



Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800)750-1538

2018-2019 Annual Report

Year - End Photocopier Analysis

With projected costs for 2019-2020

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



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

October 2019

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

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Duane:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us. Our relationship is **now 13 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.

2018/2019 was a busy year for SPC, where we added three new services; Papercut Installer, Vendor Service History Reports and Chromebook Group Purchasing. For the upcoming year, SPC plans to offer a New **Five-Year Fleet Management** interactive tool that studies your printing habits and allows you to control your usage more efficiently over the life of your equipment. With the click of one button, it will incorporate past, present and future usage flagging any potential problematic areas..

We appreciate the opportunity to provide you with the best possible pricing, service, and equipment. We look forward to our meeting. Feel free to share your thoughts and feelings concerning your overall experience with SPC.

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team



Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, 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. We have also been able to find ways to increase your equipment reliability, monitor and track usage variations throughout the year, and keep your costs under control.



Jessica Paradis
Accounting Coordinator

Jessica manages all billing, equipment contracts for service and supplies, and lease or purchase transactions.

Alex Webster
Operations & Marketing Manager

Alex manages the SPC STARDoc site, FM Audit, and equipment upgrades. He also works to market current and new SPC tools and services to existing and potential clients.



Pam Weed
Client-Vendor Relations

Pam maintains a good working relationship between clients and vendors regarding billing issues, equipment reliability, and equipment additions or upgrades. She also works to ensure equipment records are up to date and accurately maintained.

Robert Dutil
Information Technology

Bob works behind the scenes to keep our record-keeping data and programs running smoothly.



Jamin Tilton
Operations Support

Jamin plays a vital role in performing onsite surveys and equipment installation audits. He also assists with contact information updates.

James Cartwright
Operations Support

James provides key support for STARDoc as well as assisting with equipment installation audits.



Heidi Tilton
Office Support

Heidi assists with bookkeeping as well as supporting other office staff with their needs.

Equipment Health Status

Total Number of Machines: **149**

Total Black Photocopiers:	17
Total Color Photocopiers:	13
Total Black Network Printers:	91
Total Color Network Printers:	28
Total Removed From Service:	34

of Units OFF Warranty: **4**

of Units Approaching End of Warranty: **22**

of Units Overused: **0**

of Units Underused: **7**

Commencement Date: 08/02/2015

of Annual Payments Left on Lease: **1**

All Warranties and Service Contracts Expire: 06/30/2021

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,

Your color printing usage actually **decreased** by 34% from the previous year compared with the rapid increase the industry is experiencing...19% over last year. You currently average 109 color copies per student while the industry average is 216. (See pages 19-23.) However, your current average cost per print is \$0.067 (see page 74). Color CPCs have come down, with bids coming in as low as \$0.04 per print. By doing an upgrade, your estimated color cost savings would be \$24,644 over five years! Next upgrade without carrying any debt from existing lease could begin on 8-2-2020. Surveying, mapping and the bid process should be completed by May 2020.

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	Konica Minolta MC 3730	A0VD017300280	KMBS	11/01/2010
Bow Elementary School	Custodian	Konica Minolta MC 3730	A0VD017300292	KMBS	11/01/2010
Bow Elementary School	Main Office	Konica Minolta BHC554	A5AY011014732	KMBS	08/01/2012
Bow Elementary School	Room 140	Konica Minolta MC 3730	A0VD017002580	KMBS	11/01/2010
Bow High School	Administration	Konica Minolta BHC554	A5AY011014863	KMBS	08/01/2012
Bow High School	Faculty Lounge	Konica Minolta BH951	A4EW011004809	KMBS	06/01/2012
Bow High School	Faculty Room 2	Konica Minolta BH951	A4EW011040180	KMBS	06/01/2012
Bow High School	Faculty Work Room	Konica Minolta MC 3730	A0VD017300311	KMBS	11/01/2010
Bow High School	IT Hot Swap	HP Laser Jet P3015	VND3F94159	AXIS	07/01/2008
Bow High School	IT Hot Swap	HP Laser Jet P3015	VND3F94156	AXIS	07/01/2008
Bow High School	Lunch Room Office	HP LaserJet 400 MFP M425dn	CNF8H562BC	AXIS	06/01/2012
Bow High School	Room 1200 Computer Programming	HP Laser Jet P3015	VND3F94155	AXIS	07/01/2008
Bow High School	Room 123 Maintenance	HP LaserJet 400 MFP M425dn	CNF8H562CL	AXIS	06/01/2012
Bow High School	Room 2201 Physics	Konica Minolta MC 3730	A0VD017300305	KMBS	11/01/2010
Bow Memorial School	C Lab	Konica Minolta MC 3730	A0VD017300261	KMBS	11/01/2010
Bow Memorial School	J Heath	Konica Minolta MC 3730	A0VD017300248	KMBS	11/01/2010
Bow Memorial School	Library	Konica Minolta BHC454	A5C0011023519	KMBS	07/01/2012
Bow Memorial School	PAWS	Konica Minolta MC 3730	A0VD017300299	KMBS	11/01/2010
Bow Memorial School	Perkins	Konica Minolta MC 3730	A0VD017300323	KMBS	11/01/2010
Bow Memorial School	Room 06	Konica Minolta MC 3730	A0VD017300322	KMBS	11/01/2010

Building	Department	Make/Model	Serial Number	Vendor Name	NHSAU 67 - Bow
					Intro Date
Bow Memorial School	Room 1 Main Office	Konica Minolta BHC554	A5AY011014611	KMBS	08/01/2012
Bow Memorial School	Room 62	HP Laser Jet P3015	VND3F94157	AXIS	07/01/2008
Bow Memorial School	Tech Ed	HP Color Laser Jet M451dn	CNDFG06374	AXIS	02/01/2012
SAU 67	Copy Room	Konica Minolta BHC554	A5AY011014730	KMBS	08/01/2012
SAU 67	Gayle's Office	Konica Minolta MC 3730	A0VD017300325	KMBS	11/01/2010
SAU 67	Suzanne's Office	HP Laser Jet 600 M602	CNCCF8H0HP	AXIS	11/01/2011

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
BROTHER HL-5250DN series	C7J866178	10.30.0.55	2019-06-03 08:23:42
BROTHER HL-5250DN series	L8J863908	10.30.0.68	2019-09-22 08:23:16
BROTHER HL-6180DW series	U63082F2J177193	10.106.0.35	2019-06-30 00:00:00
HP LASERJET P3010 SERIES	VND3F94154	10.30.0.20	2019-06-30 00:00:00
HP PageWide Pro 577 MFP	CN822HY070	10.10.10.222	2019-09-22 08:23:16
KONICA-MINOLTA BIZHUB 3300P	451431LM0FXDC-98-28	10.40.0.54	2019-09-22 08:23:16



SPC Timeline

1988 Specialized Purchasing Consultants opens its doors

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



SPC Timeline

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

2019 STARDoc – Service Histories, Chromebook Bid & Papercut Installers

- Request single, multiple, or fleet service history for a specific time period
- Request annual fleet service history
- Scroll through specific copiers or printers going over budget
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.
- 3 of SPC's team members became Certified Papercut installers.

2020 SPC Roadmap

- Five Year Fleet Management (FYFM) - Projects out Five Year costs for all equipment based on current and past usage.
- Update Bid Process to simplify bid submission for all of our vendors.



STARDoc Features

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
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- 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 TVs)

Floorplan Administration

Who Benefits? Business Manager and IT

- Allows IT and Business Manager to move devices around on Floorplan
- 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 STARDoc
- Toggle Email all (Toner, Service Monthly Audits)



STARDoc Features

Device Listing Page

- 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



STARDoc Features


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.
- Application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD).
- Allows users to print at any area within the building as long as the MFD has the features needed by the user.

Over-Budget Report

- Catch overused equipment early, before equipment begins to break down due to overuse.
- 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:	\$404

This building's average color prints per student is 314
The industry average for color prints per student is 185

Previous Next

Check Black/Color Default Close



In The Pipeline...

Five Year Fleet Management (FYFM)

We have all heard the saying that Information is Power! Beginning with your next upgrade, FYFM will put you in the driver's seat.

Purpose of FYFM:

Interactive Tool you can alter with your printing habits. With the click of one button, it will incorporate both past, present and future usage, flagging any potential problematic areas. 'Right Size Print Management' will help to eliminate overused color copiers.

Setting up Future Budgets:

Projecting out your cost is crucial in setting up your budgets. With FYFM you will be able to take control of your future cost for the entire life of your fleet of copiers, MFP's and printers. STARDoc currently studies your printing habits and projects out for about eight months. FYFM will be able to project out your cost and volume for the entire life of your fleet, usually five years out.

Problematic Machines:

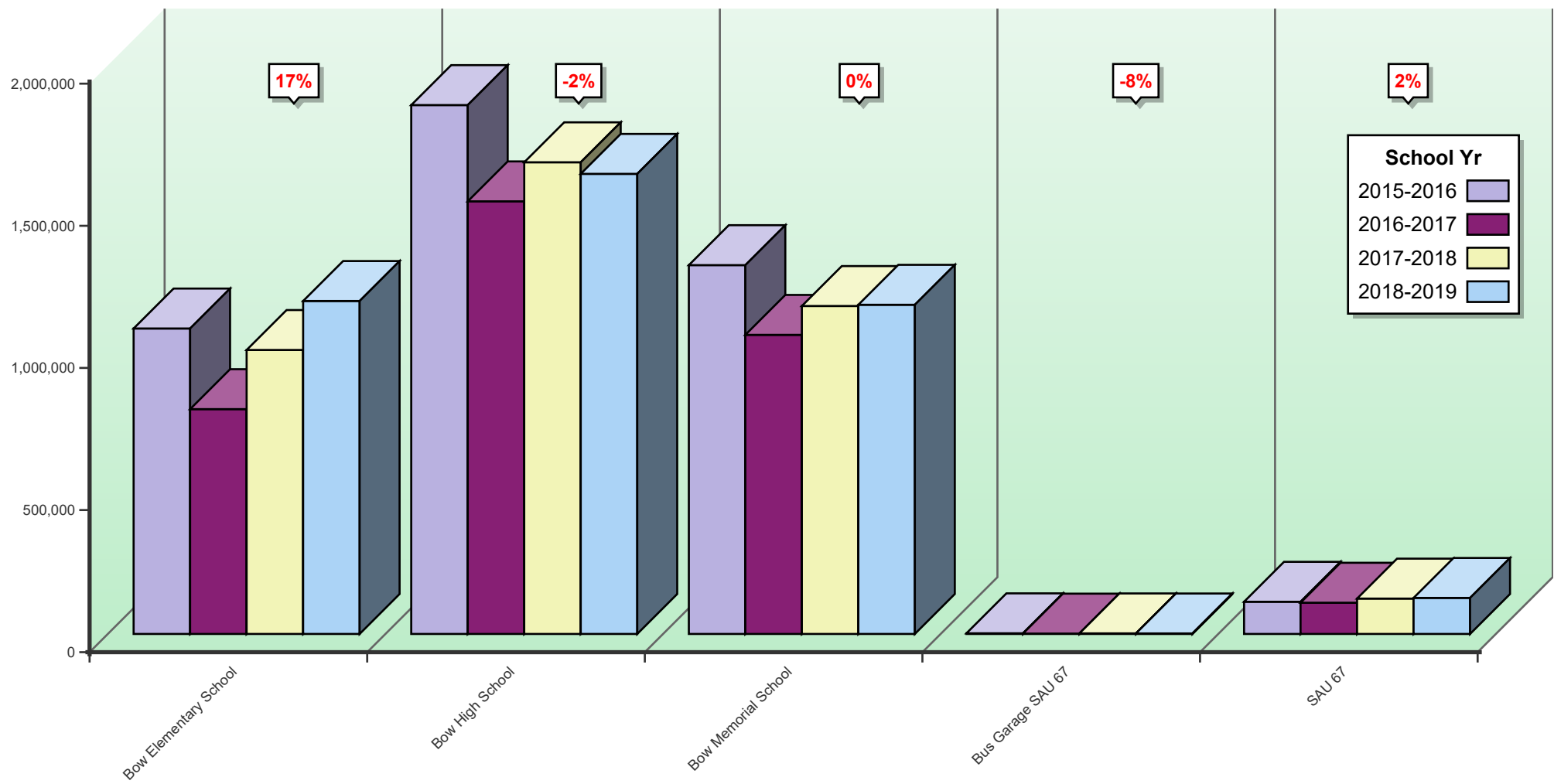
How would you know if your equipment is truly malfunctioning and needs to be replaced under warranty? FYFM will compare your service calls to all SPC's clients for like models and speeds. It will provide you with the number of service calls in a fiscal year and the average copies between calls so that you will know if your equipment is running efficiently and/or needs to be replaced under warranty at no charge. In awarding future bids, you will be able to see which company and which manufacturer is operating the best in your geographic area.

