



Specialized Purchasing Consultants

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www.spccopypro.com

2013-14 Annual Report

Year - End Photocopier Analysis

With projected costs for 2014-15

Laurie Verville
NHSAU 61 - Farmington
60 Charles Street
Farmington, NH 03835



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

November 2014

Skip Tilton
President

Corporate Office:
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Laurie Verville
NHSAU 61 - Farmington
60 Charles Street
Farmington, NH 03835

Dear Laurie:

VISIT US ON THE WEB:
www.spccopypro.com

Our staff at SPC would like to extend their gratitude for allowing us to provide beneficial services to you and your organization for the past *6 years*. Over the last two years, SPC has made major improvements to your services without increasing our cost to you. We hope you have experienced and enjoyed the benefits.

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

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

*Feel free to ask for a more detailed explanation

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

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

Sincerely,

Skip Tilton
President

Table of Contents

Equipment Health Status	5
Aging Equipment Summary	6
Bldg NHSAU 61 Black Bar Chart	7
Overall NHSAU 61 Black Bar Chart	8
Avg Student Cost by Building Black	9
Cost Comparison Black	10
Bldg NHSAU 61 Color Bar Chart	11
Overall NHSAU 61 Color Bar Chart	12
Avg Student Cost by Building Color	13
Cost Comparison Color	14
NHSAU 61 Bar Chart Compare	15
Usage Profile for Service & Supplies	16
SPC Service & Supply Cost Savings	37
Projected Equipment Cost by Building Black	38
Projected Equipment Cost by Building Color	39
Service & Supply Usage Profile by Vendor Black	40
Service & Supply Usage Profile by Vendor Color	41
Reprographic Equipment Assessment	42
Leased Equipment	43
Owned Equipment	45
StarDoc User Name	46
Service & Supply Warranty Contract	47
VALUE ADD Documents - Client	50
VALUE ADD Documents - Vendor	51

The SPC Team...

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



Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 87 clients (3,800+ machines with 1.6 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



Sue Penney

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I

will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Glen Fortier

Auditor, Electronic Specialist & Equipment Implementation

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



Rachel Guay

Accounting Coordinator

I am responsible for the majority of the accounting communications between SPC and its vendors and clients. I will rely upon my years of experience and my strong attention to detail to ensure our clients' needs are

well served. It is my goal to work accurately and efficiently and to uphold the high standards of customer satisfaction that SPC has provided to their customers. I look forward to establishing a strong working relationship with each and every one of you.



Pam Weed

Client-Vendor Relations

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

clients and vendors to ensure smooth transitions or quick resolutions.

The SPC Team Continued....



Charles Baca

Operational Support

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

Alex Webster

Director of Customer Relations

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



Robert B. Dutil

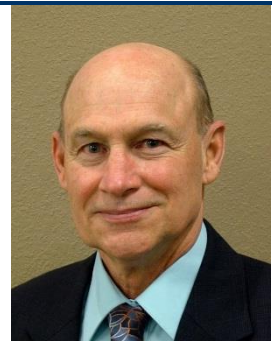
Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Joel Heffernan

Field Representative – Client Relations

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



Equipment Health Status

Total Number of Machines:	49
Total Black Photocopiers	13
Total Color Photocopiers (including MFP)	5
Total Black Network Printers	20
Total Color Network Printers	11
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	13
# of Units Overused:	0
# of Units Underused:	1
# of Units Connected to Network with Print and/or Scan	45
Commencement Date:	2/1/2013
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	6/30/2018
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract Signed	Yes

NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Dear Laurie

It's been 6 years since we have done business and it has been a pleasure working with you. Also, we have developed powerful new management tools such as STARDoc that can dramatically control future printing and thus control cost.

As your equipment ages, there is bound to be more reliability concerns. It should be our goal to stay ahead of that reliability curve. Also noteworthy is that all of your warranties and service contracts are scheduled to end on June 30 of 2018.

