·SPC·

Specialized Purchasing Consultants
1491 East Side River Road
Dummer, NH 03588
(800)750-1538

2018-2019 Annual Report

Year - End Photocopier Analysis

With projected costs for 2019-2020

Deborah Payne
NHSAU 57 - Salem
38 Geremonty Drive
Salem, NH 03079

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

October 2019

Deborah Payne
NHSAU 57 - Salem
38 Geremonty Drive
Salem, NH 03079

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Debbie:

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

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

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

2018/2019 was a busy year for SPC, where we added three new services; Papercut Installer, Vendor Service History Reports and Chromebook Group Purchasing. For the upcoming year, SPC plans to offer a New *Five-Year Fleet Management* interactive tool that studies your printing habits and allows you to control your usage more efficiently over the life of your equipment. With the click of one button, it will incorporate past, present and future usage flagging any potential problematic areas..

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

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team

Skip Tilton, President
Billie Jo Tilton, Vice President

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

Jessica Paradis
Accounting Coordinator

Jessica manages all billing, equipment contracts for service and supplies, and lease or purchase transactions.

Alex Webster
Operations & Marketing Manager

Alex manages the SPC STARDoc site, FM Audit, and equipment upgrades. He also works to market current and new SPC tools and services to existing and potential clients.

Pam Weed
Client-Vendor Relations

Pam maintains a good working relationship between clients and vendors regarding billing issues, equipment reliability, and equipment additions or upgrades. She also works to ensure equipment records are up to date and accurately maintained.

Robert Dutil
Information Technology

Bob works behind the scenes to keep our record-keeping data and programs running smoothly.

Jamin Tilton
Operations Support

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

James Cartwright
Operations Support

James provides key support for STARDoc as well as assisting with equipment installation audits.

Heidi Tilton
Office Support

Heidi assists with bookkeeping as well as supporting other office staff with their needs.

Equipment Health Status

Total Number of Machines: 106

Total Black Photocopiers:	**34**
Total Color Photocopiers:	**26**
Total Black Network Printers:	**36**
Total Color Network Printers:	**10**
Total Removed From Service:	**0**

# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	5
# of Units Overused:	0
# of Units Underused:	2
Commencement Date:	08/02/2017
# of Annual Payments Left on Lease:	2
All Warranties and Service Contracts Expire:	06/30/2022
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 Debbie,

Your color printing has **increased by 45%** from last year, significantly higher than the industry average, which increased by 19% from last year. Your color usage per student is averaging **364** in comparison to the industry average of 216. (See pages 17-21). The good news is SPC has developed **Right-Size Print Management Software (RS-PMS)** that can take control of this cost with your next upgrade, which could happen as soon as 2020.

Additionally, CPCs have come down, and it is estimated that we could drop yor cost for color to save you **$67,309 over five years** with an upgrade! (See page 59.) We also anticipate that with implementing RS-PMS, we could drop your copies per student ratios, which would lead to greater savings.

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
Barron Elementary	Library	Konica Minolta BHC654	A2X1017002013	KMBS	02/01/2012
Fisk Elementary	Main Office	Konica Minolta BHC454	A5C0011005978	KMBS	07/01/2012
Salem High	Room E103 Special Education	Konica Minolta BH454	A61E011000257	KMBS	07/01/2012
SAU 57 District	Main Office	Konica Minolta BHC654	A2X1017002022	KMBS	02/01/2012
Soule Elementary	Title One Hall of Room 108	Konica Minolta BH454	A61E011000376	KMBS	07/01/2012

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
HP 4620 series	CN3753327605RT	10.50.15.19	2019-10-07 23:22:13
HP LaserJet M506	JPBDS05060	172.35.1.14	2019-04-16 07:17:58
HP LASERJET P3005	CNJ1P43492	172.35.1.11	2019-10-07 23:22:13
XEROX Phaser 7760GX	AUA334941	172.35.1.131	2019-01-16 07:18:32

SPC Timeline

1988   Specialized Purchasing Consultants opens its doors

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

1999   Improved Annual Reports

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

2001   Solid-Ink Printers and Meter Collection

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

2002   Bond Counsel Review

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

2003   Contracts and Warranties Updated

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

2005   Economic Municipal Relief Fund Established

2006   Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience.

2007   Insurance Fund

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

2012   STARDoc - Print Management Software Developed and Implemented

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

SPC
specialized purchasing consultants

SPC Timeline

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

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

2015 STARDoc - Mapping Options and Asset Management

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

2018 STARDoc - Improved Pinpointing of Budget and Communications

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

2019 STARDoc – Service Histories, Chromebook Bid & Papercut Installers

- Request single, multiple, or fleet service history for a specific time period
- Request annual fleet service history
- Scroll through specific copiers or printers going over budget
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.
- 3 of SPC's team members became Certified Papercut installers.

2020 SPC Roadmap

- Five Year Fleet Management (FYFM) - Projects out Five Year costs for all equipment based on current and past usage.
- Update Bid Process to simplify bid submission for all of our vendors.

Cost Projection by Department or Building

Who Benefits? Accounts Payable, Business Manager, and Superintendent

- Allows you to formulate next year's budgets as early as December
- Allows you to see the projected usage bill in advance
- Tabulate total budgets and trotal costs district wide
- Volume or cost pages allow you to pinpoint specific machines on the floor plans
- Timeline - allowing you to go back to see how your budget compares to previous years

Map your devices on Floorplans

Who Benefits? Business Manager, IT

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device information tab will allow you to easily access the web interface of the printer/copier
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Non-reporting device listing for devices that haven't reported for more than 2 weeks
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectore, Apple TVs

Floorplan Administration

Who Benefits? Business Manager and IT

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

Contacts Page

Who Benefits? Business Manager and IT

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

STARDoc Features

Device Listing Page

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

Monthly Audits

Who Benefits? Business Manager and Superintendent

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

Timeline

Who Benefits? Business Manager

- Track historical volume and cost per building

Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client

STARDoc Features

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

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

Over-Budget Report

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

Over Budget

Room:	Room 201 Principal's Office
Make & Model:	Canon IRC5051
Serial Number:	GQM65369
IP Address:	172.16.10.145
Projected Amount Over Budget:	$404

This building's average color prints per student is 314
The industry average for color prints per student is 185

Previous   Next

Check Black/Color Default   Close

Five Year Fleet Management (FYFM)

We have all heard the saying that Information is Power! Beginning with your next upgrade, FYFM will put you in the driver's seat.

Purpose of FYFM:

Interactive Tool you can alter with your printing habits. With the click of one button, it will incorporate both past, present and future usage, flagging any potential problematic areas. 'Right Size Print Management' will help to eliminate overused color copiers.

Setting up Future Budgets:

Projecting out your cost is crucial in setting up your budgets. With FYFM you will be able to take control of your future cost for the entire life of your fleet of copiers, MFP's and printers. STARDoc currently studies your printing habits and projects out for about eight months. FYFM will be able to project out your cost and volume for the entire life of your fleet, usually five years out.

Problematic Machines:

How would you know if your equipment is truly malfunctioning and needs to be replaced under warranty? FYFM will compare your service calls to all SPC's clients for like models and speeds. It will provide you with the number of service calls in a fiscal year and the average copies between calls so that you will know if your equipment is running efficiently and/or needs to be replaced under warranty at no charge. In awarding future bids, you will be able to see which company and which manufacturer is operating the best in your geographic area.

Annual Black Volume by Location

Legend: ■ 15-16 ■ 16-17 ■ 17-18 □ 18-19   % Difference between Previous Year and Current Year

