SPC

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

FY20 Annual Report

Year - End Photocopier Analysis

With projected costs for FY21

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

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

September 2020

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 Deborah:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us for the past 13 years. We hope we can continue this relationship for many years to come.

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

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

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

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team

Skip Tilton, President
Billie Jo Tilton, Vice President

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

Jessica Paradis
Accounting Coordinator

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

Alex Webster
Operations & Marketing Manager

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

Pam Weed
Client-Vendor Relations

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

Robert Dutil
Information Technology

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

Jamin Tilton
Operations Support

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

Heidi Tilton
Accounting Support

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

Kelly Fortier
Office Support

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

SPC Timeline

1988   Specialized Purchasing Consultants opens its doors

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

1999   Improved Annual Reports

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

2001   Meter Collection

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

2002   Bond Counsel Review

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

2003   Bond Counsel Review of Contracts and Warranties

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

2012   STARDoc and Simplified Billing Developed and Implemented

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

2013   STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014   STARDoc - Monthly Audits

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

2015   STARDoc - Mapping Options and Asset Management

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

SPC Timeline

specialized purchasing consultants

2018 STARDoc - Improved Pinpointing of Budget and Communications

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

2019 STARDoc – Service Histories, Chromebook Bid

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

2020 Mock Bids - Warranty and Relief Fund

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

2021 SPC Roadmap

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

Equipment Health Status

Total Number of Machines:	**107**

Total Black Photocopiers:	**34**
Total Color Photocopiers:	**27**
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: 10 Years from Intro.	50
# of Units Overused:	0
# of Units Underused:	0
Commencement Date:	08/02/2017
# of Annual Payments Left on Lease:	1
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 Deborah,

Because of the change to remote learning in March, COVID-19 had a direct and significant impact on client budgets. Usage was dramatically affected and resulted in a year-end under usage credit of $22,211.37. While this may seem like a positive – saving money on reprographic expenses – it has actually put a tremendous burden on the vendors as they are starting off the new fiscal year with a deficit. Combine this with other economic strains for the vendors, SPC is concerned, which is why we have developed the Warranty and Relief Fund (see page 67) to protect our clients.

In our review of KMBS' service history report, we are happy they have improved their response time. It is our recommendation that we take a look at the entire fleet as the age of the equipment could lead to problems in getting parts in a timely fashion.

It is our recommendation that we explore an upgrade that would commence on 8-2-2021. Your last lease payment will have been made. Your first payment of the new lease would be on 8-1-2022. Service and supply contract would drop in FY21 which would save $73,402.44 over Five Years in color usuage. (See page 48)

Sincerely,
Skip

Aging Equipment Summary

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

| Building	Room	Make/Model	Serial Number	Vendor Name	Intro Date
Barron Elementary	Hall of Room 207	Konica Minolta BH654	A5YN017014182	KMBS	02/01/2013
Barron Elementary	Kitchen Office	Konica Minolta BH3300P	A63P011000464	KMBS	04/01/2013
Barron Elementary	Library	Konica Minolta BHC654	A2X1017002013	KMBS	02/01/2012
Barron Elementary	Library	Konica Minolta BH3300P	A63P011000473	KMBS	04/01/2013
Barron Elementary	Mail Room 131	Konica Minolta BH654	A5YN017014277	KMBS	02/01/2013
Barron Elementary	Room 132 Small	Konica Minolta BH454E	A61E011000365	KMBS	11/01/2013
Fisk Elementary	Kitchen Storage	Konica Minolta BH3300P	A63P011000097	KMBS	04/01/2013
Fisk Elementary	Library Office	Konica Minolta BH4000P	A63R011002426	KMBS	04/01/2013
Fisk Elementary	Main Office	Konica Minolta BHC454	A5C0011005978	KMBS	07/01/2012
Fisk Elementary	Main Office	Konica Minolta BH4700P	A63N011020803	KMBS	04/01/2013
Fisk Elementary	Seed Hall	Konica Minolta BH654	A5YN017014269	KMBS	02/01/2013
Fisk Elementary	Work Room B&W	Konica Minolta BH754E	A55V017000389	KMBS	01/01/2013
Lancaster Elementary School	2nd Floor Library	Konica Minolta BH654	A5YN017014247	KMBS	02/01/2013
Lancaster Elementary School	Kitchen Office	Konica Minolta BH3300P	A63P011000470	KMBS	04/01/2013
Lancaster Elementary School	Room 141 Mail Room	Konica Minolta BH654	A5YN017014234	KMBS	02/01/2013
North Salem Elementary	Cafeteria	Konica Minolta BH3300P	A63P011000436	KMBS	04/01/2013

Building	Room	Make/Model	Serial Number	Vendor Name	Intro Date
North Salem Elementary	Janice's Office	Konica Minolta BH3300P	A63P011000465	KMBS	04/01/2013
North Salem Elementary	Library	Konica Minolta BH4700P	A63N011020805	KMBS	04/01/2013
North Salem Elementary	Room 212 Hallway	Konica Minolta BH654	A5YN017014288	KMBS	02/01/2013
Salem High	IT Office Spare	Konica Minolta BH3300P	A63P011000496	KMBS	04/01/2013
Salem High	IT Office Spare	Konica Minolta BH4700P	A63N011020869	KMBS	04/01/2013
Salem High	IT Office Spare	Konica Minolta BH4000P	A63R011002420	KMBS	04/01/2013
Salem High	Library Conf Room Area Director	Konica Minolta BH4000P	A63R011002417	KMBS	04/01/2013
Salem High	Maintenance Garage	Konica Minolta BH3300P	A63P011000463	KMBS	04/01/2013
Salem High	Performing Art Director	Konica Minolta BH3300P	A63P011000468	KMBS	04/01/2013
Salem High	Room B433 Learning Center	Konica Minolta BH754E	A55V017000412	KMBS	01/01/2013
Salem High	Room C554 Science Work Room	Konica Minolta BH754E	A55V017000413	KMBS	01/01/2013
Salem High	Room C662 Math/Science Director	Konica Minolta BH3300P	A63P011000460	KMBS	04/01/2013
Salem High	Room D596 Auto Office	Konica Minolta BH3300P	A63P011000619	KMBS	04/01/2013
Salem High	Room E103 Special Education	Konica Minolta BH454	A61E011000257	KMBS	07/01/2012
Salem High	Room E103 Special Education	Konica Minolta BH4700P	A63N011020906	KMBS	04/01/2013
Salem High	Room F776 Kitchen Office	Konica Minolta BH3300P	A63P011000462	KMBS	04/01/2013
Salem High	Room G060 Storage	Konica Minolta BH754E	A55V017000420	KMBS	01/01/2013
SAU 57 District	Accounts Payable	Konica Minolta BH4000P	A63R011002399	KMBS	04/01/2013
SAU 57 District	Admin Assistant to Supt	Konica Minolta BH4700P	A63N011020800	KMBS	04/01/2013
SAU 57 District	Admin Supt.	Konica Minolta BH4700P	A63N011020785	KMBS	04/01/2013
SAU 57 District	Main Office	Konica Minolta BHC654	A2X1017002022	KMBS	02/01/2012

Building	Room	Make/Model	Serial Number	Vendor Name	Intro Date
SAU 57 District	Main Office Side Room	Konica Minolta BH754E	A55V017000395	KMBS	01/01/2013
Soule Elementary	Kitchen Office	Konica Minolta BH3300P	A63P011003066	KMBS	04/01/2013
Soule Elementary	Library	Konica Minolta BH3300P	A63P011000629	KMBS	04/01/2013
Soule Elementary	Teachers' Room	Konica Minolta BH754E	A55V011000181	KMBS	01/01/2013
Soule Elementary	Title One Hall of Room 108	Konica Minolta BH454	A61E011000376	KMBS	07/01/2012
Woodbury Middle	Cafeteria	Konica Minolta BH4000P	A63R011002452	KMBS	04/01/2013
Woodbury Middle	Main Office	Konica Minolta BH4700P	A63N011020794	KMBS	04/01/2013
Woodbury Middle	Main Office	Konica Minolta BH4700P	A63N011020783	KMBS	04/01/2013
Woodbury Middle	Room 129	Konica Minolta BH4700P	A63N011020773	KMBS	04/01/2013
Woodbury Middle	Room 131 Music	Konica Minolta BH3300P	A63P011000113	KMBS	04/01/2013
Woodbury Middle	Room 137 Tech Ed	Konica Minolta BH3300P	A63P011000606	KMBS	04/01/2013
Woodbury Middle	Room 261 Admin	Konica Minolta BH3300P	A63P011000472	KMBS	04/01/2013
Woodbury Middle	Room 54	Konica Minolta BH4700P	A63N011020798	KMBS	04/01/2013

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
HP LaserJet M506	JPBDS05060	172.21.0.13	2020-06-08 07:22:24
HP LASERJET P3005	CNJ1P43492	172.35.1.11	2020-08-18 03:22:49

