·SPC·

Specialized Purchasing Consultants

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2016-2017 Annual Report

Year - End Photocopier Analysis

With projected costs for 2017-18

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

Skip Tilton
President

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September 2017

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

Dear Duane:

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is now 11 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 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, as well as providing ways to increase your equipment reliability and the ability to monitor and track usage variations throughout the year to keep your costs under control.
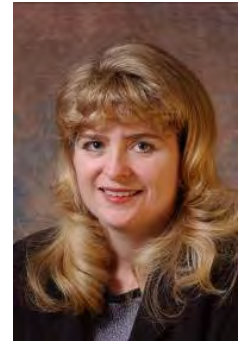
Jessica Paradis
Accounting Coordinator

As the new accounting director for SPC, my focus is to ensure transactions are handled with importance, accuracy, and timeliness. My goal is for all communication, with client or vendor, to be satisfactory for all parties. I am excited to be part of this team, and I am available to answer any billing or contract questions you may have.

Alex Webster
Operations Manager

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 *at no additional charge to our clients* features that normally cost thousands of dollars.

Pam Weed
Client-Vendor Relations

It is always my goal to ensure a good working relationship between clients and vendors. This applies to billing, upgrades, equipment reliability, and everything in between. I am available to assist you with smooth transitions and quick resolutions.

Joel Heffernan
Implementation Specialist

With over 40 years of experience in the copier/printer industry, I am able to deliver knowledgeable assistance before, during, and after equipment changeover. I am available to our clients to address any concerns they may have and to assure our clients have a pleasant experince with SPC.

Robert Dutil
Director of Information Technology

I work behind the scenes to keep everything running smoothly. I appreciate SPC's honesty, work ethic and loyalty, and it is my goal to make sure SPC has the tools it needs to continue improving their technology to better serve their clients and to be as productive as possible. 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.

Equipment Health Status

Total Number of Machines:	**112**
Total Black Photocopiers	**17**
Total Color Photocopiers	**13**
Total Black Network Printers	**66**
Total Color Network Printers	**16**
Total Removed from Service:	**0**
# of Units OFF Warranty:	**1**
# of Units Approaching End of Warranty:	**22**
# of Units Overused:	**0**
# of Units Underused:	**5**
Commencement Date:	**8/2/2015**
# of Annual Payments Left on Lease	**3**
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 23 machines that are getting up there in age. These are the machines that were carried over from the old contract. I would not try to address them this year as they are under the same warranty as the rest of the equipment in the district. I would definitely continue to pay down your principal on your capital lease.

It is important to not ignore machines that are being overused or underused. In your case, we have 0 machines being overused and 5 machines being underused. One of our jobs is help flag these kinds of devices so that you can maximize your capital investment as well as minimize the cost of operation on your service contracts.

Sincerely,
Skip

Aging Equipment Summary

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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Bow Elementary School	Art	Brother HL-4570CDW series	U62500E3J357874	AXIS	10/2010
Bow Elementary School	Custodian	Brother HL-4570CDW series	U62500J3J385788	AXIS	10/2010
Bow Elementary School	Room 109	Brother HL-4570CDW series	U62500E3J357892	AXIS	10/2010
Bow Elementary School	Special Ed Staff Room	HP Laser Jet P3015	VND3F94148	AXIS	07/2008
Bow High School	Faculty Work Room	Brother HL-4150CDN series	U62499E3J356147	AXIS	10/2010
Bow High School	IT Hot Swap	HP Laser Jet P3015	VND3F94156	AXIS	07/2008
Bow High School	IT Hot Swap	HP Laser Jet P3015	VND3F94155	AXIS	07/2008
Bow High School	Room 1208	HP Color Laser Jet Pro CP5225DN	CNGCJ6P0C2	AXIS	11/2010
Bow High School	Room 2201 Physics	Brother HL-4150CDN series	U62499F1J189608	AXIS	10/2010
Bow High School	Room 2315 Writing Lab	HP Laser Jet P3015	VND3F94159	AXIS	07/2008
Bow Memorial School	Grade 8 Cart	Brother HL-4570CDW series	U62500C2J269313	AXIS	10/2010
Bow Memorial School	Hallway	HP Color Laser Jet 4525	JPBCD3D06F	AXIS	11/2009
Bow Memorial School	Health	Brother HL-4570CDW series	U62500C2J272574	AXIS	10/2010
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 17 Color Cart 6	Brother HL-4570CDW series	U62500C2J269311	AXIS	10/2010
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
Bow Memorial School	Room 31 Speech	Brother HL-4570CDW series	U62500L2J312870	AXIS	10/2010
Bow Memorial School	Room 32 Gardner	Brother HL-4570CDW series	U62500C2J272559	AXIS	10/2010
Bow Memorial School	Room 7	Brother HL-4570CDW series	U62500H2J298964	AXIS	10/2010

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Bow Memorial School	Room A - Wetterer Color Cart	Brother HL-4570CDW series	U62500G3J370810	AXIS	10/2010
SAU 67	Gayle Theos	Brother HL-4570CDW series	U62500G0J120298	AXIS	10/2010

Warranty Progress Report
For Year 2016-2017

Equipment Details

Bow High School

Faculty Lounge		*Black Meter & Volume*		*Color Meter & Volume*

Konica Minolta BH951

A4EW011004809

KMBS - 9360 4368

Begin Date:	7/1/2016	***Begin Meter***	341,473
End Date:	6/30/2017	***End Meter***	817,636
		Black Volume:	476,163

Model Intro Date: 6/1/2012

Date	***Comments***
11/11/2015	Warranty replacement for problem copier A4EW011005373; vendor replaced.

Annual Black Volume by Building

Legend: ■ 13-14 ■ 14-15 ■ 15-16 □ 16-17 % difference between Previous Year and Current Year

Chart axis values: 2,000,000 / 1,800,000 / 1,600,000 / 1,400,000 / 1,200,000 / 1,000,000 / 800,000 / 600,000 / 400,000 / 200,000 / -