Warranty Replaced Machines

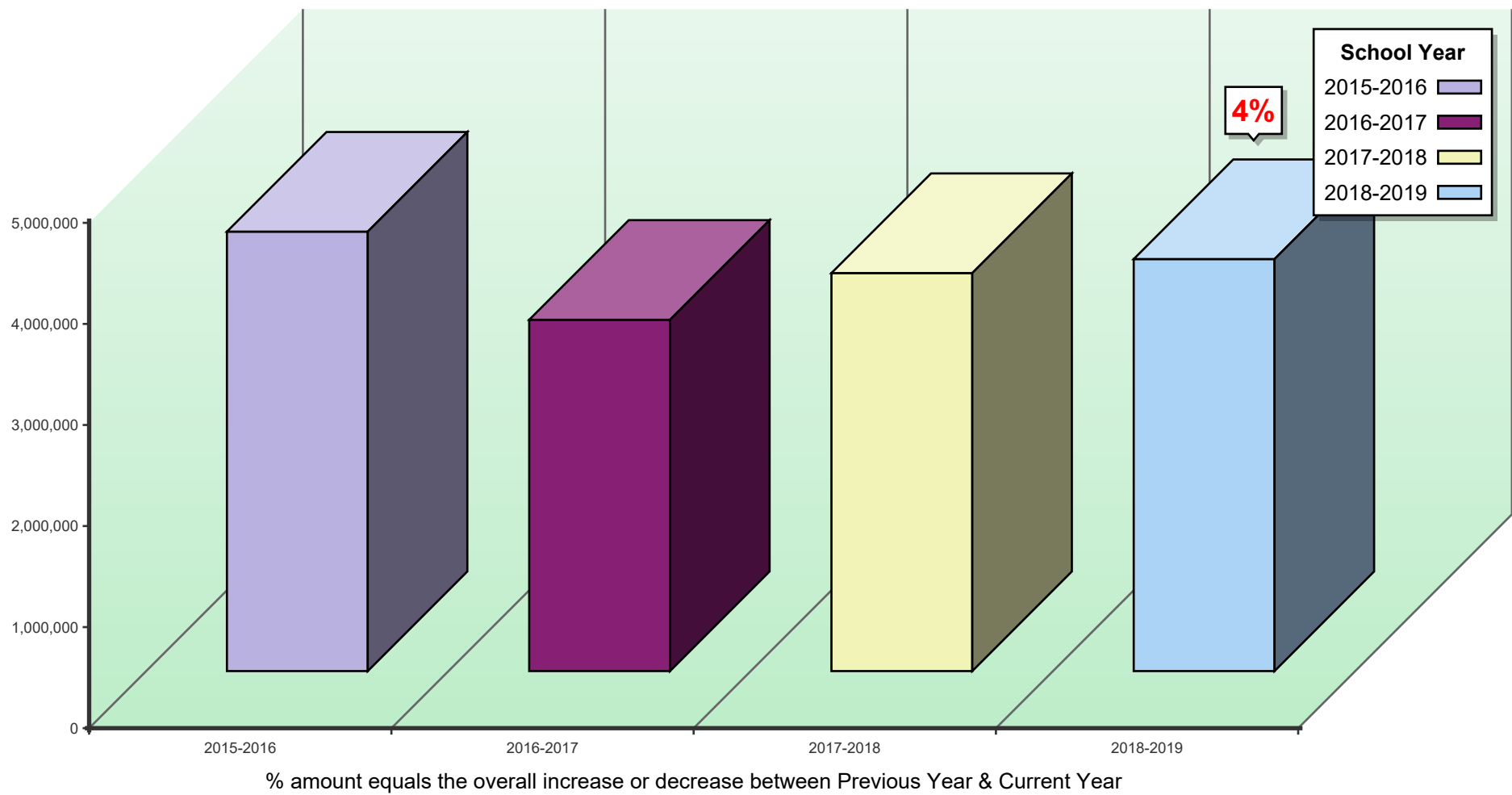
The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department/Room	Make/Model	Serial #	Vendor ID #	Date of Trade
Bow Elementary School	Room 200 - Removed	HP-Laser Jet Pro M401dne	PHGFF70523		2018-07-31
Bow Elementary School	Guidance Office - Removed	Brother-HL-5470DW	U63080C3N319158		2018-07-16
Bow Elementary School	Room 102 - Removed	Brother-HL-6180DW	U63082F2J177199		2018-07-31
Bow High School	Room 1208 - Removed	HP-Color Laser Jet Pro CP5225DN	CNGCJ6P0C2		2018-10-09
Bow High School	Room 2108 Faculty	Konica Minolta-BH4700P	A63N011007897	9348 5809	2019-03-04
Bow Memorial School	Murphy - Removed	Brother-HL-5470DW	U63080C3N319183		2018-08-30
Bow Memorial School	Room 17 Color Cart 6 - Removed	Brother-HL-4570CDW series	U62500C2J269311		2018-07-31
Bow Memorial School	Room 9 Science Cart - Removed	Brother-HL-5470DW	U63080D2J136188		2018-07-31
Bow Memorial School	Tech - Removed	HP-Laser Jet P3005	CND1S14384		2018-07-16

Annual Black Volume by Location



Annual Black Volume Overall



Average Student-to-Copy Usage - Black

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Bow Elementary School	529	1,171,308	\$23,496.51	2,214	\$44.42
Bow High School	654	1,618,595	\$32,689.89	2,475	\$49.98
Bow Memorial School	499	1,158,050	\$23,214.41	2,321	\$46.52
Bus Garage SAU 67	0	1,848	\$35.62	0	\$0.00
SAU 67	0	126,833	\$2,894.69	0	\$0.00
Totals	1,682	4,076,634	\$82,331.13	2,424	\$48.95

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

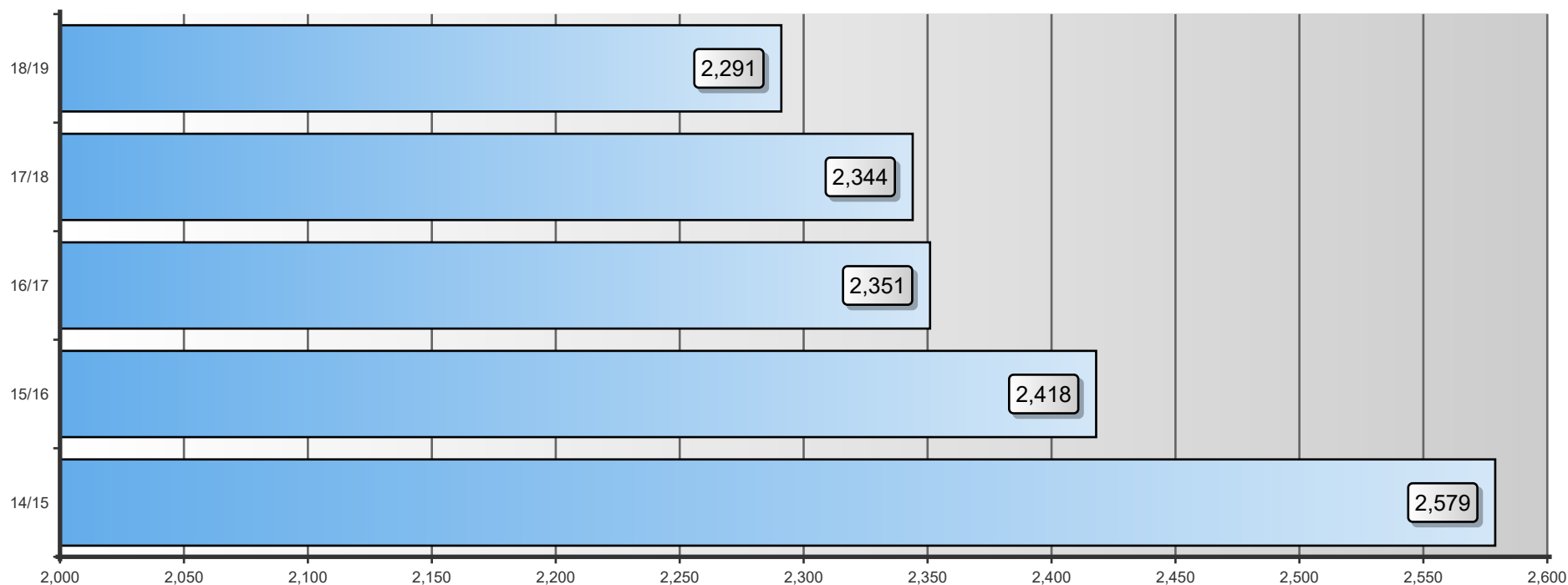
Industry Average Copies per Student - Black

