



Specialized Purchasing Consultants

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www.spccopypro.com

2015-2016 Annual Report

Year - End Photocopier Analysis

With projected costs for 2016-17

Duane Ford
NHSAU 67 - Bow
32 White Rock Hill Road
Bow, NH 03304



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

September 2016

Skip Tilton
President

Corporate Office:
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Duane Ford
NHSAU 67 - Bow
32 White Rock Hill Road
Bow, NH 03304

Dear Duane:

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 10 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:	114
Total Black Photocopiers	17
Total Color Photocopiers	11
Total Black Network Printers	69
Total Color Network Printers	17
Total Removed from Service:	6
# of Units OFF Warranty:	2
# of Units Approaching End of Warranty:	9
# of Units Overused:	1
# of Units Underused:	2
Commencement Date:	8/2/2015
# of Annual Payments Left on Lease	4
All Warranties and Service Contracts Expire:	6/30/2021
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 Duane,

There are 9 machines that are getting up in age plus 2 machine that are off warranty*. I would not try to address them this year. I would definitely continue to pay down your principal on your capital lease by making your next payment. Each time you make a payment, you create additional funds for your next upgrade. The goal is to keep your capital cost at the same level or lower with your next upgrade.

*In the event that a machine that is off warranty becomes a reliability concern, SPC will do what it can to have it replaced at no charge.

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
Bow Elementary School	Special Ed Staff Room	HP Laser Jet P3015	VND3F94148	AXIS	07/2008
Bow High School	IT Hot Swap	HP Laser Jet P3015	VND3F94156	AXIS	07/2008
Bow High School	Room 1209 Keyboarding	HP Laser Jet P3015	VND3F94155	AXIS	07/2008
Bow High School	Room 2315 Writing Lab	HP Laser Jet P3015	VND3F94159	AXIS	07/2008
Bow Memorial School	Hallway	HP Color Laser Jet 4525	JPBCD3D06F	AXIS	11/2009
Bow Memorial School	Room 1 Main Office	HP Laser Jet P3015	VND3F94157	AXIS	07/2008
Bow Memorial School	Room 13 Special Ed	HP Laser Jet P3015	VND3F94041	AXIS	07/2008
Bow Memorial School	Room 26 Computer Literacy	HP Laser Jet P3015	VND3F94154	AXIS	07/2008
Bow Memorial School	Room 29	HP Laser Jet P3005	CND1S14384	AXIS	10/2006

Warranty Progress Report

Equipment Details

Bow High School

Faculty Lounge

		<i>Black Meter & Volume</i>	<i>Color Meter & Volume</i>
Konica Minolta BH951	<i>Begin Date:</i> 11/4/2015	<i>Begin Meter</i> 421	
A4EW011004809	<i>End Date:</i> 6/30/2016	<i>End Meter</i> 341,473	
KMBS - 9360 4368		<i>Black Volume:</i> 341,052	
<i>Model Intro Date:</i> 6/1/2012			

<i>Date</i>	<i>Comments</i>
11/11/2015	Warranty replacement for problem copier A4EW011005373; vendor replaced.

Konica Minolta BH951	<i>Begin Date:</i> 7/1/2015	<i>Begin Meter</i> 377
A4EW011005373	<i>End Date:</i> 11/4/2015	<i>End Meter</i> 45,893
KMBS - 9356 4854		<i>Black Volume:</i> 45,516

Model Intro Date: 6/1/2012

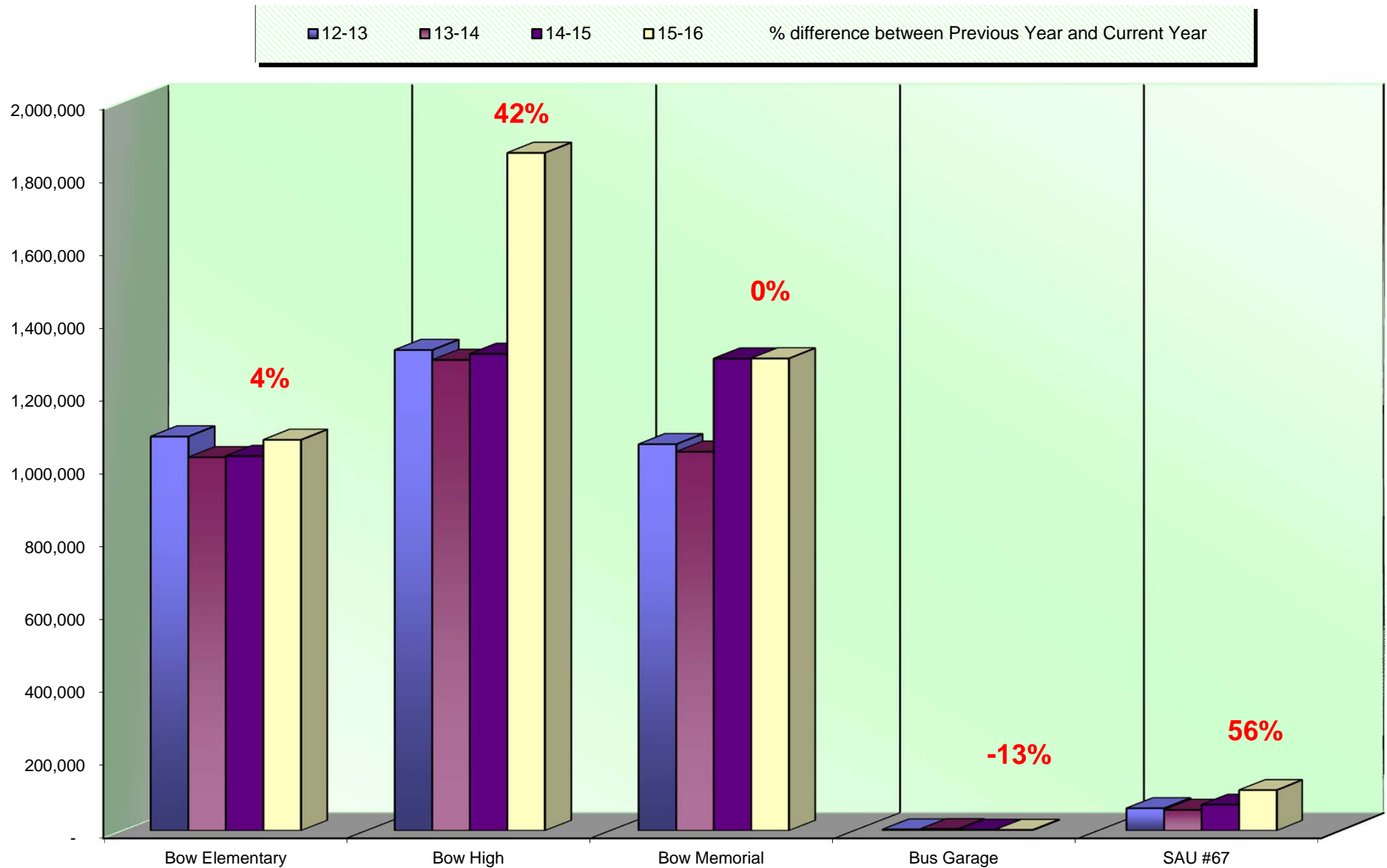
<i>Date</i>	<i>Comments</i>
10/21/2015	Client complained unit always seems to be broken. Asked about a possible replacement. He wrote that it was the same machine he had problems with since it had been installed, but had it moved to a new room because KM tech said his room was too hot.
10/22/2015	client stated machine was working perfectly at the moment because the tech had just been there. The machine jams and the problem is they cannot find how to correct the jam, so the machine is down all the time. As a comparison, the SAU machine--using the exact same paper--has jammed once total since installed during the summer.
10/28/2015	Client stated machine was not usable since 10/27. The copier displays a message that says it is warming up but it never stops saying that; it just runs and runs. No copies can be made while it is in the warm-up status. HS staff very frustrated. He is getting comments that the machines ar junk and never work. He felt machine was down far more than operational.
	KMBS had Bill Puddicombe stop in to do a thorough evaluation. It was later decided the vendor would replace the copier, which was delivered and installed 11/4/15.
11/11/2015	Copier replaced by vendor 11/4/15 with A4EW011004809

