



Specialized Purchasing Consultants

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2014-2015 Annual Report

Year - End Photocopier Analysis

With projected costs for 2015-16

Diana Darnstaedt
NHSAU 57 - Salem School District
33 Geremonty Drive
Salem, NH 03079



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

October 2015

Skip Tilton
President

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Diana Darnstaedt
NHSAU 57 - Salem School District
33 Geremonty Drive
Salem, NH 03079

Dear Diana:

VISIT US ON THE WEB:
www.spccopypro.com

Once again, on behalf of our staff here at Specialized Purchasing Consultants, we wish to thank you for your continued confidence in us to provide our services to you and your organization. Our relationship is now 8 years strong, and we hope that your trust in us and this relationship will continue for many years to come.

Our Annual Report is designed to provide an overview of the recent past year's reprographic equipment usage and status. We provide recommendations based on the usage to address potential problem areas in order to avoid needless down time and improve equipment reliability for years to come.

Every year we look for new ways to improve our services to save our clients time, money, and effort. Over the past years we have implemented a number of new features, such as Simplified Billing, FM Audit automatic meter reading, SPC STARDoc and recently an IT Asset Management Program, where you can visualize all of your assets laid out on an interactive floor plan that will allow you to schedule out replacement units as needed.

During the upcoming year, we have even more services to offer by way of STARDoc. Some of those new features are listed on the "New Features" page of this report. During our in-person meeting with you to review this report, we will demonstrate those new features as well as discuss your suggestions to enhance STARDoc to be even more useful and beneficial to you and your IT staff. All of these new features are at no additional charge to you.

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 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.

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.

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.



The SPC Team Continued....



Charles Baca

Operational Support

I've been happily working at SPC for about 2 years, and I'm happy to be working with such an amazing staff. We have grown so much as a team since I started. I enjoy going out and meeting all of you in the field and making sure everything runs smooth. Please feel free to contact me with any questions or concerns you may have.

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.



Alex Webster

Operations Manager

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

Equipment Health Status

Total Number of Machines:	107
Total Black Photocopiers	39
Total Color Photocopiers	21
Total Black Network Printers	38
Total Color Network Printers	9
Total Removed from Service:	0
# of Units OFF Warranty:	1
# of Units Approaching End of Warranty:	0
# of Units Overused:	4
# of Units Underused:	6
# of Units Connected to Network with Print and/or Scan	107
Commencement Date:	12/15/2013
# of Annual Payments Left on Lease	2
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 Diana,

Overall, things look good on paper, but you do have some units that are seriously being overused and we should consider moving some equipment around in order to salvage those machines before the warranty expires and reliability issues arrive. It is always good to stay ahead of the reliability curve.

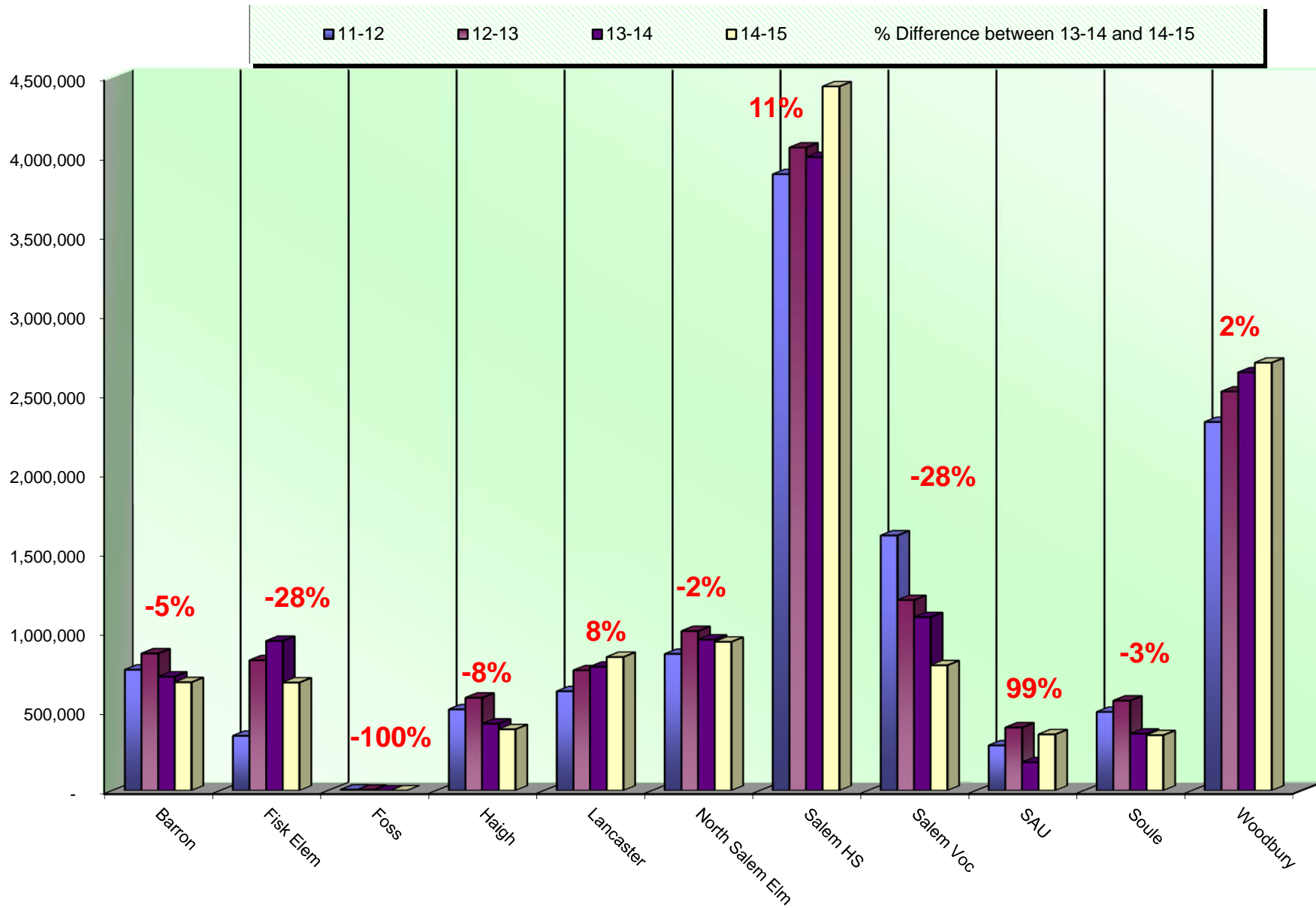
Sincerely,
Skip

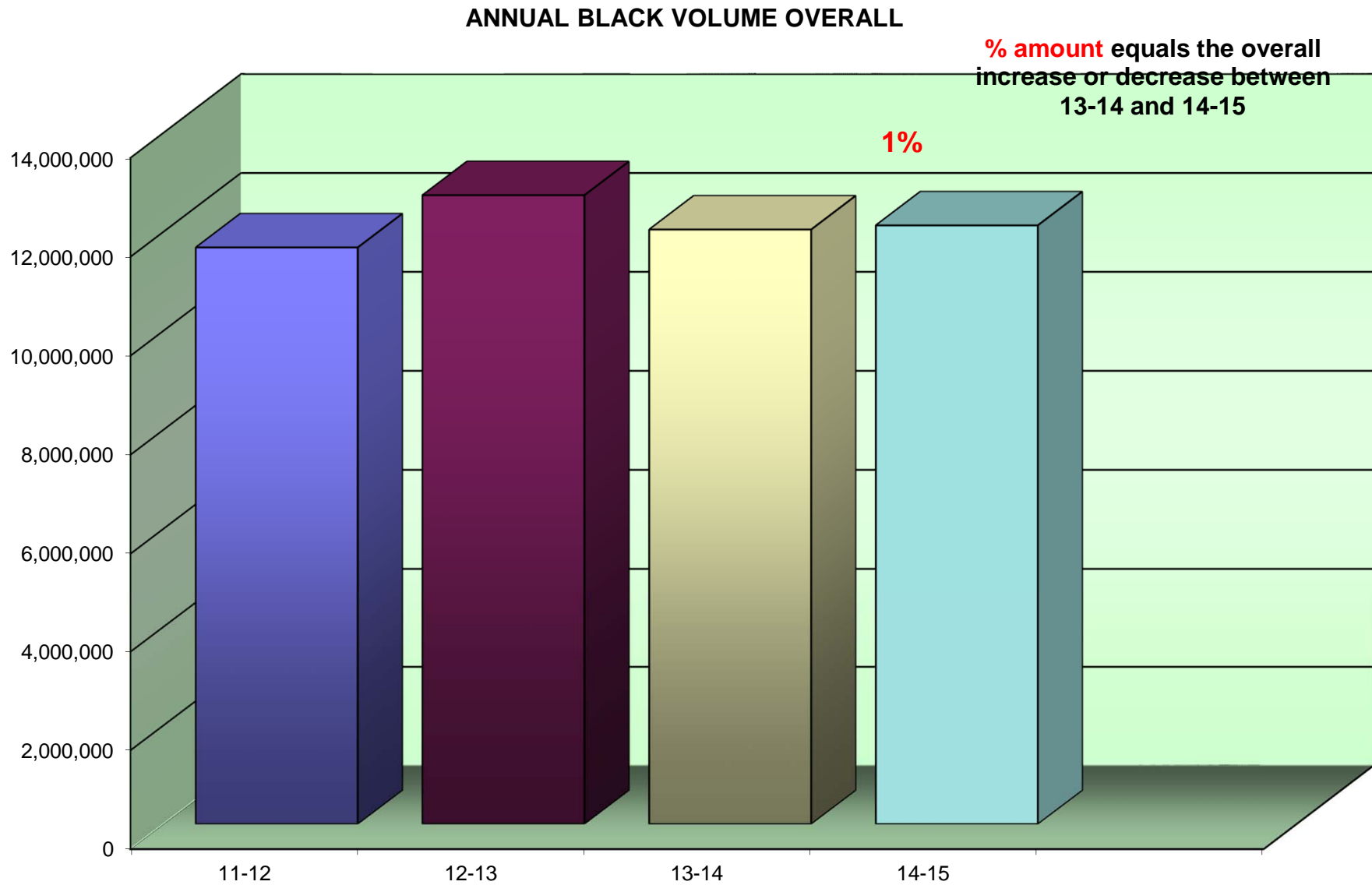
Aging Equipment Summary

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

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

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.

