



Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

www.spccopypro.com

2017-2018 Annual Report

Year - End Photocopier Analysis

With projected costs for 2018-19

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



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

October 2018

Skip Tilton
President

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

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Duane:

We at Specialized Purchasing Consultants, wish to thank you for your continued confidence in us. Our relationship is now 12 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 as well as new services soon to be offered and how you can benefit from these services.

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

Table of Contents

The SPC Team	3
Equipment Health Status	4
Aging Equipment Summary	5
Non Contracted Devices	7
StarDoc Timeline	8
StarDoc Features	10
StarDoc New Features	12
Annual Black Volume by Building	13
Annual Black Volume Overall	14
Average Student to Copy Usage – Black Only	15
Cost Comparison – Black Only	16
Annual Color Volume by Building	17
Annual Color Volume Overall	18
Average Student to Copy Usage – Color Only	19
Cost Comparison – Color Only	20
Color to Total Volume Percentage	21
Usage Profile for Service & Supplies	22
SPC Service & Supply Cost Savings	56
Projected Equipment Costs by Building - Black	57
Projected Equipment Costs by Building - Color	58
Service & Supply Usage Profile by Vendor - Black	59
Service & Supply Usage Profile by Vendor - Color	60
Reprographic Equipment Assessment	61
Leased Equipment	62
Owned Equipment	65
Service and Supply Contract - Client	67
Warranty	68
StarDoc User Names	69

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 experience 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:	115
Total Black Photocopiers	17
Total Color Photocopiers	13
Total Black Network Printers	68
Total Color Network Printers	17
Total Removed from Service:	3
# of Units OFF Warranty:	8
# of Units Approaching End of Warranty:	16
# of Units Overused:	0
# of Units Underused:	6
Commencement Date:	8/2/2015
# of Annual Payments Left on Lease	2
All Warranties and Service Contracts Expire:	6/30/2021
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract	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,

It has been 3.5 years since your last upgrade and you could benefit from an onsite visit and an upgrade since costs have come down over the years. We would also be able to address the 6 underused devices in the district. SPC is proud to offer some powerful print management software that you may want to consider this time around. (See page #12)

In order to stay ahead of your reliability curve, your next upgrade could take place as early as the Summer of 2019. In that way you would only have 1 lease payment remaining. I am confident that there are other needs that an onsite visit will be able to address.

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	VND3F94159	AXIS	07/2008
Bow High School	IT Hot Swap	HP Laser Jet P3015	VND3F94156	AXIS	07/2008
Bow High School	Room 1200 Computer Programming	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 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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
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
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
SAU 67	Suzanne's Office	HP Laser Jet 600 M602	CNCCF8H0HP	AXIS	11/2011

Non Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
BROTHER HL-5250DN series	C7J866178	10.30.0.55	10/10/2018 8:15:11 AM
BROTHER HL-5250DN series	L8J863908	10.30.0.68	10/10/2018 8:15:11 AM
HP PageWide Pro 577 MFP	CN822HY070	10.10.10.222	10/10/2018 8:15:11 AM

Machine Count: 3... Our Goal with the next upgrade is to get all non contract devices under a CPC agreement.



1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Reports

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail
- Initiated 5% cost per print annual increase cap

2001 Solid-Ink Printers and Meter Collection

- Offered low-cost-of-operation solid-ink network printers to help reduce printing costs
- Began collecting meter reads directly from client and submitting to vendors via spreadsheet, providing more accurate and consistent billing

2002 Bond Counsel Review

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

2003 Contracts and Warranties Updated

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

2005 Economic Municipal Relief Fund Established

2006 Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience

2007 Insurance Fund

- Insurance Fund established for equipment upgrades with SPC monitoring installations from start to finish. SPC absorbs cost of returning leased equipment, electrical or network drop installs or upgrades, and surge protectors (ESPs)

2012 STARDoc - Print Management Software Developed and Implemented

- Live Floor Plans allow IT administrators to move devices around on their own floor plans
- Low-end network printers added to contracts and monitored
- Simplified Billing introduced

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

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

2015 STARDoc - Mapping Options and Asset Management

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

2018 STARDoc - Improved Pinpointing of Budget and Communications

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



- **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

New Features

Industry Wide

Consult: Secure Print Release, also known as Follow Me Print or Find-Me Printing.

- Print to a single global queue, walk up, and collect at any device.
- The application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD). It allows users to print at any area within the building as long as the MFD has the features needed by the user.

STARDoc

NEW! Over Budget Report feature

- Allows user to select the Over Budget feature to produce a report showing each machine currently running over projected volumes, listed with highest amount over first.
- Catch overused equipment early, before equipment begins to break down due to over use.
- Request service history on any machine right through STARDoc.

Over Budget
✕



Room: Room 201 Principal's Office

Make & Model: Canon IRC5051

Serial Number: GQM65369

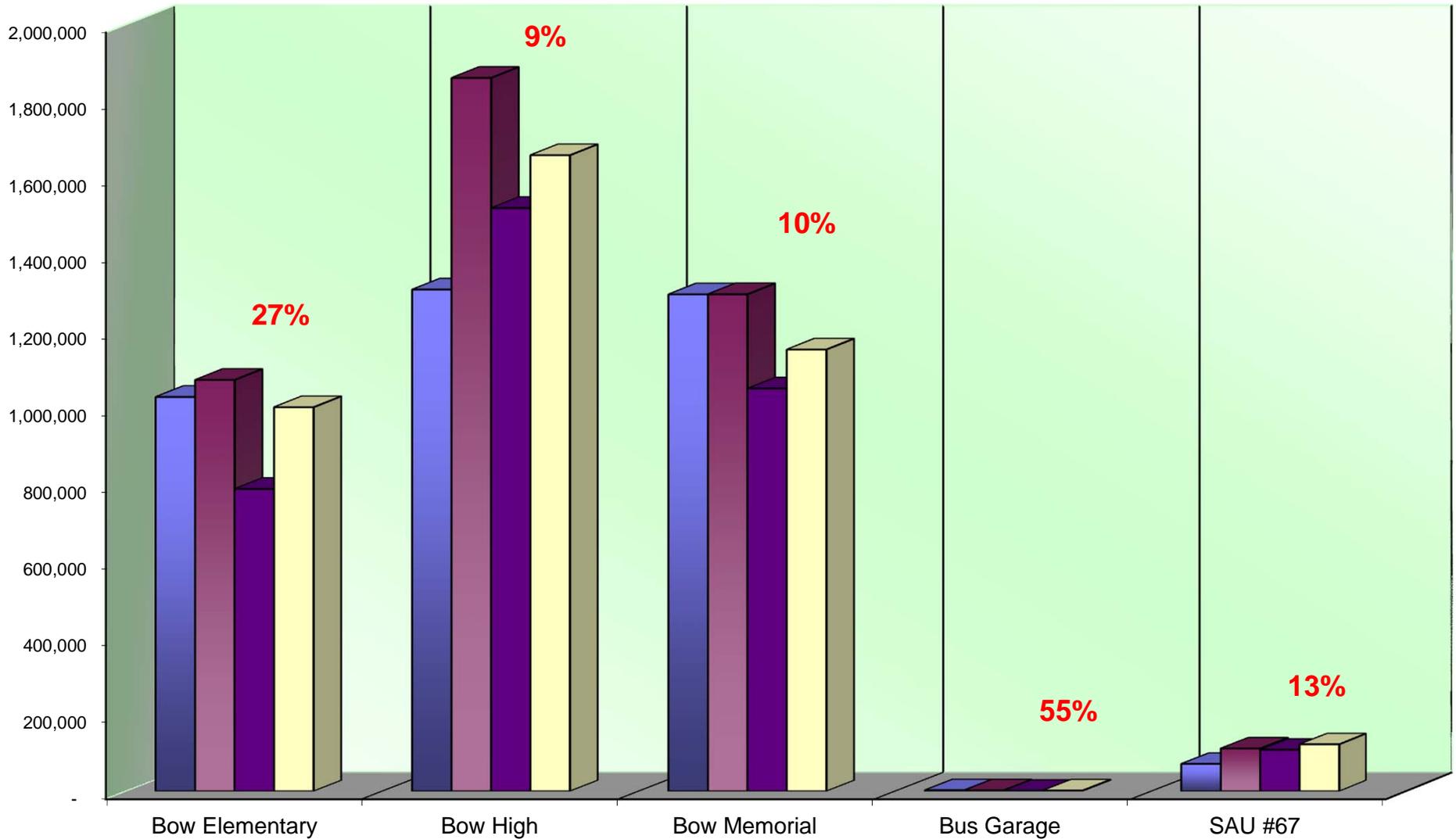
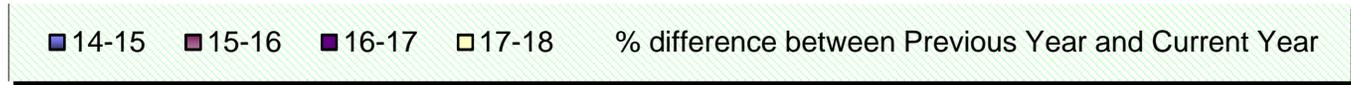
IP Address: 172.16.10.145

