



Specialized Purchasing Consultants

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Gorham, NH 03581

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www.spccopypro.com

2015-2016 Annual Report

Year - End Photocopier Analysis

With projected costs for 2016-17

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



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

September 2016

Skip Tilton
President

Corporate Office:
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Gorham, NH 03581
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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

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is **now 8 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

During our meeting with you to review this report, we would like to take some time to review our current services and discuss how these are being utilized in your district. We also welcome suggestions for improvement to enhance your experience with SPC.

Again, we appreciate the opportunity to continue to provide you with the best possible pricing, service, and equipment. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton
President

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The SPC Team...

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



Skip Tilton, President

Billie Jo Tilton, Vice President

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



Sue Penney

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Alex Webster

Director of Customer Relations

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



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.

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.



The SPC Team Continued....



Pamela Weed

Client-Vendor Relations

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

clients and vendors to ensure smooth transitions or quick resolutions.

Joel Heffernan

Field Representative – Client Relations

As Field Representative for SPC, I reach out to the customer to offer help as needed in and during the installation of equipment change over and in assisting in each event.

Also, I bring to this company over forty years in the Copier/Printer industry. It is my goal to assure our clients a pleasant experience in using SPC's services.



Equipment Health Status

Total Number of Machines:	49
Total Black Photocopiers	25
Total Color Photocopiers	5
Total Black Network Printers	8
Total Color Network Printers	11
Total Removed from Service:	2
# of Units OFF Warranty:	5
# of Units Approaching End of Warranty:	9
# of Units Overused:	0
# of Units Underused:	1
Commencement Date:	2/1/2013
# of Annual Payments Left on Lease	1
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 has been three years since your last upgrade and you will benefit from an onsite visit and an upgrade since costs have come down over the years. In order to stay ahead of the end of contract, that upgrade could take place around spring of 2017 . At that time you could address the 9 machines approaching the end of their warranty as well as the 5 machines already off warranty. I am confident that there are other needs that an onsite visit we will be able to address. It is always good to stay ahead of the reliability curve.

It is important to not ignore machines that are being overused or underused. In your case, we have 0 machine being overused and 1 that is being underused. One of our responsibilities as a consultant firm is to make sure you maximize your capital investment as well as minimize the cost of operation on your service contracts.