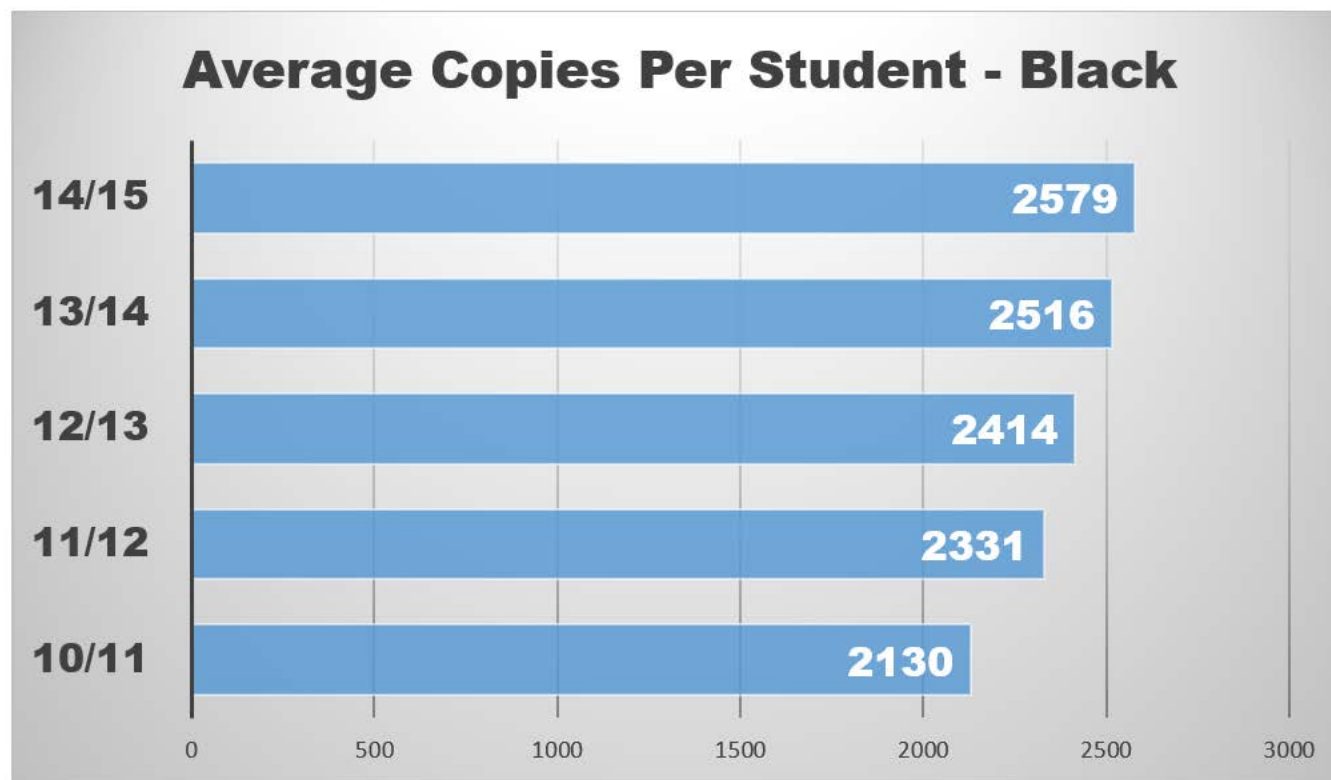
<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Barron Elementary	307	678,170	\$13,042.77	2,209	\$42.48
Fisk Elementary	219	676,710	\$13,066.87	3,090	\$59.67
Haigh Elementary	187	383,615	\$7,395.98	2,051	\$39.55
Lancaster Elementary	295	836,945	\$16,141.36	2,837	\$54.72
North Salem Elementary	365	932,210	\$17,968.85	2,554	\$49.23
Salem High	1,358	5,225,427	\$101,065.65	3,848	\$74.42
SAU 57 District	0	352,225	\$6,965.09	0	\$0.00
Soule Elementary	211	346,750	\$6,700.33	1,643	\$31.76
Woodbury Middle	912	2,696,985	\$52,066.90	2,957	\$57.09
<i>Totals</i>	3,854	12,129,037	\$234,413.80	3,147	\$60.82

Cost Comparison – Black Only

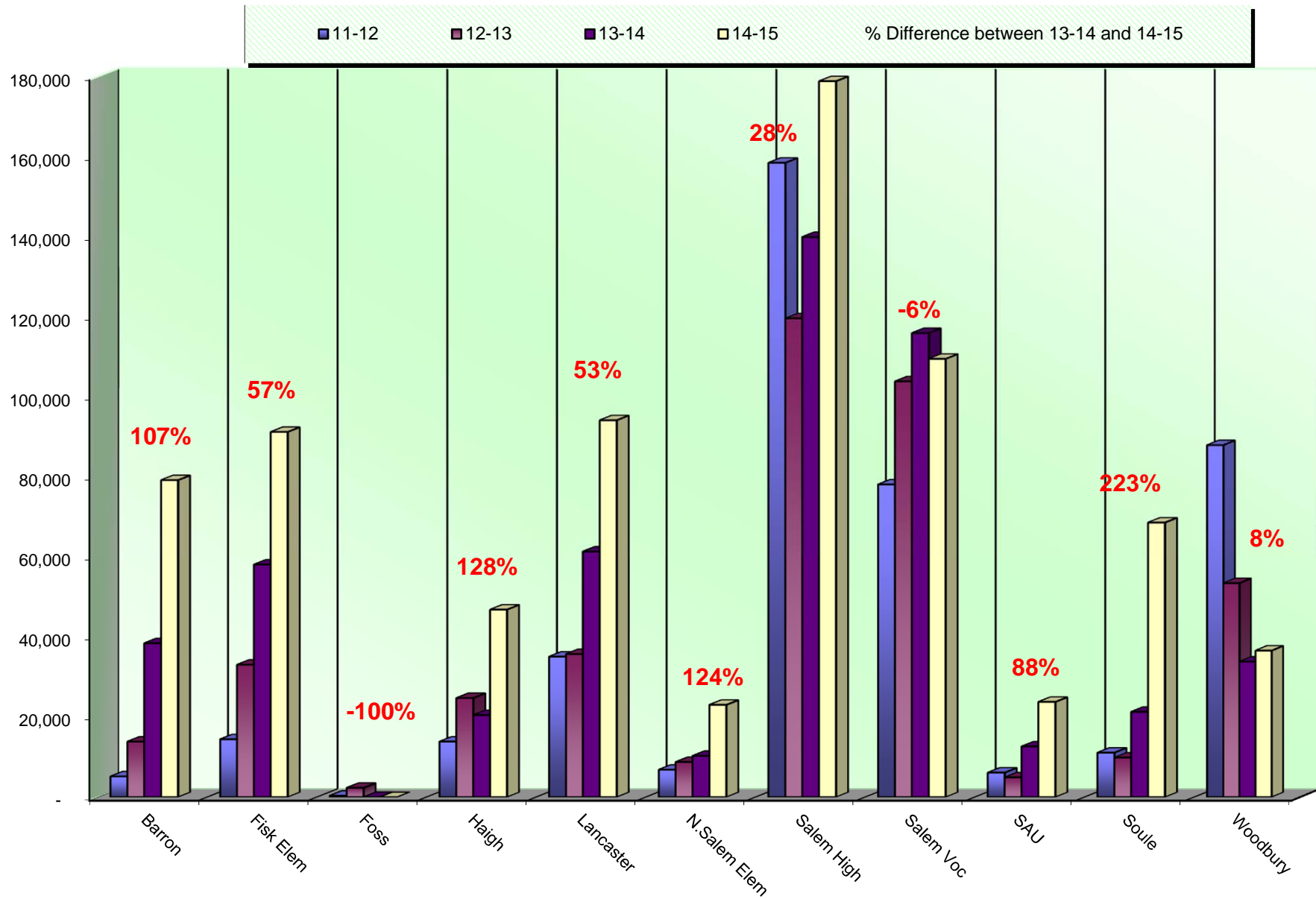
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

