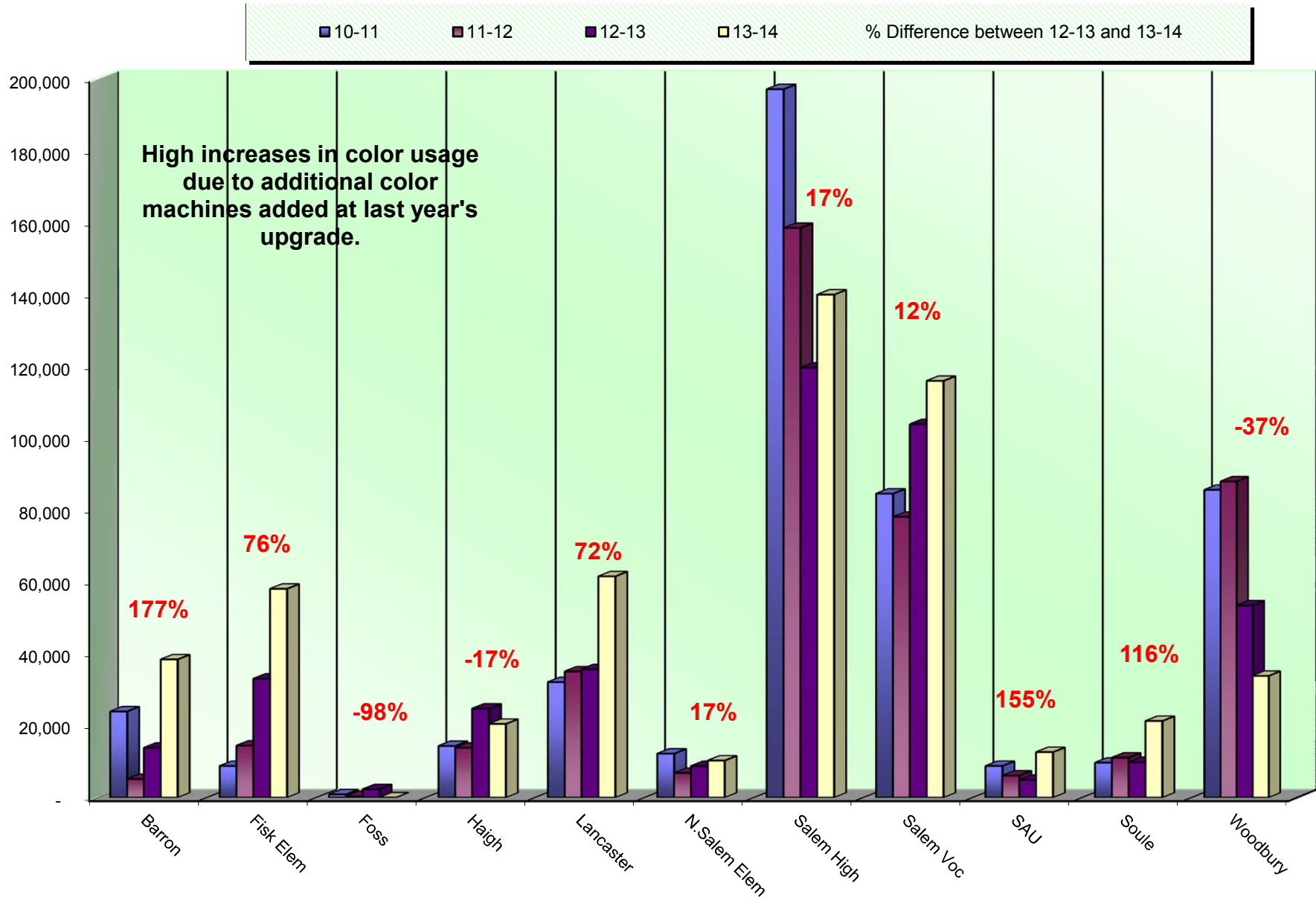
Cost Comparison - Black

This is an SPC Comparison contrasting your district with 67 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	114,558	228,223,654	\$5,292,743.97	2,516	\$46.20

