



***Specialized Purchasing Consultants***

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[www.spccopypro.com](http://www.spccopypro.com)

# **2013-14 Annual Report**

## **Year - End Photocopier Analysis**

**With projected costs for 2014-15**

Debbie O'Connor  
NHSAU 68 - Lin-Wood Public

PO Box 846  
Lincoln, NH 03251



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

September 2014

Skip Tilton  
President

Corporate Office:  
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Debbie O'Connor  
NHSAU 68 - Lin-Wood Public Schools  
PO Box 846  
Lincoln, NH 03251

Dear Debbie:

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

Our staff at SPC would like to extend their gratitude for allowing us to provide beneficial services to you and your organization for the past *10 years*. Over the last two years, SPC has made major improvements to your services without increasing our cost to you. We hope you have experienced and enjoyed the benefits.

Since our inception in 1988, we have always strived to maximize your savings while improving productivity and reliability. As a major part of our services, **SPC STAR Doc.** \* which was designed to predict both your year-end cost as well as set up your next year's budget as soon as January 1st, is fully functional. New features include...

- Mapped devices show a before and after Upgrade floor plan
- Devices not reporting are now factored into your budget so that you have a more accurate forecast
- Non-contracted devices are now flagged with potential cost savings

\*Feel free to ask for a more detailed explanation

New to this year's Annual Report is a section for warranty replacements and equipment complaints that have taken place during the previous year. This will flag problem locations that may or may not need to be eventually upgraded. As always, the overview of your equipment usage and status for the past fiscal year is included. Recommendations are provided to address potential problem areas to avoid needless down time and improve equipment reliability for years to come.

Thank you again for allowing SPC the opportunity to be of service. We look forward to our personal presentation of this year's annual report.

Sincerely,

Skip Tilton  
President

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## *The SPC Team...*

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



*Skip Tilton, President*

*Billie Jo Tilton, Vice President*

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 87 clients (3,800+ machines with 1.6 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



*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 STAR Doc 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.



*Sue Penney*

*Administration & Finance Manager*

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

*Alex Webster*

*Director of Customer Relations*

It is a great pleasure for me to join the SPC team. One of my responsibilities involves creating detailed maps of your copiers and 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 experience and my strong attention to detail to ensure our clients' needs are well served. It is my goal to work accurately and efficiently and to uphold the high standards of customer satisfaction that SPC has provided to their customers. I look forward to establishing a strong working relationship with each and every one of you.



**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.

**Joel Heffernan**

*Field Representative – Client Relations*

As Field Representative for SPC, I reach out to the customer to offer help as needed in and during the installation of equipment change over and in assisting in each event. Also, I bring to this company over forty years in the Copier/Printer industry. It is my goal to assure our clients a pleasant experience in using SPC's services.



**Charles Baca**

*Operational Support*

I feel privileged to join SPC and honored that I am able to work with such an amazing team. I'm here to help make sure that the SPC headquarters runs as smoothly as possible. That includes technical issues and networking matters. I also make sure that all of our clients' data are up to date and as accurate as possible. I love working at SPC because it's a challenging work environment committed to their clients.

# Equipment Health Status

<b>Total Number of Machines:</b>	<b>13</b>
<b>Total Black Photocopiers</b>	<b>2</b>
<b>Total Color Photocopiers (including MFP)</b>	<b>6</b>
<b>Total Black Network Printers</b>	<b>0</b>
<b>Total Color Network Printers</b>	<b>5</b>
<b>Total Removed from Service:</b>	<b>0</b>
<b># of Units OFF Warranty:</b>	<b>0</b>
<b># of Units Approaching End of Warranty:</b>	<b>0</b>
<b># of Units Overused:</b>	<b>0</b>
<b># of Units Underused:</b>	<b>0</b>
<b># of Units Connected to Network with Print and/or Scan</b>	<b>13</b>
<b>Commencement Date:</b>	<b>9/1/2012</b>
<b># of Annual Payments Left on Lease</b>	<b>3</b>
<b>All Warranties and Service Contracts Expire:</b>	<b>8/1/2017</b>
<b>SPC's FM Audit Print Management Software Loaded</b>	<b>Yes</b>
<b>Printer Contract Signed</b>	<b>No</b>