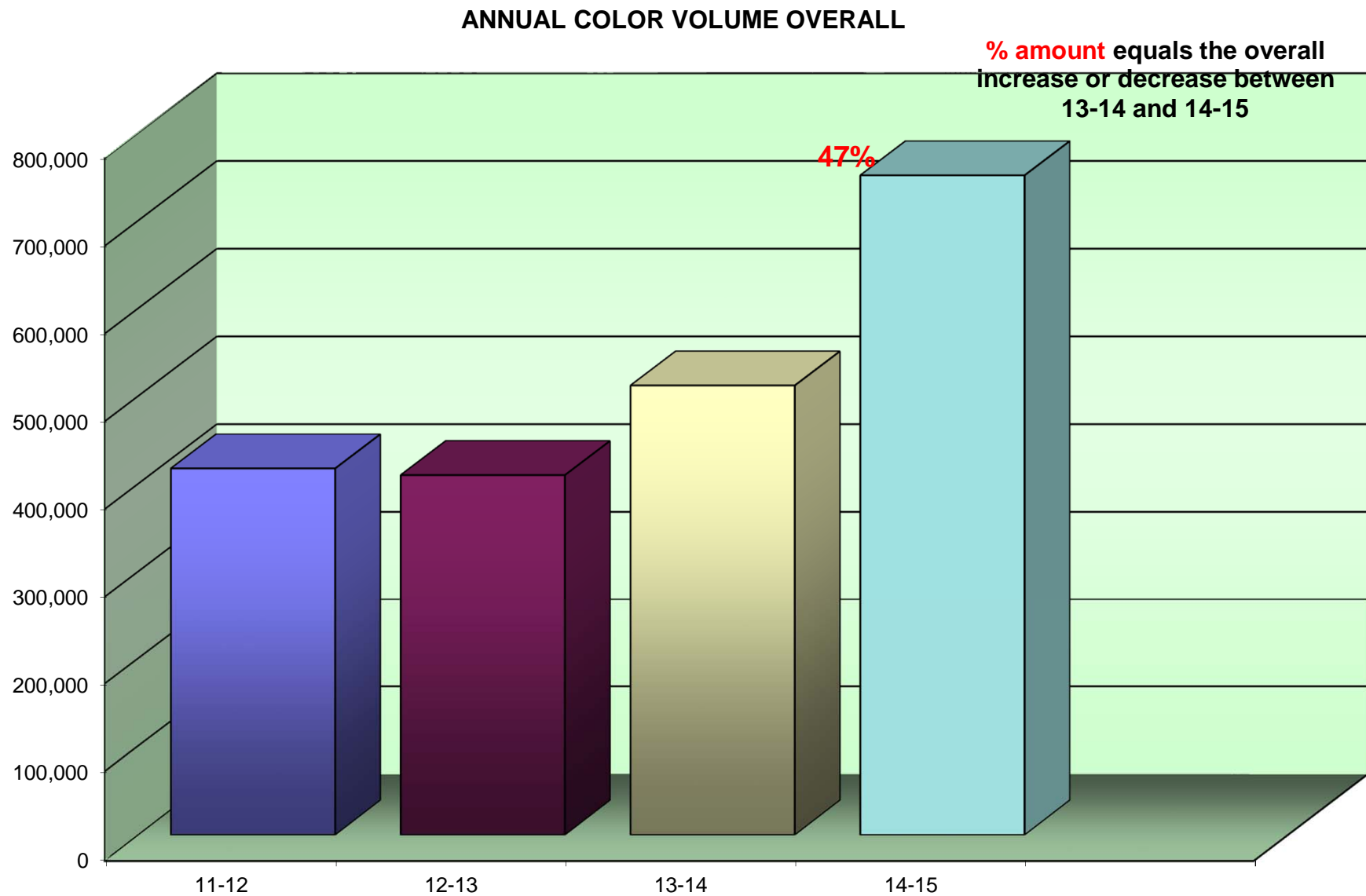
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	114,078	294,264,070	\$5,363,546.52	2,579	\$47.02

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



ANNUAL COLOR VOLUME BY BUILDING





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.

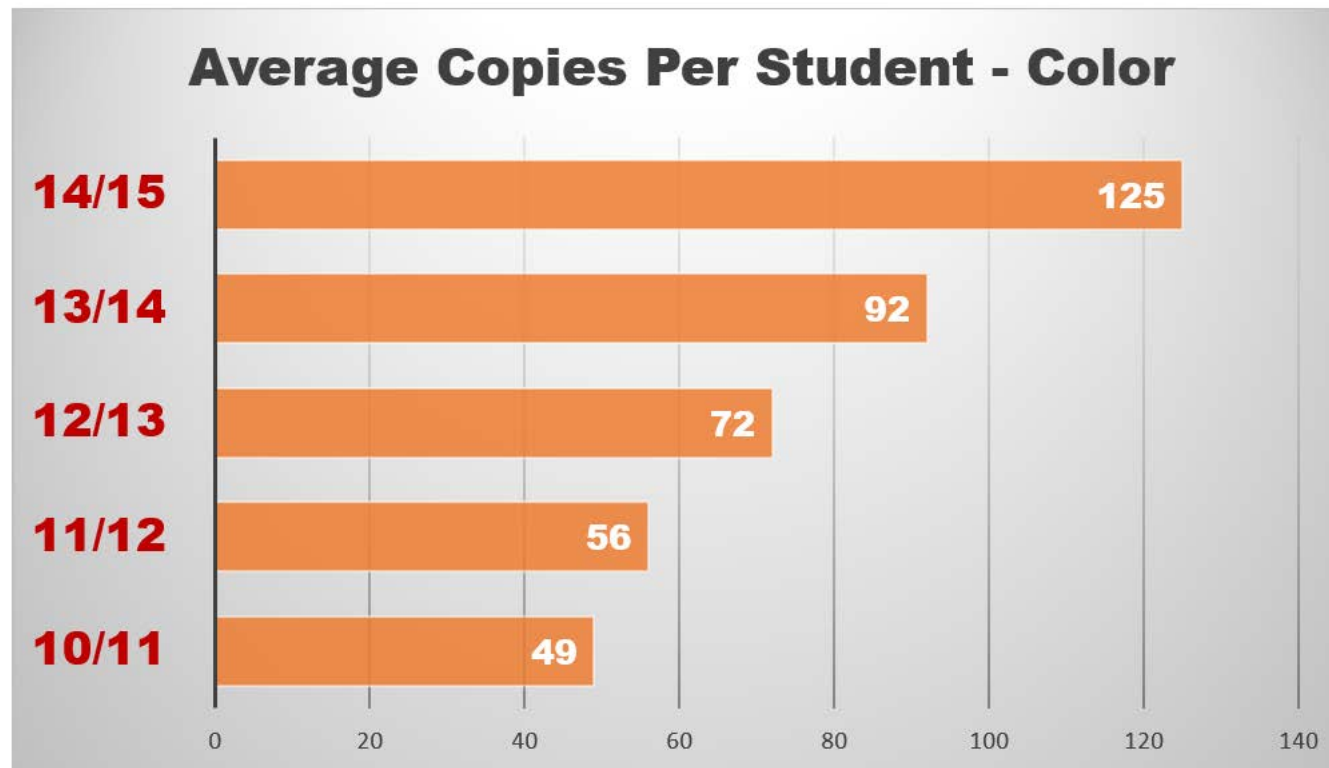
<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Barron Elementary	307	79,205	\$3,956.29	258	\$12.89
Fisk Elementary	219	91,250	\$4,557.94	417	\$20.81
Haigh Elementary	187	46,720	\$2,427.94	250	\$12.98
Lancaster Elementary	295	94,170	\$4,849.94	319	\$16.44
North Salem Elementary	365	22,995	\$1,148.60	63	\$3.15
Salem High	1,358	288,350	\$14,766.40	212	\$10.87
SAU 57 District	0	23,725	\$1,185.06	0	\$0.00
Soule Elementary	211	68,620	\$3,427.57	325	\$16.24
Woodbury Middle	912	36,500	\$1,823.18	40	\$2.00
<i>Totals</i>	3,854	751,535	\$38,142.92	195	\$9.90

Cost Comparison – Color Only

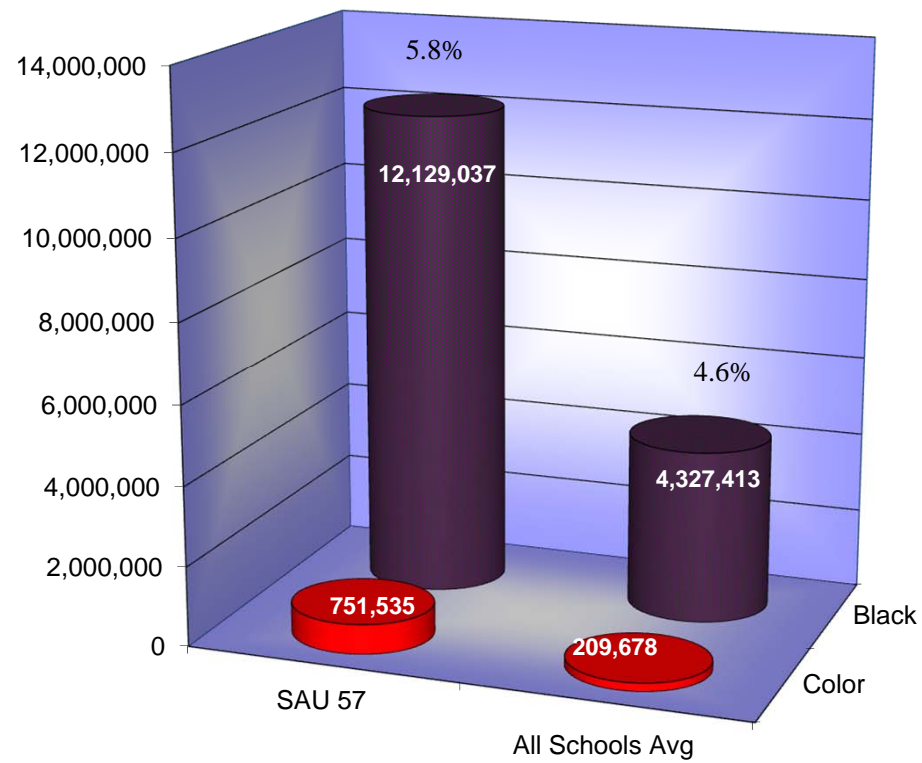
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	114,078	14,258,074	\$796,263.47	125	\$6.98

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



Color to Total Volume Percentage



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.