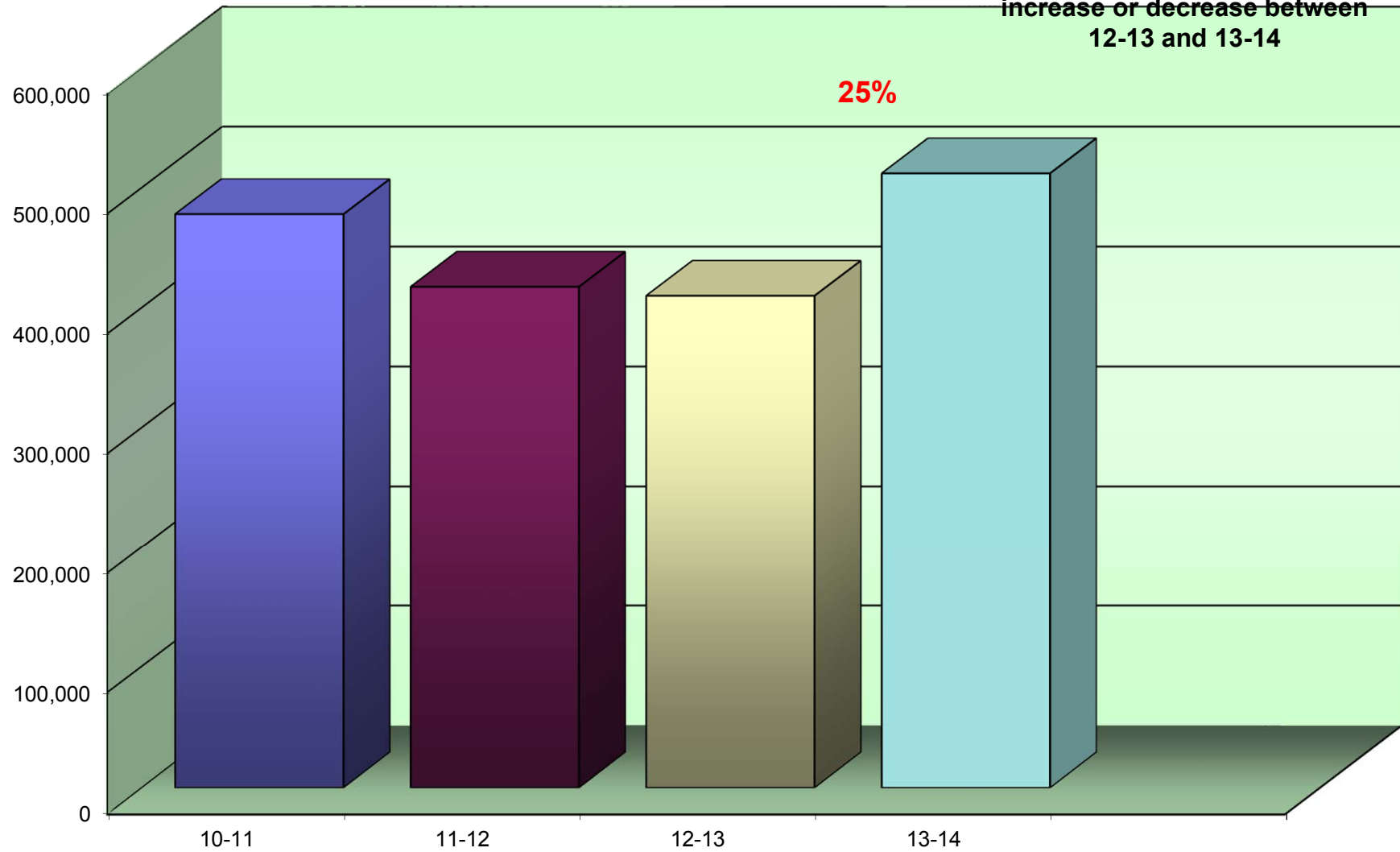
**Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*

ANNUAL COLOR VOLUME BY BUILDING



ANNUAL COLOR VOLUME OVERALL

% amount equals the overall
increase or decrease between
12-13 and 13-14



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.