Values shown on chart:
- Barron: 3%
- Fisk Elem: 7%
- Lancaster: -1%
- North Salem Elm: 1%
- Salem HS: 2%
- SAU: -16%
- Soule: 53%
- Woodbury: -5%
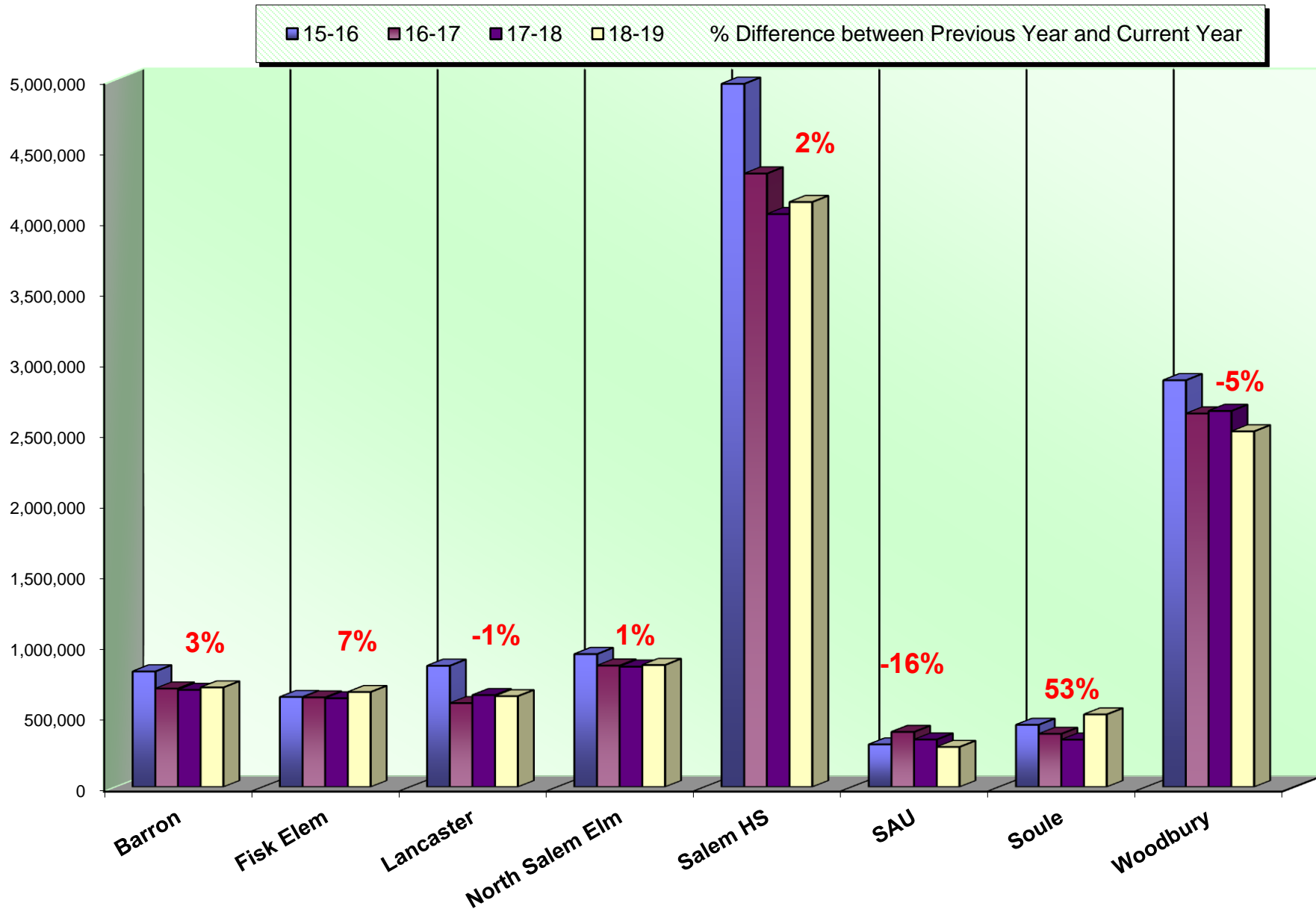
Annual Black Volume Overall
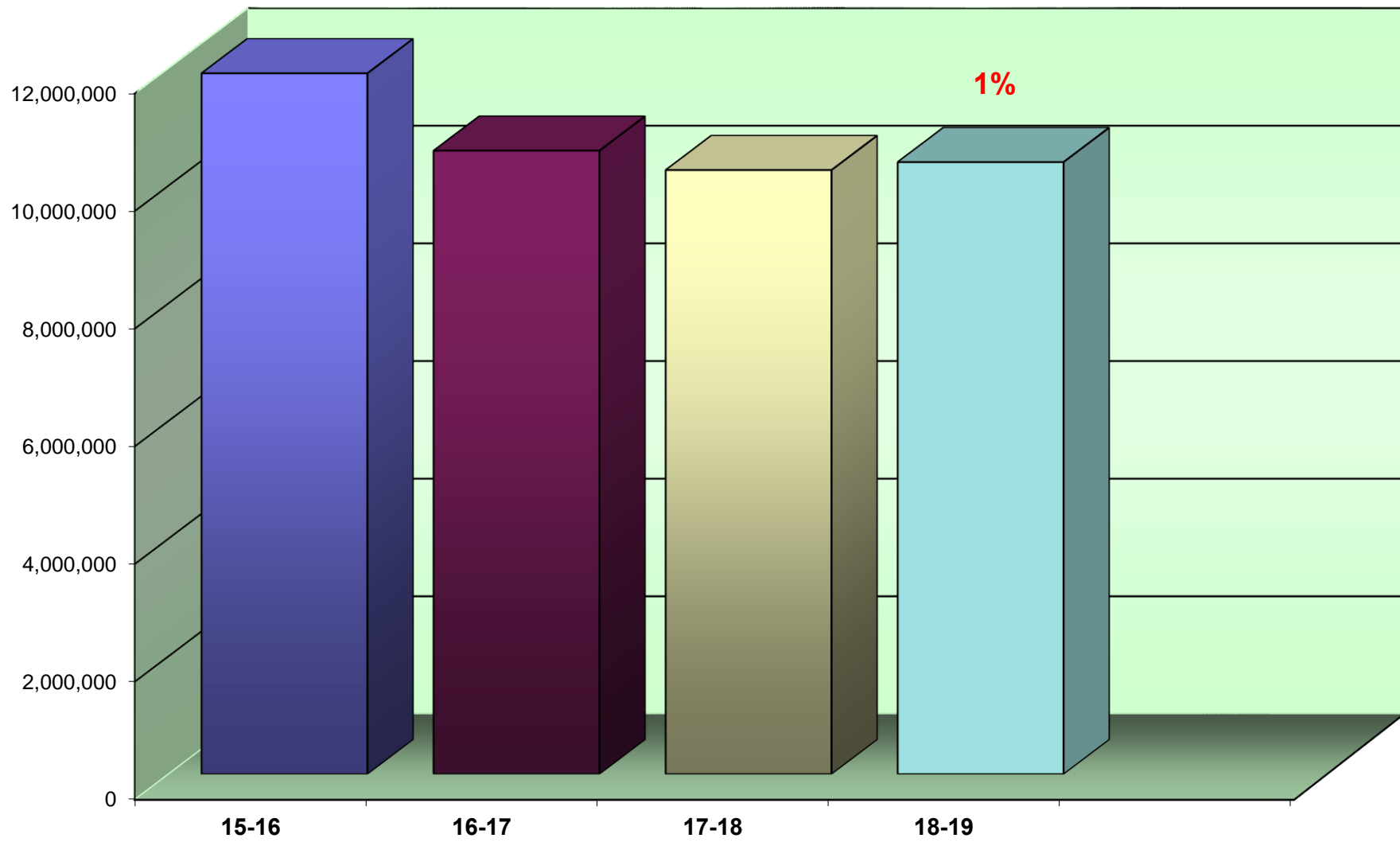
% amount equals the overall increase or decrease between Previous Year and Current Year

Average Student-to-Copy Usage - Black

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Barron Elementary	391	716,598	$13,695.25	1,833	$35.03
Fisk Elementary	293	683,758	$13,216.82	2,334	$45.11
Lancaster Elementary School	252	653,724	$12,520.29	2,594	$49.68
North Salem Elementary	362	876,191	$16,794.95	2,420	$46.39
Salem High	1161	4,137,395	$79,993.40	3,564	$68.90
SAU 57 District	0	288,289	$5,832.16	0	$0.00
Soule Elementary	241	522,522	$10,140.97	2,168	$42.08
Woodbury Middle	825	2,521,906	$48,464.61	3,057	$58.74
Totals	**3,525**	**10,400,383**	**$200,658.45**	**2,950**	**$56.92**

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

Industry Average Copies per Student - Black

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,897	192,210,359	$4,000,539.34	2,291	$47.68

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

Average Copies Per Student - Black

Annual Color Volume by Location

■15-16 ■16-17 ■17-18 □18-19   % Difference between Previous Year and Current Year

70%

-1%

23%

0%

-7%

281%

49%

-11%

600,000

500,000

400,000

300,000

200,000

100,000

0

Barron   Fisk Elem   Lancaster   N.Salem...   Salem High   SAU   Soule   Woodbury