Building labels: Bow Elementary, Bow High, Bow Memorial, Bus Garage, SAU #67

Percentage labels: -26% (Bow Elementary), -18% (Bow High), -19% (Bow Memorial), -45% (Bus Garage), -3% (SAU #67)
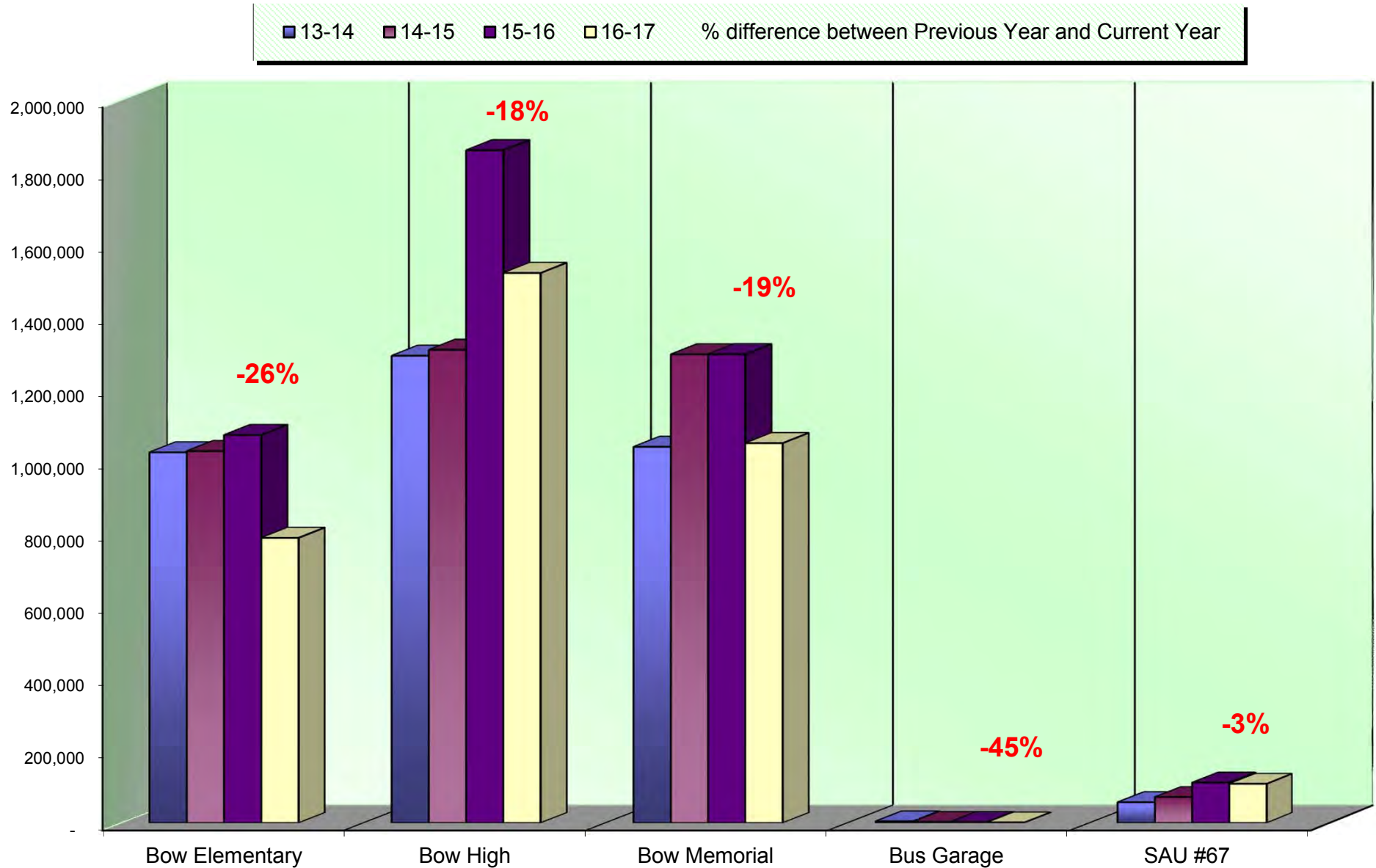
Annual Black Volume Overall
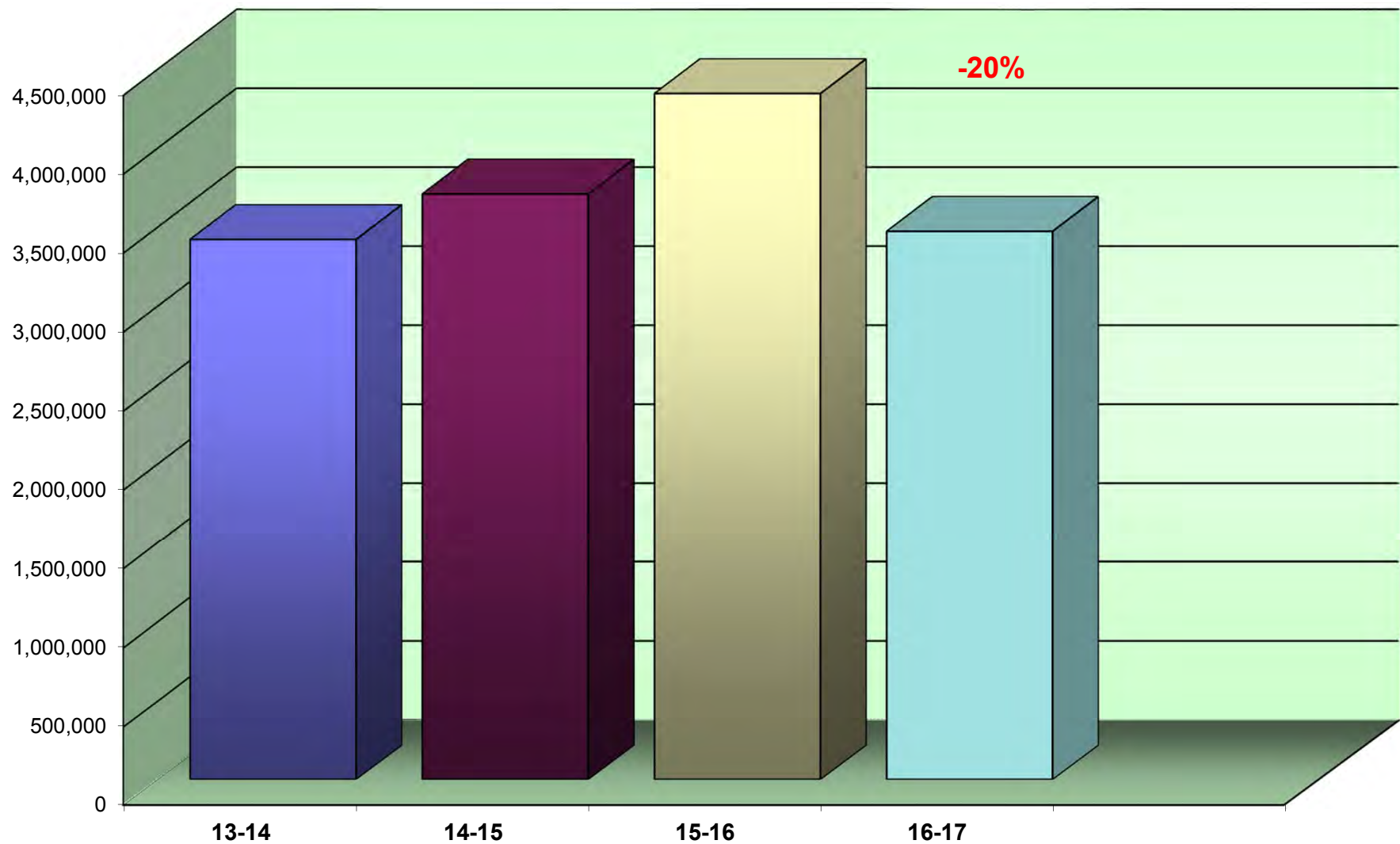
-20%

4,500,000

4,000,000

3,500,000

3,000,000

2,500,000

2,000,000

1,500,000

1,000,000

500,000

0

13-14   14-15   15-16   16-17

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

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.

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Bow Elementary School	480	790,915	$17,010.66	1,648	$35.44
Bow High School	625	1,521,808	$32,575.48	2,435	$52.12
Bow Memorial School	500	1,052,171	$22,193.98	2,104	$44.39
Bus Garage SAU 67	0	1,289	$26.39	0	$0.00
SAU 67	0	109,897	$2,654.69	0	$0.00
Totals	**1,605**	**3,476,080**	**$74,461.20**	**2,166**	**$46.39**

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 Only

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	**85,149**	**200,180,673**	**$3,977,633.44**	**2,351**	**$46.71**

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

Average Copies Per Student - Black

16/17	2351
15/16	2418
14/15	2579
13/14	2516
12/13	2414

2200 2250 2300 2350 2400 2450 2500 2550 2600

Annual Color Volume by Building

Legend: ■ 13-14 ■ 14-15 ■ 15-16 □ 16-17   % Difference Between Previous Year and Current Year

Bow Elementary: 3%
Bow High: 24%
Bow Memorial: 13%
Bus Garage: 0%
SAU #67: 33%

Annual Color Volume Overall

14%

300,000	
250,000	
200,000	
150,000	
100,000	
50,000	
0	

13-14   14-15   15-16   16-17

% amount equals the overall increase or decrease between Previous Year and Current Year
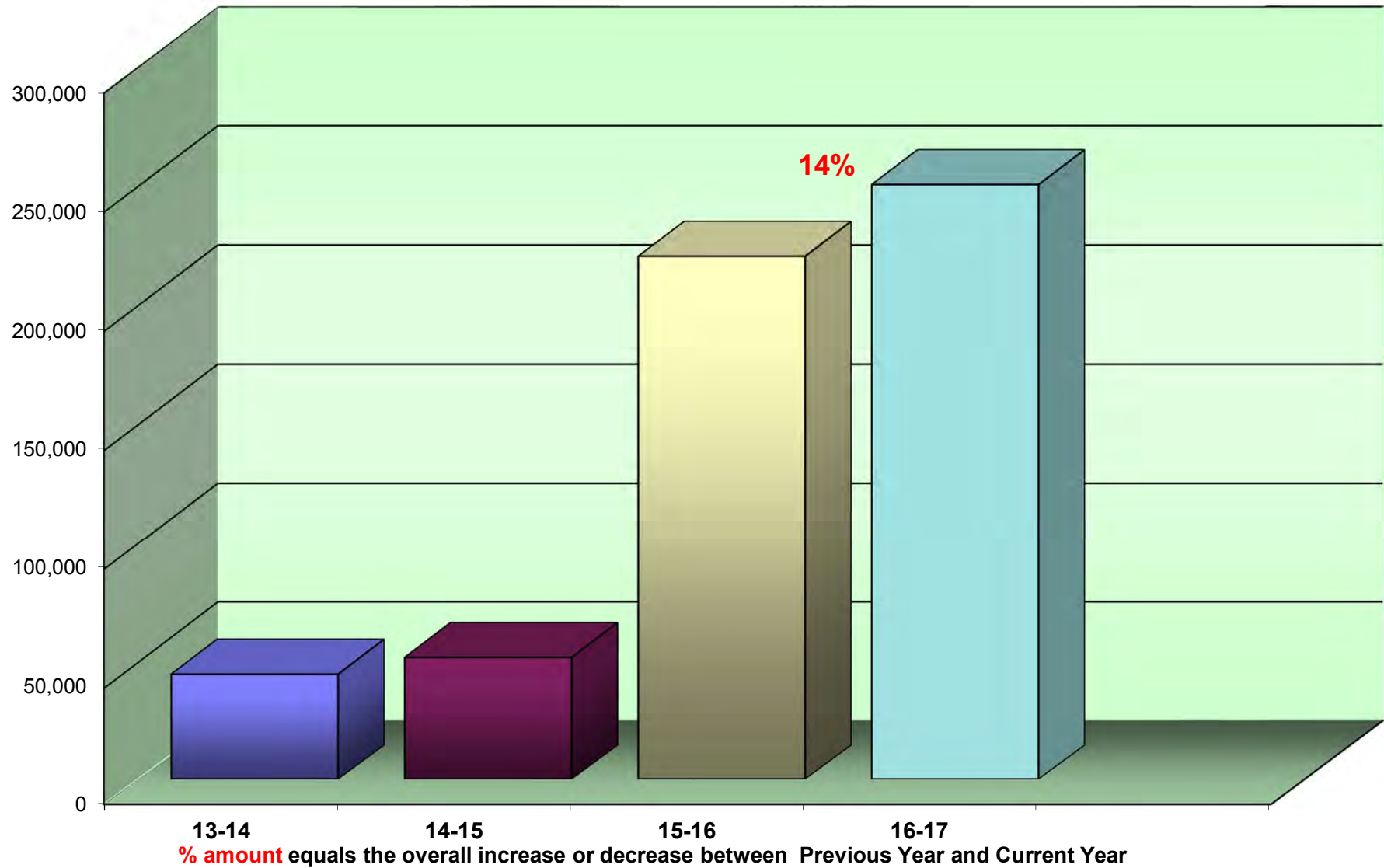
Average Student to Copy Usage – Color Only