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

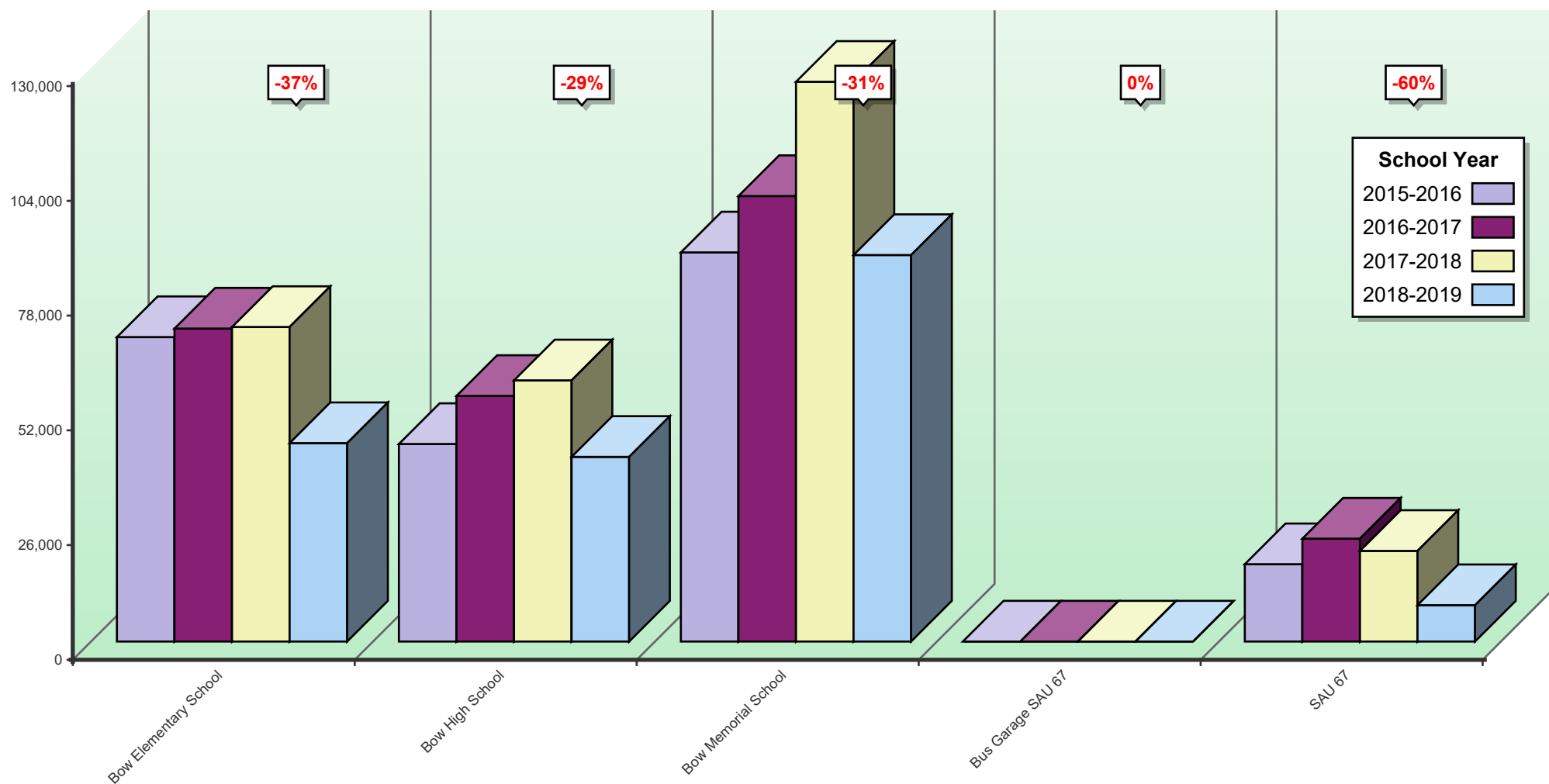
	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,897	192,210,359	\$4,000,539.34	2,291	\$47.68

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

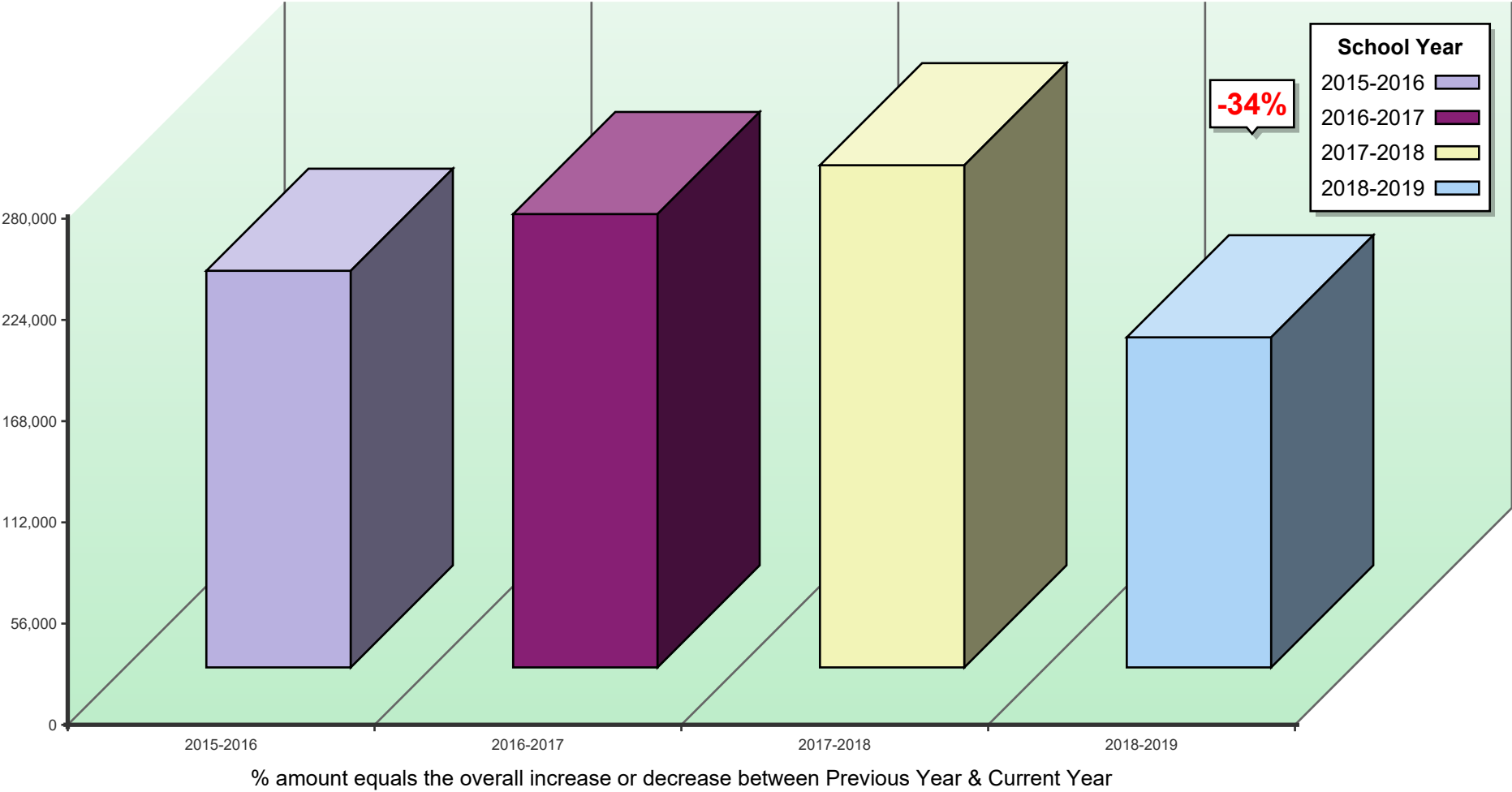
Average Copies Per Student - Black



Annual Color Volume by Location



Annual Color Volume Overall



Average Student-to-Copy Usage - Color

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Bow Elementary School	529	44,954	\$2,787.56	85	\$5.27
Bow High School	654	41,842	\$2,928.92	64	\$4.48
Bow Memorial School	499	87,574	\$6,252.69	175	\$12.53
Bus Garage SAU 67	0	0	\$0.00	0	\$0.00
SAU 67	0	8,235	\$508.28	0	\$0.00
Totals	1,682	182,605	\$12,477.45	109	\$7.42

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

Note: STARDoc tool will flag any future high color usage. See page 12 of STARDoc Features. Current industry ratio averages 216 color prints per student per year. Your color volume this year averages 109 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

District Wide Black Totals ***4,076,634*** ***\$17,548.23***

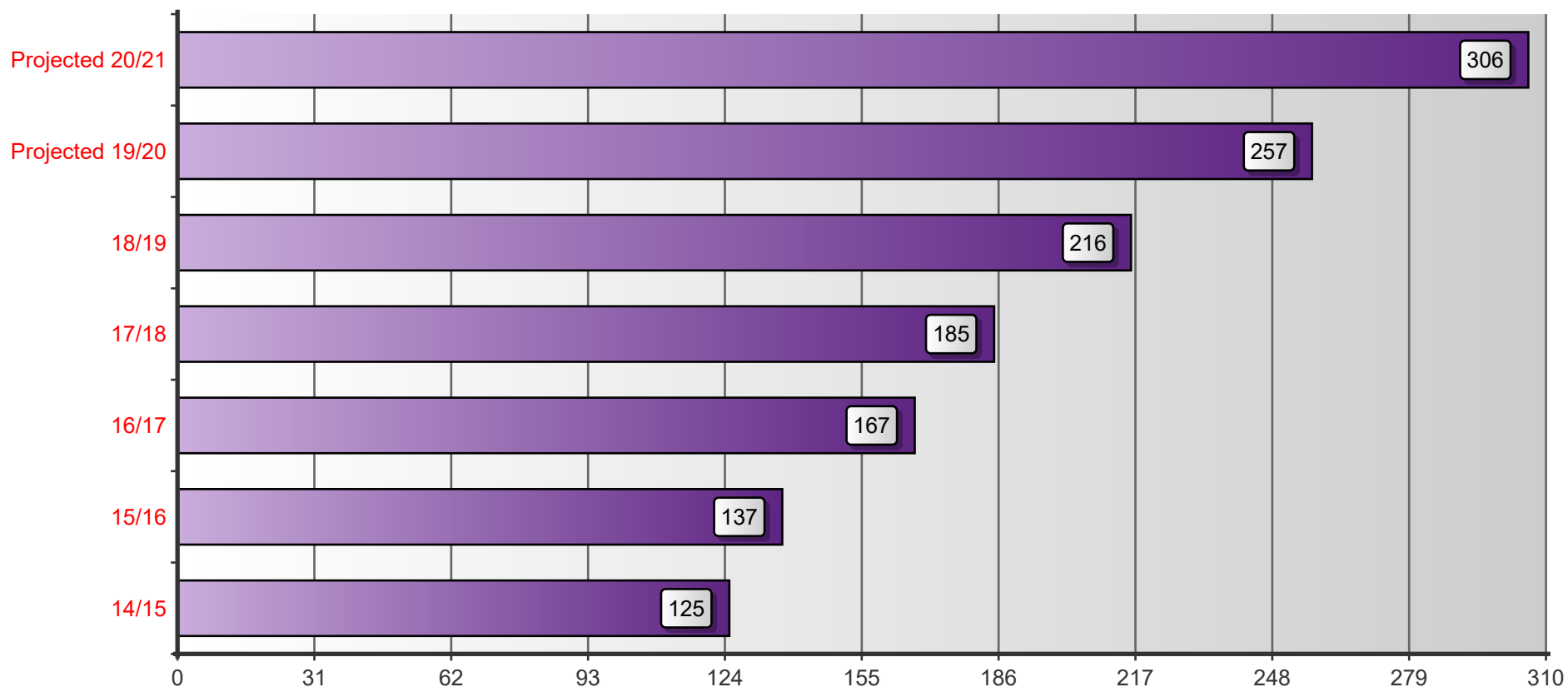
District Wide Color Totals ***182,605*** ***\$12,233.03***