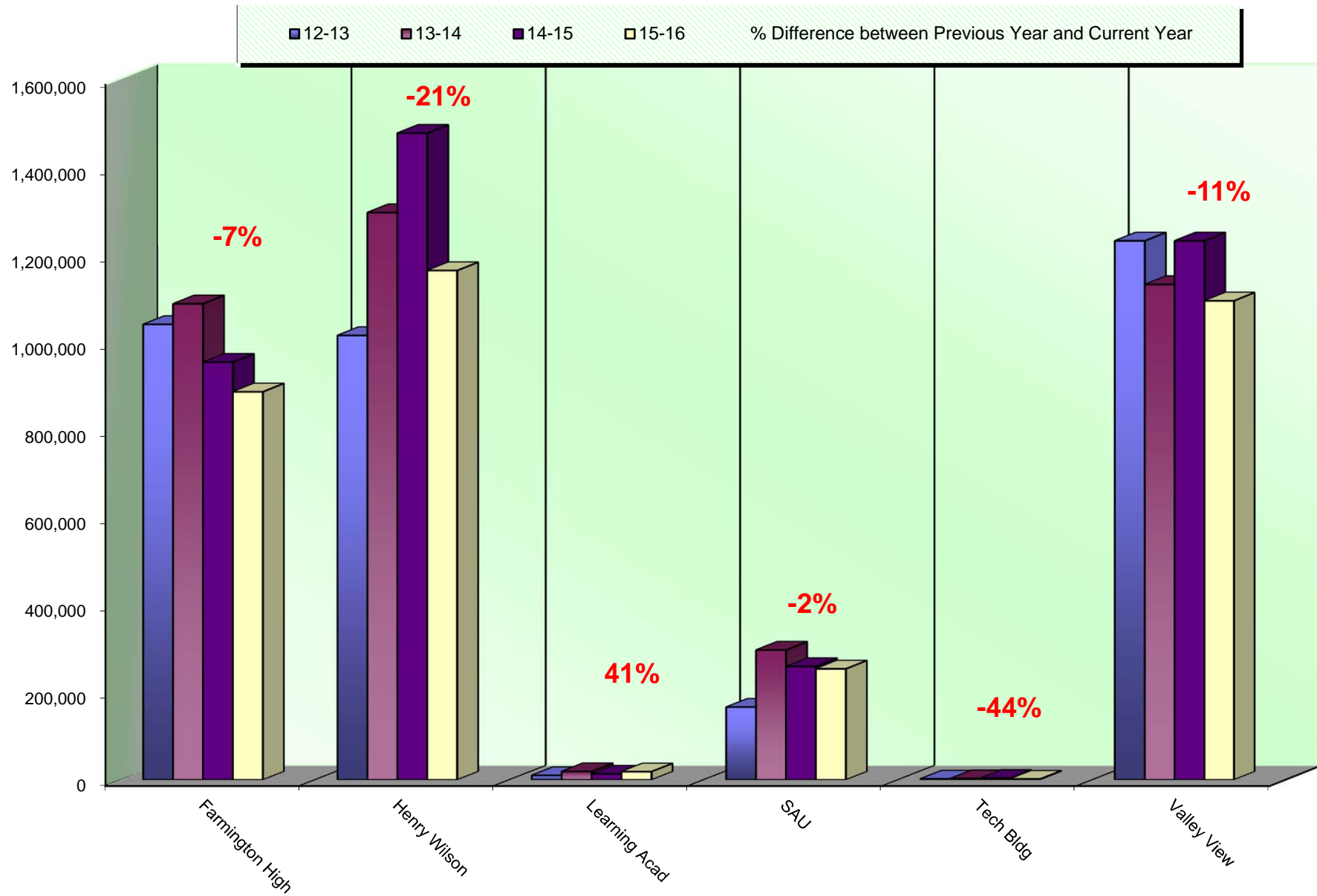
Sincerely, Skip

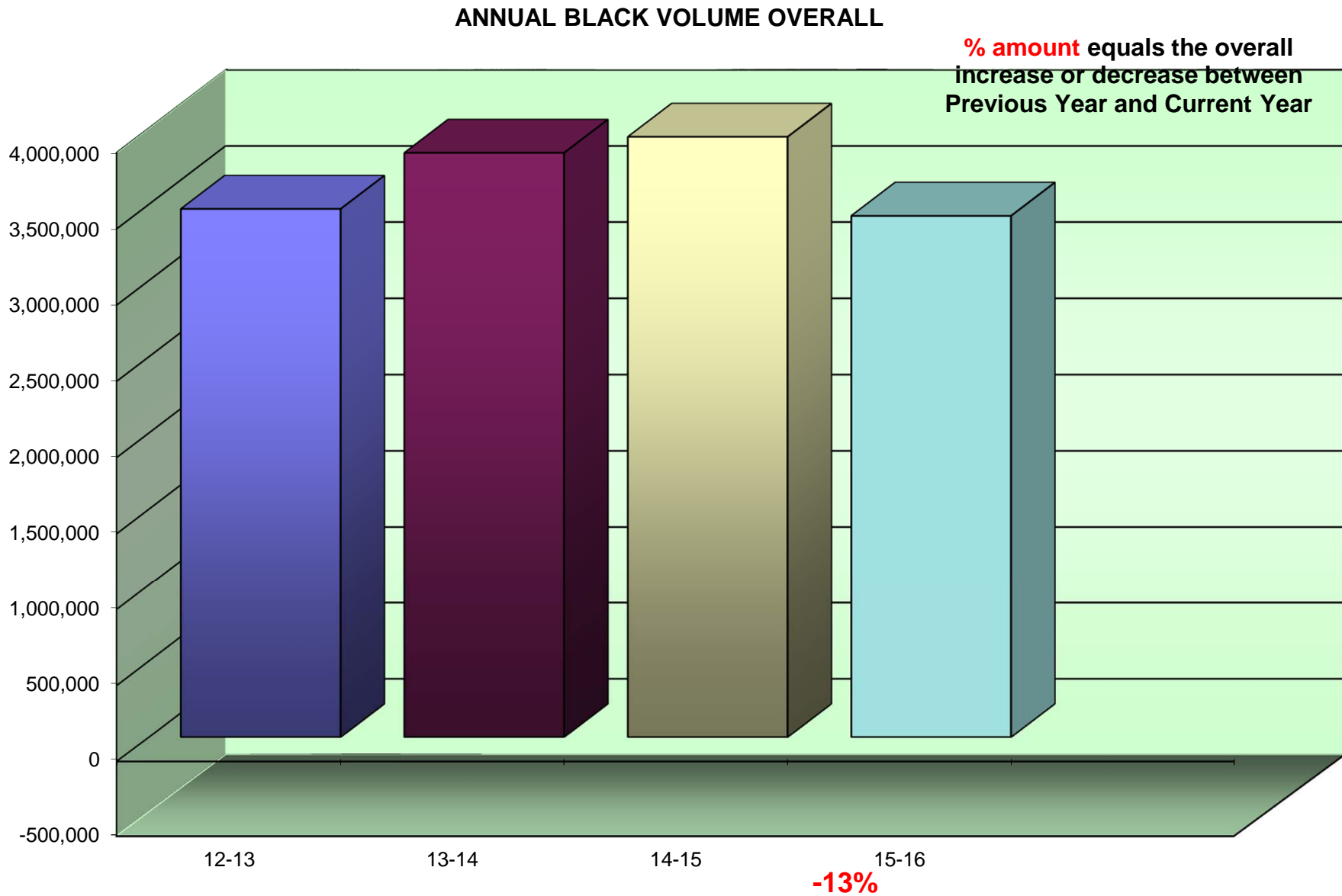
Aging Equipment Summary

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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
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 7-8 Special Ed Room 16	Konica Minolta BH500	50GE05757	KMBS	10/2006
Henry Wilson Memorial	Main Office Room 120	Konica Minolta BH500	50GE08643	KMBS	10/2006
Henry Wilson Memorial	Room 123 - Special Ed Grades 4-6	Konica Minolta BH600	57BE06768	KMBS	11/2005
Henry Wilson Memorial	Room 127 - Library	Konica Minolta PP5650	A0DX012009241	KMBS	12/2007
Henry Wilson Memorial	Room 127 - Library	Konica Minolta PP5650	A0DX012009237	KMBS	12/2007
SAU 61	Copy Room 2nd Floor	Konica Minolta PP5650	A0DX012009238	KMBS	12/2007
SAU 61	Copy Room 2nd Floor MICR	HP Laser Jet P4015N	CNDY282888	AXIS	05/2008
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	280	887,422	\$18,824.54	3,169	\$67.23
Farmington Learning Academy	0	19,084	\$402.91	0	\$0.00
Henry Wilson Memorial	356	1,163,186	\$24,683.77	3,267	\$69.34
SAU 61	0	257,284	\$5,484.00	0	\$0.00
Tech Center	0	2,035	\$47.55	0	\$0.00
Valley View Community	396	1,094,298	\$23,103.40	2,763	\$58.34
<i>Totals</i>	1,032	3,423,309	\$72,546.17	3,317	\$70.30