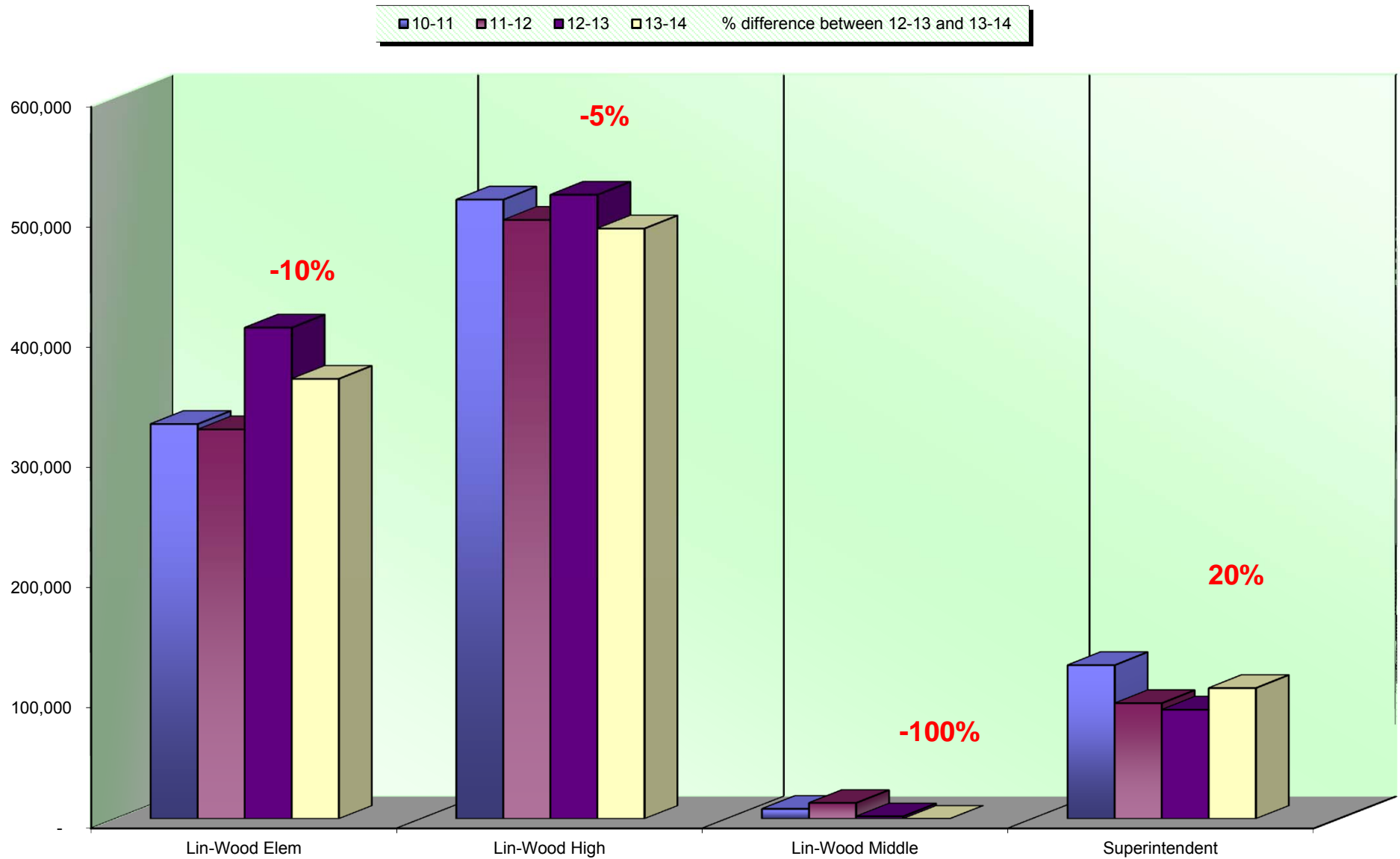
NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