Industry Average Copies per Student - Color

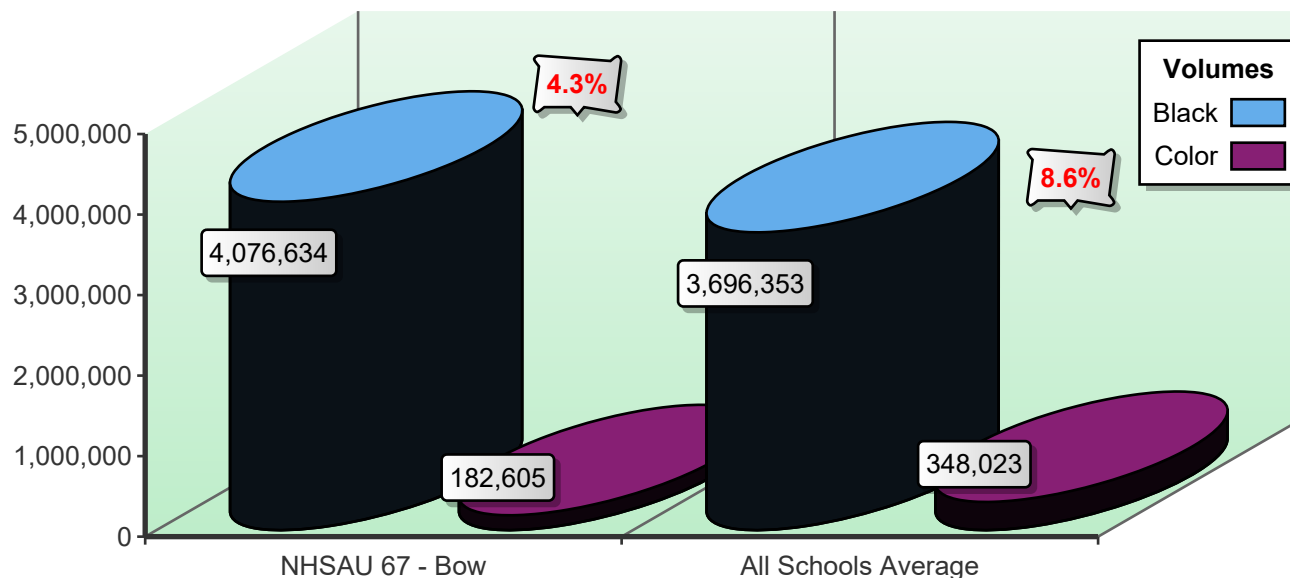
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/Student Populations	83,897	18,097,200	\$926,143.97	216	\$11.04

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



Color-to-Total Volume Comparison



SPC Analysis

COLOR printing is skyrocketing out of control! A five-year study of 83,000 students across the Tri-State region revealed a rapid increase in the K-12 sector. In fact, last year alone, color printing increased by 19%!

Taking Control What that means: If you are a school district of 1,000 students, the average color volume is 216,000 copies, which could be costing you from **\$7,500 > (CPC is at \$0.35)** to **\$10,000 per year**. If current trends stay the same, then year five cost would be between **\$17,897-\$23,863**. Obviously, some color printing is necessary. However, if color printing is not monitored properly, it could blow up your entire printing budget.

SOLUTION: SPC has developed Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire district to change all printing habits, SPC focuses only on the problematic locations. Best of all, by means of our tremendous buying power, that software comes to you at no charge! In fact, studies have shown that SPC saves a school district of 1,000 students an average of \$74,000 over five years, with our compensation included (a \$74.00 per student average cost savings).

So why overwhelm the entire district with very expensive, intrusive software to control this color printing explosion? Direct your blows with SPC's unique Right-Sized Print Management Software. Call Skip Tilton or Alex Webster to set up an in-person demonstration today.

Other beneficial features include Follow-Me Printing.

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.

Date of Last Upgrade: 08/02/2015

Make-Model/Speed

Serial Number/Vendor Machine ID

Life/Intro Date

Vendor

07/01/2018

Meter

06/30/2019

Meter

2018-2019

Annual

Volume

Cost/Copy

Annual Cost

Recommendations

Bow Elementary School

Art

Konica Minolta MC 3730 / 25 PPM
A0VD017300280 / 8802 4399
500,000 / 11/2010
Color Network Printer
KMBS

2,977

4,721

1,744

\$0.01100

\$19.18

9,020

12,927

3,907

\$0.07000

\$273.49

9 years from Intro.
High color CPC. Solution: Move color
usage over to color copier.

Art - Removed

Brother HL-4570CDW series / 30 PPM
U62500E3J357874 /
750,000 / 10/2010
Color Network Printer
AXIS

12,887

12,972

85

\$0.01316

\$1.12

30,295

30,793

498

\$0.14486

\$72.14

Traded

Copy Room Right

Konica Minolta BH754E / 75 PPM
A55V017004395 / 9348 5815
4,000,000 / 01/2013
Black Photocopier
KMBS

1,152,870

1,678,755

525,885

\$0.00340

\$1,788.01

0

0

0

\$0.00000

\$0.00

None at this time.

NHSAU 67 - B

Make-Model/Speed					
Serial Number/Vendor Machine ID			2018-2019		
Life/Intro Date	07/01/2018	06/30/2019	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	Recommendations
Custodian					
Konica Minolta MC 3730 / 25 PPM	8,543	9,498	955	\$0.01100	9 years from Intro. High color CPC. Solution: Move color usage over to color copier.
A0VD017300292 / 8802 4401				\$10.51	
500,000 / 11/2010	19,307	27,713	8,406	\$0.07000	
Color Network Printer				\$588.42	
KMBS					
Custodian - removed					
Brother HL-4570CDW series / 30 PPM	17,506	18,057	551	\$0.01316	Traded
U62500J3J385788 /				\$7.25	
750,000 / 10/2010	37,095	37,670	575	\$0.14486	
Color Network Printer				\$83.29	
AXIS					
Food Service					
HP Laser Jet Pro M401dne / 35 PPM	3,533	6,134	2,601	\$0.01316	None at this time.
PHGFF70521 /				\$34.23	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Guidance Office					
Konica Minolta BH3300P / 35 PPM	69,555	73,889	4,334	\$0.01100	None at this time.
A63P011000738 / 8802 4334				\$47.67	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Guidance Office - Removed					
Brother HL-5470DW / 40 PPM	17,348	18,128	780	\$0.01316	Traded
U63080C3N319158 /				\$10.26	
1,000,000 / 6/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Librarian					
HP Laser Jet Pro M401dne / 35 PPM	7,925	11,782	3,857	\$0.01316	None at this time.
PHGFF70517 /				\$50.76	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Library					
Konica Minolta BHC3350 / 35 PPM	139,252	228,375	89,123	\$0.00340	None at this time.
A4Y4011007427 / 9348 5812				\$303.02	
750,000 / 01/2014	116,135	133,552	17,417	\$0.05311	
Color Laser MFP				\$925.02	
KMBS					
Main Office					
Konica Minolta BHC554 / 55 PPM	107,547	157,034	49,487	\$0.00340	7 years from Intro.
A5AY011014732 / 9348 5813				\$168.26	
3,000,000 / 08/2012	56,541	68,726	12,185	\$0.05311	
Color Photocopier				\$647.15	
KMBS					
Main Office					
Konica Minolta BH754E / 75 PPM	1,194,004	1,590,072	396,068	\$0.00340	None at this time.
A55V017004426 / 9348 5664				\$1,346.63	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Math					
Konica Minolta BH3300P / 35 PPM	62,045	73,802	11,757	\$0.01100	None at this time.
A63P011000939 / 8802 4393				\$129.33	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Pre-School - Removed					
HP Laser Jet Pro M401dne / 35 PPM	21,439	21,922	483	\$0.01316	Traded
PHGFB70747 /				\$6.36	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Reading Room					
Konica Minolta BH3300P / 35 PPM	32,413	36,143	3,730	\$0.01100	None at this time.
A63P011000925 / 8802 4332				\$41.03	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Reading Room - Removed					
Brother HL-5470DW / 40 PPM	53,264	53,566	302	\$0.01316	Traded
U63080C3N319168 /				\$3.97	
1,000,000 / 6/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Reading Room - Removed					
Brother HL-5470DW / 40 PPM	20,164	20,702	538	\$0.01316	Traded
U63080C3N319175 /				\$7.08	
1,000,000 / 6/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Reading Room Upstairs					
Konica Minolta BH3300P / 35 PPM	92,203	101,528	9,325	\$0.01100	None at this time.
A63P011000784 / 8802 4391				\$102.58	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>07/31/2018 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 102 - Removed					
Brother HL-6180DW / 42 PPM	12,611	12,611	0	\$0.01316	Traded
U63082F2J177199 /				\$0.00	
1,000,000 / 6/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 109 - Removed					
Brother HL-4570CDW series / 30 PPM	11,898	12,123	225	\$0.01316	Traded
U62500E3J357892 /				\$2.96	
750,000 / 10/2010	15,704	15,782	78	\$0.14486	
Color Network Printer				\$11.30	
AXIS					
Room 115					
Konica Minolta BH3300P / 35 PPM	16,312	19,209	2,897	\$0.01100	None at this time.
A63P011000786 / 8802 4384				\$31.87	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 122					
Konica Minolta BH3300P / 35 PPM	62,852	68,085	5,233	\$0.01100	None at this time.
A63P011000737 / 8802 4382				\$57.56	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 140					
Konica Minolta MC 3730 / 25 PPM	8,592	8,912	320	\$0.01100	9 years from Intro.
A0VD017002580 /				\$3.52	High color usage: Solution: Move color
500,000 / 11/2010	9,092	10,980	1,888	\$0.07000	usage over to color copier.
Color Network Printer				\$132.16	
KMBS					
Room 200 - Removed					
HP Laser Jet Pro M401dne / 35 PPM	4,527	5,047	520	\$0.01316	Traded
PHGFF70523 /				\$6.84	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 203					
HP Laser Jet Pro M401dne / 35 PPM	0	2,595	2,595	\$0.01316	None at this time.
VNB3N04796 /				\$34.15	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 204 - Removed					
Brother HL-6180DW / 42 PPM	22,044	22,160	116	\$0.01316	Traded
U63082C3N317808 /				\$1.53	
1,000,000 / 6/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 205					
Konica Minolta BH3300P / 35 PPM	34,120	44,730	10,610	\$0.01100	None at this time.
A63P011000787 / 8802 4383				\$116.71	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 214					
HP Laser Jet Pro M401dne / 35 PPM	7,161	11,207	4,046	\$0.01316	None at this time.
PHGFG61959 /				\$53.25	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 216					
Konica Minolta BH3300P / 35 PPM	26,931	29,774	2,843	\$0.01100	None at this time.
A63P011000952 / 8802 4394				\$31.27	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 221					
Konica Minolta BH3300P / 35 PPM	26,799	32,579	5,780	\$0.01100	None at this time.
A63P011000776 / 8802 4390				\$63.58	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 223 - removed					
Brother HL-6180DW / 42 PPM	38,050	38,220	170	\$0.01316	Traded
U63082F2J177193 /				\$2.24	
1,000,000 / 6/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Special Ed 2					
Konica Minolta BH3300P / 35 PPM	27,218	36,915	9,697	\$0.01100	None at this time.
A63P011000794 / 8802 4388				\$106.67	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Special Ed 2 - Removed					
Brother HL-5470DW / 40 PPM	54,209	54,511	302	\$0.01316	Traded
U63080C3N319162 /				\$3.97	
1,000,000 / 6/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Special Ed 3					
Konica Minolta BH3300P / 35 PPM	7,594	12,426	4,832	\$0.01100	None at this time.
A63P011000815 / 8802 4379				\$53.15	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Special Ed 4					
Brother HL-6180DW / 42 PPM	36,077	45,184	9,107	\$0.01316	7 years from Intro.
U63082C3N317800 /				\$119.85	
1,000,000 / 6/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Special Ed Staff Room - Removed					
HP Laser Jet P3015 / 42 PPM	19,862	21,057	1,195	\$0.01316	Traded
VND3F94148 /				\$15.73	
500,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Speech					
Konica Minolta BH3300P / 35 PPM	46,524	54,576	8,052	\$0.01100	None at this time.
A63P011000655 /				\$88.57	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Speech - Removed					
Brother HL-6180DW / 42 PPM	24,919	25,675	756	\$0.01316	Traded
U63082C3N317807 /				\$9.95	
1,000,000 / 6/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Support 4 - Removed					
Brother HL-5470DW / 40 PPM	26,333	26,740	407	\$0.01316	Traded
U63080C3N319191 /				\$5.36	
1,000,000 / 6/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
<hr/>					
	Subtotal Black		1,171,308	\$4,885.96	
	Subtotal Color		44,954	\$2,732.97	

