



*Specialized Purchasing Consultants*

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Gorham, NH 03581  
(800) 750-1538  
[www.spccopypro.com](http://www.spccopypro.com)

# 2011-12 Annual Report

## Year - End Photocopier Analysis

With projected costs for 2012-13

Debbie O'Connor  
NHSAU 68  
PO Box 846  
Lincoln, NH 03251



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

October 2012

Skip Tilton  
President

Corporate Office:  
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Debbie O'Connor  
NHSAU 68  
PO Box 846  
Lincoln, NH 03251

VISIT US ON THE WEB: Dear Debbie:  
[www.spccopypro.com](http://www.spccopypro.com)

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *8 years*. Though each year seems to pose unique challenges, we are thrilled with all that we have been able to accomplish on behalf of our clients for the past *24 years*.

In these difficult economic times, our staff continues to be fully committed to assisting your organization in achieving goals and objectives relative to new technologies and related costs. In relation to new services, we are excited to bring to your attention *new cost-savings initiatives as well as a new service called SPC STAR Doc* that will continue to meet our mutual goal of improving the quality of service and equipment while reducing your overall cost.

I hope you find the enclosed annual report useful. We are providing you an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem now or could become a problem in the near future.

Thank you again for allowing SPC the opportunity to be of service. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton  
President

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## The SPC Team

*would like to personally thank you for your continued trust and confidence!*



**Skip Tilton, President**

**Billie Jo Tilton, Vice President**

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 117 clients (3200+ machines with 1.7 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



**Paul Garozzo**

*General Manager*

As General Manager my goal is ensure our clients are pleased with our services and also provide solutions that are efficient, productive and reduce cost. With my 23 years in the copier industry, I will use my experiences to achieve this goal. In addition, I will be utilizing our new SPC STARDoc system to further enhance SPC services. Clients will now have the benefit of visually seeing where all their devices are located and project future expenses. I could not be more excited to join the SPC team.

**Glen Fortier**

*Auditor, Electronic Specialist & Equipment Implementation*

With 24 years of experience in the electrical field, I look forward to continually meeting and helping all of you with your reprographic needs. It is my sincere commitment to ensure all machine changes are as smooth as possible.



**Derik Brasher**

*Administration & Finance Manager*

SPC is committed to providing cost-effective and reliable reprographic platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

**Alex Webster**

*Director of Customer Relations*

It is a great pleasure for me to join the SPC team. One of my responsibilities will be creating detailed maps of your Copiers/Printers and will be assisting the team in monitoring all of your equipment. My background as a Network Technician and my experience in Customer Service will allow me to give our clients the level of service that they have come to expect from SPC. It is my personal goal to aid in fulfilling each and every promise made to our valued clients.



## The SPC Team Continued....



**Robert B. Dutil**

*Director of Information Technology*

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is

constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

**Rachel Guay**

*Accounting Coordinator*

I am responsible for the majority of the accounting communications between SPC and its vendors and clients. I will rely upon my years of experiences and my strong attention to detail to ensure our client's needs are well served. It is my goal to work accurately and efficiently and to uphold the high standards of customer satisfaction that SPC has provided to their customers. I look forward to establishing a strong working relationship with each and every one of you.



**Pam Weed**

*Client-Vendor Relations*

SPC's clients are my Number One priority. When you have a question, concern, need, or problem related to equipment, service or billing, I am available to assist you in getting it resolved promptly. I am pleased to be able to act as liaison between our

clients and vendors to ensure smooth transitions or quick resolutions.

**Anne Arbore**

*Administration*

Since many of our clients are educational systems, I find it satisfying to know that my co-workers and I have made a contribution toward their success by assisting them in saving on their budgets for reprographic equipment, providing better quality equipment to work with and freeing their resources for other needs.



**Laura Lynch**

*Marketing Coordinator & Client Relations*

As a member of the SPC team for the past 12 years as their website designer, I am excited to take on this new position. Some of my responsibilities will include

scheduling essential meetings with our clients and vendors, creating new marketing collateral and developing new clients. I look forward to establishing a closer relationship with each of our clients.

## Equipment Health Status

Total Number of Machines:	17
Total Black Photocopiers	7
Total Low Cost of Operation Black Network Printers	0
Total High-Speed Duplicators	0
Total Color Photocopiers (including MFP)	4
Total Low Cost of Operation Color Network Printers	6
Total Removed from Service:	0
# of Units OFF Service Warranty:	6
# of Units Approaching End of Warranty:	3
# of Units Overused:	0
# of Units Underused:	0
# of Units Connected to Network with Print and/or Scan	14
Commencement Date:	1/15/2008
# of Annual Payments Left on Lease	0
All Warranties and Service Contracts Expire:	6/30/2013
Print Management Software Loaded	Yes
LENP Contract Signed	No

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."

Debbie,

As you know, we are already in an upgrade mode addressing all of the current issues. In the process we will be dropping the cost of operation substantially.

One thing to flag however is the real high ratio on color prints compared to other Districts. See Page 12

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 Intro. Usage, age, and service history need to be considered to see if they are due for replacement soon.

<b>Building</b>	<b>Department</b>	<b>Make/Model</b>	<b>Serial #</b>	<b>Vendor ID</b>	<b>Intro Date</b>
Lin-Wood Public High	Guidance Office	Konica Minolta Di5510	56TE07561		03/2004
Lin-Wood Public High	Library	Konica Minolta Di5510	31007264		03/2004
Lin-Wood Public Middle	Computer Lab	Xerox 8550DP	WYP340010		06/2005

