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

FY22
Annual
Report

With FY23 Projections

Duane Ford
NHSAU 67 - Bow
20 Robert Rogers Road
Dunbarton, NH 03046

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

October 2022

Duane Ford
NHSAU 67 - Bow
20 Robert Rogers Road
Dunbarton, NH 03046

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Duane:

Specialized Purchasing Consultants is pleased to present your FY22 Annual Report, taking a look at where we are in recovering from the pandemic restrictions and changes, and looking ahead to continued cost savings and recommendations to maintain your equipment and ensure your vendors are giving the best service possible.

The past few years were unprecedented with the restrictions brought on by the pandemic, and this year was no exception. Because of the delays brought on by the pandemic we chose to submit our copier bid in February rather than wait until March/April. This proved to be a good move for many reasons.

The industry continues to experience major backorder issues on equipment, something we've not had to deal with in years past. Bidding early meant boards could approve results and orders could be placed early. We were also able to lock in new service and supply pricing for existing equipment while orders were delayed so as not to disrupt budgets already established for the new fiscal year based on upgrading equipment.

Even after our bids were received and awarded, though, one major vendor wanted to increase their pricing because of the increased inflation rate that took place after the bid process. We were able to negotiate with them and hold the pricing we received back in February. Again, starting the bid process early proved to be a positive move.

Finally, while the industry experienced an over 9% inflation rate, SPC was able to continue to hold down service and supply costs for all of our clients because of SPC's allowable CPC increase cap of 5%.

As always, we are grateful for your continued confidence in the services SPC provides and in our efforts to secure better pricing on equipment, service and supplies than can be obtained independently. We look forward to working with you another year and into the future.

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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MEET YOUR TEAM

Skip Tilton, President
Billie Jo Tilton, Vice President

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

Alex Webster
Operations, Marketing & IT Manager

Alex is involved in every aspect of SPC. He actively seeks to improve the cooperative bid process and is continually seeking to improve the buying power in New England. Alex organizes and prepares the bids for new and existing clients, tabulates the results, and presents them to our clients. He also maintains our office equipment and utilizes the latest technology to maintain STARDoc and FM Audit so our clients always have access to valuable information on their equipment.

Pam Weed
Client-Vendor Relations

Pam helps maintain a good relationship between clients and vendors, overseeing warranty complaints and replacements, equipment upgrades and changes, end-of-year meter collection and billing, and Annual Reports. Pam also assists with marketing SPC services.

Kelly Fortier
Finance Support

Kelly is a valuable asset to the SPC Finance Department. Her versatility in managing various aspects of accounting, lease documentation, and service and supply contracts benefits her team and the clients she works with.

Heidi Tilton
Office Support

Heidi assists with bookkeeping and billing for both clients and vendors, processing payments, contact information updates, and other office support.

Sue Penney
Administrative & Finance Manager

Sue coordinates and oversees all billing, leases, and contracts. Her decades of financial expertise benefit the Billing Team by her attention to detail and ability to prioritize to ensure accuracy and timeliness of all finance projects.

Robert Dutil
Information Technology

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

Jamin Tilton
Operations Support

Jamin plays a vital role in ensuring equipment surveys, installations, and trades go smoothly, coordinating with clients and vendors and maintaining a schedule that is beneficial for all. Jamin also assists Alex in many technical areas such as maintaining STARDoc and FM Audit as well as with computer maintenance.

SPC TIMELINE

1988   Specialized Purchasing Consultants opens its doors

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

1999   Improved Annual Report

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

2001   Meter Collection

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

2002   Bond Counsel Review

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

2003   Bond Counsel Review of Contracts and Warranties

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

2012   STARDoc and Simplified Billing Developed and Implemented

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

2013   STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014   STARDoc - Monthly Audits

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

2015   STARDoc - Mapping Options and Asset Management

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

SPC TIMELINE (Continued)

2018 STARDoc - Improved Pinpointing of Budget and Communications

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

2019 STARDoc – Service Histories, Chromebook Bid

- Mandatory annual fleet service history: Provides data on the overall reliability of the fleet.
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.
- Five-Year Fleet Management (FYFM): Projecting out five-year costs for all equipment based on current and past usage.

2020 Mock Bids - Warranty and Relief Fund

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

2021 Vendor Services and Warranty Relief Equipment

- Vendor Bid Portal allows vendors to electronically submit bids, ensuring accuracy and saving time when calculating bid results for presentation.
- Premier Vendors Classification notes which vendors are not only cooperative to SPC bids but who demonstrate willingness to support SPC's processes before, during, and after the bid.
- Warranty Relief Equipment Base: Premier Vendors will have access to SPC-traded high-quality, low-meter machines. For more information, see the last page of the Annual Report.

2022 Vendor Bid

- Put bid out in February instead of late spring.
- This early bidding saved clients thousands due to inflation and price increases that took place after bid pricing was locked in, preventing higher rates to our clients.
- This also allowed for early ordering to accommodate backorders.
- We were also able to lock in bid rates for existing equipment until new equipment could be installed after the start of the new fiscal year.

2023 SPC Roadmap

- STARDoc Upgrade: Process is in place to give STARDoc a more modern facelift.

EQUIPMENT HEALTH STATUS

Total Number of Machines   **95**

Total Black Photocopiers & MFPs:	12
Total Color Photocopiers & MFPs:	9
Total Black Network Printers:	57
Total Color Network Printers:	17
Total Removed From Service:	0

# of Units Not in Use for FY22   4

# of Units OFF Warranty**	0
# of Units Approaching End of Warranty	0
# of Units Overused	0
# of Units Underused	0

Contract Commencement Date	08/02/2020
All Warranties and Service Contracts Expire	06/30/2026
# of Annual Payments Left on Lease	3

**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 Duane,

    Despite increased inflation and a continued backlog of orders – unprecedented in SPC history – SPC managed to maintain the buying power we established three decades ago and keep equipment and service & supply pricing lower than anything found in the industry.

    Because equipment continues to be backordered, SPC will again put our equipment bid out to our vendors in February of 2023 rather than wait until April or May. This allows SPC to lock in low pricing before increases take effect, for vendors to get orders placed early, and for client budgets to be planned for the new fiscal year.

    Currently, your color usage averages 64 copies per student compared to the industry average of 243 (See pages 13 & 14). While this is lower than the industry, managing color is an ongoing battle. In 2020 & 2021, SPC aggressively started to add PaperCut in an effort to successfully bring color usage under control. We are able to do this without adding to your overall budget (See page 45).

    We can discuss this and any other concerns at our meeting.

Sincerely,

Skip

NHSAU 67 – Bow
Duane Ford
32 White Rock Hill Road, Bow NH, 03304
Five-Year Basis beginning with the 2020/2021 Fiscal Year

Copies-per-Year: 4,271,111

Present vs. Proposed Recommendations as of 8/2/2020

PRESENT SITUATION	PROPOSED SITUATION
1) Guarantees on Photocopiers: **1 Year**	1) Guarantees for both New, Recons & Used Machines: **Five + Years**
2) Annual Price Ceilings Left: **1 Years**	2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
3) Console Copiers with 3 million plus: 8	3) Console Copiers with 3 Million plus: **16**
4) Units to be Traded: 115	4) Replaced: **91 New**
5) Photocopiers: 15	5) Photocopiers: **16 with Secure Print/Confidential Mailbox**
6) Color Photocopiers: 6	6) Color Photocopiers: **7**
7) MFPs: 15 (7 color devices)	7) MFPs: **4 with 2 Color**
8) Printers: 86 (17 Color Printers)	8) Printers: **71 with 17 Color**
9) Duplexers: 78	9) Duplexers: **91**
10) Finishers: 14	10) Finishers: **16**
Total number of Units: 116	Total number of Units: **91 (Closing out 25 to right size equipment)**

Overall Description of Equipment Fleet:
Presently, you have five different manufacturers & twenty-four different models of copiers and printers. The **new arrangement** will shift to one manufacturer with one vendor servicing everything. This will greatly reduce cost and improve reliability.

Print Management: STARDoc for all devices. Additionally, 16 OCR Modules will be purchased to allow scanning of documents that are searchable. SPC will assist in implementing Papercut Mobility Print as well.

Capital:
Presently, you have **one** municipal lease that will be paid off on August 2nd, 2020. With the new arrangement, you will again have **one** municipal master lease at 3.34**%** interest**.** Your first of five annual lease payments will be due on August 1st, 2021.

Board Approval Date: May 7th, 2020

Service & Supplies:
Considering all of your consumable cost centers including service you are averaging $0.004573 for black and $0.069172 for Color. The new contract will come in at a CPC of **$0.003512 for Black and $0.05069 for Color.**

Vendor Packages:
SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District:

Cost Center	Present	KMBS FY21	KMBS FY22
1. **Service & Supplies Color Photo only:**	$12,631.14	$9,256.18	$9,256.18
2. **Service & Supplies Black Photo only:**	$18,700.00	$14,359.40	$14,359.40
3. **Annual Muni Lease:**	$42,411.39	$42,411.39	$47,439.32
4. **Forced Upgrades (#43 Owned Printers):**	$5,550.00	$00.00	$00.00
Totals:	$79,292.53	$66,026.97	$71,054.90

* Note that with the last upgrade only 64 New units were purchased, while 91 New units are part of the lease.

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy CPC billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th, 2021.** A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service - supply contracts and the warranty cards with the successful bidding vendors.

Security package: Hard Drive Wipes are included in these prices.

NON-CONTRACTED DEVICES

Make - Model	Serial Number	IP Address	Last Update
BROTHER HL-5250DN series	L8J863908	10.30.0.68	2022-06-28 04:08:55
CANON TM-200	BAKG04763	10.40.0.66	2022-10-24 04:09:25
HP PageWide Pro 577 MFP	CN822HY070	10.10.10.222	2022-10-24 04:09:25

With your next upgrade, we highly recommend you incorporate these machines into your next contract. Depending on volume, this could result in significant cost savings. For example, in buying supplies on your own and having your in-house IT staff service them, a color laser device color cost can average as much as 25 cents per print, while our bids are coming in at less than 5 cents per print.

In addition, not including the usage on these machines can throw off your usage ratios shown on the next few pages, which can also affect your future budget planning.