<i>Make-Model/Speed</i>					
<i>Serial Number/VendorID</i>			<i>2018-2019</i>	<i>Cost/Copy</i>	
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>		

Bow High School**Administration**

Konica Minolta BHC554 / 55 PPM	139,659	189,334	49,675	\$0.00340	7 years from Intro.
A5AY011014863 / 9348 5804				\$168.90	
3,000,000 / 08/2012	24,711	35,061	10,350	\$0.05311	
Color Photocopier				\$549.69	
KMBS					

Art Room

Samsung C2670 Series / 27 PPM	876	1,628	752	\$0.03322	High color CPC. Solution: Move color usage over to color copier.
07ACBJEG40002AT /				\$24.98	
750,000 / 08/2014	2,351	5,226	2,875	\$0.13954	
Color Laser MFP				\$401.18	
AXIS					

Athletic Director

Konica Minolta BH3300P / 35 PPM	60,095	61,691	1,596	\$0.01100	None at this time.
A63P011000867 / 8802 1527				\$17.56	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Band Office					
Konica Minolta BH3300P / 35 PPM	4,725	11,710	6,985	\$0.01100	None at this time.
A63P011000662 / 8802 1579				\$76.84	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Brian O'Connell					
HP Laser Jet Pro M401dne / 35 PPM	3,024	3,024	0	\$0.01316	Underused!
PHGFF70522 /				\$0.00	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Director - Dan Gage					
HP Laser Jet Pro M401dne / 35 PPM	9,177	14,110	4,933	\$0.01316	None at this time.
PHGFB70745 /				\$64.92	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Faculty Lounge					
Konica Minolta BH951 / 95 PPM	1,412,061	1,863,009	450,948	\$0.00340	7 years from Intro.
A4EW011004809 / 9360 4368				\$1,533.22	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Faculty Room 2					
Konica Minolta BH951 / 95 PPM	1,985,506	2,682,850	697,344	\$0.00340	7 years from Intro.
A4EW011040180 / 9356 4853				\$2,370.97	
5,000,000 / 06/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Faculty Work Room					
Konica Minolta MC 3730 / 25 PPM	10,843	11,477	634	\$0.01100	9 years from Intro. High color CPC. Solution: Move color usage over to color copier.
A0VD017300311 / 9342 4755				\$6.97	
500,000 / 11/2010	22,543	23,144	601	\$0.07000	
Color Network Printer				\$42.07	
KMBS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>07/16/2018</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Faculty Work Room - Removed					
Brother HL-4150CDN series / 25 PPM	11,957	11,970	13	\$0.01316	Traded
U62499E3J356147 /				\$0.17	
500,000 / 10/2010	16,850	16,850	0	\$0.14486	
Color Network Printer				\$0.00	
AXIS					
Guidance Office					
Konica Minolta BH654 / 65 PPM	286,150	376,860	90,710	\$0.00340	None at this time.
A5YN017006232 / 9348 5803				\$308.41	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Hot Swap					
Konica Minolta BH4000P / 42 PPM	0	0	0	\$0.00652	None at this time.
A63R011005773 /				\$0.00	
1,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
IT Hot Swap					
Konica Minolta BH3300P / 35 PPM	20,340	23,620	3,280	\$0.01100	None at this time.
A63P011000672 /				\$36.08	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
IT Hot Swap					
Samsung SL-M3870FW / 40 PPM	604	604	0	\$0.01316	None at this time.
ZDDSBJAG40002KL /				\$0.00	
750,000 / 5/01/2013	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
AXIS					
IT Hot Swap					
Samsung C2670 Series / 27 PPM	3,531	3,531	0	\$0.01316	None at this time.
07ACBJEG40002CR /				\$0.00	
750,000 / 08/2014	4,658	4,658	0	\$0.14486	
Color Laser MFP				\$0.00	
AXIS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
IT Hot Swap					
HP Laser Jet Pro M401dne / 35 PPM	24,956	25,473	517	\$0.01316	None at this time.
PHGFF70519 /				\$6.80	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
IT Hot Swap					
HP Laser Jet P3015 / 42 PPM	30	30	0	\$0.01316	11 years from Intro.
VND3F94156 /				\$0.00	
500,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
IT Hot Swap					
HP Laser Jet P3015 / 42 PPM	3,290	3,290	0	\$0.01316	11 years from Intro.
VND3F94159 /				\$0.00	
500,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
IT Hot Swap					
Dell B5460dn Laser Printer / 63 PPM	61,935	61,935	0	\$0.01316	7 years from Intro.
92GGSS1 /				\$0.00	
3,000,000 / 11/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
IT Hot Swap					
Brother HL-5470DW / 40 PPM	36,558	36,558	0	\$0.01316	7 years from Intro.
U63080H2N168535 /				\$0.00	
1,000,000 / 6/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
IT Hot Swap					
HP Laser Jet Pro M401dne / 35 PPM	36,906	37,008	102	\$0.01316	None at this time.
PHGFD11562 /				\$1.34	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
IT Hot Swap					
Samsung C2670 Series / 27 PPM	7,568	7,568	0	\$0.03322	None at this time.
07ACBJEG400022N /				\$0.00	
750,000 / 08/2014	13,595	13,595	0	\$0.13954	
Color Laser MFP				\$0.00	
AXIS					
IT Hot Swap					
HP Laser Jet Pro M401dne / 35 PPM	0	0	0	\$0.01316	None at this time.
PHGFC42952 /				\$0.00	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
IT Hot Swap					
Samsung SL-M3870FW / 40 PPM	10,457	10,496	39	\$0.03322	None at this time.
ZDDSBJAG40001JF /				\$1.30	
750,000 / 5/01/2013	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
AXIS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
IT Hot Swap					
Samsung SL-M3870FW / 40 PPM	1,665	1,665	0	\$0.03322	None at this time.
ZDDSBJAG40000GV /				\$0.00	
750,000 / 5/01/2013	0	0	0	\$0.13954	
Black Laser MFP				\$0.00	
AXIS					
IT Hot Swap					
Samsung SL-M3870FW / 40 PPM	0	0	0	\$0.03322	None at this time.
ZDDSBJAG40001PZ /				\$0.00	
750,000 / 5/01/2013	0	0	0	\$0.13954	
Black Laser MFP				\$0.00	
AXIS					
IT Hot Swap					
Samsung SL-M3870FW / 40 PPM	0	0	0	\$0.03322	None at this time.
ZDDSBJAG40002DB /				\$0.00	
750,000 / 5/01/2013	0	0	0	\$0.13954	
Black Laser MFP				\$0.00	
AXIS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
IT Hot Swap					
Samsung C2670 Series / 27 PPM	349	349	0	\$0.03322	None at this time.
07ACBJEG40001XA /				\$0.00	
750,000 / 08/2014	663	663	0	\$0.13954	
Color Laser MFP				\$0.00	
AXIS					
IT Hot Swap					
HP Laser Jet Pro M401dne / 35 PPM	0	0	0	\$0.01316	None at this time.
PHGFC72952 /				\$0.00	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
IT Hot Swap - Removed					
Brother HL-5470DW / 40 PPM	16,637	16,637	0	\$0.01316	Traded
U63080C3N319189 /				\$0.00	
1,000,000 / 6/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
IT Pod					
HP Laser Jet Pro M401dne / 35 PPM	2,437	2,804	367	\$0.01316	Underused!
PHGFB70750 /				\$4.83	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Library					
Konica Minolta BH554E / 55 PPM	462,548	589,347	126,799	\$0.00340	None at this time.
A61D011008106 / 9348 5802				\$431.12	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Library Desk					
HP Color Laser Jet M452dn / 28 PPM	888	2,819	1,931	\$0.01316	High color CPC. Solution: Move color usage to color copier.
VNB3B32477 /				\$25.41	
500,000 / 10/2015	1,929	3,208	1,279	\$0.14486	
Color Network Printer				\$185.28	
AXIS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Lunch Room Office					
HP LaserJet 400 MFP M425dn / 35 PPM	0	0	0	\$0.01316	7 years from Intro. Underused!
CNF8H562BC /				\$0.00	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
AXIS					
M Kelley					
HP Laser Jet Pro M401dne / 35 PPM	3,720	4,754	1,034	\$0.01316	None at this time.
PHGFB70749 /				\$13.61	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Main Office					
Konica Minolta BH3300P / 35 PPM	5,418	19,813	14,395	\$0.01100	None at this time.
A63P011000690 /				\$158.35	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>07/13/2018</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Main Office Back Room - Removed					
Brother HL-5470DW / 40 PPM	13,052	13,169	117	\$0.01316	Traded
U63080C3N317030 /				\$1.54	
1,000,000 / 6/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
MFISK					
HP Laser Jet Pro M401dne / 35 PPM	1,278	2,137	859	\$0.01316	None at this time.
PHGFG61960 /				\$11.30	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Music Office					
HP Laser Jet Pro M401dne / 35 PPM	44,490	44,739	249	\$0.01316	Underused!
PHGFB70746 /				\$3.28	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Nurse					
HP Laser Jet Pro M401dne / 35 PPM	5,973	7,896	1,923	\$0.01316	None at this time.
PHGFB70748 /				\$25.31	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 106					
Konica Minolta BH3300P / 35 PPM	6,156	11,936	5,780	\$0.01100	None at this time.
A63P011000955 / 8802 4380				\$63.58	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 106 - Removed					
Brother HL-6180DW / 42 PPM	31,906	32,105	199	\$0.01316	Traded
U63082D3N364643 /				\$2.62	
1,000,000 / 6/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 1200 Computer Programming					
HP Laser Jet P3015 / 42 PPM	4,960	15,317	10,357	\$0.01316	11 years from Intro.
VND3F94155 /				\$136.30	
500,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 1204 SPED					
Konica Minolta BHC3350 / 35 PPM	55,152	71,331	16,179	\$0.00340	None at this time.
A4Y4011010974 / 9348 5807				\$55.01	
750,000 / 01/2014	61,827	81,586	19,759	\$0.05311	
Color Laser MFP				\$1,049.40	
KMBS					
Room 1208 - Removed					
HP Color Laser Jet Pro CP5225DN / 20 PPM	2,816	3,367	551	\$0.02962	Traded
CNGCJ6P0C2 /				\$16.32	
500,000 / 11/2010	4,439	5,731	1,292	\$0.14486	
Color Network Printer				\$187.16	
AXIS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 1209 K Lab					
HP Laser Jet Pro M401dne / 35 PPM	7,470	13,190	5,720	\$0.01316	None at this time.
PHGFF70508 /				\$75.28	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 123 Maintenance					
HP LaserJet 400 MFP M425dn / 35 PPM	3,436	5,669	2,233	\$0.01316	7 years from Intro.
CNF8H562CL /				\$29.39	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
AXIS					
Room 1311					
HP Laser Jet Pro M401dne / 35 PPM	19,656	22,233	2,577	\$0.01316	None at this time.
PHGFF70518 /				\$33.91	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