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

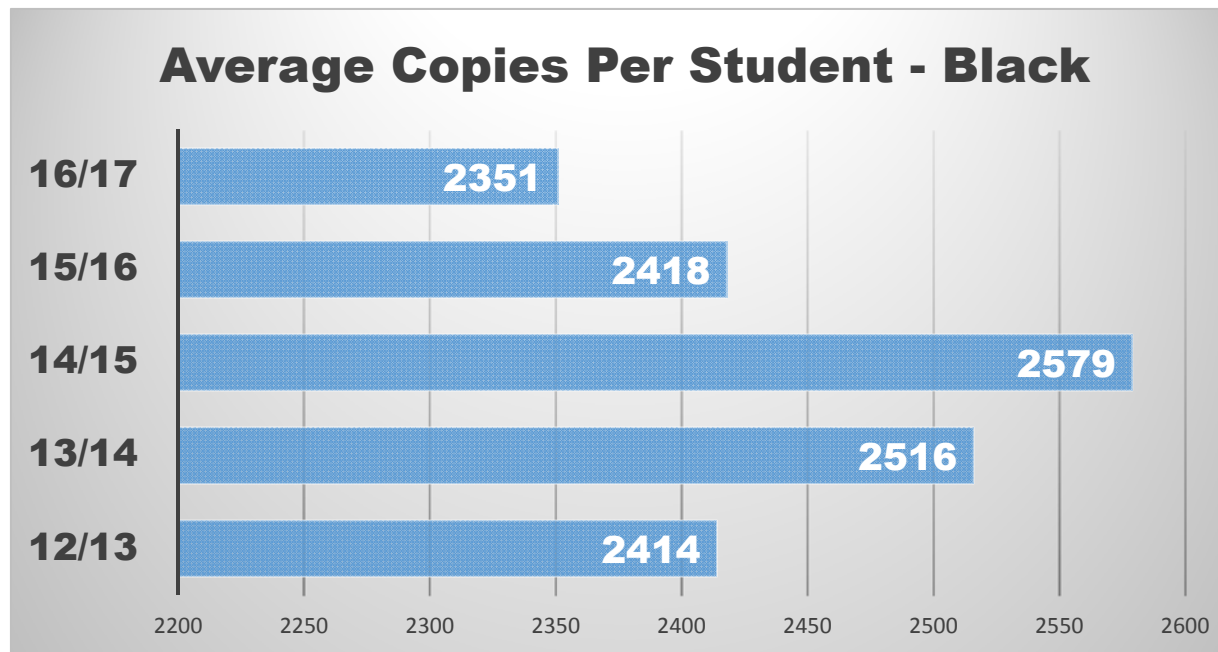| Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Bow Elementary School	480	70,910	$4,401.13	148	$9.17
Bow High School	625	55,620	$4,385.28	89	$7.02
Bow Memorial School	500	100,940	$7,037.18	202	$14.07
Bus Garage SAU 67	0	0	$0.00	0	$0.00
SAU 67	0	23,309	$1,869.73	0	$0.00
Totals	**1,605**	**250,779**	**$17,693.32**	**156**	**$11.02**

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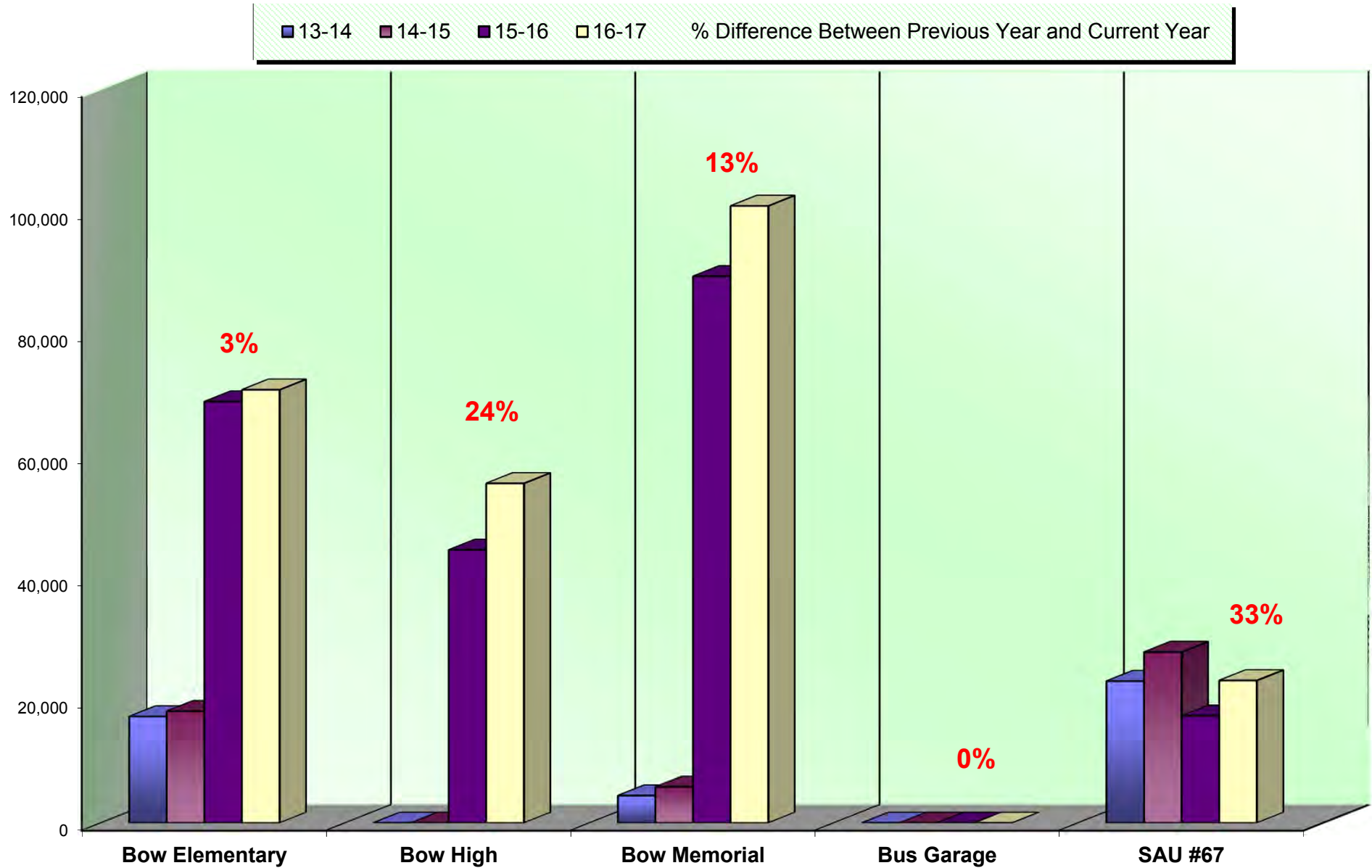
Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 54 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	85,149	14,210,264	$726,269.21	167	$8.53