ANNUAL BLACK VOLUME BY LOCATION
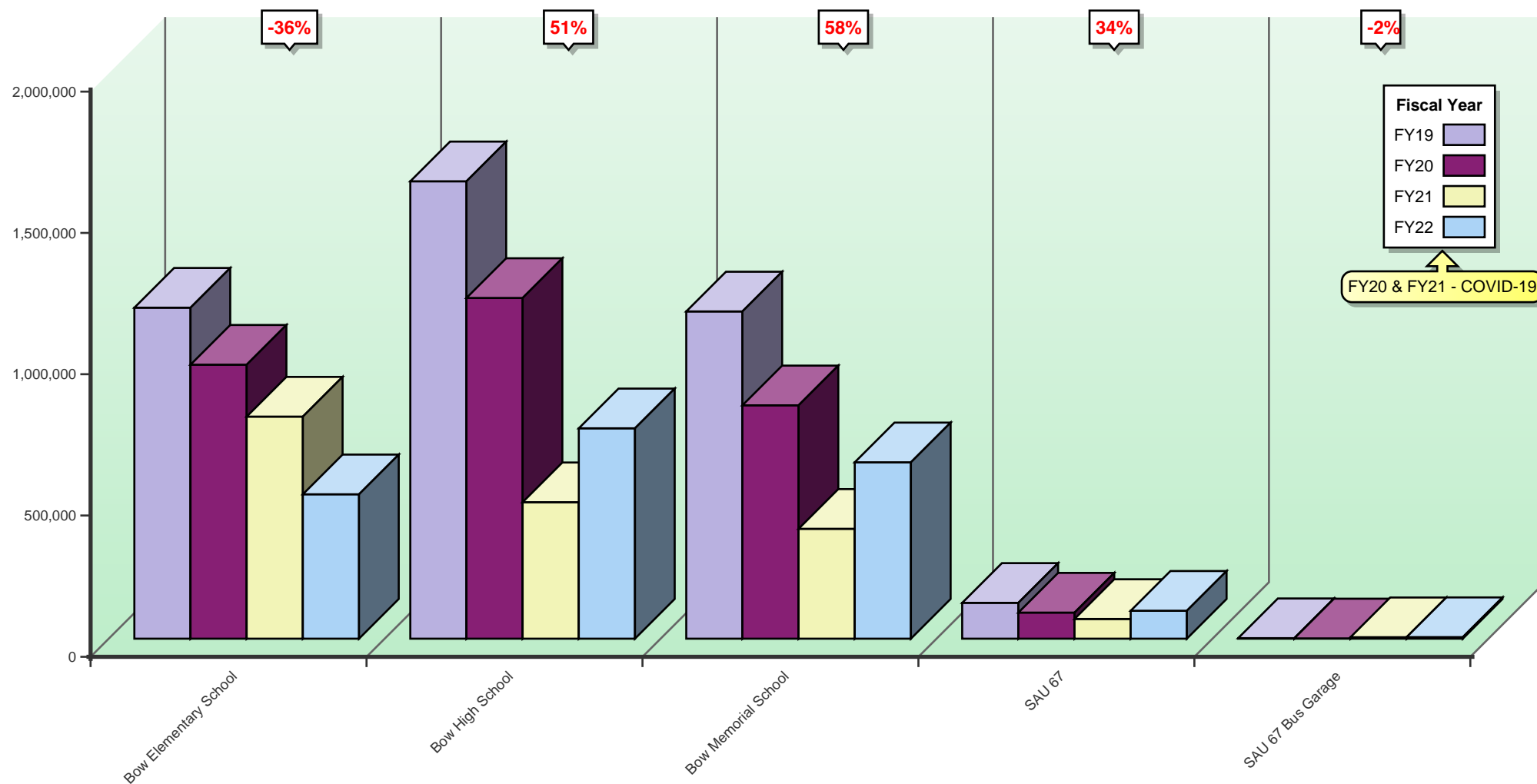
ANNUAL BLACK VOLUME OVERALL
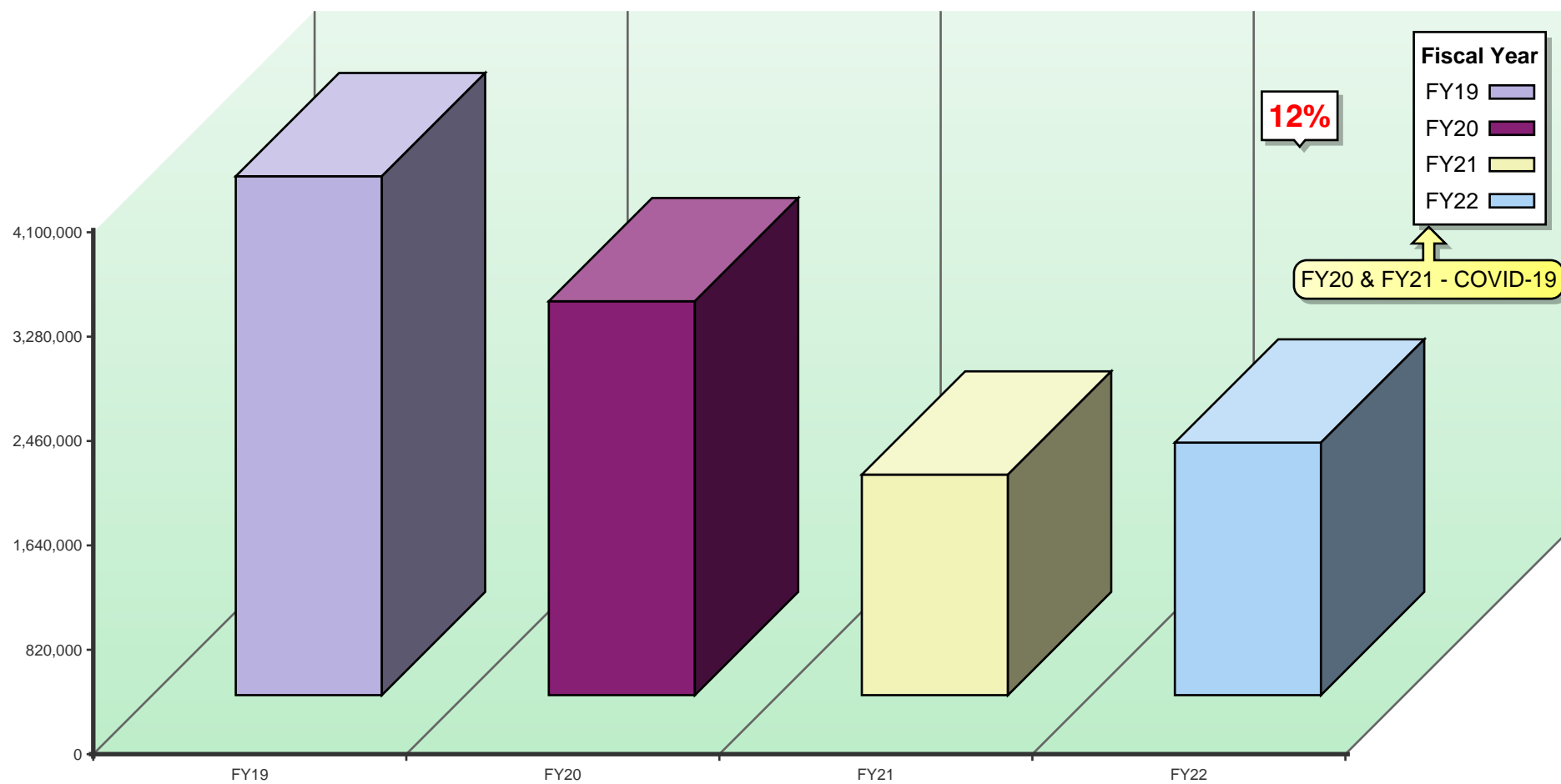
% amount equals the overall increase or decrease between Previous Year & Current Year

AVERAGE STUDENT-TO-COPY USAGE - BLACK

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

Building	Student Population	Annual Black Volume	Total School Cost*	Average Annual Black Prints Per Student	Average Annual Black Cost Per Student
Bow Elementary School	514	510,943	$17,558.78	994	$34.16
Bow High School	626	744,464	$25,524.02	1,189	$40.77
Bow Memorial School	548	624,142	$21,289.91	1,139	$38.85
SAU 67	0	98,917	$3,413.29	0	$0.00
SAU 67 Bus Garage	0	5,482	$201.93	0	$0.00
Totals	1,688	1,983,948	$67,987.94	1,175	$40.28

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

INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,741	149,723,855	$3,872,721.04	1,788	$46.25

*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.
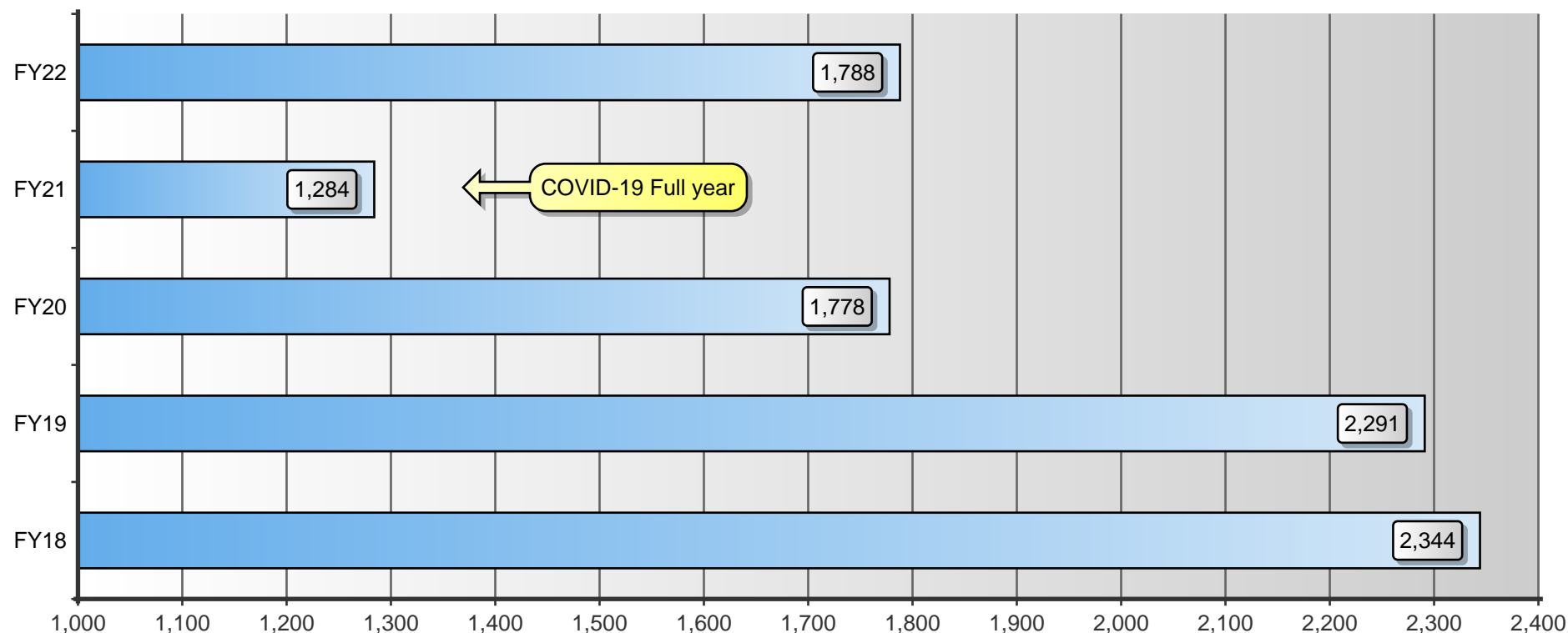
ANNUAL COLOR VOLUME BY LOCATION