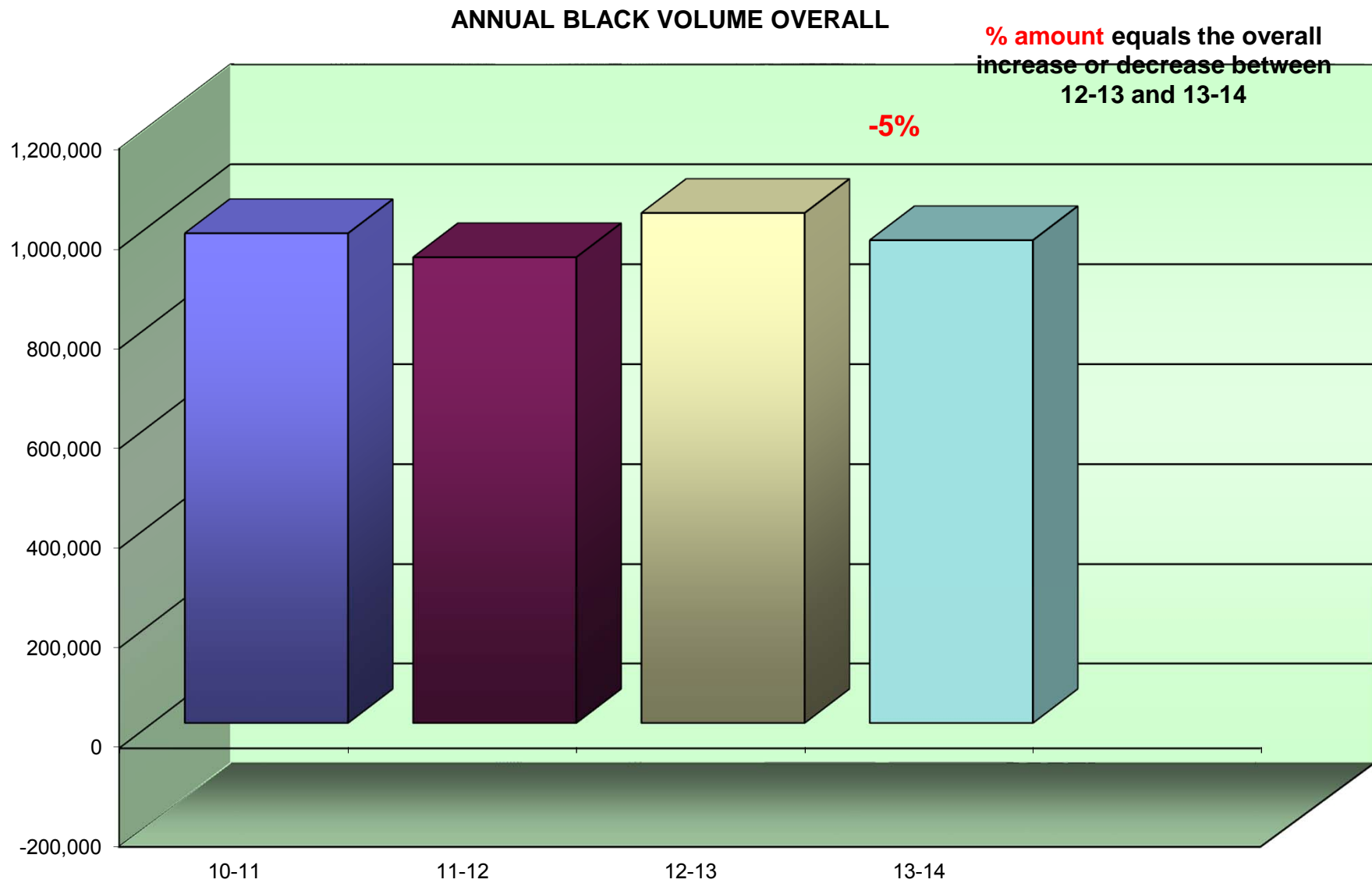
Dear Debbie,

The only real concern I see is that your color volume as shot up again. It is substantially higher than the industry average. Are your devices set up to default to black?

Skip

## 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 & Middle	226	366,337	\$8,967.99	1,621	\$39.68
Lin-Wood Public High School	112	490,945	\$12,102.10	4,383	\$108.05
SAU #68	0	109,457	\$2,725.69	0	\$0.00
<b><i>Totals</i></b>	<b>338</b>	<b>966,739</b>	<b>\$23,795.79</b>	<b>2,860</b>	<b>\$70.40</b>