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

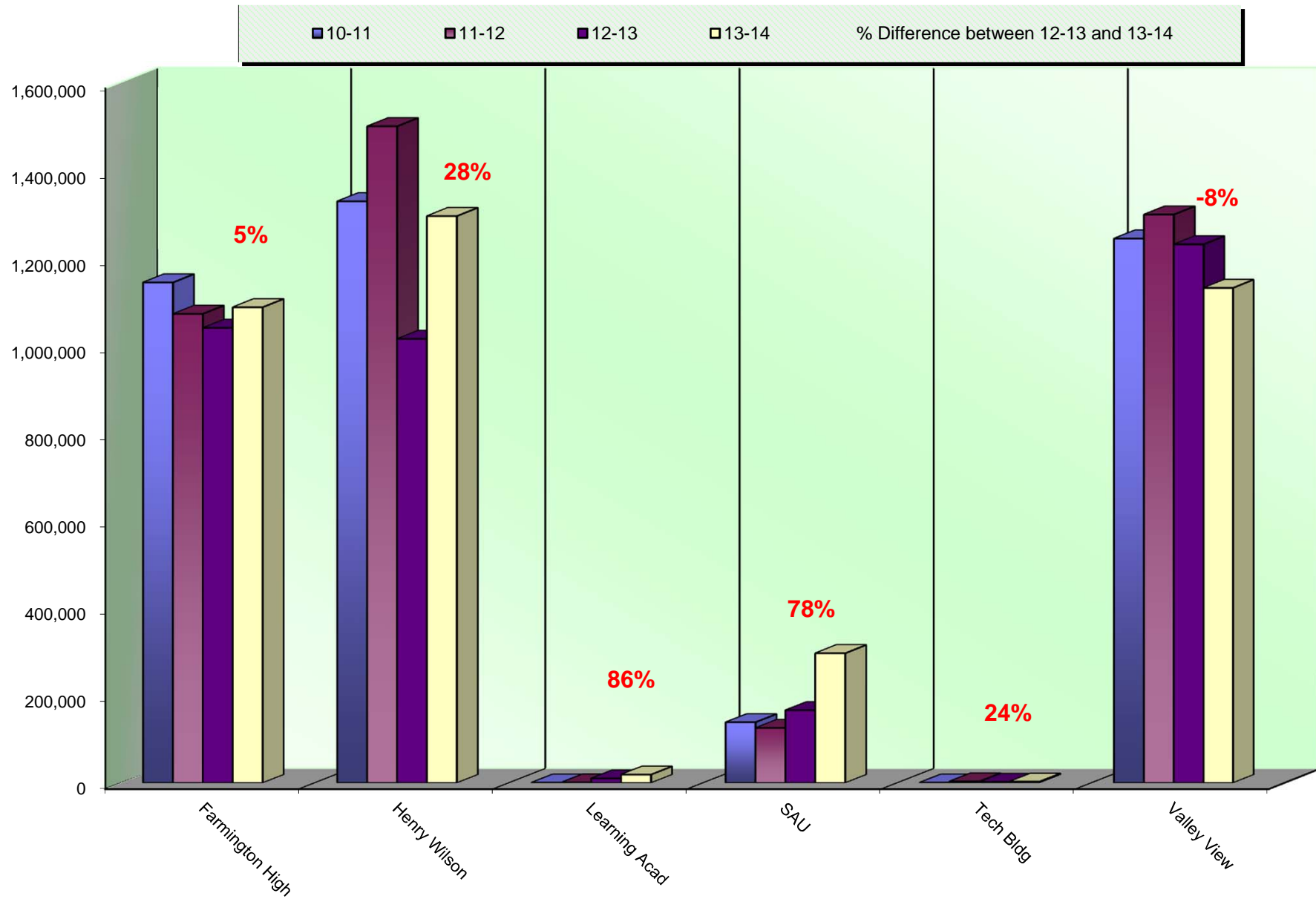
Skip

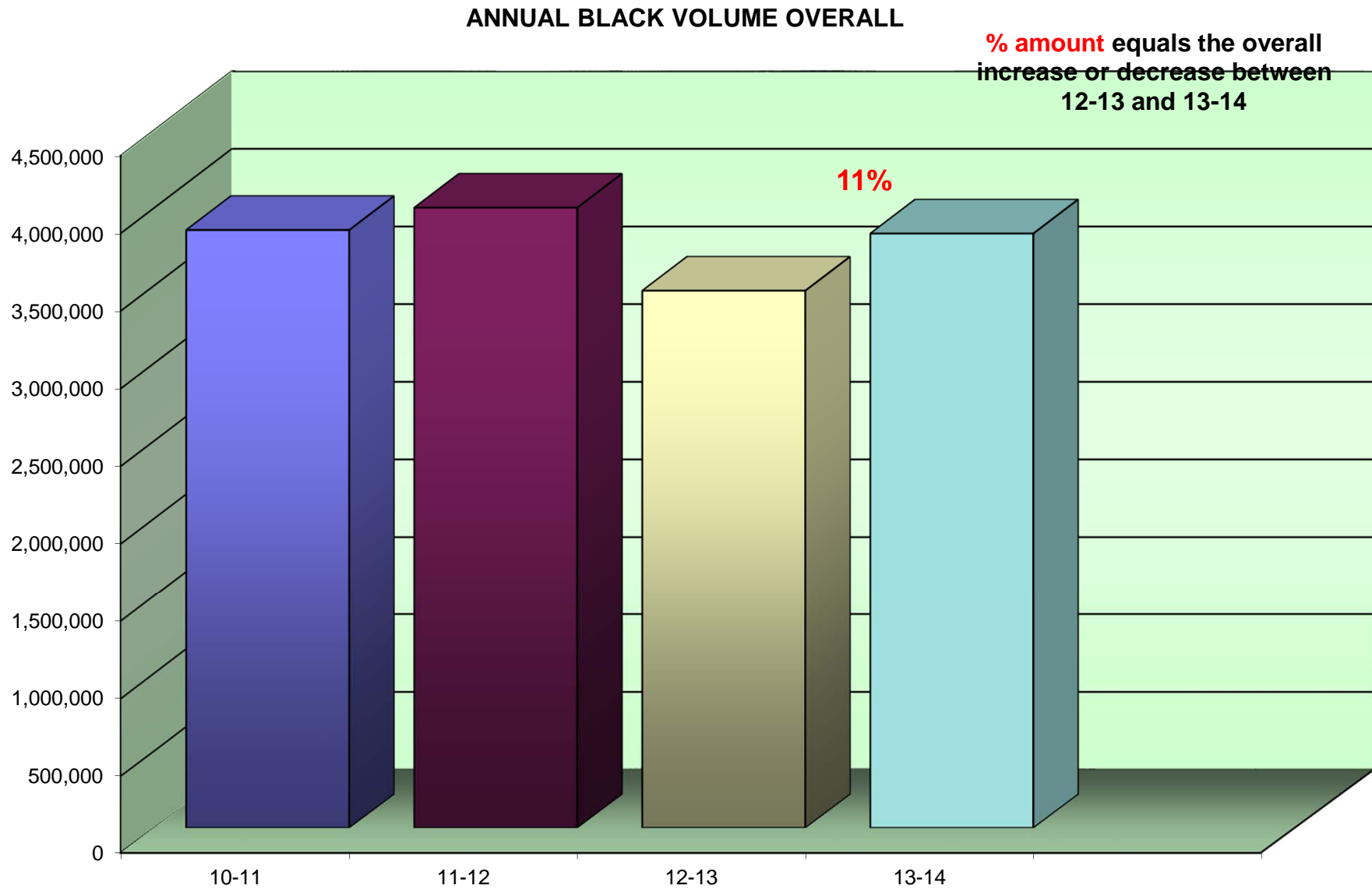
Aging Equipment Summary

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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Farmington High	Admin Main Office	Konica Minolta PP5650	A0DX012009235	KMBS	12/2007
Farmington High	Guidance Office	Konica Minolta PP5650	A0DX012009236	KMBS	12/2007
Farmington High	Room 216	Konica Minolta PP5650	A0DX012009234	KMBS	12/2007
Farmington High	Special Ed Room 104A	Konica Minolta BH360	36GE00183	KMBS	03/2007
Henry Wilson Memorial	Grades 4-6 Special Ed Room 122	Konica Minolta BH600	57BE06768	KMBS	11/2005
Henry Wilson Memorial	Grades 7-8 Special Ed Room 16	Konica Minolta BH500	50GE05757	KMBS	10/2006
Henry Wilson Memorial	Library Room 127	Konica Minolta PP5650	A0DX012009237	KMBS	12/2007
Henry Wilson Memorial	Library Room 127	Konica Minolta PP5650	A0DX012009241	KMBS	12/2007
Henry Wilson Memorial	Main Office Room 120	Konica Minolta BH500	50GE08643	KMBS	10/2006
Henry Wilson Memorial	Room 23	HP Color LaserJet 2840	CNJC8430FM	AAA	05/2005
SAU 61	Copy Room 2nd Floor	Konica Minolta PP5650	A0DX012009238	KMBS	12/2007
Valley View Community	Asst. Principal Room 107	HP Color LaserJet 2840	CNJC8430FQ	AAA	05/2005
Valley View Community	Computer Lab Room 206	Konica Minolta PP5650	A0DX012009239	KMBS	12/2007

ANNUAL BLACK VOLUME BY BUILDING





Average Student to Copy Usage – Black Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Farmington High	345	1,087,581	\$21,612.47	3,152	\$62.64
Farmington Learning Academy	0	19,377	\$383.00	0	\$0.00
Henry Wilson Memorial	465	1,295,127	\$25,792.60	2,785	\$55.47
SAU 61	0	300,012	\$6,035.34	0	\$0.00
Tech Center	0	2,898	\$63.86	0	\$0.00
Valley View Community	325	1,131,619	\$22,367.71	3,482	\$68.82
<i>Totals</i>	1,135	3,836,614	\$76,254.98	3,380	\$67.19