Fiscal Year
- FY 19
- FY 20
- FY 21
- FY 22

FY20 & FY21 - COVID-19

-4%   65%   10%   132%   0%

90,000
75,000
60,000
45,000
30,000
15,000
0

Bow Elementary School · Bow High School · Bow Memorial School · SAU 67 · SAU 67 Bus Garage
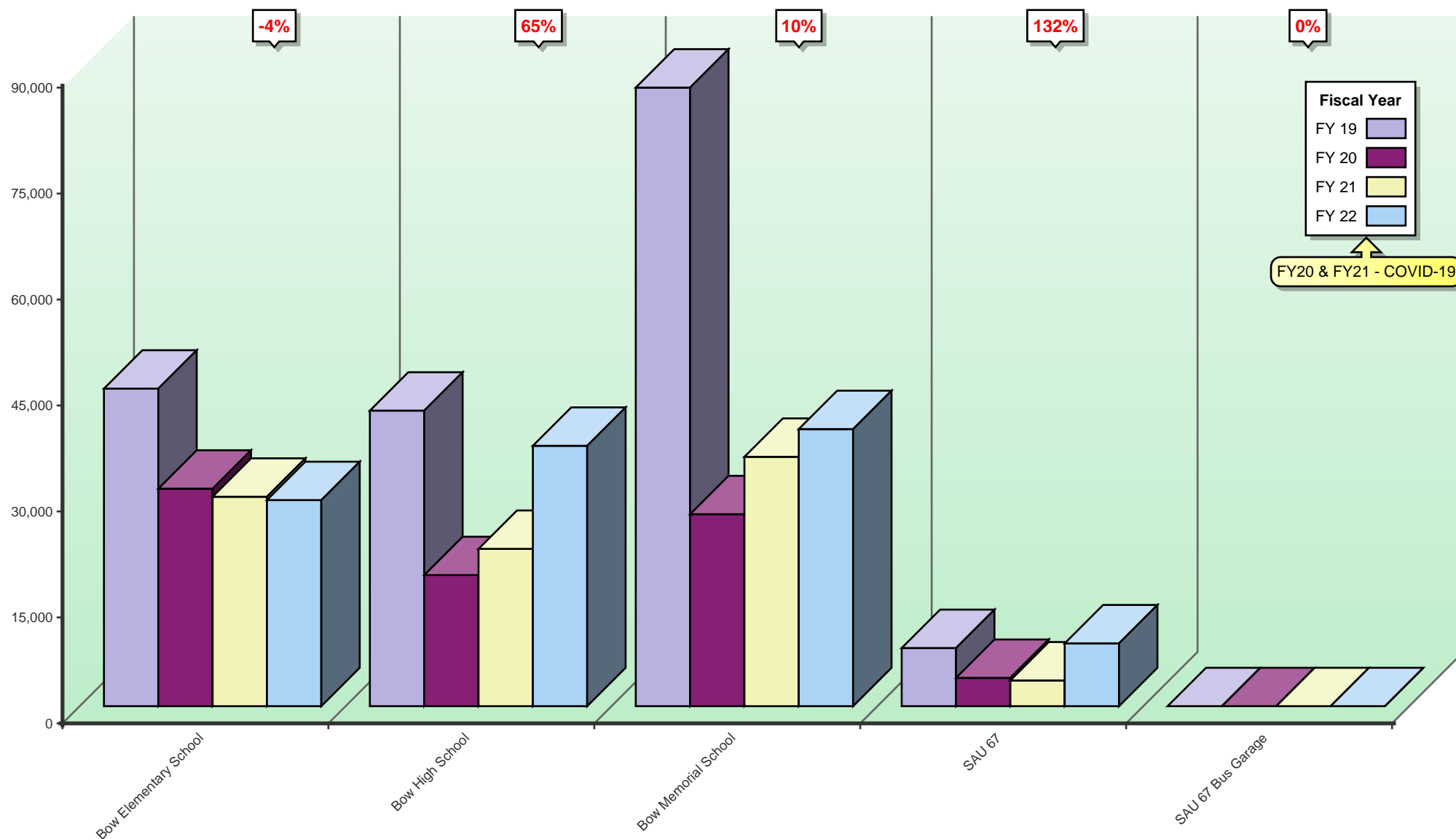
ANNUAL COLOR VOLUME OVERALL

% amount equals the overall increase or decrease between Previous Year & Current Year
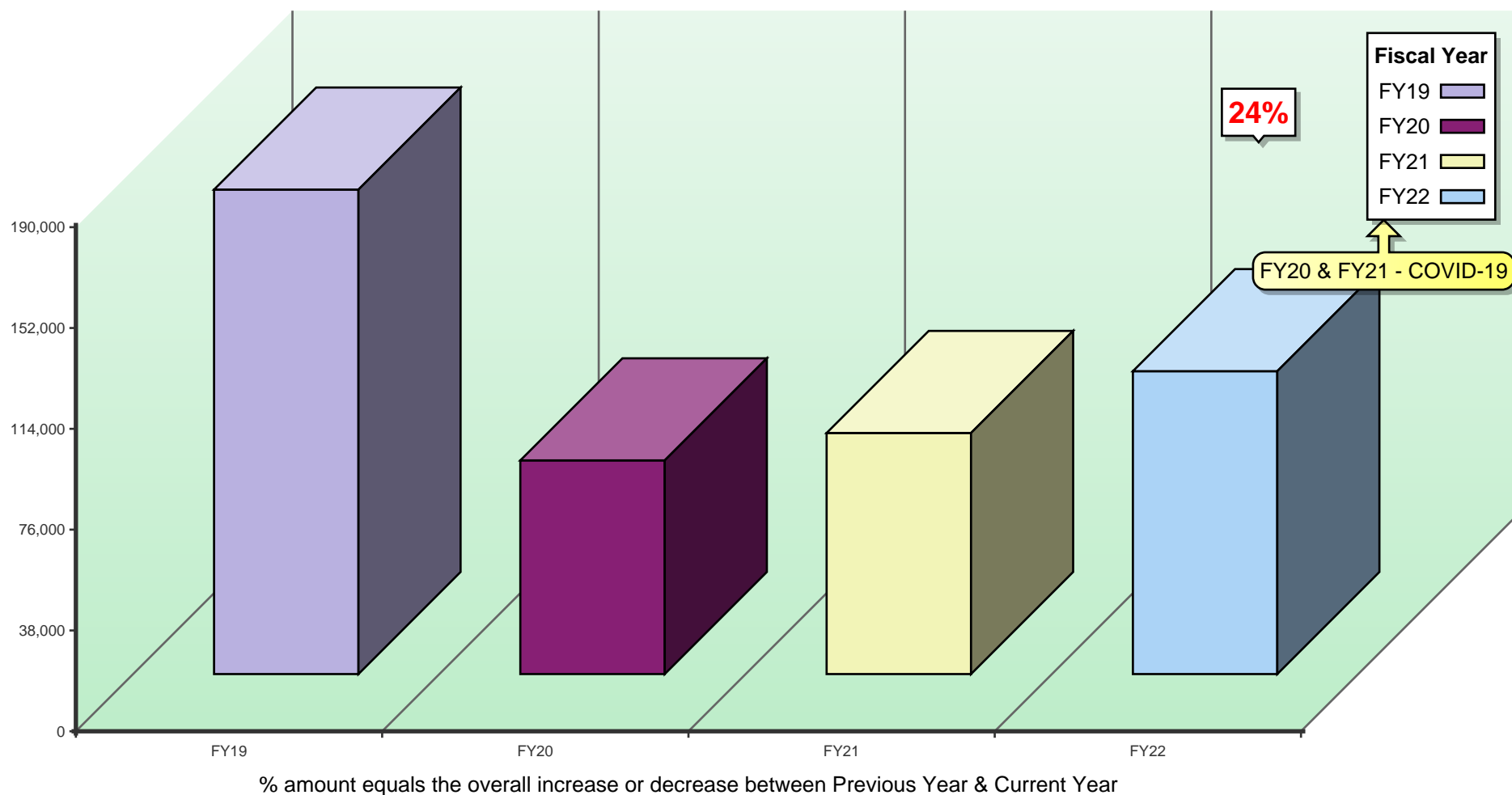
AVERAGE STUDENT-TO-COPY USAGE - COLOR

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

Building	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Bow Elementary School	514	29,172	$1,646.08	57	$3.20
Bow High School	626	36,863	$1,973.63	59	$3.15
Bow Memorial School	548	39,229	$2,206.18	72	$4.03
SAU 67	0	8,895	$490.56	0	$0.00
SAU 67 Bus Garage	0	0	$0.00	0	$0.00
Totals	1,688	114,159	$6,316.44	68	$3.74