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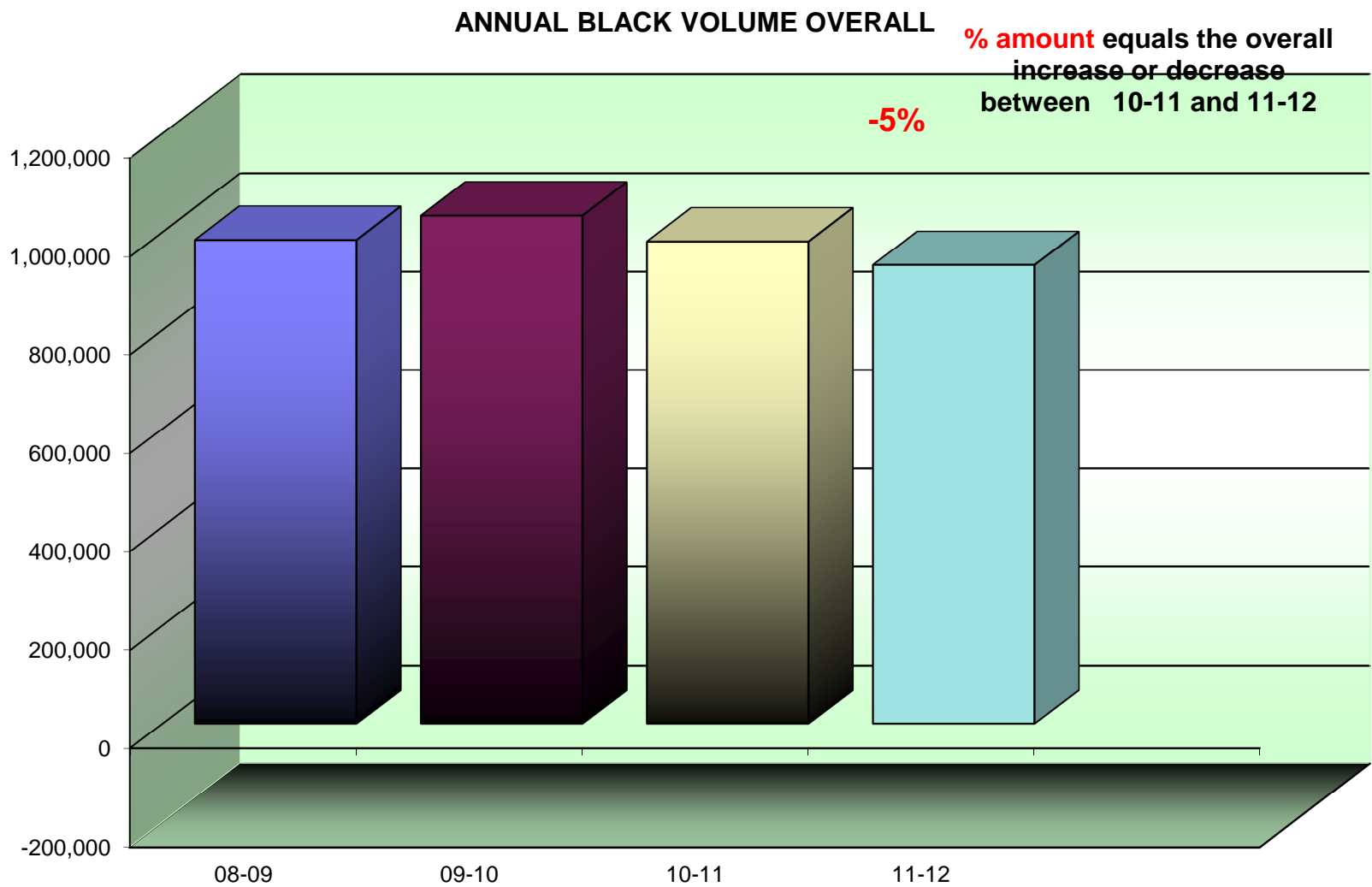
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### *Expiring or Expired Xerox Service Contracts*

Building	Department	Make/Model	Serial #	Service Contract Expiration Date
Lin-Wood Public Elementary	Computer Lab Room 204	Xerox 8560DN	FBT2780738	4/8/11
Lin-Wood Public High	Humanities Wing Hall Room 30	Xerox 8560DN	FBT073264	7/8/12
Lin-Wood Public High	Library	Xerox 8560DN	FBT073265	7/8/12
Lin-Wood Public High	Math Wing Hall Room 112	Xerox 8560DN	FBT073266	7/8/12
Lin-Wood Public Middle	Computer Lab	Xerox 8550DP	WYP340010	12/1/11
SAU 68	Main Office	Xerox 8560DN	FBT073263	7/8/12