Annual Black Volume by Location
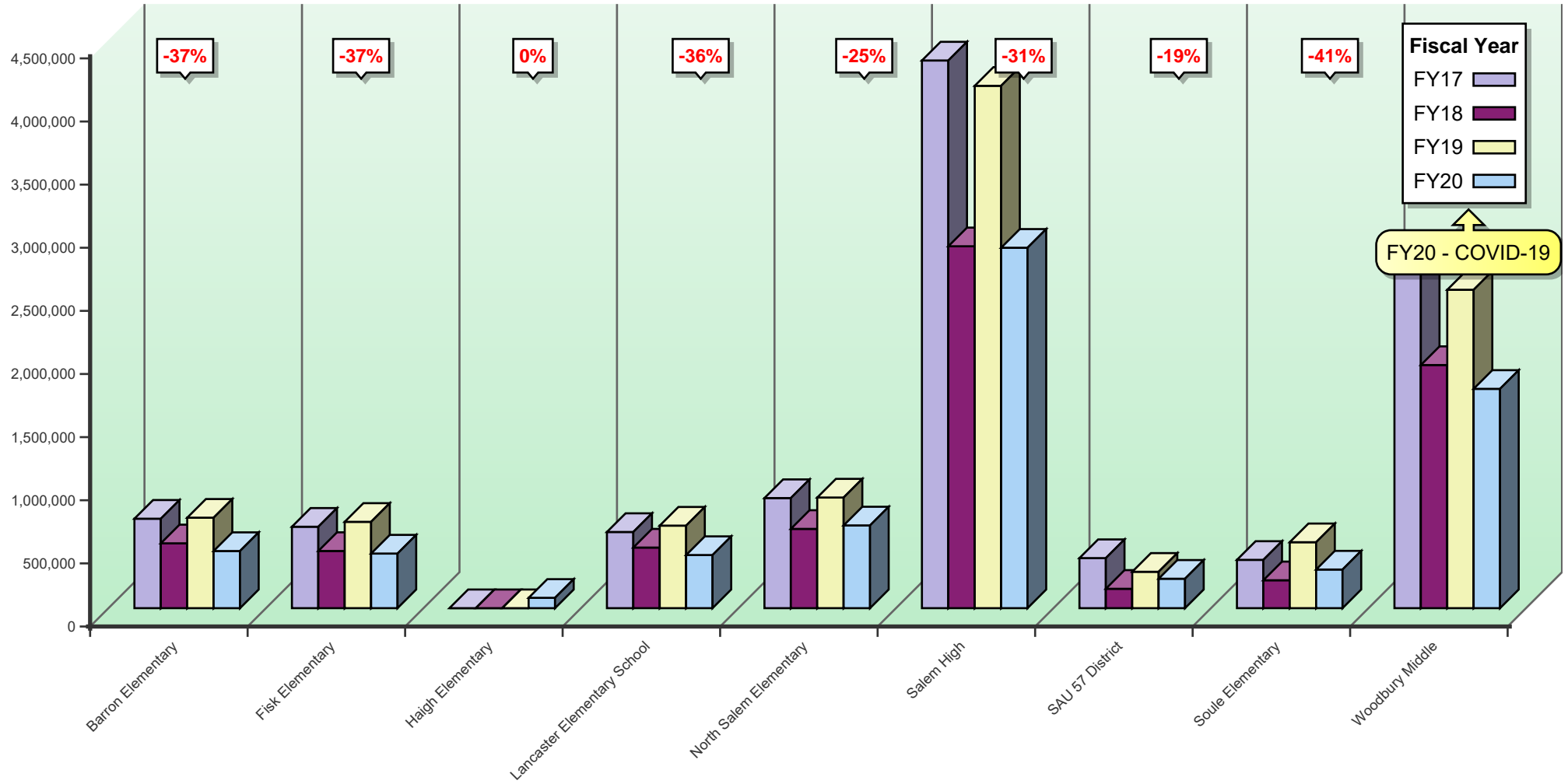
Annual Black Volume Overall
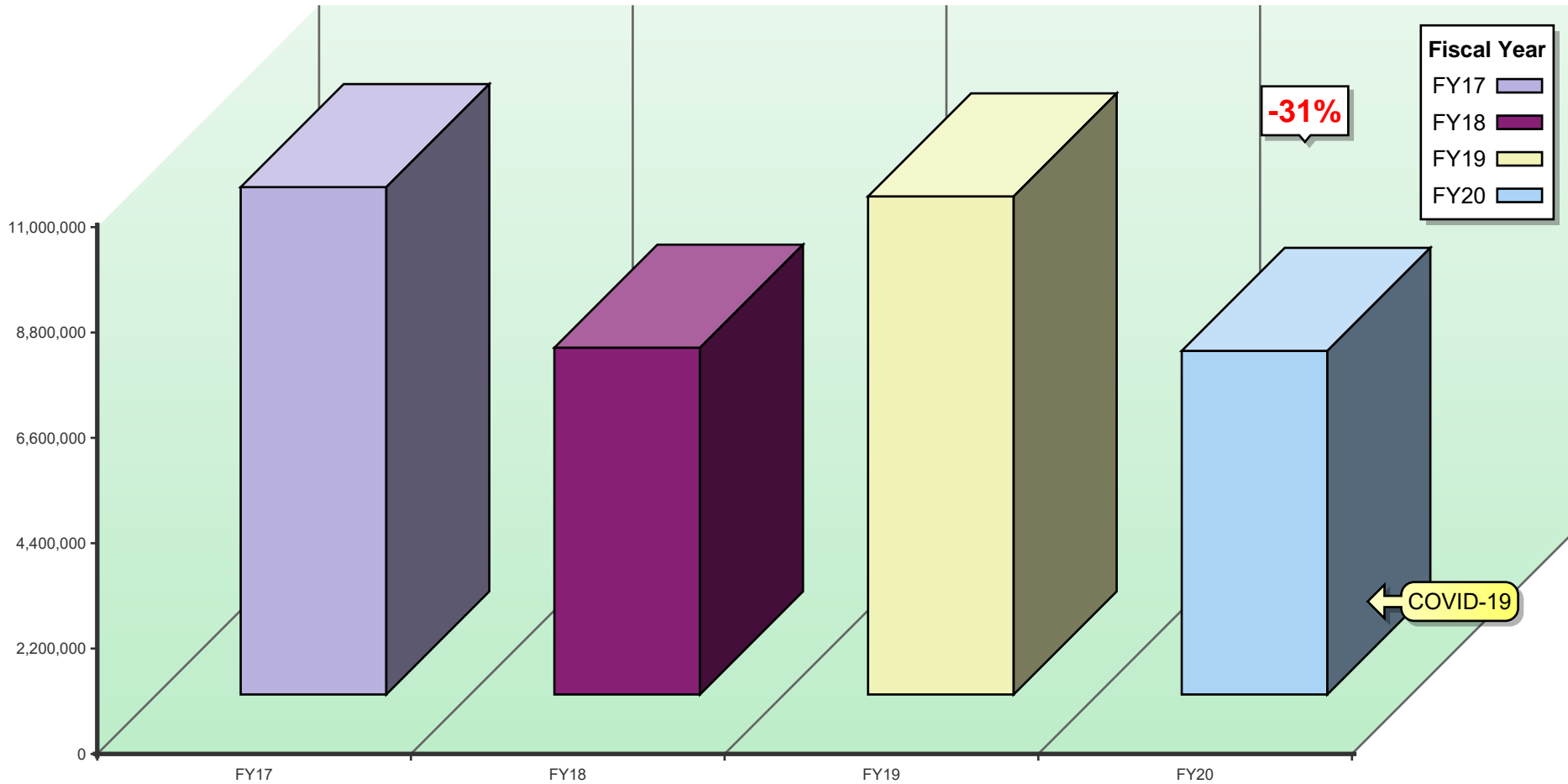
% amount equals the overall increase or decrease between Previous Year & Current Year

Average Student-to-Copy Usage - Black

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Barron Elementary	387	452,674	$10,769.99	1,170	$27.83
Fisk Elementary	267	432,468	$10,353.55	1,620	$38.78
Haigh Elementary	116	81,858	$1,944.62	706	$16.76
Lancaster Elementary School	230	420,804	$10,042.39	1,830	$43.66
North Salem Elementary	381	655,446	$15,649.65	1,720	$41.08
Salem High	1152	2,854,836	$68,635.53	2,478	$59.58
SAU 57 District	0	233,166	$5,799.15	0	$0.00
Soule Elementary	234	305,938	$7,356.83	1,307	$31.44
Woodbury Middle	808	1,737,300	$41,601.73	2,150	$51.49
Totals	**3,575**	**7,174,490**	**$172,153.43**	**2,007**	**$48.15**

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	74,038	131,634,476	$3,165,697.18	1,778	$42.76