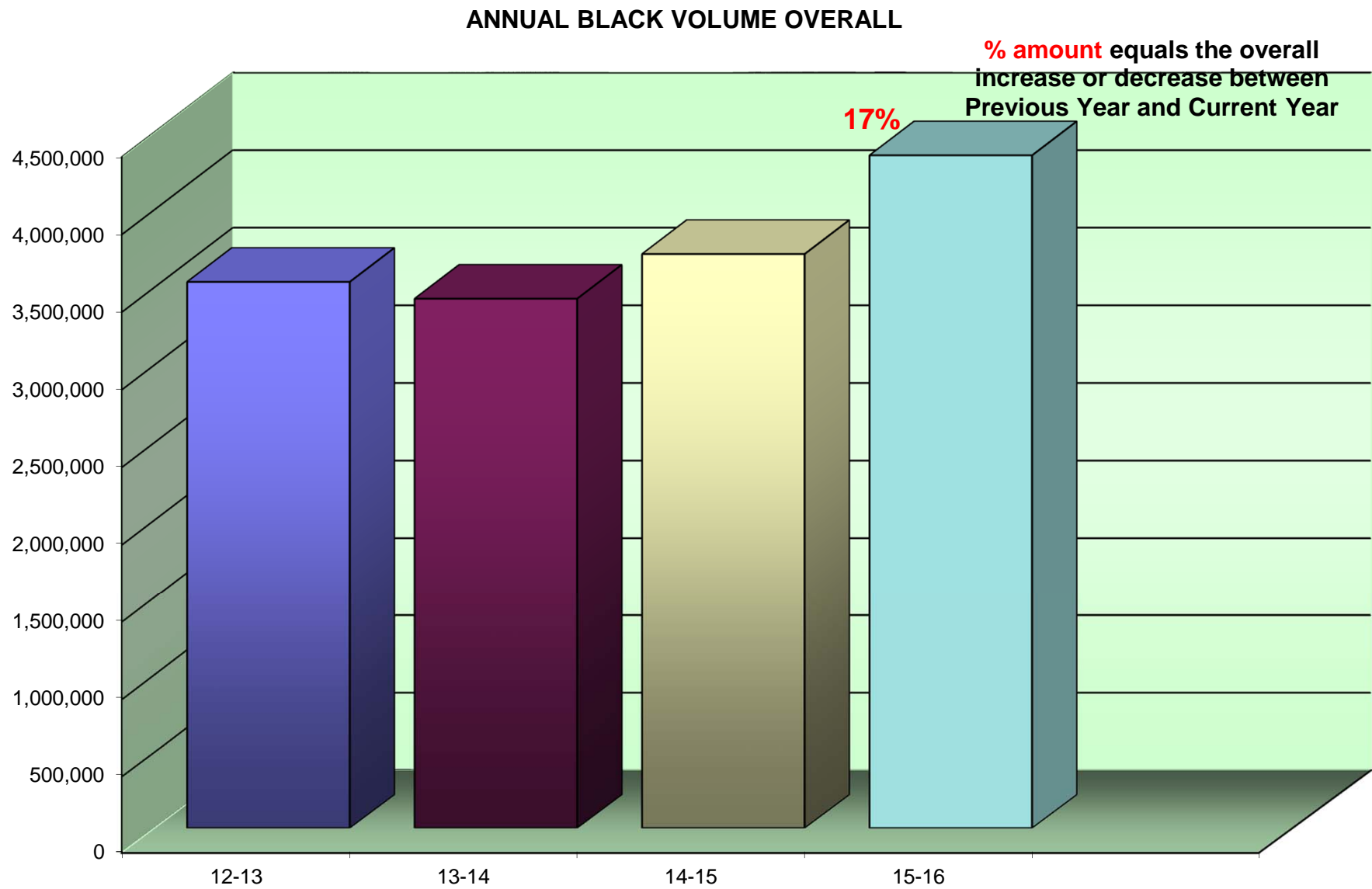
Warranty Replaced Machines

The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department / Room	Make Model	Serial #	Vendor Id #	Date of Trade
Bow High School	Faculty Lounge	Konica Minolta BH951	A4EW011005373	9356 4854	11/4/2015
Bow High School	Room 2110 Faculty	HP Color Laser Jet 3600c	CNWDF37245		9/22/2015
Bow High School	Room 2110 Faculty	Brother HL-5470DW	U63080C3N319187		9/22/2015
Bow High School	Room 2206 Red Cart	HP Laser Jet Pro M401dne	PHGFB70729		10/30/2015
Bow Memorial School	Room 16	Brother HL-4040CN	L9J432701		6/30/2016
Bow Memorial School	Room 29	Brother HL-5470DW	U63080C3N319116		1/8/2016

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>
Bow Elementary School	454	1,074,604	\$20,200.29	2,367	\$44.49
Bow High School	595	1,860,534	\$35,524.58	3,127	\$59.71
Bow Memorial School	507	1,297,506	\$24,049.98	2,559	\$47.44
Bus Garage SAU 67	0	2,339	\$41.97	0	\$0.00
SAU 67	0	113,288	\$2,420.52	0	\$0.00
<i>Totals</i>	1,556	4,348,271	\$82,237.34	2,795	\$52.85

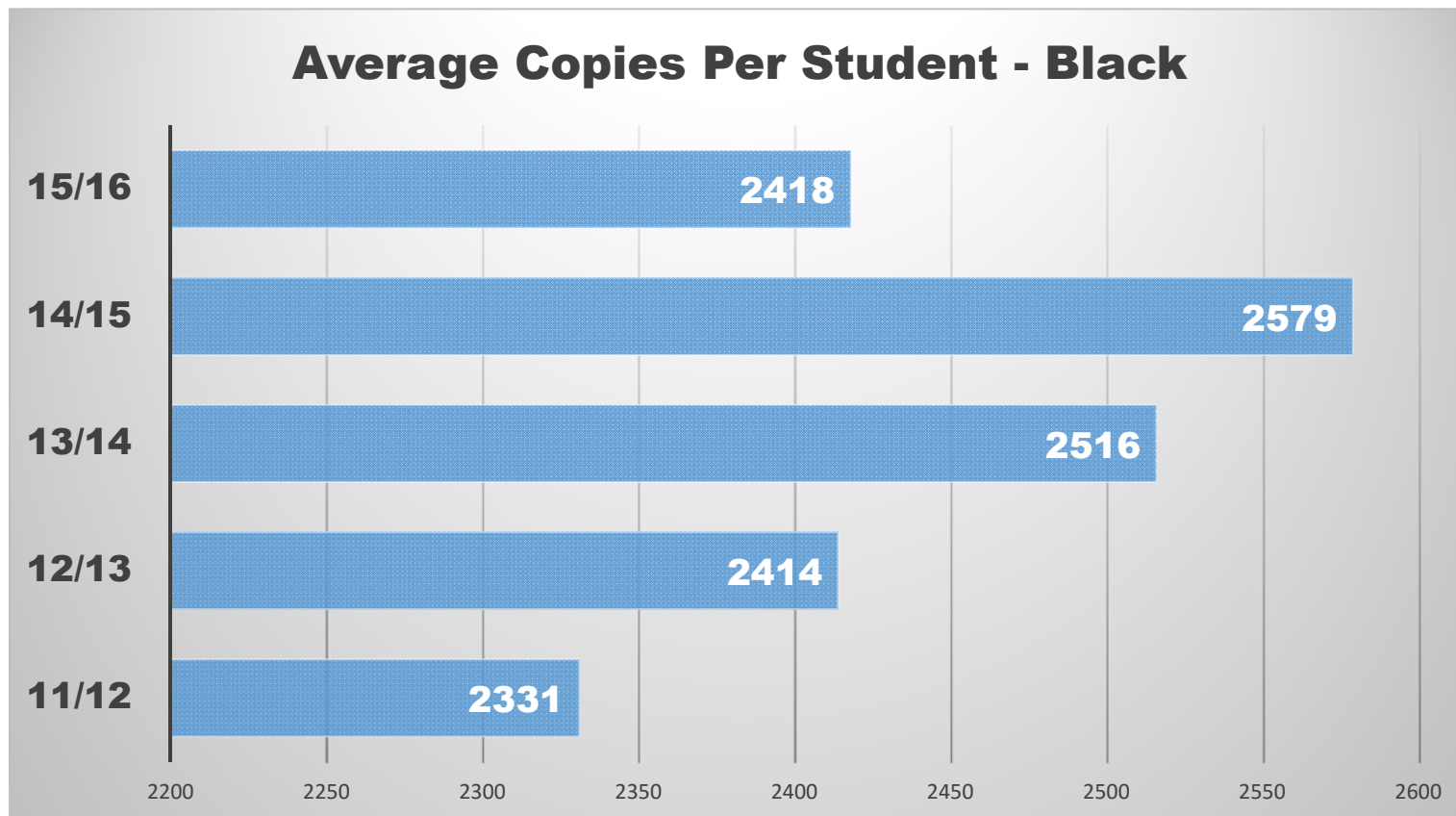
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black