Annual Color Volume Overall
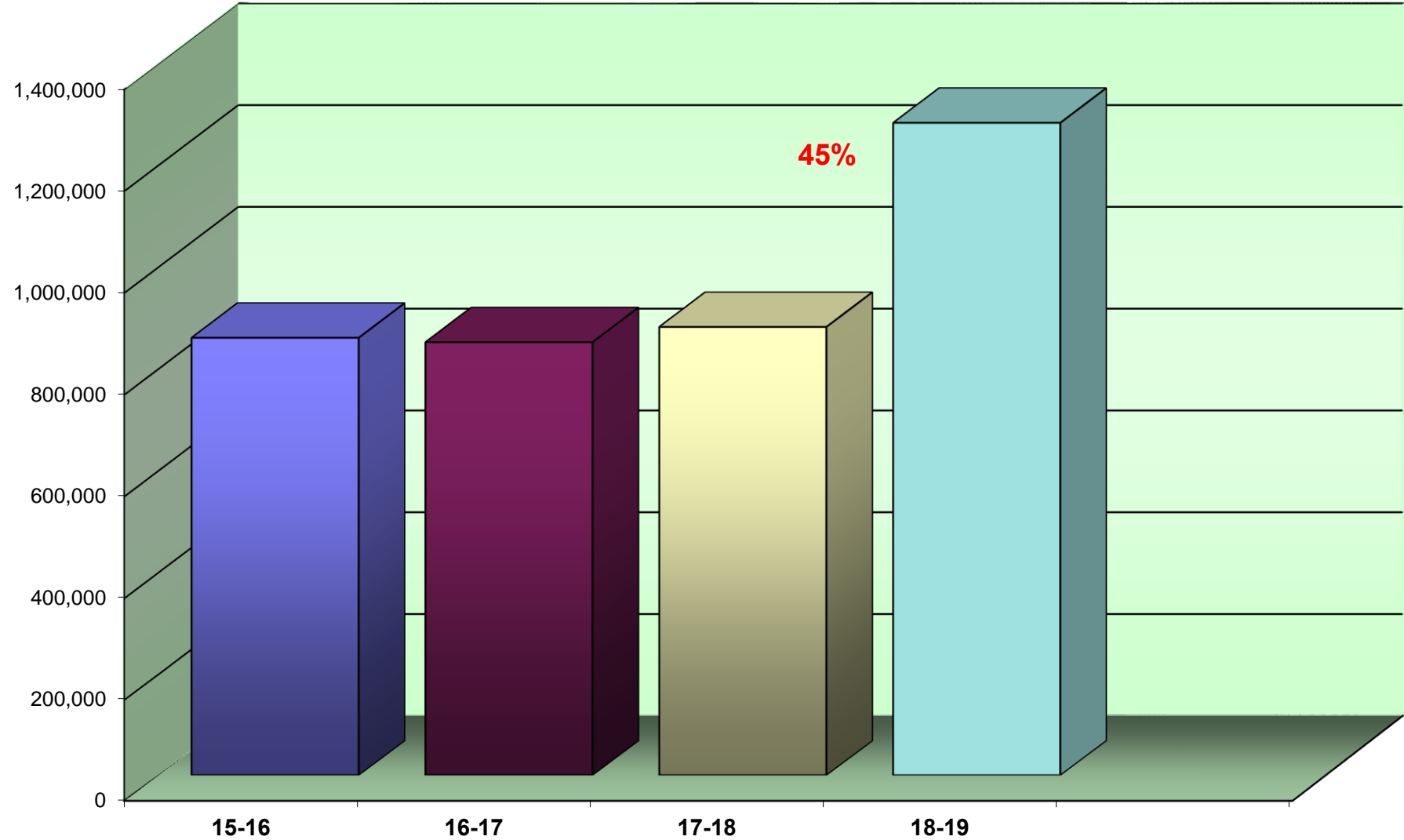
45%

15-16	16-17	17-18	18-19

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

Average Student-to-Copy Usage - Color

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Barron Elementary	391	143,143	$7,482.51	366	$19.14
Fisk Elementary	293	142,716	$7,348.82	487	$25.08
Lancaster Elementary School	252	95,527	$4,879.71	379	$19.36
North Salem Elementary	362	68,986	$3,514.84	191	$9.71
Salem High	1161	541,795	$27,812.21	467	$23.96
SAU 57 District	0	13,672	$728.79	0	$0.00
Soule Elementary	241	169,517	$8,636.89	703	$35.84
Woodbury Middle	825	108,531	$5,710.76	132	$6.92
Totals	**3,525**	**1,283,887**	**$66,114.53**	**364**	**$18.76**

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

Note: STARDoc tool will flag any future high color usage. See page 11 of STARDoc Features. Current industry ratio averages 216 color prints per student per year. Your color volume this year averages 364 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

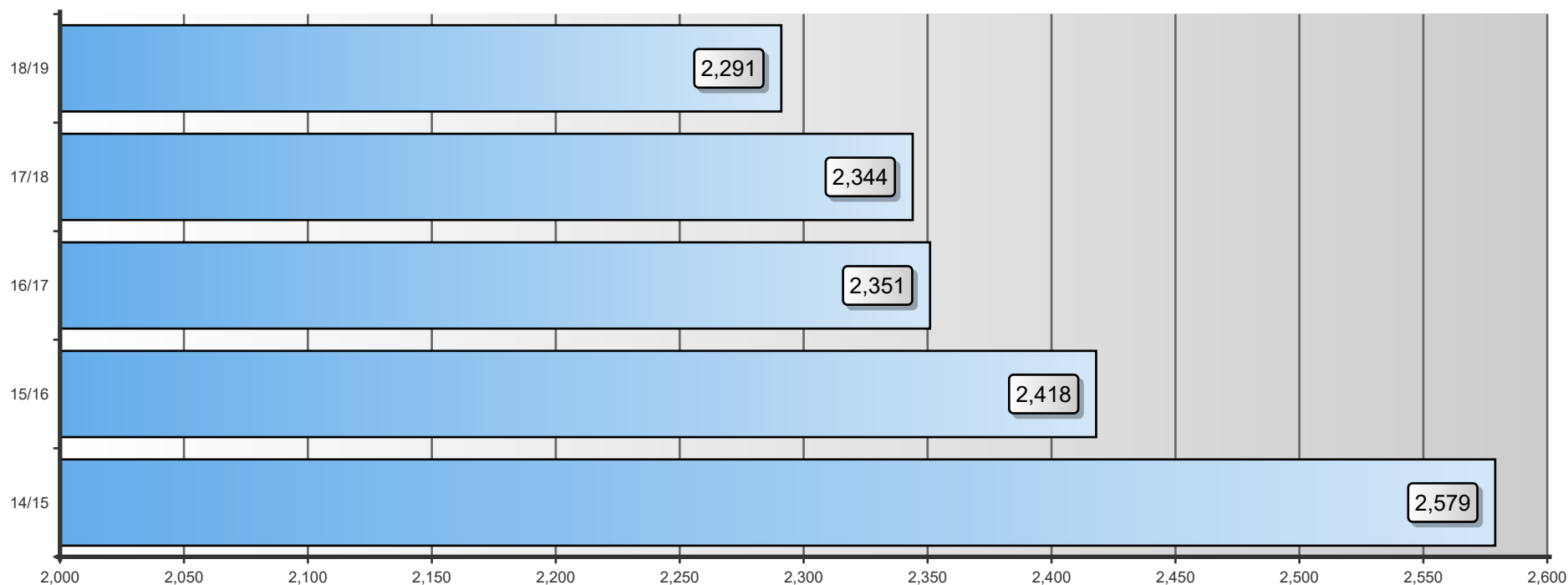|		
District Wide Black Totals	*10,400,383*	*$35,585.90*
District Wide Color Totals	*1,283,887*	*$64,817.34*

Industry Average Copies per Student - Color

This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.
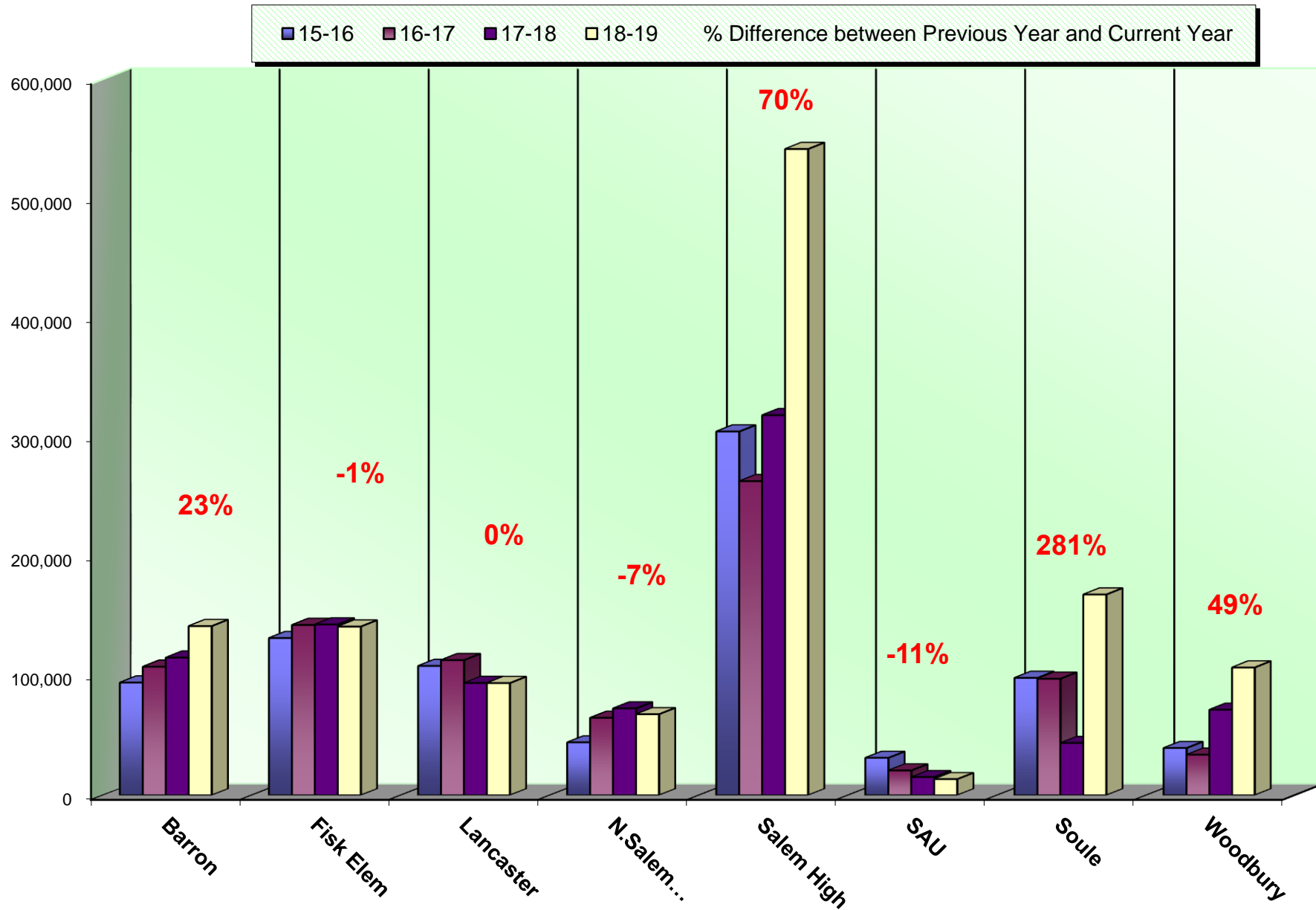
	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,897	18,097,200	$926,143.97	216	$11.04