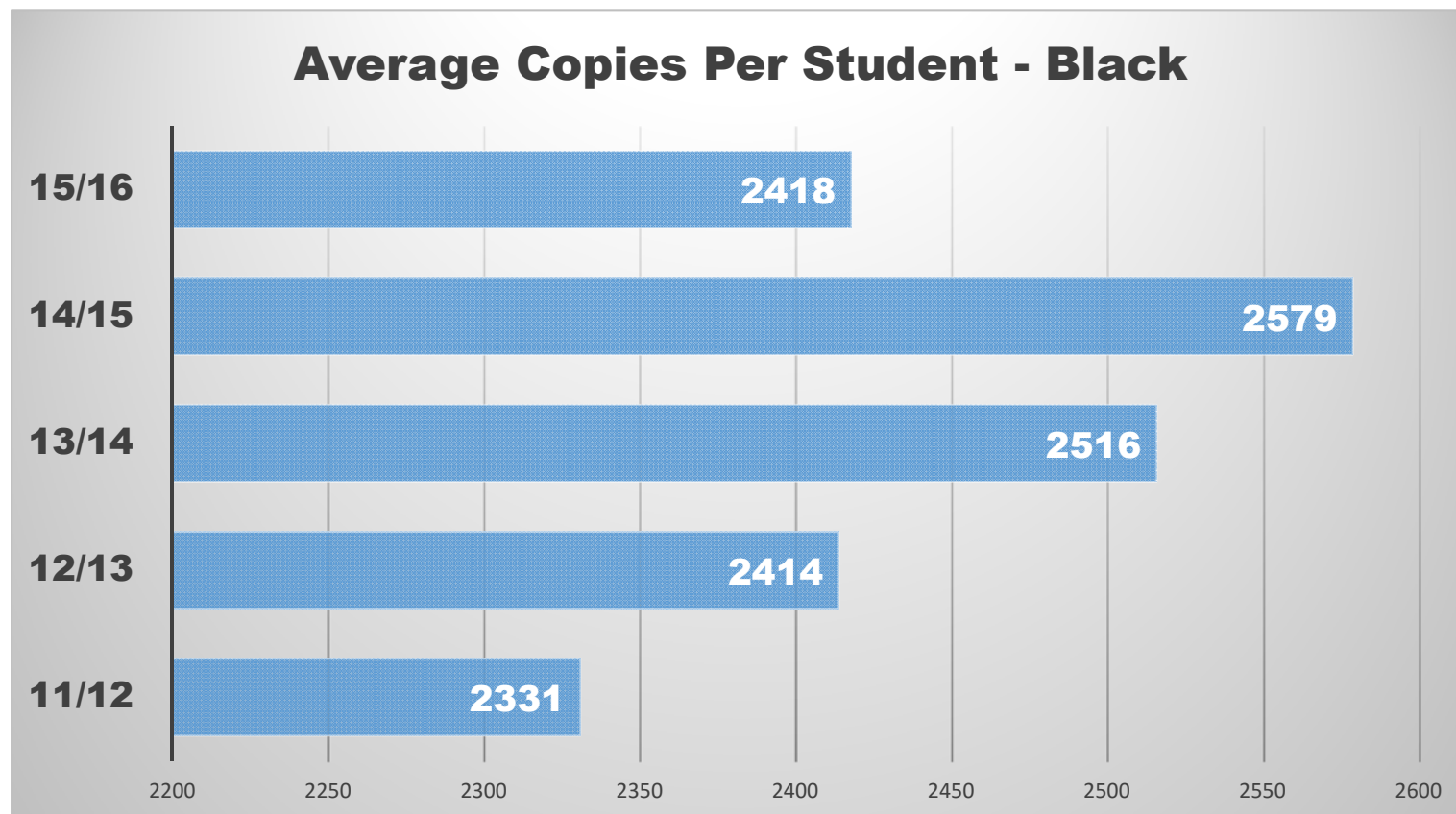
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black

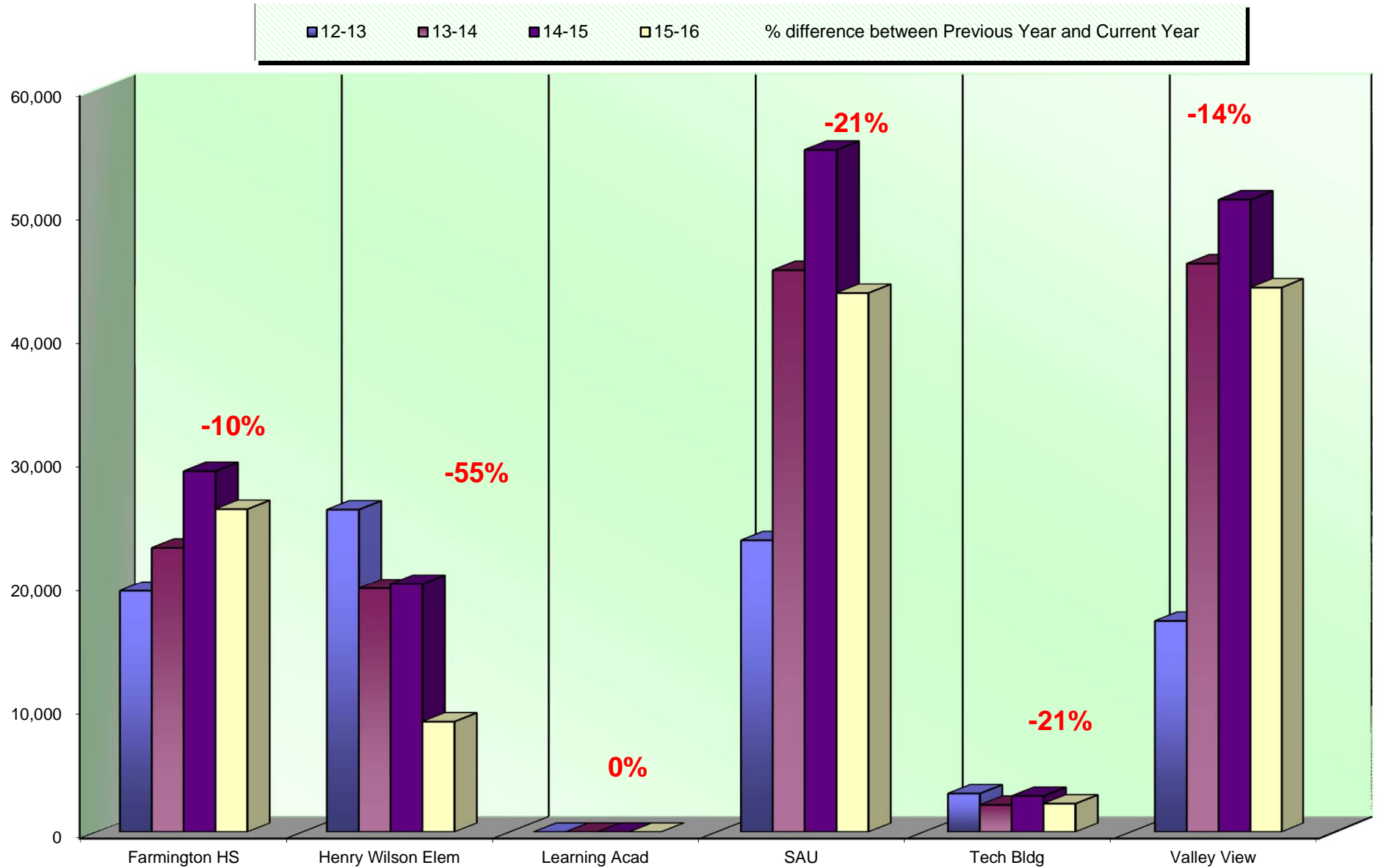
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