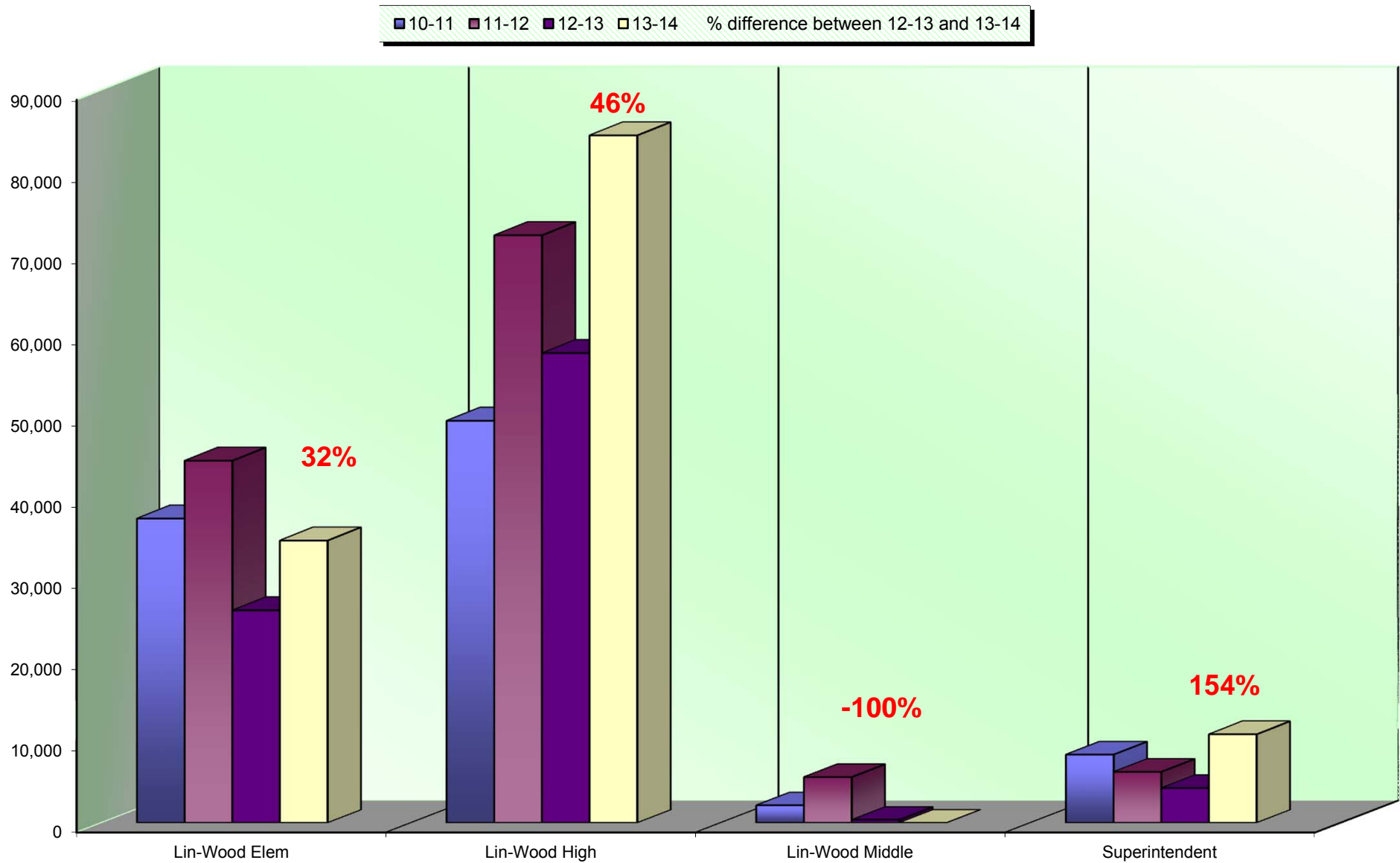
## *Cost Comparison Black Only*

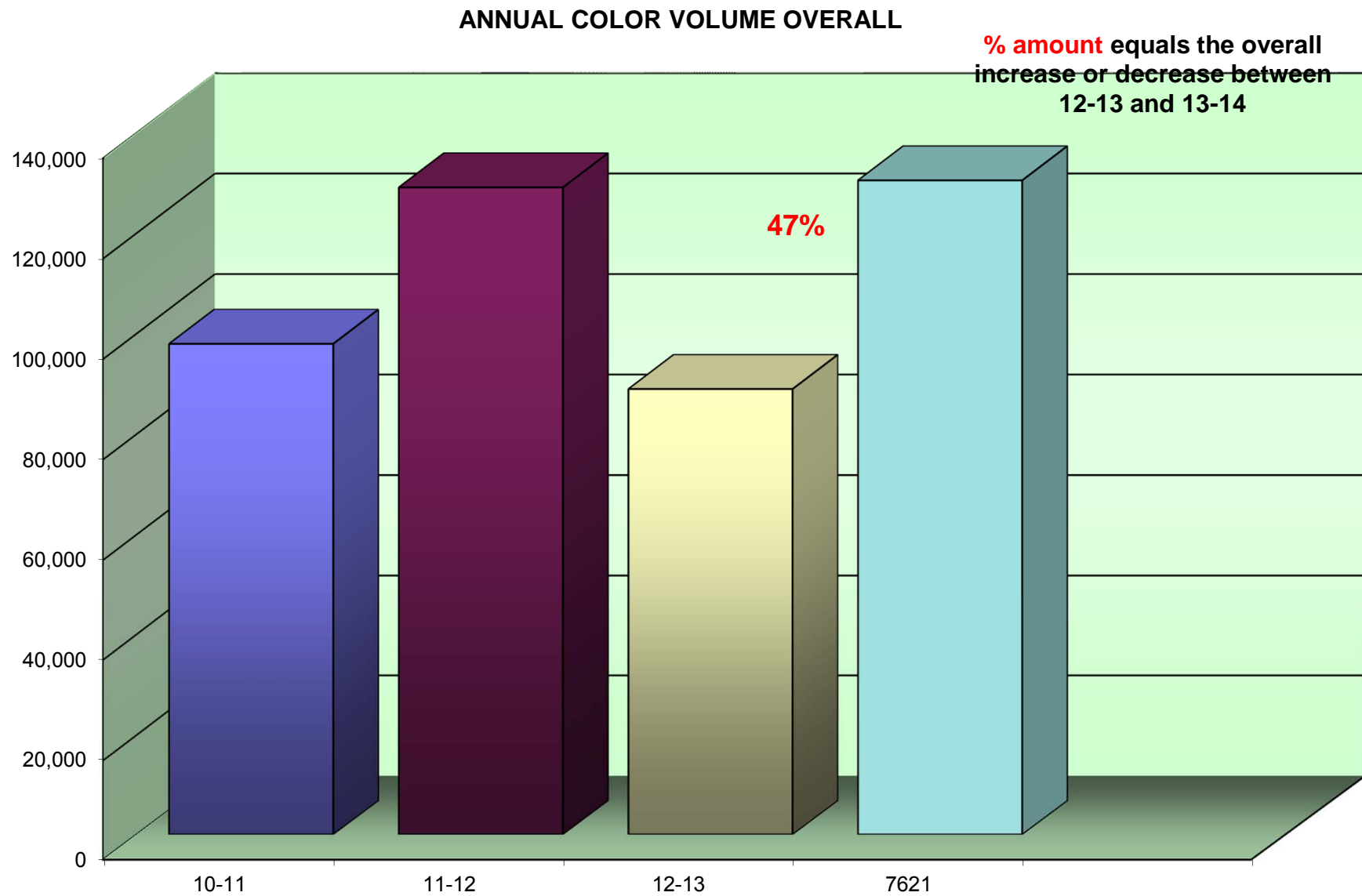
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
<b>All Schools w/student populations</b>	<b>114,558</b>	<b>228,223,654</b>	<b>\$5,292,743.97</b>	<b>2,516</b>	<b>\$46.20</b>

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

## ANNUAL COLOR VOLUME BY BUILDING





## 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 & Middle	226	34,910	\$1,688.74	154	\$7.47
Lin-Wood Public High School	112	84,417	\$4,008.05	754	\$35.79
SAU #68	0	11,209	\$514.57	0	\$0.00
<b><i>Totals</i></b>	<b>338</b>	<b>130,536</b>	<b>\$6,211.36</b>	<b>386</b>	<b>\$18.38</b>