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

Note: STARDoc tool will flag any future high color usage. See page 58 of STARDoc Features. Current industry ratio averages 243 color prints per student per year. Your color volume this year averages 68 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,741	20,378,027	$929,875.30	243	$11.10

Total District Cost refers to the cost of Service, Supplies, and Paper. Equipment is calculated only into the Black Volume.
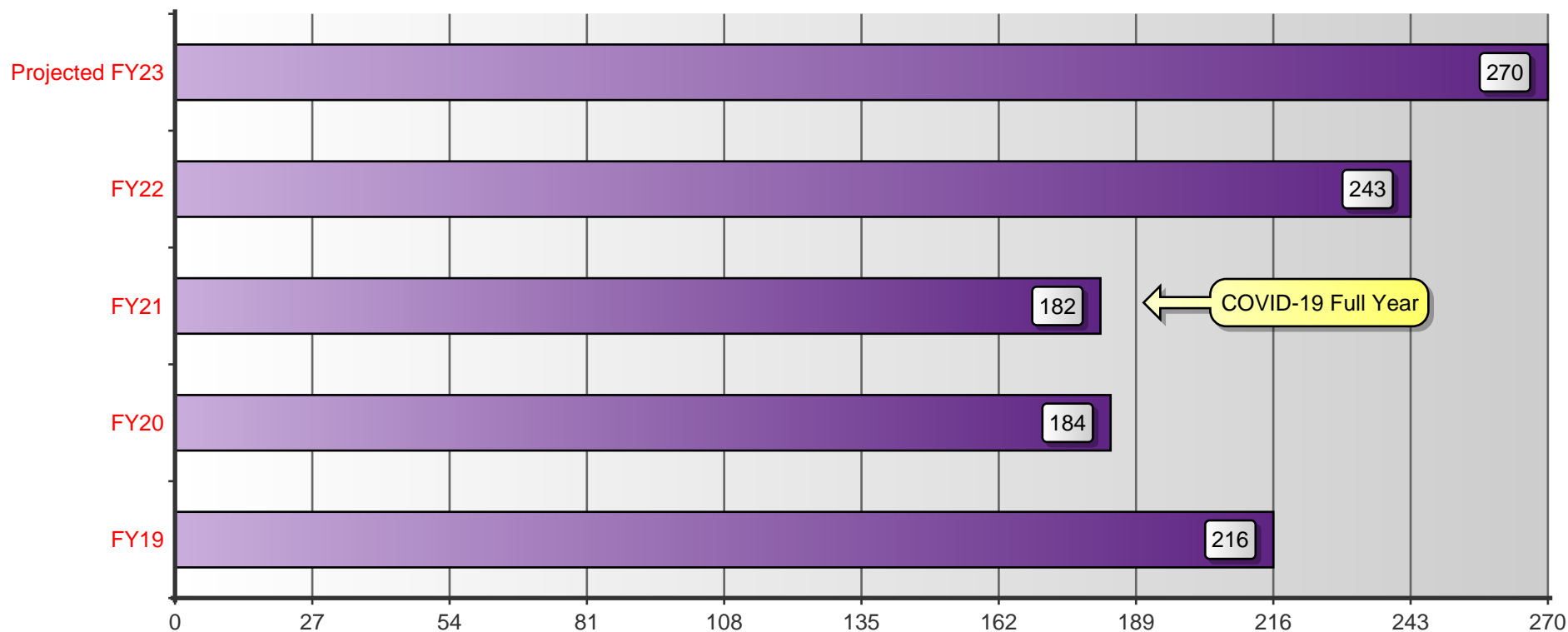
COLOR-TO-TOTAL VOLUME COMPARISON
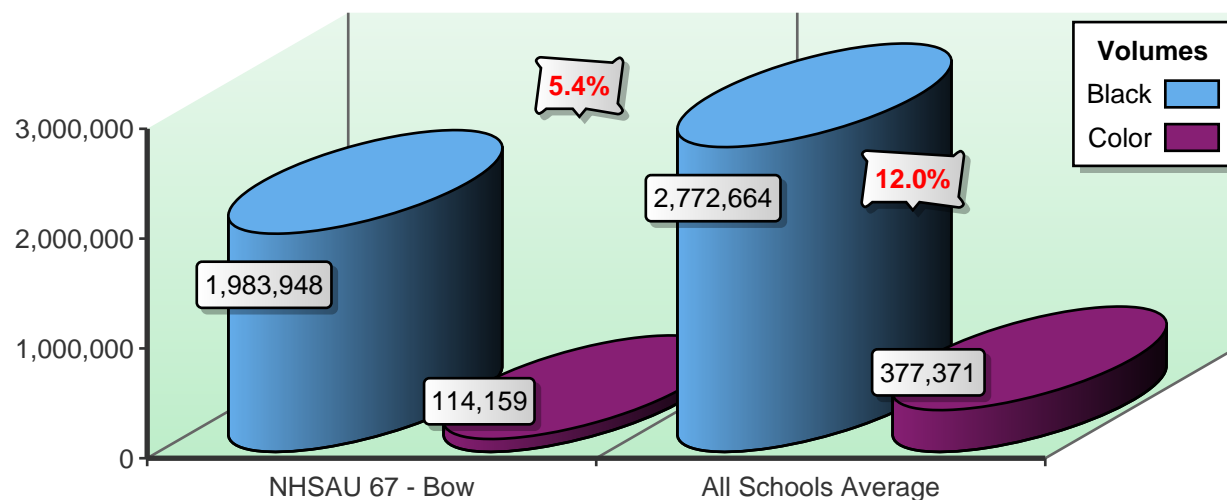
SPC Analysis

Despite the significant drop in color usage over the past two years, color usage has not only recovered, it has soared. FY22 increased average color usage by 33% over FY21. Obviously, some color printing is necessary, but if it is not properly monitored it could negatively impact your entire printing budget. The best time to financially achieve the color control goal is when you do your next upgrade. For that recommendation, please review the Equipment Health Status page.