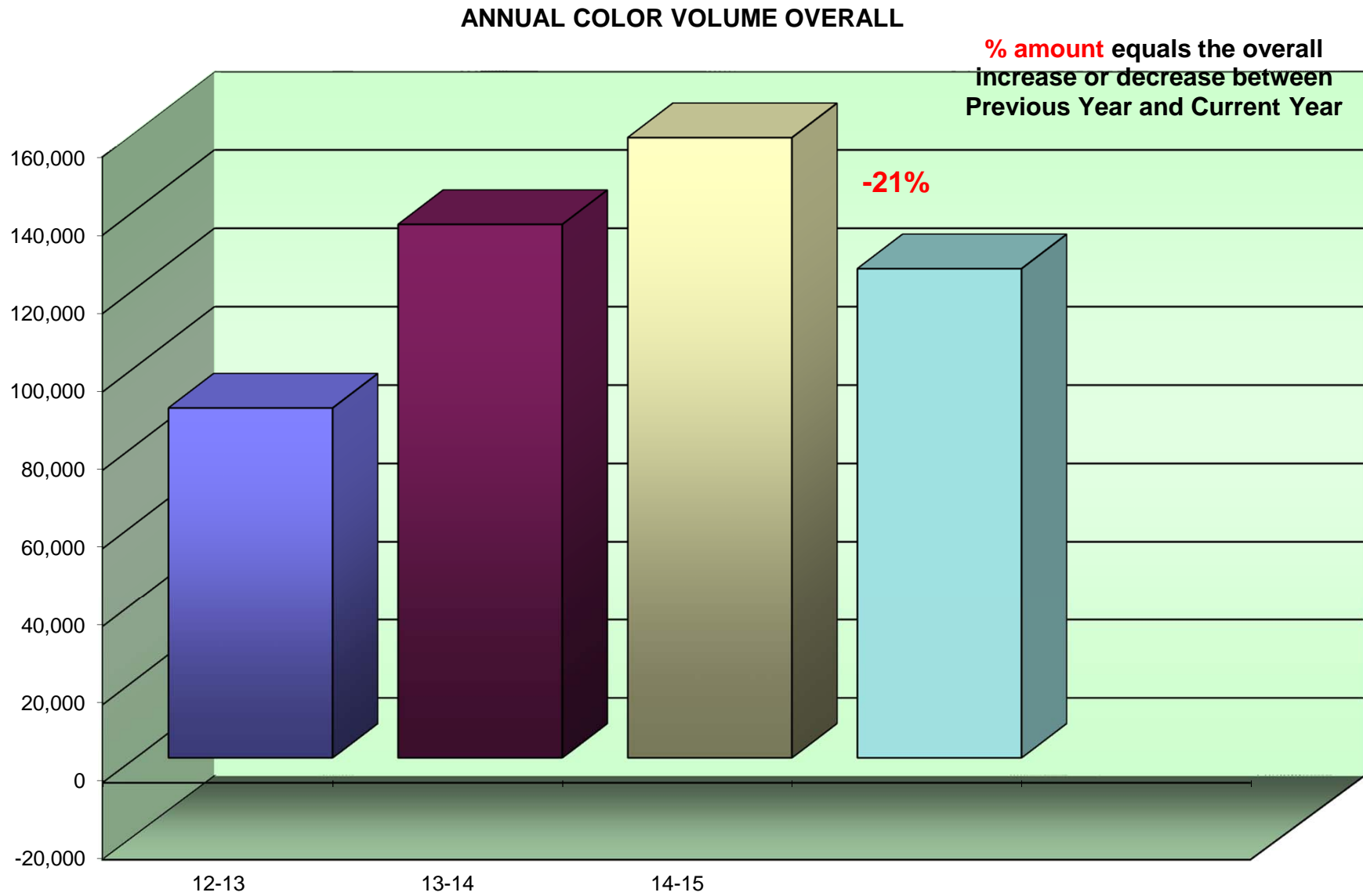
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	108,464	262,254,700	\$4,909,783	2,418	\$45.27

**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	280	26,135	\$1,350.31	93	\$4.82
Farmington Learning Academy	0	0	\$0.00	0	\$0.00
Henry Wilson Memorial	356	8,955	\$468.94	25	\$1.32
SAU 61	0	43,568	\$2,242.01	0	\$0.00
Tech Center	0	2,301	\$133.34	0	\$0.00
Valley View Community	396	44,010	\$2,264.75	111	\$5.72
<i>Totals</i>	1,032	124,969	\$6,459.36	121	\$6.26

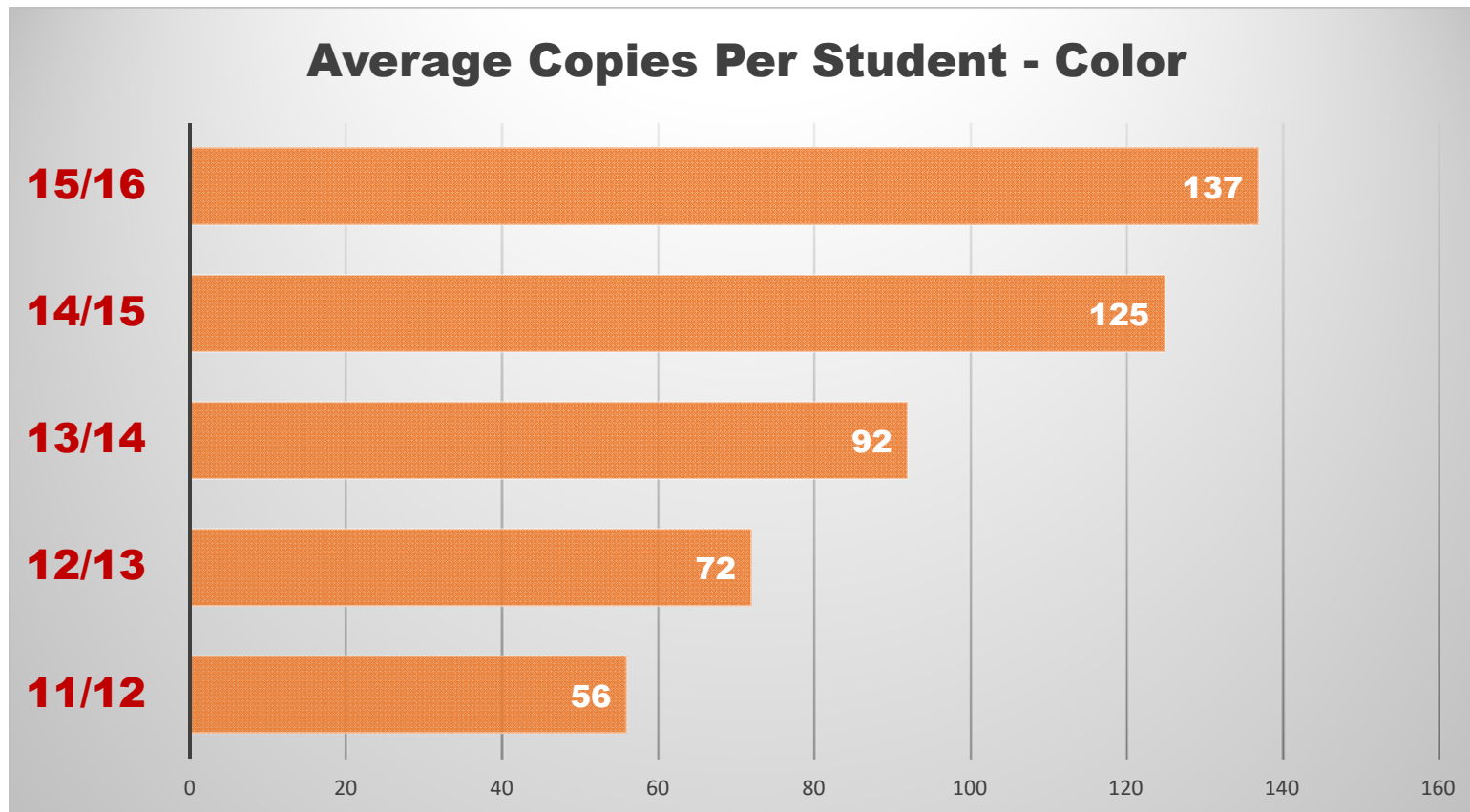
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Color