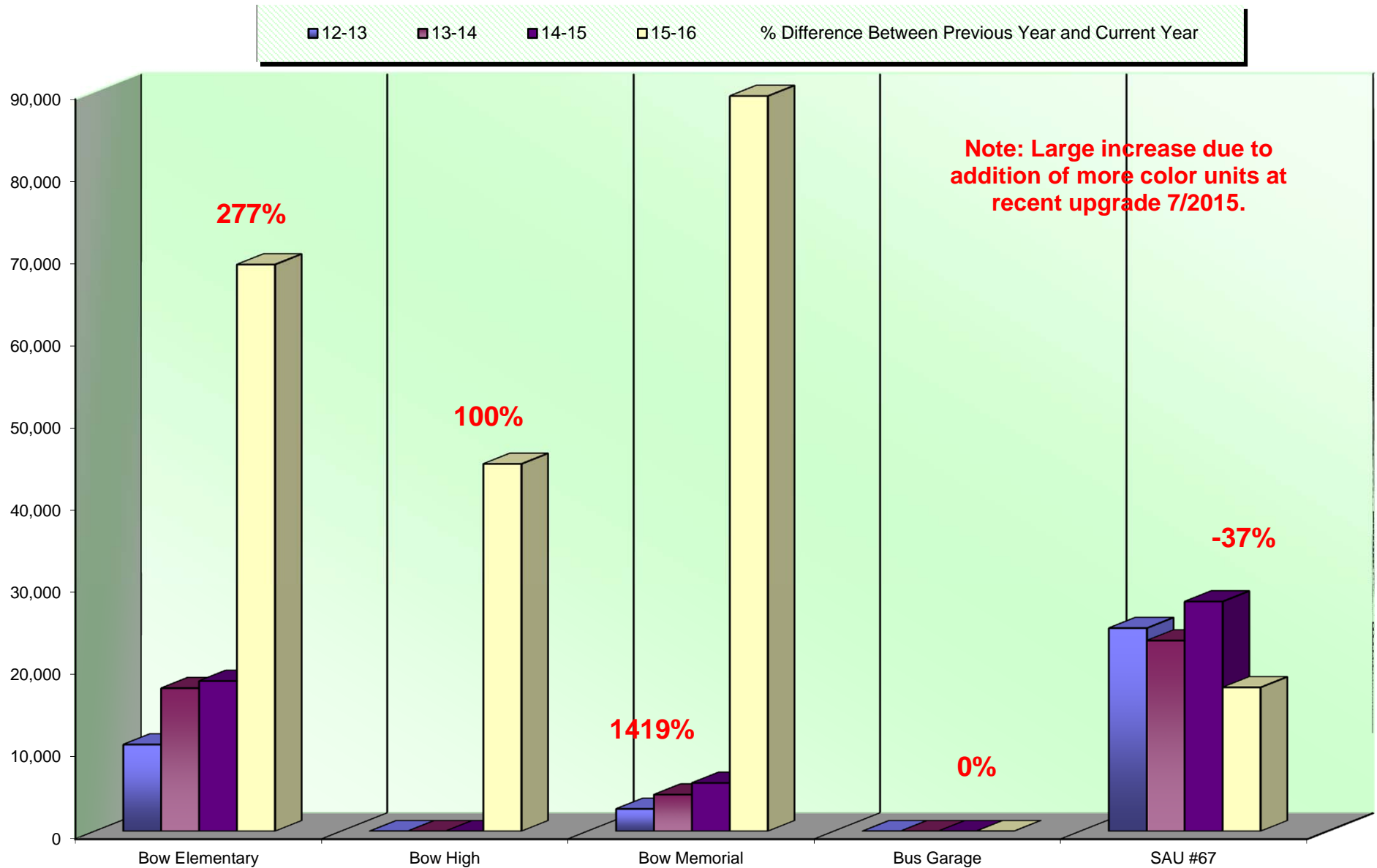
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

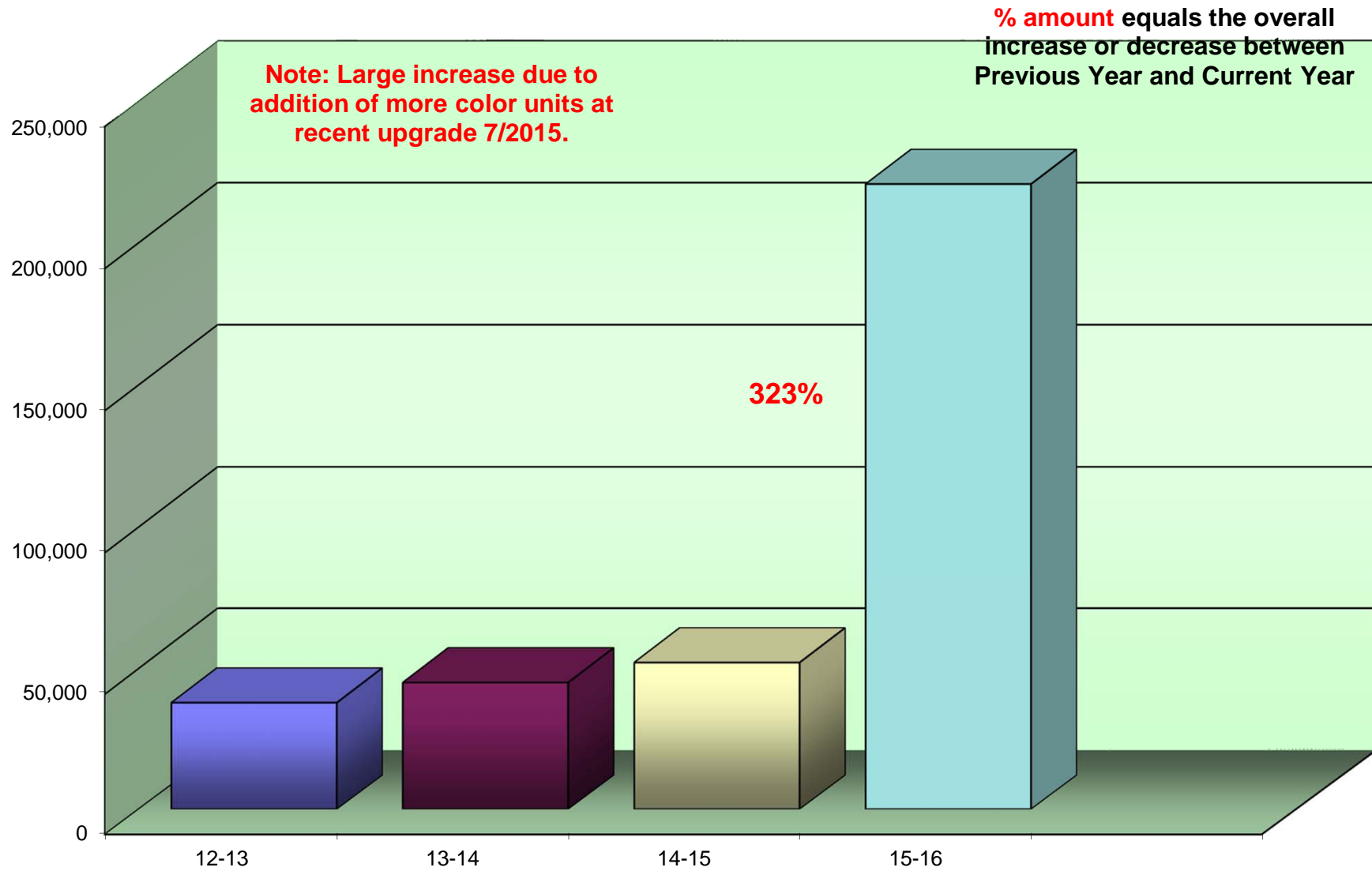
**Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*



ANNUAL COLOR VOLUMES BY BUILDING



ANNUAL COLOR VOLUMES OVERALL



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>
Bow Elementary School	454	68,977	\$4,843.16	152	\$10.67
Bow High School	595	44,756	\$2,793.69	75	\$4.70
Bow Memorial School	507	88,167	\$7,090.28	174	\$13.98
Bus Garage SAU 67	0	0	\$0.00	0	\$0.00
SAU 67	0	17,518	\$1,252.47	0	\$0.00
Totals	1,556	219,418	\$15,979.60	141	\$10.27

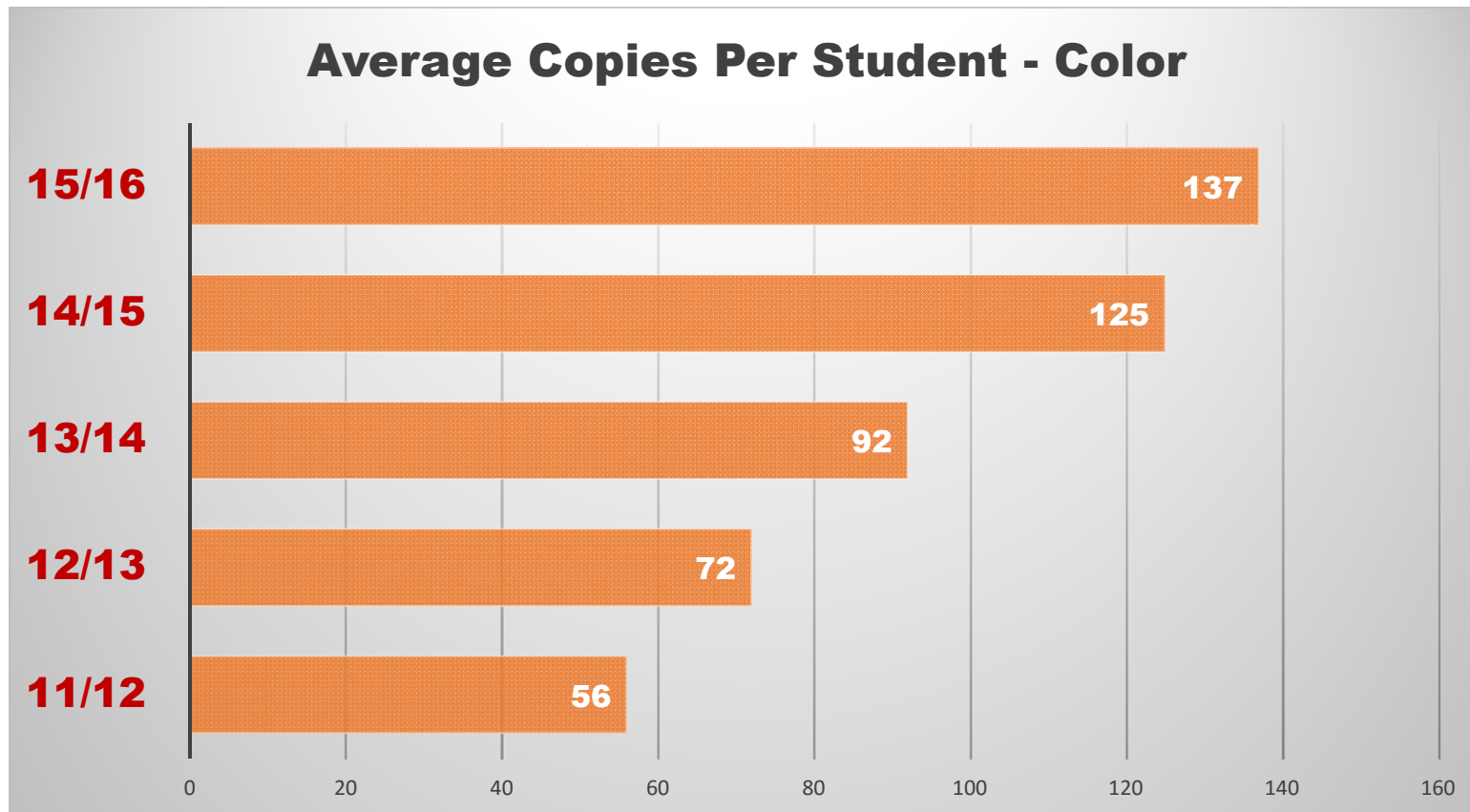
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