<i>Make-Model / Speed</i>				<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Barron Elementary					
Cafeteria					
Konica Minolta BH3300P / 35 PPM	1,620	3,810	2,190	\$0.006125	None at this time.
A63P011000464 / 8802 5916				\$13.41	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Computer Lab Room 224					
Konica Minolta BH754E / 75 PPM	150,493	405,993	255,500	\$0.003900	None at this time.
A55V017000406 / 9320 1886				\$996.45	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					

Make-Model / Speed				Date of Last Upgrade: 12/15/2013	
Serial Number / Vendor ID					
Life / Intro Date					
Connectivity / Printer Exp Date					
Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Barron Elementary					
Library					
Konica Minolta BH3300P / 35 PPM	1,338	5,353	4,015	\$0.006125	None at this time.
A63P011000473 / 8802 5917				\$24.59	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Library Hall					
Konica Minolta BHc35 / 31 PPM	22,613	63,858	41,245	\$0.003900	None at this time.
A121011301752 / 9535 7673				\$160.86	
750,000 / 07/2010	9,193	26,348	17,155	\$0.04995	
Color Photocopier				\$856.89	
/					
KMBS					
Mail Office Room 141					
Konica Minolta BH454 / 45 PPM	74,060	190,130	116,070	\$0.003900	None at this time.
A61E011000365 / 9353 7682				\$452.67	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					

Make-Model / Speed				Date of Last Upgrade: 12/15/2013	
Serial Number / Vendor ID					
Life / Intro Date					
Connectivity / Printer Exp Date	7/1/2014	6/30/2015	2014-15	Cost/Copy	Recommendations
Vendor	Meter	Meter	Annual Volume	Annual Cost	
Barron Elementary					
Main Office					
Konica Minolta BHC654 / 65 PPM	44,943	128,163	83,220	\$0.003900	None at this time.
A2X1017002013 / 9320 1891				\$324.56	
3,000,000 / 02/2012	19,017	81,067	62,050	\$0.04995	
Color Photocopier				\$3,099.40	
/					
KMBS					
Main Office - MICR included					
HP Laser Jet Pro M401DNE / 35 PPM	0	0	0	\$0.008750	Not being Used... Why?
PHGFB03552 /				\$0.00	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Staff Lounge Room 131					
Konica Minolta BH454 / 45 PPM	85,251	261,181	175,930	\$0.003900	None at this time.
A61E011000399 / 9320 1899				\$686.13	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Subtotals BW			678,170	\$2,658.67	
Subtotals Color			79,205	\$3,956.29	

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Fisk Elementary					
Cafeteria					
Konica Minolta BH3300P / 35 PPM	750	4,765	4,015	\$0.006125	None at this time.
A63P011000097 / 9353 7663				\$24.59	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Library Room EG14					
Konica Minolta BH3300P / 35 PPM	5,344	7,899	2,555	\$0.006125	None at this time.
A63P011000089 / 9353 7664				\$15.65	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Library Storage Room					
Konica Minolta BH454 / 45 PPM	35,944	177,199	141,255	\$0.003900	None at this time.
A61E011000137 / 9353 7668				\$550.89	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Fisk Elementary					
Main Office					
Konica Minolta BHC454 / 45 PPM	29,520	67,845	38,325	\$0.003900	None at this time.
A5C0011005978 / 9320 1980				\$149.47	
1,000,000 / 07/2012	20,663	54,608	33,945	\$0.04995	
Color Photocopier				\$1,695.55	
/					
KMBS					
Main Office - MICR Included					
HP Laser Jet Pro M401DNE / 35 PPM	6,630	17,215	10,585	\$0.008750	None at this time.
JPGFH01537 /				\$92.62	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Fisk Elementary					
Publishing Center Room E108					
Konica Minolta BH754E / 75 PPM	141,248	259,143	117,895	\$0.003900	None at this time.
A55V017000389 / 9353 7662				\$459.79	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Konica Minolta BHC654 / 65 PPM	122,894	239,329	116,435	\$0.003900	None at this time.
A2X1017002110 / 9353 7666				\$454.10	
3,000,000 / 02/2012	23,072	80,377	57,305	\$0.04995	
Color Photocopier				\$2,862.38	
/					
KMBS					
Room 4					
Konica Minolta BH454 / 45 PPM	27,572	273,217	245,645	\$0.003900	None at this time.
A61E011000008 / 9535 7667				\$958.02	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Subtotals BW			676,710	\$2,705.12	
Subtotals Color			91,250	\$4,557.94	

Make-Model / Speed				Date of Last Upgrade: 12/15/2013	
Serial Number / Vendor ID					
Life / Intro Date					
Connectivity / Printer Exp Date					
Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Haigh Elementary					
Cafeteria Office					
Konica Minolta BH3300P / 35 PPM	1,602	3,792	2,190	\$0.006125	None at this time.
A63P011000496 / 9323 8170				\$13.41	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Library					
Konica Minolta BH3300P / 35 PPM	2,038	7,148	5,110	\$0.006125	None at this time.
A63P011000606 / 9323 8176				\$31.30	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Main Office					
Konica Minolta BHC454 / 45 PPM	34,776	96,826	62,050	\$0.003900	None at this time.
A5C0011005991 / 9353 7683				\$242.00	
1,000,000 / 07/2012	9,739	41,494	31,755	\$0.04995	
Color Photocopier				\$1,586.16	
/					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Haigh Elementary					
Room 17 Hallway					
Konica Minolta BH754E / 75 PPM	190,541	500,426	309,885	\$0.003900	None at this time.
A55V017000412 / 9353 7671				\$1,208.55	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Teachers' Work Room					
Konica Minolta MC4750DN / 31 PPM	3,255	7,635	4,380	\$0.006125	None at this time.
A0VD012300168 / 9323 8177				\$26.83	
750,000 / 09/2010	7,057	22,022	14,965	\$0.05625	
Color Network Printer				\$841.78	
/					
KMBS					
Subtotals BW			383,615	\$1,522.09	
Subtotals Color			46,720	\$2,427.94	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Lancaster Elementary					
Alcove 2nd Floor					
Konica Minolta BH454 / 45 PPM	85,622	304,987	219,365	\$0.003900	None at this time.
A61E011000343 / 9353 7675				\$855.52	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Kitchen Office					
Konica Minolta BH3300P / 35 PPM	3,413	7,428	4,015	\$0.006125	None at this time.
A63P011000470 / 9323 8171				\$24.59	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Library Hall Mobile Cart					
Konica Minolta BHc35 / 31 PPM	24,564	65,809	41,245	\$0.003900	None at this time.
A121011301546 / 9320 1887				\$160.86	
750,000 / 07/2010	6,767	8,957	2,190	\$0.04995	
Color Photocopier				\$109.39	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Lancaster Elementary					
Mail Room					
Konica Minolta BH754E / 75 PPM	162,239	423,944	261,705	\$0.003900	None at this time.
A55V017000403 / 9353 7670				\$1,020.65	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Main Office					
Konica Minolta BHC654 / 65 PPM	147,476	435,096	287,620	\$0.003900	None at this time.
A2X1017002105 / 9353 7672				\$1,121.72	
3,000,000 / 02/2012	33,752	122,812	89,060	\$0.04995	
Color Photocopier				\$4,448.55	
/					
KMBS					
Main Office - MICR Included					
HP Laser Jet Pro M401DNE / 35 PPM	176	906	730	\$0.008750	None at this time.
JPGFH01533 /				\$6.39	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Lancaster Elementary					
Room 133					
Konica Minolta BH20 / 32 PPM	16,575	38,840	22,265	\$0.006125	None at this time.
A32R012024805 / 8802 1594				\$136.37	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
/					
KMBS					
Room 204					
HP Color Laser Jet 3600c / 17 PPM	11,148	11,148	0	\$0.008750	10 years from Intro. Warranty expired!
CNWBD35346 / 2027				\$0.00	
200,000 / 11/2005	40,889	43,809	2,920	\$0.10000	
Color Network Printer				\$292.00	
/					
AXIS					
Subtotals BW			836,945	\$3,326.10	
Subtotals Color			94,170	\$4,849.94	