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

EQUIPMENT USAGE & RECOMMENDATIONS

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

Date of Last Upgrade: 08/02/2015

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Bow Elementary School					
Custodian Room 126					
Konica Minolta BH808 / 80 PPM	221,349	316,487	95,138	$0.00328	None at this time.
A8KN012000114 / 9514 2150				$312.05	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / KMBS				$0.00	
Food Service Room 117					
Konica Minolta BH3602P / 35 PPM	2,531	3,560	1,029	$0.00629	None at this time.
AAFK011001758 / 9514 2318				$6.47	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Guidance Office					
Konica Minolta BH3602P / 35 PPM	3,582	8,043	4,461	$0.00629	None at this time.
AAFK011001769 / 9514 2309				$28.06	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Librarian					
Konica Minolta BH3602P / 35 PPM	2,165	5,607	3,442	$0.00629	None at this time.
AAFK011001765 / 9514 2310				$21.65	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Library (To be Moved)					
Konica Minolta BHC550i / 55 PPM	138,082	160,122	22,040	$0.00328	None at this time.
AA7P011000659 / 9514 2092				$72.29	
3,000,000 / 02/2020	9,453	11,171	1,718	$0.05125	
Color Photocopier / KMBS				$88.05	
Main Office					
Konica Minolta BHC550i / 55 PPM	41,081	70,413	29,332	$0.00328	None at this time.
AA7P011000797 / 9514 2161				$96.21	
3,000,000 / 02/2020	14,153	30,365	16,212	$0.05125	
Color Photocopier / KMBS				$830.87	
Main Office					
Konica Minolta BH808 / 80 PPM	293,229	546,116	252,887	$0.00328	None at this time.
A8KN012000030 / 9514 2143				$829.47	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 108					
Konica Minolta BH3602P / 35 PPM	1,239	3,090	1,851	$0.00629	None at this time.
AAFK011001767 / 9514 2316				$11.64	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 115					
Konica Minolta BH3602P / 35 PPM	2,637	12,545	9,908	$0.00629	None at this time.
AAFK011001752 / 9514 2307				$62.32	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 122					
Konica Minolta BH3602P / 35 PPM	4,360	13,420	9,060	$0.00629	None at this time.
AAFK011001762 / 9514 2319				$56.99	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 124					
Konica Minolta BH3602P / 35 PPM	4,862	14,856	9,994	$0.00629	None at this time.
AAFK011001773 / 9514 2317				$62.86	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 125					
Konica Minolta BH4000i / 42 PPM	1,559	3,006	1,447	$0.00629	None at this time.
ACET011000630 / 9514 2306				$9.10	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 135					
Konica Minolta BH4000i / 42 PPM	4,484	11,248	6,764	$0.00629	None at this time.
ACET011000628 / 9514 2305				$42.55	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 140					
Konica Minolta BHC3300i / 35 PPM	3,052	10,801	7,749	$0.00629	None at this time.
AAJT011001306 / 9514 2158				$48.74	
750,000 / 04/2019	2,172	7,019	4,847	$0.05771	
Color Network Printer / KMBS				$279.72	
Room 201					
Konica Minolta BH4000i / 42 PPM	3,620	3,762	142	$0.00629	None at this time.
ACET011000633 / 9514 2304				$0.89	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 203					
Konica Minolta BH3602P / 35 PPM	9,128	13,637	4,509	$0.00629	None at this time.
AAFK011001770 / 9514 2313				$28.36	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 205					
Konica Minolta BH4000i / 42 PPM	10,447	20,081	9,634	$0.00629	None at this time.
ACET011000631 / 9514 2303				$60.60	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 213 Special Ed					
Konica Minolta BH4000i / 42 PPM	6,422	16,917	10,495	$0.00629	None at this time.
ACET011000408 / 9514 2315				$66.01	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 214					
Konica Minolta BH3602P / 35 PPM	7,087	13,241	6,154	$0.00629	None at this time.
AAFK011001784 / 9514 2311				$38.71	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 216					
Konica Minolta BH3602P / 35 PPM	7,295	16,641	9,346	$0.00629	None at this time.
AAFK011001768 / 9514 2314				$58.79	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 218C					
Konica Minolta BHC3300i / 35 PPM	2,569	4,438	1,869	$0.00629	None at this time.
AAJT011001775 / 9514 2159				$11.76	
750,000 / 04/2019	994	1,050	56	$0.05771	
Color Network Printer / KMBS				$3.23	
Room 219					
Konica Minolta BH3602P / 35 PPM	7,130	10,122	2,992	$0.00629	None at this time.
AAFK011001759 / 9514 2312				$18.82	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 221					
Konica Minolta BH3602P / 35 PPM	5,128	12,090	6,962	$0.00629	None at this time.
AAFK011001783 / 9514 2308				$43.79	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Work Room Color					
Konica Minolta BHC3300i / 35 PPM	2,867	6,605	3,738	$0.00629	None at this time.
AAJT011000577 / 9514 2149				$23.51	
750,000 / 04/2019	2,879	9,218	6,339	$0.05771	
Color Network Printer / KMBS				$365.82	
		Subtotal Black	510,943	$2,011.65	
		Subtotal Color	29,172	$1,567.69	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Bow High School					
Administration					
Konica Minolta BHC550i / 55 PPM	24,286	58,196	33,910	$0.00328	None at this time.
AA7P011000642 / 9514 2163				$111.22	
3,000,000 / 02/2020	4,192	13,505	9,313	$0.05125	
Color Photocopier/KMBS				$477.29	
Art Room					
Konica Minolta BHC3300i / 35 PPM	1,117	3,667	2,550	$0.00629	None at this time.
AAJT011001394 / 9514 2168				$16.04	
750,000 / 04/2019	1,300	4,224	2,924	$0.05771	
Color Network Printer / KMBS				$168.74	
Athletic Director					
Konica Minolta BH3602P / 35 PPM	1,590	3,447	1,857	$0.00629	None at this time.
AAFK011001616 / 9499 5666				$11.68	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Band Office					
Konica Minolta BH3602P / 35 PPM	842	1,926	1,084	$0.00629	None at this time.
AAFK011001619 / 9490 8640				$6.82	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Faculty Lounge					
Konica Minolta BH958 / 95 PPM	164,780	332,650	167,870	$0.00328	None at this time.
A796012000144 / 9514 2152				$550.61	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / KMBS				$0.00	
Faculty Room 2					
Konica Minolta BH958 / 95 PPM	114,648	276,557	161,909	$0.00328	None at this time.
A796012000095 / 9514 2153				$531.06	
5,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / KMBS				$0.00	
Faculty Work Room					
Konica Minolta BHC3300i / 35 PPM	740	1,754	1,014	$0.00629	None at this time.
AAJT011000559 / 9514 2171				$6.38	
750,000 / 04/2019	64	157	93	$0.05771	
Color Network Printer / KMBS				$5.37	
Guidance Office					
Konica Minolta BH558 / 55 PPM	37,184	80,899	43,715	$0.00328	None at this time.
AA6T011011345 / 9514 2106				$143.39	
3,000,000 / 02/2017	0	0	0	$0.00000	
Black Photocopier / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
IT Hot Swap					
Konica Minolta BH3602P / 35 PPM	1,048	1,048	0	$0.00629	Not in use for FY22.
AAFK011001518 / 9499 5648				$0.00	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
IT Hot Swap					
Konica Minolta BH3602P / 35 PPM	2,338	2,394	56	$0.00629	None at this time.
AAFK011001620 / 9490 8760				$0.35	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
IT Pod					
Konica Minolta BH3602P / 35 PPM	289	668	379	$0.00629	None at this time.
AAFK011001584 / 9490 8739				$2.38	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
IT Spare					
Konica Minolta BH3602P / 35 PPM	5	5	0	$0.00629	Not in use for FY22.
AAFK011001764 / 9490 8738				$0.00	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Library					
Konica Minolta BH558 / 55 PPM	31,746	190,250	158,504	$0.00328	None at this time.
AA6T011011174 / 9514 2147				$519.89	
3,000,000 / 02/2017	0	0	0	$0.00000	
Black Photocopier / KMBS				$0.00	
Library Desk					
Konica Minolta BHC3300i / 35 PPM	366	754	388	$0.00629	None at this time.
AAJT011001708 / 9514 2148				$2.44	
750,000 / 04/2019	2,103	4,513	2,410	$0.05771	
Color Network Printer / KMBS				$139.08	
Lunch Room Office					
Konica Minolta BH4422 / 42 PPM	2,879	6,822	3,943	$0.00629	None at this time.
AAFM011001797 / 9490 8742				$24.80	
1,000,000 / 08/2018	0	0	0	$0.00000	
Black Laser MFP / KMBS				$0.00	
M. Fisk					
Konica Minolta BH3602P / 35 PPM	1,265	3,304	2,039	$0.00629	None at this time.
AAFK011001511 / 9499 5649				$12.83	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Konica Minolta BH4000i / 42 PPM	7,469	16,572	9,103	$0.00629	None at this time.
ACET011000412 / 9490 8639				$57.26	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Nurse					
Konica Minolta BH3602P / 35 PPM	4,980	7,305	2,325	$0.00629	None at this time.
AAFK011001611 / 9499 5653				$14.62	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Principal's Office					
Konica Minolta BH3602P / 35 PPM	2	796	794	$0.00629	None at this time.
AAFK011001774 / 9490 8641				$4.99	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 106					
Konica Minolta BH3602P / 35 PPM	2,862	14,606	11,744	$0.00629	None at this time.
AAFK011001525 / 9499 5655				$73.87	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 1200 Computer Programming					
Konica Minolta BH4000i / 42 PPM	401	3,560	3,159	$0.00629	None at this time.
ACET011000414 / 9499 5663				$19.87	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 1204 SPED					
Konica Minolta BHC3350i / 35 PPM	18,970	34,198	15,228	$0.00410	None at this time.
A93E011006136 / 9499 5665				$62.43	
750,000 / 04/2019	6,994	12,014	5,020	$0.04489	
Color Laser MFP / KMBS				$225.35	
Room 1209 K Lab					
Konica Minolta BH3602P / 35 PPM	1,105	11,877	10,772	$0.00629	None at this time.
AAFK011001622 / 9499 5664				$67.76	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 123 Maintenance					
Konica Minolta BH4422 / 42 PPM	1,760	4,639	2,879	$0.00629	None at this time.
AAFM011001796 / 9499 5654				$18.11	
1,000,000 / 08/2018	0	0	0	$0.00000	
Black Laser MFP / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 1305					
Konica Minolta BH3602P / 35 PPM	438	1,283	845	$0.00629	None at this time.
AAFK011001614 / 9499 5661				$5.32	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 1305 Color					
Konica Minolta BHC3350i / 35 PPM	5,870	9,321	3,451	$0.00410	None at this time.
A93E011005951 / 9514 2114				$14.15	
750,000 / 04/2019	3,169	5,158	1,989	$0.04489	
Color Laser MFP / KMBS				$89.29	
Room 1311					
Konica Minolta BH3602P / 35 PPM	1,891	7,885	5,994	$0.00629	None at this time.
AAFK011001610 / 9499 5656				$37.70	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 2108 Faculty					
Konica Minolta BH4000i / 42 PPM	3,571	18,524	14,953	$0.00629	None at this time.
ACET011000404 / 9490 8736				$94.05	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 2110 Faculty					
Konica Minolta BH4000i / 42 PPM	15,453	46,785	31,332	$0.00629	None at this time.
ACET011000410 / 9499 8737				$197.08	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 2201 Physics					
Konica Minolta BH3602P / 35 PPM	2,833	11,478	8,645	$0.00629	None at this time.
AAFK011001612 / 9499 5650				$54.38	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 2206					
Konica Minolta BH4000i / 42 PPM	7,109	20,732	13,623	$0.00629	None at this time.
ACET011000403 / 9499 5662				$85.69	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 2306					
Konica Minolta BH4000i / 42 PPM	3,045	8,153	5,108	$0.00629	None at this time.
ACET011000409 / 9499 5658				$32.13	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 2313					
Konica Minolta BH3602P / 35 PPM	1,442	2,961	1,519	$0.00629	None at this time.
AAFK011001618 / 9499 5660				$9.55	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
School Psychologist - K Murphy					
Konica Minolta BH3602P / 35 PPM	1,478	2,788	1,310	$0.00629	None at this time.
AAFK011001606 / 9499 5659				$8.24	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Speech Room 1306					
Konica Minolta BH3602P / 35 PPM	1,627	2,667	1,040	$0.00629	None at this time.
AAFK011001790 / 9499 5657				$6.54	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
STORAGE					
Konica Minolta BH3602P / 35 PPM	0	0	0	$0.00629	Not in use for FY22.
AAFK011001617 / 9497 1982				$0.00	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Tech Ed Copier					
Konica Minolta BHC300i / 30 PPM	12,589	34,011	21,422	$0.00328	None at this time.
AA2K011009543 / 9514 2194				$70.26	
750,000 / 06/2019	4,447	19,561	15,114	$0.05125	
Color Photocopier / KMBS				$774.59	
		Subtotal Black	744,464	$2,873.91	
		Subtotal Color	36,863	$1,879.71	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Bow Memorial School					
Arndt Room 9					
Konica Minolta BHC3300i / 35 PPM	5,692	10,744	5,052	$0.00629	None at this time.
AAJT011001806 / 9514 2166				$31.78	
750,000 / 04/2019	1,735	2,940	1,205	$0.05771	
Color Network Printer/KMBS				$69.54	
BMS Spare					
Konica Minolta BHC3300i / 35 PPM	0	0	0	$0.00629	Not in use for FY22.
AAJT011001444 / 9514 2178				$0.00	
750,000 / 04/2019	0	0	0	$0.05771	
Color Network Printer / KMBS				$0.00	
C Lab					
Konica Minolta BHC3300i / 35 PPM	1,756	4,120	2,364	$0.00629	None at this time.
AAJT011001603 / 9514 2167				$14.87	
750,000 / 04/2019	1,616	3,520	1,904	$0.05771	
Color Network Printer / KMBS				$109.88	
Copy Room					
Konica Minolta BH808 / 80 PPM	63,066	179,607	116,541	$0.00328	None at this time.
A8KN012000352 / 9514 2146				$382.25	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Copy Room Left					
Konica Minolta BH808 / 80 PPM	61,764	196,682	134,918	$0.00328	None at this time.
A8KN012000053 / 9514 2144				$442.53	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / KMBS				$0.00	
Kitchen					
Konica Minolta BH3602P / 35 PPM	2,126	3,798	1,672	$0.00629	None at this time.
AAFK011001801 / 9499 5667				$10.52	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
L Worth					
Konica Minolta BH3602P / 35 PPM	704	3,343	2,639	$0.00629	None at this time.
AAFK011001623 / 9490 8645				$16.60	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Library					
Konica Minolta BHC550i / 55 PPM	73,982	159,528	85,546	$0.00328	None at this time.
AA7P011000450 / 9514 2090				$280.59	
3,000,000 / 02/2020	11,682	22,911	11,229	$0.05125	
Color Photocopier / KMBS				$575.49	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Konica Minolta BH4000i / 42 PPM	6,964	16,794	9,830	$0.00629	None at this time.
ACET011000635 / 9490 8637				$61.83	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Nurse					
Konica Minolta BH3602P / 35 PPM	3,288	5,603	2,315	$0.00629	None at this time.
AAFK011001634 / 9490 8638				$14.56	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
PAWS Room 66					
Konica Minolta BHC3300i / 35 PPM	8,821	14,444	5,623	$0.00629	None at this time.
AAJT011001494 / 9514 2174				$35.37	
750,000 / 04/2019	6,238	11,039	4,801	$0.05771	
Color Network Printer / KMBS				$277.07	
Room 1 Main Office					
Konica Minolta BHC550i / 55 PPM	76,417	198,927	122,510	$0.00328	None at this time.
AA7P011000132 / 9514 2126				$401.83	
3,000,000 / 02/2020	8,296	22,266	13,970	$0.05125	
Color Photocopier / KMBS				$715.96	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 21					
Konica Minolta BH3602P / 35 PPM	7,413	17,354	9,941	$0.00629	None at this time.
AAFK011001608 / 9490 8740				$62.53	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 38					
Konica Minolta BH3602P / 35 PPM	4,552	8,947	4,395	$0.00629	None at this time.
AAFK011001755 / 9499 5668				$27.64	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 40					
Konica Minolta BHC3300i / 35 PPM	1,864	2,359	495	$0.00629	None at this time.
AAJT011001703 / 9514 2173				$3.11	
750,000 / 04/2019	773	1,291	518	$0.05771	
Color Network Printer / KMBS				$29.89	
Room 45 Copier					
Konica Minolta BH808 / 80 PPM	34,506	113,193	78,687	$0.00328	None at this time.
A8KN012000148 / 9514 2145				$258.09	
4,000,000 / 06/2016	0	0	0	$0.00000	
Black Photocopier / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 47 Color					
Konica Minolta BHC3300i / 35 PPM	2,298	4,542	2,244	$0.00629	None at this time.
AAJT011001772 / 9514 2172				$14.11	
750,000 / 04/2019	1,153	1,909	756	$0.05771	
Color Network Printer / KMBS				$43.63	
Room 49 Guidence					
Konica Minolta BH3602P / 35 PPM	2,665	8,178	5,513	$0.00629	None at this time.
AAFK011001787 / 9499 5670				$34.68	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 51					
Konica Minolta BH3602P / 35 PPM	2,816	4,821	2,005	$0.00629	None at this time.
AAFK011001766 / 9499 5669				$12.61	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 6					
Konica Minolta BH3602P / 35 PPM	5,233	9,038	3,805	$0.00629	None at this time.
AAFK011001800 / 9490 8644				$23.93	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations