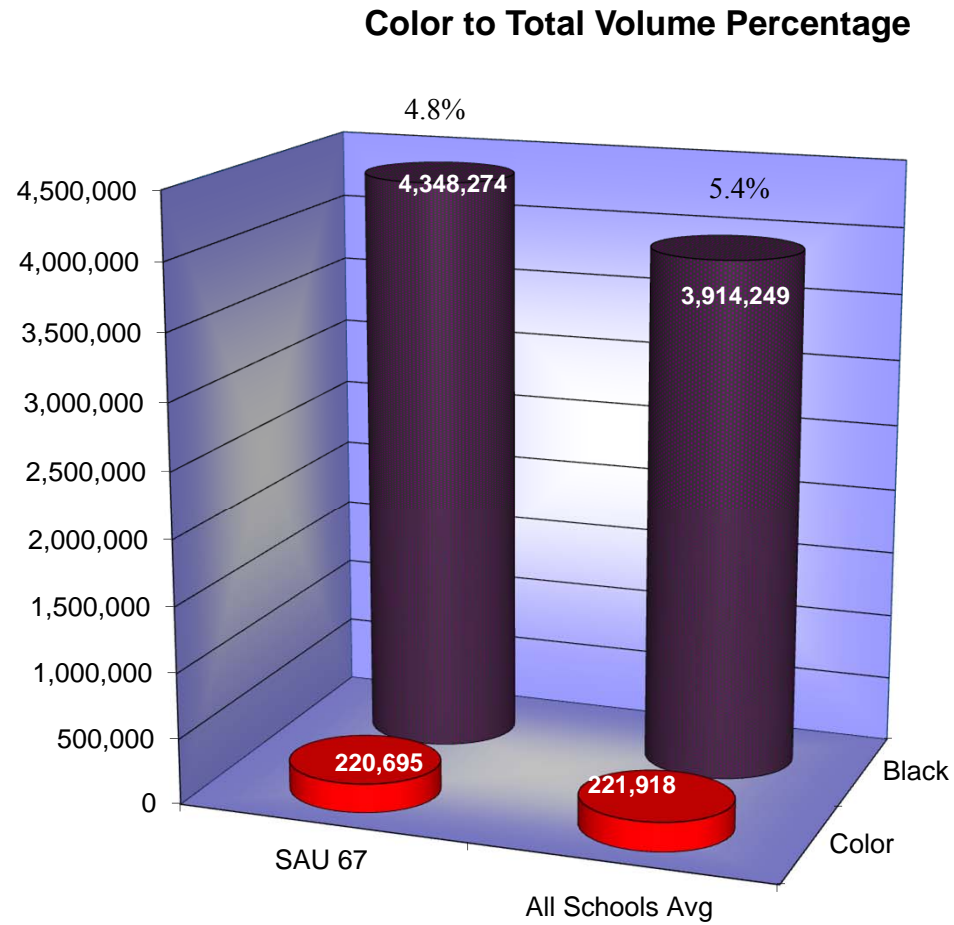
Cost Comparison – Color

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.*





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: 8/2/2015</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2015-16</i>		
<i>Vendor</i>	<i>7/1/2015</i>	<i>6/30/2016</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	
BOW ELEMENTARY SCHOOL					
Art					
Brother HL-4570CDW series / 30 PPM	9,149	9,348	199	\$0.012380	None at this time.
U62500E3J357874 /				\$2.46	
750,000 / 10/2010	25,181	25,816	635	\$0.13625	
Color Network Printer				\$86.52	
AXIS					
Copy Room Right					
Konica Minolta BH754E / 75 PPM	138	497,298	497,160	\$0.003200	None at this time.
A55V017004395 / 9348 5815				\$1,590.91	
4,000,000 / 01/2013	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: 8/2/2015</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>	
BOW ELEMENTARY SCHOOL						
<i>Custodian</i>						
Brother HL-4570CDW series / 30 PPM	5,147	9,405	4,258	\$0.012380	None at this time.	
U62500J3J385788 /				\$52.71		
750,000 / 10/2010	16,837	26,264	9,427	\$0.13625		
Color Network Printer				\$1,284.43		
AXIS						
<i>Guidance Office</i>						
Brother HL-5470DW / 40 PPM	1,893	6,705	4,812	\$0.012380	None at this time.	
U63080C3N319158 /				\$59.57		
1,000,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
<i>Kitchen Office</i>						
Brother HL-6180DW / 42 PPM	6,532	8,090	1,558	\$0.012380	None at this time.	
U63082F2J177199 /				\$19.29		
1,000,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</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>
BOW ELEMENTARY SCHOOL					
Librarian					
HP Laser Jet Pro M401dne / 35 PPM PHGFF70517 / 750,000 / 01/2013 Black Network Printer	0	2,824	2,824	\$0.012380 \$34.96	None at this time.
	0	0	0	\$0.00000 \$0.00	
AXIS					
Library					
Konica Minolta BHC3350 / 35 PPM A4Y4011007427 / 9348 5812 750,000 / 01/2014 Color Laser MFP	24	43,630	43,606	\$0.003200 \$139.54	None at this time.
	72	38,088	38,016	\$0.04995 \$1,898.90	
KMBS					
Main Office					
Konica Minolta BHC554 / 55 PPM A5AY011014732 / 9348 5813 3,000,000 / 08/2012 Color Photocopier	45	37,436	37,391	\$0.003200 \$119.65	None at this time.
	53	15,373	15,320	\$0.04995 \$765.23	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</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>	
BOW ELEMENTARY SCHOOL						
Main Office Work Room						
Konica Minolta BH754E / 75 PPM	188	397,837	397,649	\$0.003200	None at this time.	
A55V017004426 / 9348 5664				\$1,272.48		
4,000,000 / 01/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
OT 1st Floor						
Brother HL-4570CDW series / 30 PPM	1,178	5,551	4,373	\$0.012380	None at this time.	
U62500E3J357892 /				\$54.14		
750,000 / 10/2010	2,471	8,050	5,579	\$0.13625		
Color Network Printer				\$760.14		
AXIS						
Room 102						
Brother HL-6180DW / 42 PPM	24,951	30,918	5,967	\$0.012380	None at this time.	
U63082F2J177178 /				\$73.87		
1,000,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</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>
BOW ELEMENTARY SCHOOL					
Room 105					
Brother HL-5470DW / 40 PPM	33,627	42,245	8,618	\$0.012380	None at this time.
U63080C3N319168 /				\$106.69	
1,000,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 106					
Brother HL-5470DW / 40 PPM	28,188	36,312	8,124	\$0.012380	None at this time.
U63080C3N319208 /				\$100.58	
1,000,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</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>
BOW ELEMENTARY SCHOOL					
Room 109					
Brother HL-5470DW / 40 PPM	11,716	17,642	5,926	\$0.012380	None at this time.
U63080C3N319191 /				\$73.36	
1,000,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
HP Laser Jet Pro M401dne / 35 PPM	0	6,381	6,381	\$0.012380	None at this time.
PHGFB70747 /				\$79.00	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 110					
Brother HL-6180DW / 42 PPM	25,322	32,173	6,851	\$0.012380	None at this time.
U63082f2J177193 /				\$84.82	
1,000,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</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>
BOW ELEMENTARY SCHOOL					
Room 200					
Brother HL-6180DW / 42 PPM	7,170	11,210	4,040	\$0.012380	None at this time.
U63082C3N317807 /				\$50.02	
1,000,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 204					
Brother HL-6180DW / 42 PPM	14,045	16,814	2,769	\$0.012380	None at this time.
U63082C3N317808 /				\$34.28	
1,000,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 206					
HP Laser Jet Pro M401dne / 35 PPM	0	2,693	2,693	\$0.012380	None at this time.
PHGFG61959 /				\$33.34	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/2/2015
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BOW ELEMENTARY SCHOOL					
Special Ed Staff Room					
HP Laser Jet P3015 / 42 PPM VND3F94148 / 200,000 / 07/2008 Black Network Printer	0 0	7,921 0	7,921 0	\$0.012380 \$98.06 \$0.00000 \$0.00	8 years from Intro.
AXIS					
Special Education					
Brother HL-5470DW / 40 PPM U63080C3N319175 / 1,000,000 / 06/2012 Black Network Printer	6,794 0	12,163 0	5,369 0	\$0.012380 \$66.47 \$0.00000 \$0.00	None at this time.
AXIS					
SPED 4					
Brother HL-6180DW / 42 PPM U63080C3N317800 / 1,000,000 / 06/2012 Black Network Printer	16,031 0	21,649 0	5,618 0	\$0.012380 \$69.55 \$0.00000 \$0.00	None at this time.
AXIS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</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>	
BOW ELEMENTARY SCHOOL						
Support Room						
Brother HL-5470DW / 40 PPM	25,225	35,722	10,497	\$0.012380	None at this time.	
U63080C3N319162 /				\$129.95		
1,000,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
Subtotals Black			1,074,604	\$4,345.70		
Subtotals Color			68,977	\$4,795.22		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</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>
BOW HIGH SCHOOL					
Administration					
Konica Minolta BHC554 / 55 PPM A5AY011014863 / 9348 5804 3,000,000 / 08/2012 Color Photocopier	0	51,392	51,392	\$0.003200 \$164.45 \$0.04995 \$504.15	None at this time.
KMBS					
Athletic Director					
Brother HL-5470DW / 40 PPM U63080C3N317030 / 1,000,000 / 06/2012 Black Network Printer	4,874	7,764	2,890	\$0.012380 \$35.78 \$0.00000 \$0.00	None at this time.
AXIS					
Band Office					
HP Laser Jet Pro M401dne / 35 PPM PHGFF70518 / 750,000 / 01/2013 Black Network Printer	0	6,300	6,300	\$0.012380 \$77.99 \$0.00000 \$0.00	None at this time.
AXIS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</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>
BOW HIGH SCHOOL					
Director - Dan Gage					
HP Laser Jet Pro M401dne / 35 PPM PHGFB70745 / 750,000 / 01/2013 Black Network Printer	0	4,202	4,202	\$0.012380 \$52.02	None at this time.
	0	0	0	\$0.00000 \$0.00	
AXIS					
Faculty Lounge					
Konica Minolta BH951 / 95 PPM A4EW011004809 / 9360 4368 5,000,000 / 06/2012 Black Photocopier	421	341,473	341,052	\$0.003200 \$1,091.37	Underused! Shift volume from Faculty Lounge 2.
	0	0	0	\$0.00000 \$0.00	
KMBS					
Konica Minolta BH951 / 95 PPM A4EW011005373 / 9356 4854 5,000,000 / 06/2012 Black Photocopier	377	45,893	45,516	\$0.003200 \$145.65	Traded=tr megf 'y kj 'C6GY 233226: 2; 0
	0	0	0	\$0.00000 \$0.00	
KMBS					