NHSAU 67

Make-Model/Speed					
Serial Number/Vendor Machine ID			2018-2019		
Life/Intro Date	09/25/2018	06/30/2019	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	Recommendations
Room 2108 Faculty					
Konica Minolta BH4700P / 50 PPM	5,454	12,203	6,749	\$0.00652	None at this time.
A63N011007894 / 9348 5808				\$44.00	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 2108 Faculty					
Konica Minolta BH4700P / 50 PPM	77,761	91,013	13,252	\$0.00652	Traded
A63N011007897 / 9348 5809				\$86.40	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 2110 Faculty					
Konica Minolta BH3300P / 35 PPM	20,751	52,953	32,202	\$0.01100	None at this time.
A63P011000691 / 8802 1575				\$354.22	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

NHSAU 67 - B

Make-Model/Speed					
Serial Number/Vendor Machine ID			2018-2019		
Life/Intro Date	07/01/2018	06/30/2019	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	Recommendations
Room 2201 Physics					
Konica Minolta MC 3730 / 25 PPM	19,175	20,068	893	\$0.01100	9 years from Intro. High color CPC. Solution: Move color usage to color copier.
A0VD017300305 / 8802 4316				\$9.82	
500,000 / 11/2010	31,931	32,459	528	\$0.07000	
Color Network Printer				\$36.96	
KMBS					
Room 2201 Physics - Removed					
Brother HL-4150CDN series / 25 PPM	11,088	11,132	44	\$0.01316	Traded
U62499F1J189608 /				\$0.58	
500,000 / 10/2010	11,372	11,387	15	\$0.14486	
Color Network Printer				\$2.17	
AXIS					
Room 2206					
Konica Minolta BH3300P / 35 PPM	33,259	39,458	6,199	\$0.01100	None at this time.
A63P011000689 / 8802 4360				\$68.19	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed</i>					
<i>Serial Number/Vendor Machine ID</i>					
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>2018-2019</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>
Room 2206 - Removed					
HP Laser Jet Pro M401dne / 35 PPM	23,105	23,490	385	\$0.01316	Traded
PHGFB70741 /				\$5.07	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 2210 Math					
Konica Minolta BHC3350 / 35 PPM	42,879	54,760	11,881	\$0.00340	None at this time.
A4Y4011007359 / 9356 4836				\$40.40	
750,000 / 01/2014	33,299	36,867	3,568	\$0.05311	
Color Laser MFP				\$189.50	
KMBS					
Room 2210 Math					
Konica Minolta BH4700P / 50 PPM	21,392	28,961	7,569	\$0.00652	None at this time.
A63N011007880 / 9348 5806				\$49.35	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 2306					
Konica Minolta BH3300P / 35 PPM	55,585	61,853	6,268	\$0.01100	None at this time.
A63P011000680 /				\$68.95	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 2313					
Konica Minolta BH4700P / 50 PPM	51,471	64,344	12,873	\$0.00652	None at this time.
A63N011007903 / 9348 5810				\$83.93	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 2317 - Removed					
HP Laser Jet Pro M401dne / 35 PPM	37,089	38,487	1,398	\$0.01316	Traded
PHGFF70497 /				\$18.40	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

Make-Model/Speed**Serial Number/Vendor Machine ID****Life/Intro Date****Vendor****07/01/2018
Meter****06/30/2019
Meter****2018-2019
Annual
Volume****Cost/Copy
Annual Cost****Recommendations****School Psychologist - K Murphy**

HP Laser Jet Pro M401dne / 35 PPM
 PHGFF70514 /
 750,000 / 01/2013
 Black Network Printer
 AXIS

840

1,937

1,097

\$0.01316

None at this time.

\$14.44

0

0

0

\$0.00000

\$0.00

Special Ed Secretary

HP Laser Jet Pro M401dne / 35 PPM
 PHGFB70744 /
 750,000 / 01/2013
 Black Network Printer
 AXIS

14,765

21,658

6,893

\$0.01316

None at this time.

\$90.71

0

0

0

\$0.00000

\$0.00

Tech Ed Copier

Konica Minolta BHc224e / 22 PPM
 A5C4011114161 /
 500,000 / 04/2013
 Color Photocopier
 KMBS

57,061

67,334

10,273

\$0.02962

High color CPC. Solution: Move color
 usage over to color copier.

\$304.29

9,486

11,061

1,575

\$0.14486

\$228.15

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Video Lab					
HP Laser Jet Pro M401dne / 35 PPM	3,053	4,874	1,821	\$0.01316	None at this time.
PHGFB70753 /				\$23.96	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
<hr/>					
		Subtotal Black	1,618,595	\$6,968.31	
		Subtotal Color	41,842	\$2,871.56	

<i>Make-Model/Speed</i>					
<i>Serial Number/VendorID</i>			<i>2018-2019</i>	<i>Cost/Copy</i>	
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>		

Bow Memorial School**Arndt**

Brother HL-4570CDW series / 30 PPM	6,641	7,489	848	\$0.01316	9 years from Intro. High color CPC. Solution: Move color usage over to color copier.
U62500H2J298964 /				\$11.16	
750,000 / 10/2010	6,145	6,706	561	\$0.14486	
Color Network Printer				\$81.27	
AXIS					

B. DeAngelis

HP Laser Jet Pro M401dne / 35 PPM	5,947	7,898	1,951	\$0.01316	None at this time.
PHGFF70509 /				\$25.68	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

Bowser

Konica Minolta BH3300P / 35 PPM	28,855	31,134	2,279	\$0.01100	None at this time.
A63P011000676 / 8802 4356				\$25.07	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed</i>					
<i>Serial Number/Vendor Machine ID</i>					
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>2018-2019</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>
C Lab					
Konica Minolta MC 3730 / 25 PPM	1,401	4,404	3,003	\$0.01100	9 years from Intro. High color CPC. Solution: Move color usage over to color copier.
A0VD017300261 / 9336 6854				\$33.03	
500,000 / 11/2010	5,367	9,190	3,823	\$0.07000	
Color Network Printer				\$267.61	
KMBS					
Copy Room					
Konica Minolta BH754E / 75 PPM	809,938	1,146,963	337,025	\$0.00340	None at this time.
A55V017004398 / 9348 5817				\$1,145.89	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Copy Room Left					
Konica Minolta BH754E / 75 PPM	699,066	948,080	249,014	\$0.00340	None at this time.
A55V017004375 / 9348 5818				\$846.65	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model/Speed</i>					
<i>Serial Number/Vendor Machine ID</i>					
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>2018-2019</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>
Grade 8 Cart					
Brother HL-4570CDW series / 30 PPM	20,290	22,678	2,388	\$0.01316	9 years from Intro. High color CPC. Solution: Move color usage over to color copier.
U62500C2J269313 /				\$31.43	
750,000 / 10/2010	11,703	12,629	926	\$0.14486	
Color Network Printer				\$134.14	
AXIS					
Guidance					
HP Laser Jet Pro M401dne / 35 PPM	12,356	16,607	4,251	\$0.01316	None at this time.
PHGFG61970 /				\$55.94	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Hallway - Removed					
HP Color Laser Jet 4525 / 42 PPM	38,862	38,996	134	\$0.01316	Traded
JPBCD3D06F /				\$1.76	
1,000,000 / 11/2009	69,730	70,419	689	\$0.14486	
Color Network Printer				\$99.81	
AXIS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
IT Hot Swap					
HP Laser Jet Pro M401dne / 35 PPM	12,290	12,290	0	\$0.01316	None at this time.
PHGFB70752 /				\$0.00	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
J Heath					
Konica Minolta MC 3730 / 25 PPM	4,597	5,261	664	\$0.01100	9 years from Intro. High color CPC. Solution: Move color usage over to color copier.
A0VD017300248 / 8802 1552				\$7.30	
500,000 / 11/2010	10,809	11,813	1,004	\$0.07000	
Color Network Printer				\$70.28	
KMBS					
Kitchen					
HP Laser Jet Pro M401dne / 35 PPM	7,098	8,823	1,725	\$0.01316	None at this time.
PHGFG61971 /				\$22.70	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
L Worth					
HP Laser Jet Pro M401dne / 35 PPM	1,830	2,347	517	\$0.01316	None at this time.
PHGFG61969 /				\$6.80	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Library					
Konica Minolta BHC454 / 45 PPM	323,944	482,146	158,202	\$0.00340	7 years from Intro.
A5C0011023519 / 9348 5821				\$537.89	
1,000,000 / 07/2012	132,818	160,620	27,802	\$0.05311	
Color Photocopier				\$1,476.56	
KMBS					
Main Office					
Konica Minolta BH3300P / 35 PPM	1,966	15,812	13,846	\$0.01100	None at this time.
A63P011000673 /				\$152.31	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed</i>					
<i>Serial Number/Vendor Machine ID</i>					
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>08/30/2018</i>	<i>2018-2019</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>
Murphy - Removed					
Brother HL-5470DW / 40 PPM	1,624	1,650	26	\$0.01316	Traded
U63080C3N319183 /				\$0.34	
1,000,000 / 6/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Nurse					
HP Laser Jet Pro M401dne / 35 PPM	6,460	9,466	3,006	\$0.01316	None at this time.
PHGFF70525 /				\$39.56	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
PAWS					
Konica Minolta MC 3730 / 25 PPM	3,429	8,237	4,808	\$0.01100	9 years from Intro. High color usage. Solution: Move color usage over to color copier.
A0VD017300299 / 8802 4398				\$52.89	
500,000 / 11/2010	13,916	19,771	5,855	\$0.07000	
Color Network Printer				\$409.85	
KMBS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Perkins					
Konica Minolta MC 3730 / 25 PPM	1,633	1,651	18	\$0.01100	9 years from Intro.
A0VD017300323 / 8802 4410				\$0.20	High color CPC. Solution: Move color
500,000 / 11/2010	3,826	5,227	1,401	\$0.07000	usage over to color copier.
Color Network Printer				\$98.07	
KMBS					
Room 06 Color					
Konica Minolta MC 3730 / 25 PPM	1,988	4,573	2,585	\$0.01100	9 years from Intro.
A0VD017300322 / 8802 4396				\$28.44	High color CPC. Solution: Move color
500,000 / 11/2010	6,315	6,820	505	\$0.07000	usage over to color copier.
Color Network Printer				\$35.35	
KMBS					
Room 07 Color					
Brother HL-4570CDW series / 30 PPM	5,284	8,008	2,724	\$0.01316	9 years from Intro.
U62500G3J370810 /				\$35.85	High color CPC. Solution: Move color
750,000 / 10/2010	5,654	6,070	416	\$0.14486	usage over to color copier.
Color Network Printer				\$60.26	
AXIS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 1 Main Office					
Konica Minolta BHC554 / 55 PPM	704,496	874,732	170,236	\$0.00340	7 years from Intro.
A5AY011014611 / 9348 5820				\$578.80	
3,000,000 / 08/2012	114,071	147,451	33,380	\$0.05311	
Color Photocopier				\$1,772.81	
KMBS					
Room 13 Special Ed - Removed					
HP Laser Jet P3015 / 42 PPM	25,813	26,710	897	\$0.01316	Traded
VND3F94041 /				\$11.80	
500,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 17 Color Cart 6 - Removed					
Brother HL-4570CDW series / 30 PPM	8,575	8,617	42	\$0.01316	Traded
U62500C2J269311 /				\$0.55	
750,000 / 10/2010	9,236	9,257	21	\$0.14486	
Color Network Printer				\$3.04	
AXIS					