Room 61 A

Konica Minolta BHC3300i / 35 PPM	346	719	373	$0.00629	None at this time.
AAJT011001638 / 9514 2176				$2.35	
750,000 / 04/2019	348	999	651	$0.05771	
Color Network Printer / KMBS				$37.57	

Room 62

Konica Minolta BH4000i / 42 PPM	7,309	11,459	4,150	$0.00629	None at this time.
ACET011000637 / 9490 8646				$26.10	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Room 63

Konica Minolta BH4000i / 42 PPM	5,620	11,444	5,824	$0.00629	None at this time.
ACET011000632 / 9490 8636				$36.63	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	

Room 64

Konica Minolta BHC3300i / 35 PPM	2,967	12,082	9,115	$0.00629	None at this time.
AAJT011001666 / 9514 2165				$57.33	
750,000 / 04/2019	1,199	2,954	1,755	$0.05771	
Color Network Printer / KMBS				$101.28	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 71					
Konica Minolta BH3602P / 35 PPM	3,339	7,307	3,968	$0.00629	None at this time.
AAFK011001523 / 9490 8741				$24.96	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Room 79					
Konica Minolta BHC3300i / 35 PPM	362	1,318	956	$0.00629	None at this time.
AAJT011001400 / 9514 2175				$6.01	
750,000 / 04/2019	1,128	1,475	347	$0.05771	
Color Network Printer / KMBS				$20.03	
Special Education					
Konica Minolta BH4000i / 42 PPM	2,223	4,874	2,651	$0.00629	None at this time.
ACET011000634 / 9490 8647				$16.67	
1,000,000 / 06/2019	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Tech Ed					
Konica Minolta BHC3300i / 35 PPM	735	1,745	1,010	$0.00629	None at this time.
AAJT011001757 / 9514 2157				$6.35	
750,000 / 04/2019	1,135	3,228	2,093	$0.05771	
Color Network Printer / KMBS				$120.79	

		Subtotal Black	624,142	$2,305.87	
		Subtotal Color	39,229	$2,101.12	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAU 67					
A. Lozeau					
Konica Minolta BH3602P / 35 PPM	2,932	7,146	4,214	$0.00629	None at this time.
AAFK011013411 / 9490 8759				$26.51	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer/KMBS				$0.00	
Copy Room					
Konica Minolta BHC550i / 55 PPM	57,570	130,472	72,902	$0.00328	None at this time.
AA7P011000810 / 9514 2160				$239.12	
3,000,000 / 02/2020	3,408	10,548	7,140	$0.05125	
Color Photocopier / KMBS				$365.93	
Duane's Office					
Konica Minolta BH3602P / 35 PPM	2,338	6,813	4,475	$0.00629	None at this time.
AAFK011001519 / 9514 2202				$28.15	
500,000 / 08/2018	0	0	0	$0.00000	
Black Network Printer / KMBS				$0.00	
Rose (off site)					
Konica Minolta BHC3300i / 35 PPM	5,949	20,053	14,104	$0.00629	None at this time.
AAJT011001808 / 9514 2156				$88.71	
750,000 / 04/2019	235	1,990	1,755	$0.05771	
Color Network Printer / KMBS				$101.28	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Rosemarie's Office					
Konica Minolta BH5000i / 52 PPM	3,892	7,114	3,222	$0.00629	None at this time.
ACF1011000050 / 9514 2200				$20.27	
1,000,000 / 10/2019	0	0	0	$0.00000	
Black Network Printer / 1796				$0.00	
		Subtotal Black	98,917	$402.75	
		Subtotal Color	8,895	$467.21	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations

SAU 67 Bus Garage

Transportation Office

Konica Minolta BH4422 / 42 PPM	5,232	10,714	5,482	$0.00629	None at this time.
AAFM011001751 / 9514 2302				$34.48	
1,000,000 / 08/2018	0	0	0	$0.00000	
Black Laser MFP/KMBS				$0.00	

	Subtotal Black	5,482	$34.48	
	Subtotal Color	0	$0.00	

	Overall Black Totals	1,983,948	$7,628.65	
	Overall Color Totals	114,159	$6,015.72	**Your Avg Color CPC is $0.0527**

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 05/01/2006 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 22 black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	Prior CPC	Average Annual Cost
1,983,948	$0.01041	$20,652.90

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
1,983,948	$0.00385	$7,638.20	$13,014.70	$65,073.49

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

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of
$13,014.70 x 16 years as a Client = $208,235.18 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 payments are figured in to provide budget information for the upcoming fiscal year.

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Bow Elementary School	510,943	$2,110.13	$3,231.20	$12,217.45	$17,558.78
Bow High School	744,464	$3,014.72	$4,707.99	$17,801.31	$25,524.02
Bow Memorial School	624,142	$2,418.62	$3,947.07	$14,924.22	$21,289.91
SAU 67	98,917	$422.48	$625.55	$2,365.26	$3,413.29
SAU 67 Bus Garage	5,482	$36.18	$34.67	$131.08	$201.93
TOTALS	1,983,948	$8,002.14	$12,546.49	$47,439.32	$67,987.94

SPC Upgrades for 2022

Client	Contact	Total Annual Volume	Number of Machines	Former Vendor	Vendor Awarded	Annual Cost Savings	5 Year Cost Savings	Print Management Software Added*
SAU 36 - White Mountains Regional SD	Kris Franklin	2,884,577	46	Visual Edge-OSV	Symquest	$11,704.62	$58,523.10	STARDoc Only
SAU 61 - Farmington	Brian Cisneros	2,857,215	42	Same	KMBS	$7,383.00	$36,915.00	PaperCut & STARDoc
SAU 66 - Hopkinton	Michael Flynn	2,460,750	78	Global-Conway	KMBS	$29,956.00	$149,780.00	PaperCut & STARDoc
SAU 68 - Lincoln/Woodstock	Debbie O'Connor	815,437	13	Same	KMBS	$4,302.00	$21,510.00	PaperCut & STARDoc
SAU 80 - Shaker Regional SD	Debbie Thompson	2,896,042	23	Same	Budget	$5,550.00	$27,750.00	PaperCut & STARDoc
SAU 87 - Mascenic	Lizabeth Baker	2,834,149	59	Same	KMBS	$15,634.00	$78,170.00	STARDoc Only
Great Bay E-Learning Charter School	Peter Stackhouse	246,262	8	Same	KMBS	$1,744.00	$8,720.00	STARDoc Only
MSAD 37 - Harrington Maine	Ron Ramsay	1,776,270	56	Visual Edge-A-Copi	Ricoh	$6,953.00	$34,765.00	STARDoc Only
SAU 54 -Rochester NH	Linda Bartlett	11,900,000	215	Same	KMBS	-$1,920.00	-$9,600.00	PaperCut & STARDoc
East Millinocket Schools Maine	Luci Milewski	1,113,369	4	Visual Edge-A-Copi	Ricoh	$6,449.00	$32,245.00	STARDoc Only
Washington Central UUSD	Mark Kline	4,000,000	68	Canon & Conway	Symquest	$26,757.00	$133,785.00	STARDoc Only
RSU 64 - East Corinth	Rhonda Sperrey	2,698,445	28	Visual Edge-A-Copi	Symquest	$9,304.00	$46,520.00	PaperCut & STARDoc
RSU 06 - Bonny Eagle	Scott Nason	8,328,355	109	Visual Edge-A-Copi	Symquest	$21,350.00	$106,750.00	PaperCut & STARDoc
RSU 14 - Windham Raymond	Bob Hickey	7,539,568	211	Visual Edge-A-Copi	Symquest	$48,135.00	$240,675.00	STARDoc Only
Orleans Southwest Supervisory Union VT	David Martin	2,846,049	24	Visual Edge-OSV	National	$4,390.00	$21,950.00	PaperCut & STARDoc
Essex Westford School District VT	Peter Drescher	10,741,439	265	Visual Edge-OSV & National	Symquest	$100,004.00	$500,020.00	PaperCut & STARDoc
Sullivan County NH	Derek Ferland	911,018	40	Canon	Symquest	$14,033.00	$70,165.00	PaperCut & STARDoc
Winooski School District VT	Nicole Mace	1,848,750	87	Canon	Symquest	$42,364.00	$211,820.00	PaperCut & STARDoc
Windham Northeast Supervisory Union VT	Andrew Haas	3,000,000	46	Canon	Symquest	$39,323.00	$196,615.00	PaperCut & STARDoc
SAU 43 - Newport NH	Ed Emond	1,772,242	10	Visual Edge-OSV	Symquest	$18,656.00	$93,280.00	STARDoc Only
Totals		**73,469,937**	**1,432**			**$412,071.62**	**$2,060,358.10**	