Date of Last Upgrade: 12/15/2013					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
North Salem Elementary					
Cafeteria					
Konica Minolta BH3300P / 35 PPM	21,081	21,081	0	\$0.006125	Traded
A63P011000436 / 8802 5480				\$0.00	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Janice's Office					
Konica Minolta BH3300P / 35 PPM	1,768	5,053	3,285	\$0.006125	None at this time.
A63P011000465 / 8802 5472				\$20.12	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Library					
Konica Minolta BH3300P / 35 PPM	9,914	33,274	23,360	\$0.006125	None at this time.
A63P011000471 / 8802 5473				\$143.08	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
North Salem Elementary					
Library Hallway					
Konica Minolta BH454 / 45 PPM	103,171	318,156	214,985	\$0.003900	Overused!
A61E011000542 / 9320 1898				\$838.44	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Main Office					
Konica Minolta BHC654 / 65 PPM	187,990	584,745	396,755	\$0.003900	None at this time.
A2X1017002132 / 9353 7674				\$1,547.34	
3,000,000 / 02/2012	7,044	30,039	22,995	\$0.04995	
Color Photocopier				\$1,148.60	
/					
KMBS					
Staff Work Room					
Konica Minolta BH951 / 95 PPM	194,210	488,035	293,825	\$0.003900	Underused!
A4EW011002573 / 9320 1888				\$1,145.92	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Subtotals BW			932,210	\$3,694.90	
Subtotals Color			22,995	\$1,148.60	

<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>Date of Last Upgrade: 12/15/2013</i>	
	<i>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Salem High					
Area Director					
Konica Minolta BH4000P / 42 PPM	5,577	13,242	7,665	\$0.006125	None at this time.
A63R011002417 / 9342 4876				\$46.95	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Athletic Training Room 147					
Konica Minolta BH20 / 32 PPM	5,067	14,192	9,125	\$0.006125	None at this time.
A32R012024538 / 8802 1617				\$55.89	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
/					
KMBS					
Auto Shop Office					
Konica Minolta BH3300P / 35 PPM	2,506	6,521	4,015	\$0.006125	None at this time.
A63P011000619 / 9342 4882				\$24.59	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High					
CTE Check Printer					
Konica Minolta MC4750DN / 31 PPM	14,246	42,351	28,105	\$0.006125	None at this time.
A0VD012300185 / 8802 1620				\$172.14	
750,000 / 09/2010	1,535	5,185	3,650	\$0.05625	
Color Network Printer				\$205.31	
/					
KMBS					
CTE Conference Room V200					
Konica Minolta BH754E / 75 PPM	60,148	147,383	87,235	\$0.003900	Underused!
A55V017000413 / 9353 7696				\$340.22	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
CTE Office					
Konica Minolta BH951 / 95 PPM	283,897	640,502	356,605	\$0.003900	None at this time.
A4EW011002336 / 9353 7691				\$1,390.76	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High					
CTE Room V56					
Konica Minolta BH4000P / 42 PPM	3,106	3,106	0	\$0.006125	Not being Used...Why?
A63R011002420 / 9342 4877				\$0.00	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
CTE Teachers' Room					
Konica Minolta BH951 / 95 PPM	124,647	349,487	224,840	\$0.003900	Underused!
A4EW011002324 / 9320 1906				\$876.88	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
CTE Tech Office Room V202					
Konica Minolta BHC454 / 45 PPM	18,659	38,004	19,345	\$0.003900	None at this time.
A5C0011003255 / 9320 1755				\$75.45	
1,000,000 / 07/2012	65,566	152,436	86,870	\$0.04995	
Color Photocopier				\$4,339.16	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High					
Food Service Office					
Konica Minolta BH20 / 32 PPM	13,160	41,995	28,835	\$0.006125	None at this time.
A32R012024542 / 8802 5823				\$176.61	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
/					
KMBS					
Guidance Office					
Konica Minolta BH3300P / 35 PPM	22,879	54,999	32,120	\$0.006125	None at this time.
A63P011000442 / 9342 4886				\$196.74	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Konica Minolta BHC654 / 65 PPM	113,347	298,037	184,690	\$0.003900	None at this time.
A2X1017002015 / 9353 7694				\$720.29	
3,000,000 / 02/2012	12,525	38,805	26,280	\$0.04995	
Color Photocopier				\$1,312.69	
/					
KMBS					

<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>Date of Last Upgrade: 12/15/2013</i>		
	<i>7/1/2014</i> <i>Meter</i>	<i>6/30/2015</i> <i>Meter</i>	<i>2014-15</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Salem High					
Health Occupations Room V214					
Konica Minolta MC4750DN / 31 PPM	6,439	21,769	15,330	\$0.006125	None at this time.
A0VD012300175 / 8802 1619				\$93.90	
750,000 / 09/2010	4,745	7,300	2,555	\$0.05625	
Color Network Printer				\$143.72	
/					
KMBS					
IT Room 12					
Konica Minolta BHc35 / 31 PPM	3,025	9,960	6,935	\$0.003900	None at this time.
A121011301222 / 9323 8162				\$27.05	
750,000 / 07/2010	1,626	4,546	2,920	\$0.04995	
Color Photocopier				\$145.85	
/					
KMBS					
Kitchen Office					
Konica Minolta BH3300P / 35 PPM	445	2,635	2,190	\$0.006125	None at this time.
A63P011000462 / 9342 4881				\$13.41	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
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<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High					
Library					
Konica Minolta BH454 / 45 PPM	152,854	444,489	291,635	\$0.003900	Overused!
A61E011000461 / 9320 1913				\$1,137.38	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Konica Minolta BH454 / 45 PPM	135,789	386,179	250,390	\$0.003900	Overused!
A61E011000397 / 9353 7692				\$976.52	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Konica Minolta BHC454 / 45 PPM	26,419	103,799	77,380	\$0.003900	None at this time.
A5C0011005954 / 9342 4869				\$301.78	
1,000,000 / 07/2012	30,560	113,415	82,855	\$0.04995	
Color Photocopier				\$4,138.61	
/					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High					
Main Office					
Konica Minolta BH951 / 95 PPM	327,665	920,790	593,125	\$0.003900	None at this time.
A4EW011002527 / 9320 1907				\$2,313.19	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Main Office Accounts Payable					
HP Laser Jet Pro M401DNE / 35 PPM	13	8,043	8,030	\$0.008750	None at this time.
JPGFH01541 /				\$70.26	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Maintenance Garage					
Konica Minolta BH3300P / 35 PPM	471	1,566	1,095	\$0.006125	None at this time.
A63P011000463 / 9342 4884				\$6.71	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High					
<i>Nurse's Office</i>					
Konica Minolta BH3300P / 35 PPM	394	1,489	1,095	\$0.006125	None at this time.
A63P011000601 / 9342 4870				\$6.71	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
<i>Portable Room 5</i>					
Konica Minolta BH454 / 45 PPM	225,927	688,747	462,820	\$0.003900	Highly Overused!!
A61E011000161 / 9353 7695				\$1,805.00	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					

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<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High					
Room 103					
Konica Minolta BH3300P / 35 PPM	1,817	7,292	5,475	\$0.006125	None at this time.
A63P011000460 / 9342 4879				\$33.53	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Konica Minolta BH754E / 75 PPM	64,743	269,508	204,765	\$0.003900	None at this time.
A55V017000420 / 9353 7703				\$798.58	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Room 125					
Konica Minolta BH4000P / 42 PPM	9,688	37,063	27,375	\$0.006125	None at this time.
A63R011002369 / 9342 4878				\$167.67	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					

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<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High					
Room 201 Dean's Office					
Konica Minolta BH20 / 32 PPM	0	12,045	12,045	\$0.006125	None at this time.
A32R01202295 /				\$73.78	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
/					
KMBS					
Room 203					
Konica Minolta BH20 / 32 PPM	519	1,249	730	\$0.006125	None at this time.
A32R012025688 / 9348 5565				\$4.47	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
/					
KMBS					
Room 243					
Konica Minolta BH3300P / 35 PPM	16,691	51,366	34,675	\$0.006125	None at this time.
A63P011000425 / 9342 4880				\$212.38	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
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<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High					
Room 258					
Konica Minolta BHc35 / 31 PPM	14,063	43,263	29,200	\$0.003900	None at this time.
A121011301513 / 9320 1908				\$113.88	
750,000 / 07/2010	1,634	5,284	3,650	\$0.04995	
Color Photocopier				\$182.32	
/					
KMBS					
Room 260 Lab					
Konica Minolta BHc35 / 31 PPM	17,979	56,304	38,325	\$0.003900	None at this time.
A121011301547 / 9320 1910				\$149.47	
750,000 / 07/2010	11,595	23,640	12,045	\$0.04995	
Color Photocopier				\$601.65	
/					
KMBS					
Room V119					
Konica Minolta MC4750DN / 31 PPM	464	1,924	1,460	\$0.006125	None at this time.
A0VD012300189 / 8802 1621				\$8.94	
750,000 / 09/2010	895	4,910	4,015	\$0.05625	
Color Network Printer				\$225.84	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
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<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High					
Room V53					
Konica Minolta BHc35 / 31 PPM	21,151	67,506	46,355	\$0.003900	None at this time.
A121011301650 / 9353 7689				\$180.78	
750,000 / 07/2010	6,256	18,301	12,045	\$0.04995	
Color Photocopier				\$601.65	
/					
KMBS					
School Store Room 135					
Konica Minolta BHc35 / 31 PPM	21,157	39,407	18,250	\$0.003900	None at this time.
A121011301648 / 9353 7687				\$71.18	
750,000 / 07/2010	2,121	6,136	4,015	\$0.04995	
Color Photocopier				\$200.55	
/					
KMBS					
Special Education					
Konica Minolta BH3300P / 35 PPM	23,603	65,578	41,975	\$0.006125	None at this time.
A63P011000461 / 9342 4885				\$257.10	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
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<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High					
Special Education Room 230					
Konica Minolta BH454 / 45 PPM	36,948	120,898	83,950	\$0.003900	None at this time.
A61E011000257 / 9320 1914				\$327.41	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
STORAGE (from Room 201)					
Konica Minolta BH3300P / 35 PPM	4,808	6,720	1,912	\$0.006125	None at this time.
A63P011000468 / 9342 4883				\$11.71	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
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<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High					
Teachers' Lounge Room 203					
Konica Minolta BH951 / 95 PPM	274,472	896,432	621,960	\$0.003900	None at this time.
A4EW011002513 / 9320 1912				\$2,425.64	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Konica Minolta BH951 / 95 PPM	336,818	924,833	588,015	\$0.003900	None at this time.
A4EW011002306 / 9320 1911				\$2,293.26	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					