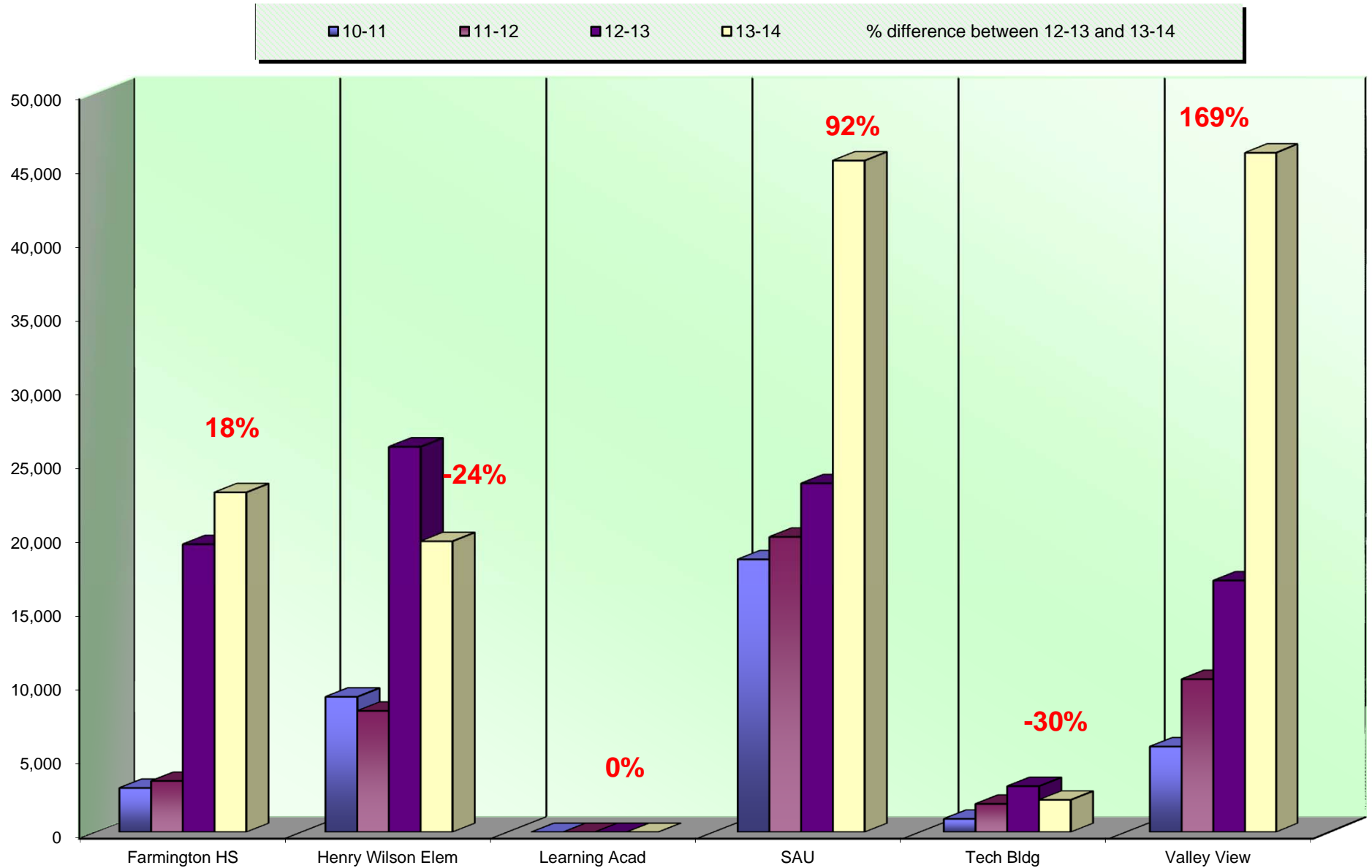
Cost Comparison - Black

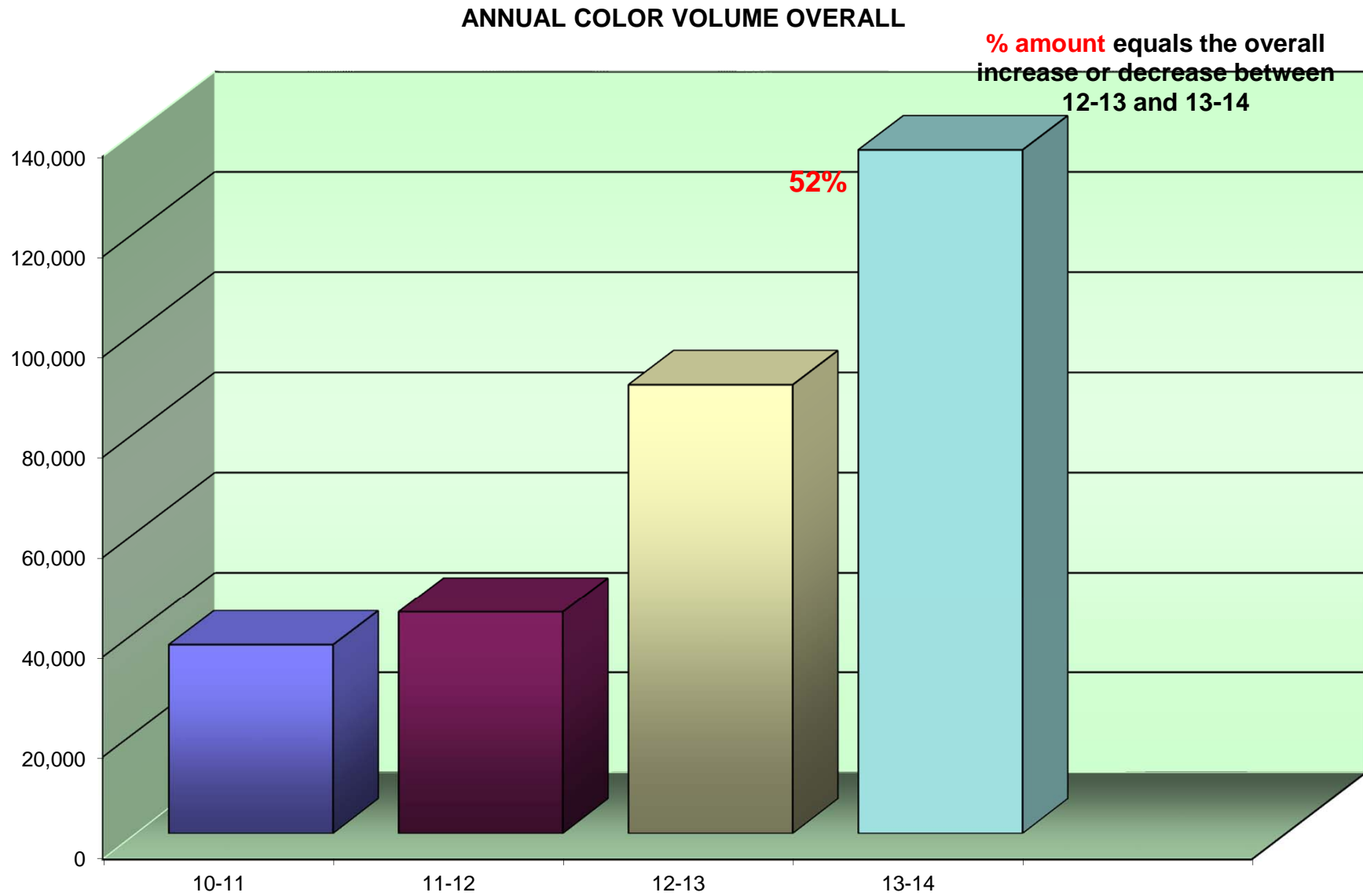
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	114,558	228,223,654	\$5,292,743.97	2,516	\$46.20

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

ANNUAL COLOR VOLUME BY BUILDING





Average Student to Copy Usage – Color Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Farmington High	345	23,014	\$1,190.36	67	\$3.45
Farmington Learning Academy	0	0	\$0.00	0	\$0.00