* Print Management Software: All Clients have SPC STARDoc but some have chosen to acquire additional support that they did not have previously.

TOTALS	**82,468,260**	**69,686,229**	**73,469,937**	
Total New Clients	**14,950,000**	**41,249,400**	**17,952,178**	<< 8 Clients
Total Existing Clients	**67,518,260**	**28,436,829**	**55,517,759**	<< 12 Clients

2022 Award Evaluation	**Manufacturer**	**Volume**	**Machines**
Symquest	Konica Minolta	43,724,394	910
KMBS	Konica Minolta	21,113,813	415
Budget	Konica Minolta	2,896,042	23
Ricoh	Ricoh	2,889,639	60
National	Kyocera	2,846,049	24
TOTALS		**73,469,937**	**1,432**

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 averaged annual lease payments are NOT figured in to this table, as they are covered in the black prints report.

Building	Projected Color Volume	Service & Supply Cost
Bow Elementary School	29,172	$1,646.08
Bow High School	36,863	$1,973.63
Bow Memorial School	39,229	$2,206.18
SAU 67	8,895	$490.56
SAU 67 Bus Garage	0	$0.00
TOTALS	114,159	$6,316.44

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - BLACK

This table represents ACTUAL and PROJECTED Service & Supply expenses for BLACK usage broken down by equipment type and vendor. Under SPC's 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. Although inflation has increased by 9.5% over last year, SPC has capped that increase for ==FY23 to only 5%.== In the 30+ years of SPC's history, this is the first time this cap was necessary, but it clearly benefits the client as we continue to save you money.

Vendor	Equipment Type	FY22 Black Volume	FY22 Black Cost/Copy	FY22 Black S & S Costs	FY23 Black Cost/Copy	FY23 Projected Black S & S Costs
Konica-Minolta Business Solutions	Black Laser MFP	12,304	$0.00629	$77.39	$0.00660	$81.21
Konica-Minolta Business Solutions	Black Network Printer	296,490	$0.00629	$1,864.92	$0.00660	$1,956.83
Konica-Minolta Business Solutions	Black Photocopier	1,210,169	$0.00328	$3,969.35	$0.00344	$4,162.98
Konica-Minolta Business Solutions	Color Laser MFP	18,679	$0.00410	$76.58	$0.00431	$80.51
Konica-Minolta Business Solutions	Color Network Printer	58,644	$0.00629	$368.87	$0.00660	$387.05
Konica-Minolta Business Solutions	Color Photocopier	387,662	$0.00328	$1,271.53	$0.00344	$1,333.56
TOTALS AND AVERAGES		**1,983,948**	**$0.00385**	**$7,628.65**	**$0.00403**	**$8,002.14**

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - COLOR

This table represents ACTUAL and PROJECTED Service & Supply expenses for COLOR usage broken down by equipment type and vendor. Under SPC's 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. Although inflation has increased by 9.5% over last year, SPC has capped that increase for FY23 to only 5%. In the 30+ years of SPC's history, this is the first time this cap was necessary, but it clearly benefits the client as we continue to save you money.

Vendor	Equipment Type	FY22 Color Volume	FY22 Color Cost/Copy	FY22 Color S & S Costs	FY23 Color Cost/Copy	FY23 Projected Color S & S Costs
Konica-Minolta Business Solutions	Color Laser MFP	7,009	$0.04489	$314.63	$0.04713	$330.33
Konica-Minolta Business Solutions	Color Network Printer	32,454	$0.05771	$1,872.92	$0.06060	$1,966.71
Konica-Minolta Business Solutions	Color Photocopier	74,696	$0.05125	$3,828.17	$0.05381	$4,019.39
TOTALS AND AVERAGES		**114,159**	**$0.05270**	**$6,015.72**	**$0.05533**	**$6,316.44**

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	95
Number of Machines on Lease	95
Number of Machines Owned	0
Number of Rental/Loaner Machines	0

Lease Company	Norway Savings Bank
Term	5 Annual
Annual Payment usually due on 8/1	$47,439.32
Lease Start Date	08/02/2020
Lease End Date	08/01/2025
Remaining Payments	3

The Lease End Date has no bearing on Service & Supply and Warranty Contracts.

LEASED EQUIPMENT

Building	Room	Make/Model	Serial Number
Bow Elementary School	Custodian Room 126	Konica Minolta BH808	A8KN012000114
Bow Elementary School	Food Service Room 117	Konica Minolta BH3602P	AAFK011001758
Bow Elementary School	Guidance Office	Konica Minolta BH3602P	AAFK011001769
Bow Elementary School	Librarian	Konica Minolta BH3602P	AAFK011001765
Bow Elementary School	Library (To be Moved)	Konica Minolta BHC550i	AA7P011000659
Bow Elementary School	Main Office	Konica Minolta BH808	A8KN012000030
Bow Elementary School	Main Office	Konica Minolta BHC550i	AA7P011000797
Bow Elementary School	Room 108	Konica Minolta BH3602P	AAFK011001767
Bow Elementary School	Room 115	Konica Minolta BH3602P	AAFK011001752
Bow Elementary School	Room 122	Konica Minolta BH3602P	AAFK011001762
Bow Elementary School	Room 124	Konica Minolta BH3602P	AAFK011001773
Bow Elementary School	Room 125	Konica Minolta BH4000i	ACET011000630
Bow Elementary School	Room 135	Konica Minolta BH4000i	ACET011000628
Bow Elementary School	Room 140	Konica Minolta BHC3300i	AAJT011001306
Bow Elementary School	Room 201	Konica Minolta BH4000i	ACET011000633
Bow Elementary School	Room 203	Konica Minolta BH3602P	AAFK011001770
Bow Elementary School	Room 205	Konica Minolta BH4000i	ACET011000631
Bow Elementary School	Room 213 Special Ed	Konica Minolta BH4000i	ACET011000408
Bow Elementary School	Room 214	Konica Minolta BH3602P	AAFK011001784
Bow Elementary School	Room 216	Konica Minolta BH3602P	AAFK011001768
Bow Elementary School	Room 218C	Konica Minolta BHC3300i	AAJT011001775
Bow Elementary School	Room 219	Konica Minolta BH3602P	AAFK011001759
Bow Elementary School	Room 221	Konica Minolta BH3602P	AAFK011001783
Bow Elementary School	Work Room Color	Konica Minolta BHC3300i	AAJT011000577
Bow High School	Administration	Konica Minolta BHC550i	AA7P011000642
Bow High School	Art Room	Konica Minolta BHC3300i	AAJT011001394
Bow High School	Athletic Director	Konica Minolta BH3602P	AAFK011001616
Bow High School	Band Office	Konica Minolta BH3602P	AAFK011001619
Bow High School	Faculty Lounge	Konica Minolta BH958	A796012000144
Bow High School	Faculty Room 2	Konica Minolta BH958	A796012000095
Bow High School	Faculty Work Room	Konica Minolta BHC3300i	AAJT011000559
Bow High School	Guidance Office	Konica Minolta BH558	AA6T011011345
Bow High School	IT Hot Swap	Konica Minolta BH3602P	AAFK011001518
Bow High School	IT Hot Swap	Konica Minolta BH3602P	AAFK011001620
Bow High School	IT Pod	Konica Minolta BH3602P	AAFK011001584
Bow High School	IT Spare	Konica Minolta BH3602P	AAFK011001764