Total District Cost refers to the cost of Service, Supplies, and Paper. Equipment is calculated only into the Black Volume.
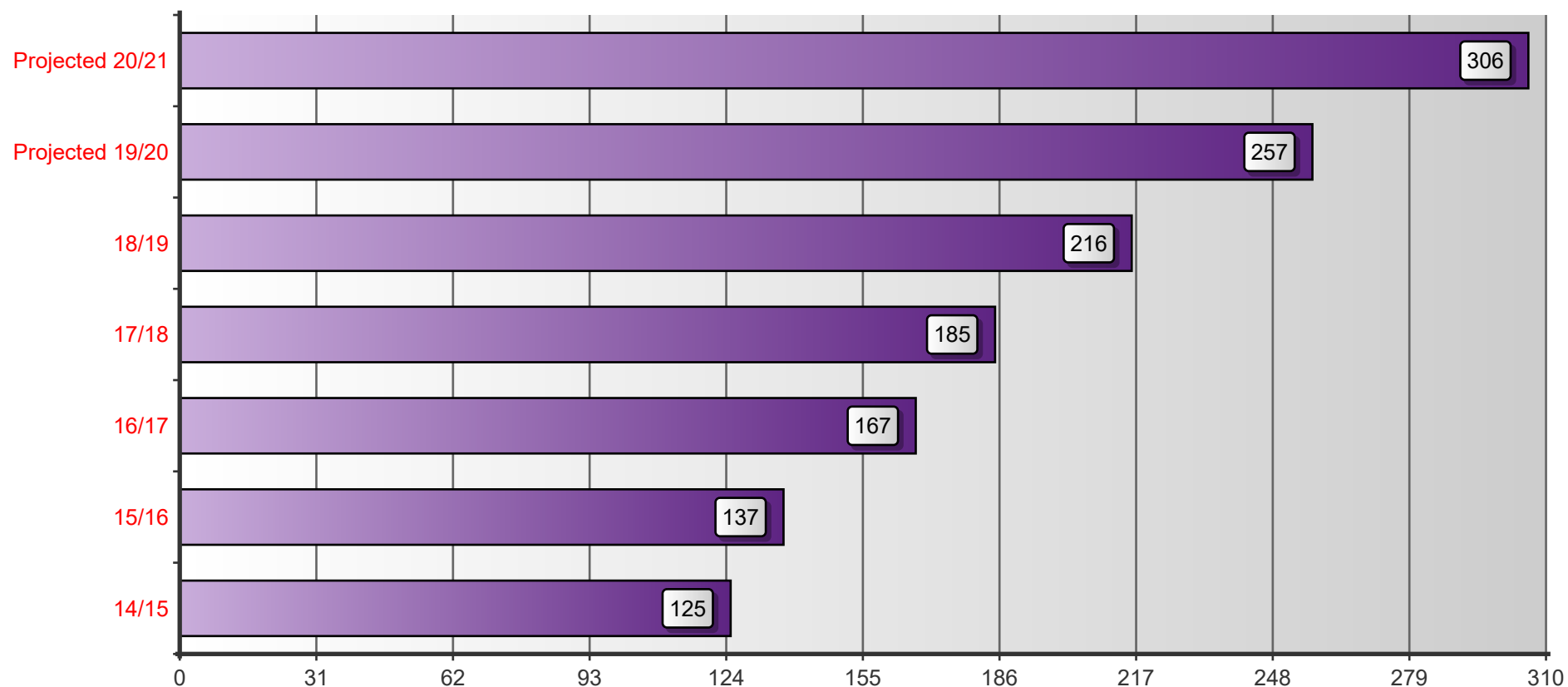
Color-to-Total Volume Comparison
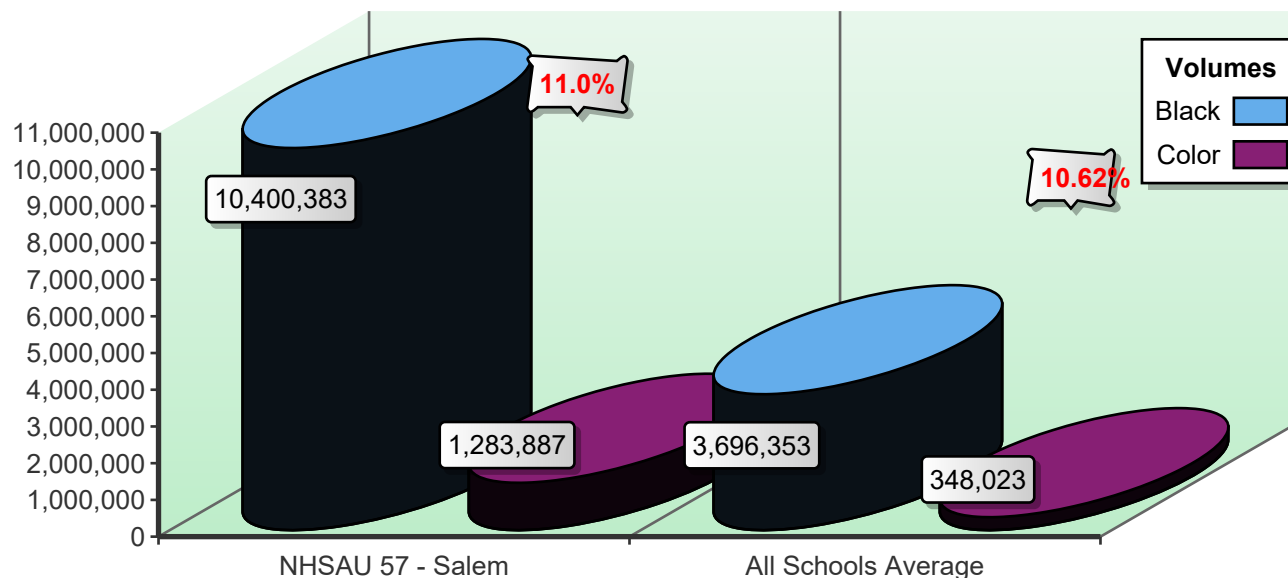
SPC Analysis

COLOR printing is skyrocketing out of control! A five-year study of 83,000 students across the Tri-State region revealed a rapid increase in the K-12 sector. In fact, last year alone, color printing increased by 19%!

Taking Control What that means: If you are a school district of 1,000 students, the average color volume is 216,000 copies, which could be costing you from $7,500 > (CPC is at $0.35) to $10,000 per year. If current trends stay the same, then year five cost would be between $17,897-$23,863. Obviously, some color printing is necessary. However, if color printing is not monitored properly, it could blow up your entire printing budget.

SOLUTION: SPC has developed Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire district to change all printing habits, SPC focuses only on the problematic locations. Best of all, by means of our tremendous buying power, that software comes to you at no charge! In fact, studies have shown that SPC saves a school district of 1,000 students an average of $74,000 over five years, with our compensation included (a $74.00 per student average cost savings).

So why overwhelm the entire district with very expensive, intrusive software to control this color printing explosion? Direct your blows with SPC's unique Right-Sized Print Management Software. Call Skip Tilton or Alex Webster to set up an in-person demonstration today.

Other beneficial features include Follow-Me Printing.

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 08/02/2017

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Barron Elementary					
Hall of Room 207					
Konica Minolta BH654 / 65 PPM	181,072	421,901	240,829	$0.00320	None at this time.
A5YN017014182 / 9489 1522				$770.65	
3,000,000 / /2013-02-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Kitchen Office					
Konica Minolta BH3300P / 35 PPM	17,441	20,848	3,407	$0.00634	None at this time.
A63P011000464 / 8802 5916				$21.60	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Library					
Konica Minolta BHC654 / 65 PPM	822,634	1,031,101	208,467	$0.00320	7 years from Intro.
A2X1017002013 / 9320 1891				$667.09	High color usage and high CPC.Your
3,000,000 / /2012-02-01	366,670	475,508	108,838	$0.05166	average is 366 copies per student while
Color Photocopier				$5,622.57	industry average is 216. Solution:
KMBS					Renegotiate CPC to $0.04; Implement
					RS-PMS.

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**

Library

Konica Minolta BH3300P / 35 PPM	16,653	18,707	2,054	$0.00634	None at this time.
A63P011000473 / 8802 5917				$13.02	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Mail Room 131

Konica Minolta BH654 / 65 PPM	153,157	366,833	213,676	$0.00320	None at this time.
A5YN017014277 / 9467 2477				$683.76	
3,000,000 / /2013-02-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Main Office

Konica Minolta BHC458 / 45 PPM	16,674	48,373	31,699	$0.00320	High color usage. Your average is
A79M011017110 / 9489 1531				$101.44	366 copies per student while industry
1,000,000 / /2016-08-01	16,226	50,531	34,305	$0.04995	average is 216. Solution: Implement
Color Photocopier				$1,713.53	RS-PMS.
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Main Office					
Konica Minolta BH3301P / 35 PPM	2,782	3,012	230	$0.00613	Underused!
A63P015000732 / 9467 2300				$1.41	
500,000 / /2015-11-00	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 132 Small					
Konica Minolta BH454E / 45 PPM	326,763	342,999	16,236	$0.00403	None at this time.
A61E011000365 / 9353 7682				$65.43	
1,000,000 / /2013-11-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

	Subtotal Black	**716,598**	**$2,324.41**
	Subtotal Color	**143,143**	**$7,336.11**

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Fisk Elementary					
2nd Floor Hall					
Konica Minolta BH458 / 45 PPM	86,047	200,423	114,376	$0.00320	None at this time.
A9HH011007207 / 9489 1535				$366.00	
1,000,000 / /2016-08-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Cafeteria					
Konica Minolta BH3300P / 35 PPM	18,799	28,341	9,542	$0.00634	None at this time.
A63P011000097 / 9353 7663				$60.50	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Hall of Room 126					
Konica Minolta BH654 / 65 PPM	175,712	433,430	257,718	$0.00320	None at this time.
A5YN017014269 / 9489 1523				$824.70	
3,000,000 / /2013-02-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Main Office					
Konica Minolta BH4700P / 50 PPM	2,066	6,099	4,033	$0.00613	None at this time.
A63N011020803 / 9320 1124				$24.72	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Main Office					
Konica Minolta BHC454 / 45 PPM	202,032	260,471	58,439	$0.00403	7 years from Intro. High color usage
A5C0011005978 / 9320 1980				$235.51	and CPC. Your average usage is 487
1,000,000 / /2012-07-01	222,987	267,490	44,503	$0.05166	copies per student while industry average
Color Photocopier				$2,299.02	is 216. Solution: Renegotiate CPC to $0.04;
KMBS					Implement RS-PMS.
Room E108 Publishing Center					
Konica Minolta BHC658 / 65 PPM	82,842	226,863	144,021	$0.00320	High color usage. Your average usage
A79J013001568 / 9467 1896				$460.87	is 487 copies per student while industry
3,000,000 / /2017-05-01	71,848	170,061	98,213	$0.04995	average is 216. Solution: Implement
Color Photocopier				$4,905.74	RS-PMS.
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room E108 Publishing Center					
Konica Minolta BH754E / 75 PPM	610,113	703,159	93,046	$0.00403	None at this time.
A55V017000389 / 9353 7662				$374.98	
4,000,000 / /2013-01-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room EG14 Library					
Konica Minolta BH4000P / 42 PPM	77,000	79,583	2,583	$0.00634	None at this time.
A63R011002426 / 8802 5919				$16.38	
1,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Subtotal Black	**683,758**	**$2,363.65**
Subtotal Color	**142,716**	**$7,204.76**