Make-Model / Speed				Date of Last Upgrade: 12/15/2013	
Serial Number / Vendor ID					
Life / Intro Date			2014-15		
Connectivity / Printer Exp Date	7/1/2014	6/30/2015	Annual	Cost/Copy	Recommendations
Vendor	Meter	Meter	Volume	Annual Cost	
Salem High					
Teachers' Lounge Room 235					
Konica Minolta BH951 / 95 PPM	402,810	1,148,505	745,695	\$0.003900	None at this time.
A4EW011002309 / 9353 7690				\$2,908.21	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Konica Minolta MC4750DN / 31 PPM	14,948	43,418	28,470	\$0.006125	None at this time.
A0VD012300134 / 8802 1618				\$174.38	
750,000 / 09/2010	12,619	25,029	12,410	\$0.05625	
Color Network Printer				\$698.06	
/					
KMBS					
Tech Ed Room V61					
Konica Minolta MC4750DN / 31 PPM	376	1,836	1,460	\$0.006125	None at this time.
A0VD012300171 / 8802 1622				\$8.94	
750,000 / 09/2010	104	469	365	\$0.05625	
Color Network Printer				\$20.53	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Salem High					
Unknown					
Konica Minolta MC4750DN / 31 PPM	445	1,175	730	\$0.006125	None at this time.
A0VD012300103 /				\$4.47	
750,000 / 09/2010	13,499	48,174	34,675	\$0.05625	
Color Network Printer				\$1,950.47	
/					
KMBS					
Subtotals BW			5,225,427	\$21,054.20	
Subtotals Color			288,350	\$14,766.40	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU 57 District					
Accounts Payable					
Konica Minolta BH4000P / 42 PPM	26,764	73,849	47,085	\$0.006125	None at this time.
A63R011002399 / 8802 5918				\$288.40	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Admin Supt.					
Konica Minolta BH4000P / 42 PPM	12,229	34,129	21,900	\$0.006125	None at this time.
A63R011002416 / 8802 5918				\$134.14	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Administrative Assistant to Supt.					
Konica Minolta BH4000P / 42 PPM	10,364	30,439	20,075	\$0.006125	None at this time.
A63R011002426 / 8802 5919				\$122.96	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					

Make-Model / Speed				Date of Last Upgrade: 12/15/2013		
Serial Number / Vendor ID						
Life / Intro Date			2014-15			
Connectivity / Printer Exp Date		7/1/2014	6/30/2015	Annual	Cost/Copy	Recommendations
Vendor		Meter	Meter	Volume	Annual Cost	
SAU 57 District						
Main Office						
Konica Minolta BHC654 / 65 PPM		46,815	132,590	85,775	\$0.003900	None at this time.
A2X1017002022 / 9320 1904					\$334.52	
3,000,000 / 02/2012		8,834	32,559	23,725	\$0.04995	
Color Photocopier					\$1,185.06	
/						
KMBS						
Main Office Side Room						
Konica Minolta BH754E / 75 PPM		84,901	262,291	177,390	\$0.003900	None at this time.
A55V017000395 / 9353 7686					\$691.82	
4,000,000 / 01/2013		0	0	0	\$0.00000	
Black Photocopier					\$0.00	
/						
KMBS						
Subtotals BW				352,225	\$1,571.84	
Subtotals Color				23,725	\$1,185.06	

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Soule Elementary					
Kitchen Office					
Konica Minolta BH3300P / 35 PPM	987	5,732	4,745	\$0.006125	None at this time.
A63P011000116 / 9353 7660				\$29.06	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Library					
Konica Minolta BH3300P / 35 PPM	1,265	2,725	1,460	\$0.006125	None at this time.
A63P011000629 / 9353 7661				\$8.94	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Konica Minolta BHC454 / 45 PPM	62,276	203,531	141,255	\$0.003900	None at this time.
A5C0011005975 / 9353 7680				\$550.89	
1,000,000 / 07/2012	13,861	77,736	63,875	\$0.04995	
Color Photocopier				\$3,190.56	
/					
KMBS					

Make-Model / Speed			Date of Last Upgrade: 12/15/2013		
Serial Number / Vendor ID					
Life / Intro Date			2014-15		
Connectivity / Printer Exp Date	7/1/2014	6/30/2015	Annual	Cost/Copy	Recommendations
Vendor	Meter	Meter	Volume	Annual Cost	
Soule Elementary					
Main Office					
Konica Minolta BHc35 / 31 PPM	16,014	36,454	20,440	\$0.003900	None at this time.
A121011301458 / 9353 7520				\$79.72	
750,000 / 07/2010	7,404	12,149	4,745	\$0.04995	
Color Photocopier				\$237.01	
/					
KMBS					
Main Office - MICR Included					
HP Laser Jet Pro M401DNE / 35 PPM	1,319	6,429	5,110	\$0.008750	None at this time.
PHGFC00513 /				\$44.71	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
AXIS					
Modular - Title One					
Konica Minolta BH454 / 45 PPM	20,405	50,700	30,295	\$0.003900	None at this time.
A61E011000376 / 9353 7665				\$118.15	
1,000,000 / 07/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>				
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>			<i>2014-15</i>				
<i>Connectivity / Printer Exp Date</i>			<i>7/1/2014</i>	<i>6/30/2015</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
<i>Vendor</i>			<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	
Soule Elementary							
Teachers' Room							
Konica Minolta BH754E / 75 PPM			184,142	327,587	143,445	\$0.003900	None at this time.
A55V011000181 / 9348 4404						\$559.44	
4,000,000 / 01/2013			0	0	0	\$0.00000	
Black Photocopier						\$0.00	
/							
KMBS							
Subtotals BW					346,750	\$1,390.91	
Subtotals Color					68,620	\$3,427.57	

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Woodbury Middle					
Cafeteria					
Konica Minolta BH3300P / 35 PPM	2,112	4,667	2,555	\$0.006125	None at this time.
A63P011000467 / 8802 5999				\$15.65	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Copy Center Room 158					
Konica Minolta BH951 / 95 PPM	346,711	872,676	525,965	\$0.003900	None at this time.
A4EW011002529 / 9320 1892				\$2,051.26	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Guidance Office					
Konica Minolta BH754E / 75 PPM	211,795	570,225	358,430	\$0.003900	None at this time.
A55V017000345 / 9320 1903				\$1,397.88	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Woodbury Middle					
Library					
Konica Minolta BHc35 / 31 PPM	14,468	45,858	31,390	\$0.003900	None at this time.
A121011301517 / 9353 7521				\$122.42	
750,000 / 07/2010	5,447	20,777	15,330	\$0.04995	
Color Photocopier				\$765.73	
/					
KMBS					
Main Office					
Konica Minolta BH3300P / 35 PPM	7,028	19,438	12,410	\$0.006125	None at this time.
A63P011000466 / 8802 5920				\$76.01	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Konica Minolta BH3300P / 35 PPM	3,760	10,695	6,935	\$0.006125	None at this time.
A63P011000414 / 8802 6000				\$42.48	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 12/15/2013</i>	
<i>Vendor</i>	<i>7/1/2014 Meter</i>	<i>6/30/2015 Meter</i>	<i>2014-15 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Woodbury Middle					
Main Office Mail Room					
Konica Minolta BH951 / 95 PPM	271,646	883,386	611,740	\$0.003900	None at this time.
A4EW011002521 / 9320 1897				\$2,385.79	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Music Center Room 131					
Konica Minolta BH3300P / 35 PPM	1,759	5,409	3,650	\$0.006125	None at this time.
A63P011000420 / 8802 5996				\$22.36	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Principal's Office					
Konica Minolta MC4750DN / 31 PPM	650	1,745	1,095	\$0.006125	None at this time.
A0VD012300172 / 8802 1616				\$6.71	
750,000 / 09/2010	6	6	0	\$0.05625	
Color Network Printer				\$0.00	
/					
KMBS					