Henry Wilson Memorial	465	19,715	\$1,214.50	42	\$2.61
SAU 61	0	45,408	\$2,313.54	0	\$0.00
Tech Center	0	2,197	\$126.06	0	\$0.00
Valley View Community	325	45,939	\$2,372.73	141	\$7.30
<i>Totals</i>	1,135	136,273	\$7,217.19	120	\$6.36

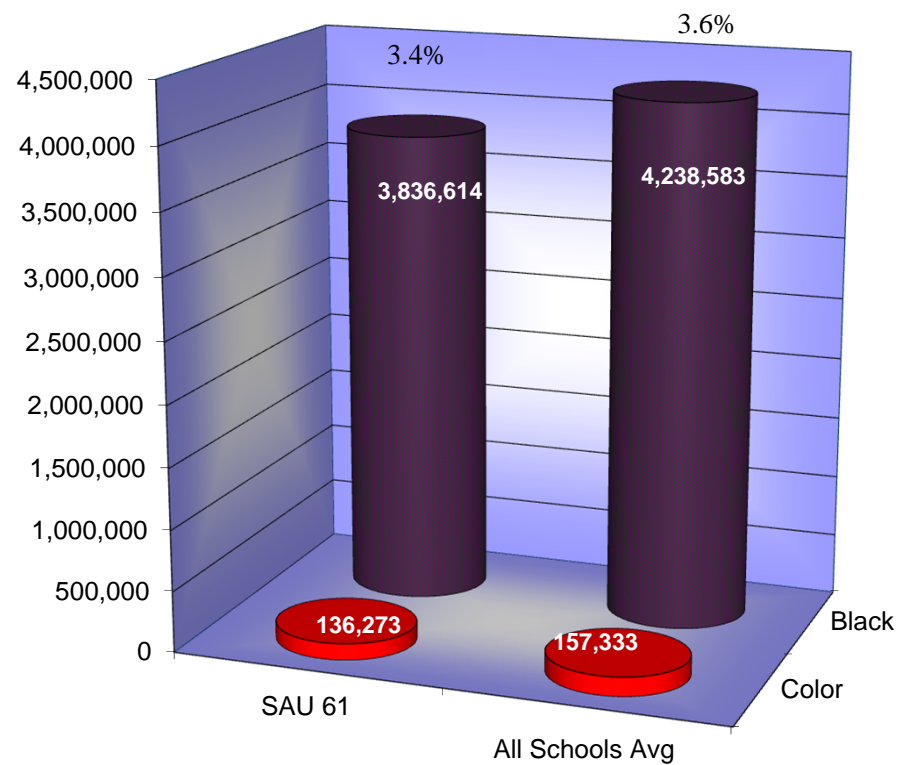
Cost Comparison - Color

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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	114,558	10,541,331	\$617,517.66	92	\$5.39