Projected Amount Over Budget: \$1,902

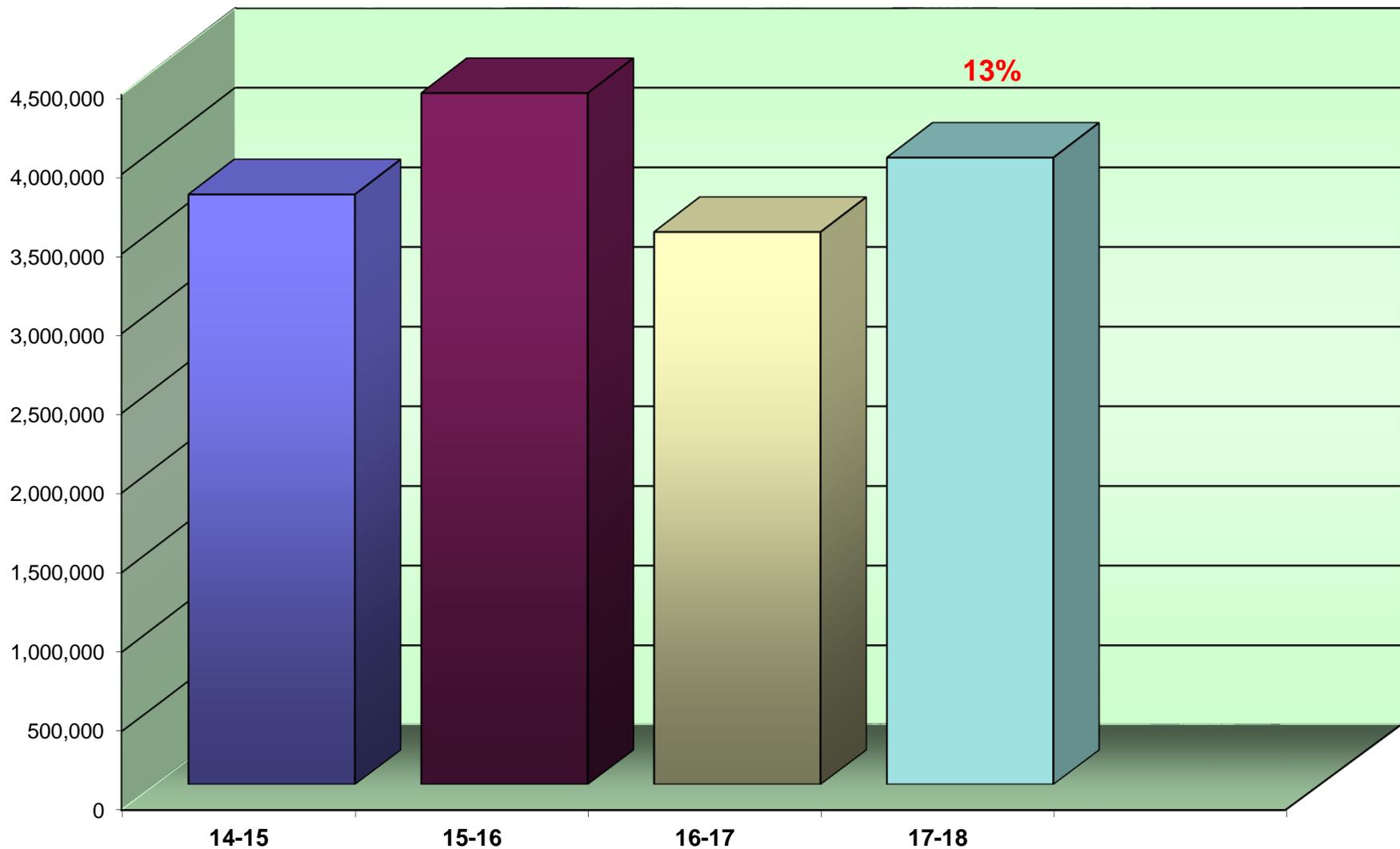
Previous
Next

Request Service History
Close

Annual Black Volume by Building



Annual Black Volume Overall



% 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.

<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	528	998,980	\$19,952.55	1,892	\$37.79
Bow High School	655	1,659,324	\$33,453.75	2,533	\$51.07
Bow Memorial School	497	1,153,648	\$22,730.18	2,321	\$45.73
Bus Garage SAU 67	0	1,998	\$38.22	0	\$0.00
SAU 67	0	124,403	\$2,903.95	0	\$0.00
Totals	1,680	3,938,353	\$79,078.66	2,344	\$47.07

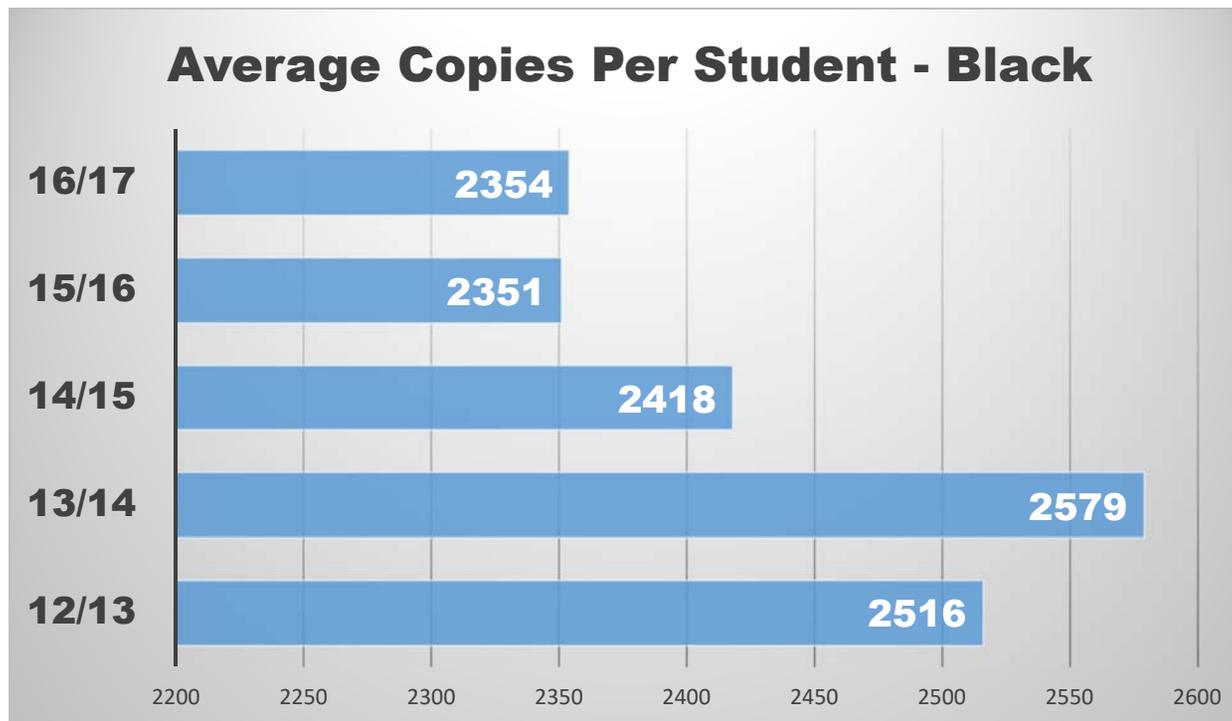
**Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black Only