Date of Last Upgrade: 8/2/2015						
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	
BOW HIGH SCHOOL						
Faculty Room 2						
Konica Minolta BH951 / 95 PPM A4EW011040180 / 9356 4853 5,000,000 / 06/2012 Black Photocopier	297 0	840,482 0	840,185 0	\$0.003200 \$2,688.59 \$0.000000 \$0.00	Overused! Shift volume to Faculty Lounge.	
KMBS						
Faculty Work Room						
Brother HL-4150CDN series / 25 PPM U62499E3J356147 / 500,000 / 10/2010 Color Network Printer	8,217 15,881	9,465 16,159	1,248 278	\$0.012380 \$15.45 \$0.13625 \$37.88		None at this time.
AXIS						
Guidance Office						
Konica Minolta BH654 / 65 PPM A5YN017006232 / 9348 5803 3,000,000 / 02/2013 Black Photocopier	468 0	117,892 0	117,424 0	\$0.003200 \$375.76 \$0.000000 \$0.00	None at this time.	
KMBS						

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 8/2/2015</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>	
BOW HIGH SCHOOL						
<i>House Myers</i>						
HP Laser Jet Pro M401dne / 35 PPM	0	1,352	1,352	\$0.012380	None at this time.	
PHGFF70522 /				\$16.74		
750,000 / 01/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/2/2015	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
BOW HIGH SCHOOL						
IT Hot Swap						
Brother HL-5470DW / 40 PPM	10,290	16,637	6,347	\$0.012380	None at this time.	
U63080C3N319189 /				\$78.58		
1,000,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
Dell B5460dn Laser Printer / 63 PPM	17,460	61,935	44,475	\$0.012380	None at this time.	
92GGSS1 /				\$550.60		
3,000,000 / 11/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
HP Laser Jet P3015 / 42 PPM	0	30	30	\$0.012380	8 years from Intro.	
VND3F94156 /				\$0.37		
200,000 / 07/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
HP Laser Jet Pro M401dne / 35 PPM	0	0	0	\$0.012380	None at this time.	
PHGFC72952 /				\$0.00		
750,000 / 01/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i>			<i>Date of Last Upgrade: 8/2/2015</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>
BOW HIGH SCHOOL					
HP Laser Jet Pro M401dne / 35 PPM PHGFF70521 / 750,000 / 01/2013 Black Network Printer	0 0	0 0	0 0	\$0.012380 \$0.00 \$0.000000 \$0.00	None at this time.
AXIS					
HP Laser Jet Pro M401dne / 35 PPM PHGFC42952 / 750,000 / 01/2013 Black Network Printer	0 0	0 0	0 0	\$0.012380 \$0.00 \$0.000000 \$0.00	None at this time.
AXIS					
HP Laser Jet Pro M401dne / 35 PPM PHGFF70523 / 750,000 / 01/2013 Black Network Printer	0 0	0 0	0 0	\$0.012380 \$0.00 \$0.000000 \$0.00	None at this time.
AXIS					
HP Laser Jet Pro M401dne / 35 PPM PHGFF70508 / 750,000 / 01/2013 Black Network Printer	0 0	0 0	0 0	\$0.012380 \$0.00 \$0.000000 \$0.00	None at this time.
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/2/2015	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
BOW HIGH SCHOOL						
HP Laser Jet Pro M401dne / 35 PPM PHGFG61960 / 750,000 / 01/2013 Black Network Printer	0 0	0 0	0 0	\$0.012380 \$0.00 \$0.00000 \$0.00	None at this time.	
AXIS						
Samsung C2670 Series / 27 PPM 07ACBJEG40001XA / 750,000 / 08/2014 Color Laser MFP	0 0	0 0	0 0	\$0.031250 \$0.00 \$0.13125 \$0.00	None at this time.	
AXIS						
Samsung C2670 Series / 27 PPM 07ACBJEG40002AT / 750,000 / 08/2014 Color Laser MFP	0 0	0 0	0 0	\$0.031250 \$0.00 \$0.13125 \$0.00	None at this time.	
AXIS						
Samsung SL-M3870FW / 40 PPM ZDDSBJAG40001PZ / 750,000 / 05/2013 Black Laser MFP	0 0	0 0	0 0	\$0.031250 \$0.00 \$0.13125 \$0.00	None at this time.	
AXIS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</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>
BOW HIGH SCHOOL					
Samsung SL-M3870FW / 40 PPM	0	0	0	\$0.031250	None at this time.
ZDDSBJAG40002DB /				\$0.00	
750,000 / 05/2013	0	0	0	\$0.13125	
Black Laser MFP				\$0.00	
AXIS					
IT Pod					
HP Laser Jet Pro M401dne / 35 PPM	0	1,131	1,131	\$0.012380	None at this time.
PHGFB70750 /				\$14.00	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</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>
BOW HIGH SCHOOL					
<i>Library</i>					
Konica Minolta BH554E / 55 PPM	97	173,455	173,358	\$0.003200	None at this time.
A61D011008106 / 9348 5802				\$554.75	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Samsung C2670 Series / 27 PPM	0	3,303	3,303	\$0.031250	None at this time.
07ACBJEG400022N /				\$103.22	
750,000 / 08/2014	0	4,509	4,509	\$0.13125	
Color Laser MFP				\$591.81	
AXIS					
<i>Linda Conway (Kitchen)</i>					
HP Laser Jet Pro M401dne / 35 PPM	0	930	930	\$0.012380	None at this time.
PHGFB70753 /				\$11.51	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</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>	
BOW HIGH SCHOOL						
<i>Lunch Room Office</i>						
HP LaserJet 400 MFP M425dn / 35 PPM CNF8H562BC / 750,000 / 06/2012 Black Laser MFP	0 0	4,234 0	4,234 0	\$0.012380 \$52.42 \$0.00000 \$0.00	None at this time.	
AXIS						
<i>Main Office</i>						
HP Laser Jet Pro M401dne / 35 PPM PHGFF70519 / 750,000 / 01/2013 Black Network Printer	0 0	8,801 0	8,801 0	\$0.012380 \$108.96 \$0.00000 \$0.00	None at this time.	
AXIS						
<i>Music Room</i>						
HP Laser Jet Pro M401dne / 35 PPM PHGFF70514 / 750,000 / 01/2013 Black Network Printer	0 0	17 0	17 0	\$0.012380 \$0.21 \$0.00000 \$0.00	Underused!	
AXIS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/2/2015	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
BOW HIGH SCHOOL						
Nurse						
HP Laser Jet Pro M401dne / 35 PPM PHGFB70748 / 750,000 / 01/2013 Black Network Printer	0 0	2,369 0	2,369 0	\$0.012380 \$29.33 \$0.00000 \$0.00	None at this time.	
AXIS						
Room 0106						
Brother HL-6180DW / 42 PPM U63082D3N364643 / 1,000,000 / 06/2012 Black Network Printer	8,848 0	15,390 0	6,542 0	\$0.012380 \$80.99 \$0.00000 \$0.00		None at this time.
AXIS						
Room 0123 Maintenance						
HP LaserJet 400 MFP M425dn / 35 PPM CNF8H562CL / 750,000 / 06/2012 Black Laser MFP	0 0	846 0	846 0	\$0.012380 \$10.47 \$0.00000 \$0.00	None at this time.	
AXIS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</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>	
BOW HIGH SCHOOL						
Room 1200 Computer Programming						
Brother HL-5470DW / 40 PPM	18,646	25,764	7,118	\$0.012380	None at this time.	
U63080H2N168535 /				\$88.12		
1,000,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
Room 1204 SPED						
Konica Minolta BHC3350 / 35 PPM	163	14,438	14,275	\$0.003200	None at this time.	
A4Y4011010974 / 9348 5807				\$45.68		
750,000 / 01/2014	20	16,934	16,914	\$0.04995		
Color Laser MFP				\$844.85		
KMBS						
Room 1208 Tech Ed						
HP Laser Jet Pro M401dne / 35 PPM	0	16,016	16,016	\$0.012380	None at this time.	
PHGFB70746 /				\$198.28		
750,000 / 01/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/2/2015
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BOW HIGH SCHOOL					
Room 1209 Keyboarding					
HP Laser Jet P3015 / 42 PPM VND3F94155 / 200,000 / 07/2008 Black Network Printer	0 0	5,329 0	5,329 0	\$0.012380 \$65.97 \$0.00000 \$0.00	8 years from Intro.
AXIS					
Room 1306 Psychologist - Sheri Hatfield					
Konica Minolta BH4700P / 50 PPM A63N011007894 / 9348 5808 2,000,000 / 04/2013 Black Network Printer	0 0	2,284 0	2,284 0	\$0.006130 \$14.00 \$0.00000 \$0.00	None at this time.
KMBS					
Room 2108 Faculty					
Konica Minolta BH4700P / 50 PPM A63N011007897 / 9348 5809 2,000,000 / 04/2013 Black Network Printer	0 0	33,683 0	33,683 0	\$0.006130 \$206.48 \$0.00000 \$0.00	None at this time.
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</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>	
BOW HIGH SCHOOL						
Room 2110 Faculty						
Brother HL-5470DW / 40 PPM	48,047	48,358	311	\$0.012380	Traded=łgr męgf 'y kj 'EP Y FH594670	
U63080C3N319187 /				\$3.85		
1,000,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
HP Color Laser Jet 3600c / 17 PPM	6,520	6,544	24	\$0.012380	Traded=łgr męgf 'y kj 'RJ I HF 337840	
CNWDF37245 /				\$0.30		
200,000 / 11/2005	49,670	49,675	5	\$0.13625		
Color Network Printer				\$0.68		
AXIS						
HP Laser Jet Pro M401dne / 35 PPM	11	37,804	37,793	\$0.012380	None at this time.	
PHGFD11562 /				\$467.88		
750,000 / 01/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 8/2/2015</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>	
BOW HIGH SCHOOL						
Room 2201 Physics						
Brother HL-4150CDN series / 25 PPM	7,731	9,088	1,357	\$0.012380	None at this time.	
U62499F1J189608 /				\$16.80		
500,000 / 10/2010	7,283	8,899	1,616	\$0.13625		
Color Network Printer				\$220.18		
AXIS						
Room 2206						
HP Laser Jet Pro M401dne / 35 PPM	0	7,388	7,388	\$0.012380	None at this time.	
PHGFB70741 /				\$91.46		
750,000 / 01/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
Room 2206 Red Cart						
HP Laser Jet Pro M401dne / 35 PPM	0	1,718	1,718	\$0.012380	Traded=1gr mref 'y kj 'RJ I HD929630	
PHGFB70729 /				\$21.27		
750,000 / 01/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</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>
BOW HIGH SCHOOL					
Room 2210 Math					