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

Color to Total Volume Percentage



Usage Profile for Service & Supplies

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

Make-Model / Speed				Date of Last Upgrade: 2/1/2013	
Serial Number / Vendor ID					
Life / Intro Date					
Connectivity / Printer Exp Date					
Vendor	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
Farmington High					
Admin Main Office					
Konica Minolta BHC454 / 45 PPM	9,067	44,337	35,270	\$0.003900	None at this time.
A4FJ011004865 / 9342 4563				\$137.55	
1,000,000 / 07/2012	672	3,839	3,167	\$0.04995	
Color Photocopier				\$158.19	
Connected /					
KMBS					
Konica Minolta PP5650 / 46 PPM	1,162	6,505	5,343	\$0.006125	7 years from Intro.
A0DX012009235 / 8802 6282				\$32.73	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					

Date of Last Upgrade: 2/1/2013					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2013-14		
Connectivity / Printer Exp Date	7/1/2013	6/30/2014	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
Farmington High					
Athletic Office					
Konica Minolta BH20 / 32 PPM	280	6,080	5,800	\$0.003900	None at this time.
A32R012018142 / 8802 6287				\$22.62	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					
Cafeteria Office					
Konica Minolta BH20 / 32 PPM	592	27,687	27,095	\$0.003900	None at this time.
A32R012018026 / 8802 6283				\$105.67	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					
Guidance Office					
Konica Minolta PP5650 / 46 PPM	3,254	16,577	13,323	\$0.006125	7 years from Intro.
A0DX012009236 / 8802 5125				\$81.60	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 2/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Farmington High						
Library Room 104						
Konica Minolta BHC454 / 45 PPM	13,147	90,217	77,070	\$0.003900	None at this time.	
A4FJ011004730 / 9342 4239				\$300.57		
1,000,000 / 07/2012	2,073	19,152	17,079	\$0.04995		
Color Photocopier				\$853.10		
Not Connected / KMBS						
Room 106						
Konica Minolta BH20 / 32 PPM	2,011	10,649	8,638	\$0.003900	None at this time.	
A32R012018017 / 8802 6286				\$33.69		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						
Room 200						
Konica Minolta BH20 / 32 PPM	2,468	20,816	18,348	\$0.003900	None at this time.	
A32R012018024 / 8802 6285				\$71.56		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / KMBS						

Date of Last Upgrade: 2/1/2013					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2013-14		
Connectivity / Printer Exp Date	7/1/2013	6/30/2014	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
<hr/>					
Farmington High					
Room 207 Art					
Konica Minolta MC3730 / 25 PPM	496	1,329	833	\$0.006125	None at this time.
A0VD017002499 / 8802 6281				\$5.10	
500,000 / 11/2010	534	1,865	1,331	\$0.05625	
Color Network Printer				\$74.87	
Connected /					
KMBS					
<hr/>					
Room 209					
Konica Minolta MC3730 / 25 PPM	6	3,670	3,664	\$0.006125	None at this time.
A0VD017002454 / 8802 5124				\$22.44	
500,000 / 11/2010	7	565	558	\$0.05625	
Color Network Printer				\$31.39	
Connected /					
KMBS					
<hr/>					
Room 212					
Konica Minolta MC3730 / 25 PPM	3,005	20,608	17,603	\$0.006125	None at this time.
A0VD017002493 / 8802 5432				\$107.82	
500,000 / 11/2010	41	920	879	\$0.05625	
Color Network Printer				\$49.44	
Connected /					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Farmington High					
Room 216					
Konica Minolta PP5650 / 46 PPM	3,029	13,193	10,164	\$0.006125	7 years from Intro.
A0DX012009234 / 8802 6284				\$62.25	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					
Special Ed Room 104A					
Konica Minolta BH360 / 36 PPM	76,533	96,101	19,568	\$0.003900	7 years from Intro.
36GE00183 / 9342 4255				\$76.32	
750,000 / 03/2007	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					
Teachers' Room 1st Floor					
Konica Minolta BH754 / 75 PPM	74,045	386,345	312,300	\$0.003900	None at this time.
A55V011000233 / 9342 4238				\$1,217.97	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Farmington High					
Teachers' Room 2nd Floor					
Konica Minolta BH754 / 75 PPM	89,804	622,366	532,562	\$0.003900	None at this time.
A55V011000227 / 9342 4561				\$2,076.99	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					
Subtotals BW			1,087,581	\$4,354.89	
Subtotals Color			23,014	\$1,166.99	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Farmington Learning Academy					
Alternate Education					
Konica Minolta BH20 / 32 PPM	3,698	23,075	19,377	\$0.003900	None at this time.
A32R012018021 / 8802 5109				\$75.57	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Not Connected /					
KMBS					
Subtotals BW			19,377	\$75.57	
Subtotals Color			0	\$0.00	