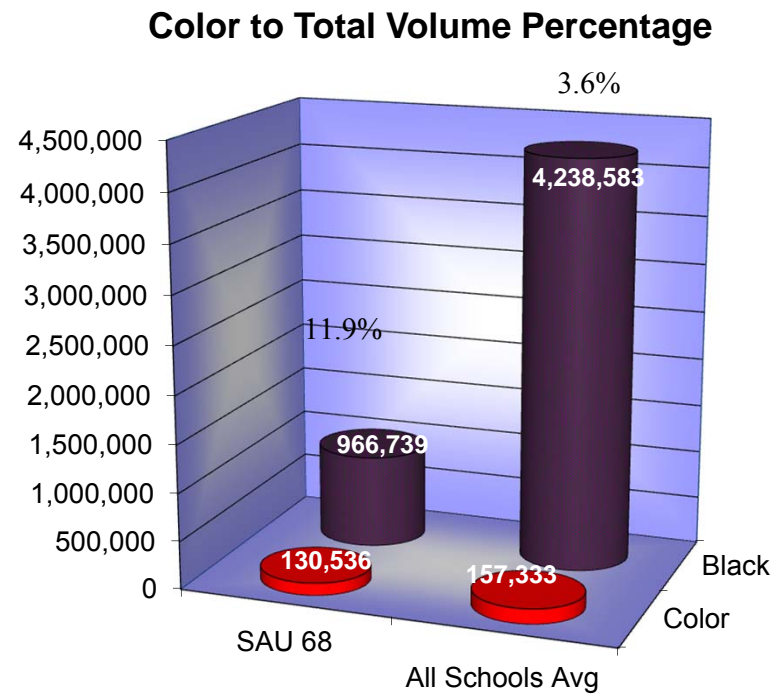
Your color printing is very high compared to the industry average.

### *Cost Comparison – Color Only*

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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
<b>All Schools w/student populations</b>	<b>114,558</b>	<b>10,541,331</b>	<b>\$617,517.66</b>	<b>92</b>	<b>\$5.39</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

Make-Model / Speed				Date of Last Upgrade: 9/1/2012		
Serial Number / Vendor ID						
Life / Intro Date			2013-14			
Connectivity / Printer Exp Date		7/1/2013	6/30/2014	Annual	Cost/Copy	Recommendations
Vendor		Meter	Meter	Volume	Annual Cost	
Lin-Wood Public Elementary School						
Computer Lab Room 204						
Konica Minolta MC7450II GrafX / 24 PPM	19,170	48,023	28,853	\$0.004900	None at this time.	
A0VD012002253 / 8802 6437				\$141.38		
500,000 / 01/2009	9,495	28,517	19,022	\$0.04995		
Color Network Printer				\$950.15		
Connected / 6/1/2018						
KMBS						
Main Office						
Sharp MX-5110N / 51 PPM	50,023	141,312	91,289	\$0.004500	None at this time.	
25057388 / PL7000				\$410.80		
3,000,000 / 08/2011	4,436	20,324	15,888	\$0.04440		
Color Photocopier				\$705.43		
Connected / 6/1/2018						
UBM						



Date of Last Upgrade: 9/1/2012

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 9/1/2012</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2013</i>	<i>6/30/2014</i>	<i>2013-14</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Annual Cost</i>	
<b>Lin-Wood Public Elementary School</b>					
<b><i>Teachers' Room Hall</i></b>					
Konica Minolta BH751 / 75 PPM	154,650	400,845	246,195	\$0.003900	None at this time.
A0PN011008070 / 9345 1471				\$960.16	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected / 6/1/2018					
<b>KMBS</b>					
<b><i>Subtotals BW</i></b>			<b>366,337</b>	<b>\$1,512.34</b>	
<b><i>Subtotals Color</i></b>			<b>34,910</b>	<b>\$1,655.58</b>	