Konica Minolta BH4700P / 50 PPM A63N011007880 / 9348 5806 2,000,000 / 04/2013 Black Network Printer	0	10,017	10,017	\$0.006130 \$61.40 \$0.00000 \$0.00	None at this time.
KMBS					
Konica Minolta BHC3350 / 35 PPM A4Y4011007359 / 9356 4836 750,000 / 01/2014 Color Laser MFP	16	16,805	16,789	\$0.003200 \$53.72 \$0.04995 \$566.48	None at this time.
KMBS					
Room 2306 English					
HP Laser Jet Pro M401dne / 35 PPM PHGFB70744 / 750,000 / 01/2013 Black Network Printer	0	4,192	4,192	\$0.012380 \$51.90 \$0.00000 \$0.00	None at this time.
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/2/2015
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BOW HIGH SCHOOL					
Room 2313					
Konica Minolta BH4700P / 50 PPM	0	19,850	19,850	\$0.006130	None at this time.
A63N011007903 / 9348 5810				\$121.68	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 2315 Writing Lab					
HP Laser Jet P3015 / 42 PPM	0	2,839	2,839	\$0.012380	8 years from Intro.
VND3F94159 /				\$35.15	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Special Ed Director - Tam MacAllister					
HP Laser Jet Pro M401dne / 35 PPM	0	708	708	\$0.012380	None at this time.
PHGFB70749 /				\$8.77	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 8/2/2015</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>
BOW HIGH SCHOOL					
<i>Special Ed Secretary - Sandy Currier-Ramsay</i>					
HP Laser Jet Pro M401dne / 35 PPM PHGFF70497 / 750,000 / 01/2013 Black Network Printer	0	11,050	11,050	\$0.012380 \$136.80	None at this time.
	0	0	0	\$0.00000 \$0.00	
AXIS					
<i>Unknown</i>					
Samsung SL-M3870FW / 40 PPM ZDDSBJAG40001JF / 750,000 / 05/2013 Black Laser MFP	0	2,507	2,507	\$0.031250 \$78.34	None at this time.
	0	0	0	\$0.13125 \$0.00	
AXIS					
<i>World Language Cart</i>					
Samsung SL-M3870FW / 40 PPM ZDDSBJAG40000GV / 750,000 / 05/2013 Black Laser MFP	0	1,342	1,342	\$0.031250 \$41.94	None at this time.
	0	0	0	\$0.13125 \$0.00	
AXIS					
<i>Subtotals Black</i>			1,860,534	\$8,068.99	
<i>Subtotals Color</i>			44,756	\$2,766.03	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</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>	
BOW MEMORIAL SCHOOL						
Copy Room						
Konica Minolta BH754E / 75 PPM	126	312,565	312,439	\$0.003200	None at this time.	
A55V017004398 / 9348 5817				\$999.80		
4,000,000 / 01/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Copy Room Left						
Konica Minolta BH754E / 75 PPM	154	291,115	290,961	\$0.003200	None at this time.	
A55V017004375 / 9348 5818				\$931.08		
4,000,000 / 01/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Grade 8 Cart						
Brother HL-4570CDW series / 30 PPM	12,202	16,081	3,879	\$0.012380	None at this time.	
U62500C2J269313 /				\$48.02		
750,000 / 10/2010	8,153	10,439	2,286	\$0.13625		
Color Network Printer				\$311.47		
AXIS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/2/2015	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
BOW MEMORIAL SCHOOL						
Hallway						
HP Color Laser Jet 4525 / 42 PPM JPBCD3D06F / 1,000,000 / 11/2009 Color Network Printer	30,963 51,687	35,201 59,370	4,238 7,683	\$0.012380 \$52.47 \$0.13625 \$1,046.81	7 years from Intro.	
AXIS						
Health						
Brother HL-4570CDW series / 30 PPM U62500C2J272574 / 750,000 / 10/2010 Color Network Printer	2,089 3,974	2,092 5,251	3 1,277	\$0.012380 \$0.04 \$0.13625 \$173.99	None at this time.	
AXIS						
IT Hot Swap						
Brother HL-5470DW / 40 PPM U63080C3N319183 / 1,000,000 / 06/2012 Black Network Printer	622 0	678 0	56 0	\$0.012380 \$0.69 \$0.00000 \$0.00	None at this time.	
AXIS						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</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>
BOW MEMORIAL SCHOOL					
<i>Kitchen Office</i>					
HP Laser Jet Pro M401dne / 35 PPM	0	1,908	1,908	\$0.012380	None at this time.
PHGFG61971 /				\$23.62	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
<i>Library</i>					
Konica Minolta BHC454 / 45 PPM	0	100,685	100,685	\$0.003200	None at this time.
A5C0011023519 / 9348 5821				\$322.19	
1,000,000 / 07/2012	0	39,670	39,670	\$0.04995	
Color Photocopier				\$1,981.52	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</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>
BOW MEMORIAL SCHOOL					
Room 1 Main Office					
HP Laser Jet P3015 / 42 PPM	0	15,399	15,399	\$0.012380	8 years from Intro.
VND3F94157 /				\$190.64	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Konica Minolta BHC554 / 55 PPM	91	212,323	212,232	\$0.003200	None at this time.
A5AY011014611 / 9348 5820				\$679.14	
3,000,000 / 08/2012	64	18,246	18,182	\$0.04995	
Color Photocopier				\$908.19	
KMBS					
Room 10 Tech Ed					
HP Color Laser Jet M451dn / 21 PPM	0	3,185	3,185	\$0.012380	None at this time.
CNDFG06374 /				\$39.43	
500,000 / 02/2012	0	5,158	5,158	\$0.13625	
Color Network Printer				\$702.78	
AXIS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</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>
BOW MEMORIAL SCHOOL					
Room 10B					
HP Laser Jet Pro M401dne / 35 PPM	0	663	663	\$0.012380	None at this time.
PHGFG61969 /				\$8.21	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 12 Nurse					
HP Laser Jet Pro M401dne / 35 PPM	0	1,996	1,996	\$0.012380	None at this time.
PHGFF70525 /				\$24.71	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 13 Special Ed					
HP Laser Jet P3015 / 42 PPM	0	7,945	7,945	\$0.012380	8 years from Intro.
VND3F94041 /				\$98.36	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</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>
BOW MEMORIAL SCHOOL					
Room 16					
Brother HL-4040CN / 21 PPM	2,588	2,588	0	\$0.012380	Removed from service; disposed of.
L9J432701 /				\$0.00	
500,000 / 04/2007	6,795	6,795	0	\$0.13625	
Color Network Printer				\$0.00	
AXIS					
Room 17 Color Cart 6					
Brother HL-4570CDW series / 30 PPM	3,913	5,741	1,828	\$0.012380	None at this time.
U62500C2J269311 /				\$22.63	
750,000 / 10/2010	4,205	6,862	2,657	\$0.13625	
Color Network Printer				\$362.02	
AXIS					
Room 24 Guidance					
HP Laser Jet Pro M401dne / 35 PPM	0	2,899	2,899	\$0.012380	None at this time.
PHGFG61970 /				\$35.89	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/2/2015	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
BOW MEMORIAL SCHOOL						
Room 25B						
Konica Minolta BH754E / 75 PPM	152	298,771	298,619	\$0.003200	None at this time.	
A55V017004356 / 9348 5819				\$955.58		
4,000,000 / 01/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Room 26 Computer Literacy						
HP Laser Jet P3015 / 42 PPM	0	2,942	2,942	\$0.012380	8 years from Intro.	
VND3F94154 /				\$36.42		
200,000 / 07/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
Room 28 Shaw						
HP Laser Jet Pro M401dne / 35 PPM	0	4,902	4,902	\$0.012380	None at this time.	
PHGFB70752 /				\$60.69		
750,000 / 01/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</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>
BOW MEMORIAL SCHOOL					
Room 29					
Brother HL-5470DW / 40 PPM	21,902	29,001	7,099	\$0.012380	Traded; replaced with CND1S14384.
U63080C3N319116 /				\$87.89	
1,000,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
HP Laser Jet P3005 / 35 PPM	43,770	48,073	4,303	\$0.012380	10 years from Intro.
CND1S14384 /				\$53.27	
750,000 / 10/2006	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 31 Speech					
Brother HL-4570CDW series / 30 PPM	3,034	3,992	958	\$0.012380	None at this time.
U62500L2J312870 /				\$11.86	
750,000 / 10/2010	2,369	3,780	1,411	\$0.13625	
Color Network Printer				\$192.25	
AXIS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</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>
BOW MEMORIAL SCHOOL					
Room 32					
HP Laser Jet Pro M401dne / 35 PPM	0	1,312	1,312	\$0.012380	None at this time.
PHGFF70527 /				\$16.24	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 32 Gardner					
Brother HL-4570CDW series / 30 PPM	5,596	11,846	6,250	\$0.012380	None at this time.
U62500C2J272559 /				\$77.38	
750,000 / 10/2010	6,896	13,880	6,984	\$0.13625	
Color Network Printer				\$951.57	
AXIS					
Room 4 Grade 8 Computer Cart					
HP Laser Jet Pro M401dne / 35 PPM	0	3,961	3,961	\$0.012380	None at this time.
PHGFG61961 /				\$49.04	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 8/2/2015
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
BOW MEMORIAL SCHOOL					
Room 7					
Brother HL-4570CDW series / 30 PPM	2,809	4,380	1,571	\$0.012380	None at this time.
U62500H2J298964 /				\$19.45	
750,000 / 10/2010	3,996	5,137	1,141	\$0.13625	
Color Network Printer				\$155.46	
AXIS					
Room 9 Science Cart					
Brother HL-5470DW / 40 PPM	5,948	6,770	822	\$0.012380	None at this time.
U63080D2J136188 /				\$10.18	
1,000,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room A - Wetterer Color Cart					
Brother HL-4570CDW series / 30 PPM	2,653	3,880	1,227	\$0.012380	None at this time.
U62500G3J370810 /				\$15.19	
750,000 / 10/2010	2,873	4,591	1,718	\$0.13625	
Color Network Printer				\$234.08	
AXIS					