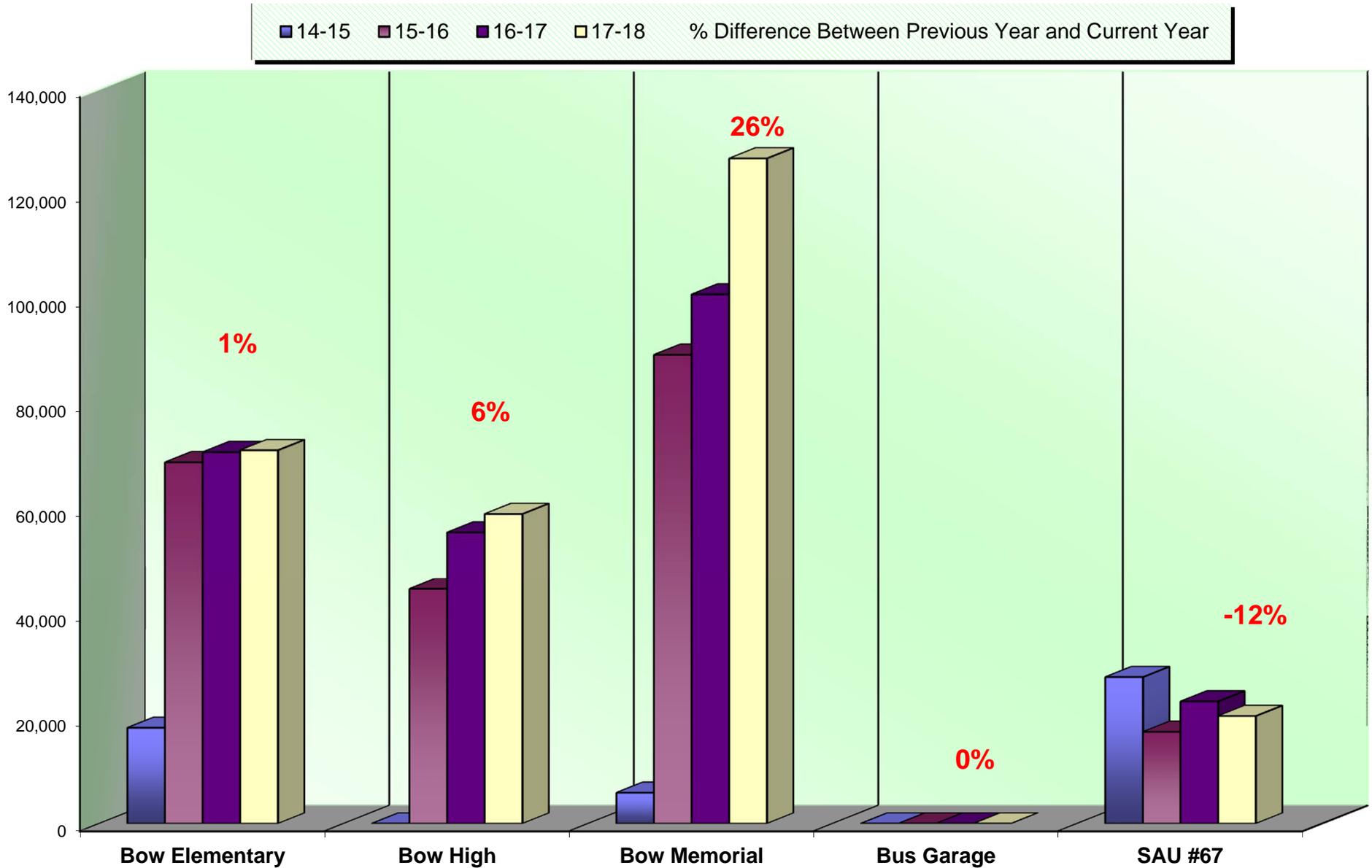
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	88,906	209,301,843	\$4,194,294.05	2,354	\$47.17

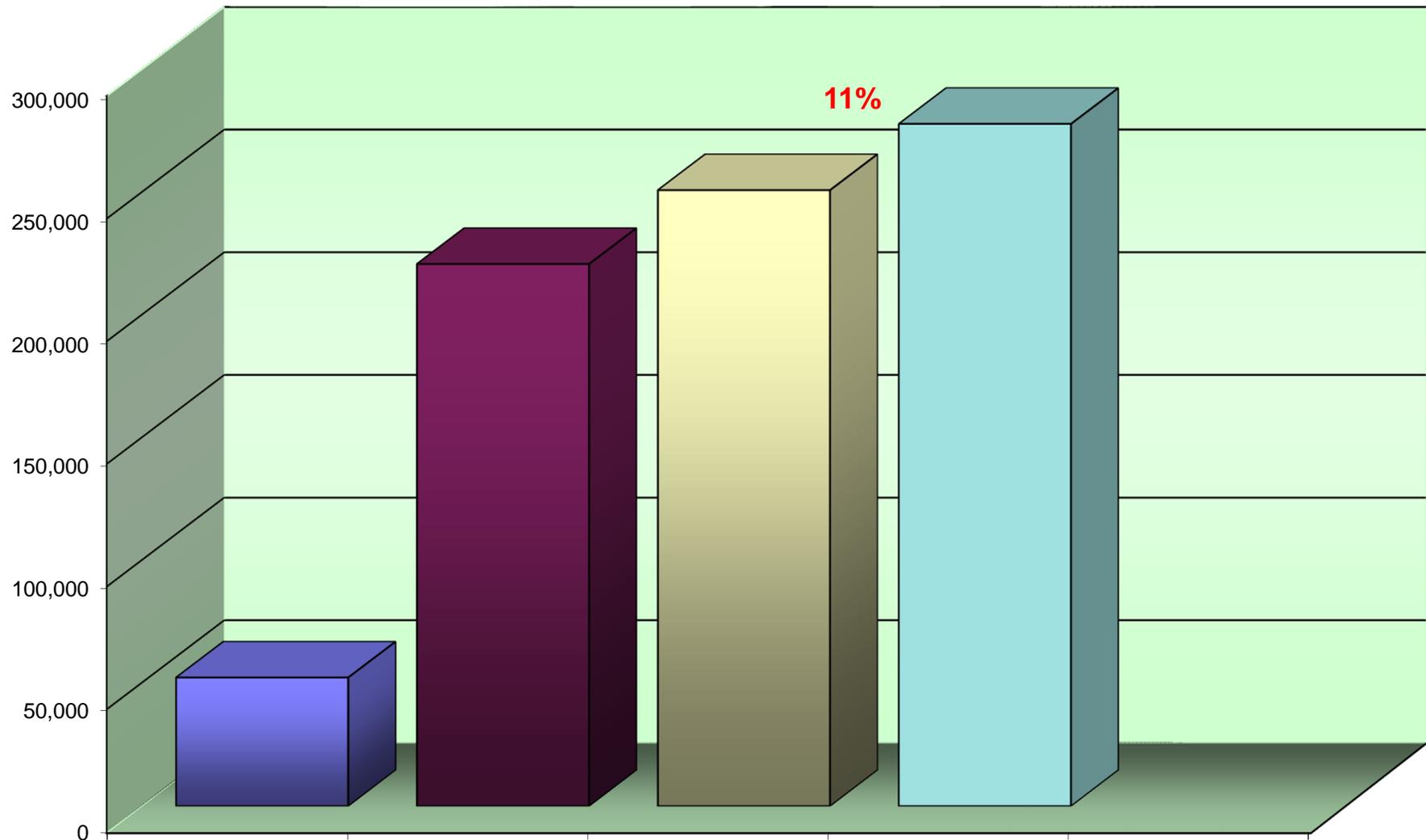
* Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment



Annual Color Volume by Building



Annual Color Volume Overall



14-15 15-16 16-17 17-18
% 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.

<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	528	71,270	\$5,133.45	135	\$9.72
Bow High School	655	59,174	\$4,583.26	90	\$7.00
Bow Memorial School	497	126,828	\$8,421.50	255	\$16.94
Bus Garage SAU 67	0	0	\$0.00	0	\$0.00
SAU 67	0	20,531	\$1,612.92	0	\$0.00
Totals	1,680	277,803	\$19,751.13	165	\$11.76

**Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report. Note: New STARDoc tool will flag the High Color Usage. See Page # 12 under new STARDoc features! Industry Ratios are 185 color prints per student per year! Also, please contact our SPC technical team to provide training to your staff.*

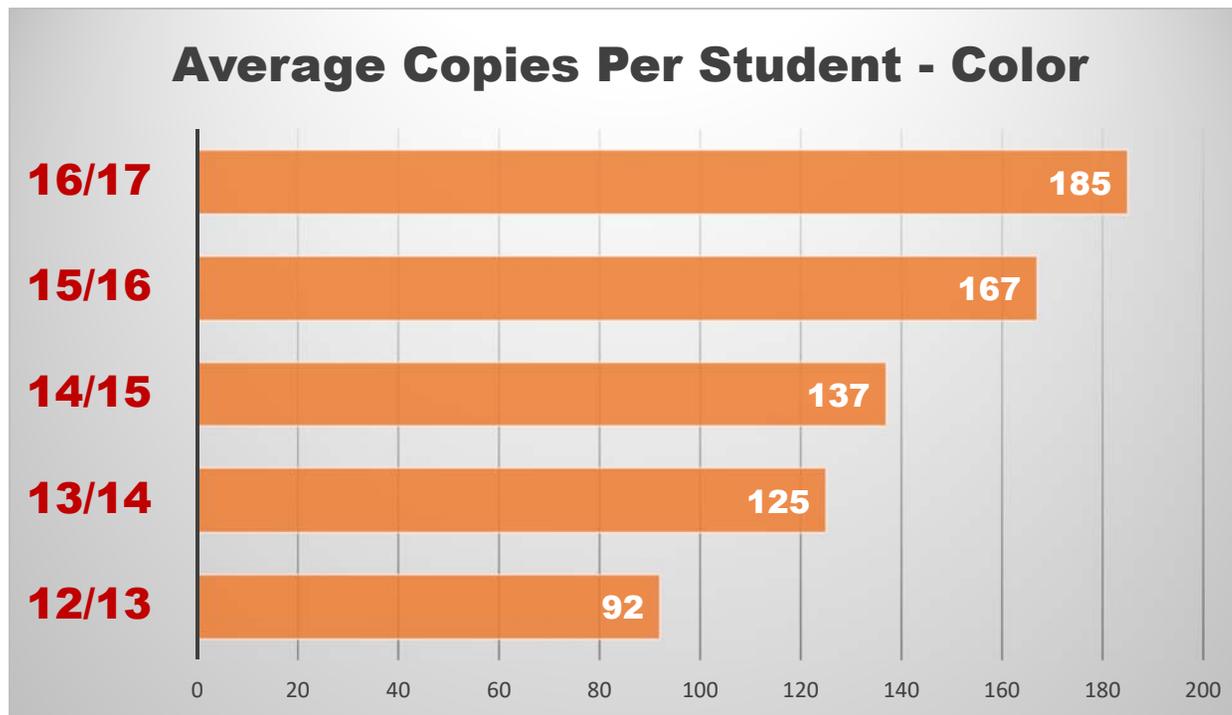
<i>District Wide Black Totals</i>	<i>3,938,353</i>	<i>\$16,667.34</i>
<i>District Wide Color Totals</i>	<i>277,803</i>	<i>\$19,212.19</i>