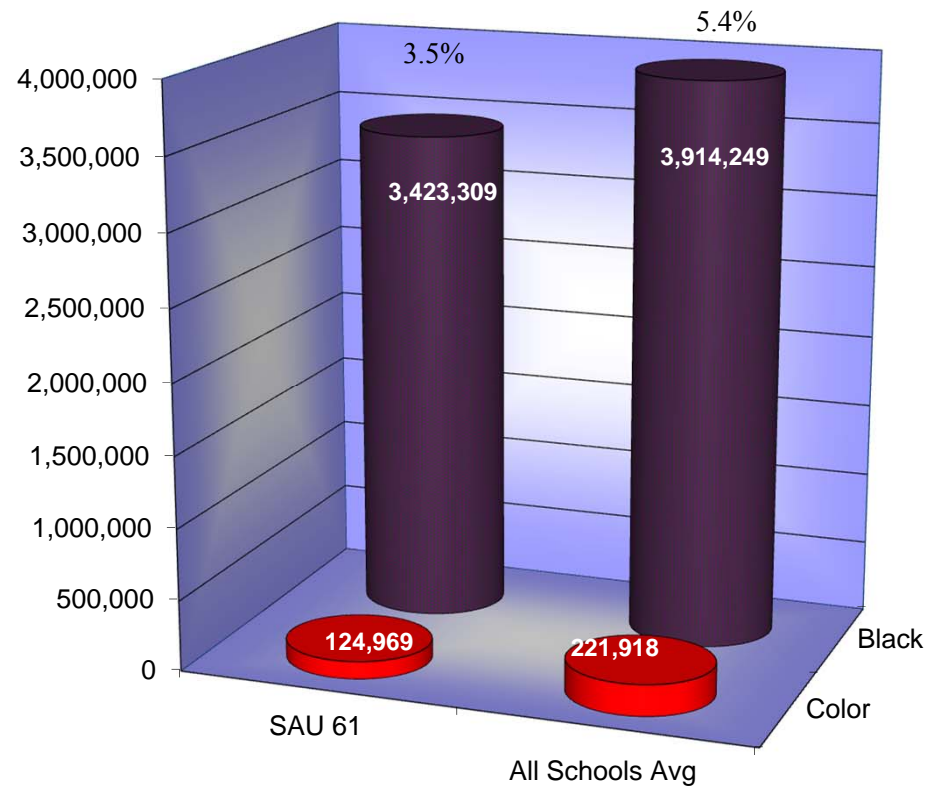
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	108,464	14,868,490	\$787,820	137	\$7.25

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



Color to Total Volume Percentage



Usage Profile for Service & Supplies

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

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 2/1/2013</i>
<i>Serial Number / Vendor ID</i>			<i>2015-16</i>		
<i>Life / Intro Date</i>	<i>7/1/2015</i>	<i>6/30/2016</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
FARMINGTON HIGH					
Admin Main Office					
Konica Minolta BHC454 / 45 PPM	80,837	113,774	32,937	\$0.003980	None at this time.
A4FJ011004865 / 9342 4563				\$131.09	
1,000,000 / 07/2012	7,124	10,805	3,681	\$0.05095	
Color Photocopier				\$187.55	
KMBS					
Konica Minolta PP5650 / 46 PPM	12,345	16,166	3,821	\$0.006250	9 years from Intro.
A0DX012009235 / 8802 6282				\$23.88	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Athletic Office					
Konica Minolta BH20 / 32 PPM	10,825	14,889	4,064	\$0.003980	None at this time.
A32R012018142 / 8802 6287				\$16.17	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 2/1/2013</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
FARMINGTON HIGH					
Cafeteria Office					
Konica Minolta BH20 / 32 PPM	47,397	63,330	15,933	\$0.003980	None at this time.
A32R012018026 / 8802 6283				\$63.41	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Guidance Office					
Konica Minolta PP5650 / 46 PPM	33,002	48,604	15,602	\$0.006250	9 years from Intro.
A0DX012009236 / 8802 5125				\$97.51	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Library 2					
Konica Minolta BH754 / 75 PPM	551,690	744,916	193,226	\$0.003980	None at this time.
A55V011000233 / 9342 4238				\$769.04	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 2/1/2013</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
FARMINGTON HIGH						
<i>Library Room 104</i>						
Konica Minolta BHC454 / 45 PPM	225,267	385,681	160,414	\$0.003980	None at this time.	
A4FJ011004730 / 9342 4239				\$638.45		
1,000,000 / 07/2012	42,877	64,498	21,621	\$0.05095		
Color Photocopier				\$1,101.59		
KMBS						
<i>Room 106</i>						
Konica Minolta BH20 / 32 PPM	13,569	17,265	3,696	\$0.003980	None at this time.	
A32R012018017 / 8802 6286				\$14.71		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
KMBS						
<i>Room 200</i>						
Konica Minolta BH20 / 32 PPM	35,051	48,615	13,564	\$0.003980	None at this time.	
A32R012018024 / 8802 6285				\$53.98		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
KMBS						