<i>Building</i>	<i>Student Population</i>	<i>Projected Annual Volume</i>	<i>Total School Cost*</i>	<i>Average Copies Per Student</i>	<i>Average Cost Per Student</i>
Barron Elementary	307	5,161	\$257.79	17	\$0.84
Fisk Elementary	219	23,166	\$1,157.14	106	\$5.28
Haigh Elementary	187	13,839	\$698.73	74	\$3.74
Lancaster Elementary	295	38,199	\$2,067.60	129	\$7.01
North Salem Elementary	365	10,028	\$500.90	27	\$1.37
Salem High	1,358	222,729	\$11,206.63	164	\$8.25
SAU 57 District	0	709	\$35.41	0	\$0.00
Soule Elementary	211	11,090	\$553.95	53	\$2.63
Woodbury Middle	912	86,648	\$4,391.07	95	\$4.81
TOTALS & AVERAGES	3,854	411,569	\$20,869.22	107	\$5.41

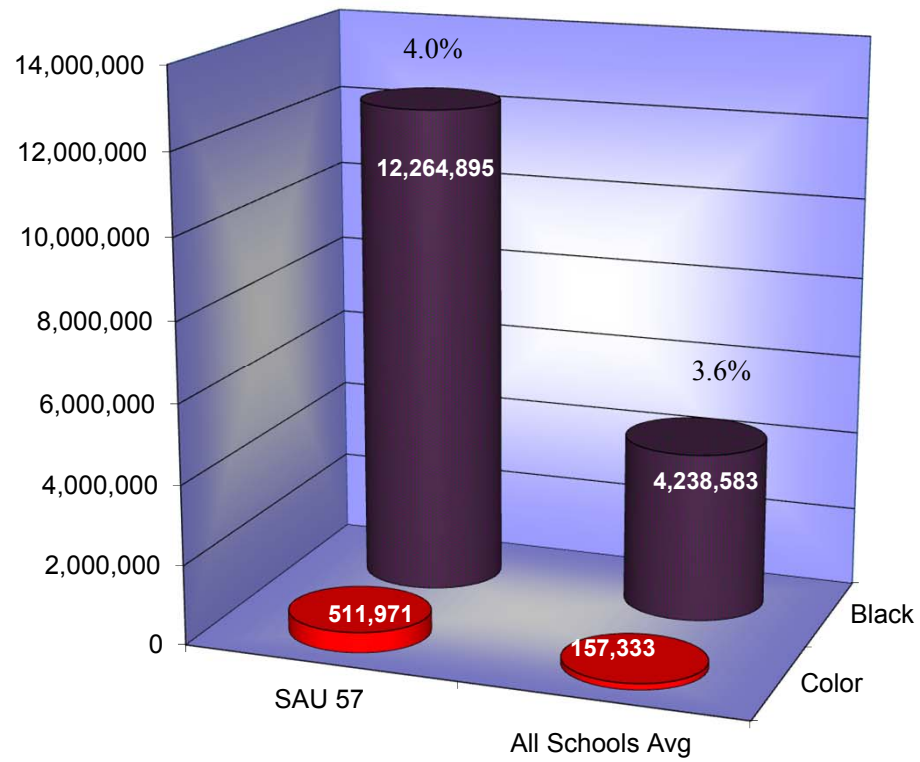
Cost Comparison - Color

This is an SPC Comparison contrasting your district with 67 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	114,558	10,541,331	\$617,517.66	92	\$5.39

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

Color to Total Volume Percentage



Usage Profile and Cost Analysis – Black

	<i>Volume Prior To Upgrade</i>	<i>Cost Prior To Upgrade</i>	<i>Volume After Upgrade</i>	<i>Cost After Upgrade</i>	<i>Total Volume</i>	<i>Total Costs</i>
Barron Elementary	332,842	\$1,471.21	380,921	\$1,496.41	713,763	\$2,967.62
Fisk Elementary	317,826	\$1,612.62	620,316	\$2,461.19	938,142	\$4,073.81
Foss School	24	\$0.34	0	\$0.00	24	\$0.34
Haigh Elementary	186,702	\$794.83	231,992	\$920.09	418,694	\$1,714.92
Lancaster Elementary	330,678	\$1,798.05	445,244	\$1,794.39	775,922	\$3,592.44
North Salem Elementary	428,758	\$1,819.32	517,747	\$2,092.07	946,505	\$3,911.39
Salem High	2,287,005	\$10,829.32	2,795,303	\$11,398.86	5,082,308	\$22,228.18
SAU 57 District	176,958	\$1,474.50	205	\$651.64	177,163	\$2,126.14
Soule Elementary	150,707	\$691.29	205,069	\$826.26	355,776	\$1,517.55
Woodbury Middle	1,261,437	\$5,571.49	1,374,400	\$5,528.80	2,635,837	\$11,100.29
TOTALS	5,472,937	\$26,062.97	6,571,197	\$27,169.71	12,044,134	\$53,232.68