Cost Comparison – Color Only

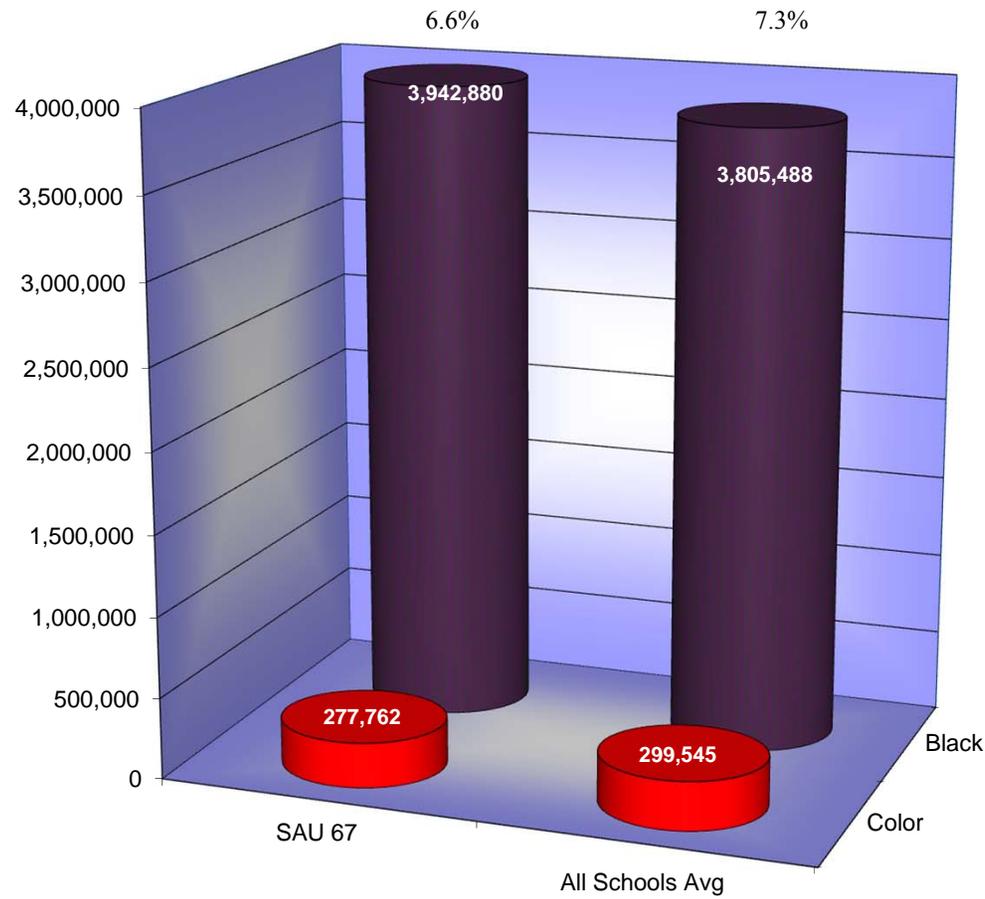
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	88,906	16,474,996	\$820,060.24	185	\$9.22

* Total District Cost refers to the cost of Service and Supplies only; paper and equipment costs are calculated into the Black Comparison chart.



Color to Total Volume Percentage



Usage Profile for Service & Supplies

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

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 8/2/2015</i>
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2017-18</i>		
<i>Vendor</i>	<i>7/1/2017</i>	<i>6/30/2018</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	9,877	12,887	3,010	\$0.012800	8 years from Intro.
U62500E3J357874 /				\$38.53	
750,000 / 10/2010	26,968	30,295	3,327	\$0.14091	
Color Network Printer				\$468.81	
AXIS					
Copy Room Right					
Konica Minolta BH754E / 75 PPM	755,317	1,152,870	397,553	\$0.003310	None at this time.
A55V017004395 / 9348 5815				\$1,315.90	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Custodian					
Brother HL-4570CDW series / 30 PPM	11,809	17,506	5,697	\$0.012800	8 years from Intro.
U62500J3J385788 /				\$72.92	
750,000 / 10/2010	30,036	37,095	7,059	\$0.14091	
Color Network Printer				\$994.68	
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>2017-18</i>		
<i>Vendor</i>	<i>7/1/2017</i>	<i>6/30/2018</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					
Guidance Office					
Brother HL-5470DW / 40 PPM	12,497	17,348	4,851	\$0.012800	None at this time.
U63080C3N319158 /				\$62.09	
1,000,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
IT Hot Swap					
Brother HL-6180DW / 42 PPM	31,301	31,301	0	\$0.012800	Traded; Replaced with VNB3N04796
U63082F2J177178 /				\$0.00	
1,000,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
HP Laser Jet Pro M401dne / 35 PPM	49,313	49,313	0	\$0.012800	Replaced U3082F2J177178
VNB3N04796 /				\$0.00	
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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
BOW ELEMENTARY SCHOOL					
<i>Kitchen Office</i>					
HP Laser Jet Pro M401dne / 35 PPM PHGFF70521 / 750,000 / 01/2013	1,411 0	3,533 0	2,122 0	\$0.012800 \$27.16 \$0.00000	None at this time.
Black Network Printer AXIS				\$0.00	
<i>Librarian</i>					
HP Laser Jet Pro M401dne / 35 PPM PHGFF70517 / 750,000 / 01/2013	4,385 0	7,925 0	3,540 0	\$0.012800 \$45.31 \$0.00000	None at this time.
Black Network Printer AXIS				\$0.00	
<i>Library</i>					
Konica Minolta BHC3350 / 35 PPM A4Y4011007427 / 9348 5812 750,000 / 01/2014	74,825 86,917	139,252 116,135	64,427 29,218	\$0.003310 \$213.25 \$0.05166	None at this time.
Color Laser MFP KMBS				\$1,509.40	
<i>Main Office</i>					
Konica Minolta BHC554 / 55 PPM A5AY011014732 / 9348 5813 3,000,000 / 08/2012	70,779 29,186	107,547 56,541	36,768 27,355	\$0.003310 \$121.70 \$0.05166	None at this time.
Color Photocopier KMBS				\$1,413.16	

<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>2017-18</i>			
<i>Vendor</i>	<i>7/1/2017</i>	<i>6/30/2018</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						
Main Office Work Room						
Konica Minolta BH754E / 75 PPM	779,966	1,194,004	414,038	\$0.003310		None at this time.
A55V017004426 / 9348 5664				\$1,370.47		
4,000,000 / 01/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Room 100A						
HP Laser Jet Pro M401dne / 35 PPM	14,974	21,439	6,465	\$0.012800		None at this time.
PHGFB70747 /				\$82.75		
750,000 / 01/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
Room 109						
Brother HL-4570CDW series / 30 PPM	9,183	11,898	2,715	\$0.012800		8 years from Intro.
U62500E3J357892 /				\$34.75		
750,000 / 10/2010	11,394	15,704	4,310	\$0.14091		
Color Network Printer				\$607.32		
AXIS						
Room 200						
HP Laser Jet Pro M401dne / 35 PPM	0	4,527	4,527	\$0.012800		None at this time.
PHGFF70523 /				\$57.95		
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>2017-18</i>		
<i>Vendor</i>	<i>7/1/2017</i>	<i>6/30/2018</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					
Room 204					
Brother HL-5470DW / 40 PPM	42,265	45,131	2,866	\$0.012800	Traded; Replaced with U63080C3N319191
U63080C3N319208 /				\$36.68	
1,000,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Brother HL-5470DW / 40 PPM	22,675	26,333	3,658	\$0.012800	Replacement for U63080C3N319208
U63080C3N319191 /				\$46.82	
1,000,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 205					
Brother HL-5470DW / 40 PPM	50,247	53,264	3,017	\$0.012800	None at this time.
U63080C3N319168 /				\$38.62	
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	5,218	7,161	1,943	\$0.012800	None at this time.
PHGFG61959 /				\$24.87	
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>2017-18</i>		
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</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 ELEMENTARY SCHOOL					
Room 208					
Brother HL-6180DW / 42 PPM	19,518	22,044	2,526	\$0.012800	None at this time.
U63082C3N317808 /				\$32.33	
1,000,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 212					
Brother HL-6180DW / 42 PPM	34,459	38,050	3,591	\$0.012800	None at this time.
U63082f2J177193 /				\$45.96	
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	14,548	19,862	5,314	\$0.012800	10 years from Intro.
VND3F94148 /				\$68.02	
500,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Special Education					
Brother HL-5470DW / 40 PPM	15,225	20,164	4,939	\$0.012800	None at this time.
U63080C3N319175 /				\$63.22	
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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
BOW ELEMENTARY SCHOOL					
Speech					
Brother HL-6180DW / 42 PPM	17,670	24,919	7,249	\$0.012800	None at this time.
U63082C3N317807 /				\$92.79	
1,000,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Support Room					
Brother HL-5470DW / 40 PPM	47,309	54,209	6,900	\$0.012800	None at this time.
U63080C3N319162 /				\$88.32	
1,000,000 / 06/2012	0	1	1	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Unknown (formerly Hot Swap)					
Brother HL-6180DW / 42 PPM	26,949	36,077	9,128	\$0.012800	None at this time.
U63082C3N317800 /				\$116.84	
1,000,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Unknown (formerly Rm 102 storage)					
Brother HL-6180DW / 42 PPM	10,475	12,611	2,136	\$0.012800	None at this time.
U63082F2J177199 /				\$27.34	
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>2017-18</i>		
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</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 ELEMENTARY SCHOOL