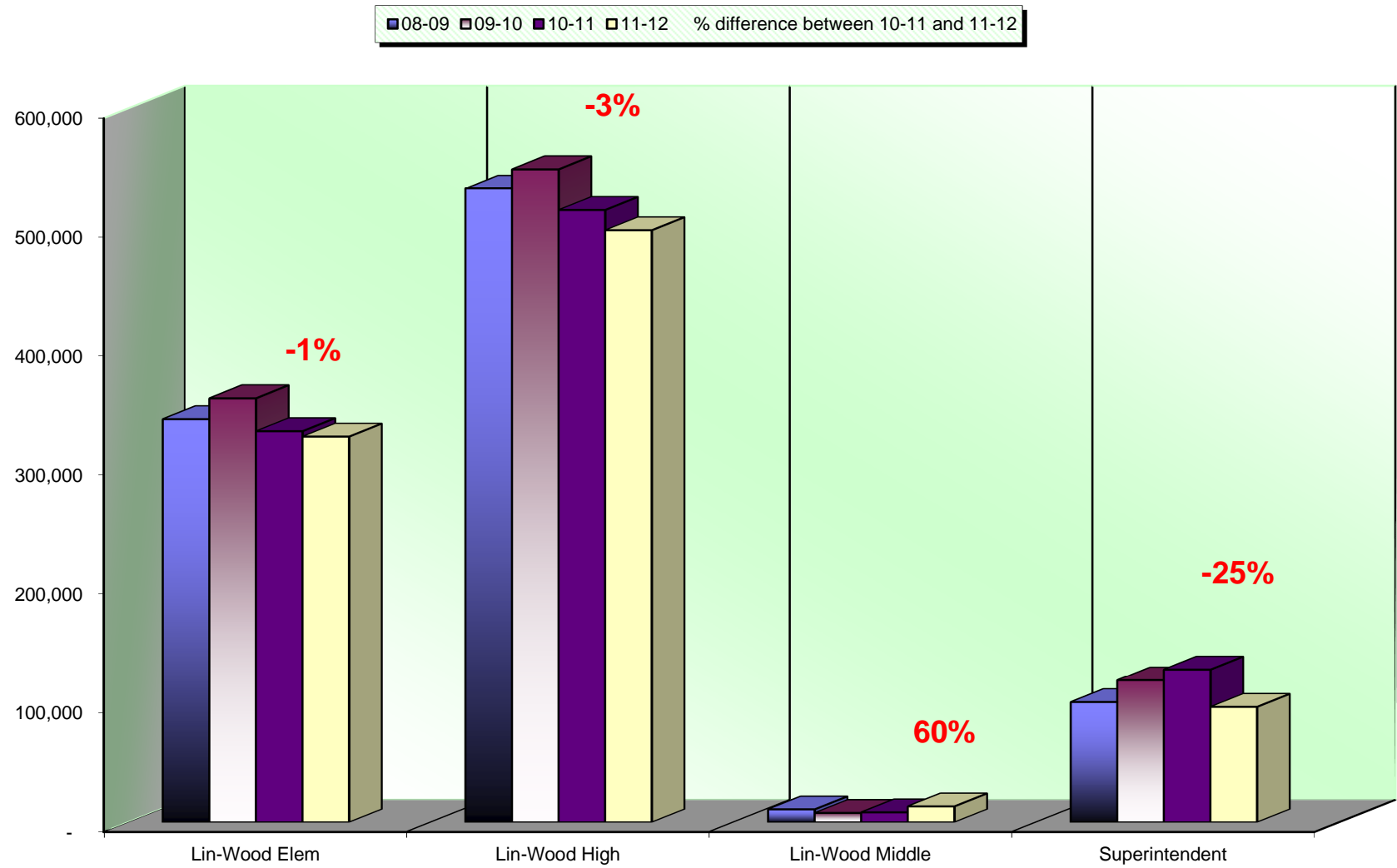


This report uses current trends for *black volume* to project future costs and potential equipment needs on an overall basis.



This report uses current trends for *black volume* to project future costs and potential equipment needs by building.

ANNUAL BLACK VOLUME BY BUILDING



## Average Student to Copy Usage – Black Only

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

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Lin-Wood Public Elem	135	324,389	\$3,325.64	2,403	\$24.63
Lin-Wood Public HS	104	498,058	\$5,106.09	4,789	\$49.10
Lin-Wood Public MS	95	13,324	\$136.60	140	\$1.44
SAU #68	0	96,928	\$993.71	0	\$0.00
<b>Totals</b>	<b>334</b>	<b>932,699</b>	<b>\$9,562.03</b>	<b>2,793</b>	<b>\$28.63</b>

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

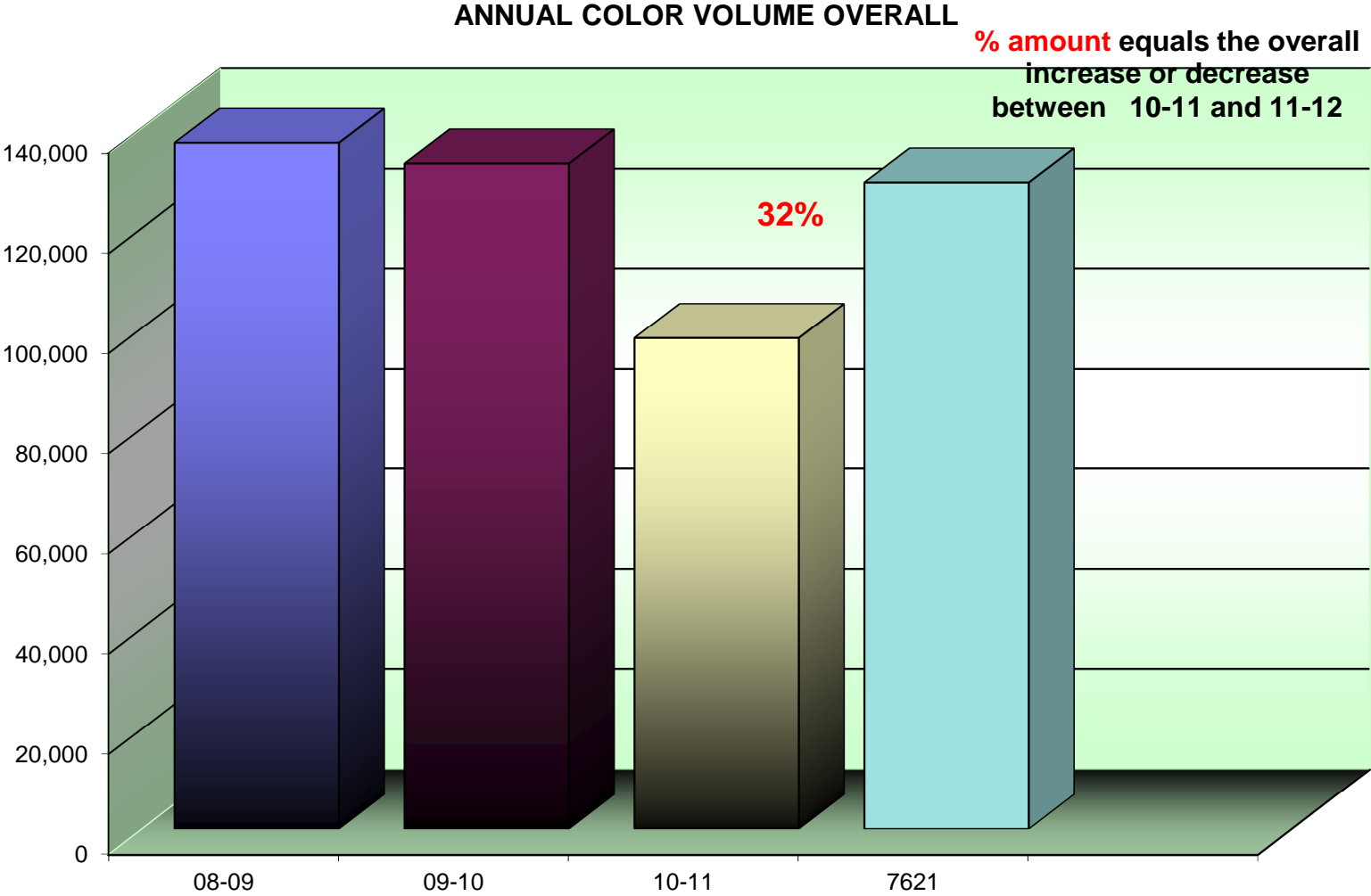
## Cost Comparison Black Only

This is an SPC Comparison contrasting your district with 84 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>
<b>All Schools w/student populations</b>	<b>131,784</b>	<b>307,171,835</b>	<b>\$5,571,341.44</b>	<b>2,331</b>	<b>\$42.28</b>