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

FY	Copies
FY20	1,778 (COVID-19)
FY19	2,291
FY18	2,344
FY17	2,351
FY16	2,418
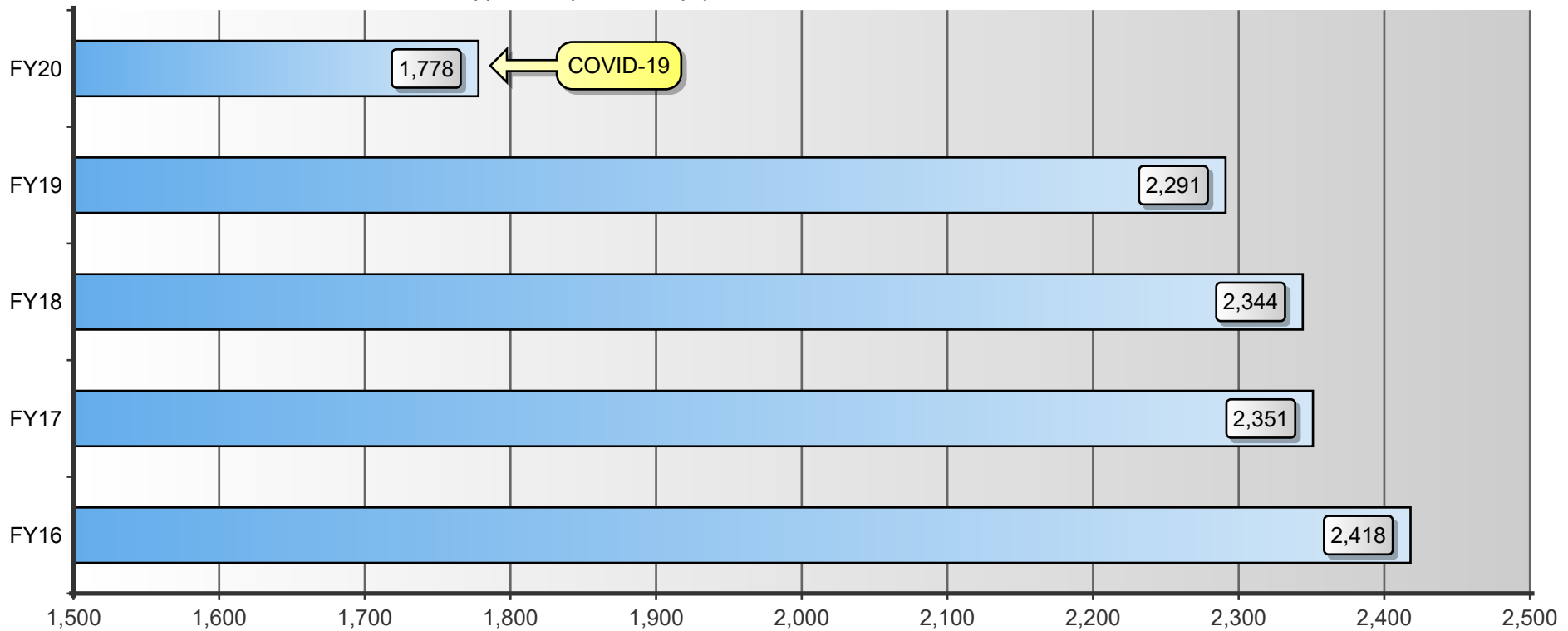
Annual Color Volume by Location
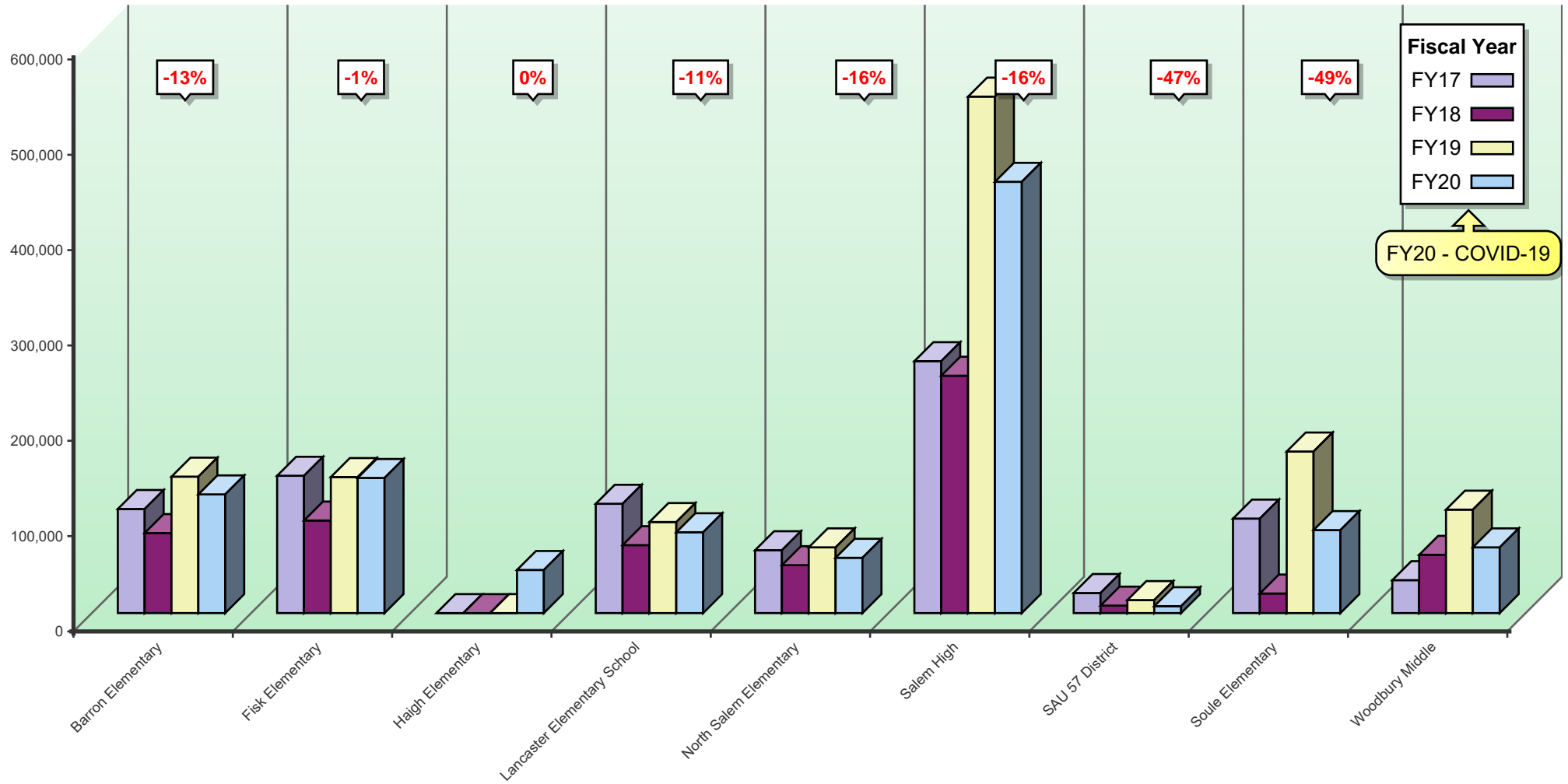
Annual Color Volume Overall
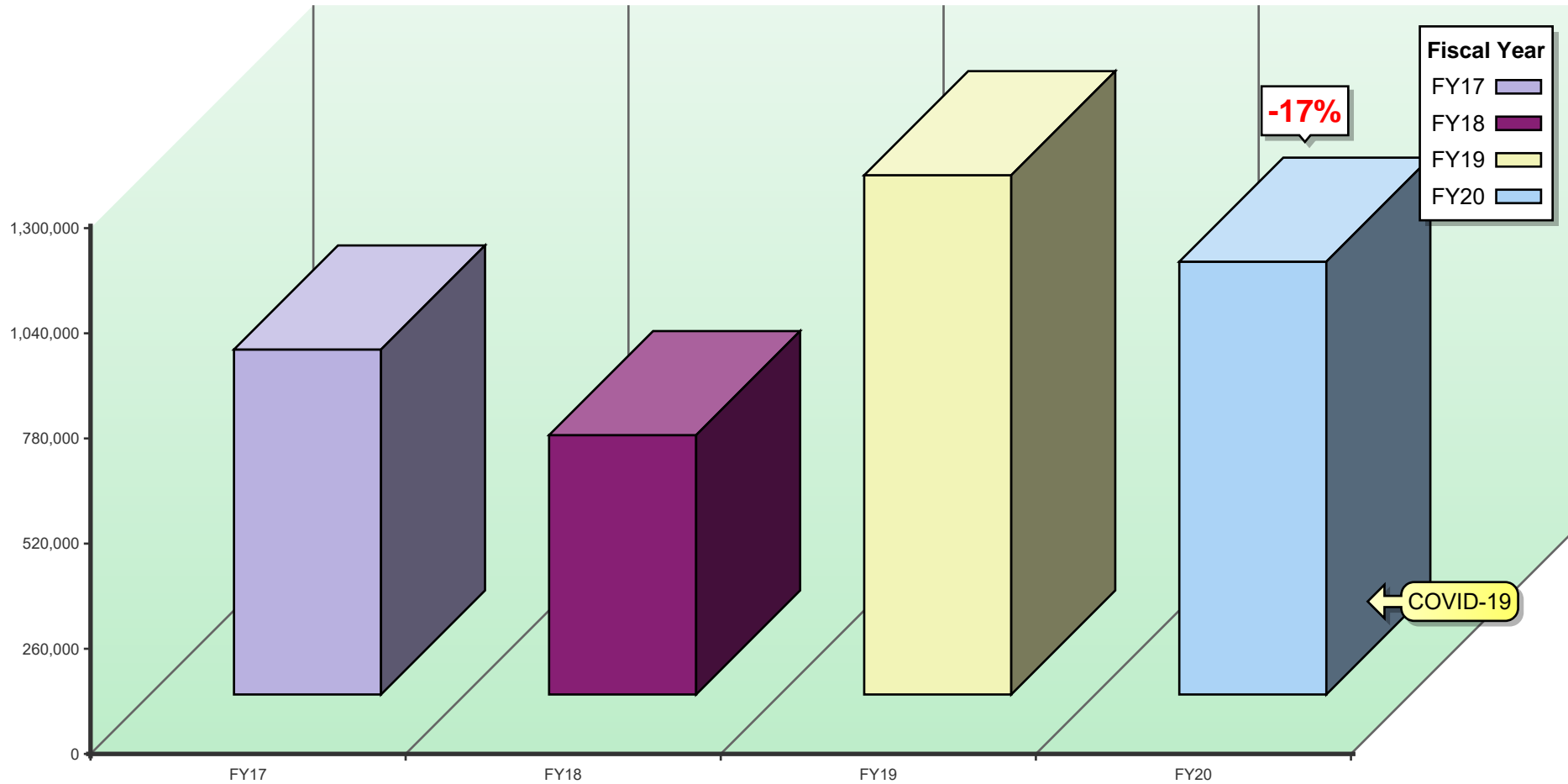
Fiscal Year
- FY17
- FY18
- FY19
- FY20