<i>Subtotals Black</i>	998,980	\$4,124.60
<i>Subtotals Color</i>	71,270	\$4,993.37

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</i>				
<i>Serial Number / Vendor ID</i>			<i>2017-18</i>		
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</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					
Administration					
Konica Minolta BHC554 / 55 PPM	87,206	139,659	52,453	\$0.003310	None at this time.
A5AY011014863 / 9348 5804				\$173.62	
3,000,000 / 08/2012	15,790	24,711	8,921	\$0.05166	
Color Photocopier				\$460.86	
KMBS					
Art Room					
Samsung C2670 Series / 27 PPM	0	876	876	\$0.032320	None at this time.
07ACBJEG40002AT /				\$28.31	
750,000 / 08/2014	0	2,351	2,351	\$0.13574	
Color Laser MFP				\$319.12	
AXIS					
Athletic Director					
Brother HL-5470DW / 40 PPM	10,753	13,052	2,299	\$0.012800	None at this time.
U63080C3N317030 /				\$29.43	
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	12,572	19,656	7,084	\$0.012800	None at this time.
PHGFF70518 /				\$90.68	
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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
BOW HIGH SCHOOL					
Brian O'Connell					
HP Laser Jet Pro M401dne / 35 PPM PHGFF70522 / 750,000 / 01/2013	2,907 0	3,024 0	117 0	\$0.012800 \$1.50 \$0.00000	Underused!
Black Network Printer AXIS				\$0.00	
Director - Dan Gage					
HP Laser Jet Pro M401dne / 35 PPM PHGFB70745 / 750,000 / 01/2013	7,127 0	9,177 0	2,050 0	\$0.012800 \$26.24 \$0.00000	None at this time.
Black Network Printer AXIS				\$0.00	
Faculty Lounge					
Konica Minolta BH951 / 95 PPM A4EW011004809 / 9360 4368 5,000,000 / 06/2012	817,636 0	1,412,061 0	594,425 0	\$0.003310 \$1,967.55 \$0.00000	None at this time.
Black Photocopier KMBS				\$0.00	
Faculty Room 2					
Konica Minolta BH951 / 95 PPM A4EW011040180 / 9356 4853 5,000,000 / 06/2012	1,416,947 0	1,985,506 0	568,559 0	\$0.003310 \$1,881.93 \$0.00000	None at this time.
Black Photocopier KMBS				\$0.00	

<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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
BOW HIGH SCHOOL					
Faculty Work Room					
Brother HL-4150CDN series / 25 PPM	10,845	11,957	1,112	\$0.012800	8 years from Intro.
U62499E3J356147 /				\$14.23	
500,000 / 10/2010	16,330	16,850	520	\$0.14091	
Color Network Printer				\$73.27	
AXIS					
Guidance Office					
Konica Minolta BH654 / 65 PPM	201,324	286,150	84,826	\$0.003310	None at this time.
A5YN017006232 / 9348 5803				\$280.77	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Hot Swap					
Samsung C2670 Series / 27 PPM	0	349	349	\$0.032320	None at this time.
07ACBJEG40001XA /				\$11.28	
750,000 / 08/2014	0	663	663	\$0.13574	
Color Laser MFP				\$90.00	
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>2017-18</i>		
<i>Vendor</i>	<i>7/1/2017</i>	<i>6/30/2018</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 HIGH SCHOOL					
IT Hot Swap					
Brother HL-5470DW / 40 PPM U63080C3N319189 / 1,000,000 / 06/2012 Black Network Printer AXIS	16,637 0	16,637 0	0 0	\$0.012800 \$0.00 \$0.000000 \$0.00	None at this time.
Brother HL-5470DW / 40 PPM U63080H2N168535 / 1,000,000 / 06/2012 Black Network Printer AXIS	31,600 0	36,558 0	4,958 0	\$0.012800 \$63.46 \$0.000000 \$0.00	None at this time.
Dell B5460dn Laser Printer / 63 PPM 92GGSS1 / 3,000,000 / 11/2012 Black Network Printer AXIS	61,935 0	61,935 0	0 0	\$0.012800 \$0.00 \$0.000000 \$0.00	None at this time.
HP Laser Jet P3015 / 42 PPM VND3F94159 / 500,000 / 07/2008 Black Network Printer AXIS	3,296 0	3,290 0	-6 0	\$0.012800 (\$0.08) \$0.000000 \$0.00	10 years from Intro.
HP Laser Jet P3015 / 42 PPM VND3F94156 / 500,000 / 07/2008 Black Network Printer AXIS	30 0	30 0	0 0	\$0.012800 \$0.00 \$0.000000 \$0.00	10 years from Intro.

<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>2017-18</i>		
<i>Vendor</i>	<i>7/1/2017</i>	<i>6/30/2018</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 HIGH SCHOOL					
HP Laser Jet Pro M401dne / 35 PPM PHGFC72952 / 750,000 / 01/2013 Black Network Printer AXIS	0	0	0	\$0.012800 \$0.00	None at this time.
HP Laser Jet Pro M401dne / 35 PPM PHGFC42952 / 750,000 / 01/2013 Black Network Printer AXIS	0	0	0	\$0.012800 \$0.00	None at this time.
Konica Minolta BH4700P / 50 PPM A63N011007894 / 9348 5808 2,000,000 / 04/2013 Black Network Printer KMBS	5,454	5,454	0	\$0.006340 \$0.00	None at this time.
Samsung C2670 Series / 27 PPM 07ACBJEG400026J / 750,000 / 08/2014 Color Laser MFP AXIS	6,392	6,719	327	\$0.012800 \$4.19	Traded; Replaced with 07ACBJEG40002CR
Samsung C2670 Series / 27 PPM 07ACBJEG40002CR / 750,000 / 08/2014 Color Laser MFP AXIS	3,065	3,531	466	\$0.012800 \$5.96	Replacement for 07ACBJEG400026J
	4,342	4,658	316	\$0.14091 \$44.53	

<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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
BOW HIGH SCHOOL					
Samsung SL-M3870FW / 40 PPM	0	0	0	\$0.032320	None at this time.
ZDDSBJAG40002DB /				\$0.00	
750,000 / 05/2013	0	0	0	\$0.13574	
Black Laser MFP				\$0.00	
AXIS					
Samsung SL-M3870FW / 40 PPM	1,665	1,665	0	\$0.032320	None at this time.
ZDDSBJAG40000GV /				\$0.00	
750,000 / 05/2013	0	0	0	\$0.13574	
Black Laser MFP				\$0.00	
AXIS					
Samsung SL-M3870FW / 40 PPM	0	0	0	\$0.032320	None at this time.
ZDDSBJAG40001PZ /				\$0.00	
750,000 / 05/2013	0	0	0	\$0.13574	
Black Laser MFP				\$0.00	
AXIS					
IT Pod					
HP Laser Jet Pro M401dne / 35 PPM	1,962	2,437	475	\$0.012800	Underused!
PHGFB70750 /				\$6.08	
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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
BOW HIGH SCHOOL					
Library					
Konica Minolta BH554E / 55 PPM A61D011008106 / 9348 5802 3,000,000 / 10/2013 Black Photocopier KMBS	318,179 0	462,548 0	144,369 0	\$0.003310 \$477.86 \$0.00000 \$0.00	None at this time.
Samsung C2670 Series / 27 PPM 07ACBJEG400022N / 750,000 / 08/2014 Color Laser MFP AXIS	6,290 10,868	7,568 13,595	1,278 2,727	\$0.032320 \$41.30 \$0.13574 \$370.16	None at this time.
Library Desk					
HP Color Laser Jet M452dn / 28 PPM VNB3B32477 / 500,000 / 10/2015 Color Network Printer AXIS	0 0	888 1,929	888 1,929	\$0.012800 \$11.37 \$0.14091 \$271.82	None at this time.
Linda Conway (Kitchen)					
HP Laser Jet Pro M401dne / 35 PPM PHGFB70753 / 750,000 / 01/2013 Black Network Printer AXIS	1,973 0	3,053 0	1,080 0	\$0.012800 \$13.82 \$0.00000 \$0.00	None at this time.