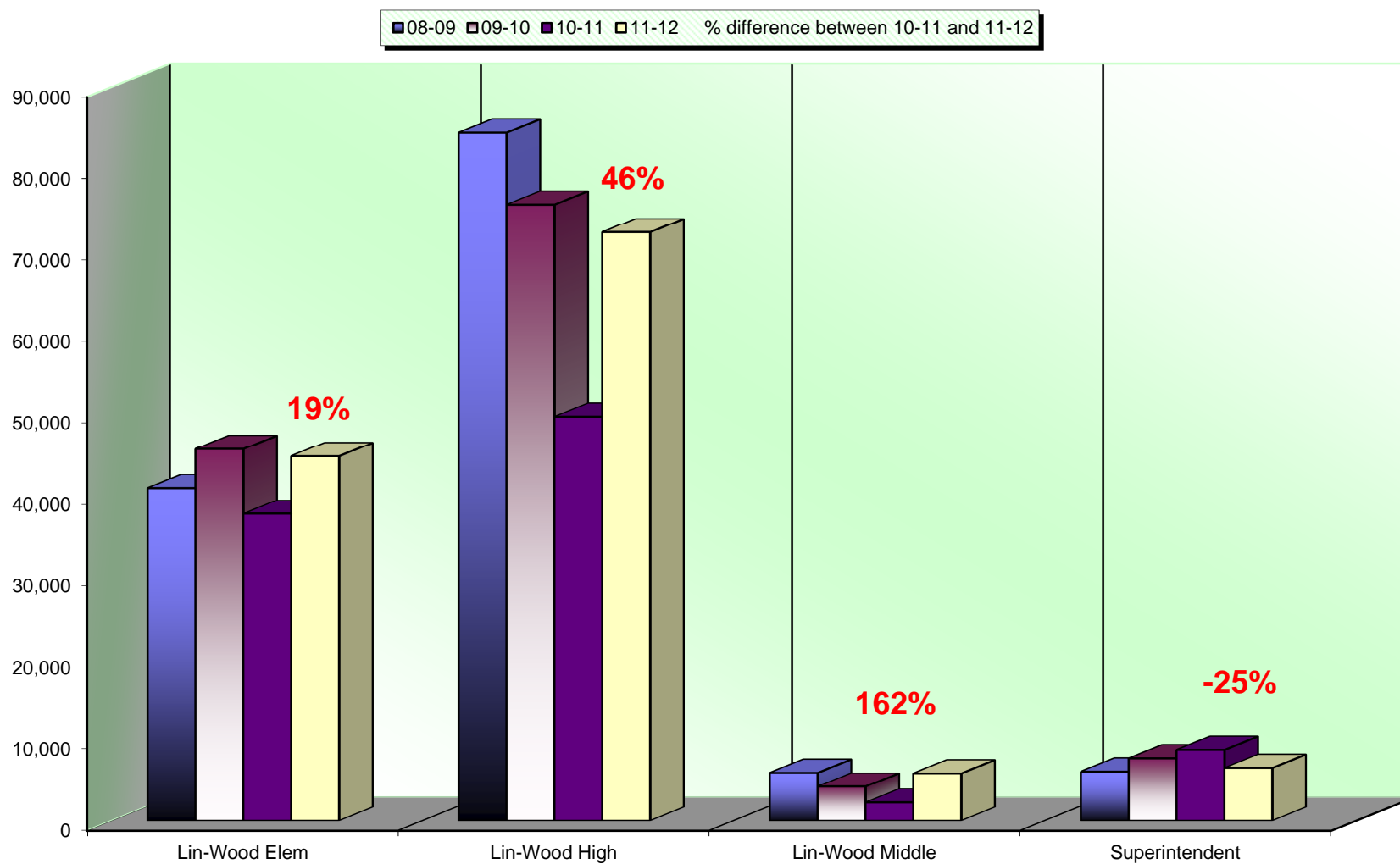
\*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.

This report uses current trends for color volume to project future costs and potential equipment needs on an overall basis.



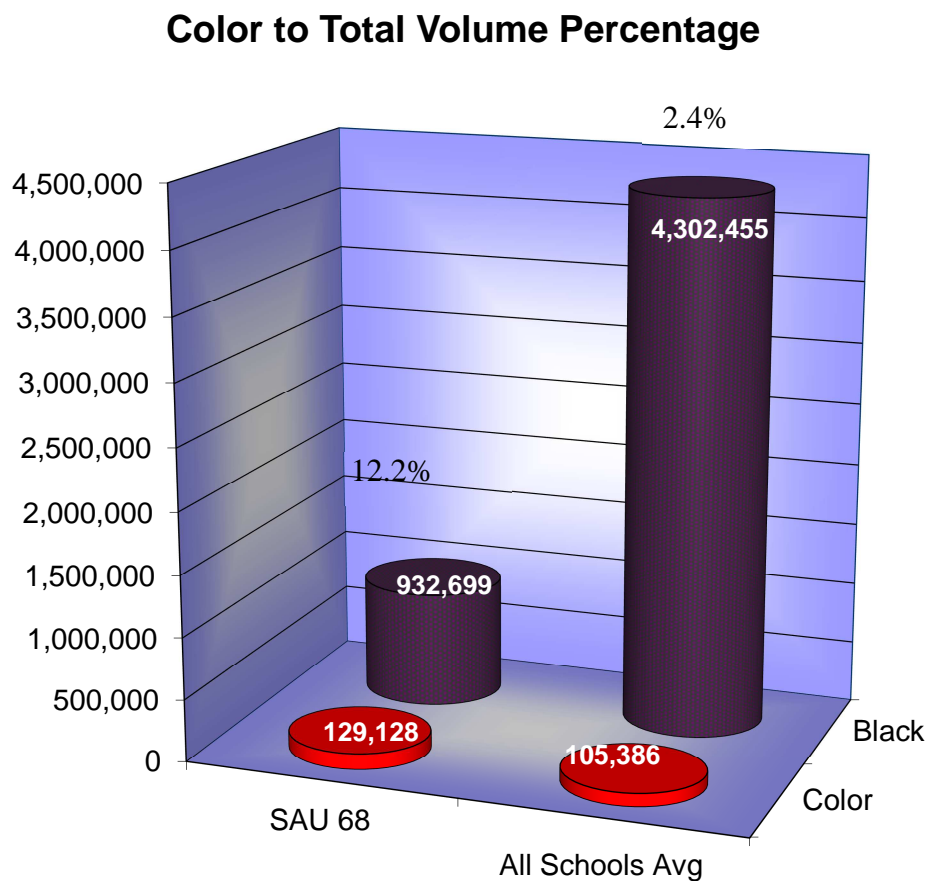
This report uses current trends for color volume to project future costs and potential equipment needs by building.