Make-Model/Speed			*2018-2019*		
Serial Number/VendorID					
Life/Intro Date	*07/01/2018*	*06/30/2019*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

Lancaster Elementary School

2nd Floor Library

Konica Minolta BH654 / 65 PPM	105,120	225,526	120,406	$0.00320	None at this time.
A5YN017014247 / 9489 1540				$385.30	
3,000,000 / /2013-02-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Alcove 2nd Floor

Konica Minolta BH808 / 80 PPM	96,128	232,579	136,451	$0.00320	None at this time.
A8KN011004792 / 9489 1640				$436.64	
4,000,000 / /2016-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Kitchen Office

Konica Minolta BH3300P / 35 PPM	20,129	23,997	3,868	$0.00634	None at this time.
A63P011000470 / 9323 8171				$24.52	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Main Office					
Konica Minolta BHC658 / 65 PPM	151,558	354,291	202,733	$0.00320	High color usage. Your average is 379
A79J013001650 / 9489 1660				$648.75	copies per student while industry average
3,000,000 / /2017-05-01	68,789	162,355	93,566	$0.04995	is 216. Solution: Implement RS-PMS.
Color Photocopier				$4,673.62	
KMBS					
Room 121 Reading Room					
Konica Minolta BH4020 / 42 PPM	5,814	17,348	11,534	$0.00613	None at this time.
A6WD011006454 / 9465 0706				$70.70	
1,000,000 / /2014-02-01	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Room 134					
Konica Minolta BHC3100P / 32 PPM	2,516	5,515	2,999	$0.00613	None at this time.
A6DR012106451 / 9467 2297				$18.38	
750,000 / /2014-06-01	2,503	4,464	1,961	$0.05625	
Color Network Printer				$110.31	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 141 Mail Room					
Konica Minolta BH654 / 65 PPM	116,200	291,933	175,733	$0.00320	None at this time.
A5YN017014234 / 9467 2478				$562.35	
3,000,000 / /2013-02-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

	Subtotal Black	653,724	$2,146.64
	Subtotal Color	95,527	$4,783.93

Make-Model/Speed *Serial Number/VendorID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**

North Salem Elementary

Cafeteria

Konica Minolta BH3300P / 35 PPM	20,611	23,827	3,216	$0.00634	None at this time.
A63P011000436 / 8802 5480				$20.39	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Janice's Office

Konica Minolta BH3300P / 35 PPM	10,447	11,116	669	$0.00634	None at this time.
A63P011000465 / 8802 5472				$4.24	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Library

Konica Minolta BH4700P / 50 PPM	20,142	45,666	25,524	$0.00613	None at this time.
A63N011020805 / 9464 8003				$156.46	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* Vendor	*07/01/2018* Meter	*06/30/2019* Meter	*2018-2019* *Annual* Volume	*Cost/Copy* Annual Cost	Recommendations
Main Office					
Konica Minolta BHC658 / 65 PPM	221,401	518,574	297,173	$0.00320	None at this time.
A79J013001606 / 9489 1659				$950.95	
3,000,000 / /2017-05-01	50,268	119,254	68,986	$0.04995	
Color Photocopier				$3,445.85	
KMBS					
Room 212 Hallway					
Konica Minolta BH654 / 65 PPM	134,255	334,679	200,424	$0.00320	None at this time.
A5YN017014288 / 9467 2482				$641.36	
3,000,000 / /2013-02-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Staff Work Room					
Konica Minolta BH958 / 95 PPM	249,264	598,449	349,185	$0.00320	None at this time.
A796011001196 / 9489 1645				$1,117.39	
5,000,000 / /2016-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

	Subtotal Black	**876,191**	**$2,890.80**
	Subtotal Color	**68,986**	**$3,445.85**

Make-Model/Speed *Serial Number/VendorID* *Life/Intro Date* **Vendor**	*07/01/2018* **Meter**	*06/30/2019* **Meter**	*2018-2019* *Annual* **Volume**	*Cost/Copy* **Annual Cost**	**Recommendations**

Salem High

CTE Main Office

Konica Minolta BH958 / 95 PPM	0	38,214	38,214	$0.00320	None at this time.
A796011001232 / 9467 2500				$122.28	
5,000,000 / /2016-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Food Service Office

Konica Minolta BHC3351 / 35 PPM	11,378	30,559	19,181	$0.00400	None at this time.
A92F011003544 / 9489 1536				$76.72	
750,000 / /2017-04-01	3,409	8,877	5,468	$0.05625	
Color Laser MFP				$307.58	
KMBS					

Guidance Office

Konica Minolta BHC658 / 65 PPM	62,162	147,768	85,606	$0.00320	High color usage. Your average is
A79J013001614 / 9489 1649				$273.94	467 copies per student while industry
3,000,000 / /2017-05-01	19,316	43,177	23,861	$0.04995	average is 216. Solution:Implement
Color Photocopier				$1,191.86	RS-PMS.
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Guidance Office					
Konica Minolta BH3301P / 35 PPM	41,635	52,806	11,171	$0.00634	None at this time.
A63P015000627 / 9342 4886				$70.82	
500,000 / /2015-11-00	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Hallway Outside Auto Tech					
Konica Minolta BHC308 / 30 PPM	90,524	134,880	44,356	$0.00320	High color usage. Your average is
A7PY011021233 / 9489 1530				$141.94	467 copies per student while industry
750,000 / /2016-06-01	25,679	61,022	35,343	$0.04995	average is 216. Solution: Implement
Color Photocopier				$1,765.38	RS-PMS.
KMBS					
IT Office					
Konica Minolta BHC308 / 30 PPM	4,312	11,898	7,586	$0.00320	None at this time.
A7PY011022193 / 9467 2484				$24.28	
750,000 / /2016-06-01	884	2,553	1,669	$0.04995	
Color Photocopier				$83.37	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
IT Office Spare					
Konica Minolta BH4700P / 50 PPM	4	4	0	$0.00613	None at this time.
A63N011020869 / 9464 8005				$0.00	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
IT Office Spare					
Konica Minolta BH3300P / 35 PPM	6,096	6,096	0	$0.00634	None at this time.
A63P011000496 / 9323 8170				$0.00	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
IT Office Spare					
Konica Minolta BH4000P / 42 PPM	5,966	5,966	0	$0.00634	None at this time.
A63R011002420 / 9342 4877				$0.00	
1,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Library					
Konica Minolta BHC658 / 65 PPM	85,864	281,102	195,238	$0.00320	High color usage. Your average is
A79J013001590 / 9489 1650				$624.76	467 copies per student while industry
3,000,000 / /2017-05-01	59,342	209,346	150,004	$0.04995	average is 216. Solution: Implement
Color Photocopier				$7,492.70	RS-PMS.
KMBS					
Library					
Konica Minolta BH958 / 95 PPM	254,248	955,338	701,090	$0.00320	None at this time.
A796011001204 / 9467 2501				$2,243.49	
5,000,000 / /2016-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Library					
Konica Minolta BH458 / 45 PPM	6,453	23,029	16,576	$0.00320	None at this time.
A9HH011007212 / 9467 2483				$53.04	
1,000,000 / /2016-08-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed **Serial Number/Vendor Machine ID** **Life/Intro Date** **Vendor**	**07/01/2018** **Meter**	**06/30/2019** **Meter**	**2018-2019** **Annual** **Volume**	**Cost/Copy** **Annual Cost**	**Recommendations**
Library Conf Room Area Director					
Konica Minolta BH4000P / 42 PPM	29,549	32,960	3,411	$0.00634	None at this time.
A63R011002417 / 9342 4876				$21.63	
1,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Main Office Accounts Payable					
Konica Minolta BH3301P / 35 PPM	3,214	7,926	4,712	$0.00613	None at this time.
A63P015000012 / 9320 1091				$28.88	
500,000 / /2015-11-00	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Maintenance Garage					
Konica Minolta BH3300P / 35 PPM	6,291	7,858	1,567	$0.00634	None at this time.
A63P011000463 / 9342 4884				$9.93	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Performing Art Director					
Konica Minolta BH3300P / 35 PPM	12,075	12,449	374	$0.00634	Underused!
A63P011000468 / 9342 4883				$2.37	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Performing Arts Center Office					
Konica Minolta BHC3100P / 32 PPM	1,565	3,493	1,928	$0.00613	
A6DR012104820 / 9320 1154				$11.82	None at this time.
750,000 / /2014-06-01	953	2,581	1,628	$0.05625	
Color Network Printer				$91.58	
KMBS					
Principal's Copy Room					
Konica Minolta BH958 / 95 PPM	187,477	452,577	265,100	$0.00320	None at this time.
A796011001236 / 9489 1678				$848.32	
5,000,000 / /2016-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* Vendor	*07/01/2018* Meter	*06/30/2019* Meter	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room A144 Art Printing					
Konica Minolta AccurioPress C2060 / 60 PPM	1,707	9,212	7,505	$0.00800	High color usage. Your average is 467
A85E011000649 / 9484 0005				$60.04	copies per student while industry
5,000,000 / /2017-01-01	20,883	158,092	137,209	$0.04995	average is 216. Solution: Implement
Color Photocopier				$6,853.59	RS-PMS.
KMBS					
Room A146 Continuing Ed					
Konica Minolta BHC658 / 65 PPM	29,386	106,861	77,475	$0.00320	None at this time.
A79J013001558 / 9467 1897				$247.92	
3,000,000 / /2017-05-01	6,394	20,108	13,714	$0.04995	
Color Photocopier				$685.01	
KMBS					
Room A150 Art Studio					
Konica Minolta BHC3100P / 32 PPM	7,593	14,261	6,668	$0.00613	High color CPC. Solution: Move color
A6DR012106449 / 9320 1156				$40.87	usage to color copier.
750,000 / /2014-06-01	6,662	14,049	7,387	$0.05625	
Color Network Printer				$415.52	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room A165					
Konica Minolta BHC308 / 30 PPM	8,734	36,938	28,204	$0.00320	None at this time.
A7PY011021829 / 9589 1538				$90.25	
750,000 / /2016-06-01	1,332	8,352	7,020	$0.04995	
Color Photocopier				$350.65	
KMBS					
Room A222 CPU Lab					
Konica Minolta BHC3100P / 32 PPM	6,457	8,083	1,626	$0.00613	None at this time.
A6DR012104750 / 8702 4895				$9.97	
750,000 / /2014-06-01	10,005	13,103	3,098	$0.05625	
Color Network Printer				$174.26	
KMBS					
Room A266 Teachers' Lounge					
Konica Minolta BH958 / 95 PPM	558,846	1,146,205	587,359	$0.00320	None at this time.
A796011001194 / 9489 1642				$1,879.55	
5,000,000 / /2016-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room B316 Math Office					
Konica Minolta BHC658 / 65 PPM	360,175	931,182	571,007	$0.00320	High color usage. Your average is 467
A79J013001618 / 9489 1653				$1,827.22	copies per student while industry
3,000,000 / /2017-05-01	42,581	105,165	62,584	$0.04995	average is 216. Solution: Implement
Color Photocopier				$3,126.07	RS-PMS.
KMBS					
Room B427					
Konica Minolta BH4020 / 42 PPM	0	7,789	7,789	$0.00613	None at this time.
A6WD011005175 / 9320 1155				$47.75	
1,000,000 / /2014-02-01	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Room B433 Learning Center					
Konica Minolta BH754E / 75 PPM	963,774	1,250,540	286,766	$0.00403	None at this time.
A55V017000412 / 9353 7671				$1,155.67	
4,000,000 / /2013-01-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed			*2018-2019*		
Serial Number/Vendor Machine ID					
Life/Intro Date	*07/01/2018*	*06/30/2019*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