Date of Last Upgrade: 2/1/2013					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
Henry Wilson Memorial					
Computer Lab Room 14					
Konica Minolta MC3730 / 25 PPM	1,454	16,346	14,892	\$0.006125	None at this time.
A0VD017002492 /				\$91.21	
500,000 / 11/2010	156	2,190	2,034	\$0.05625	
Color Network Printer				\$114.41	
Connected /					
KMBS					
Grades 4-6 Copy Center Room 128					
Konica Minolta BH754 / 75 PPM	61,093	492,534	431,441	\$0.003900	None at this time.
A55V011000245 / 9342 4251				\$1,682.62	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					
Konica Minolta BH754 / 75 PPM	31,857	304,485	272,628	\$0.003900	None at this time.
A55V011000175 / 9342 4564				\$1,063.25	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i>	
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
Henry Wilson Memorial						
Grades 4-6 Office Room 120						
Konica Minolta MC3730 / 25 PPM	1,048	6,159	5,111	\$0.006125	None at this time.	
A0VD017002486 / 8802 5429				\$31.30		
500,000 / 11/2010	498	1,338	840	\$0.05625		
Color Network Printer				\$47.25		
Connected /						
KMBS						
Grades 4-6 Special Ed Room 122						
Konica Minolta BH600 / 60 PPM	287,695	362,087	74,392	\$0.003900	9 years from Intro.	
57BE06768 / 8801 0103				\$290.13		
3,000,000 / 11/2005	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected /						
KMBS						
Grades 7-8 Special Ed Room 16						
Konica Minolta BH500 / 50 PPM	268,808	294,259	25,451	\$0.003900	8 years from Intro.	
50GE05757 / 8802 5441				\$99.26		
2,000,000 / 10/2006	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected /						
KMBS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Henry Wilson Memorial					
Guidance Office Room 121A					
Konica Minolta MC3730 / 25 PPM	363	2,734	2,371	\$0.006125	None at this time.
A0VD017002488 / 8802 5154				\$14.52	
500,000 / 11/2010	0	251	251	\$0.05625	
Color Network Printer				\$14.12	
Connected /					
KMBS					
Library Room 127					
Konica Minolta PP5650 / 46 PPM	13,208	40,031	26,823	\$0.006125	7 years from Intro.
A0DX012009237 / 8802 5440				\$164.29	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					
Konica Minolta PP5650 / 46 PPM	1,052	23,627	22,575	\$0.006125	7 years from Intro.
A0DX012009241 / 8802 5439				\$138.27	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Henry Wilson Memorial					
Main Office Room 120					
Konica Minolta BH500 / 50 PPM	195,043	258,999	63,956	\$0.003900	8 years from Intro.
50GE08643 / 8800 4649				\$249.43	
2,000,000 / 10/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					
Room 104					
Konica Minolta BH754 / 75 PPM	48,756	342,118	293,362	\$0.003900	None at this time.
A55V011000260 / 9342 4237				\$1,144.11	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					
Konica Minolta BHC454 / 45 PPM	4,944	59,888	54,944	\$0.003900	None at this time.
A4FJ011007127 / 9342 4241				\$214.28	
1,000,000 / 07/2012	1,544	13,175	11,631	\$0.04995	
Color Photocopier				\$580.97	
Connected /					
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 2/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Henry Wilson Memorial						
Room 17						
Konica Minolta BH20 / 32 PPM	684	5,169	4,485	\$0.003900	None at this time.	
A32R012018018 /				\$17.49		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
KMBS						
Room 23						
HP Color LaserJet 2840 / 20 PPM	26,631	29,327	2,696	\$0.015000	9 years from Intro.	
CNJC8430FM /				\$40.44		
500,000 / 05/2005	24,599	29,558	4,959	\$0.08750		
Color Network Printer				\$433.91		
Connected /						
AAA						
STORAGE						
Konica Minolta MC3730 / 25 PPM	1,140	1,140	0	\$0.006125	None at this time.	
A0VD017002487 / 8802 5430				\$0.00		
500,000 / 11/2010	846	846	0	\$0.05625		
Color Network Printer				\$0.00		
Not Connected /						
KMBS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Henry Wilson Memorial					
TBD: IT Storage In Box					
Konica Minolta MC3730 / 25 PPM	0	0	0	\$0.006125	None at this time.
A0VD017002596 /				\$0.00	
500,000 / 11/2010	0	0	0	\$0.05625	
Color Network Printer				\$0.00	
Not Connected /					
KMBS					
Subtotals BW			1,295,127	\$5,240.61	
Subtotals Color			19,715	\$1,190.66	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU 61					
Business Manager					
Konica Minolta BH20 / 32 PPM	446	7,721	7,275	\$0.003900	None at this time.
A32R012017841 / 8802 5437				\$28.37	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					
Copy Room 1st Floor					
Konica Minolta BH552 / 55 PPM	10,673	117,687	107,014	\$0.003900	None at this time.
A2WV011007957 / 9342 5664				\$417.35	
3,000,000 / 02/2011	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU 61					
Copy Room 2nd Floor					
Konica Minolta BHC454 / 45 PPM	18,709	179,230	160,521	\$0.003900	None at this time.
A4FJ011006770 / 9342 4566				\$626.03	
1,000,000 / 07/2012	6,407	51,815	45,408	\$0.04995	
Color Photocopier				\$2,268.13	
Connected /					
KMBS					
Konica Minolta PP5650 / 46 PPM	954	3,651	2,697	\$0.006125	7 years from Intro.
A0DX012009238 / 8802 5152				\$16.52	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					
Copy Room 2nd Floor MICR					
HP LaserJet P4015N / 52 PPM	71,252	77,390	6,138	\$0.019750	None at this time.
CNDY282888 /				\$121.23	
3,000,000 / 05/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					

Date of Last Upgrade: 2/1/2013					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2013-14		
Connectivity / Printer Exp Date	7/1/2013	6/30/2014	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
SAU 61					
Stephanie's Office Room 312					
Konica Minolta BH20 / 32 PPM	3,143	14,704	11,561	\$0.003900	None at this time.
A32R012018022 / 8802 5151				\$45.09	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					
Superintendent's Office					
Konica Minolta BH20 / 32 PPM	1,436	4,739	3,303	\$0.003900	None at this time.
A32R012018020 / 8802 5153				\$12.88	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					
Tech Bldg - Facilities Manager					
Konica Minolta BH20 / 32 PPM	202	1,705	1,503	\$0.003900	None at this time.
A32R012018019 / 8802 5156				\$5.86	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					
Subtotals BW			300,012	\$1,273.33	
Subtotals Color			45,408	\$2,268.13	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Tech Center						
IT Office						
Konica Minolta MC3730 / 25 PPM	287	3,185	2,898	\$0.006125	None at this time.	
A0VD017002580 / 8802 5155				\$17.75		
500,000 / 11/2010	471	2,668	2,197	\$0.05625		
Color Network Printer				\$123.58		
Connected /						
KMBS						
Subtotals BW			2,898	\$17.75		
Subtotals Color			2,197	\$123.58		