-17%

COVID-19

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

Average Student-to-Copy Usage - Color

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Barron Elementary	387	124,519	$6,533.05	322	$16.88
Fisk Elementary	267	141,757	$7,323.04	531	$27.43
Haigh Elementary	116	45,257	$2,312.63	390	$19.94
Lancaster Elementary School	230	84,817	$4,334.15	369	$18.84
North Salem Elementary	381	58,018	$2,964.72	152	$7.78
Salem High	1152	452,416	$23,310.40	393	$20.23
SAU 57 District	0	7,252	$383.97	0	$0.00
Soule Elementary	234	87,081	$4,449.84	372	$19.02
Woodbury Middle	808	68,945	$3,615.74	85	$4.47
Totals	**3,575**	**1,070,062**	**$55,227.54**	**299**	**$15.45**

***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 65 of STARDoc Features. Current industry ratio averages 184 color prints per student per year. Your color volume this year averages 299 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

|		
District Wide Black Totals	*7,174,490*	*$25,101.38*
District Wide Color Totals	*1,070,062*	*$55,064.63*

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	74,038	13,597,620	$725,023.31	184	$9.79

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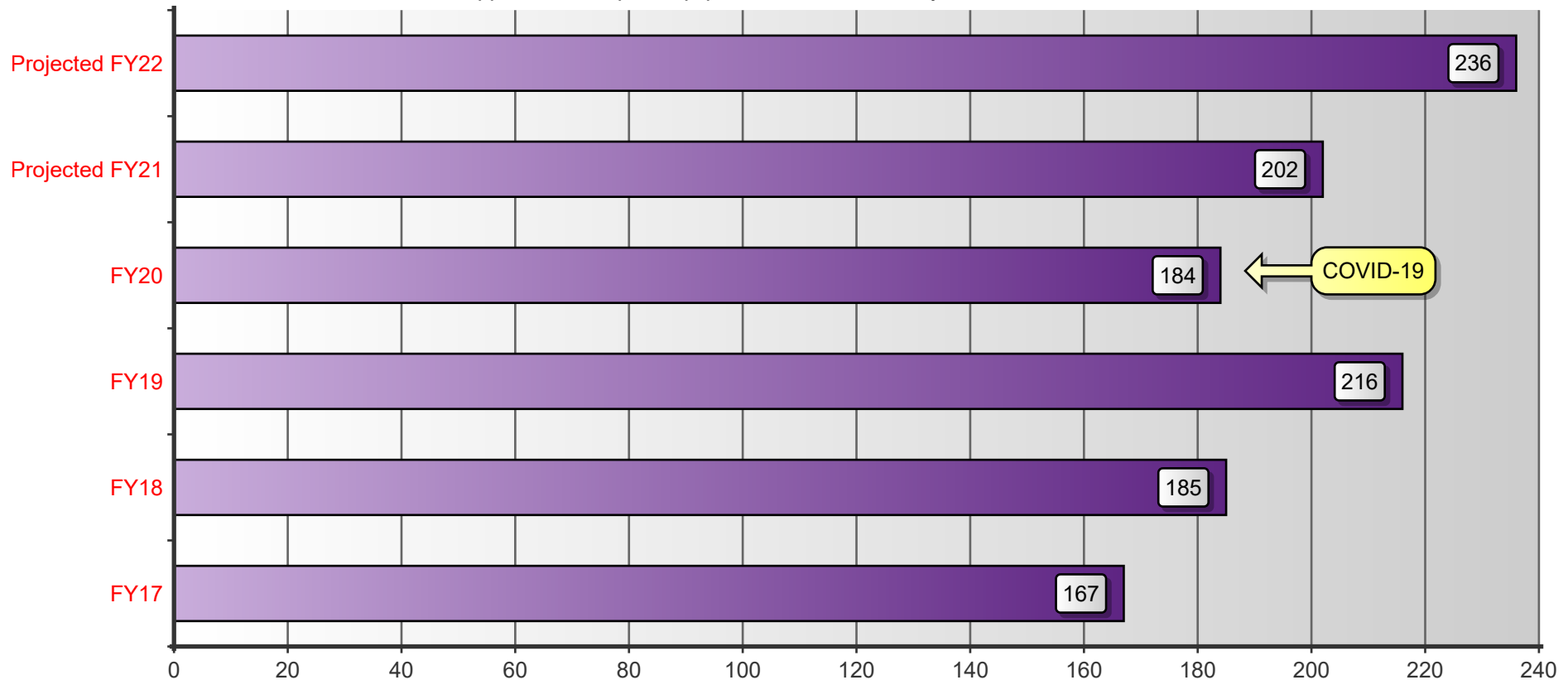
Color-to-Total Volume Comparison
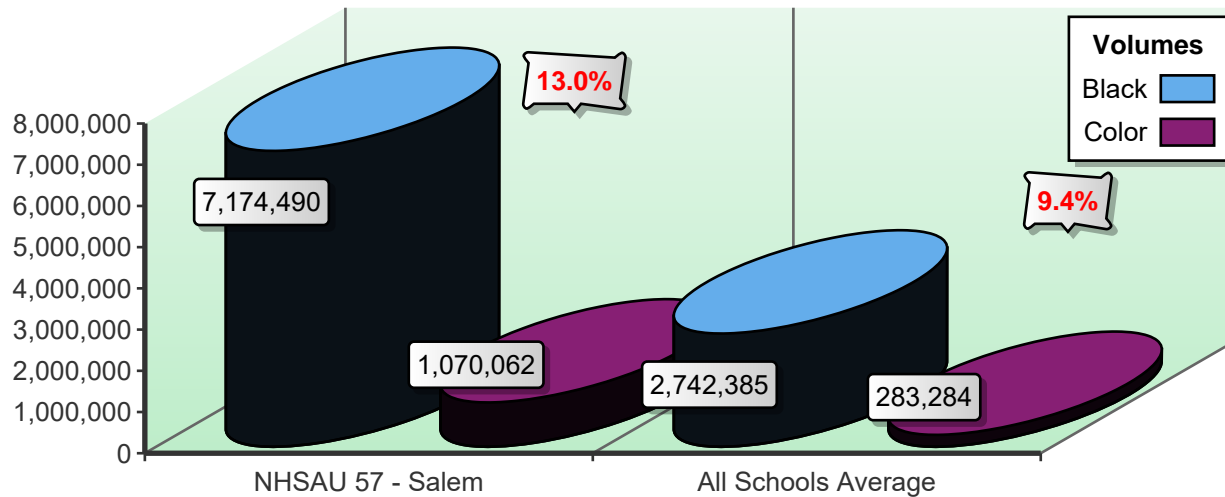
SPC Analysis