### ANNUAL COLOR VOLUME BY BUILDING



## Black & Color Usage Comparisons

This chart compares your current usage ratios to the average of all SPC client school districts.



## 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>
Lin-Wood Public Elem	135	44,662	\$4,356.42	331	\$32.27
Lin-Wood Public HS	104	72,213	\$7,043.80	694	\$67.73
Lin-Wood Public MS	95	5,793	\$565.06	61	\$5.95
SAU #68	0	6,460	\$630.12	0	\$0.00
<b>Totals</b>	<b>334</b>	<b>129,128</b>	<b>\$12,595.40</b>	<b>387</b>	<b>\$37.71</b>

\*Total School Cost refers to the cost of Service, Supplies, and Paper; Equipment Lease costs are not figured into color averages.

## Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 84 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>
<b>All Schools w/student populations</b>	<b>131,784</b>	<b>7,377,029</b>	<b>\$486,775.63</b>	<b>56</b>	<b>\$3.69</b>

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

## Usage Profile for Service & Supplies

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

*Date of Last Upgrade: 1/15/2008*

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Lin-Wood Public Elem</b>							
<b>Computer Lab Room 204</b>							
Xerox 8560DN 30 CPM Black & Color	10,689	15,597	4,908	0	4,908	\$0.005170	<b>Service Warr Exp'd</b>
FBT280738 /						\$25.37	
750,000 / 02/2007	12,031	18,378	6,347	0	6,347	\$0.09050	
Color Network Printer						\$574.40	
Connected <b>4/8/2011</b>							
<b>VARY</b>							
<b>Office</b>							
Konica Minolta BH500 50 CPM	257,077	338,157	81,080	113,477	-32,397	\$0.005170	<b>None at this time.</b>
50GE11930 /						\$419.18	
1,000,000 / 03/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
<b>Teachers' Room 228</b>							
Xerox 8560MFP 30 CPM Black & Color	46,471	62,831	16,360	140,830	-124,470	\$0.005170	<b>None at this time.</b>
CXF300727 /						\$84.58	
750,000 / 02/2007	74,992	113,307	38,315	42,270	-3,955	\$0.09050	
Color Photocopier						\$3,467.51	
Connected 3/6/2013							
<b>VARY</b>							



*Date of Last Upgrade: 1/15/2008*

*Make-Model / Speed*

Serial Number / Vendor ID

*Life / Intro Date*

Connectivity / Printer Exp Date

*Vendor*

**7/1/2011**  
***Meter***

**6/30/2012**  
***Meter***

**2011/12  
Annual  
Volume**

**2012/13  
Projected  
Volume**

### Volume Difference

*Cost/Copy*

### Annual Cost

### *t Recommendations*

**Lin-Wood Public Elem**

### Teachers' Room Hall

Konica Minolta BH600 60 CPM

57BE31185 / 88025530

3,000,000 / 08/2006

## Black Photocopier

Not Connected

**KMBS**

786,288

1,008,329

222,041

348,861

-126,820

\$0.005170

**None at this time.**

\$1,147.95

0

0

0

0

0

\$0.00000

\$0.00

**Subtotals B&W**

**324,389**

**603,168**

**\$1,677.09**

### Subtotals Color

**44,662**

**42,270**

**\$4,041.91**

Date of Last Upgrade: 1/15/2008

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Lin-Wood Public HS</b>							
<b>Guidance Office</b>							
Konica Minolta di5510 55 CPM	392,671	423,930	31,259	67,129	-35,870	\$0.005170	<b>8 years from Intro.</b>
56TE07561 /						\$161.61	
3,000,000 / <b>03/2004</b>	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
Xerox 8560MFP 30 CPM Black & Color	31,656	41,164	9,508	0	9,508	\$0.005170	<b>None at this time.</b>
CXF332565 /						\$49.16	
750,000 / 02/2007	15,344	21,252	5,908	0	5,908	\$0.09050	
Color Photocopier						\$534.67	
Connected 3/6/2013							
<b>VARY</b>							
<b>Humanities Wing Hall Room 30</b>							
Xerox 8560DN 30 CPM Black & Color	75,768	104,569	28,801	0	28,801	\$0.005170	<b>Service Warr Exp'd</b>
FBT073264 /						\$148.90	
750,000 / 02/2007	36,644	50,284	13,640	0	13,640	\$0.09050	
Color Network Printer						\$1,234.42	
Connected <b>7/8/2012</b>							
<b>VARY</b>							

Date of Last Upgrade: 1/15/2008

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Lin-Wood Public HS</b>							
<b>Library</b>							
Konica Minolta di5510 55 CPM	428,111	485,457	57,346	100,827	-43,481	\$0.005170	<b>8 years from Intro.</b>
31007264 /						\$296.48	
3,000,000 / <b>03/2004</b>	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>KMBS</b>							
Xerox 8560DN 30 CPM Black & Color	91,256	118,068	26,812	0	26,812	\$0.005170	<b>Service Warr Exp'd</b>
FBT073265 /	\$138.62						
750,000 / 02/2007	72,506	86,225	13,719	0	13,719	\$0.09050	
Color Network Printer						\$1,241.57	
Connected <b>7/8/2012</b>							
<b>VARY</b>							