Make-Model / Speed				Date of Last Upgrade: 12/15/2013	
Serial Number / Vendor ID					
Life / Intro Date					
Connectivity / Printer Exp Date					
Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Woodbury Middle					
Room 118 - Nurse's Office					
Konica Minolta BH20 / 32 PPM	2,958	7,703	4,745	\$0.006125	None at this time.
A32R012024539 / 8802 1614				\$29.06	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
/					
KMBS					
Room 125					
Konica Minolta BH20 / 32 PPM	11,902	19,932	8,030	\$0.006125	None at this time.
A32R012024540 / 8802 1615				\$49.18	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
/					
KMBS					
Room 129					
Konica Minolta BH4000P / 42 PPM	16,712	53,577	36,865	\$0.006125	None at this time.
A63R011002452 / 8802 5998				\$225.80	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					

Make-Model / Speed				Date of Last Upgrade: 12/15/2013		
Serial Number / Vendor ID						
Life / Intro Date			2014-15			
Connectivity / Printer Exp Date		7/1/2014	6/30/2015	Annual	Cost/Copy	Recommendations
Vendor		Meter	Meter	Volume	Annual Cost	
Woodbury Middle						
Room 200						
Konica Minolta BHc35 / 31 PPM		9,821	25,881	16,060	\$0.003900	None at this time.
A121011301812 / 9320 1890					\$62.63	
750,000 / 07/2010		9,632	30,802	21,170	\$0.04995	
Color Photocopier					\$1,057.44	
/						
KMBS						
Room 201 Hallway						
Konica Minolta BH951 / 95 PPM		289,216	945,121	655,905	\$0.003900	None at this time.
A4EW011002626 / 9353 7676					\$2,558.03	
5,000,000 / 06/2012		0	0	0	\$0.00000	
Black Photocopier					\$0.00	
/						
KMBS						

Make-Model / Speed			Date of Last Upgrade: 12/15/2013		
Serial Number / Vendor ID					
Life / Intro Date			2014-15		
Connectivity / Printer Exp Date	7/1/2014	6/30/2015	Annual	Cost/Copy	Recommendations
Vendor	Meter	Meter	Volume	Annual Cost	
Woodbury Middle					
Room 261 Admin					
Konica Minolta BH3300P / 35 PPM	432	2,257	1,825	\$0.006125	None at this time.
A63P011000472 / 8802 1624				\$11.18	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					
Konica Minolta BH754E / 75 PPM	155,502	539,482	383,980	\$0.003900	None at this time.
A55V017000348 / 9353 7685				\$1,497.52	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
/					
KMBS					
Room 54					
Konica Minolta BH3300P / 35 PPM	10,729	10,729	0	\$0.006125	Not being Used... Why?
A63P011000478 / 8802 1613				\$0.00	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
/					
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 12/15/2013</i>				
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>			<i>2014-15</i>				
<i>Connectivity / Printer Exp Date</i>			<i>7/1/2014</i>	<i>6/30/2015</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
<i>Vendor</i>			<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	
Woodbury Middle							
Teachers' Room							
Konica Minolta BH20 / 32 PPM			15,606	51,011	35,405	\$0.006125	None at this time.
A32R012024543 / 8802 1623						\$216.86	
750,000 / 08/2010			0	0	0	\$0.00000	
Black Laser MFP						\$0.00	
/							
KMBS							
Subtotals BW			2,696,985		\$10,770.81		
Subtotals Color			36,500		\$1,823.18		

<i>District Wide Black Totals</i>	12,129,037	\$48,694.64
<i>District Wide Color Totals</i>	751,535	\$38,142.92

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. Annual Volume represents actual 2014-15 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
12,129,037	\$0.00849	\$102,975.52

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
12,129,037	\$0.00401	\$48,637.44	\$54,338.09	\$271,690.43

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$54,338.09 x 8 years as a Client
= \$434,704.69 Cost Savings!*

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx. Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Barron Elementary	678,170	\$2,658.67	\$3,365.08	\$7,019.02	\$13,042.77
Fisk Elementary	676,710	\$2,705.12	\$3,357.84	\$7,003.91	\$13,066.87
Haigh Elementary	383,615	\$1,522.09	\$1,903.50	\$3,970.39	\$7,395.98
Salem High	5,225,427	\$21,054.20	\$25,928.57	\$54,082.88	\$101,065.65
Lancaster Elementary	836,945	\$3,326.10	\$4,152.92	\$8,662.34	\$16,141.36
North Salem Elementary	932,210	\$3,694.90	\$4,625.63	\$9,648.32	\$17,968.85
SAU 57 District	352,225	\$1,571.84	\$1,747.74	\$3,645.51	\$6,965.09
Soule Elementary	346,750	\$1,390.91	\$1,720.57	\$3,588.84	\$6,700.33
Woodbury Middle	2,696,985	\$10,770.81	\$13,382.44	\$27,913.65	\$52,066.90
Total	12,129,037	\$48,694.64	\$60,184.28	\$125,534.87	\$234,413.80

SPC Equipment Bids:

Presently our Bids are coming in at 14.5% to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Xerox 5890PT RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print-Fax 90 Copies per Minute are coming in at \$6,333 with a Retail Cost of \$43,495...14.5% of Retail!

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Barron Elementary	79,205	\$3,956.29
Fisk Elementary	91,250	\$4,557.94
Haigh Elementary	46,720	\$2,427.94
Salem High	288,350	\$14,766.40
Lancaster Elementary	94,170	\$4,849.94
North Salem Elementary	22,995	\$1,148.60
SAU 57 District	23,725	\$1,185.06
Soule Elementary	68,620	\$3,427.57
Woodbury Middle	36,500	\$1,823.18
Total	751,535	\$38,142.92

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. **No CPC increase for current year.**

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
Axis Business Solutions	Black Network Printer	24,455	\$0.00875	\$213.98	\$0.00875	\$213.98
Axis Business Solutions	Color Network Printer	0	\$0.00875	\$0.00	\$0.00875	\$0.00
Konica-Minolta Business Solutions	Black Laser MFP	121,180	\$0.00613	\$742.23	\$0.00613	\$742.23
Konica-Minolta Business Solutions	Black Network Printer	369,832	\$0.00613	\$2,265.22	\$0.00613	\$2,265.22
Konica-Minolta Business Solutions	Black Photocopier	9,750,245	\$0.00390	\$38,025.96	\$0.00390	\$38,025.96
Konica-Minolta Business Solutions	Color Network Printer	81,030	\$0.00613	\$496.31	\$0.00613	\$496.31
Konica-Minolta Business Solutions	Color Photocopier	1,782,295	\$0.00390	\$6,950.95	\$0.00390	\$6,950.95
Total		12,129,037	\$0.00401	\$48,694.64	\$0.00401	\$48,694.64

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. **No CPC increase for current year.**

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
Axis Business Solutions	Color Network Printer	2,920	\$0.10000	\$292.00	\$0.10000	\$292.00
Konica-Minolta Business Solutions	Color Network Printer	72,635	\$0.05625	\$4,085.72	\$0.05625	\$4,085.72
Konica-Minolta Business Solutions	Color Photocopier	675,980	\$0.04995	\$33,765.20	\$0.04995	\$33,765.20
Total		751,535	\$0.05075	\$38,142.92	\$0.05075	\$38,142.92

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	104
Total Number of Units Owned	3
Lease Company	Northway Bank
Lease Start Date	12/15/2013
Lease End Date	8/1/2017
Term	4 Annual
Annual Payment usually due on 8/1	\$125,534.87
Remaining Payments	2

**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 Laser Jet 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 Laser Jet Pro M401DNE	JPGFH01537
Fisk Elementary	Konica Minolta BH454	A61E011000137
Fisk Elementary	Konica Minolta BHC454	A5C0011005978
Haigh Elementary	Konica Minolta BH3300P	A63P011000606
Haigh Elementary	Konica Minolta BHC454	A5C0011005991
Haigh Elementary	Konica Minolta MC4750DN	A0VD012300168
Haigh Elementary	Konica Minolta BH3300P	A63P011000496
Haigh Elementary	Konica Minolta BH754E	A55V017000412
Lancaster Elementary	Konica Minolta BH20	A32R012024805
Lancaster Elementary	Konica Minolta BH454	A61E011000343
Lancaster Elementary	HP Laser Jet Pro M401DNE	JPGFH01533
Lancaster Elementary	Konica Minolta BHc35	A121011301546
Lancaster Elementary	Konica Minolta BH3300P	A63P011000470
Lancaster Elementary	Konica Minolta BHC654	A2X1017002105
Lancaster Elementary	Konica Minolta BH754E	A55V017000403

Building	Make/Model	Serial Number
North Salem Elementary	Konica Minolta BH454	A61E011000542
North Salem Elementary	Konica Minolta BHC654	A2X1017002132
North Salem Elementary	Konica Minolta BH951	A4EW011002573
North Salem Elementary	Konica Minolta BH3300P	A63P011000471
North Salem Elementary	Konica Minolta BH3300P	A63P011000465
Salem High	Konica Minolta BHc35	A121011301547
Salem High	Konica Minolta BH3300P	A63P011000468
Salem High	Konica Minolta BHC454	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	Konica Minolta BH3300P	A63P011000461
Salem High	Konica Minolta MC4750DN	A0VD012300171
Salem High	Konica Minolta MC4750DN	A0VD012300103
Salem High	Konica Minolta BHC454	A5C0011005954
Salem High	Konica Minolta BH3300P	A63P011000463
Salem High	Konica Minolta BH4000P	A63R011002369
Salem High	Konica Minolta BH3300P	A63P011000425
Salem High	Konica Minolta BH3300P	A63P011000462
Salem High	Konica Minolta BHc35	A121011301648
Salem High	Konica Minolta BH454	A61E011000397
Salem High	Konica Minolta BH454	A61E011000461
Salem High	HP Laser Jet Pro M401DNE	JPGFH01541