Date of Last Upgrade: 8/2/2015					
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
BOW MEMORIAL SCHOOL					
Room A Wetterer					
HP Laser Jet Pro M401dne / 35 PPM PHGFF70528 / 750,000 / 01/2013 Black Network Printer	0	1,580	1,580	\$0.012380 \$19.56 \$0.00000 \$0.00	None at this time.
AXIS					
Room B DeAngelis					
HP Laser Jet Pro M401dne / 35 PPM PHGFF70509 / 750,000 / 01/2013 Black Network Printer	0	1,644	1,644	\$0.012380 \$20.35 \$0.00000 \$0.00	None at this time.
AXIS					
Subtotals Black			1,297,506	\$4,910.01	
Subtotals Color			88,167	\$7,020.13	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor				Date of Last Upgrade: 8/2/2015	
7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
BUS GARAGE SAU 67					
Main Office					
Konica Minolta BH4050 / 42 PPM	79	2,418	2,339	\$0.003200	None at this time.
A6VF011008073 /				\$7.48	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Subtotals Black		2,339	\$7.48		
Subtotals Color		0	\$0.00		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/2/2015</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 67					
Copy Room					
Konica Minolta BHC554 / 55 PPM	846	72,333	71,487	\$0.003200	None at this time.
A5AY011014730 / 9348 5814				\$228.76	
3,000,000 / 08/2012	108	13,396	13,288	\$0.04995	
Color Photocopier				\$663.74	
KMBS					
Dean's Office					
HP Laser Jet Pro M401dne / 35 PPM	0	561	561	\$0.012380	None at this time.
PHGFB70742 /				\$6.95	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Duane's Office					
HP Laser Jet Pro M401dne / 35 PPM	0	1,254	1,254	\$0.012380	None at this time.
PHGFB70756 /				\$15.52	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

Date of Last Upgrade: 8/2/2015					
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 67					
Gayle Theos					
Brother HL-4570CDW series / 30 PPM	32,008	38,599	6,591	\$0.012380	None at this time.
U62500G0J120298 /				\$81.60	
750,000 / 10/2010	24,049	28,279	4,230	\$0.13625	
Color Network Printer				\$576.34	
AXIS					
Suzanne's Office					
HP Laser Jet 600 M602 / 52 PPM	50,037	83,432	33,395	\$0.012380	None at this time.
CNCCF8H0HP /				\$413.43	
3,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Subtotals Black			113,288	\$746.25	
Subtotals Color			17,518	\$1,240.07	

<i>District Wide Black Totals</i>	4,348,271	\$18,078.44
<i>District Wide Color Totals</i>	219,418	\$15,821.45

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 5/1/2006 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
4,348,271	\$0.01041	\$45,265.50

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
4,348,271	\$0.00416	\$18,088.81	\$27,176.69	\$135,883.47

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$27,176.69 x 10 years as a Client

=\$271,766.94 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
Bow Elementary School	1,074,604	\$4,386.83	\$5,332.19	\$10,481.28	\$20,200.29
Bow High School	1,860,534	\$8,145.66	\$9,231.97	\$18,146.94	\$35,524.58
Bow Memorial School	1,297,506	\$4,956.37	\$6,438.22	\$12,655.38	\$24,049.98
Bus Garage SAU 67	2,339	\$7.55	\$11.61	\$22.81	\$41.97
SAU 67	113,288	\$753.42	\$562.14	\$1,104.97	\$2,420.52
Total	4,348,271	\$18,249.83	\$21,576.12	\$42,411.39	\$82,237.34

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
Bow Elementary School	68,977	\$4,843.16
Bow High School	44,756	\$2,793.69
Bow Memorial School	88,167	\$7,090.28
Bus Garage SAU 67	0	\$0.00
SAU 67	17,518	\$1,252.47
<i>Total</i>	219,418	\$15,979.60