					Date of Last Upgrade: 2/1/2013
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2015	6/30/2016	2015-16		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
FARMINGTON HIGH					
Room 207 Art					
Konica Minolta MC 3730 / 25 PPM	2,424	4,145	1,721	\$0.006250	None at this time.
A0VD017002499 / 8802 6281				\$10.76	
500,000 / 11/2010	2,595	3,078	483	\$0.05738	
Color Network Printer				\$27.71	
KMBS					
Room 209					
Konica Minolta MC 3730 / 25 PPM	7,685	12,122	4,437	\$0.006250	None at this time.
A0VD017002454 / 8802 5124				\$27.73	
500,000 / 11/2010	1,295	1,573	278	\$0.05738	
Color Network Printer				\$15.95	
KMBS					
Room 212					
Konica Minolta MC 3730 / 25 PPM	33,748	36,754	3,006	\$0.006250	None at this time.
A0VD017002493 / 8802 5432				\$18.79	
500,000 / 11/2010	1,650	1,722	72	\$0.05738	
Color Network Printer				\$4.13	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 2/1/2013
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
FARMINGTON HIGH					
Room 216					
Konica Minolta PP5650 / 46 PPM	25,968	36,163	10,195	\$0.006250	9 years from Intro.
A0DX012009234 / 8802 6284				\$63.72	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Special Ed Room 104A					
Konica Minolta BH360 / 36 PPM	123,476	183,561	60,085	\$0.003980	9 years from Intro.
36GE00183 / 9342 4255				\$239.14	
750,000 / 03/2007	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Teachers' Room 2nd Floor					
Konica Minolta BH754 / 75 PPM	1,118,036	1,482,757	364,721	\$0.003980	None at this time.
A55V011000227 / 9342 4561				\$1,451.59	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			887,422	\$3,619.97	
Subtotals Color			26,135	\$1,336.93	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i>	
	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
FARMINGTON LEARNING ACADEMY						
<i>Alternate Education</i>						
Konica Minolta BH20 / 32 PPM	36,580	55,664	19,084	\$0.003980	None at this time.	
A32R012018021 / 8802 5109				\$75.95		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
KMBS						
<i>Subtotals Black</i>			19,084	\$75.95		
<i>Subtotals Color</i>			0	\$0.00		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 2/1/2013</i>	
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
HENRY WILSON MEMORIAL						
Computer Lab Room 14						
Konica Minolta MC 3730 / 25 PPM A0VD017002492 / 500,000 / 11/2010 Color Network Printer	29,121 4,380	34,551 4,617	5,430 237	\$0.006250 \$33.94 \$0.05738 \$13.60	None at this time.	
KMBS						
Grades 4-6 Copy Center Room 128						
Konica Minolta BH754 / 75 PPM A55V011000175 / 9342 4564 4,000,000 / 03/2013 Black Photocopier	719,855 0	1,052,752 0	332,897 0	\$0.003980 \$1,324.93 \$0.00000 \$0.00		None at this time.
KMBS						
Konica Minolta BH754 / 75 PPM A55V011000245 / 9342 4251 4,000,000 / 03/2013 Black Photocopier	923,234 0	1,309,826 0	386,592 0	\$0.003980 \$1,538.64 \$0.00000 \$0.00	None at this time.	
KMBS						

					Date of Last Upgrade: 2/1/2013
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2015-16		
Vendor	7/1/2015 Meter	6/30/2016 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
HENRY WILSON MEMORIAL					
Grades 7-8 Special Ed Room 16					
Konica Minolta BH500 / 50 PPM	315,064	340,570	25,506	\$0.003980	10 years from Intro.
50GE05757 / 8802 5441				\$101.51	
2,000,000 / 10/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Guidance Office Room 121A					
Konica Minolta MC 3730 / 25 PPM	7,114	8,920	1,806	\$0.006250	None at this time.
A0VD017002488 / 8802 5154				\$11.29	
500,000 / 11/2010	981	1,947	966	\$0.05738	
Color Network Printer				\$55.43	
KMBS					
Main Office Room 120					
Konica Minolta BH500 / 50 PPM	321,779	360,939	39,160	\$0.003980	10 years from Intro.
50GE08643 / 8800 4649				\$155.86	
2,000,000 / 10/2006	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 2/1/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
HENRY WILSON MEMORIAL					
Room 104					
Konica Minolta BH754 / 75 PPM	659,303	912,815	253,512	\$0.003980	None at this time.
A55V011000260 / 9342 4237				\$1,008.98	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BHC454 / 45 PPM	114,273	157,477	43,204	\$0.003980	None at this time.
A4FJ011007127 / 9342 4241				\$171.95	
1,000,000 / 07/2012	28,140	35,845	7,705	\$0.05095	
Color Photocopier				\$392.57	
KMBS					
Room 108 - Assistant Principal					
Konica Minolta MC 3730 / 25 PPM	8,714	8,857	143	\$0.006250	None at this time.
A0VD017002486 / 8802 5429				\$0.89	
500,000 / 11/2010	1,338	1,349	11	\$0.05738	
Color Network Printer				\$0.63	
KMBS					

					Date of Last Upgrade: 2/1/2013
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2015	6/30/2016	2015-16		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
HENRY WILSON MEMORIAL					
Room 123 - Special Ed Grades 4-6					
Konica Minolta BH600 / 60 PPM	411,727	439,037	27,310	\$0.003980	11 years from Intro.
57BE06768 / 8801 0103				\$108.69	
3,000,000 / 11/2005	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 2/1/2013</i>	
<i>Serial Number / Vendor ID</i>						
<i>Life / Intro Date</i>						
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
HENRY WILSON MEMORIAL						
Room 127 - Library						
Konica Minolta MC 3730 / 25 PPM	0	146	146	\$0.006250	None at this time.	
A0VD017002487 / 8802 5430				\$0.91		
500,000 / 11/2010	365	401	36	\$0.05738		
Color Network Printer				\$2.07		
KMBS						
Konica Minolta PP5650 / 46 PPM	65,946	87,607	21,661	\$0.006250	9 years from Intro.	
A0DX012009237 / 8802 5440				\$135.38		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Konica Minolta PP5650 / 46 PPM	55,747	81,566	25,819	\$0.006250	9 years from Intro.	
A0DX012009241 / 8802 5439				\$161.37		
1,000,000 / 12/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 2/1/2013	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
HENRY WILSON MEMORIAL						
Room 23						
HP Color Laser Jet 2840 / 20 PPM CNJC8430FM / 500,000 / 05/2005 Color Network Printer	29,692 31,383	29,692 31,383	0 0	\$0.015300 \$0.00 \$0.08925 \$0.00	Removed from service; disposed of.	
AXIS						
TBD: IT Storage In Box						
Konica Minolta MC 3730 / 25 PPM A0VD017002596 / 500,000 / 11/2010 Color Network Printer	0 0	0 0	0 0	\$0.006250 \$0.00 \$0.05738 \$0.00		None at this time.
KMBS						
Subtotals Black			1,163,186	\$4,754.34		
Subtotals Color			8,955	\$464.29		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 2/1/2013</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU 61					
Business Manager					
Konica Minolta BH20 / 32 PPM	13,196	23,652	10,456	\$0.003980	None at this time.
A32R012017841 / 8802 5437				\$41.61	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Copy Room 1st Floor					
Konica Minolta BH552 / 55 PPM	191,417	285,934	94,517	\$0.003980	None at this time.
A2WV011007957 / 9342 5664				\$376.18	
3,000,000 / 02/2011	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 2/1/2013</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU 61					
<i>Copy Room 2nd Floor</i>					
Konica Minolta BHC454 / 45 PPM A4FJ011006770 / 9342 4566 1,000,000 / 07/2012 Color Photocopier	346,765	487,810	141,045	\$0.003980 \$561.36 \$0.05095 \$2,219.79	None at this time.
KMBS					
Konica Minolta PP5650 / 46 PPM A0DX012009238 / 8802 5152 1,000,000 / 12/2007 Black Network Printer	5,841 0	6,228 0	387 0	\$0.006250 \$2.42 \$0.00000 \$0.00	9 years from Intro.
KMBS					
<i>Copy Room 2nd Floor MICR</i>					
HP Laser Jet P4015N / 52 PPM CNDY282888 / 3,000,000 / 05/2008 Black Network Printer	80,310 0	83,445 0	3,135 0	\$0.020150 \$63.17 \$0.00000 \$0.00	8 years from Intro.
AXIS					