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

Average Copies Per Student - Color
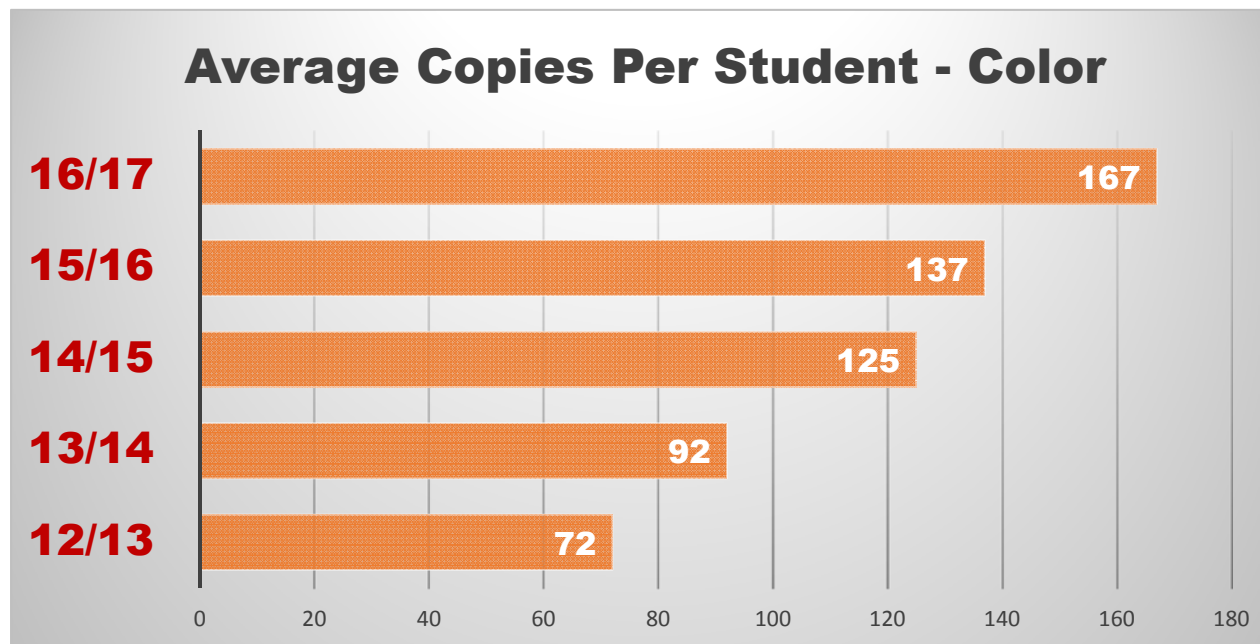
Color to Total Volume Percentage
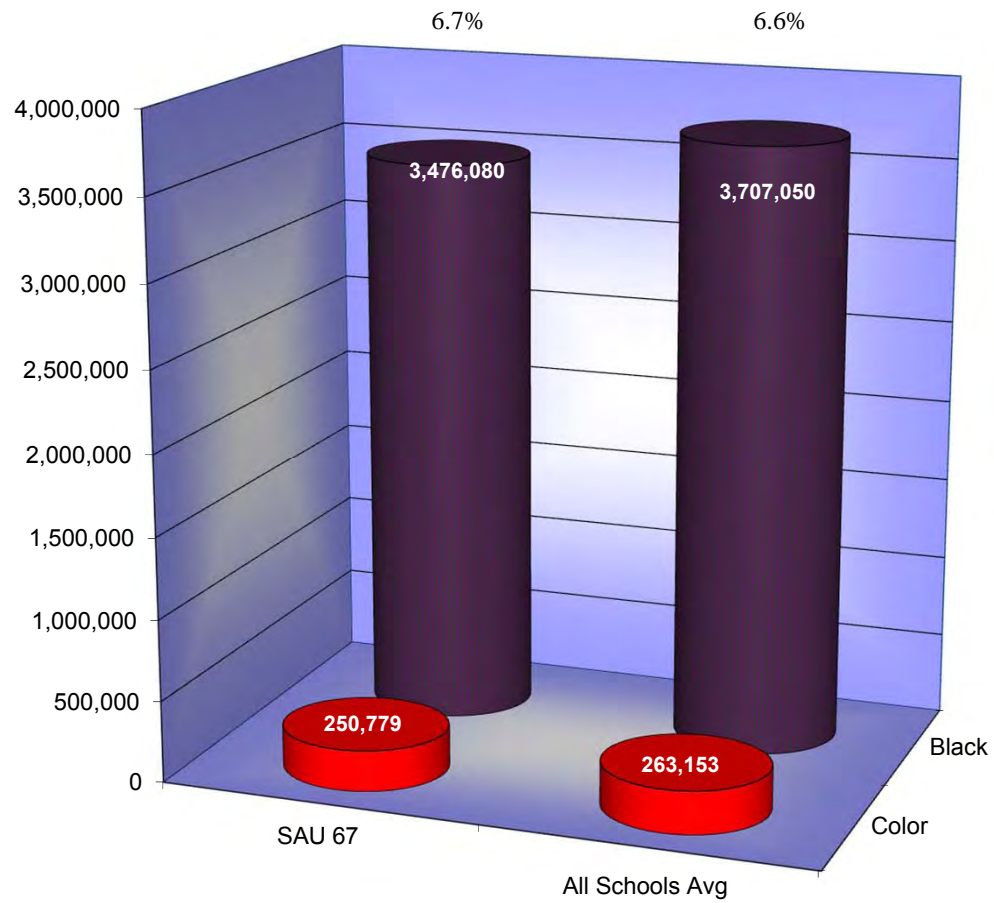
Usage Profile for Service & Supplies

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

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2016 Meter*	*6/30/2017 Meter*	*2016-17 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2015* *Recommendations*
BOW ELEMENTARY SCHOOL					
Art					
Brother HL-4570CDW series / 30 PPM	9,348	9,877	529	$0.012500	7 years from Intro.
U62500E3J357874 /				$6.61	
750,000 / 10/2010	25,816	26,968	1,152	$0.13761	
Color Network Printer				$158.53	
AXIS					
Copy Room Right					
Konica Minolta BH754E / 75 PPM	497,298	755,317	258,019	$0.003230	None at this time.
A55V017004395 / 9348 5815				$833.40	
4,000,000 / 01/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2016 Meter*	*6/30/2017 Meter*	*2016-17 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2015* **Recommendations**
BOW ELEMENTARY SCHOOL					
Custodian					
Brother HL-4570CDW series / 30 PPM	9,405	11,809	2,404	$0.012500 $30.05	7 years from Intro.
U62500J3J385788 /					
750,000 / 10/2010	26,264	30,036	3,772	$0.13761	
Color Network Printer				$519.06	
AXIS					
Guidance Office					
Brother HL-5470DW / 40 PPM	6,705	12,497	5,792	$0.012500 $72.40	None at this time.
U63080C3N319158 /					
1,000,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
IT Hot Swap					
Brother HL-6180DW / 42 PPM	30,918	31,301	383	$0.012500 $4.79	None at this time.
U63082F2J177178 /					
1,000,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations

BOW ELEMENTARY SCHOOL

Kitchen Office

HP Laser Jet Pro M401dne / 35 PPM	0	1,411	1,411	$0.012500	None at this time.
PHGFF70521 /				$17.64	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Librarian

HP Laser Jet Pro M401dne / 35 PPM	2,824	4,385	1,561	$0.012500	None at this time.
PHGFF70517 /				$19.51	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Library

Konica Minolta BHC3350 / 35 PPM	43,630	74,825	31,195	$0.003230	None at this time.
A4Y4011007427 / 9348 5812				$100.76	
750,000 / 01/2014	38,088	86,917	48,829	$0.05045	
Color Laser MFP				$2,463.42	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
				Date of Last Upgrade: 8/2/2015	

BOW ELEMENTARY SCHOOL

Main Office

Konica Minolta BHC554 / 55 PPM	37,436	70,779	33,343	$0.003230	None at this time.
A5AY011014732 / 9348 5813				$107.70	
3,000,000 / 08/2012	15,373	29,186	13,813	$0.05045	
Color Photocopier				$696.87	
KMBS					

Main Office Work Room

Konica Minolta BH754E / 75 PPM	397,837	779,966	382,129	$0.003230	None at this time.
A55V017004426 / 9348 5664				$1,234.28	
4,000,000 / 01/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Room 100A

HP Laser Jet Pro M401dne / 35 PPM	6,381	14,974	8,593	$0.012500	None at this time.
PHGFB70747 /				$107.41	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW ELEMENTARY SCHOOL					
Room 102 Storage					
Brother HL-6180DW / 42 PPM	8,090	10,475	2,385	$0.012500 $29.81	None at this time.
U63082F2J177199 /					
1,000,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 109					
Brother HL-4570CDW series / 30 PPM	5,551	9,183	3,632	$0.012500 $45.40	7 years from Intro.
U62500E3J357892 /					
750,000 / 10/2010	8,050	11,394	3,344	$0.13761	
Color Network Printer				$460.17	
AXIS					
Room 200					
Brother HL-6180DW / 42 PPM	11,210	17,670	6,460	$0.012500 $80.75	None at this time.
U63082C3N317807 /					
1,000,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations

BOW ELEMENTARY SCHOOL

Room 204

Brother HL-5470DW / 40 PPM	36,312	42,265	5,953	$0.012500	None at this time.
U63080C3N319208 /				$74.41	
1,000,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Room 205