Room C554 Science Work Room

Konica Minolta BH754E / 75 PPM	735,393	1,119,029	383,636	$0.00403	None at this time.
A55V017000413 / 9353 7696				$1,546.05	
4,000,000 / /2013-01-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Room C603 CPU Networking

Konica Minolta BHC3100P / 32 PPM	568	12,843	12,275	$0.00613	None at this time.
A6DR012104828 / 9464 8006				$75.25	
750,000 / /2014-06-01	159	2,354	2,195	$0.05625	
Color Network Printer				$123.47	
KMBS					

Room C606 Biotech Prep

Konica Minolta BHC3100P / 32 PPM	5,265	20,262	14,997	$0.00613	None at this time.
A6DR012104825 / 9320 1147				$91.93	
750,000 / /2014-06-01	758	3,330	2,572	$0.05625	
Color Network Printer				$144.68	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room C640 Health Science					
Konica Minolta BHC3100P / 32 PPM	8,768	17,278	8,510	$0.00613	None at this time.
A6DR012104815 / 9320 1148				$52.17	
750,000 / /2014-06-01	2,483	4,860	2,377	$0.05625	
Color Network Printer				$133.71	
KMBS					
Room C654					
Konica Minolta BHC658 / 65 PPM	318,458	819,912	501,454	$0.00320	High color usage. Your average is 467
A79J013001640 / 9489 1652				$1,604.65	copies per student while industry average
3,000,000 / /2017-05-01	13,434	81,019	67,585	$0.04995	is 216. Solution: Implement RS-PMS.
Color Photocopier				$3,375.87	
KMBS					
Room C662 Math/Science Director					
Konica Minolta BH3300P / 35 PPM	16,548	19,565	3,017	$0.00634	None at this time.
A63P011000460 / 9342 4879				$19.13	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room D588					
Konica Minolta BHC3100P / 32 PPM	18,374	22,421	4,047	$0.00613	None at this time.
A6DR012106446 / 9464 8007				$24.81	
750,000 / /2014-06-01	2,193	4,994	2,801	$0.05625	
Color Network Printer				$157.56	
KMBS					
Room D596 Auto Office					
Konica Minolta BH3300P / 35 PPM	17,765	20,690	2,925	$0.00634	None at this time.
A63P011000619 / 9342 4882				$18.54	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room E103 Special Education					
Konica Minolta BH454 / 45 PPM	321,942	412,699	90,757	$0.00403	7 years from Intro.
A61E011000257 / 9320 1914				$365.75	
1,000,000 / /2012-07-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room E103 Special Education					
Konica Minolta BH4700P / 50 PPM	28,038	50,655	22,617	$0.00613	None at this time.
A63N011020906 / 9464 8004				$138.64	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room E104					
Konica Minolta BHC3100P / 32 PPM	5,623	14,210	8,587	$0.00613	None at this time.
A6DR012104830 / 9320 1149				$52.64	
750,000 / /2014-06-01	1,947	4,317	2,370	$0.05625	
Color Network Printer				$133.31	
KMBS					
Room F741 Nurse's Office					
Konica Minolta BHC3351 / 35 PPM	1,250	4,795	3,545	$0.00400	None at this time.
A92F011002742 / 9489 1541				$14.18	
750,000 / /2017-04-01	461	2,876	2,415	$0.05625	
Color Laser MFP				$135.84	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room F776 Kitchen Office					
Konica Minolta BH3300P / 35 PPM	12,719	15,505	2,786	$0.00634	None at this time.
A63P011000462 / 9342 4881				$17.66	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room G060 storage					
Konica Minolta BHC308 / 30 PPM	105	105	0	$0.00320	None at this time.
A7PY011021308 / 9489 1527				$0.00	
750,000 / /2016-06-01	69	69	0	$0.04995	
Color Photocopier				$0.00	
KMBS					
Room G060 Storage					
Konica Minolta BH754E / 75 PPM	853,074	853,074	0	$0.00403	None at this time.
A55V017000420 / 9353 7703				$0.00	
4,000,000 / /2013-01-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room G765 Athletic Department					
Konica Minolta BHC308 / 30 PPM	18,921	48,532	29,611	$0.00320	None at this time.
A7PY011021780 / 9489 1526				$94.76	
750,000 / /2016-06-01	3,433	6,770	3,337	$0.04995	
Color Photocopier				$166.68	
KMBS					
Room H025 Athletic Trainer					
Konica Minolta BH4020 / 42 PPM	8,412	22,703	14,291	$0.00613	None at this time.
A6WD011007754 / 9320 1090				$87.60	
1,000,000 / /2014-02-01	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Room H732 Music Department					
Konica Minolta BHC308 / 30 PPM	52,243	116,074	63,831	$0.00320	None at this time.
A7PY011021196 / 9489 1637				$204.26	
750,000 / /2016-06-01	7,258	14,416	7,158	$0.04995	
Color Photocopier				$357.54	
KMBS					

Subtotal Black		**4,137,395**	**$14,321.50**	
Subtotal Color		**541,795**	**$27,266.22**	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAU 57 District					
Accounts Payable					
Konica Minolta BH4000P / 42 PPM	214,618	258,250	43,632	$0.00634	None at this time.
A63R011002399 / 8802 5918				$276.63	
1,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Admin Assistant to Supt					
Konica Minolta BH4700P / 50 PPM	10,957	29,303	18,346	$0.00613	None at this time.
A63N011020800 / 9320 1125				$112.46	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Admin Supt.					
Konica Minolta BH4700P / 50 PPM	9,517	26,829	17,312	$0.00613	None at this time.
A63N011020785 / 9464 8008				$106.12	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Data Entry Office					
Konica Minolta BHC3351 / 35 PPM	3,652	8,406	4,754	$0.00400	None at this time.
A92F011003684 / 9467 2476				$19.02	
750,000 / /2017-04-01	988	2,782	1,794	$0.05625	
Color Laser MFP				$100.91	
KMBS					
Main Office					
Konica Minolta BHC654 / 65 PPM	405,812	510,246	104,434	$0.00320	7 years from Intro.
A2X1017002022 / 9320 1904				$334.19	
3,000,000 / /2012-02-01	99,895	111,773	11,878	$0.05166	
Color Photocopier				$613.62	
KMBS					
Main Office Side Room					
Konica Minolta BH754E / 75 PPM	603,236	703,047	99,811	$0.00403	None at this time.
A55V017000395 / 9353 7686				$402.24	
4,000,000 / /2013-01-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

	Subtotal Black	288,289	$1,250.65
	Subtotal Color	13,672	$714.53

Make-Model/Speed *Serial Number/VendorID* *Life/Intro Date* *Vendor*	*07/01/2018* **Meter**	*06/30/2019* **Meter**	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**

Soule Elementary

Bus Port Area

Konica Minolta BHC658 / 65 PPM	89,623	341,004	251,381	$0.00320	High color usage. Your average is
A79J013001653 / 9489 1651				$804.42	703 copies per student while industry
3,000,000 / /2017-05-01	15,301	158,717	143,416	$0.04995	average is 216. Solution: Implement
Color Photocopier				$7,163.63	RS-PMS.
KMBS					