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

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

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 08/02/2017

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Barron Elementary					
Hall of Room 207					
Konica Minolta BH654 / 65 PPM	421,901	549,767	127,866	$0.00326	7 years from Intro.
A5YN017014182 / 9489 1522				$416.84	
3,000,000 / 02/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Kitchen Office					
Konica Minolta BH3300P / 35 PPM	20,848	23,347	2,499	$0.00647	7 years from Intro.
A63P011000464 / 8802 5916				$16.17	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Library					
Konica Minolta BHC654 / 65 PPM	1,031,101	1,172,448	141,347	$0.00326	8 years from Intro.
A2X1017002013 / 9320 1891				$460.79	
3,000,000 / 02/2012	475,508	572,724	97,216	$0.05269	
Color Photocopier				$5,122.31	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Library					
Konica Minolta BH3300P / 35 PPM	18,707	19,917	1,210	$0.00647	7 years from Intro.
A63P011000473 / 8802 5917				$7.83	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Mail Room 131					
Konica Minolta BH654 / 65 PPM	366,833	502,462	135,629	$0.00326	7 years from Intro.
A5YN017014277 / 9467 2477				$442.15	
3,000,000 / 02/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Main Office					
Konica Minolta BHC458 / 45 PPM	48,373	89,106	40,733	$0.00326	None at this time.
A79M011017110 / 9489 1531				$132.79	
1,000,000 / 08/2016	50,531	77,834	27,303	$0.05095	
Color Photocopier				$1,391.09	
KMBS					
Main Office					
Konica Minolta BH3301P / 35 PPM	3,012	3,670	658	$0.00625	None at this time.
A63P015000732 / 9467 2300				$4.11	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* Meter	*06/30/2020* Meter	*FY20* *Annual* Volume	*Cost/Copy* Annual Cost	*Recommendations*
Room 132 Small					
Konica Minolta BH454E / 45 PPM	342,999	345,731	2,732	$0.00411	7 years from Intro.
A61E011000365 / 9353 7682				$11.23	
1,000,000 / 11/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

	Subtotal Black	452,674	$1,491.91
	Subtotal Color	124,519	$6,513.40

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Fisk Elementary					
Kitchen Storage					
Konica Minolta BH3300P / 35 PPM	28,341	35,286	6,945	$0.00647	7 years from Intro.
A63P011000097 / 9353 7663				$44.93	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Library Office					
Konica Minolta BH4000P / 42 PPM	79,583	81,089	1,506	$0.00647	7 years from Intro.
A63R011002426 / 8802 5919				$9.74	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Main Office					
Konica Minolta BH4700P / 50 PPM	6,099	6,233	134	$0.00625	7 years from Intro.
A63N011020803 / 9320 1124				$0.84	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Main Office					
Konica Minolta BHC454 / 45 PPM	260,471	295,831	35,360	$0.00411	8 years from Intro.
A5C0011005978 / 9320 1900				$145.33	
1,000,000 / 07/2012	267,490	312,782	45,292	$0.05269	
Color Photocopier				$2,386.44	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Near K/SEL Grade					
Konica Minolta BH458 / 45 PPM	200,423	280,413	79,990	$0.00326	None at this time.
A9HH011007207 / 9489 1535				$260.77	
1,000,000 / 08/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Seed Hall					
Konica Minolta BH654 / 65 PPM	433,430	585,851	152,421	$0.00326	7 years from Intro.
A5YN017014269 / 9489 1523				$496.89	
3,000,000 / 02/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Work Room - Color					
Konica Minolta BHC658 / 65 PPM	226,863	356,922	130,059	$0.00326	None at this time.
A79J013001568 / 9467 1896				$423.99	
3,000,000 / 05/2017	170,061	266,526	96,465	$0.05095	
Color Photocopier				$4,914.89	
KMBS					
Work Room B&W					
Konica Minolta BH754E / 75 PPM	703,159	729,212	26,053	$0.00411	7 years from Intro.
A55V017000389 / 9353 7662				$107.08	
4,000,000 / 01/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

		Subtotal Black	432,468	$1,489.58	
		Subtotal Color	141,757	$7,301.33	

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Haigh Elementary					
Faculty Room					
Konica Minolta BHC308 / 30 PPM	105	81,963	81,858	$0.00326	None at this time.
A7PY011021308 / 9489 1527				$266.86	
750,000 / 06/2016	69	45,326	45,257	$0.05095	
Color Photocopier				$2,305.84	
KMBS					

		Subtotal Black	81,858	$266.86	
		Subtotal Color	45,257	$2,305.84	

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Lancaster Elementary School					
2nd Floor Library					
Konica Minolta BH654 / 65 PPM	225,526	313,316	87,790	$0.00326	7 years from Intro.
A5YN017014247 / 9489 1540				$286.20	
3,000,000 / 02/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Alcove 2nd Floor					
Konica Minolta BH808 / 80 PPM	232,579	314,102	81,523	$0.00326	None at this time.
A8KN011004792 / 9489 1640				$265.76	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Kitchen Office					
Konica Minolta BH3300P / 35 PPM	23,997	26,607	2,610	$0.00647	7 years from Intro.
A63P011000470 / 9323 8171				$16.89	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Main Office					
Konica Minolta BHC658 / 65 PPM	354,291	494,107	139,816	$0.00326	None at this time.
A79J013001650 / 9489 1660				$455.80	
3,000,000 / 05/2017	162,355	247,172	84,817	$0.05095	
Color Photocopier				$4,321.43	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 121 Reading Room					
Konica Minolta BH4020 / 42 PPM	17,348	29,795	12,447	$0.00625	None at this time.
A6WD011006454 / 9465 0706				$77.79	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Room 134					
Konica Minolta BHC3100P / 32 PPM	5,515	5,515	0	$0.00625	None at this time.
A6DR012106451 / 9467 2297				$0.00	
750,000 / 06/2014	4,464	4,464	0	$0.05738	
Color Network Printer				$0.00	
KMBS					
Room 141 Mail Room					
Konica Minolta BH654 / 65 PPM	291,933	388,551	96,618	$0.00326	7 years from Intro.
A5YN017014234 / 9467 2478				$314.97	
3,000,000 / 02/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

		Subtotal Black	420,804	$1,417.42	
		Subtotal Color	84,817	$4,321.43	

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
North Salem Elementary					
Cafeteria					
Konica Minolta BH3300P / 35 PPM	23,827	26,115	2,288	$0.00647 $14.80	7 years from Intro.
A63P011000436 / 8802 5480					
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Janice's Office					
Konica Minolta BH3300P / 35 PPM	11,116	11,464	348	$0.00647 $2.25	7 years from Intro.
A63P011000465 / 8802 5472					
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Library					
Konica Minolta BH4700P / 50 PPM	45,666	69,118	23,452	$0.00625 $146.58	7 years from Intro.
A63N011020805 / 9464 8003					
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Main Office					
Konica Minolta BHC658 / 65 PPM	518,574	764,876	246,302	$0.00326 $802.94	None at this time.
A79J013001606 / 9489 1659					
3,000,000 / 05/2017	119,254	177,272	58,018	$0.05095	
Color Photocopier				$2,956.02	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 212 Hallway					
Konica Minolta BH654 / 65 PPM	334,679	496,264	161,585	$0.00326 $526.77	7 years from Intro.
A5YN017014288 / 9467 2482					
3,000,000 / 02/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Staff Work Room					
Konica Minolta BH958 / 95 PPM	598,449	819,920	221,471	$0.00326 $722.00	None at this time.
A796011001196 / 9489 1645					
5,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