Brother HL-5470DW / 40 PPM	42,245	50,247	8,002	$0.012500	None at this time.
U63080C3N319168 /				$100.03	
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	2,693	5,218	2,525	$0.012500	None at this time.
PHGFG61959 /				$31.56	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW ELEMENTARY SCHOOL					
Room 208					
Brother HL-6180DW / 42 PPM	16,814	19,518	2,704	$0.012500 $33.80	None at this time.
U63082C3N317808 /					
1,000,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 212					
Brother HL-6180DW / 42 PPM	32,173	34,459	2,286	$0.012500 $28.58	None at this time.
U63082f2J177193 /					
1,000,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Special Ed Staff Room					
HP Laser Jet P3015 / 42 PPM	7,921	14,548	6,627	$0.012500 $82.84	9 years from Intro.
VND3F94148 /					
200,000 / 07/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW ELEMENTARY SCHOOL					
Special Education					
Brother HL-5470DW / 40 PPM	12,163	15,225	3,062	$0.012500 $38.28	None at this time.
U63080C3N319175 /					
1,000,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
SPED 4					
Brother HL-6180DW / 42 PPM	21,649	26,949	5,300	$0.012500 $66.25	None at this time.
U63082C3N317800 /					
1,000,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Support 4					
Brother HL-5470DW / 40 PPM	17,642	22,675	5,033	$0.012500 $62.91	None at this time.
U63080C3N319191 /					
1,000,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW ELEMENTARY SCHOOL					
Support Room					
Brother HL-5470DW / 40 PPM	35,722	47,309	11,587	$0.012500 $144.84	None at this time.
U63080C3N319162 /					
1,000,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Subtotals Black	**790,915**	**$3,354.00**		
Subtotals Color	**70,910**	**$4,298.05**		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW HIGH SCHOOL					
Administration					
Konica Minolta BHC554 / 55 PPM	51,392	87,206	35,814	$0.003230	None at this time.
A5AY011014863 / 9348 5804				$115.68	
3,000,000 / 08/2012	10,093	15,790	5,697	$0.05045	
Color Photocopier				$287.41	
KMBS					
Athletic Director					
Brother HL-5470DW / 40 PPM	7,764	10,753	2,989	$0.012500	None at this time.
U63080C3N317030 /				$37.36	
1,000,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Band Office					
HP Laser Jet Pro M401dne / 35 PPM	6,300	12,572	6,272	$0.012500	None at this time.
PHGFF70518 /				$78.40	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations

BOW HIGH SCHOOL

Director - Dan Gage

HP Laser Jet Pro M401dne / 35 PPM	4,202	7,127	2,925	$0.012500 $36.56	None at this time.
PHGFB70745 /					
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Faculty Lounge

Konica Minolta BH951 / 95 PPM	341,473	817,636	476,163	$0.003230 $1,538.01	None at this time.
A4EW011004809 / 9360 4368					
5,000,000 / 06/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Faculty Room 2

Konica Minolta BH951 / 95 PPM	840,482	1,416,947	576,465	$0.003230 $1,861.98	None at this time.
A4EW011040180 / 9356 4853					
5,000,000 / 06/2012	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
				Date of Last Upgrade: 8/2/2015	

BOW HIGH SCHOOL

Faculty Work Room

Brother HL-4150CDN series / 25 PPM	9,465	10,845	1,380	$0.012500	7 years from Intro.
U62499E3J356147 /				$17.25	
500,000 / 10/2010	16,159	16,330	171	$0.13761	
Color Network Printer				$23.53	
AXIS					

Guidance Office

Konica Minolta BH654 / 65 PPM	117,892	201,324	83,432	$0.003230	None at this time.
A5YN017006232 / 9348 5803				$269.49	
3,000,000 / 02/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

House Myers

HP Laser Jet Pro M401dne / 35 PPM	1,352	2,907	1,555	$0.012500	None at this time.
PHGFF70522 /				$19.44	
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*	*7/1/2016* *Meter*	*6/30/2017* *Meter*	*2016-17* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2015* **Recommendations**
BOW HIGH SCHOOL					
IT Hot Swap					
Brother HL-5470DW / 40 PPM	16,637	16,637	0	$0.012500 $0.00	None at this time.
U63080C3N319189 /					
1,000,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Dell B5460dn Laser Printer / 63 PPM	61,935	61,935	0	$0.012500 $0.00	None at this time.
92GGSS1 /					
3,000,000 / 11/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
HP Laser Jet P3015 / 42 PPM	30	30	0	$0.012500 $0.00	9 years from Intro.
VND3F94156 /					
200,000 / 07/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
HP Laser Jet P3015 / 42 PPM	0	2,713	2,713	$0.012500 $33.91	9 years from Intro.
VND3F94155 /					
200,000 / 07/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2016* *Meter*	*6/30/2017* *Meter*	*2016-17* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2015* **Recommendations**
BOW HIGH SCHOOL					
HP Laser Jet Pro M401dne / 35 PPM	0	0	0	$0.012500	None at this time.
PHGFF70523 /				$0.00	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
HP Laser Jet Pro M401dne / 35 PPM	17	17	0	$0.012500	None at this time.
PHGFF70514 /				$0.00	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
HP Laser Jet Pro M401dne / 35 PPM	0	0	0	$0.012500	None at this time.
PHGFC72952 /				$0.00	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
HP Laser Jet Pro M401dne / 35 PPM	0	0	0	$0.012500	None at this time.
PHGFC42952 /				$0.00	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW HIGH SCHOOL					
Samsung C2670 Series / 27 PPM	0	0	0	$0.031560	None at this time.
07ACBJEG40002AT /				$0.00	
750,000 / 08/2014	0	0	0	$0.13256	
Color Laser MFP				$0.00	
AXIS					
Samsung C2670 Series / 27 PPM	0	0	0	$0.031560	None at this time.
07ACBJEG40001XA /				$0.00	
750,000 / 08/2014	0	0	0	$0.13256	
Color Laser MFP				$0.00	
AXIS					
Samsung SL-M3870FW / 40 PPM	0	0	0	$0.031560	None at this time.
ZDDSBJAG40001PZ /				$0.00	
750,000 / 05/2013	0	0	0	$0.13256	
Black Laser MFP				$0.00	
AXIS					
Samsung SL-M3870FW / 40 PPM	0	0	0	$0.031560	None at this time.
ZDDSBJAG40002DB /				$0.00	
750,000 / 05/2013	0	0	0	$0.13256	
Black Laser MFP				$0.00	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW HIGH SCHOOL					
IT Pod					
HP Laser Jet Pro M401dne / 35 PPM	1,131	1,962	831	$0.012500 $10.39	None at this time.
PHGFB70750 /					
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Library					
Konica Minolta BH554E / 55 PPM	173,455	318,179	144,724	$0.003230 $467.46	None at this time.
A61D011008106 / 9348 5802					
3,000,000 / 10/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Samsung C2670 Series / 27 PPM	3,303	6,290	2,987	$0.031560 $94.27	None at this time.
07ACBJEG400022N /					
750,000 / 08/2014	4,509	10,868	6,359	$0.13256	
Color Laser MFP				$842.95	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW HIGH SCHOOL					
Library Desk					
Samsung C2670 Series / 27 PPM	1,652	3,065	1,413	$0.012500 $17.66	None at this time.
07ACBJEG40002CR /					
750,000 / 08/2014	1,791	4,342	2,551	$0.13761	
Color Laser MFP				$351.04	
AXIS					
Linda Conway (Kitchen)					
HP Laser Jet Pro M401dne / 35 PPM	930	1,973	1,043	$0.012500 $13.04	None at this time.
PHGFB70753 /					
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Lunch Room Office					
HP LaserJet 400 MFP M425dn / 35 PPM	4,234	8,359	4,125	$0.012500 $51.56	None at this time.
CNF8H562BC /					
750,000 / 06/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations

Date of Last Upgrade: 8/2/2015

BOW HIGH SCHOOL

Main Office

HP Laser Jet Pro M401dne / 35 PPM	8,801	14,703	5,902	$0.012500	None at this time.
PHGFF70519 /				$73.78	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

MST Green Cart

Samsung SL-M3870FW / 40 PPM	213	604	391	$0.012500	None at this time.
ZDDSBJAG40002KL /				$4.89	
750,000 / 05/2013	0	0	0	$0.00000	
Black Laser MFP				$0.00	
AXIS					