Date of Last Upgrade: 2/1/2013						
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SAU 61						
IT Office (STORAGE)						
Konica Minolta BH20 / 32 PPM A32R012018018 / 750,000 / 08/2010 Black Laser MFP	51,889 0	51,889 0	0 0	\$0.003980 \$0.00 \$0.00000 \$0.00	None at this time.	
KMBS						
Stephanie's Office Room 312						
Konica Minolta BH20 / 32 PPM A32R012018022 / 8802 5151 750,000 / 08/2010 Black Laser MFP	23,464 0	30,715 0	7,251 0	\$0.003980 \$28.86 \$0.00000 \$0.00		None at this time.
KMBS						
Superintendent's Office						
Konica Minolta BH20 / 32 PPM A32R012018020 / 8802 5153 750,000 / 08/2010 Black Laser MFP	6,929 0	7,422 0	493 0	\$0.003980 \$1.96 \$0.00000 \$0.00	None at this time.	
KMBS						
Subtotals Black		257,284	\$1,075.56			
Subtotals Color		43,568	\$2,219.79			

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 2/1/2013	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
TECH CENTER						
Facilities Manager						
Konica Minolta BH20 / 32 PPM A32R012018019 / 8802 5156 750,000 / 08/2010 Black Laser MFP	2,435	2,468	33	\$0.003980 \$0.13 \$0.00000 \$0.00	Underused!	
KMBS						
IT Office						
Konica Minolta MC 3730 / 25 PPM A0VD017002580 / 8802 5155 500,000 / 11/2010 Color Network Printer	6,105	8,107	2,002	\$0.006250 \$12.51 \$0.05738 \$132.03		None at this time.
KMBS						
Subtotals Black						
Subtotals Color						
			2,035	\$12.64		
			2,301	\$132.03		

					Date of Last Upgrade: 2/1/2013
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2015	6/30/2016	2015-16		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
VALLEY VIEW COMMUNITY					
Computer Lab Room 206					
Konica Minolta PP5650 / 46 PPM	27,123	35,570	8,447	\$0.003980	9 years from Intro.
A0DX012009239 / 8702 2498				\$33.62	
1,000,000 / 12/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Copy Center Room 119					
Konica Minolta BH754 / 75 PPM	1,119,010	1,577,209	458,199	\$0.003980	None at this time.
A55V011000127 / 9342 4575				\$1,823.63	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Library					
Konica Minolta BH20 / 32 PPM	4,793	8,813	4,020	\$0.003980	None at this time.
A32R012017814 / 8702 2497				\$16.00	
750,000 / 08/2010	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 2/1/2013</i> <i>Recommendations</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>		
VALLEY VIEW COMMUNITY						
Room 102 - Main Office						
Konica Minolta BHC454 / 45 PPM	225,860	282,984	57,124	\$0.003980	None at this time.	
A4FJ011007150 / 9342 4244				\$227.35		
1,000,000 / 07/2012	97,957	141,967	44,010	\$0.05095		
Color Photocopier				\$2,242.31		
KMBS						
Room 134						
HP Color Laser Jet 2840 / 20 PPM	6,306	6,306	0	\$0.015300	Removed from service; disposed of.	
CNJC8430FQ /				\$0.00		
500,000 / 05/2005	8,781	8,781	0	\$0.08925		
Color Network Printer				\$0.00		
AXIS						
Room 144						
Konica Minolta BH20 / 32 PPM	7,632	15,066	7,434	\$0.003980	None at this time.	
A32R012017818 / 8702 2496				\$29.59		
750,000 / 08/2010	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
KMBS						

Date of Last Upgrade: 2/1/2013						
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
VALLEY VIEW COMMUNITY						
Room 228						
Konica Minolta BH754 / 75 PPM A55V011000284 / 9342 4252 4,000,000 / 03/2013 Black Photocopier	1,027,942 0	1,497,891 0	469,949 0	\$0.003980 \$1,870.40 \$0.00000 \$0.00	None at this time.	
KMBS						
Room 248 - Teachers' Room						
Konica Minolta BH754 / 75 PPM A55V011000052 / 9342 4253 4,000,000 / 03/2013 Black Photocopier	258,788 0	347,913 0	89,125 0	\$0.003980 \$354.72 \$0.00000 \$0.00	None at this time.	
KMBS						
Subtotals Black		1,094,298		\$4,355.31		
Subtotals Color		44,010		\$2,242.31		

<i>District Wide Black Totals</i>	3,423,309	\$13,893.78
<i>District Wide Color Totals</i>	124,969	\$6,395.36

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 2015-16 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
3,423,309	\$0.01761	\$60,284.47

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
3,423,309	\$0.00406	\$13,898.63	\$46,385.84	\$231,929.18

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$46,385.84 x 8 years as a Client

=\$371,086.70 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
Farmington High	887,422	\$3,656.25	\$4,403.39	\$10,764.90	\$18,824.54
Farmington Learning Academy	19,084	\$76.72	\$94.69	\$231.50	\$402.91
Henry Wilson Memorial	1,163,186	\$4,801.97	\$5,771.73	\$14,110.07	\$24,683.77
SAU 61	257,284	\$1,086.36	\$1,276.64	\$3,120.99	\$5,484.00
Tech Center	2,035	\$12.77	\$10.10	\$24.69	\$47.55
Valley View Community	1,094,298	\$4,399.08	\$5,429.91	\$13,274.42	\$23,103.40
Total	3,423,309	\$14,033.14	\$16,986.46	\$41,526.57	\$72,546.17