	Subtotal Black	655,446	$2,215.34
	Subtotal Color	58,018	$2,956.02

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*09/26/2019* *Meter*	*06/30/2019* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Salem High					
CADD Classroom					
Konica Minolta BHC300i / 30 PPM	0	3,024	3,024	$0.00320	None at this time.
AA2K011002799 / 9494 1862				$9.68	
750,000 / 06/2019	0	2,355	2,355	$0.03885	
Color Photocopier				$91.49	
KMBS					
CTE Main Office					
Konica Minolta BH958 / 95 PPM	38,214	116,884	78,670	$0.00326	None at this time.
A796011001232 / 9467 2500				$256.46	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Food Service Office					
Konica Minolta BHC3351 / 35 PPM	30,559	45,306	14,747	$0.00408	None at this time.
A92F011003544 / 9489 1536				$60.17	
750,000 / 04/2017	8,877	15,365	6,488	$0.05738	
Color Laser MFP				$372.28	
KMBS					
Guidance Office					
Konica Minolta BHC658 / 65 PPM	147,768	205,068	57,300	$0.00326	None at this time.
A79J013001614 / 9489 1649				$186.80	
3,000,000 / 05/2017	43,177	64,290	21,113	$0.05095	
Color Photocopier				$1,075.71	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Guidance Office					
Konica Minolta BH3301P / 35 PPM	52,806	61,556	8,750	$0.00647	None at this time.
A63P015000627 / 9342 4886				$56.61	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Hallway Outside Auto Tech					
Konica Minolta BHC308 / 30 PPM	134,880	164,527	29,647	$0.00326	None at this time.
A7PY011021233 / 9489 1530				$96.65	
750,000 / 06/2016	61,022	78,625	17,603	$0.05095	
Color Photocopier				$896.87	
KMBS					
IT Office					
Konica Minolta BHC308 / 30 PPM	11,898	20,914	9,016	$0.00326	None at this time.
A7PY011022193 / 9467 2484				$29.39	
750,000 / 06/2016	2,553	4,962	2,409	$0.05095	
Color Photocopier				$122.74	
KMBS					
IT Office Spare					
Konica Minolta BH4700P / 50 PPM	4	4	0	$0.00625	7 years from Intro.
A63N011020869 / 9464 8005				$0.00	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
IT Office Spare					
Konica Minolta BH3300P / 35 PPM	6,096	7,872	1,776	$0.00647	7 years from Intro.
A63P011000496 / 9323 8170				$11.49	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
IT Office Spare					
Konica Minolta BH4000P / 42 PPM	5,966	5,966	0	$0.00647	7 years from Intro.
A63R011002420 / 9342 4877				$0.00	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Library					
Konica Minolta BHC658 / 65 PPM	281,102	448,436	167,334	$0.00326	None at this time.
A79J013001590 / 9489 1650				$545.51	
3,000,000 / 05/2017	209,346	330,678	121,332	$0.05095	
Color Photocopier				$6,181.87	
KMBS					
Library					
Konica Minolta BH958 / 95 PPM	955,338	1,512,946	557,608	$0.00326	None at this time.
A796011001204 / 9467 2501				$1,817.80	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Library					
Konica Minolta BH458 / 45 PPM	23,029	43,329	20,300	$0.00326	None at this time.
A9HH011007212 / 9467 2483				$66.18	
1,000,000 / 08/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Library Conf Room Area Director					
Konica Minolta BH4000P / 42 PPM	32,960	34,687	1,727	$0.00647	7 years from Intro.
A63R011002417 / 9342 4876				$11.17	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Main Office Accounts Payable					
Konica Minolta BH3301P / 35 PPM	7,926	11,645	3,719	$0.00625	None at this time.
A63P015000012 / 9320 1091				$23.24	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Maintenance Garage					
Konica Minolta BH3300P / 35 PPM	7,858	9,211	1,353	$0.00647	7 years from Intro.
A63P011000463 / 9342 4884				$8.75	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Performing Art Director					
Konica Minolta BH3300P / 35 PPM	12,449	12,861	412	$0.00647	7 years from Intro.
A63P011000468 / 9342 4883				$2.67	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Performing Arts Center Office					
Konica Minolta BHC3100P / 32 PPM	3,493	4,718	1,225	$0.00625	None at this time.
A6DR012104820 / 9320 1154				$7.66	
750,000 / 06/2014	2,581	3,839	1,258	$0.05738	
Color Network Printer				$72.18	
KMBS					
Principal's Copy Room					
Konica Minolta BH958 / 95 PPM	452,577	548,768	96,191	$0.00326	None at this time.
A796011001236 / 9489 1678				$313.58	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room A144 Art Printing					
Konica Minolta AccurioPress C2060 / 60 PPM	9,212	15,347	6,135	$0.00816	None at this time.
				$50.06	
A85E011000649 / 9484 0005	158,092	263,854	105,762	$0.05095	
5,000,000 / 01/2017				$5,388.57	
Color Photocopier					
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room A146 Continuing Ed					
Konica Minolta BHC658 / 65 PPM	106,861	169,708	62,847	$0.00326	None at this time.
A79J013001558 / 9467 1897				$204.88	
3,000,000 / 05/2017	20,108	29,160	9,052	$0.05095	
Color Photocopier				$461.20	
KMBS					
Room A150 Art Studio					
Konica Minolta BHC3100P / 32 PPM	14,261	18,469	4,208	$0.00625	None at this time.
A6DR012106449 / 9320 1156				$26.30	
750,000 / 06/2014	14,049	19,126	5,077	$0.05738	
Color Network Printer				$291.32	
KMBS					
Room A165					
Konica Minolta BHC308 / 30 PPM	36,938	47,081	10,143	$0.00326	None at this time.
A7PY011021829 / 9589 1538				$33.07	
750,000 / 06/2016	8,352	13,753	5,401	$0.05095	
Color Photocopier				$275.18	
KMBS					
Room A222 CPU Lab					
Konica Minolta BHC3100P / 32 PPM	8,083	9,131	1,048	$0.00625	None at this time.
A6DR012104750 / 8702 4895				$6.55	
750,000 / 06/2014	13,103	14,811	1,708	$0.05738	
Color Network Printer				$98.01	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room A266 Teachers' Lounge					
Konica Minolta BH958 / 95 PPM	1,146,205	1,566,483	420,278	$0.00326	None at this time.
A796011001194 / 9489 1642				$1,370.11	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room B316 Math Office					
Konica Minolta BHC658 / 65 PPM	931,182	1,244,151	312,969	$0.00326	None at this time.
A79J013001618 / 9489 1653				$1,020.28	
3,000,000 / 05/2017	105,165	156,470	51,305	$0.05095	
Color Photocopier				$2,613.99	
KMBS					
Room B427					
Konica Minolta BH4020 / 42 PPM	7,789	14,299	6,510	$0.00625	None at this time.
A6WD011005175 / 9320 1155				$40.69	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Room B433 Learning Center					
Konica Minolta BH754E / 75 PPM	1,250,540	1,415,279	164,739	$0.00411	7 years from Intro.
A55V017000412 / 9353 7671				$677.08	
4,000,000 / 01/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* **Vendor**	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room C554 Science Work Room					
Konica Minolta BH754E / 75 PPM	1,119,029	1,435,743	316,714	$0.00411	7 years from Intro.
A55V017000413 / 9353 7696				$1,301.69	
4,000,000 / 01/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room C603 CPU Networking					
Konica Minolta BHC3100P / 32 PPM	12,843	22,467	9,624	$0.00625	None at this time.
A6DR012104828 / 9464 8006				$60.15	
750,000 / 06/2014	2,354	4,072	1,718	$0.05738	
Color Network Printer				$98.58	
KMBS					
Room C606 Biotech Prep					
Konica Minolta BHC3100P / 32 PPM	20,262	35,411	15,149	$0.00625	None at this time.
A6DR012104825 / 9320 1147				$94.68	
750,000 / 06/2014	3,330	10,858	7,528	$0.05738	
Color Network Printer				$431.96	
KMBS					
Room C640 Health Science					
Konica Minolta BHC3100P / 32 PPM	17,278	24,389	7,111	$0.00625	None at this time.
A6DR012104815 / 9320 1148				$44.44	
750,000 / 06/2014	4,860	7,102	2,242	$0.05738	
Color Network Printer				$128.65	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room C654					
Konica Minolta BHC658 / 65 PPM	819,912	1,101,918	282,006	$0.00326	None at this time.
A79J013001640 / 9489 1652				$919.34	
3,000,000 / 05/2017	81,019	154,950	73,931	$0.05095	
Color Photocopier				$3,766.78	
KMBS					
Room C662 Math/Science Director					
Konica Minolta BH3300P / 35 PPM	19,565	20,457	892	$0.00647	7 years from Intro.
A63P011000460 / 9342 4879				$5.77	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room D588					
Konica Minolta BHC3100P / 32 PPM	22,421	25,201	2,780	$0.00625	None at this time.
A6DR012106446 / 9464 8007				$17.38	
750,000 / 06/2014	4,994	6,775	1,781	$0.05738	
Color Network Printer				$102.19	
KMBS					
Room D596 Auto Office					
Konica Minolta BH3300P / 35 PPM	20,690	21,551	861	$0.00647	7 years from Intro.
A63P011000619 / 9342 4882				$5.57	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room E103 Special Education					
Konica Minolta BH454 / 45 PPM	412,699	464,399	51,700	$0.00411	8 years from Intro.
A61E011000257 / 9320 1914				$212.49	
1,000,000 / 07/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room E103 Special Education					
Konica Minolta BH4700P / 50 PPM	50,655	68,582	17,927	$0.00625	7 years from Intro.
A63N011020906 / 9464 8004				$112.04	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room E104					
Konica Minolta BHC3100P / 32 PPM	14,210	22,829	8,619	$0.00625	None at this time.
A6DR012104830 / 9320 1149				$53.87	
750,000 / 06/2014	4,317	7,012	2,695	$0.05738	
Color Network Printer				$154.64	
KMBS					
Room F741 Nurse's Office					
Konica Minolta BHC3351 / 35 PPM	4,795	6,893	2,098	$0.00408	None at this time.
A92F011002742 / 9489 1541				$8.56	
750,000 / 04/2017	2,876	6,568	3,692	$0.05738	
Color Laser MFP				$211.85	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room F776 Kitchen Office					
Konica Minolta BH3300P / 35 PPM	15,505	17,603	2,098	$0.00647	7 years from Intro.
A63P011000462 / 9342 4881				$13.57	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room G060 Storage					
Konica Minolta BH754E / 75 PPM	853,074	853,074	0	$0.00411	7 years from Intro.
A55V017000420 / 9353 7703				$0.00	
4,000,000 / 01/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room G765 Athletic Department					
Konica Minolta BHC308 / 30 PPM	48,532	74,851	26,319	$0.00326	None at this time.
A7PY011021780 / 9489 1526				$85.80	
750,000 / 06/2016	6,770	8,727	1,957	$0.05095	
Color Photocopier				$99.71	
KMBS					
Room H025 Athletic Trainer					
Konica Minolta BH4020 / 42 PPM	22,703	31,928	9,225	$0.00625	None at this time.
A6WD011007754 / 9320 1090				$57.66	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room H732 Music Department					
Konica Minolta BHC308 / 30 PPM	116,074	176,111	60,037	$0.00326	None at this time.
A7PY011021196 / 9489 1637				$195.72	
750,000 / 06/2016	14,416	20,425	6,009	$0.05095	
Color Photocopier				$306.16	
KMBS					