Usage Profile and Cost Analysis - Color

	<i>Volume Prior To Upgrade</i>	<i>Cost Prior to To Upgrade</i>	<i>Volume After Upgrade</i>	<i>Cost After Upgrade</i>	<i>Total Volume</i>	<i>Total Costs</i>
Barron Elementary	10,183	\$952.21	28,161	\$1,406.64	38,344	\$2,358.85
Fisk Elementary	14,287	\$1,593.71	43,653	\$2,180.47	57,940	\$3,774.18
Foss School	36	\$6.81	0	\$0.00	36	\$6.81
Haigh Elementary	3,661	\$342.34	16,789	\$883.05	20,450	\$1,225.39
Lancaster Elementary	18,614	\$1,960.69	42,768	\$2,250.22	61,382	\$4,210.91
North Salem Elementary	3,243	\$303.25	7,044	\$351.85	10,287	\$655.10
Salem High	90,761	\$7,495.13	165,122	\$8,457.96	255,883	\$15,953.09
SAU 57 District	3,805	\$207.11	8,819	\$440.51	12,624	\$647.62
Soule Elementary	122	\$11.41	21,140	\$1,055.94	21,262	\$1,067.35
Woodbury Middle	18,770	\$1,407.84	14,993	\$748.94	33,763	\$2,156.78
TOTALS	163,482	\$14,280.50	348,489	\$17,775.58	511,971	\$32,056.08

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 9/1/2007 with your projected cost per copy for the new fiscal year through SPC (based on your most recent Five-Year Equipment Replacement Schedule). The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Projected Volume	Prior CPC	Average Annual Cost
13,263,296	\$0.00849	\$112,605.38

CURRENTLY WITH SPC

Projected Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
13,263,296	\$0.003997	\$53,013.39	\$59,591.99	\$297,959.95

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$59,591.99 x 7 years as a Client
= \$\$\$417,143.93 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.

<i>Building</i>	<i>Projected Black Volume</i>	<i>Projected Black Cost</i>	<i>Approx. Paper Cost</i>	<i>Average Annual Equipment Cost</i>	<i>Total Projected Black Usage Cost</i>
Barron Elementary	793,513	\$3,131.38	\$3,937.41	\$7,510.42	\$14,579.21
Fisk Elementary	739,338	\$3,007.10	\$3,668.60	\$6,997.67	\$13,673.36
Haigh Elementary	521,890	\$2,099.26	\$2,589.62	\$4,939.57	\$9,628.45
Lancaster Elementary	708,822	\$2,901.43	\$3,517.17	\$6,708.84	\$13,127.44
North Salem Elementary	873,956	\$3,457.70	\$4,336.57	\$8,271.79	\$16,066.06
Salem High	5,888,957	\$23,375.68	\$29,221.00	\$55,737.63	\$108,334.32
SAU 57 District	389,885	\$1,680.13	\$1,934.61	\$3,690.17	\$7,304.91
Soule Elementary	508,055	\$2,018.49	\$2,520.97	\$4,808.62	\$9,348.08
Woodbury Middle	2,838,880	\$11,342.32	\$14,086.52	\$26,869.35	\$52,298.19
	13,263,296	\$53,013.49	\$65,812.47	\$125,534.07	\$244,360.03

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.

<i>Building</i>	<i>Projected Color Volume</i>	<i>Total Projected Color Usage Cost</i>
Barron Elementary	5,161	\$257.79
Fisk Elementary	23,166	\$1,157.14
Haigh Elementary	13,839	\$698.73
Lancaster Elementary	38,199	\$2,067.60
North Salem Elementary	10,028	\$500.90
Salem High	222,729	\$11,206.63
SAU 57 District	709	\$35.41
Soule Elementary	11,090	\$553.95
Woodbury Middle	86,648	\$4,391.07
	411,569	\$20,869.22

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 1.2%**. Because of your recent upgrade, there was no CPC increase.