Date of Last Upgrade: 1/15/2008

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Lin-Wood Public HS</b>											
<b>Main Office</b>											
Konica Minolta BH420 42 CPM	42GE13343 /	1,000,000 / 03/2006	Black Photocopier	Connected	155,826	190,490	34,664	48,523	-13,859	\$0.005170	None at this time.
										\$179.21	
					0	0	0	0	0	\$0.00000	
										\$0.00	
<b>KMBS</b>											
Xerox 8560MFP 30 CPM Black & Color	CXF333297 /	750,000 / 02/2007	Color Photocopier	Connected 3/6/2013	10,536	13,044	2,508	0	2,508	\$0.005170	None at this time.
										\$12.97	
					20,631	24,547	3,916	0	3,916	\$0.09050	
										\$354.40	
<b>VARY</b>											
<b>Math Wing Hall Room 112</b>											
Xerox 8560DN 30 CPM Black & Color	FBT073266 /	750,000 / 02/2007	Color Network Printer	Connected 7/8/2012	135,813	161,321	25,508	0	25,508	\$0.005170	Service Warr Exp'd
					\$131.88						
					83,162	105,953	22,791	0	22,791	\$0.09050	
										\$2,062.59	
<b>VARY</b>											

Date of Last Upgrade: 1/15/2008

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Lin-Wood Public HS</b>							
<b>Teachers' Room</b>							
Konica Minolta BH600 60 CPM	817,987	1,087,751	269,764	304,851	-35,087	\$0.005170	<b>None at this time.</b>
57BE31191 / 8802 6093						\$1,394.68	
3,000,000 / 08/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>KMBS</b>							
Xerox 8560MFP 30 CPM Black & Color	54,497	66,385	11,888	24,626	-12,738	\$0.005170	<b>None at this time.</b>
CXF332872 /						\$61.46	
750,000 / 02/2007	17,970	30,209	12,239	2,614	9,625	\$0.09050	
Color Photocopier						\$1,107.63	
Connected 3/6/2013							
<b>VARY</b>							
	<b>Subtotals B&amp;W</b>		<b>498,058</b>	<b>545,956</b>		<b>\$2,574.96</b>	
	<b>Subtotals Color</b>		<b>72,213</b>	<b>2,614</b>		<b>\$6,535.28</b>	

**Lin-Wood Public MS**

## Computer Lab

Xerox 8550DP 30 CPM Black & Color  
WYP340010 /

750,000 / 06/2005

Color Network Printer

Connected **12/1/2011**

**VARY**

**Subtotals B&W**

**13,324**

0

**\$68.89**

### Subtotals Color

**5,793**

0

**\$524.27**

Date of Last Upgrade: 1/15/2008

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2011</i>	<i>6/30/2012</i>	<i>2011/12</i>	<i>2012/13</i>	<i>Volume</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Projected</i>	<i>Difference</i>	<i>Annual Cost</i>	
<b>SAU #68</b>							
<b>Main Office</b>							
Konica Minolta BH500 50 CPM	434,946	527,058	92,112	130,477	-38,365	\$0.005170	None at this time.
50GE09246 /						\$476.22	
1,000,000 / 03/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>KMBS</b>							
Xerox 8560DN 30 CPM Black & Color	16,581	21,397	4,816	0	4,816	\$0.005170	Service Warr Exp'd
FBT073263 /						\$24.90	
750,000 / 02/2007	22,277	28,737	6,460	0	6,460	\$0.09050	
Color Network Printer						\$584.63	
Connected <b>7/8/2012</b>							
<b>VARY</b>							
	<b>Subtotals B&amp;W</b>		<b>96,928</b>	<b>130,477</b>		<b>\$501.12</b>	
	<b>Subtotals Color</b>		<b>6,460</b>	<b>0</b>		<b>\$584.63</b>	
<b>District Wide Black Totals</b>			<b>932,699</b>	<b>1,279,601</b>		<b>\$4,822.05</b>	
<b>District Wide Color Totals</b>			<b>129,128</b>	<b>44,884</b>		<b>\$11,686.08</b>	

## *SPC Service & Supply Cost Savings*

This table compares your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client with your projected cost per copy through SPC presently. Annual Volume represents actual projected volume when you first became an SPC client on 12/15/2004. If all things remained the same, this table demonstrates your average annual and five-year savings.

<i>Annual Volume</i>	<i>Before SPC CPC</i>	<i>After SPC CPC</i>	<i>SPC's CPC Savings</i>	<i>SPC's Annual Cost Savings</i>	<i>SPC's 5-year Cost Savings</i>
<b>942,772</b>	<b>\$0.01184</b>	<b>\$0.00529</b>	<b>\$0.00655</b>	<b>\$6,175.16</b>	<b>\$30,875.80</b>



### *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 Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Equipment Cost	Total Cost
Lin-Wood Public Elem	324,389	\$1,716.02	\$1,609.62	\$0.00	\$3,325.64
Lin-Wood Public HS	498,058	\$2,634.73	\$2,471.36	\$0.00	\$5,106.09
Lin-Wood Public MS	13,324	\$70.48	\$66.11	\$0.00	\$136.59
SAU #68	96,928	\$512.75	\$480.96	\$0.00	\$993.71
<b><i>Totals</i></b>	<b>932,699</b>	<b>\$4,933.98</b>	<b>\$4,628.05</b>	<b>\$0.00</b>	<b>\$9,562.03</b>

## *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. Vendor typically invoices 80% of projected costs annually in advance. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Total Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Konica-Minolta	Black Photocopier	788,266	\$0.00517	\$4,075.34	\$0.00529	\$4,169.93
Vary Technologies	Color Photocopier	40,264	\$0.00517	\$208.16	\$0.00529	\$213.00
Vary Technologies	Color Network Printer	104,169	\$0.00517	\$538.55	\$0.00529	\$551.05
<b><i>Totals and Averages</i></b>		<b><i>932,699</i></b>	<b><i>\$0.00517</i></b>	<b><i>\$4,822.05</i></b>	<b><i>\$0.00529</i></b>	<b><i>\$4,933.98</i></b>

### *Projected Equipment Costs by Building - Color*

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Approximate current paper costs are figured in to provide budget information for the upcoming fiscal year. Equipment cost is not calculated with color usage.