	Subtotal Black	**2,854,836**	**$10,121.56**
	Subtotal Color	**452,416**	**$23,241.92**

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAU 57 District					
Accounts Payable					
Konica Minolta BH4000P / 42 PPM	258,250	290,094	31,844	$0.00647	7 years from Intro.
A63R011002399 / 8802 5918				$206.03	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Admin Assistant to Supt					
Konica Minolta BH4700P / 50 PPM	29,303	42,226	12,923	$0.00625	7 years from Intro.
A63N011020800 / 9320 1125				$80.77	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Admin Supt.					
Konica Minolta BH4700P / 50 PPM	26,829	40,401	13,572	$0.00625	7 years from Intro.
A63N011020785 / 9464 8008				$84.83	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Data Entry Office					
Konica Minolta BHC3351 / 35 PPM	8,406	12,865	4,459	$0.00408	None at this time.
A92F011003684 / 9467 2476				$18.19	
750,000 / 04/2017	2,782	2,931	149	$0.05738	
Color Laser MFP				$8.55	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Main Office					
Konica Minolta BHC654 / 65 PPM	510,246	593,121	82,875	$0.00326	8 years from Intro.
A2X1017002022 / 9320 1904				$270.17	
3,000,000 / 02/2012	111,773	118,876	7,103	$0.05269	
Color Photocopier				$374.26	
KMBS					
Main Office Side Room					
Konica Minolta BH754E / 75 PPM	703,047	790,540	87,493	$0.00411	7 years from Intro.
A55V017000395 / 9353 7686				$359.60	
4,000,000 / 01/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

	Subtotal Black	**233,166**	**$1,019.59**
	Subtotal Color	**7,252**	**$382.81**

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Soule Elementary					
Bus Port Area					
Konica Minolta BHC658 / 65 PPM	341,004	509,917	168,913	$0.00326	None at this time.
A79J013001653 / 9489 1651				$550.66	
3,000,000 / 05/2017	158,717	234,721	76,004	$0.05095	
Color Photocopier				$3,872.40	
KMBS					
Kitchen Office					
Konica Minolta BH3300P / 35 PPM	17,282	21,234	3,952	$0.00647	7 years from Intro.
A63P011003066 / 9464 8009				$25.57	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Library					
Konica Minolta BH3300P / 35 PPM	15,261	17,853	2,592	$0.00647	7 years from Intro.
A63P011000629 / 9353 7661				$16.77	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Mail Room					
Konica Minolta BHC458 / 45 PPM	117,560	170,574	53,014	$0.00326	None at this time.
A79M011017385 / 9467 2481				$172.83	
1,000,000 / 08/2016	31,357	42,434	11,077	$0.05095	
Color Photocopier				$564.37	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Main Office					
Konica Minolta BH3301P / 35 PPM	881	1,825	944	$0.00625	None at this time.
A63P015001573 / 9467 2299				$5.90	
500,000 / 11/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Teachers' Room					
Konica Minolta BH754E / 75 PPM	861,652	914,961	53,309	$0.00411	7 years from Intro.
A55V011000181 / 9348 4404				$219.10	
4,000,000 / 01/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Title One Hall of Room 108					
Konica Minolta BH454 / 45 PPM	173,433	196,647	23,214	$0.00411	8 years from Intro.
A61E011000376 / 9353 7665				$95.41	
1,000,000 / 07/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

	Subtotal Black	305,938	$1,086.23	
	Subtotal Color	87,081	$4,436.78	

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Woodbury Middle					
Cafeteria					
Konica Minolta BH4000P / 42 PPM	131,788	139,179	7,391	$0.00647	7 years from Intro.
A63R011002452 / 8802 5998				$47.82	
1,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Guidance Office					
Konica Minolta BH4020 / 42 PPM	43,208	61,845	18,637	$0.00625	None at this time.
A6WD011007763 / 9489 2012				$116.48	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Guidance Office					
Konica Minolta BH808 / 80 PPM	914,698	1,324,746	410,048	$0.00326	None at this time.
A8KN011004962 / 9467 2497				$1,336.76	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Library					
Konica Minolta BHC308 / 30 PPM	109,234	156,226	46,992	$0.00326	None at this time.
A7PY011022196 / 9489 1537				$153.19	
750,000 / 06/2016	121,523	176,104	54,581	$0.05095	
Color Photocopier				$2,780.90	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Konica Minolta BH4700P / 50 PPM	20,542	30,622	10,080	$0.00625	7 years from Intro.
A63N011020794 / 9320 1087				$63.00	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Main Office					
Konica Minolta BH4700P / 50 PPM	7,234	10,937	3,703	$0.00625	7 years from Intro.
A63N011020783 / 9320 1089				$23.14	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Main Office Mail Room					
Konica Minolta BH958 / 95 PPM	454,904	655,580	200,676	$0.00326	None at this time.
A796011001169 / 9489 1534				$654.20	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Principal's Office					
Konica Minolta BHC3100P / 32 PPM	1,577	2,673	1,096	$0.00625	None at this time.
A6DR012106468 / 9320 1088				$6.85	
750,000 / 06/2014	107	129	22	$0.05738	
Color Network Printer				$1.26	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
Room 118 - Nurse's Office					
Konica Minolta BH4020 / 42 PPM	8,152	11,610	3,458	$0.00625	None at this time.
A6WD011007794 / 9489 2040				$21.61	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Room 125					
Konica Minolta BH4020 / 42 PPM	20,807	32,775	11,968	$0.00625	None at this time.
A6WD011007764 / 9489 2013				$74.80	
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Room 129					
Konica Minolta BH4700P / 50 PPM	17,496	30,584	13,088	$0.00625	7 years from Intro.
A63N011020773 / 9320 1127				$81.80	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 131 Music					
Konica Minolta BH3300P / 35 PPM	17,139	22,378	5,239	$0.00647	7 years from Intro.
A63P011000113 / 9489 2015				$33.90	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life / Intro Date* *Vendor*	*07/01/2019* *Meter*	*06/30/2020* *Meter*	*FY20* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 137 Tech Ed					
Konica Minolta BH3300P / 35 PPM	31,011	37,386	6,375	$0.00647	7 years from Intro.
A63P011000606 / 9323 8176				$41.25	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 158 Copy Center					
Konica Minolta BH958 / 95 PPM	1,107,593	1,535,039	427,446	$0.00326	None at this time.
A796011001201 / 9467 2479				$1,393.47	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 200					
Konica Minolta BHC3351 / 35 PPM	44,781	63,358	18,577	$0.00408	None at this time.
A92F011002759 / 9467 2480				$75.79	
750,000 / 04/2017	48,032	62,374	14,342	$0.05738	
Color Laser MFP				$822.94	
KMBS					
Room 201 Hallway					
Konica Minolta BH958 / 95 PPM	833,482	1,057,382	223,900	$0.00326	None at this time.
A796011001195 / 9467 2498				$729.91	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor	07/01/2019 Meter	06/30/2020 Meter	FY20 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 261 Admin					
Konica Minolta BH3300P / 35 PPM	7,637	9,563	1,926	$0.00647	7 years from Intro.
A63P011000472 / 8802 1624				$12.46	
750,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 261 Admin					
Konica Minolta BH808 / 80 PPM	781,481	1,087,641	306,160	$0.00326	None at this time.
A8KN011004840 / 9489 1661				$998.08	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 54					
Konica Minolta BH4700P / 50 PPM	40,513	61,053	20,540	$0.00625	7 years from Intro.
A63N011020798 / 9320 1126				$128.38	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Subtotal Black	1,737,300	$5,992.90	
Subtotal Color	68,945	$3,605.11	
District Wide Black Totals	7,174,490	$25,101.38	
District Wide Color Totals	1,070,062	$55,064.63	**Your Avg Color CPC is $0.0515**

Estimated cost savings with your next bid: $73,402.44 over 5 years.
Our bids are coming in at an average of $.03774 with our compensation included.