<i>Vendor</i>	<i>Equipment Type</i>	<i>Projected Annual Volume</i>	<i>2013-2014 Cost / Copy</i>	<i>Total Cost</i>	<i>2014-2015 Cost / Copy</i>	<i>Projected Cost</i>
Axis Business Solutions	Black Network Printer	39,906	\$0.008750	\$349.18	\$0.008750	\$349.18
Axis Business Solutions	Color Network Printer	13,072	\$0.008750	\$114.38	\$0.008750	\$114.38
KMBS	Black Photocopier	10,778,750	\$0.003900	\$42,037.13	\$0.003900	\$42,037.13
KMBS	Black Network Printer	425,131	\$0.006125	\$2,603.93	\$0.006125	\$2,603.93
KMBS	Color Photocopier	1,968,784	\$0.003900	\$7,678.26	\$0.003900	\$7,678.26
KMBS	Color Network Printer	37,653	\$0.006125	\$230.62	\$0.006125	\$230.62
TOTALS		13,263,296	\$0.003997	\$53,013.50	\$0.003997	\$53,013.50

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 1.2%.** Because of your recent upgrade, there was no increase.

<i>Vendor</i>	<i>Equipment Type</i>	<i>Projected Annual Volume</i>	<i>2013-2014 Cost / Copy</i>	<i>Total Cost</i>	<i>2014-2015 Cost / Copy</i>	<i>Projected Cost</i>
Axis Business Solutions	Color Network Printer	3,188	\$0.10000	\$318.80	\$0.10000	\$318.80
KMBS	Color Photocopier	384,288	\$0.04995	\$19,195.19	\$0.04995	\$19,195.19
KMBS	Color Network Printer	24,093	\$0.05625	\$1,355.23	\$0.05625	\$1,355.23
TOTALS		411,569	\$0.050706	\$20,869.22	\$0.050706	\$20,869.22

Reprographic Equipment Assessment

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

Total Number of Units	107
Total Number of Units on Lease	105
Total Number of Units Owned	2
Lease Company	Northway Bank
Lease Start Date	12/15/2013
Lease End Date	08/01/2017
Term	4 Annual
Annual Payment usually due on 8/1	\$125,534.07
Remaining Payments	3

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

Leased Equipment

Building	Make	Model	Serial Number
Barron Elementary	Konica Minolta	BH454	A61E011000399
Barron Elementary	Konica Minolta	BH3300P	A63P011000473
Barron Elementary	Konica Minolta	BHC654	A2X1017002013
Barron Elementary	HP Laserjet Pro	M401DNE	PHGFB03552
Barron Elementary	Konica Minolta	BHc35	A121011301752
Barron Elementary	Konica Minolta	BH3300P	A63P011000464
Barron Elementary	Konica Minolta	BH754E	A55V017000406
Barron Elementary	Konica Minolta	BH454	A61E011000365
Fisk Elementary	Konica Minolta	BH3300P	A63P011000097
Fisk Elementary	Konica Minolta	BH3300P	A63P011000089
Fisk Elementary	Konica Minolta	BH754E	A55V017000389
Fisk Elementary	Konica Minolta	BHC654	A2X1017002110
Fisk Elementary	Konica Minolta	BH454	A61E011000008
Fisk Elementary	HP Laserjet Pro	M401DNE	JPGFH01537
Fisk Elementary	Konica Minolta	BH454	A61E011000137
Fisk Elementary	Konica Minolta	BHC 454E	A5C0011005978
Haigh Elementary	Konica Minolta	BHC 454E	A5C0011005991
Haigh Elementary	Konica Minolta	MC4750DN	A0VD012300168
Haigh Elementary	Konica Minolta	BH754E	A55V017000412
Haigh Elementary	Konica Minolta	BH3300P	A63P011000606
Haigh Elementary	Konica Minolta	BH3300P	A63P011000496
Lancaster Elementary	Konica Minolta	BH20	A32R012024805
Lancaster Elementary	Konica Minolta	BHC654	A2X1017002105
Lancaster Elementary	Konica Minolta	BH754E	A55V017000403
Lancaster Elementary	Konica Minolta	BH3300P	A63P011000470
Lancaster Elementary	Konica Minolta	BH454	A61E011000343
Lancaster Elementary	Konica Minolta	BHc35	A121011301546
Lancaster Elementary	HP Laserjet Pro	M401DNE	JPGFH01533