<i>Make-Model/Speed</i>					
<i>Serial Number/Vendor Machine ID</i>			<i>2018-2019</i>	<i>Cost/Copy</i>	
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>07/20/2018</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>		
Room 26 - REMOVED					
HP Laser Jet P3015 / 42 PPM	9,977	10,662	685	\$0.01316	Traded
VND3F94154 /				\$9.01	
500,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 29					
Konica Minolta BH3300P / 35 PPM	62,748	72,232	9,484	\$0.01100	None at this time.
A63P011000920 / 8802 1554				\$104.32	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 29 (IT Hot Swap)					
Konica Minolta BH3300P / 35 PPM	5,403	5,403	0	\$0.01100	None at this time.
A63P011000780 / 8802 4381				\$0.00	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>07/31/2018 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 32 Gardner - Removed					
Brother HL-4570CDW series / 30 PPM	21,389	22,198	809	\$0.01316	Traded
U62500C2J272559 /				\$10.65	
750,000 / 10/2010	25,044	25,607	563	\$0.14486	
Color Network Printer				\$81.56	
AXIS					
Room 35					
HP Laser Jet Pro M401dne / 35 PPM	3,799	3,799	0	\$0.01316	Underused!
PHGFF70527 /				\$0.00	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 45 Copier					
Konica Minolta BH754E / 75 PPM	747,411	890,820	143,409	\$0.00340	None at this time.
A55V017004356 / 9348 5819				\$487.59	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

NHSAU 67

Make-Model/Speed					
Serial Number/Vendor Machine ID					
Life/Intro Date	07/01/2018	06/30/2019	2018-2019	Cost/Copy	
Vendor	Meter	Meter	Annual Volume	Annual Cost	Recommendations
Room 62					
HP Laser Jet P3015 / 42 PPM	45,618	55,439	9,821	\$0.01316	11 years from Intro.
VND3F94157 /				\$129.24	
500,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 80					
HP Laser Jet Pro M401dne / 35 PPM	9,474	9,705	231	\$0.01316	Underused!
PHGFG61961 /				\$3.04	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 9 Science Cart - Removed					
Brother HL-5470DW / 40 PPM	7,091	7,091	0	\$0.01316	Traded
U63080D2J136188 /				\$0.00	
1,000,000 / 6/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Special Education					
Konica Minolta BH3300P / 35 PPM	48,356	58,002	9,646	\$0.01100	None at this time.
A63P011000678 / 8802 4361				\$106.11	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Speech					
Brother HL-4570CDW series / 30 PPM	5,036	23,538	18,502	\$0.01316	9 years from Intro. High color CPC. Solution: Move color usage over to color copier.
U62500L2J312870 /				\$243.49	
750,000 / 10/2010	6,113	12,995	6,882	\$0.14486	
Color Network Printer				\$996.93	
AXIS					
Storer					
HP Laser Jet Pro M401dne / 35 PPM	6,424	10,226	3,802	\$0.01316	None at this time.
PHGFF70528 /				\$50.03	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>07/31/2018 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Tech - Removed					
Brother HL-4570CDW series / 30 PPM	2,111	2,111	0	\$0.01316	Traded
U62500C2J272574 /				\$0.00	
750,000 / 10/2010	8,111	8,281	170	\$0.14486	
Color Network Printer				\$24.63	
AXIS					
Tech - Removed					
HP Laser Jet P3005 / 35 PPM	55,691	55,755	64	\$0.01316	Traded
CND1S14384 /				\$0.84	
750,000 / 10/2006	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Tech Ed					
HP Color Laser Jet M451dn / 21 PPM	5,813	7,221	1,408	\$0.01316	7 years from Intro. High color CPC. Solution: Move color usage over to color copier.
CNDFG06374 /				\$18.53	
500,000 / 02/2012	11,526	15,102	3,576	\$0.14486	
Color Network Printer				\$518.02	
AXIS					
<hr/>					
	Subtotal Black		1,158,050	\$4,814.89	
	Subtotal Color		87,574	\$6,130.18	

<i>Make-Model/Speed</i> <i>Serial Number/VendorID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Bus Garage SAU 67					
Main Office					
Konica Minolta BH4050 / 42 PPM	5,705	7,553	1,848	\$0.00340	None at this time.
A6VF011008073 /				\$6.28	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
<hr/>					
		Subtotal Black	1,848	\$6.28	
		Subtotal Color	0	\$0.00	

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAU 67					
Copy Room					
Konica Minolta BHC554 / 55 PPM	210,289	289,462	79,173	\$0.00340	7 years from Intro.
A5AY011014730 / 9348 5814				\$269.19	
3,000,000 / 08/2012	44,083	50,251	6,168	\$0.05311	
Color Photocopier				\$327.58	
KMBS					
Dean's Office					
HP Laser Jet Pro M401dne / 35 PPM	1,141	1,142	1	\$0.01316	Underused!
PHGFB70742 /				\$0.01	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Duane's Office					
HP Laser Jet Pro M401dne / 35 PPM	5,093	6,246	1,153	\$0.01316	None at this time.
PHGFB70756 /				\$15.17	
750,000 / 01/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

NHSAU 67 - B					
Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	07/13/2018 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Gayle Theos - Removed					
Brother HL-4570CDW series / 30 PPM	54,514	54,812	298	\$0.01316	Traded
U62500G0J120298 /				\$3.92	
750,000 / 10/2010	41,432	41,780	348	\$0.14486	
Color Network Printer AXIS				\$50.41	
Gayle's Office					
Konica Minolta MC 3730 / 25 PPM	6,740	17,669	10,929	\$0.01100	9 years from Intro. High color CPC. Solution: Move color usage over to color copier.
A0VD017300325 / 8802 4335				\$120.22	
500,000 / 11/2010	30,676	32,395	1,719	\$0.07000	
Color Network Printer KMBS				\$120.33	
Suzanne's Office					
HP Laser Jet 600 M602 / 52 PPM	159,442	194,721	35,279	\$0.01316	8 years from Intro.
CNCCF8H0HP /				\$464.27	
3,000,000 / 11/2011	0	0	0	\$0.00000	
Black Network Printer AXIS				\$0.00	
Subtotal Black			126,833	\$872.79	
Subtotal Color			8,235	\$498.32	
District Wide Black Totals			4,076,634	\$17,548.23	
District Wide Color Totals			182,605	\$12,233.03	Your average Color CPC is \$0.067. Solution: Renegotiate CPC down to \$0.04, saving \$24,644 over 5 years!

SPC Service & Supply Cost Savings

NHSAU 67 - Bow

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 05/01/2006 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2018-2019 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
4,076,634	\$0.01041	\$42,437.76

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
4,076,634	\$0.00430	\$17,529.53	\$24,908.23	\$124,541.17

**Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$24,908.23 x 13 years as a Client
= \$323,807.04 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	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Bow Elementary School	1,171,308	\$4,985.71	\$6,325.06	\$12,185.74	\$23,496.51
Bow High School	1,618,595	\$7,110.37	\$8,740.41	\$16,839.10	\$32,689.89
Bow Memorial School	1,158,050	\$4,913.13	\$6,253.47	\$12,047.81	\$23,214.41
Bus Garage SAU 67	1,848	\$6.41	\$9.98	\$19.23	\$35.62
SAU 67	126,833	\$890.28	\$684.90	\$1,319.51	\$2,894.69
Total	4,076,634	\$17,905.91	\$22,013.82	\$42,411.39	\$82,331.13

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: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a **Retail Cost of \$45,640** is coming in at **\$7,342... 16% of Retail!** Our prices are negotiated with 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	44,954	\$2,787.56
Bow High School	41,842	\$2,928.92
Bow Memorial School	87,574	\$6,252.69
Bus Garage SAU 67	0	\$0.00
SAU 67	8,235	\$508.28
Total	182,605	\$12,477.45