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Valley View Community					
Asst. Principal Room 107					
HP Color LaserJet 2840 / 20 PPM	4,810	4,846	36	\$0.015000	9 years from Intro.
CNJC8430FO /				\$0.54	
500,000 / 05/2005	7,577	8,416	839	\$0.08750	
Color Network Printer				\$73.41	
Connected /					
AAA					
Computer Lab Room 206					
Konica Minolta PP5650 / 46 PPM	4,858	17,998	13,140	\$0.003900	7 years from Intro.
A0DX012009239 / 8702 2498				\$51.25	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					
Copy Center Room 119					
Konica Minolta BH754 / 75 PPM	129,938	591,220	461,282	\$0.003900	None at this time.
A55V011000127 / 9342 4575				\$1,799.00	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 2/1/2013</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Valley View Community					
Food Services Room 174					
Konica Minolta BH20 / 32 PPM	4,609	5,807	1,198	\$0.003900	None at this time.
A32R012017818 / 8702 2496				\$4.67	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					
Library					
Konica Minolta BH20 / 32 PPM	1,087	2,968	1,881	\$0.003900	None at this time.
A32R012017814 / 8702 2497				\$7.34	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
KMBS					
Main Office Room 102					
Konica Minolta BHC454 / 45 PPM	11,013	124,390	113,377	\$0.003900	None at this time.
A4FJ011007150 / 9342 4244				\$442.17	
1,000,000 / 07/2012	2,122	47,222	45,100	\$0.04995	
Color Photocopier				\$2,252.75	
Connected /					
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Valley View Community					
Room 232					
Konica Minolta BH754 / 75 PPM	43,248	176,298	133,050	\$0.003900	Underused!
A55V011000052 / 9342 4253				\$518.90	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					
Teachers' Room 2nd Floor Room 248					
Konica Minolta BH754 / 75 PPM	115,492	523,147	407,655	\$0.003900	None at this time.
A55V011000284 / 9342 4252				\$1,589.85	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
KMBS					
	Subtotals BW		1,131,619	\$4,413.71	
	Subtotals Color		45,939	\$2,326.16	

<i>District Wide Black Totals</i>	3,836,614	\$15,375.87
<i>District Wide Color Totals</i>	136,273	\$7,075.52

SPC Service & Supply Cost Savings

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 9/1/2008 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2013-14 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
3,836,614	\$0.01761	\$67,562.77

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
3,836,614	\$0.00409	\$15,691.75	\$51,871.02	\$259,355.10

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$51,871.02 x 6 years as a Client
= \$259,355.10 Cost Savings!*

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx. Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
SAU 61	300,012	\$1,299.42	\$1,488.66	\$3,247.26	\$6,035.34
Farmington Learning Academy	19,377	\$77.12	\$96.15	\$209.73	\$383.00
Henry Wilson Memorial	1,295,127	\$5,348.05	\$6,426.42	\$14,018.14	\$25,792.60
Farmington High	1,087,581	\$4,444.18	\$5,396.58	\$11,771.71	\$21,612.47
Valley View Community	1,131,619	\$4,504.25	\$5,615.09	\$12,248.37	\$22,367.71
Tech Center	2,898	\$18.11	\$14.38	\$31.37	\$63.86
Total	3,836,614	\$15,691.14	\$19,037.28	\$41,526.57	\$76,254.98

SPC Equipment Bids:

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

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
SAU 61	45,408	\$2,313.54
Farmington Learning Academy	0	\$0.00
Henry Wilson Memorial	19,715	\$1,214.50
Farmington High	23,014	\$1,190.36
Valley View Community	45,939	\$2,372.73
Tech Center	2,197	\$126.06
<i>Total</i>	136,273	\$7,217.19

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.2%.**

Vendor	Equipment Type	Annual Volume	2013-2014 Cost / Copy	Total Cost	2014-2015 Cost / Copy	Projected Cost
AAA Laser Office Supplies	Black Network Printer	6,138	\$0.01975	\$121.23	\$0.02015	\$123.68
AAA Laser Office Supplies	Color Network Printer	2,732	\$0.01500	\$40.98	\$0.01530	\$41.80
Konica-Minolta Business Solutions	Black Network Printer	123,604	\$0.00390	\$482.06	\$0.00398	\$491.94
Konica-Minolta Business Solutions	Black Network Printer	80,925	\$0.00613	\$495.67	\$0.00625	\$505.78
Konica-Minolta Business Solutions	Black Photocopier	3,134,661	\$0.00390	\$12,225.18	\$0.00398	\$12,475.95
Konica-Minolta Business Solutions	Color Network Printer	47,372	\$0.00613	\$290.15	\$0.00625	\$296.08
Konica-Minolta Business Solutions	Color Photocopier	441,182	\$0.00390	\$1,720.61	\$0.00398	\$1,755.90
Total		3,836,614	\$0.00401	\$15,375.87	\$0.00409	\$15,691.14

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.2%.**

Vendor	Equipment Type	Annual Volume	2013-2014 Cost / Copy	Total Cost	2014-2015 Cost / Copy	Projected Cost
AAA Laser Office Supplies	Color Network Printer	5,798	\$0.08750	\$507.33	\$0.08925	\$517.47
Konica-Minolta Business Solutions	Color Network Printer	8,090	\$0.05625	\$455.06	\$0.05738	\$464.20
Konica-Minolta Business Solutions	Color Photocopier	122,385	\$0.04995	\$6,113.13	\$0.05095	\$6,235.52
Total		136,273	\$0.05192	\$7,075.52	\$0.05296	\$7,217.19

Reprographic Equipment Assessment

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

Total Number of Units	49
Total Number of Units on Lease	39
Total Number of Units Owned	10
Lease Company	Northway Bank
Lease Start Date	2/1/2013
Lease End Date	08/01/2017
Term	5 years
Annual Payment usually due on 8/1	\$41,526.57
Remaining Payments	3