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 Ricoh MP 9003 SP RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 90 Copies per Minute are coming in at **\$7,435** with a Retail Cost of \$51,053....**15% 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
Farmington High	26,135	\$1,350.31
Farmington Learning Academy	0	\$0.00
Henry Wilson Memorial	8,955	\$468.94
SAU 61	43,568	\$2,242.01
Tech Center	2,301	\$133.34
Valley View Community	44,010	\$2,264.75
<i>Total</i>	124,969	\$6,459.36

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 1.1%.**

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Axis Business Solutions	Black Network Printer	3,135	\$0.02015	\$63.17	\$0.02035	\$63.80
Axis Business Solutions	Color Network Printer	0	\$0.01530	\$0.00	\$0.01545	\$0.00
Konica-Minolta Business Solutions	Black Laser MFP	86,028	\$0.00398	\$342.39	\$0.00402	\$345.83
Konica-Minolta Business Solutions	Black Network Printer	8,447	\$0.00398	\$33.62	\$0.00402	\$33.96
Konica-Minolta Business Solutions	Black Network Printer	77,485	\$0.00625	\$484.28	\$0.00631	\$488.93
Konica-Minolta Business Solutions	Black Photocopier	2,794,799	\$0.00398	\$11,123.30	\$0.00402	\$11,235.09
Konica-Minolta Business Solutions	Color Network Printer	18,691	\$0.00625	\$116.82	\$0.00631	\$117.94
Konica-Minolta Business Solutions	Color Photocopier	434,724	\$0.00398	\$1,730.20	\$0.00402	\$1,747.59
Total		3,423,309	\$0.00406	\$13,893.78	\$0.00410	\$14,033.14

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 1.1%.**

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Axis Business Solutions	Color Network Printer	0	\$0.08925	\$0.00	\$0.09014	\$0.00
Konica-Minolta Business Solutions	Color Network Printer	4,384	\$0.05738	\$251.55	\$0.05795	\$254.05
Konica-Minolta Business Solutions	Color Photocopier	120,585	\$0.05095	\$6,143.81	\$0.05146	\$6,205.30
Total		124,969	\$0.05118	\$6,395.36	\$0.05169	\$6,459.36

Reprographic Equipment Assessment

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

Total Number of Units	47
Total Number of Units on Lease	42
Total Number of Units Owned	5
Lease Company	Northway Bank
Lease Start Date	2/1/2013
Lease End Date	8/1/2017
Term	5 years
Annual Payment usually due on 8/1	\$41,526.57
Remaining Payments	1

**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 BH20	A32R012018024
Farmington High	Konica Minolta BHC454	A4FJ011004865
Farmington High	Konica Minolta PP5650	A0DX012009234
Farmington High	Konica Minolta MC 3730	A0VD017002493
Farmington High	Konica Minolta MC 3730	A0VD017002454
Farmington High	Konica Minolta MC 3730	A0VD017002499
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 Learning Academy	Konica Minolta BH20	A32R012018021
Henry Wilson Memorial	Konica Minolta PP5650	A0DX012009241
Henry Wilson Memorial	Konica Minolta MC 3730	A0VD017002488
Henry Wilson Memorial	Konica Minolta BHC454	A4FJ011007127
Henry Wilson Memorial	Konica Minolta BH754	A55V011000260
Henry Wilson Memorial	Konica Minolta MC 3730	A0VD017002486
Henry Wilson Memorial	Konica Minolta PP5650	A0DX012009237
Henry Wilson Memorial	Konica Minolta BH754	A55V011000245
Henry Wilson Memorial	Konica Minolta BH754	A55V011000175
Henry Wilson Memorial	Konica Minolta MC 3730	A0VD017002596
Henry Wilson Memorial	Konica Minolta MC 3730	A0VD017002492
Henry Wilson Memorial	Konica Minolta MC 3730	A0VD017002487
SAU 61	Konica Minolta BH20	A32R012018022
SAU 61	Konica Minolta PP5650	A0DX012009238
SAU 61	Konica Minolta BH20	A32R012018020

Building	Make/Model	Serial Number
SAU 61	Konica Minolta BH20	A32R012017841
SAU 61	Konica Minolta BHC454	A4FJ011006770
SAU 61	Konica Minolta BH552	A2WV011007957
SAU 61	Konica Minolta BH20	A32R012018018
Tech Center	Konica Minolta MC 3730	A0VD017002580
Tech Center	Konica Minolta BH20	A32R012018019
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
Valley View Community	Konica Minolta PP5650	A0DX012009239

Owned Equipment

Building	Make/Model	Serial Number
Farmington High	Konica Minolta BH360	36GE00183
Henry Wilson Memorial	Konica Minolta BH500	50GE05757
Henry Wilson Memorial	Konica Minolta BH600	57BE06768
Henry Wilson Memorial	Konica Minolta BH500	50GE08643
SAU 61	HP Laser Jet P4015N	CNDY282888



Service and Supply Contract - Client

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

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

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

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

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

**AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants**

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By: _____

Title: _____

Date: _____

Signature: _____

Named Contracted Vendor: Vendor

Warranty

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

The only exclusions to this Warranty are as follows:

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

AGREED AND ACCEPTED BY:
Vendor

By: John Cox

Title: Market Vice President

Date:

Signature: _____

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date:

Signature: _____

12/23/13

StarDoc User Names

Name	User Name
Diana Jansen	djansen@sau61.org
Jessica Richardson	jrichardson@sau61.org
Laurie Verville	lverville@sau61.org
Mr. Jozokos	mjozokos@sau61.org
Rebecca Fredette	rfredette@sau61.org
Rick Bailey	rbailey@sau61.org
Sharon Lalkas	slalkas@sau61.org
Sharon Langis	slangis@sau61.org
Sheryl Olstad	solstad@sau61.org

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



2012

STARDOC created

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

2013

Daily Tracking

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

2014

Monthly Audits

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

2015

New Mapping Options & Asset Management

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



- **Cost Projection by Department or Building** - Who Benefits? Accounts Payable, Business Manager and Superintendent
 - Allows you to formulate next year's budgets as early as December
 - Allows you to see the projected usage bill in advance
 - Tabulate total budgets and total 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
 - Non-Reporting device listing for devices that haven't reported for more than 2 weeks
 - Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TV's)
- **Floor Plans Admin** - Who Benefits? Business Manager and IT
 - Allows IT and Business Manager to move devices around on Floor Plan
 - 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 Star Doc
 - Toggle Email all (Toner, Service Monthly Audits)
- **Device Listing Page** - Who Benefits? Business Manager and IT
 - 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



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 84 clients with over 5,000 devices doing more than 306 million copies and prints per year. In 2015 we purchased approximately 1,070 printing devices, with over 83 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 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 \$17.4 million over five years!****



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: In 2015 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 5,000 pieces of equipment;
Our relationship with our vendors has never been stronger!