<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>2017-18</i>			
<i>Vendor</i>	<i>7/1/2017</i>	<i>6/30/2018</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 HIGH SCHOOL						
Lunch Room Office						
HP LaserJet 400 MFP M425dn / 35 PPM	8,359	14,720	6,361	\$0.012800		None at this time.
CNF8H562BC /				\$81.42		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
AXIS						
Main Office						
HP Laser Jet Pro M401dne / 35 PPM	14,703	24,956	10,253	\$0.012800		None at this time.
PHGFF70519 /				\$131.24		
750,000 / 01/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
MST Green Cart						
Samsung SL-M3870FW / 40 PPM	604	604	0	\$0.012800		Underused!
ZDDSBJAG40002KL /				\$0.00		
750,000 / 05/2013	0	0	0	\$0.00000		
Black Laser MFP				\$0.00		
AXIS						
Nurse						
HP Laser Jet Pro M401dne / 35 PPM	3,849	5,973	2,124	\$0.012800		None at this time.
PHGFB70748 /				\$27.19		
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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
BOW HIGH SCHOOL					
Room 0106					
Brother HL-6180DW / 42 PPM	22,211	31,906	9,695	\$0.012800	None at this time.
U63082D3N364643 /				\$124.10	
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	1,827	3,436	1,609	\$0.012800	None at this time.
CNF8H562CL /				\$20.60	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
AXIS					
Room 1200 Computer Programming					
HP Laser Jet P3015 / 42 PPM	2,713	4,960	2,247	\$0.012800	10 years from Intro.
VND3F94155 /				\$28.76	
500,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 1204 SPED					
Konica Minolta BHC3350 / 35 PPM	37,052	55,152	18,100	\$0.003310	None at this time.
A4Y4011010974 / 9348 5807				\$59.91	
750,000 / 01/2014	37,323	61,827	24,504	\$0.05166	
Color Laser MFP				\$1,265.88	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</i>				
<i>Serial Number / Vendor ID</i>			<i>2017-18</i>		
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</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					
Room 1208					
HP Color Laser Jet Pro CP5225DN / 20 PPM	52	2,816	2,764	\$0.028810	8 years from Intro.
CNGCJ6P0C2 /				\$79.63	
500,000 / 11/2010	62	4,439	4,377	\$0.14091	
Color Network Printer				\$616.76	
AXIS					
Room 1208 Tech Ed					
HP Laser Jet Pro M401dne / 35 PPM	27,122	44,490	17,368	\$0.012800	None at this time.
PHGFB70746 /				\$222.31	
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	858	7,470	6,612	\$0.012800	None at this time.
PHGFF70508 /				\$84.63	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 1305					
Samsung SL-M3870FW / 40 PPM	7,001	10,457	3,456	\$0.032320	None at this time.
ZDDSBJAG40001JF /				\$111.70	
750,000 / 05/2013	0	39	39	\$0.00000	
Black Laser MFP				\$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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
BOW HIGH SCHOOL					
Room 2108 Faculty					
Konica Minolta BH4700P / 50 PPM	56,524	77,761	21,237	\$0.006340	None at this time.
A63N011007897 / 9348 5809				\$134.64	
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	8,643	36,906	28,263	\$0.012800	None at this time.
PHGFD11562 /				\$361.77	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 2201 Physics					
Brother HL-4150CDN series / 25 PPM	10,156	11,088	932	\$0.012800	8 years from Intro.
U62499F1J189608 /				\$11.93	
500,000 / 10/2010	10,035	11,372	1,337	\$0.14091	
Color Network Printer				\$188.40	
AXIS					
Room 2206					
HP Laser Jet Pro M401dne / 35 PPM	14,360	23,105	8,745	\$0.012800	None at this time.
PHGFB70741 /				\$111.94	
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>2017-18</i>		
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</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					
Room 2210 Math					
Konica Minolta BH4700P / 50 PPM A63N011007880 / 9348 5806 2,000,000 / 04/2013 Black Network Printer KMBS	16,379 0	21,392 0	5,013 0	\$0.006340 \$31.78 \$0.00000 \$0.00	None at this time.
Konica Minolta BHC3350 / 35 PPM A4Y4011007359 / 9356 4836 750,000 / 01/2014 Color Laser MFP KMBS	32,833 23,645	42,879 33,299	10,046 9,654	\$0.003310 \$33.25 \$0.05166 \$498.73	None at this time.
Room 2306 English					
HP Laser Jet Pro M401dne / 35 PPM PHGFB70744 / 750,000 / 01/2013 Black Network Printer AXIS	9,518 0	14,765 0	5,247 0	\$0.012800 \$67.16 \$0.00000 \$0.00	None at this time.
Room 2313					
Konica Minolta BH4700P / 50 PPM A63N011007903 / 9348 5810 2,000,000 / 04/2013 Black Network Printer KMBS	36,126 0	51,471 0	15,345 0	\$0.006340 \$97.29 \$0.00000 \$0.00	None at this time.

<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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>		
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>	
BOW HIGH SCHOOL						
School Psychologist - K Murphy						
HP Laser Jet Pro M401dne / 35 PPM PHGFF70514 / 750,000 / 01/2013	17 0	840 0	823 0	\$0.012800 \$10.53 \$0.00000	None at this time.	
Black Network Printer AXIS				\$0.00		
Special Ed Director - Tam MacAllister						
HP Laser Jet Pro M401dne / 35 PPM PHGFB70749 / 750,000 / 01/2013	2,137 0	3,720 0	1,583 0	\$0.012800 \$20.26 \$0.00000	None at this time.	
Black Network Printer AXIS				\$0.00		
Special Ed Secretary - Sandy Currier-Ramsay						
HP Laser Jet Pro M401dne / 35 PPM PHGFF70497 / 750,000 / 01/2013	24,237 0	37,089 0	12,852 0	\$0.012800 \$164.51 \$0.00000	None at this time.	
Black Network Printer AXIS				\$0.00		
TGIRZONE						
HP Laser Jet Pro M401dne / 35 PPM PHGFG61960 / 750,000 / 01/2013	614 0	1,278 0	664 0	\$0.012800 \$8.50 \$0.00000	None at this time.	
Black Network Printer AXIS				\$0.00		

<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>2017-18</i>		
<i>Vendor</i>	<i>7/1/2017</i>	<i>6/30/2018</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 HIGH SCHOOL

Subtotals Black	1,659,324	\$7,154.55
Subtotals Color	59,174	\$4,458.23

<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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>		
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>	
BOW MEMORIAL SCHOOL						
BMS - Storer						
HP Laser Jet Pro M401dne / 35 PPM PHGFF70528 / 750,000 / 01/2013	2,797 0	6,424 0	3,627 0	\$0.012800 \$46.43 \$0.00000	None at this time.	
Black Network Printer AXIS				\$0.00		
BMS Murphy						
Brother HL-5470DW / 40 PPM U63080C3N319183 / 1,000,000 / 06/2012	1,013 0	1,624 0	611 0	\$0.012800 \$7.82 \$0.00000	None at this time.	
Black Network Printer AXIS				\$0.00		
Copy Room						
Konica Minolta BH754E / 75 PPM A55V017004398 / 9348 5817 4,000,000 / 01/2013	536,502 0	809,938 0	273,436 0	\$0.003310 \$905.07 \$0.00000	None at this time.	
Black Photocopier KMBS				\$0.00		
Copy Room Left						
Konica Minolta BH754E / 75 PPM A55V017004375 / 9348 5818 4,000,000 / 01/2013	437,837 0	699,066 0	261,229 0	\$0.003310 \$864.67 \$0.00000	None at this time.	
Black Photocopier KMBS				\$0.00		

<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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
BOW MEMORIAL SCHOOL					
Grade 8 Cart					
Brother HL-4570CDW series / 30 PPM	19,108	20,290	1,182	\$0.012800	8 years from Intro.
U62500C2J269313 /				\$15.13	
750,000 / 10/2010	11,370	11,703	333	\$0.14091	
Color Network Printer				\$46.92	
AXIS					
Hallway					
HP Color Laser Jet 4525 / 42 PPM	37,227	38,862	1,635	\$0.012800	9 years from Intro.
JPBCD3D06F /				\$20.93	
1,000,000 / 11/2009	64,631	69,730	5,099	\$0.14091	
Color Network Printer				\$718.50	
AXIS					
Health					
Brother HL-4570CDW series / 30 PPM	2,098	2,111	13	\$0.012800	8 years from Intro.
U62500C2J272574 /				\$0.17	
750,000 / 10/2010	6,547	8,111	1,564	\$0.14091	
Color Network Printer				\$220.38	
AXIS					
Kitchen Office					
HP Laser Jet Pro M401dne / 35 PPM	4,375	7,098	2,723	\$0.012800	None at this time.
PHGFG61971 /				\$34.85	
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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
BOW MEMORIAL SCHOOL					
Library					
Konica Minolta BHC454 / 45 PPM A5C0011023519 / 9348 5821 1,000,000 / 07/2012 Color Photocopier KMBS	211,202 87,006	323,944 132,818	112,742 45,812	\$0.003310 \$373.18 \$0.05166 \$2,366.65	None at this time.
Room 1 Main Office					
HP Laser Jet P3015 / 42 PPM VND3F94157 / 500,000 / 07/2008 Black Network Printer AXIS	30,327 0	45,618 0	15,291 0	\$0.012800 \$195.72 \$0.00000 \$0.00	10 years from Intro.
Konica Minolta BHC554 / 55 PPM A5AY011014611 / 9348 5820 3,000,000 / 08/2012 Color Photocopier KMBS	443,003 51,429	704,496 114,071	261,493 62,642	\$0.003310 \$865.54 \$0.05166 \$3,236.09	None at this time.
Room 10 Tech Ed					
HP Color Laser Jet M451dn / 21 PPM CNDFG06374 / 500,000 / 02/2012 Color Network Printer AXIS	4,792 8,920	5,813 11,526	1,021 2,606	\$0.012800 \$13.07 \$0.14091 \$367.21	None at this time.