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

Leased Equipment

Building	Make	Model	Serial Number
Farmington High	Konica Minolta	PP5650	A0DX012009234
Farmington High	Konica Minolta	MC3730	A0VD017002454
Farmington High	Konica Minolta	BH20	A32R012018024
Farmington High	Konica Minolta	BH754	A55V011000227
Farmington High	Konica Minolta	BH20	A32R012018017
Farmington High	Konica Minolta	BHC454	A4FJ011004730
Farmington High	Konica Minolta	BH754	A55V011000233
Farmington High	Konica Minolta	PP5650	A0DX012009236
Farmington High	Konica Minolta	BH20	A32R012018026
Farmington High	Konica Minolta	BH20	A32R012018142
Farmington High	Konica Minolta	PP5650	A0DX012009235
Farmington High	Konica Minolta	BHC454	A4FJ011004865
Farmington High	Konica Minolta	MC3730	A0VD017002493
Farmington High	Konica Minolta	MC3730	A0VD017002499
Farmington Learning Academy	Konica Minolta	BH20	A32R012018021
Henry Wilson Memorial	Konica Minolta	BH754	A55V011000175
Henry Wilson Memorial	Konica Minolta	BH754	A55V011000260
Henry Wilson Memorial	Konica Minolta	MC3730	A0VD017002486
Henry Wilson Memorial	Konica Minolta	MC3730	A0VD017002487
Henry Wilson Memorial	Konica Minolta	PP5650	A0DX012009237
Henry Wilson Memorial	Konica Minolta	MC3730	A0VD017002488
Henry Wilson Memorial	Konica Minolta	PP5650	A0DX012009241
Henry Wilson Memorial	Konica Minolta	BH754	A55V011000245
Henry Wilson Memorial	Konica Minolta	BH20	A32R012018018
Henry Wilson Memorial	Konica Minolta	MC3730	A0VD017002492
Henry Wilson Memorial	Konica Minolta	MC3730	A0VD017002596
Henry Wilson Memorial	Konica Minolta	BHC454	A4FJ011007127
SAU 61	Konica Minolta	BH20	A32R012018019

Building	Make	Model	Serial Number
SAU 61	Konica Minolta	BH552	A2WV011007957
SAU 61	Konica Minolta	BHC454	A4FJ011006770
SAU 61	Konica Minolta	BH20	A32R012017841
SAU 61	Konica Minolta	BH20	A32R012018020
SAU 61	Konica Minolta	BH20	A32R012018022
Valley View Community	Konica Minolta	BH20	A32R012017814
Valley View Community	Konica Minolta	BHC454	A4FJ011007150
Valley View Community	Konica Minolta	BH754	A55V011000127
Valley View Community	Konica Minolta	BH20	A32R012017818
Valley View Community	Konica Minolta	BH754	A55V011000052
Valley View Community	Konica Minolta	BH754	A55V011000284

Owned Equipment

Building	Make	Model	Serial Number
Farmington High	Konica Minolta	BH360	36GE00183
Henry Wilson Memorial	HP	Color LaserJet 2840	CNJC8430FM
Henry Wilson Memorial	Konica Minolta	BH500	50GE08643
Henry Wilson Memorial	Konica Minolta	BH500	50GE05757
Henry Wilson Memorial	Konica Minolta	BH600	57BE06768
SAU 61	HP	LaserJet P4015N	CNDY282888
Valley View Community	HP	Color LaserJet 2840	CNJC8430FQ

StarDoc User Names

Name	User Name
Diana Jansen	djansen@sau61.org
Jason Andrews	jandrews@sau61.org
Jeanette Lemay	jlemay@sau61.org
Kris Magni	VMKM1991@yahoo.com
Rick Bailey	rbailey@sau61.org
Sharon Lalkas	slalkas@sau61.org
Sheryl Olstad	solstad@sau61.org
Valerie Garrett	vgarrett@sau61.org

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

: SERVICE AND SUPPLY CONTRACT

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the "Equipment") to a Master Lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the "Lessor") and NHSAU 61 - Farmington, as lessee (the "Lessee"), commencing on February 1, 2013, (the "Lease-Purchase") hereby contracts with Lessee for the term of the Lease-Purchase (terminating on June 30, 2018) to provide comprehensive services, supplies, and maintenance to such Equipment, excluding only the cost of paper, transparencies, and staples, at a cost per copy per item of Equipment as shown on Schedule A attached hereto. In addition, for high-speed duplicators, Vendor may charge the cost shown on Schedule A attached hereto for masters used when the number of copies made by use of such masters is, on an annual average, fewer than 100. Vendor shall provide a four-hour response time to all service calls.

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

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

Client Acknowledgement of Vendor Commitment

Vendor: _____	Lessee: <u>NHSAU 61 - Farmington</u>
Street Address: _____	Street Address: <u>60 Charles Street</u>
City/State/Zip: _____	City/State/Zip: <u>Farmington, NH 03835</u>
By (signature): _____	By (signature): _____
Name: _____	Name: _____
Title: _____	Title: _____

SPC's Dual-Layered Warranty – Purpose & Explanation

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

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

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

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

WARRANTY

(LEASED EQUIPMENT)

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the "Equipment") to a Master lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the "Lessor") and NHSAU 61 - Farmington, as lessee (the "Lessee"), commencing on February 1, 2013, (the "Lease-Purchase") hereby warrants to Lessee that, if any such Equipment malfunctions through no fault of Lessee during the term of the Lease-Purchase (terminating on June 30, 2018) and such Equipment cannot be repaired promptly, Vendor promptly will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Lessee.

The only exclusions to this Warranty are as follows:

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

Vendor: _____

Street Address: _____

City/State/Zip: _____

By (signature): _____

Name: _____

Title: _____



Benefits of partnering with SPC

Top Benefits to **our CLIENTS**:

1. Cooperative Buying

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

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will ***save you money*** benefiting from the combined purchasing power of more than 90 clients with over 3,443 devices doing more than 314 million copies and prints per year. In 2013 we purchased approximately 1,000 printing devices.
- We will ***save you time*** by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.
- We will ***save you frustration***. We manage your contracts for up to five years from the date of installation.

2. Exclusive **STAR Doc Software**

- Maps all devices and sets up "Interactive Live Floor Plans" of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.
- STAR Doc studies your printing habits and is able to predict your year-end cost months in advance, before you receive your year-end reconciliation invoice.
- Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

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

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

SPC has been serving their clients since 1988, saving millions of dollars along the way.

Based on current actual volumes and CPCs, SPC has generated

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

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



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: In 2013 there were over a thousand.
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STAR Doc: **S**ystem for **T**racking **A**nd **R**eporting **D**ocuments...Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

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

SPC manages over 3,700 pieces of equipment;
Our relationship with our vendors has never been stronger!