Kitchen Office

Konica Minolta BH3300P / 35 PPM	12,265	17,282	5,017	$0.00634	None at this time.
A63P011003066 / 9464 8009				$31.81	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Library

Konica Minolta BH3300P / 35 PPM	11,563	15,261	3,698	$0.00634	None at this time.
A63P011000629 / 9353 7661				$23.45	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Mail Room					
Konica Minolta BHC458 / 45 PPM	30,203	117,560	87,357	$0.00320	High color usage. Your average is 703
A79M011017385 / 9467 2481				$279.54	copies per student while industry average
1,000,000 / /2016-08-01	5,256	31,357	26,101	$0.04995	is 216. Solution: Implement RS-PMS.
Color Photocopier				$1,303.74	
KMBS					
Main Office					
Konica Minolta BH3301P / 35 PPM	246	881	635	$0.00613	None at this time.
A63P015001573 / 9467 2299				$3.89	
500,000 / /2015-11-00	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Teachers' Room					
Konica Minolta BH754E / 75 PPM	711,163	861,652	150,489	$0.00403	None at this time.
A55V011000181 / 9348 4404				$606.47	
4,000,000 / /2013-01-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Title One Hall of Room 108					
Konica Minolta BH454 / 45 PPM	149,488	173,433	23,945	$0.00403	7 years from Intro.
A61E011000376 / 9353 7665				$96.50	
1,000,000 / /2012-07-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

	Subtotal Black	522,522	$1,846.08	
	Subtotal Color	169,517	$8,467.37	

Make-Model/Speed *Serial Number/VendorID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Woodbury Middle					
Cafeteria					
Konica Minolta BH4000P / 42 PPM	125,766	131,788	6,022	$0.00634	None at this time.
A63R011002452 / 8802 5998				$38.18	
1,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Guidance Office					
Konica Minolta BH4020 / 42 PPM	20,221	43,208	22,987	$0.00613	None at this time.
A6WD011007763 / 9489 2012				$140.91	
1,000,000 / /2014-02-01	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Guidance Office					
Konica Minolta BH808 / 80 PPM	399,003	914,698	515,695	$0.00320	None at this time.
A8KN011004962 / 9467 2497				$1,650.22	
4,000,000 / /2016-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* Vendor	*07/01/2018* Meter	*06/30/2019* Meter	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Library					
Konica Minolta BHC308 / 30 PPM	43,689	109,234	65,545	$0.00320 $209.74	None at this time.
A7PY011022196 / 9489 1537					
750,000 / /2016-06-01	41,157	121,523	80,366	$0.04995	
Color Photocopier				$4,014.28	
KMBS					
Main Office					
Konica Minolta BH4700P / 50 PPM	7,440	20,542	13,102	$0.00613 $80.32	None at this time.
A63N011020794 / 9320 1087					
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Main Office					
Konica Minolta BH4700P / 50 PPM	2,781	7,234	4,453	$0.00613 $27.30	None at this time.
A63N011020783 / 9320 1089					
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Main Office Mail Room					
Konica Minolta BH958 / 95 PPM	190,051	454,904	264,853	$0.00320	None at this time.
A796011001169 / 9489 1534				$847.53	
5,000,000 / /2016-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Principal's Office					
Konica Minolta BHC3100P / 32 PPM	445	1,577	1,132	$0.00613	None at this time.
A6DR012106468 / 9320 1088				$6.94	
750,000 / /2014-06-01	107	107	0	$0.05625	
Color Network Printer				$0.00	
KMBS					
Room 118 - Nurse's Office					
Konica Minolta BH4020 / 42 PPM	3,430	8,152	4,722	$0.00613	None at this time.
A6WD011007794 / 9489 2040				$28.95	
1,000,000 / /2014-02-01	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 125					
Konica Minolta BH4020 / 42 PPM	8,288	20,807	12,519	$0.00613	None at this time.
A6WD011007764 / 9489 2013				$76.74	
1,000,000 / /2014-02-01	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Room 129					
Konica Minolta BH4700P / 50 PPM	5,030	17,496	12,466	$0.00613	None at this time.
A63N011020773 / 9320 1127				$76.42	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 131 Music					
Konica Minolta BH3300P / 35 PPM	8,986	17,139	8,153	$0.00634	None at this time.
A63P011000113 / 9489 2015				$51.69	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 137 Tech Ed					
Konica Minolta BH3300P / 35 PPM	21,475	31,011	9,536	$0.00634	None at this time.
A63P011000606 / 9323 8176				$60.46	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 158 Copy Center					
Konica Minolta BH958 / 95 PPM	491,530	1,107,593	616,063	$0.00320	None at this time.
A796011001201 / 9467 2479				$1,971.40	
5,000,000 / /2016-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 200					
Konica Minolta BHC3351 / 35 PPM	17,865	44,781	26,916	$0.00400	None at this time.
A92F011002759 / 9467 2480				$107.66	
750,000 / /2017-04-01	19,867	48,032	28,165	$0.05625	
Color Laser MFP				$1,584.28	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 201 Hallway					
Konica Minolta BH958 / 95 PPM	393,200	833,482	440,282	$0.00320	None at this time.
A796011001195 / 9467 2498				$1,408.90	
5,000,000 / /2016-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 261 Admin					
Konica Minolta BH3300P / 35 PPM	5,698	7,637	1,939	$0.00634	None at this time.
A63P011000472 / 8802 1624				$12.29	
750,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 261 Admin					
Konica Minolta BH808 / 80 PPM	306,729	781,481	474,752	$0.00320	None at this time.
A8KN011004840 / 9489 1661				$1,519.21	
4,000,000 / /2016-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	07/01/2018 **Meter**	06/30/2019 **Meter**	*2018-2019* **Annual Volume**	**Cost/Copy Annual Cost**	**Recommendations**
Room 54					
Konica Minolta BH4700P / 50 PPM	19,744	40,513	20,769	$0.00613	None at this time.
A63N011020798 / 9320 1126				$127.31	
2,000,000 / /2013-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

		Subtotal Black	2,521,906	$8,442.17	
		Subtotal Color	108,531	$5,598.56	

	District Wide Black Totals	10,400,383	$35,585.90	
	District Wide Color Totals	1,283,887	$64,817.34	**Your average Color CPC is $0.0505. Solution: Renegotiate color CPC to $0.04, saving $67,309 over 5 years!**

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 09/01/2007 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2018-2019 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
10,400,383	$0.00849	$88,299.25

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
10,400,383	$0.00342	$35,569.31	$52,729.94	$263,649.71

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $52,729.94 x 12 years as a Client = $632,759.30 Cost Savings!

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

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Barron Elementary	716,598	$2,368.13	$3,869.63	$7,457.49	$13,695.25
Fisk Elementary	683,758	$2,408.79	$3,692.29	$7,115.73	$13,216.82
Lancaster Elementary School	653,724	$2,187.01	$3,530.11	$6,803.18	$12,520.29
North Salem Elementary	876,191	$2,945.17	$4,731.43	$9,118.34	$16,794.95
Salem High	4,137,395	$14,594.42	$22,341.93	$43,057.04	$79,993.40
SAU 57 District	288,289	$1,275.24	$1,556.76	$3,000.17	$5,832.16
Soule Elementary	522,522	$1,881.56	$2,821.62	$5,437.78	$10,140.97
Woodbury Middle	2,521,906	$8,601.35	$13,618.29	$26,244.97	$48,464.61
Total	**10,400,383**	**$36,261.67**	**$56,162.07**	**$108,234.71**	**$200,658.45**

SPC Equipment Bids:
Presently our bids are coming in between 15% to 23% of Retail, while the current Salesman's Cost is 50% of Retail.
For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a Retail Cost of $45,640 is coming in at $7,342...16% of Retail! Our prices are negotiated with and supported directly by the manufacturer.

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	143,143	$7,482.51
Fisk Elementary	142,716	$7,348.82
Lancaster Elementary School	95,527	$4,879.71
North Salem Elementary	68,986	$3,514.84
Salem High	541,795	$27,812.21
SAU 57 District	13,672	$728.79
Soule Elementary	169,517	$8,636.89
Woodbury Middle	108,531	$5,710.76
Total	**1,283,887**	**$66,114.53**

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. <mark>Current year's increase is 2%.</mark>

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	73,842	$0.00613	$452.65	$0.00625	$461.51
Konica-Minolta Business Solutions	Black Network Printer	144,199	$0.00613	$883.94	$0.00625	$901.24
Konica-Minolta Business Solutions	Black Network Printer	128,587	$0.00634	$815.24	$0.00647	$831.96
Konica-Minolta Business Solutions	Black Photocopier	5,728,782	$0.00320	$18,332.10	$0.00326	$18,675.83
Konica-Minolta Business Solutions	Black Photocopier	1,144,686	$0.00403	$4,613.08	$0.00411	$4,704.66
Konica-Minolta Business Solutions	Color Laser MFP	54,396	$0.00400	$217.58	$0.00408	$221.94
Konica-Minolta Business Solutions	Color Network Printer	62,769	$0.00613	$384.77	$0.00625	$392.31
Konica-Minolta Business Solutions	Color Photocopier	2,997,178	$0.00320	$9,590.97	$0.00326	$9,770.80
Konica-Minolta Business Solutions	Color Photocopier	58,439	$0.00403	$235.51	$0.00411	$240.18
Konica-Minolta Business Solutions	Color Photocopier	7,505	$0.00800	$60.04	$0.00816	$61.24
	Total	**10,400,383**	**$0.00342**	**$35,585.90**	**$0.00349**	**$36,261.67**

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. <mark>Current year's increase is 2%.</mark>