Nurse

HP Laser Jet Pro M401dne / 35 PPM	2,369	3,849	1,480	$0.012500	None at this time.
PHGFB70748 /				$18.50	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW HIGH SCHOOL					
Room 0106					
Brother HL-6180DW / 42 PPM	15,390	22,211	6,821	$0.012500 $85.26	None at this time.
U63082D3N364643 /					
1,000,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 0123 Maintenance					
HP LaserJet 400 MFP M425dn / 35 PPM	846	1,827	981	$0.012500 $12.26	None at this time.
CNF8H562CL /					
750,000 / 06/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
AXIS					
Room 1200 Computer Programming					
Brother HL-5470DW / 40 PPM	25,764	31,600	5,836	$0.012500 $72.95	None at this time.
U63080H2N168535 /					
1,000,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW HIGH SCHOOL					
Room 1204 SPED					
Konica Minolta BHC3350 / 35 PPM A4Y4011010974 / 9348 5807	14,438	37,052	22,614	$0.003230 $73.04	None at this time.
750,000 / 01/2014 Color Laser MFP	16,934	37,323	20,389	$0.05045 $1,028.63	
KMBS					
Room 1208					
HP Color Laser Jet Pro CP5225DN / 20 PPM CNGCJ6P0C2 /	0	52	52	$0.028130 $1.46	7 years from Intro. Underused!
500,000 / 11/2010 Color Network Printer	0	62	62	$0.13761 $8.53	
AXIS					
Samsung C2670 Series / 27 PPM 07ACBJEG400026J /	4,106	6,392	2,286	$0.012500 $28.58	None at this time.
750,000 / 08/2014 Color Laser MFP	9,558	16,588	7,030	$0.13761 $967.40	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations

BOW HIGH SCHOOL

Room 1208 Tech Ed

HP Laser Jet Pro M401dne / 35 PPM	16,016	27,122	11,106	$0.012500 $138.83	None at this time.
PHGFB70746 /					
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Room 1209 K Lab

HP Laser Jet Pro M401dne / 35 PPM	0	858	858	$0.012500 $10.73	None at this time.
PHGFF70508 /					
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Room 1305

Samsung SL-M3870FW / 40 PPM	2,507	7,001	4,494	$0.031560 $141.83	None at this time.
ZDDSBJAG40001JF /					
750,000 / 05/2013	0	0	0	$0.00000	
Black Laser MFP				$0.00	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW HIGH SCHOOL					
Room 1306 Psychologist - Sheri Hatfield					
Konica Minolta BH4700P / 50 PPM	2,284	5,454	3,170	$0.006190	None at this time.
A63N011007894 / 9348 5808				$19.62	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 2108 Faculty					
Konica Minolta BH4700P / 50 PPM	33,683	56,524	22,841	$0.006190	None at this time.
A63N011007897 / 9348 5809				$141.39	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					
Room 2110 Faculty					
HP Laser Jet Pro M401dne / 35 PPM	37,804	57,907	20,103	$0.012500	None at this time.
PHGFD11562 /				$251.29	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW HIGH SCHOOL					
Room 2201 Physics					
Brother HL-4150CDN series / 25 PPM	9,088	10,156	1,068	$0.012500	7 years from Intro.
U62499F1J189608 /				$13.35	
500,000 / 10/2010	8,899	10,035	1,136	$0.13761	
Color Network Printer				$156.32	
AXIS					
Room 2206					
HP Laser Jet Pro M401dne / 35 PPM	7,388	14,360	6,972	$0.012500	None at this time.
PHGFB70741 /				$87.15	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

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				Date of Last Upgrade: 8/2/2015	

BOW HIGH SCHOOL

Room 2210 Math

Konica Minolta BH4700P / 50 PPM	10,017	16,379	6,362	$0.006190	None at this time.
A63N011007880 / 9348 5806				$39.38	
2,000,000 / 04/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
KMBS					

Konica Minolta BHC3350 / 35 PPM	16,805	32,833	16,028	$0.003230	None at this time.
A4Y4011007359 / 9356 4836				$51.77	
750,000 / 01/2014	11,420	23,645	12,225	$0.05045	
Color Laser MFP				$616.75	
KMBS					

Room 2306 English

HP Laser Jet Pro M401dne / 35 PPM	4,192	9,518	5,326	$0.012500	None at this time.
PHGFB70744 /				$66.58	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW HIGH SCHOOL					
Room 2313					
Konica Minolta BH4700P / 50 PPM	19,850	36,126	16,276	$0.006190	None at this time.
A63N011007903 / 9348 5810				$100.75	
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	2,839	3,296	457	$0.012500	*9 years from Intro. Underused!*
VND3F94159 /				$5.71	
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	708	2,137	1,429	$0.012500	None at this time.
PHGFB70749 /				$17.86	
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*	*7/1/2016 Meter*	*6/30/2017 Meter*	*2016-17 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2015* **Recommendations**
BOW HIGH SCHOOL					
Special Ed Secretary - Sandy Currier-Ramsay					
HP Laser Jet Pro M401dne / 35 PPM	11,050	24,237	13,187	$0.012500 $164.84	None at this time.
PHGFF70497 /					
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
TGIRZONE					
HP Laser Jet Pro M401dne / 35 PPM	0	614	614	$0.012500 $7.68	None at this time.
PHGFG61960 /					
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
World Language Cart					
Samsung SL-M3870FW / 40 PPM	1,342	1,665	323	$0.031560 $10.19	Underused!
ZDDSBJAG40000GV /					
750,000 / 05/2013	0	0	0	$0.13256	
Black Laser MFP				$0.00	
AXIS					

Subtotals Black	**1,521,808**	**$6,302.11**	
Subtotals Color	**55,620**	**$4,282.57**	

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BOW MEMORIAL SCHOOL

Copy Room

	7/1/2016	6/30/2017	Annual Volume	Cost/Copy Annual Cost	
Konica Minolta BH754E / 75 PPM	312,565	536,502	223,937	$0.003230	None at this time.
A55V017004398 / 9348 5817				$723.32	
4,000,000 / 01/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Copy Room Left

Konica Minolta BH754E / 75 PPM	291,115	437,837	146,722	$0.003230	None at this time.
A55V017004375 / 9348 5818				$473.91	
4,000,000 / 01/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Grade 8 Cart