Building	Make	Model	Serial Number
North Salem Elementary	Konica Minolta	BHC654	A2X1017002132
North Salem Elementary	Konica Minolta	BH454	A61E011000542
North Salem Elementary	Konica Minolta	BH3300P	A63P011000465
North Salem Elementary	Konica Minolta	BH951	A4EW011002573
North Salem Elementary	Konica Minolta	BH3300P	A63P011000471
North Salem Elementary	Konica Minolta	BH3300P	A63P011000436
Salem High	Konica Minolta	BHc35	A121011301547
Salem High	Konica Minolta	BH3300P	A63P011000468
Salem High	Konica Minolta	BHC 454E	A5C0011003255
Salem High	Konica Minolta	BH951	A4EW011002513
Salem High	Konica Minolta	BH951	A4EW011002306
Salem High	Konica Minolta	MC4750DN	A0VD012300175
Salem High	Konica Minolta	BH454	A61E011000257
Salem High	Konica Minolta	MC4750DN	A0VD012300134
Salem High	Konica Minolta	BH951	A4EW011002309
Salem High	Konica Minolta	BH754E	A55V017000413
Salem High	Konica Minolta	BHc35	A121011301513
Salem High	Konica Minolta	BH4000P	A63R011002420
Salem High	Konica Minolta	BH454	A61E011000161
Salem High	HP Laserjet Pro	M401DNE	JPGFH01541
Salem High	Konica Minolta	MC4750DN	A0VD012300171
Salem High	Konica Minolta	MC4750DN	A0VD012300103
Salem High	Konica Minolta	BHC 454E	A5C0011005954
Salem High	Konica Minolta	BH3300P	A63P011000463
Salem High	Konica Minolta	BH4000P	A63R011002369
Salem High	Konica Minolta	BH3300P	A63P011000425
Salem High	Konica Minolta	BH3300P	A63P011000442
Salem High	Konica Minolta	BHc35	A121011301648
Salem High	Konica Minolta	BH3300P	A63P011000462
Salem High	Konica Minolta	BH454	A61E011000397

Building	Make	Model	Serial Number
Salem High	Konica Minolta	BH951	A4EW011002527
Salem High	Konica Minolta	BHC654	A2X1017002015
Salem High	Konica Minolta	BH20	A32R012024542
Salem High	Konica Minolta	BH951	A4EW011002324
Salem High	Konica Minolta	BHc35	A121011301650
Salem High	Konica Minolta	BH951	A4EW011002336
Salem High	Konica Minolta	BH3300P	A63P011000460
Salem High	Konica Minolta	BH3300P	A63P011000619
Salem High	Konica Minolta	BH20	A32R012024538
Salem High	Konica Minolta	BH4000P	A63R011002417
Salem High	Konica Minolta	BH3300P	A63P011000461
Salem High	Konica Minolta	BH3300P	A63P011000601
Salem High	Konica Minolta	BH754E	A55V017000420
Salem High	Konica Minolta	MC4750DN	A0VC012300189
Salem High	Konica Minolta	MC4750DN	A0VD012300185
Salem High	Konica Minolta	BHc35	A121011301222
Salem High	Konica Minolta	BH454	A61E011000461
SAU 57 District	Konica Minolta	BH4000P	A63R011002426
SAU 57 District	Konica Minolta	BH4000P	A63R011002399
SAU 57 District	Konica Minolta	BH4000P	A63R011002416
SAU 57 District	Konica Minolta	BHC654	A2X1017002022
SAU 57 District	Konica Minolta	BH754E	A55V017000395
Soule Elementary	Konica Minolta	BHC 454E	A5C0011005975
Soule Elementary	Konica Minolta	BH754E	A55V011000181
Soule Elementary	Konica Minolta	BH3300P	A63P011000116
Soule Elementary	Konica Minolta	BH3300P	A63P011000629
Soule Elementary	Konica Minolta	BHc35	A121011301458
Soule Elementary	HP Laserjet Pro	M401DNE	PHGFC00513
Soule Elementary	Konica Minolta	BH454	A61E011000376
Woodbury Middle	Konica Minolta	BH4000P	A63R011002452