<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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
			<i>Volume</i>		
BOW MEMORIAL SCHOOL					
Room 10B L Worth					
HP Laser Jet Pro M401dne / 35 PPM PHGFG61969 / 750,000 / 01/2013	1,525	1,830	305	\$0.012800 \$3.90	Underused!
Black Network Printer AXIS	0	0	0	\$0.00000 \$0.00	
Room 12 Nurse					
HP Laser Jet Pro M401dne / 35 PPM PHGFF70525 / 750,000 / 01/2013	4,111	6,460	2,349	\$0.012800 \$30.07	None at this time.
Black Network Printer AXIS	0	0	0	\$0.00000 \$0.00	
Room 13 Special Ed					
HP Laser Jet P3015 / 42 PPM VND3F94041 / 500,000 / 07/2008	16,552	25,813	9,261	\$0.012800 \$118.54	10 years from Intro.
Black Network Printer AXIS	0	0	0	\$0.00000 \$0.00	
Room 17 Color Cart 6					
Brother HL-4570CDW series / 30 PPM U62500C2J269311 / 750,000 / 10/2010	7,084	8,575	1,491	\$0.012800 \$19.08	8 years from Intro.
Color Network Printer AXIS	8,004	9,236	1,232	\$0.14091 \$173.60	

<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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
BOW MEMORIAL SCHOOL					
Room 24 Guidance					
HP Laser Jet Pro M401dne / 35 PPM PHGFG61970 / 750,000 / 01/2013	8,158 0	12,356 0	4,198 0	\$0.012800 \$53.73 \$0.00000	None at this time.
Black Network Printer AXIS				\$0.00	
Room 25B					
Konica Minolta BH754E / 75 PPM A55V017004356 / 9348 5819 4,000,000 / 01/2013	570,281 0	747,411 0	177,130 0	\$0.003310 \$586.30 \$0.00000	None at this time.
Black Photocopier KMBS				\$0.00	
Room 26 Computer Literacy					
HP Laser Jet P3015 / 42 PPM VND3F94154 / 500,000 / 07/2008	4,935 0	9,977 0	5,042 0	\$0.012800 \$64.54 \$0.00000	10 years from Intro.
Black Network Printer AXIS				\$0.00	
Room 28 Shaw					
HP Laser Jet Pro M401dne / 35 PPM PHGFB70752 / 750,000 / 01/2013	9,203 0	12,290 0	3,087 0	\$0.012800 \$39.51 \$0.00000	None at this time.
Black Network Printer AXIS				\$0.00	

<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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
BOW MEMORIAL SCHOOL					
Room 29					
HP Laser Jet P3005 / 35 PPM	52,555	55,691	3,136	\$0.012800	12 years from Intro.
CND1S14384 /				\$40.14	
750,000 / 10/2006	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 31 Speech					
Brother HL-4570CDW series / 30 PPM	4,674	5,036	362	\$0.012800	8 years from Intro.
U62500L2J312870 /				\$4.63	
750,000 / 10/2010	4,868	6,113	1,245	\$0.14091	
Color Network Printer				\$175.43	
AXIS					
Room 32 Gardner					
Brother HL-4570CDW series / 30 PPM	17,371	21,389	4,018	\$0.012800	8 years from Intro.
U62500C2J272559 /				\$51.43	
750,000 / 10/2010	19,552	25,044	5,492	\$0.14091	
Color Network Printer				\$773.88	
AXIS					
Room 35					
HP Laser Jet Pro M401dne / 35 PPM	2,268	3,799	1,531	\$0.012800	None at this time.
PHGFF70527 /				\$19.60	
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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
BOW MEMORIAL SCHOOL					
Room 4 Grade 8 Computer Cart					
HP Laser Jet Pro M401dne / 35 PPM PHGFG61961 / 750,000 / 01/2013	7,634 0	9,474 0	1,840 0	\$0.012800 \$23.55 \$0.00000	None at this time.
Black Network Printer AXIS				\$0.00	
Room 7					
Brother HL-4570CDW series / 30 PPM U62500H2J298964 / 750,000 / 10/2010	5,459 5,550	6,641 6,145	1,182 595	\$0.012800 \$15.13 \$0.14091	8 years from Intro.
Color Network Printer AXIS				\$83.84	
Room 9 Science Cart					
Brother HL-5470DW / 40 PPM U63080D2J136188 / 1,000,000 / 06/2012	6,792 0	7,091 1	299 1	\$0.012800 \$3.83 \$0.00000	Underused!
Black Network Printer AXIS				\$0.00	
Room A - Wetterer Color Cart					
Brother HL-4570CDW series / 30 PPM U62500G3J370810 / 750,000 / 10/2010	4,466 5,447	5,284 5,654	818 207	\$0.012800 \$10.47 \$0.14091	8 years from Intro.
Color Network Printer AXIS				\$29.17	

<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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>		
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
BOW MEMORIAL SCHOOL					
Room B DeAngelis					
HP Laser Jet Pro M401dne / 35 PPM PHGFF70509 / 750,000 / 01/2013	3,351	5,947	2,596	\$0.012800 \$33.23	None at this time.
Black Network Printer AXIS	0	0	0	\$0.00000 \$0.00	
		Subtotals Black	1,153,648	\$4,460.27	
		Subtotals Color	126,828	\$8,191.67	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</i>				
<i>Serial Number / Vendor ID</i>			<i>2017-18</i>		
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</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>
BUS GARAGE SAU 67					
Main Office					
Konica Minolta BH4050 / 42 PPM	3,707	5,705	1,998	\$0.003310	None at this time.
A6VF011008073 /				\$6.61	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Subtotals Black			1,998	\$6.61	
Subtotals Color			0	\$0.00	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2015</i>				
<i>Serial Number / Vendor ID</i>			<i>2017-18</i>		
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</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>
SAU 67					
Copy Room					
Konica Minolta BHC554 / 55 PPM A5AY011014730 / 9348 5814 3,000,000 / 08/2012 Color Photocopier KMBS	139,577 29,247	210,289 44,083	70,712 14,836	\$0.003310 \$234.06 \$0.05166 \$766.43	None at this time.
Dean's Office					
HP Laser Jet Pro M401dne / 35 PPM PHGFB70742 / 750,000 / 01/2013 Black Network Printer AXIS	1,138 0	1,141 0	3 0	\$0.012800 \$0.04 \$0.00000 \$0.00	Underused!
Duane's Office					
HP Laser Jet Pro M401dne / 35 PPM PHGFB70756 / 750,000 / 01/2013 Black Network Printer AXIS	3,257 0	5,093 0	1,836 0	\$0.012800 \$23.50 \$0.00000 \$0.00	None at this time.
Gayle Theos					
Brother HL-4570CDW series / 30 PPM U62500G0J120298 / 750,000 / 10/2010 Color Network Printer AXIS	46,761 35,737	54,514 41,432	7,753 5,695	\$0.012800 \$99.24 \$0.14091 \$802.48	8 years from Intro.

<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>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
			<i>Volume</i>		
SAU 67					
Suzanne's Office					
HP Laser Jet 600 M602 / 52 PPM	115,343	159,442	44,099	\$0.012800	7 years from Intro.
CNCCF8H0HP /				\$564.47	
3,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
<hr/>					
	Subtotals Black		124,403	\$921.30	
	Subtotals Color		20,531	\$1,568.91	

<i>District Wide Black Totals</i>	3,938,353	\$16,667.34
<i>District Wide Color Totals</i>	277,803	\$19,212.19

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 2017-18 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
3,938,353	\$0.01041	\$40,998.25

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
3,938,353	\$0.00423	\$16,659.23	\$24,339.02	\$121,695.11

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$24,339.02 x 12 years as a Client

= \$292,068.26 Cost Savings!