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 Laser MFP	5,080	\$0.01238	\$62.89	\$0.01250	\$63.50
Axis Business Solutions	Black Laser MFP	3,849	\$0.03125	\$120.28	\$0.03156	\$121.47
Axis Business Solutions	Black Network Printer	364,457	\$0.01238	\$4,511.98	\$0.01250	\$4,555.71
Axis Business Solutions	Color Laser MFP	3,303	\$0.03125	\$103.22	\$0.03156	\$104.24
Axis Business Solutions	Color Network Printer	41,189	\$0.01238	\$509.92	\$0.01250	\$514.86
Konica-Minolta Business Solutions	Black Laser MFP	2,339	\$0.00320	\$7.48	\$0.00323	\$7.55
Konica-Minolta Business Solutions	Black Network Printer	65,834	\$0.00613	\$403.56	\$0.00619	\$407.51
Konica-Minolta Business Solutions	Black Photocopier	3,314,363	\$0.00320	\$10,605.96	\$0.00323	\$10,705.39
Konica-Minolta Business Solutions	Color Laser MFP	74,670	\$0.00320	\$238.94	\$0.00323	\$241.18
Konica-Minolta Business Solutions	Color Photocopier	473,187	\$0.00320	\$1,514.20	\$0.00323	\$1,528.39
Total		4,348,271	\$0.00416	\$18,078.44	\$0.00420	\$18,249.83

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 Laser MFP	4,509	\$0.13125	\$591.81	\$0.13256	\$597.71
Axis Business Solutions	Color Network Printer	52,085	\$0.13625	\$7,096.58	\$0.13761	\$7,167.42
Konica-Minolta Business Solutions	Color Laser MFP	66,271	\$0.04995	\$3,310.24	\$0.05045	\$3,343.37
Konica-Minolta Business Solutions	Color Photocopier	96,553	\$0.04995	\$4,822.82	\$0.05045	\$4,871.10
Total		219,418	\$0.07211	\$15,821.45	\$0.07283	\$15,979.60

Reprographic Equipment Assessment

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

Total Number of Units	108
Total Number of Units on Lease	63
Total Number of Units Owned	45
Lease Company	Norway Savings Bank
Lease Start Date	8/2/2015
Lease End Date	8/1/2020
Term	5 Annual
Annual Payment usually due on 8/1	\$42,411.39
Remaining Payments	4

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

Leased Equipment

Building	Make/Model	Serial Number
Bow Elementary School	HP Laser Jet P3015	VND3F94148
Bow Elementary School	HP Laser Jet Pro M401dne	PHGFF70517
Bow Elementary School	Konica Minolta BHC3350	A4Y4011007427
Bow Elementary School	Konica Minolta BHC554	A5AY011014732
Bow Elementary School	Konica Minolta BH754E	A55V017004426
Bow Elementary School	HP Laser Jet Pro M401dne	PHGFB70747
Bow Elementary School	HP Laser Jet Pro M401dne	PHGFG61959
Bow Elementary School	Konica Minolta BH754E	A55V017004395
Bow High School	Konica Minolta BHC3350	A4Y4011007359
Bow High School	Konica Minolta BH4700P	A63N011007880
Bow High School	HP Laser Jet Pro M401dne	PHGFB70744
Bow High School	HP Laser Jet Pro M401dne	PHGFB70741
Bow High School	Konica Minolta BH951	A4EW011004809
Bow High School	HP Laser Jet Pro M401dne	PHGFG61960
Bow High School	HP Laser Jet Pro M401dne	PHGFB70746
Bow High School	HP Laser Jet P3015	VND3F94159
Bow High School	Konica Minolta BHC554	A5AY011014863
Bow High School	HP Laser Jet Pro M401dne	PHGFF70497
Bow High School	HP Laser Jet Pro M401dne	PHGFF70521
Bow High School	HP Laser Jet Pro M401dne	PHGFB70748
Bow High School	HP LaserJet 400 MFP M425dn	CNF8H562CL
Bow High School	HP Laser Jet Pro M401dne	PHGFB70749
Bow High School	HP Laser Jet Pro M401dne	PHGFF70519
Bow High School	Konica Minolta BH4700P	A63N011007903
Bow High School	HP Laser Jet Pro M401dne	PHGFB70745
Bow High School	Konica Minolta BH654	A5YN017006232
Bow High School	HP LaserJet 400 MFP M425dn	CNF8H562BC
Bow High School	HP Laser Jet Pro M401dne	PHGFB70753
Bow High School	HP Laser Jet Pro M401dne	PHGFF70523
Bow High School	Konica Minolta BH554E	A61D011008106

Building	Make/Model	Serial Number
Bow High School	HP Laser Jet Pro M401dne	PHGFF70508
Bow High School	HP Laser Jet P3015	VND3F94155
Bow High School	HP Laser Jet Pro M401dne	PHGFF70522
Bow High School	Konica Minolta BH4700P	A63N011007897
Bow High School	Konica Minolta BH951	A4EW011040180
Bow High School	HP Laser Jet Pro M401dne	PHGFF70514
Bow High School	HP Laser Jet Pro M401dne	PHGFF70518
Bow High School	HP Laser Jet P3015	VND3F94156
Bow High School	Konica Minolta BHC3350	A4Y4011010974
Bow High School	Konica Minolta BH4700P	A63N011007894
Bow High School	HP Laser Jet Pro M401dne	PHGFB70750
Bow Memorial School	HP Laser Jet P3015	VND3F94041
Bow Memorial School	HP Color Laser Jet M451dn	CNDFFG06374
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFF70509
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFF70528
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFG61961
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFF70527
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFB70752
Bow Memorial School	HP Laser Jet P3015	VND3F94154
Bow Memorial School	Konica Minolta BH754E	A55V017004356
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFG61969
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFF70525
Bow Memorial School	Konica Minolta BH754E	A55V017004398
Bow Memorial School	Konica Minolta BHC554	A5AY011014611
Bow Memorial School	HP Laser Jet P3015	VND3F94157
Bow Memorial School	Konica Minolta BHC454	A5C0011023519
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFG61971
Bow Memorial School	Konica Minolta BH754E	A55V017004375
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFG61970
Bus Garage SAU 67	Konica Minolta BH4050	A6VF011008073
SAU 67	Konica Minolta BHC554	A5AY011014730

Building	Make/Model	Serial Number
SAU 67	HP Laser Jet Pro M401dne	PHGFB70742
SAU 67	HP Laser Jet Pro M401dne	PHGFB70756

Owned Equipment

Building	Make/Model	Serial Number
Bow Elementary School	Brother HL-6180DW	U63082C3N317807
Bow Elementary School	Brother HL-4570CDW series	U62500J3J385788
Bow Elementary School	Brother HL-6180DW	U63080C3N317800
Bow Elementary School	Brother HL-5470DW	U63080C3N319162
Bow Elementary School	Brother HL-4570CDW series	U62500E3J357874
Bow Elementary School	Brother HL-5470DW	U63080C3N319175
Bow Elementary School	Brother HL-6180DW	U63082C3N317808
Bow Elementary School	Brother HL-6180DW	U63082f2J177193
Bow Elementary School	Brother HL-5470DW	U63080C3N319208
Bow Elementary School	Brother HL-5470DW	U63080C3N319168
Bow Elementary School	Brother HL-6180DW	U63082F2J177178
Bow Elementary School	Brother HL-4570CDW series	U62500E3J357892
Bow Elementary School	Brother HL-6180DW	U63082F2J177199
Bow Elementary School	Brother HL-5470DW	U63080C3N319158
Bow Elementary School	Brother HL-5470DW	U63080C3N319191
Bow High School	Dell B5460dn Laser Printer	92GGSS1
Bow High School	Brother HL-6180DW	U63082D3N364643
Bow High School	Brother HL-5470DW	U63080C3N317030
Bow High School	Brother HL-4150CDN series	U62499E3J356147
Bow High School	Samsung C2670 Series	07ACBJEG40002AT
Bow High School	Samsung C2670 Series	07ACBJEG40001XA
Bow High School	Samsung SL-M3870FW	ZDDSBJAG40002DB
Bow High School	Samsung SL-M3870FW	ZDDSBJAG40001PZ
Bow High School	Samsung C2670 Series	07ACBJEG400022N
Bow High School	Brother HL-5470DW	U63080H2N168535
Bow High School	HP Laser Jet Pro M401dne	PHGFD11562
Bow High School	Brother HL-4150CDN series	U62499F1J189608
Bow High School	Samsung SL-M3870FW	ZDDSBJAG40000GV
Bow High School	Brother HL-5470DW	U63080C3N319189

Building	Make/Model	Serial Number
Bow Memorial School	Brother HL-4570CDW series	U62500C2J269311
Bow Memorial School	Brother HL-4570CDW series	U62500L2J312870
Bow Memorial School	Brother HL-4570CDW series	U62500H2J298964
Bow Memorial School	HP Color Laser Jet 4525	JPBCD3D06F
Bow Memorial School	Brother HL-5470DW	U63080C3N319183
Bow Memorial School	Brother HL-4570CDW series	U62500C2J272574
Bow Memorial School	Brother HL-4570CDW series	U62500G3J370810
Bow Memorial School	Brother HL-5470DW	U63080D2J136188
Bow Memorial School	Brother HL-4570CDW series	U62500C2J269313
Bow Memorial School	Brother HL-4570CDW series	U62500C2J272559
Bow Memorial School	HP Laser Jet P3005	CND1S14384
SAU 67	HP Laser Jet 600 M602	CNCCF8H0HP
SAU 67	Brother HL-4570CDW series	U62500G0J120298



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: _____

StarDoc User Names

Name	User Name
Adam Osburn	aosburn@bownet.org
Ann O'Brien	aobrien
Chris Stebbins	cstebbins
Duane Ford	dford@bownet.org
Joann Heath	jheath
John House-Myers	jhmyers@bownet.org
Kurt Gergler	kgergler
Linda Hernandez	LHernandez
Robert Jaques	rjaques
Roy Bailey	rbailey@bownet.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!