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Color Laser MFP	37,842	$0.05625	$2,128.61	$0.05738	$2,171.37
Konica-Minolta Business Solutions	Color Network Printer	26,389	$0.05625	$1,484.38	$0.05738	$1,514.20
Konica-Minolta Business Solutions	Color Photocopier	1,054,437	$0.04995	$52,669.13	$0.05095	$53,723.57
Konica-Minolta Business Solutions	Color Photocopier	165,219	$0.05166	$8,535.21	$0.05269	$8,705.39
	Total	**1,283,887**	**$0.05049**	**$64,817.34**	**$0.05150**	**$66,114.53**

Reprographic Equipment Assessment

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

Total Number of Units	**106**
Total Number of Units on Lease	**71**
Total Number of Units Owned	**35**
Lease Company	**Norway Savings Bank**
Lease Start Date	**08/02/2017**
Lease End Date	**08/01/2021**
Term	**4 Annual**
Annual Payment usually due on 8/1	**$108,234.71**
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 BH654	A5YN017014182
Barron Elementary	Konica Minolta BH654	A5YN017014277
Barron Elementary	Konica Minolta BH3301P	A63P015000732
Barron Elementary	Konica Minolta BHC458	A79M011017110
Fisk Elementary	Konica Minolta BH654	A5YN017014269
Fisk Elementary	Konica Minolta BH4700P	A63N011020803
Fisk Elementary	Konica Minolta BHC658	A79J013001568
Fisk Elementary	Konica Minolta BH458	A9HH011007207
Lancaster Elementary School	Konica Minolta BH654	A5YN017014234
Lancaster Elementary School	Konica Minolta BH654	A5YN017014247
Lancaster Elementary School	Konica Minolta BHC3100P	A6DR012106451
Lancaster Elementary School	Konica Minolta BH4020	A6WD011006454
Lancaster Elementary School	Konica Minolta BHC658	A79J013001650
Lancaster Elementary School	Konica Minolta BH808	A8KN011004792
North Salem Elementary	Konica Minolta BH654	A5YN017014288
North Salem Elementary	Konica Minolta BH4700P	A63N011020805
North Salem Elementary	Konica Minolta BH958	A796011001196
North Salem Elementary	Konica Minolta BHC658	A79J013001606
Salem High	Konica Minolta BH4700P	A63N011020869
Salem High	Konica Minolta BH4700P	A63N011020906
Salem High	Konica Minolta BH3301P	A63P015000012
Salem High	Konica Minolta BHC3100P	A6DR012104750
Salem High	Konica Minolta BHC3100P	A6DR012104815
Salem High	Konica Minolta BHC3100P	A6DR012104820
Salem High	Konica Minolta BHC3100P	A6DR012104825
Salem High	Konica Minolta BHC3100P	A6DR012104828
Salem High	Konica Minolta BHC3100P	A6DR012104830
Salem High	Konica Minolta BHC3100P	A6DR012106446
Salem High	Konica Minolta BHC3100P	A6DR012106449
Salem High	Konica Minolta BH4020	A6WD011005175
Salem High	Konica Minolta BH4020	A6WD011007754
Salem High	Konica Minolta BH958	A796011001194
Salem High	Konica Minolta BH958	A796011001204

Building	Make/Model	Serial Number
Salem High	Konica Minolta BH958	A796011001232
Salem High	Konica Minolta BH958	A796011001236
Salem High	Konica Minolta BHC658	A79J013001558
Salem High	Konica Minolta BHC658	A79J013001590
Salem High	Konica Minolta BHC658	A79J013001614
Salem High	Konica Minolta BHC658	A79J013001618
Salem High	Konica Minolta BHC658	A79J013001640
Salem High	Konica Minolta BHC308	A7PY011021196
Salem High	Konica Minolta BHC308	A7PY011021233
Salem High	Konica Minolta BHC308	A7PY011021308
Salem High	Konica Minolta BHC308	A7PY011021780
Salem High	Konica Minolta BHC308	A7PY011021829
Salem High	Konica Minolta BHC308	A7PY011022193
Salem High	Konica Minolta AccurioPress C2060	A85E011000649
Salem High	Konica Minolta BHC3351	A92F011002742
Salem High	Konica Minolta BHC3351	A92F011003544
Salem High	Konica Minolta BH458	A9HH011007212
SAU 57 District	Konica Minolta BH4700P	A63N011020785
SAU 57 District	Konica Minolta BH4700P	A63N011020800
SAU 57 District	Konica Minolta BHC3351	A92F011003684
Soule Elementary	Konica Minolta BH3301P	A63P015001573
Soule Elementary	Konica Minolta BHC658	A79J013001653
Soule Elementary	Konica Minolta BHC458	A79M011017385
Woodbury Middle	Konica Minolta BH4700P	A63N011020773
Woodbury Middle	Konica Minolta BH4700P	A63N011020783
Woodbury Middle	Konica Minolta BH4700P	A63N011020794
Woodbury Middle	Konica Minolta BH4700P	A63N011020798
Woodbury Middle	Konica Minolta BHC3100P	A6DR012106468
Woodbury Middle	Konica Minolta BH4020	A6WD011007763
Woodbury Middle	Konica Minolta BH4020	A6WD011007764
Woodbury Middle	Konica Minolta BH4020	A6WD011007794
Woodbury Middle	Konica Minolta BH958	A796011001169
Woodbury Middle	Konica Minolta BH958	A796011001195
Woodbury Middle	Konica Minolta BH958	A796011001201

Building	Make/Model	Serial Number
Woodbury Middle	Konica Minolta BHC308	A7PY011022196
Woodbury Middle	Konica Minolta BH808	A8KN011004840
Woodbury Middle	Konica Minolta BH808	A8KN011004962
Woodbury Middle	Konica Minolta BHC3351	A92F011002759

Owned Equipment

Building	Make/Model	Serial Number
Barron Elementary	Konica MinoltaBH3300P	A63P011000464
Barron Elementary	Konica MinoltaBH3300P	A63P011000473
Fisk Elementary	Konica MinoltaBH754E	A55V017000389
Fisk Elementary	Konica MinoltaBHC454	A5C0011005978
Fisk Elementary	Konica MinoltaBH4000P	A63R011002426
Lancaster Elementary School	Konica MinoltaBH3300P	A63P011000470
North Salem Elementary	Konica MinoltaBH3300P	A63P011000436
North Salem Elementary	Konica MinoltaBH3300P	A63P011000465
Salem High	Konica MinoltaBH754E	A55V017000412
Salem High	Konica MinoltaBH754E	A55V017000413
Salem High	Konica MinoltaBH754E	A55V017000420
Salem High	Konica MinoltaBH454	A61E011000257
Salem High	Konica MinoltaBH3300P	A63P011000460
Salem High	Konica MinoltaBH3300P	A63P011000462
Salem High	Konica MinoltaBH3300P	A63P011000463
Salem High	Konica MinoltaBH3300P	A63P011000468
Salem High	Konica MinoltaBH3300P	A63P011000496
Salem High	Konica MinoltaBH3300P	A63P011000619
Salem High	Konica MinoltaBH3301P	A63P015000627
Salem High	Konica MinoltaBH4000P	A63R011002417
Salem High	Konica MinoltaBH4000P	A63R011002420
SAU 57 District	Konica MinoltaBHC654	A2X1017002022
SAU 57 District	Konica MinoltaBH754E	A55V017000395
SAU 57 District	Konica MinoltaBH4000P	A63R011002399
Soule Elementary	Konica MinoltaBH754E	A55V011000181
Soule Elementary	Konica MinoltaBH454	A61E011000376
Soule Elementary	Konica MinoltaBH3300P	A63P011000629
Soule Elementary	Konica MinoltaBH3300P	A63P011003066
Woodbury Middle	Konica MinoltaBH3300P	A63P011000113
Woodbury Middle	Konica MinoltaBH3300P	A63P011000472
Woodbury Middle	Konica MinoltaBH3300P	A63P011000606
Woodbury Middle	Konica MinoltaBH4000P	A63R011002452

STARDoc User Names

Name	User Name
Adam Pagliarulo	apagliarulo@sau57.org
Angela Markley	angela.markley@sau57.org
Anna Parrill	aparrill@sau57.org
Betsy Palardy	Elizabeth.palardy@sau57.org
Brad St. Laurent	bstlaurent@sau57.org
Brenda Carino	brenda.carino@sau57.org
Christine Honey-Nadeau	choney-nadeau@sau57.org
David Hasbany	david.hasbany@sau57.org
Deborah Payne	deborah.payne@sau57.org
George Murray	gmurray@sau57.org
Janice Wilkins	jwilkins@sau57.org
Janis MacAskill	janis.macaskill@sau57.org
Jeanne Russell	jeanne.russell@sau57.org
Kristen LeBlanc	kristen.leblanc@sau57.org
Terri Fischer	Kimberly.babaian@sau57.org
Theresa Moore	theresa.moore@sau57.org
Tracy Collyer	tcollyer@sau57.org

Benefits of partnering with SPC

Top Benefits to <mark>our CLIENTS:</mark>

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 69 clients with over 3,900 devices doing more than <mark>239</mark> million copies and prints per year. We purchase approximately 1,100 units annually with 80 million prints out to bid.!

- We will _save you time_ by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis, and managing the implementation.

- We will _save you frustration_. We manage your contracts for up to five years from the date of installation.

2. Exclusive <u>STARDoc</u> Software

- STARDoc: System for Tracking And Reporting Documents.

- Maps all devices and sets up 'Interactive Live Floor Plans' of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.

- STARDoc studies your printing habits and is able to predict your year-end-cost months in advance before you receive your year-end reconciliation invoice.

- Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

- Removes the confusion out of billing.

- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.

- TWO invoices are sent each year from ONE billing source.

- Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

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 more than $2 million for all of our clients. That translates into Savings of more than $10 million over five years!

Overall Benefits to <mark>our VENDORS</mark>

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

SPC manages over 3,900 pieces of equipment;
Our relationship with our vendors has never been stronger!