Building	Room	Make/Model	Serial Number
Bow High School	Library	Konica Minolta BH558	AA6T011011174
Bow High School	Library Desk	Konica Minolta BHC3300i	AAJT011001708
Bow High School	Lunch Room Office	Konica Minolta BH4422	AAFM011001797
Bow High School	M. Fisk	Konica Minolta BH3602P	AAFK011001511
Bow High School	Main Office	Konica Minolta BH4000i	ACET011000412
Bow High School	Nurse	Konica Minolta BH3602P	AAFK011001611
Bow High School	Principal's Office	Konica Minolta BH3602P	AAFK011001774
Bow High School	Room 106	Konica Minolta BH3602P	AAFK011001525
Bow High School	Room 1200 Computer Programming	Konica Minolta BH4000i	ACET011000414
Bow High School	Room 1204 SPED	Konica Minolta BHC3350i	A93E011006136
Bow High School	Room 1209 K Lab	Konica Minolta BH3602P	AAFK011001622
Bow High School	Room 123 Maintenance	Konica Minolta BH4422	AAFM011001796
Bow High School	Room 1305	Konica Minolta BH3602P	AAFK011001614
Bow High School	Room 1305 Color	Konica Minolta BHC3350i	A93E011005951
Bow High School	Room 1311	Konica Minolta BH3602P	AAFK011001610
Bow High School	Room 2108 Faculty	Konica Minolta BH4000i	ACET011000404
Bow High School	Room 2110 Faculty	Konica Minolta BH4000i	ACET011000410
Bow High School	Room 2201 Physics	Konica Minolta BH3602P	AAFK011001612
Bow High School	Room 2206	Konica Minolta BH4000i	ACET011000403
Bow High School	Room 2306	Konica Minolta BH4000i	ACET011000409
Bow High School	Room 2313	Konica Minolta BH3602P	AAFK011001618
Bow High School	School Psychologist - K Murphy	Konica Minolta BH3602P	AAFK011001606
Bow High School	Speech Room 1306	Konica Minolta BH3602P	AAFK011001790
Bow High School	STORAGE	Konica Minolta BH3602P	AAFK011001617
Bow High School	Tech Ed Copier	Konica Minolta BHC300i	AA2K011009543
Bow Memorial School	Arndt Room 9	Konica Minolta BHC3300i	AAJT011001806
Bow Memorial School	BMS Spare	Konica Minolta BHC3300i	AAJT011001444
Bow Memorial School	C Lab	Konica Minolta BHC3300i	AAJT011001603
Bow Memorial School	Copy Room	Konica Minolta BH808	A8KN012000352
Bow Memorial School	Copy Room Left	Konica Minolta BH808	A8KN012000053
Bow Memorial School	Kitchen	Konica Minolta BH3602P	AAFK011001801
Bow Memorial School	L Worth	Konica Minolta BH3602P	AAFK011001623
Bow Memorial School	Library	Konica Minolta BHC550i	AA7P011000450
Bow Memorial School	Main Office	Konica Minolta BH4000i	ACET011000635
Bow Memorial School	Nurse	Konica Minolta BH3602P	AAFK011001634
Bow Memorial School	PAWS Room 66	Konica Minolta BHC3300i	AAJT011001494
Bow Memorial School	Room 1 Main Office	Konica Minolta BHC550i	AA7P011000132

Building	Room	Make/Model	Serial Number
Bow Memorial School	Room 21	Konica Minolta BH3602P	AAFK011001608
Bow Memorial School	Room 38	Konica Minolta BH3602P	AAFK011001755
Bow Memorial School	Room 40	Konica Minolta BHC3300i	AAJT011001703
Bow Memorial School	Room 45 Copier	Konica Minolta BH808	A8KN012000148
Bow Memorial School	Room 47 Color	Konica Minolta BHC3300i	AAJT011001772
Bow Memorial School	Room 49 Guidence	Konica Minolta BH3602P	AAFK011001787
Bow Memorial School	Room 51	Konica Minolta BH3602P	AAFK011001766
Bow Memorial School	Room 6	Konica Minolta BH3602P	AAFK011001800
Bow Memorial School	Room 61 A	Konica Minolta BHC3300i	AAJT011001638
Bow Memorial School	Room 62	Konica Minolta BH4000i	ACET011000637
Bow Memorial School	Room 63	Konica Minolta BH4000i	ACET011000632
Bow Memorial School	Room 64	Konica Minolta BHC3300i	AAJT011001666
Bow Memorial School	Room 71	Konica Minolta BH3602P	AAFK011001523
Bow Memorial School	Room 79	Konica Minolta BHC3300i	AAJT011001400
Bow Memorial School	Special Education	Konica Minolta BH4000i	ACET011000634
Bow Memorial School	Tech Ed	Konica Minolta BHC3300i	AAJT011001757
SAU 67	A. Lozeau	Konica Minolta BH3602P	AAFK011013411
SAU 67	Copy Room	Konica Minolta BHC550i	AA7P011000810
SAU 67	Duane's Office	Konica Minolta BH3602P	AAFK011001519
SAU 67	Rose (off site)	Konica Minolta BHC3300i	AAJT011001808
SAU 67	Rosemarie's Office	Konica Minolta BH5000i	ACFI011000050
SAU 67 Bus Garage	Transportation Office	Konica Minolta BH4422	AAFM011001751

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 69 clients with almost 4500 devices doing 176 million copies and prints annually. For FY22 we purchased 1,432 machines with over 73 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* by managing your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

- STARDoc: System for Tracking And Reporting Documents.

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

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

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

3. Simplified Billing Program

- Removes the confusion out of billing.

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

- THREE detailed, easy-to-read 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 overusage.
- 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 $1.5 million for all of our clients. That translates into Savings of more than $7 million over five years!

Overall Benefits to Our Vendors

- Opportunities brought to vendor - Over 1,400 units purchased in FY22 running over 73 million prints
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process:

- Sharing of previous bid results that help you to negotiate with your manufacturers
- On-Site Survey of client requirements including mapping all devices
- Writing of the *Five-Year Equipment Replacement Schedule* (Bid Specs)
- Vendor Bid Portal: Greatly reduces bid input time; reduces time from bid submission to bid presentation to the clients in our cooperative
- Control of Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment)
- Selling of vendors' 'Value Add' directly to our clients after the bids are in; Client has the right to pay more than low bid, if desired

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 costs
- Manage and audit installation
- Capture final meter reads and close books on old devices & contracts

Vendor Ongoing Support

- Yearly meter reads
- Simplified Billing: SPC manages billing and payment directly with Client and Vendor
- STARDoc: System for Tracking And Reporting Documents... Manages the budget
- Annual Reports that flag machines that are being overused and underused thus improving reliability
- Mediating warranty issues in sensitive locations

Why do some vendors hesitate to bid?

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

<p style="color:red; text-align:center;">SPC managed over 4,500 Photocopiers and Printers last year.
Our relationship with our vendors has never been stronger!</p>

Cost Projection by Department or Building

- Allows you to formulate next year's budget 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 floorplans
- Timeline - allows you to track historical volume and costs to compare current budget with past years

Map your devices on Floorplans

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device Information tab allows easy access to the printer/copier web interface
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TVs)

Floorplan Administration

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

Contacts Page

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

Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Non-Reporting Device listing for devices that haven't reported for more than two weeks
- Tracks additional non-contracted devices
- IP Addresses and MAC addresses imported automatically
- Strikethrough on machines that have been removed

Monthly Audits

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

Last Sync Date

- Shows the last time FM Audit synced for equipment

Over-Budget Report

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

Five-Year Fleet Management (FYFM)

- Interactive tool that examines printing habits
- Flags potential problem areas
- Helps identify equipment with high color usage
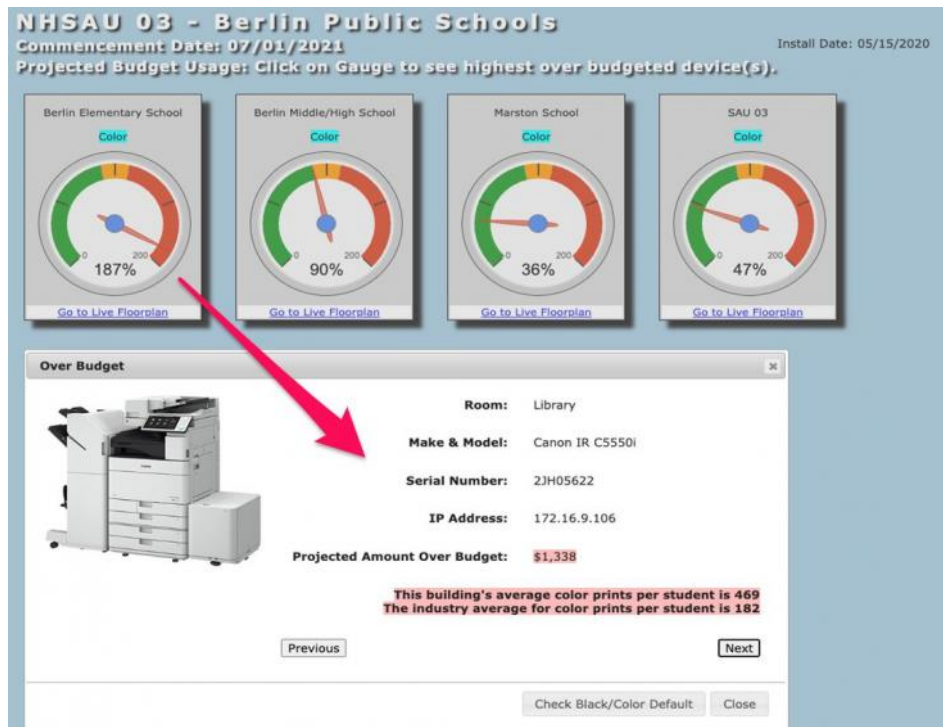
NEW VENDOR CATEGORIES

In the past we had two vendor categories: Cooperative and Uncooperative. In 2021 we added a third category:

Premier: defined as consistently providing ...

- Quality bids to SPC
- Quality service with a four-hour or less average response time
- Reliable equipment and competitive pricing
- Support to SPC and our mutual clients to resolve concerns
- **Current Premier Vendors**

  - Budget Document Technologies
  - Konica Minolta Business Solutions
  - National 1927
  - Ricoh USA
  - SymQuest Group

Cooperative: defined as ...

- Providing bids as required but lacking in one or more areas listed above, or they have yet to provide a history of strong support

Uncooperative: defined as ...

- Rarely submitting bids to SPC
- Encourages SPC clients to breach existing contracts and undermines SPC's bid process

WARRANTY RELIEF FUND

Why is it Needed?

With the recent pandemic, schools and businesses shut down. In FY20 credits owed were around $389,000. However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news, what if the vendor is unable or unwilling to repay those funds? Many companies outside of the copier industry are already filing for bankruptcy. SPC's legitimate concern is, what if this hits the copier industry and we can no longer access the funds owed to the client?

Other Concerns:

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

Purpose:

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

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

Who Benefits?

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

WARRANTY RELIEF EQUIPMENT BASE

Why is it Needed?

As with credits owed to clients for unused copies, sometimes equipment needs to be replaced or added but there are no funds in the budget. Rather than relying solely on the Warranty Relief Fund, SPC will have an inventory of high-quality, low-meter copiers and printers to use as replacements or additional equipment as needed at a lower cost to the client than a new machine.

Other Concerns:

- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Warranty
- Equipment is damaged by user and not covered under the Warranty

Purpose:

- To replace or add a machine when needed

Who Benefits?

- All SPC clients...by pooling high-quality equipment from past client upgrades, equipment can be replaced with minimal impact on the client