Brother HL-4570CDW series / 30 PPM	16,081	19,108	3,027	$0.012500	7 years from Intro.
U62500C2J269313 /				$37.84	
750,000 / 10/2010	10,439	11,370	931	$0.13761	
Color Network Printer				$128.11	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW MEMORIAL SCHOOL					
Hallway					
HP Color Laser Jet 4525 / 42 PPM	35,201	37,227	2,026	$0.012500	8 years from Intro.
JPBCD3D06F /				$25.33	
1,000,000 / 11/2009	59,370	64,631	5,261	$0.13761	
Color Network Printer				$723.97	
AXIS					
Health					
Brother HL-4570CDW series / 30 PPM	2,092	2,098	6	$0.012500	7 years from Intro.
U62500C2J272574 /				$0.08	
750,000 / 10/2010	5,251	6,547	1,296	$0.13761	
Color Network Printer				$178.34	
AXIS					
Kitchen Office					
HP Laser Jet Pro M401dne / 35 PPM	1,908	4,375	2,467	$0.012500	None at this time.
PHGFG61971 /				$30.84	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW MEMORIAL SCHOOL					
Library					
Konica Minolta BHC454 / 45 PPM	100,685	211,202	110,517	$0.003230	None at this time.
A5C0011023519 / 9348 5821				$356.97	
1,000,000 / 07/2012	39,670	87,006	47,336	$0.05045	
Color Photocopier				$2,388.10	
KMBS					
Room 1 Main Office					
HP Laser Jet P3015 / 42 PPM	15,399	30,327	14,928	$0.012500	9 years from Intro.
VND3F94157 /				$186.60	
200,000 / 07/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Konica Minolta BHC554 / 55 PPM	212,323	443,003	230,680	$0.003230	None at this time.
A5AY011014611 / 9348 5820				$745.10	
3,000,000 / 08/2012	18,246	51,429	33,183	$0.05045	
Color Photocopier				$1,674.08	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW MEMORIAL SCHOOL					
Room 10 Tech Ed					
HP Color Laser Jet M451dn / 21 PPM	3,185	4,792	1,607	$0.012500 $20.09	None at this time.
CNDFG06374 /					
500,000 / 02/2012	5,158	8,920	3,762	$0.13761	
Color Network Printer				$517.69	
AXIS					
Room 10B					
Brother HL-5470DW / 40 PPM	678	1,013	335	$0.012500 $4.19	Underused!
U63080C3N319183 /					
1,000,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 10B L Worth					
HP Laser Jet Pro M401dne / 35 PPM	663	1,525	862	$0.012500 $10.78	None at this time.
PHGFG61969 /					
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW MEMORIAL SCHOOL					
Room 12 Nurse					
HP Laser Jet Pro M401dne / 35 PPM	1,996	4,111	2,115	$0.012500 $26.44	None at this time.
PHGFF70525 /					
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	7,945	16,552	8,607	$0.012500 $107.59	9 years from Intro.
VND3F94041 /					
200,000 / 07/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 17 Color Cart 6					
Brother HL-4570CDW series / 30 PPM	5,741	7,084	1,343	$0.012500 $16.79	7 years from Intro.
U62500C2J269311 /					
750,000 / 10/2010	6,862	8,004	1,142	$0.13761	
Color Network Printer				$157.15	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW MEMORIAL SCHOOL					
Room 24 Guidance					
HP Laser Jet Pro M401dne / 35 PPM	2,899	8,158	5,259	$0.012500 $65.74	None at this time.
PHGFG61970 /					
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 25B					
Konica Minolta BH754E / 75 PPM	298,771	570,281	271,510	$0.003230 $876.98	None at this time.
A55V017004356 / 9348 5819					
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	2,942	4,935	1,993	$0.012500 $24.91	9 years from Intro.
VND3F94154 /					
200,000 / 07/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW MEMORIAL SCHOOL					
Room 28 Shaw					
HP Laser Jet Pro M401dne / 35 PPM	4,902	9,203	4,301	$0.012500 $53.76	None at this time.
PHGFB70752 /					
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 29					
HP Laser Jet P3005 / 35 PPM	48,073	52,555	4,482	$0.012500 $56.03	11 years from Intro.
CND1S14384 /					
750,000 / 10/2006	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 31 Speech					
Brother HL-4570CDW series / 30 PPM	3,992	4,674	682	$0.012500 $8.53	7 years from Intro.
U62500L2J312870 /					
750,000 / 10/2010	3,780	4,868	1,088	$0.13761	
Color Network Printer				$149.72	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW MEMORIAL SCHOOL					
Room 32 Gardner					
Brother HL-4570CDW series / 30 PPM	11,846	17,371	5,525	$0.012500	7 years from Intro.
U62500C2J272559 /				$69.06	
750,000 / 10/2010	13,880	19,552	5,672	$0.13761	
Color Network Printer				$780.52	
AXIS					
Room 35					
HP Laser Jet Pro M401dne / 35 PPM	1,312	2,268	956	$0.012500	None at this time.
PHGFF70527 /				$11.95	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 4 Grade 8 Computer Cart					
HP Laser Jet Pro M401dne / 35 PPM	3,961	7,634	3,673	$0.012500	None at this time.
PHGFG61961 /				$45.91	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	*Date of Last Upgrade: 8/2/2015* Recommendations
BOW MEMORIAL SCHOOL					
Room 7					
Brother HL-4570CDW series / 30 PPM	4,380	5,459	1,079	$0.012500	7 years from Intro.
U62500H2J298964 /				$13.49	
750,000 / 10/2010	5,137	5,550	413	$0.13761	
Color Network Printer				$56.83	
AXIS					
Room 9 Science Cart					
Brother HL-5470DW / 40 PPM	6,770	6,792	22	$0.012500	Underused!
U63080D2J136188 /				$0.28	
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	3,880	4,466	586	$0.012500	7 years from Intro.
U62500G3J370810 /				$7.33	
750,000 / 10/2010	4,591	5,447	856	$0.13761	
Color Network Printer				$117.79	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOW MEMORIAL SCHOOL					
Room A Wetterer					
HP Laser Jet Pro M401dne / 35 PPM	1,580	2,797	1,217	$0.012500 $15.21	None at this time.
PHGFF70528 /					
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room B DeAngelis					
HP Laser Jet Pro M401dne / 35 PPM	1,644	3,351	1,707	$0.012500 $21.34	None at this time.
PHGFF70509 /					
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

	Subtotals Black	**1,052,171**	**$4,036.33**
	Subtotals Color	**100,940**	**$6,872.31**

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BUS GARAGE SAU 67					
Main Office					
Konica Minolta BH4050 / 42 PPM	2,418	3,707	1,289	$0.003230 $4.16	None at this time.
A6VF011008073 /					
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					

Subtotals Black		**1,289**	**$4.16**	
Subtotals Color		**0**	**$0.00**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
SAU 67					
Copy Room					
Konica Minolta BHC554 / 55 PPM A5AY011014730 / 9348 5814	72,333	139,577	67,244	$0.003230 $217.20	None at this time.
3,000,000 / 08/2012 Color Photocopier	13,396	29,247	15,851	$0.05045 $799.68	
KMBS					
Dean's Office					
HP Laser Jet Pro M401dne / 35 PPM PHGFB70742 /	561	1,138	577	$0.012500 $7.21	None at this time.
750,000 / 01/2013 Black Network Printer	0	0	0	$0.00000 $0.00	
AXIS					
Duane's Office					
HP Laser Jet Pro M401dne / 35 PPM PHGFB70756 /	1,254	3,257	2,003	$0.012500 $25.04	None at this time.
750,000 / 01/2013 Black Network Printer	0	0	0	$0.00000 $0.00	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
SAU 67					
Gayle Theos					
Brother HL-4570CDW series / 30 PPM	38,599	46,761	8,162	$0.012500	7 years from Intro.
U62500G0J120298 /				$102.03	
750,000 / 10/2010	28,279	35,737	7,458	$0.13761	
Color Network Printer				$1,026.30	
AXIS					
Suzanne's Office					
HP Laser Jet 600 M602 / 52 PPM	83,432	115,343	31,911	$0.012500	None at this time.
CNCCF8H0HP /				$398.89	
3,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Subtotals Black	**109,897**	**$750.36**
Subtotals Color	**23,309**	**$1,825.98**

District Wide Black Totals	*3,476,080*	*$14,446.96*
District Wide Color Totals	*250,779*	*$17,278.92*

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 2016-17 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
3,476,080	$0.01041	$36,185.99

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
3,476,080	$0.00416	$14,460.49	$21,725.50	$108,627.50

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $21,725.50 x 11 years as a Client

=$238,980.50 Cost Savings!

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Bow Elementary School	790,915	$3,436.24	$3,924.52	$9,649.89	$17,010.66
Bow High School	1,521,808	$6,456.81	$7,551.21	$18,567.46	$32,575.48
Bow Memorial School	1,052,171	$4,135.65	$5,220.87	$12,837.46	$22,193.98
Bus Garage SAU 67	1,289	$4.27	$6.40	$15.73	$26.39
SAU 67	109,897	$768.54	$545.31	$1,340.85	$2,654.69
Total	**3,476,080**	**$14,801.50**	**$17,248.31**	**$42,411.39**	**$74,461.20**

SPC Equipment Bids:
Presently our bids are coming in between ==15% to 23%== *of Retail while the current Salesman's Cost is 50% of Retail. For Example: An 85 CPM Toshiba e-Studio 8508 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 85 Copies per Minute with a Retail Cost of $41,564 is coming in at* ==$6,575….16% of Retail!== *Our prices are negotiated and supported directly by the manufacturer.*

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Bow Elementary School	70,910	$4,401.13
Bow High School	55,620	$4,385.28
Bow Memorial School	100,940	$7,037.18
Bus Garage SAU 67	0	$0.00
SAU 67	23,309	$1,869.73
Total	**250,779**	**$17,693.32**

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 2.4%.

Vendor	Equipment Type	Annual Volume	2016- 2017 Cost / Copy	Total Cost	2017 - 2018 Cost / Copy	Projected Cost
Axis Business Solutions	Black Laser MFP	5,497	$0.01250	$68.71	$0.01280	$70.36
Axis Business Solutions	Black Laser MFP	4,817	$0.03156	$152.02	$0.03232	$155.69
Axis Business Solutions	Black Network Printer	265,498	$0.01250	$3,318.73	$0.01280	$3,398.37
Axis Business Solutions	Color Laser MFP	3,699	$0.01250	$46.24	$0.01280	$47.35
Axis Business Solutions	Color Laser MFP	2,987	$0.03156	$94.27	$0.03232	$96.54
Axis Business Solutions	Color Network Printer	33,056	$0.01250	$413.20	$0.01280	$423.12
Axis Business Solutions	Color Network Printer	52	$0.02813	$1.46	$0.02881	$1.50
Konica-Minolta Business Solutions	Black Laser MFP	1,289	$0.00323	$4.16	$0.00331	$4.27
Konica-Minolta Business Solutions	Black Network Printer	48,649	$0.00619	$301.14	$0.00634	$308.43
Konica-Minolta Business Solutions	Black Photocopier	2,563,101	$0.00323	$8,278.82	$0.00331	$8,483.86
Konica-Minolta Business Solutions	Color Laser MFP	69,837	$0.00323	$225.57	$0.00331	$231.16
Konica-Minolta Business Solutions	Color Photocopier	477,598	$0.00323	$1,542.64	$0.00331	$1,580.85
Total		**3,476,080**	**$0.00416**	**$14,446.96**	**$0.00426**	**$14,801.50**

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. <mark>Current year's increase is 2.4%.</mark>