Building	Make/Model	Serial Number
Salem High	Konica Minolta BH3300P	A63P011000442
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 MC4750DN	A0VD012300189
Salem High	Konica Minolta MC4750DN	A0VD012300185
Salem High	Konica Minolta BH3300P	A63P011000619
Salem High	Konica Minolta BH20	A32R012024538
Salem High	Konica Minolta BH4000P	A63R011002417
Salem High	Konica Minolta BH3300P	A63P011000601
Salem High	Konica Minolta BH754E	A55V017000420
Salem High	Konica Minolta BHc35	A121011301222
Salem High	Konica Minolta BH3300P	A63P011000460
Salem High	Konica Minolta BH951	A4EW011002336
Salem High	Konica Minolta BH951	A4EW011002527
SAU 57 District	Konica Minolta BH4000P	A63R011002416
SAU 57 District	Konica Minolta BH4000P	A63R011002399
SAU 57 District	Konica Minolta BHC654	A2X1017002022
SAU 57 District	Konica Minolta BH4000P	A63R011002426
SAU 57 District	Konica Minolta BH754E	A55V017000395
Soule Elementary	Konica Minolta BHC454	A5C0011005975
Soule Elementary	Konica Minolta BH3300P	A63P011000116
Soule Elementary	Konica Minolta BH3300P	A63P011000629
Soule Elementary	Konica Minolta BHc35	A121011301458
Soule Elementary	HP Laser Jet Pro M401DNE	PHGFC00513
Soule Elementary	Konica Minolta BH454	A61E011000376
Soule Elementary	Konica Minolta BH754E	A55V011000181
Woodbury Middle	Konica Minolta BH3300P	A63P011000466
Woodbury Middle	Konica Minolta BH3300P	A63P011000467

Building	Make/Model	Serial Number
Woodbury Middle	Konica Minolta BH4000P	A63R011002452
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 BH20	A32R012024540
Woodbury Middle	Konica Minolta BH3300P	A63P011000420
Woodbury Middle	Konica Minolta BH3300P	A63P011000414
Woodbury Middle	Konica Minolta BHc35	A121011301517
Woodbury Middle	Konica Minolta BH20	A32R012024539
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 BH951	A4EW011002529

Owned Equipment

Building	Make/Model	Serial Number
Lancaster Elementary	HP Color Laser Jet 3600c	CNWBD35346
Salem High	Konica Minolta BH20	A32R01202295
Salem High	Konica Minolta BH20	A32R012025688



SERVICE AND SUPPLY CONTRACT - CLIENT

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

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

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

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

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

AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date: _____

Signature: _____

Named Contracted Vendor: Vendor

WARRANTY

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

The only exclusions to this Warranty are as follows:

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

**AGREED AND ACCEPTED BY:
Vendor**

By: John Cox

Title: Market Vice President

Date:

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By:

Title:

Date:

Signature: _____

StarDoc User Names

Name	User Name
Adam Pagliarulo	apagliarulo@sau57.org
Anna Parrill	aparrill@sau57.org
Anthony DiNardo	adinardo@sau57.org
Betsy Palardy	Elizabeth.palardy@sau57.org
Brad St. Laurent	bstlaurent@sau57.org
Christine Honey-Nadeau	choney-nadeau@sau57.org
David Hasbany	david.hasbany@sau57.org
Deborah Payne	dpayne@sau57.org
George Murray	gmurray@sau57.org
Jan Citelli	jcitelli@sau57.org
Janice Wilkins	jwilkins@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
Terri Fischer	terri.fischer@sau57.org
Theresa Moore	tmoore@sau57.org
Tracy Collyer	tcollyer@sau57.org

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

**2012****STARDOC created**

- Live Floor Plans - Allows IT administrators to move devices around on their own floor plans.

2013**Daily Tracking**

- Meters gathered daily to track usage
- Daily adjusts projected annual volumes for fiscal year

2014**Monthly Audits**

- Allows user to see monthly snapshot of current usage and estimated projections

2015**New Mapping Options & Asset Management**

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



New Feature: IT Asset Management

- **Keep Track of your IT Purchases**
- **Budget for Future Needs**
- **Map Out Your IT Devices on Floor Plans**

IT Asset Management

Legend: < 1 year 1-3 years > 3 years

Filters

Type: (All) Black Laser MFP Black Network Printer Black Photocopier

Warranty End: (All) 2002-10-01 2013-04-01 2014-10-01

Search

Page 1 of 1 Records 1 to 36 of 36 Groups per page 50

Type	Make	Model	Introduced	Purchased	Warranty End	Est. Replacement Cost	Est. Replacement Date
Black Laser MFP	Oce	VL3200x	2010-08-01		2020-08-01	LEASE	
Black Network Printer	HP	Laser Jet 4m	1992-10-01		2002-10-01	LEASE	
Black Network Printer	HP	Laser Jet 1300	2003-04-01		2013-04-01	LEASE	
Black Network Printer	HP	Laser Jet 1320TN	2004-10-01		2014-10-01	LEASE	
Black Network Printer	HP	Laser Jet 1022N	2005-05-01		2015-05-01	LEASE	
Black Network Printer	HP	Laser Jet 1022N	2005-05-01		2015-05-01	LEASE	
Black Photocopier	Savin	8055	2006-07-01		2016-07-01	LEASE	
Black Photocopier	Konica Minolta	BH421	2008-06-01		2018-06-01	LEASE	
Black Photocopier	Konica Minolta	BH421	2008-06-01		2018-06-01	LEASE	
Black Photocopier	Konica Minolta	BH421	2008-06-01		2018-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Color Network Printer	Xerox	6180DN	2007-02-01		2017-02-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Photocopier	Canon	IRC5045	2009-10-01		2019-10-01	LEASE	
Color Photocopier	Toshiba	e-Studio 3040c	2011-05-01		2021-05-01	LEASE	
Color Photocopier	Toshiba	e-Studio 3040c	2011-05-01		2021-05-01	LEASE	
Digital Projector	Dell	1220		2015-02-02	2019-02-02	\$600	2019/09/01
Digital Projector	Dell	1220		2015-02-02	2019-02-02	\$600	2019/02/01
IP Camera	Foscam	FI8910W		2015-08-01	2016-08-01	\$300	2016/09/01
IP Camera	Foscam	FI8910W		2015-08-01	2016-08-01	\$300	2016/08/01
Server	Dell	Optiplex 332		2015-08-02	2018-08-02	\$2850	2018/09/02
Server	HP	ProLiant DL360 Gen9		2015-09-01	2018-09-01	\$2850	2018/10/01
Switch	Cisco	Catalyst 6800ia		2015-08-02	2018-09-02	\$4856	2018/09/02



New Feature: IT Asset Management

Building: Bass Elementary
Floor/Wing: 1
There are 10 devices on this map
5 Device Type(s) Selected Show: Proposed

Building: Bass Elementary
Room: Hallway 4
Model: TP-LINK 2000 NAT+

Type: Wireless Access Point
Serial Number: 234
IP Address: 192.168.1.2
MAC Address: ABC123

Management URL: 192.168.1.2:28604
Hostname: HALL4
Domain: Primary
Date Purchased: 2015-03-31
Warranty Expiration: 2016-03-30
Notes: Another custom note

Instructions
To view the device information click on a device icon.
To move a device to a new location click and drag an icon from its current location to a new location
When you drop the device at its new location a window will be displayed to enter the new room number or name. Click the OK button to confirm the room change. Click the cancel button to return the device to its original location.

Specialized Purchasing Consultants Skip Tilton stilton@spccopypro.com 800.750.1538
Do not distribute without the expressed written permission of SPC

Legend:

- Voip Phone
- Wireless Access Point
- IP Camera
- Server
- Switch

☐ Enable Row Hover

Search:

ID	Room	Make	Model	Connectivity
3	Library	Canon	IRC5045	Networked
3	Library2	Canon	IRC5045	Networked
8	Special Education Room 302	Konica Minolta	BH421	Networked
9	Room 300 Hall	Konica Minolta	BH421	Networked
10	testing room change emails...	Konica Minolta	BH421	Networked
299	Room 300	Canon	LPB5460	Networked
304	Children	Oce	VL3200x	Networked
305	Health Occupation	Canon	LPB5460	Networked
307	Child Care	Canon	LPB5460	Networked
312	313	Canon	LPB5460	Networked

Showing 1 to 10 of 10 entries

Room	Make	Model
Hallway 4	TP-LINK	2000
Teachers	Polycom	VVX 410
Room 28	Dell	1220
Main Hall	Foscam	FI8910W
Room 29	Dell	1220
Library	Dell	1220
Library	Polycom	VVX 410
Main Office	Polycom	VVX 410
Hall A	Foscam	FI8910W
Hall B	Foscam	FI8910W

[Edit Other Devices](#)



Benefits of partnering with SPC

Top Benefits to **our CLIENTS**:

1. Cooperative Buying

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

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will ***save you money*** benefiting from the combined purchasing power of more than 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!