<b>Building Name</b>	<b>Projected Volume</b>	<b>Service &amp; Supply Cost</b>	<b>Paper Cost \$24.81/Case</b>	<b>Total Cost</b>
Lin-Wood Public Elem	44,662	\$4,134.81	\$221.61	\$4,356.42
Lin-Wood Public HS	72,213	\$6,685.48	\$358.32	\$7,043.80
Lin-Wood Public MS	5,793	\$536.32	\$28.74	\$565.06
SAU #68	6,460	\$598.07	\$32.05	\$630.12
<b><i>Totals</i></b>	<b><i>129,128</i></b>	<b><i>\$11,954.67</i></b>	<b><i>\$640.73</i></b>	<b><i>\$12,595.40</i></b>

## *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. Color copies are typically billed in arrears quarterly or semi-annually. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Actual Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
Vary Technologies	Color Photocopier	60,378	\$0.09050	\$5,464.21	\$0.09258	\$5,589.80
Vary Technologies	Color Network Printer	68,750	\$0.09050	\$6,221.88	\$0.09258	\$6,364.88
<b><i>Totals and Averages</i></b>		<b>129,128</b>	<b>\$0.09050</b>	<b>\$11,686.08</b>	<b>\$0.09258</b>	<b>\$11,954.67</b>

## Reprographic Equipment Assessment

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

Total # of Units	17
# of Units on Lease	5
# of Units Owned	12
Lease Company	Northway Bank
Lease Start Date	1/15/2008
Lease End Date	8/1/2012
Term	5 Annual
Annual Payment usually due on 8/1	\$0.00
Remaining Payments	0

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

## *Leased Equipment*

Equipment currently held as collateral under SPC-monitored or private lease.

<b>Building</b>	<b>Make</b>	<b>Model</b>	<b>Serial #</b>
Lin-Wood Public Elem	Konica Minolta	BH500	50GE11930
Lin-Wood Public Elem	Konica Minolta	BH600	57BE31185
Lin-Wood Public HS	Konica Minolta	BH600	57BE31191
Lin-Wood Public HS	Konica Minolta	BH420	42GE13343
Lin-Wood Public HS	Konica Minolta	Di5510	56TE07561

## Owned Equipment

Equipment currently owned by client.

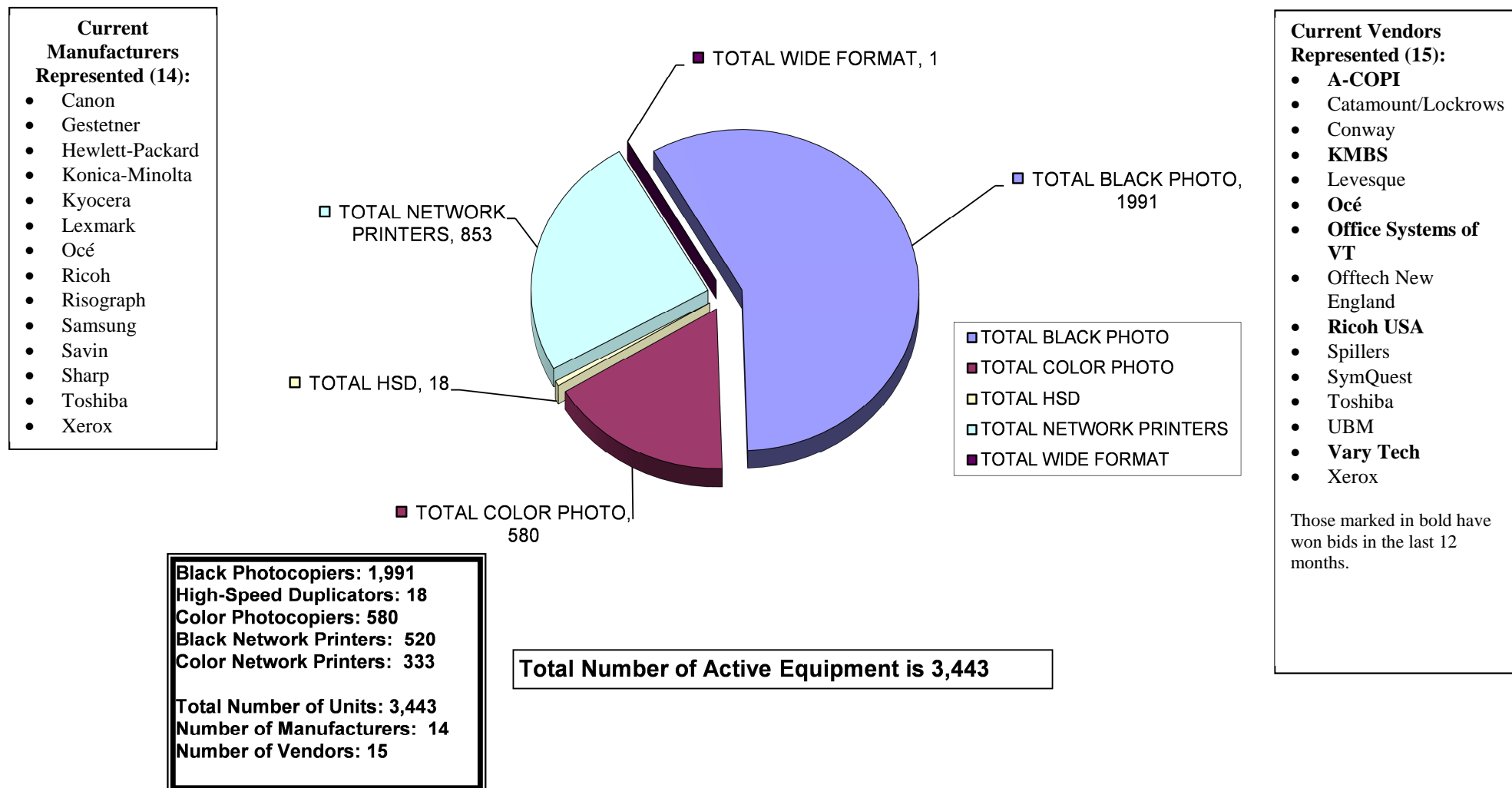
Building	Make	Model	Serial #
Lin-Wood Public Elem	Xerox	8560MFP	CXF300727
Lin-Wood Public Elem	Xerox	8560DN	FBT280738
Lin-Wood Public HS	Konica Minolta	Di5510	31007264
Lin-Wood Public HS	Xerox	8560MFP	CXF333297
Lin-Wood Public HS	Xerox	8560MFP	CXF332872
Lin-Wood Public HS	Xerox	8560DN	FBT073265
Lin-Wood Public HS	Xerox	8560DN	FBT073266
Lin-Wood Public HS	Xerox	8560DN	FBT073264
Lin-Wood Public HS	Xerox	8560MFP	CXF332565
Lin-Wood Public MS	Xerox	8550DP	WYP340010
SAU #68	Konica Minolta	BH500	50GE09246
SAU #68	Xerox	8560DN	FBT073263

*NOTE: With your next upgrade, your current Leased Equipment would be listed as Owned, and any new equipment would be listed as Leased. Your current Owned Equipment would be traded out.*

## Active Reprographic Equipment & Manufacturers

SPC currently maintains 3,4 high-end production reprographic units across the tri-state region. They are currently running over 301 million annual prints (black and color), culminating into over 1.5 billion prints over five years!