Vendor	Equipment Type	Annual Volume	2016- 2017 Cost /Copy	Total Cost	2017 - 2018 Cost /Copy	Projected Cost
Axis Business Solutions	Color Laser MFP	6,359	$0.13256	$842.95	$0.13574	$863.17
Axis Business Solutions	Color Laser MFP	9,581	$0.13761	$1,318.44	$0.14091	$1,350.06
Axis Business Solutions	Color Network Printer	37,516	$0.13761	$5,162.58	$0.14091	$5,286.38
Konica-Minolta Business Solutions	Color Laser MFP	81,443	$0.05045	$4,108.80	$0.05166	$4,207.35
Konica-Minolta Business Solutions	Color Photocopier	115,880	$0.05045	$5,846.15	$0.05166	$5,986.36
Total		**250,779**	**$0.06890**	**$17,278.92**	**$0.07055**	**$17,693.32**

Reprographic Equipment Assessment

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

Total Number of Units	**112**
Total Number of Units on Lease	**63**
Total Number of Units Owned	**49**
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	**3**

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

Leased Equipment

Building	Make/Model	Serial Number
Bow Elementary School	Konica Minolta BH754E	A55V017004395
Bow Elementary School	HP Laser Jet Pro M401dne	PHGFF70517
Bow Elementary School	HP Laser Jet Pro M401dne	PHGFF70521
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	HP Laser Jet P3015	VND3F94148
Bow High School	HP Laser Jet Pro M401dne	PHGFF70518
Bow High School	HP Laser Jet Pro M401dne	PHGFB70748
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
Bow High School	HP Laser Jet Pro M401dne	PHGFF70508
Bow High School	HP Laser Jet Pro M401dne	PHGFF70522
Bow High School	HP LaserJet 400 MFP M425dn	CNF8H562CL
Bow High School	HP Laser Jet Pro M401dne	PHGFF70514
Bow High School	HP Laser Jet Pro M401dne	PHGFB70750
Bow High School	Konica Minolta BH951	A4EW011040180
Bow High School	Konica Minolta BHC554	A5AY011014863
Bow High School	HP Laser Jet Pro M401dne	PHGFB70745
Bow High School	HP Laser Jet Pro M401dne	PHGFB70749
Bow High School	HP Laser Jet Pro M401dne	PHGFF70497
Bow High School	Konica Minolta BH951	A4EW011004809
Bow High School	HP Laser Jet P3015	VND3F94159
Bow High School	HP Laser Jet Pro M401dne	PHGFG61960
Bow High School	Konica Minolta BH4700D	A62N011007903

Building	Make/Model	Serial Number
Bow High School	HP Laser Jet Pro M401dne	PHGFB70744
Bow High School	Konica Minolta BH4700P	A63N011007880
Bow High School	Konica Minolta BHC3350	A4Y4011007359
Bow High School	HP Laser Jet Pro M401dne	PHGFB70746
Bow High School	Konica Minolta BHC3350	A4Y4011010974
Bow High School	HP Laser Jet Pro M401dne	PHGFF70519
Bow High School	HP Laser Jet P3015	VND3F94156
Bow High School	HP Laser Jet P3015	VND3F94155
Bow High School	Konica Minolta BH4700P	A63N011007894
Bow High School	Konica Minolta BH4700P	A63N011007897
Bow High School	HP Laser Jet Pro M401dne	PHGFB70741
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFF70509
Bow Memorial School	HP Laser Jet P3015	VND3F94157
Bow Memorial School	Konica Minolta BH754E	A55V017004356
Bow Memorial School	HP Color Laser Jet M451dn	CNDFG06374
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFG61969
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFF70525
Bow Memorial School	HP Laser Jet P3015	VND3F94041
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFG61970
Bow Memorial School	Konica Minolta BHC554	A5AY011014611
Bow Memorial School	HP Laser Jet P3015	VND3F94154
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFB70752
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFF70527
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFG61971
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFF70528
Bow Memorial School	Konica Minolta BH754E	A55V017004398
Bow Memorial School	Konica Minolta BHC454	A5C0011023519
Bow Memorial School	Konica Minolta BH754E	A55V017004375
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFG61961
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	PHGFB70756
SAU 67	HP Laser Jet Pro M401dne	PHGFB70742

Owned Equipment

Building	Make/Model	Serial Number
Bow Elementary School	Brother HL-5470DW	U63080C3N319168
Bow Elementary School	Brother HL-4570CDW series	U62500E3J357874
Bow Elementary School	Brother HL-4570CDW series	U62500J3J385788
Bow Elementary School	Brother HL-5470DW	U63080C3N319158
Bow Elementary School	Brother HL-6180DW	U63082F2J177199
Bow Elementary School	Brother HL-6180DW	U63082F2J177178
Bow Elementary School	Brother HL-5470DW	U63080C3N319208
Bow Elementary School	Brother HL-6180DW	U63082f2J177193
Bow Elementary School	Brother HL-6180DW	U63082C3N317807
Bow Elementary School	Brother HL-6180DW	U63082C3N317808
Bow Elementary School	Brother HL-5470DW	U63080C3N319191
Bow Elementary School	Brother HL-5470DW	U63080C3N319175
Bow Elementary School	Brother HL-5470DW	U63080C3N319162
Bow Elementary School	Brother HL-6180DW	U63082C3N317800
Bow Elementary School	Brother HL-4570CDW series	U62500E3J357892
Bow High School	HP Laser Jet Pro M401dne	PHGFC72952
Bow High School	Samsung SL-M3870FW	ZDDSBJAG40002KL
Bow High School	Samsung C2670 Series	07ACBJEG400026J
Bow High School	Samsung C2670 Series	07ACBJEG40002CR
Bow High School	Brother HL-5470DW	U63080C3N319189
Bow High School	Brother HL-4150CDN series	U62499E3J356147
Bow High School	Samsung C2670 Series	07ACBJEG400022N
Bow High School	HP Laser Jet Pro M401dne	PHGFC42952
Bow High School	Samsung SL-M3870FW	ZDDSBJAG40001JF
Bow High School	Samsung SL-M3870FW	ZDDSBJAG40000GV
Bow High School	Samsung SL-M3870FW	ZDDSBJAG40001PZ
Bow High School	Samsung SL-M3870FW	ZDDSBJAG40002DB
Bow High School	Samsung C2670 Series	07ACBJEG40002AT
Bow High School	Brother HL-5470DW	U63080C3N317030
Bow High School	Brother HL-4150CDN series	U62499F1J189608

Building	Make/Model	Serial Number
Bow High School	Dell B5460dn Laser Printer	92GGSS1
Bow High School	Brother HL-6180DW	U63082D3N364643
Bow High School	HP Color Laser Jet Pro CP5225DN	CNGCJ6P0C2
Bow High School	HP Laser Jet Pro M401dne	PHGFD11562
Bow High School	Brother HL-5470DW	U63080H2N168535
Bow High School	Samsung C2670 Series	07ACBJEG40001XA
Bow Memorial School	Brother HL-4570CDW series	U62500C2J272574
Bow Memorial School	HP Color Laser Jet 4525	JPBCD3D06F
Bow Memorial School	Brother HL-4570CDW series	U62500C2J272559
Bow Memorial School	Brother HL-4570CDW series	U62500C2J269313
Bow Memorial School	Brother HL-5470DW	U63080C3N319183
Bow Memorial School	HP Laser Jet P3005	CND1S14384
Bow Memorial School	Brother HL-4570CDW series	U62500C2J269311
Bow Memorial School	Brother HL-4570CDW series	U62500G3J370810
Bow Memorial School	Brother HL-4570CDW series	U62500L2J312870
Bow Memorial School	Brother HL-4570CDW series	U62500H2J298964
Bow Memorial School	Brother HL-5470DW	U63080D2J136188
SAU 67	Brother HL-4570CDW series	U62500G0J120298
SAU 67	HP Laser Jet 600 M602	CNCCF8H0HP

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: <u>Skip Tilton</u>

Title: <u>President/Owner</u>

Date: _____

Signature: _____

AGREED AND ACCEPTED BY:
Client

By: _____

Title: _____

Date: _____

Signature: _____

Named Contracted Vendor: *Vendor*

12/23/13

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:

Title:

Date:

Signature:

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date:

Signature:

12/23/13

StarDoc User Names

Name	User Name
Adam Osburn	aosburn@bownet.org
Ann O'Brien	aobrien
Brian O'Connell	boconnell
Chris Stebbins	cstebbins
Duane Ford	dford@bownet.org
Joann Heath	jheath
Kurt Gergler	kgergler
Melissa Harper	mharper
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

SPC specialized purchasing consultants **STAR Doc** system for tracking and reporting documents

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 <mark>our CLIENTS</mark>:

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 70 clients with over 4,100 devices doing more than 255 million copies and prints per year. In 2016 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 STARDoc 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
<mark>*Annual Savings of more than $2.3 million*</mark> *for all of our clients.*
That translates into <mark>*Savings of more than $11.6 million over five years!*</mark>

www.spccopypro.com

SPC Values Our Vendors

Overall Benefits to <mark>our VENDORS</mark>

- Opportunities brought to you – Hundreds of machines each year: *In 2016 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 4,100 pieces of equipment;
Our relationship with our vendors has never been *stronger*!

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