Building	Make	Model	Serial Number
Woodbury Middle	Konica Minolta	BH20	A32R012024539
Woodbury Middle	Konica Minolta	BH3300P	A63P011000478
Woodbury Middle	Konica Minolta	BH3300P	A63P011000472
Woodbury Middle	Konica Minolta	BH754E	A55V017000348
Woodbury Middle	Konica Minolta	BH951	A4EW011002626
Woodbury Middle	Konica Minolta	BHc35	A121011301812
Woodbury Middle	Konica Minolta	BH951	A4EW011002529
Woodbury Middle	Konica Minolta	BHc35	A121011301517
Woodbury Middle	Konica Minolta	BH20	A32R012024540
Woodbury Middle	Konica Minolta	BH3300P	A63P011000467
Woodbury Middle	Konica Minolta	BH754E	A55V017000345
Woodbury Middle	Konica Minolta	BH20	A32R012024543
Woodbury Middle	Konica Minolta	MC4750DN	A0VD012300172
Woodbury Middle	Konica Minolta	BH951	A4EW011002521
Woodbury Middle	Konica Minolta	BH3300P	A63P011000414
Woodbury Middle	Konica Minolta	BH3300P	A63P011000466
Woodbury Middle	Konica Minolta	BH3300P	A63P011000420

Owned Equipment

Building	Make	Model	Serial Number
Lancaster Elementary	HP	Color LaserJet 3600c	CNWBD35346
Salem High	Konica Minolta	BH20	A32R012025688

StarDoc User Names

Name	User Name
Betsy Palardy	Elizabeth.palardy@sau57.org
David Hasbany	david.hasbany@sau57.org
Deborah Payne	dpayne@sau57.org
Jan Citelli	jcitelli@sau57.org
Janis MacAskill	jmacaskill@sau57.org
Jeanne Russell	jrussell@sau57.org
Jeff Furbush	jeffrey.furbush@sau57.org
Linda MacDonald	lmacdonald@sau57.org
Linda O'Sullivan	losullivan@sau57.org
Pauline Field	pfield@sau57.org
Shannon Tarr	shannon.tarr@sau57.org
Terri Fischer	terri.fischer@sau57.org
Theresa Moore	tmoore@sau57.org

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

: SERVICE AND SUPPLY CONTRACT

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 NHSAU 57 - Salem School District, as lessee (the "Lessee"), commencing on December 15, 2013, (the "Lease-Purchase") hereby contracts with Lessee for the term of the Lease-Purchase (terminating on June 30, 2018) 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.

Client Acknowledgement of Vendor Commitment

Vendor:	_____	Lessee:	NHSAU 57 - Salem School District
Street Address:	_____	Street Address:	33 Geremonty Drive
City/State/Zip:	_____	City/State/Zip:	Salem, NH 03079
By (signature):	_____	By (signature):	_____
Name:	_____	Name:	_____
Title:	_____	Title:	_____

SPC's Dual-Layered Warranty – Purpose & Explanation

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

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

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

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

WARRANTY

(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 NHSAU 57 - Salem School District, as lessee (the "Lessee"), commencing on December 15, 2013, (the "Lease-Purchase") hereby warrants to Lessee that, if any such Equipment malfunctions through no fault of Lessee during the term of the Lease-Purchase (terminating on June 30, 2018) 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 Lessee.

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:

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 90 clients with over 3,443 devices doing more than 314 million copies and prints per year. In 2013 we purchased approximately 1,000 printing devices.
- 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 **STAR Doc Software**

- 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.
- STAR Doc studies your printing habits and is able to predict your year-end cost months in advance, before you receive your year-end reconciliation invoice.
- Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

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

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

- A crucial document that extends the life of your equipment, often getting 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 1988, saving millions of dollars along the way.

Based on current actual volumes and CPCs, SPC has generated

Annual Savings of almost \$3.5 million for all of our clients.

That translates into Savings of more than \$17.2 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: In 2013 there were over a thousand.
- 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.

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.
- STAR Doc: **S**ystem for **T**racking **A**nd **R**eporting **D**ocuments...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*!