### SPC Total Active Equipment





## *Improved SPC Services*

### **Print Management Software (MagicSoft) with its Benefits**

In 2007 we initiated what is called **Print Management Software**. It was designed to capture meter reads and order supplies electronically on most, if not all, of your networked printing devices automatically. This software offers the following benefits:

#### *Collect meter reads daily. Benefits...*

- IT staff can isolate problem volume locations
- Monitor over-use or under-use locations and make the adjustments sooner
- Know when to shift from expensive laser and inkjet printers to low-cost-of-operation reprographic units
- Project cost on both black and color prints before the invoice arrives

#### *Automatic ordering of consumable items. Benefits...*

- Eliminate the need of valuable time spent ordering supplies manually

#### *Automatic service alert sent to service provider. Benefit...*

- E-mail sent out to both IT staff and service provider. Provider will then call to verify service need with IT staff to qualify the issue and send out a technician.

#### *Cost per print plan for networking printing devices such as HP and Lexmark network printers. Benefits...*

- Instead of individual expensive purchase of supply items, a cost-per-print quarterly in arrears at about half what you are currently paying will be offered.

## Announcing : STAR Doc!

SPC would like to introduce an exciting new tool:



**STAR Doc** has been custom developed and designed by SPC to assist their clients in efficiently and effectively managing all their assets. The detailed floor maps feature for all of our clients' devices is unique and invaluable. The floor maps will provide online, real-time information on each device daily, including meter reads. SPC realizes how important it is for their clients to be aligned with their budget. In response to that need, **STAR Doc** has the ability to project your budget and determine if you are on target or falling behind. This valuable feature provides our clients the access to information needed to make important budget decisions before the end of the year. Additionally, **STAR Doc** will store all your documents, which will include your most recent Upgrade Report, Annual Report, Compare Report, and Total Bid Analysis. At SPC we strive to improve our services and optimize our clients' resources; we are proud to be able to offer our clients all the benefits of the **STAR Doc** system.

Anticipated released date: September 2012

## SPC's Service & Supply Contract – Purpose & Sample

In an effort to serve our clients better, at our own expense, SPC hired Bond Counsel to set up your Service & Supply Contract to ensure accuracy and protection to our Clients. Integrated into and tailored to mirror the Lease-Purchase Agreement, this contract protects equipment held as collateral under the Lease-Purchase Agreement or for equipment already owned and purchased outright. Please note that it provides you with the option to upgrade your service contract with a 30-day termination notice. This provides you tremendous flexibility.

### CONTRACT SAMPLE:

## SERVICE AND SUPPLY CONTRACT (LEASED EQUIPMENT)

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the "Equipment") to a Master Lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the "Lessor") and Client, as lessee (the "Lessee"), dated beginning date, (the "Lease-Purchase") hereby contracts with Lessee for the term of the Lease-Purchase (terminating on ending date) to provide comprehensive services, supplies, and maintenance to such Equipment, excluding only the cost of paper, transparencies, and staples, at a cost per copy per item of Equipment as shown on Schedule A attached hereto. In addition, for high-speed duplicators, Vendor may charge the cost shown on Schedule A attached hereto for masters used when the number of copies made by use of such masters is, on an annual average, fewer than 100. Vendor shall provide a four-hour response time to all service calls.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor, at its option, may increase such costs per copy under this Service and Supply Contract (the "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.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor shall credit to Lessee any cost of this Contract prepaid by Lessee and unused by Lessee because fewer copies were made by Lessee during the Contract period ending on such July 1 than were originally estimated under this Contract to be made by Lessee during such period. *If the Lease-Purchase is terminated prior to the end of its term, Vendor shall prorate and return to Lessee, within 30 days of such termination, any cost of this Contract prepaid by Lessee and unused by Lessee because of such early termination of the Lease-Purchase.*

Vendor: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_  
 By (signature): \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Title: \_\_\_\_\_

Lessee: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_  
 By (signature): \_\_\_\_\_  
 Name: \_\_\_\_\_  
 Title: \_\_\_\_\_

## *SPC's Dual-Layered Warranty – Purpose & Explanation*

Reprographic equipment is expensive and does not hold its value. Therefore, it is crucial for you and the banking industry holding the collateral to secure this asset.

Our unique Dual-Layered Warranty guarantees a like-for-like no-charge replacement unit in the event of equipment not performing satisfactorily.

1. **Servicing Vendor;** implemented in 1988
2. **ESP Electrical;** implemented in 2007, all photocopiers with such units will be warranted from electrical damage by ESP.

**ESPs** (Electronic Surge Protectors) with our most recent upgrades are being installed by SPC on 40 CPM units and faster in order to cut down on approximately 30% of all service calls. These units will not only protect from electrical surges but will also filter out electronic noise that creates havoc with boards and the operation of your equipment.

## WARRANTY SAMPLE:

## WARRANTY (LEASED EQUIPMENT)

The Vendor identified below of the equipment described on Schedule A(P) attached hereto (the "Equipment") sold by Vendor to \_\_\_\_\_ (the "Owner") hereby warrants to Owner that, if any such Equipment malfunctions through no fault of Owner during a term commencing on \_\_\_\_\_ and terminating on \_\_\_\_\_ and such Equipment cannot be repaired promptly, Vendor promptly 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 Owner.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the life expectancy of such item of Equipment in number of copies, as shown on Schedule A(P) 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 A(P) attached hereto.

<b>Vendor:</b>	_____
<b>Street Address:</b>	_____
<b>City/State/Zip:</b>	_____
<b>By (signature):</b>	_____
<b>Name:</b>	_____
<b>Title:</b>	_____