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

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	998,980	\$4,237.79	\$4,956.94	\$10,757.83	\$19,952.55
Bow High School	1,659,324	\$7,351.23	\$8,233.57	\$17,868.95	\$33,453.75
Bow Memorial School	1,153,648	\$4,582.35	\$5,724.40	\$12,423.42	\$22,730.18
Bus Garage SAU 67	1,998	\$6.79	\$9.91	\$21.52	\$38.22
SAU 67	124,403	\$946.99	\$617.29	\$1,339.67	\$2,903.95
Total	3,938,353	\$17,125.16	\$19,542.11	\$42,411.39	\$79,078.66

SPC Equipment Bids:

Presently our bids are coming in between 14.77% to 20.87% of Retail while the current Salesman’s Cost is 50% of Retail. For Example: An Konica Minolta BH 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 95 Copies per Minute with a Retail Cost of \$45,640 is coming in at \$7,342....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	71,270	\$5,133.45
Bow High School	59,174	\$4,583.26
Bow Memorial School	126,828	\$8,421.50
Bus Garage SAU 67	0	\$0.00
SAU 67	20,531	\$1,612.92
<i>Total</i>	277,803	\$19,751.13

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 2.8%.**

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Axis Business Solutions	Black Laser MFP	7,970	\$0.01280	\$102.02	\$0.01316	\$104.89
Axis Business Solutions	Black Laser MFP	3,456	\$0.03232	\$111.70	\$0.03322	\$114.81
Axis Business Solutions	Black Network Printer	301,139	\$0.01280	\$3,854.58	\$0.01316	\$3,962.99
Axis Business Solutions	Color Laser MFP	793	\$0.01280	\$10.15	\$0.01316	\$10.44
Axis Business Solutions	Color Laser MFP	2,503	\$0.03232	\$80.90	\$0.03322	\$83.15
Axis Business Solutions	Color Network Printer	33,829	\$0.01280	\$433.01	\$0.01316	\$445.19
Axis Business Solutions	Color Network Printer	2,764	\$0.02881	\$79.63	\$0.02962	\$81.87
Konica-Minolta Business Solutions	Black Laser MFP	1,998	\$0.00331	\$6.61	\$0.00340	\$6.79
Konica-Minolta Business Solutions	Black Network Printer	41,595	\$0.00634	\$263.71	\$0.00652	\$271.20
Konica-Minolta Business Solutions	Black Photocopier	2,915,565	\$0.00331	\$9,650.52	\$0.00340	\$9,912.92
Konica-Minolta Business Solutions	Color Laser MFP	92,573	\$0.00331	\$306.42	\$0.00340	\$314.75
Konica-Minolta Business Solutions	Color Photocopier	534,168	\$0.00331	\$1,768.10	\$0.00340	\$1,816.17
Total		3,938,353	\$0.00423	\$16,667.34	\$0.00435	\$17,125.16

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 2.8%.**

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Axis Business Solutions	Color Laser MFP	5,741	\$0.13574	\$779.28	\$0.13954	\$801.10
Axis Business Solutions	Color Laser MFP	2,152	\$0.14091	\$303.24	\$0.14486	\$311.74
Axis Business Solutions	Color Network Printer	46,927	\$0.14091	\$6,612.48	\$0.14486	\$6,797.85
Konica-Minolta Business Solutions	Color Laser MFP	63,376	\$0.05166	\$3,274.00	\$0.05311	\$3,365.90
Konica-Minolta Business Solutions	Color Photocopier	159,566	\$0.05166	\$8,243.18	\$0.05311	\$8,474.55
Total		277,762	\$0.06917	\$19,212.19	\$0.07111	\$19,751.13

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	2

**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	Konica Minolta BHC3350	A4Y4011007427
Bow Elementary School	HP Laser Jet Pro M401dne	PHGFF70521
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 Elementary School	HP Laser Jet Pro M401dne	PHGFF70523
Bow High School	HP Laser Jet Pro M401dne	PHGFF70518
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	Konica Minolta BH554E	A61D011008106
Bow High School	HP Laser Jet Pro M401dne	PHGFF70508
Bow High School	Konica Minolta BH951	A4EW011004809
Bow High School	HP Laser Jet Pro M401dne	PHGFF70522
Bow High School	HP Laser Jet Pro M401dne	PHGFB70748
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	HP Laser Jet Pro M401dne	PHGFF70497
Bow High School	HP Laser Jet Pro M401dne	PHGFB70745
Bow High School	HP LaserJet 400 MFP M425dn	CNF8H562CL
Bow High School	Konica Minolta BHC554	A5AY011014863

Building	Make/Model	Serial Number
Bow High School	HP Laser Jet P3015	VND3F94159
Bow High School	HP Laser Jet Pro M401dne	PHGFG61960
Bow High School	Konica Minolta BH4700P	A63N011007903
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	Konica Minolta BHC3350	A4Y4011010974
Bow High School	HP Laser Jet Pro M401dne	PHGFB70741
Bow High School	Konica Minolta BH4700P	A63N011007897
Bow High School	Konica Minolta BH4700P	A63N011007894
Bow High School	HP Laser Jet P3015	VND3F94155
Bow High School	HP Laser Jet P3015	VND3F94156
Bow High School	HP Laser Jet Pro M401dne	PHGFB70746
Bow High School	HP Laser Jet Pro M401dne	PHGFF70519
Bow High School	HP Laser Jet Pro M401dne	PHGFB70749
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFG61970
Bow Memorial School	HP Laser Jet P3015	VND3F94041
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFF70525
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFG61969
Bow Memorial School	HP Color Laser Jet M451dn	CNDFG06374
Bow Memorial School	Konica Minolta BHC554	A5AY011014611
Bow Memorial School	Konica Minolta BH754E	A55V017004356
Bow Memorial School	Konica Minolta BHC454	A5C0011023519
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFF70509
Bow Memorial School	HP Laser Jet P3015	VND3F94157
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

Building	Make/Model	Serial Number
Bow Memorial School	Konica Minolta BH754E	A55V017004375
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFF70528
Bow Memorial School	Konica Minolta BH754E	A55V017004398
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFG61971
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFG61961
Bus Garage SAU 67	Konica Minolta BH4050	A6VF011008073
SAU 67	Konica Minolta BHC554	A5AY011014730
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-5470DW	U63080C3N319162
Bow Elementary School	HP Laser Jet Pro M401dne	VNB3N04796
Bow Elementary School	HP Laser Jet Pro M401dne	VNB3N04796
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-4570CDW series	U62500E3J357892
Bow Elementary School	Brother HL-5470DW	U63080C3N319168
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	U63080C3N319175
Bow Elementary School	Brother HL-6180DW	U63082C3N317800
Bow Elementary School	Brother HL-5470DW	U63080C3N319191
Bow High School	Samsung SL-M3870FW	ZDDSBJAG40000GV
Bow High School	Samsung SL-M3870FW	ZDDSBJAG40002KL
Bow High School	HP Laser Jet Pro M401dne	PHGFC72952
Bow High School	Samsung C2670 Series	07ACBJEG40002CR
Bow High School	HP Laser Jet Pro M401dne	PHGFD11562
Bow High School	Samsung C2670 Series	07ACBJEG40002AT
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 C2670 Series	07ACBJEG40001XA
Bow High School	Samsung SL-M3870FW	ZDDSBJAG40001PZ

Building	Make/Model	Serial Number
Bow High School	Samsung SL-M3870FW	ZDDSBJAG40001JF
Bow High School	Brother HL-4150CDN series	U62499F1J189608
Bow High School	HP Color Laser Jet Pro CP5225DN	CNGCJ6P0C2
Bow High School	Brother HL-5470DW	U63080H2N168535
Bow High School	HP Color Laser Jet M452dn	VNB3B32477
Bow High School	Brother HL-5470DW	U63080C3N317030
Bow High School	Brother HL-6180DW	U63082D3N364643
Bow High School	Dell B5460dn Laser Printer	92GGSS1
Bow High School	Samsung SL-M3870FW	ZDDSBJAG40002DB
Bow Memorial School	Brother HL-5470DW	U63080D2J136188
Bow Memorial School	Brother HL-5470DW	U63080C3N319183
Bow Memorial School	HP Laser Jet P3005	CND1S14384
Bow Memorial School	HP Color Laser Jet 4525	JPBCD3D06F
Bow Memorial School	Brother HL-4570CDW series	U62500C2J272574
Bow Memorial School	Brother HL-4570CDW series	U62500C2J269313
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-4570CDW series	U62500C2J269311
Bow Memorial School	Brother HL-4570CDW series	U62500C2J272559
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:

Title:

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
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



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 69 clients with over 4,100 devices doing more than 239 million copies and prints per year. Annually, we purchase approximately 1,100 units running over 80 million prints!
- 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 Annual Savings of more than \$2.5 million for all of our clients. That translates into Savings of more than \$12 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Annually, we purchase approximately 1,100 units running over 80 million prints!
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

- Sharing of previous bid results that help you to negotiate with your manufacturers.
- On-Site Survey of client requirements including mapping all devices.
- Writing of the *Five-Year Equipment Replacement Schedule* (Bid Specs).
- 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!*