SPC Service & Supply Cost Savings

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 09/01/2007 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 20 black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	Prior CPC	Average Annual Cost
7,174,490	$0.00849	$60,911.42

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
7,174,490	$0.00350	$25,110.72	$35,800.71	$179,003.53

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

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $35,800.71 x 13 years as a Client = $465,409.17 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 <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	452,674	$1,496.48	$2,444.44	$6,829.06	$10,769.99
Fisk Elementary	432,468	$1,493.99	$2,335.33	$6,524.23	$10,353.55
Haigh Elementary	81,858	$267.68	$442.03	$1,234.91	$1,944.62
Lancaster Elementary School	420,804	$1,421.77	$2,272.34	$6,348.27	$10,042.39
North Salem Elementary	655,446	$2,222.15	$3,539.41	$9,888.09	$15,649.65
Salem High	2,854,836	$10,151.22	$15,416.11	$43,068.20	$68,635.53
SAU 57 District	233,166	$1,022.50	$1,259.10	$3,517.55	$5,799.15
Soule Elementary	305,938	$1,089.37	$1,652.07	$4,615.40	$7,356.83
Woodbury Middle	1,737,300	$6,011.31	$9,381.42	$26,208.99	$41,601.73
Total	**7,174,490**	**$25,176.47**	**$38,742.25**	**$108,234.71**	**$172,153.43**

SPC Equipment Bids:
Presently our bids are coming in between 12% to 17% of Retail, while the current Salesman's Cost is 50% of Retail.
For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a Retail Cost of $45,640 is coming in at $7,342...16% of Retail! Our prices are negotiated with and supported directly by the manufacturer.

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	124,519	$6,533.05
Fisk Elementary	141,757	$7,323.04
Haigh Elementary	45,257	$2,312.63
Lancaster Elementary School	84,817	$4,334.15
North Salem Elementary	58,018	$2,964.72
Salem High	452,416	$23,310.40
SAU 57 District	7,252	$383.97
Soule Elementary	87,081	$4,449.84
Woodbury Middle	68,945	$3,615.74
Total	**1,070,062**	**$55,227.54**

Service & Supply Usage Profile by Vendor - Black

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

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	62,245	$0.00625	$389.03	$0.00627	$390.28
Konica-Minolta Business Solutions	Black Network Printer	120,740	$0.00625	$754.63	$0.00627	$757.04
Konica-Minolta Business Solutions	Black Network Printer	94,594	$0.00647	$612.02	$0.00649	$613.92
Konica-Minolta Business Solutions	Black Photocopier	3,886,170	$0.00326	$12,668.91	$0.00327	$12,707.78
Konica-Minolta Business Solutions	Black Photocopier	725,954	$0.00411	$2,983.67	$0.00412	$2,990.93
Konica-Minolta Business Solutions	Color Laser MFP	39,881	$0.00408	$162.71	$0.00409	$163.11
Konica-Minolta Business Solutions	Color Network Printer	50,860	$0.00625	$317.88	$0.00627	$318.89
Konica-Minolta Business Solutions	Color Photocopier	3,024	$0.00320	$9.68	$0.00321	$9.71
Konica-Minolta Business Solutions	Color Photocopier	2,149,527	$0.00326	$7,007.46	$0.00327	$7,028.95
Konica-Minolta Business Solutions	Color Photocopier	35,360	$0.00411	$145.33	$0.00412	$145.68
Konica-Minolta Business Solutions	Color Photocopier	6,135	$0.00816	$50.06	$0.00818	$50.18
	Total	**7,174,490**	**$0.00350**	**$25,101.38**	**$0.00351**	**$25,176.47**

Service & Supply Usage Profile by Vendor - Color

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

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Color Laser MFP	24,671	$0.05738	$1,415.62	$0.05755	$1,419.82
Konica-Minolta Business Solutions	Color Network Printer	24,029	$0.05738	$1,378.78	$0.05755	$1,382.87
Konica-Minolta Business Solutions	Color Photocopier	2,355	$0.03885	$91.49	$0.03897	$91.77
Konica-Minolta Business Solutions	Color Photocopier	869,396	$0.05095	$44,295.73	$0.05110	$44,426.14
Konica-Minolta Business Solutions	Color Photocopier	149,611	$0.05269	$7,883.00	$0.05285	$7,906.94
	Total	**1,070,062**	**$0.05146**	**$55,064.63**	**$0.05161**	**$55,227.54**

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	**71**
Total Number of Units Owned	**36**
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	**1**

*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
Haigh Elementary	Konica Minolta BHC308	A7PY011021308
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

Building	Make/Model	Serial Number
Salem High	Konica Minolta BH958	A796011001194
Salem High	Konica Minolta BH958	A796011001204
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	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

Building	Make/Model	Serial Number
Woodbury Middle	Konica Minolta BH958	A796011001195
Woodbury Middle	Konica Minolta BH958	A796011001201
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
Salem High	Konica MinoltaBHC300i	AA2K011002799
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

Building	Make/Model	Serial Number
Woodbury Middle	Konica MinoltaBH4000P	A63R011002452

STARDoc User Names

Name	User Name
Adam Pagliarulo	apagliarulo@sau57.org
Angela Markley	angela.markley@sau57.org
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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
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Jeanne Russell	jeanne.russell@sau57.org
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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 ==our CLIENTS:==

1. Cooperative Buying

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

- SPC's pricing is so strong **we pay for our own fee** by acquiring prices lower than what you can do on your own.

- We will _save you money_ benefiting from the combined purchasing power of more than 63 clients with over 3,700 devices doing more than ==155== million copies and prints per year. We purchase approximately 1,100 units annually with 80 million prints out to bid!

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

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

2. Exclusive <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.

Benefits of partnering with SPC

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

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

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

SPC Values Our Vendors

Overall Benefits to <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 3,700 pieces of equipment;
Our relationship with our vendors has never been stronger!

STARDoc Features

Cost Projection by Department or Building

- Allows you to formulate next year's budgets as early as December
- Allows you to see the projected usage bill in advance
- Tabulate total budgets and 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

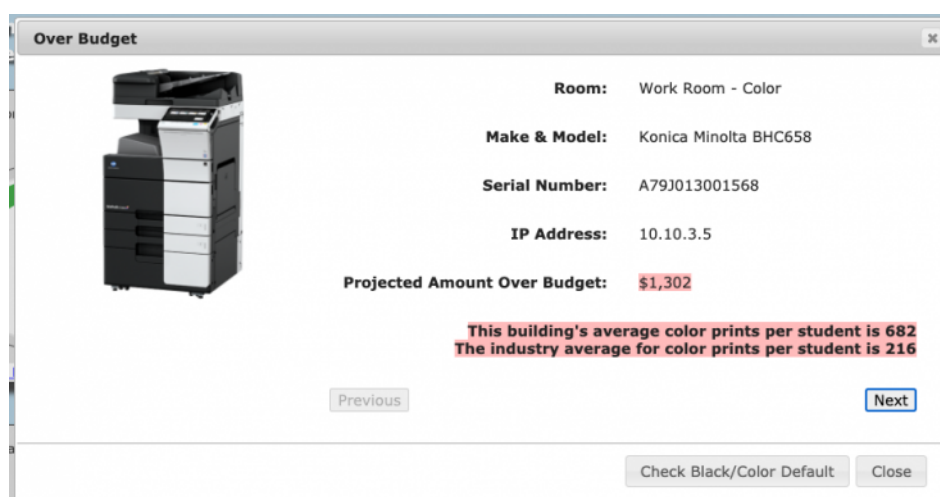- Track historical volume and cost per building

Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client

Over-Budget Report

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

SPC'S CLIENT WARRANTY AND RELIEF INSURANCE FUND

AVAILABLE IMMEDIATELY!

WHY IS IT NEEDED?

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

OTHER CONCERNS:

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

PURPOSE:

Since 1989, SPC's goal is to shelter our clients from Industry upheavals. This fund is to set aside monies that can be used by any client, if a need arises.
Funding Source: Initially, $200,000 no-interest personal loan. To be paid back from two sources…

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

WHO BENEFITS:

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

*CREDITS ANTICIPATED JUNE 30, 2020	
A-COPI (Owned by Visual Edge)	($77,605.18)
AXIS	($16,858.50)
BUDGET	($20,200.73)
CANON	($31,240.99)
KMBS	($154,659.88)
NATIONAL	($38,961.67)
OSV (Owned by Visual Edge)	($64,920.06)
RICOH	($3,432.44)
SYMQUEST (Owned by KMBS)	($11,027.80)
XEROX	($913.53)
TOTAL UNUSED	($389,820.78)