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%.**

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Axis Business Solutions	Black Laser MFP	2,233	\$0.01316	\$29.39	\$0.01342	\$29.97
Axis Business Solutions	Black Laser MFP	39	\$0.03322	\$1.30	\$0.03388	\$1.32
Axis Business Solutions	Black Network Printer	131,732	\$0.01316	\$1,733.59	\$0.01342	\$1,767.84
Axis Business Solutions	Color Laser MFP	0	\$0.01316	\$0.00	\$0.01342	\$0.00
Axis Business Solutions	Color Laser MFP	752	\$0.03322	\$24.98	\$0.03388	\$25.48
Axis Business Solutions	Color Network Printer	30,002	\$0.01316	\$394.83	\$0.01342	\$402.63
Axis Business Solutions	Color Network Printer	551	\$0.02962	\$16.32	\$0.03021	\$16.65
Konica-Minolta Business Solutions	Black Laser MFP	1,848	\$0.00340	\$6.28	\$0.00347	\$6.41
Konica-Minolta Business Solutions	Black Network Printer	40,443	\$0.00652	\$263.69	\$0.00665	\$268.95
Konica-Minolta Business Solutions	Black Network Printer	191,050	\$0.01100	\$2,101.55	\$0.01122	\$2,143.58
Konica-Minolta Business Solutions	Black Photocopier	3,017,202	\$0.00340	\$10,258.49	\$0.00347	\$10,469.69
Konica-Minolta Business Solutions	Color Laser MFP	117,183	\$0.00340	\$398.42	\$0.00347	\$406.63
Konica-Minolta Business Solutions	Color Network Printer	26,553	\$0.01100	\$292.08	\$0.01122	\$297.92
Konica-Minolta Business Solutions	Color Photocopier	506,773	\$0.00340	\$1,723.03	\$0.00347	\$1,758.50
Konica-Minolta Business Solutions	Color Photocopier	10,273	\$0.02962	\$304.29	\$0.03021	\$310.35
Total		4,076,634	\$0.00430	\$17,548.23	\$0.00439	\$17,905.91

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%.**

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Axis Business Solutions	Color Laser MFP	2,875	\$0.13954	\$401.18	\$0.14233	\$409.20
Axis Business Solutions	Color Laser MFP	0	\$0.14486	\$0.00	\$0.14776	\$0.00
Axis Business Solutions	Color Network Printer	17,889	\$0.14486	\$2,591.40	\$0.14776	\$2,643.28
Konica-Minolta Business Solutions	Color Laser MFP	40,744	\$0.05311	\$2,163.91	\$0.05417	\$2,207.10
Konica-Minolta Business Solutions	Color Network Printer	29,637	\$0.07000	\$2,074.59	\$0.07140	\$2,116.08
Konica-Minolta Business Solutions	Color Photocopier	89,885	\$0.05311	\$4,773.79	\$0.05417	\$4,869.07
Konica-Minolta Business Solutions	Color Photocopier	1,575	\$0.14486	\$228.15	\$0.14776	\$232.72
Total		182,605	\$0.06699	\$12,233.03	\$0.06833	\$12,477.45

Reprographic Equipment Assessment

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

Total Number of Units	115
Total Number of Units on Lease	55
Total Number of Units Owned	60
Lease Company	Norway Savings Bank
Lease Start Date	08/02/2015
Lease End Date	08/01/2020
Term	5 Annual
Annual Payment usually due on 8/1	\$42,411.39
Remaining Payments	1

**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 BHC3350	A4Y4011007427
Bow Elementary School	Konica Minolta BH754E	A55V017004395
Bow Elementary School	Konica Minolta BH754E	A55V017004426
Bow Elementary School	Konica Minolta BHC554	A5AY011014732
Bow Elementary School	HP Laser Jet Pro M401dne	PHGFF70517
Bow Elementary School	HP Laser Jet Pro M401dne	PHGFF70521
Bow Elementary School	HP Laser Jet Pro M401dne	PHGFG61959
Bow High School	Konica Minolta BH951	A4EW011004809
Bow High School	Konica Minolta BH951	A4EW011040180
Bow High School	Konica Minolta BHC3350	A4Y4011007359
Bow High School	Konica Minolta BHC3350	A4Y4011010974
Bow High School	Konica Minolta BHC554	A5AY011014863
Bow High School	Konica Minolta BH654	A5YN017006232
Bow High School	Konica Minolta BH554E	A61D011008106
Bow High School	Konica Minolta BH4700P	A63N011007880
Bow High School	Konica Minolta BH4700P	A63N011007894
Bow High School	Konica Minolta BH4700P	A63N011007903
Bow High School	HP LaserJet 400 MFP M425dn	CNF8H562BC
Bow High School	HP LaserJet 400 MFP M425dn	CNF8H562CL
Bow High School	HP Laser Jet Pro M401dne	PHGFB70744
Bow High School	HP Laser Jet Pro M401dne	PHGFB70745
Bow High School	HP Laser Jet Pro M401dne	PHGFB70746
Bow High School	HP Laser Jet Pro M401dne	PHGFB70748
Bow High School	HP Laser Jet Pro M401dne	PHGFB70749
Bow High School	HP Laser Jet Pro M401dne	PHGFB70750
Bow High School	HP Laser Jet Pro M401dne	PHGFB70753
Bow High School	HP Laser Jet Pro M401dne	PHGFF70508
Bow High School	HP Laser Jet Pro M401dne	PHGFF70514
Bow High School	HP Laser Jet Pro M401dne	PHGFF70518
Bow High School	HP Laser Jet Pro M401dne	PHGFF70519
Bow High School	HP Laser Jet Pro M401dne	PHGFF70522
Bow High School	HP Laser Jet Pro M401dne	PHGFG61960
Bow High School	HP Laser Jet P3015	VND3F94155

Building	Make/Model	Serial Number
Bow High School	HP Laser Jet P3015	VND3F94156
Bow High School	HP Laser Jet P3015	VND3F94159
Bow Memorial School	Konica Minolta BH754E	A55V017004356
Bow Memorial School	Konica Minolta BH754E	A55V017004375
Bow Memorial School	Konica Minolta BH754E	A55V017004398
Bow Memorial School	Konica Minolta BHC554	A5AY011014611
Bow Memorial School	Konica Minolta BHC454	A5C0011023519
Bow Memorial School	HP Color Laser Jet M451dn	CNDGFG06374
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFB70752
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFF70509
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFF70525
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFF70527
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFF70528
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFG61961
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFG61969
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFG61970
Bow Memorial School	HP Laser Jet Pro M401dne	PHGFG61971
Bow Memorial School	HP Laser Jet P3015	VND3F94157
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	Konica MinoltaMC 3730	A0VD017002580
Bow Elementary School	Konica MinoltaMC 3730	A0VD017300280
Bow Elementary School	Konica MinoltaMC 3730	A0VD017300292
Bow Elementary School	Konica MinoltaBH3300P	A63P011000655
Bow Elementary School	Konica MinoltaBH3300P	A63P011000737
Bow Elementary School	Konica MinoltaBH3300P	A63P011000738
Bow Elementary School	Konica MinoltaBH3300P	A63P011000776
Bow Elementary School	Konica MinoltaBH3300P	A63P011000784
Bow Elementary School	Konica MinoltaBH3300P	A63P011000786
Bow Elementary School	Konica MinoltaBH3300P	A63P011000787
Bow Elementary School	Konica MinoltaBH3300P	A63P011000794
Bow Elementary School	Konica MinoltaBH3300P	A63P011000815
Bow Elementary School	Konica MinoltaBH3300P	A63P011000925
Bow Elementary School	Konica MinoltaBH3300P	A63P011000939
Bow Elementary School	Konica MinoltaBH3300P	A63P011000952
Bow Elementary School	BrotherHL-6180DW	U63082C3N317800
Bow Elementary School	HPLaser Jet Pro M401dne	VNB3N04796
Bow High School	SamsungC2670 Series	07ACBJEG40001XA
Bow High School	SamsungC2670 Series	07ACBJEG400022N
Bow High School	SamsungC2670 Series	07ACBJEG40002AT
Bow High School	SamsungC2670 Series	07ACBJEG40002CR
Bow High School	DellB5460dn Laser Printer	92GGSS1
Bow High School	Konica MinoltaMC 3730	A0VD017300305
Bow High School	Konica MinoltaMC 3730	A0VD017300311
Bow High School	Konica MinoltaBHc224e	A5C4011114161
Bow High School	Konica MinoltaBH3300P	A63P011000662
Bow High School	Konica MinoltaBH3300P	A63P011000672
Bow High School	Konica MinoltaBH3300P	A63P011000680
Bow High School	Konica MinoltaBH3300P	A63P011000689
Bow High School	Konica MinoltaBH3300P	A63P011000690
Bow High School	Konica MinoltaBH3300P	A63P011000691
Bow High School	Konica MinoltaBH3300P	A63P011000867
Bow High School	Konica MinoltaBH3300P	A63P011000955

Building	Make/Model	Serial Number
Bow High School	Konica MinoltaBH4000P	A63R011005773
Bow High School	HPLaser Jet Pro M401dne	PHGFC42952
Bow High School	HPLaser Jet Pro M401dne	PHGFC72952
Bow High School	HPLaser Jet Pro M401dne	PHGFD11562
Bow High School	BrotherHL-5470DW	U63080H2N168535
Bow High School	HPColor Laser Jet M452dn	VNB3B32477
Bow High School	SamsungSL-M3870FW	ZDDSBJAG40000GV
Bow High School	SamsungSL-M3870FW	ZDDSBJAG40001JF
Bow High School	SamsungSL-M3870FW	ZDDSBJAG40001PZ
Bow High School	SamsungSL-M3870FW	ZDDSBJAG40002DB
Bow High School	SamsungSL-M3870FW	ZDDSBJAG40002KL
Bow Memorial School	Konica MinoltaMC 3730	A0VD017300248
Bow Memorial School	Konica MinoltaMC 3730	A0VD017300261
Bow Memorial School	Konica MinoltaMC 3730	A0VD017300299
Bow Memorial School	Konica MinoltaMC 3730	A0VD017300322
Bow Memorial School	Konica MinoltaMC 3730	A0VD017300323
Bow Memorial School	Konica MinoltaBH3300P	A63P011000673
Bow Memorial School	Konica MinoltaBH3300P	A63P011000676
Bow Memorial School	Konica MinoltaBH3300P	A63P011000678
Bow Memorial School	Konica MinoltaBH3300P	A63P011000780
Bow Memorial School	Konica MinoltaBH3300P	A63P011000920
Bow Memorial School	BrotherHL-4570CDW series	U62500C2J269313
Bow Memorial School	BrotherHL-4570CDW series	U62500G3J370810
Bow Memorial School	BrotherHL-4570CDW series	U62500H2J298964
Bow Memorial School	BrotherHL-4570CDW series	U62500L2J312870
SAU 67	Konica MinoltaMC 3730	A0VD017300325
SAU 67	HPLaser Jet 600 M602	CNCCF8H0HP

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
Lori Krueger	lkrueger
Melissa Harper	mharper
Roy Bailey	rbailey@bownet.org



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 3,900 devices doing more than **239** million copies and prints per year. We purchase approximately 1,100 units annually with 80 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

- STARDoc: System for Tracking And Reporting Documents.
- Maps all devices and sets up 'Interactive Live Floor Plans' of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.
- STARDoc studies your printing habits and is able to predict your year-end-cost months in advance before you receive your year-end reconciliation invoice.
- Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

- Removes the confusion out of billing.
- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.
- 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.



Benefits of partnering with SPC

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 million for all of our clients. That translates into Savings of more than \$10 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you - Over 1,100 units purchased annually 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..



SPC Values Our Vendors

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.
- STARDoc: System for Tracking And Reporting Documents... Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

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

SPC manages over 3,900 pieces of equipment;
Our relationship with our vendors has never been stronger!