<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>Date of Last Upgrade: 9/1/2012</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
<b>Lin-Wood Public High School</b>						
<b>Computer Lab Room 18</b>						
Konica Minolta MC7450II Grafx / 24 PPM	9,118	17,327	8,209	\$0.004900	None at this time.	
A0VD012002281 / 8802 6435				\$40.22		
500,000 / 01/2009	1,576	2,695	1,119	\$0.04995		
Color Network Printer				\$55.89		
Connected / 6/1/2018						
<b>KMBS</b>						
<b>Guidance Office</b>						
Sharp MX-4110N / 41 PPM	10,734	50,214	39,480	\$0.004500	None at this time.	
25053018 / PL7001				\$177.66		
1,000,000 / 08/2011	2,563	17,443	14,880	\$0.04440		
Color Photocopier				\$660.67		
Connected / 6/1/2018						
<b>UBM</b>						
<b>Humanities Wing Hall Room 30</b>						
Konica Minolta MC7450II Grafx / 24 PPM	21,663	65,625	43,962	\$0.004900	None at this time.	
A0VD012002167 / 8802 6434				\$215.41		
500,000 / 01/2009	3,976	12,898	8,922	\$0.04995		
Color Network Printer				\$445.65		
Connected / 6/1/2018						
<b>KMBS</b>						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 9/1/2012</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Lin-Wood Public High School</b>					
<b>Library</b>					
Sharp MX-4110N / 41 PPM	46,929	139,738	92,809	\$0.004500	None at this time.
25053478 / PL7002				\$417.64	
1,000,000 / 08/2011	5,903	32,002	26,099	\$0.04440	
Color Photocopier				\$1,158.80	
Connected / 6/1/2018					
<b>UBM</b>					
<b>Main Office</b>					
Sharp MX-4110N / 41 PPM	10,734	36,779	26,045	\$0.004500	None at this time.
25053518 / PL7003				\$117.20	
1,000,000 / 08/2011	3,051	13,838	10,787	\$0.04440	
Color Photocopier				\$478.94	
Connected / 6/1/2018					
<b>UBM</b>					
<b>Math Wing Hall Room 112</b>					
Konica Minolta MC7450II Grafx / 24 PPM	25,294	72,311	47,017	\$0.004900	None at this time.
A0VD012002288 / 8802 6436				\$230.38	
500,000 / 01/2009	4,992	13,662	8,670	\$0.04995	
Color Network Printer				\$433.07	
Connected / 6/1/2018					
<b>KMBS</b>					

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 9/1/2012</i>	
<i>Serial Number / Vendor ID</i>						
<i>Life / Intro Date</i>						
<i>Connectivity / Printer Exp Date</i>						
<i>Vendor</i>	<i>7/1/2013</i>	<i>6/30/2014</i>	<i>2013-14</i>	<i>Cost/Copy</i>	<i>Recommendations</i>	
	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Annual Cost</i>		
			<i>Volume</i>			
<b>Lin-Wood Public High School</b>						
<b>Teachers' Room</b>						
Konica Minolta BH751 / 75 PPM	138,547	347,184	208,637	\$0.003900	None at this time.	
A0PN011010705 / 9344 9719				\$813.68		
4,000,000 / 12/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected / 6/1/2018						
<b>KMBS</b>						
Konica Minolta BHc35 / 31 PPM	8,203	32,989	24,786	\$0.003900	None at this time.	
A121011021395 / 9344 9721				\$96.67		
750,000 / 07/2010	7,317	21,257	13,940	\$0.04995		
Color Photocopier				\$696.30		
Connected / 6/1/2018						
<b>KMBS</b>						
<b>Subtotals BW</b>			<b>490,945</b>	<b>\$2,108.87</b>		
<b>Subtotals Color</b>			<b>84,417</b>	<b>\$3,929.33</b>		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor				2013-14 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 9/1/2012 Recommendations
7/1/2013 Meter	6/30/2014 Meter					
SAU #68						
Main Office						
Konica Minolta MC7450II GrafX / 24 PPM A0VD012002301 / 8802 6438 500,000 / 01/2009 Color Network Printer Connected / 6/1/2018	2,729  235	14,507  1,457	11,778  1,222	\$0.004900 \$57.71 \$0.04995 \$61.04		None at this time.
KMBS						
Sharp MX-5110N / 51 PPM 25057438 / PL7004 3,000,000 / 08/2011 Color Photocopier Connected / 6/1/2018	46,271  2,873	143,950  12,860	97,679  9,987	\$0.004500 \$439.56 \$0.04440 \$443.42		None at this time.
UBM						
Subtotals BW		109,457		\$497.27		
Subtotals Color		11,209		\$504.46		

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<i>District Wide Black Totals</i>	966,739	\$4,118.48
<i>District Wide Color Totals</i>	130,536	\$6,089.37

## SPC Service & Supply Cost Savings

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 12/15/2004 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2013-14 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
966,739	\$0.01184	\$11,446.19

### CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
966,739	\$0.00435	\$4,205.31	\$7,240.88	\$36,204.38

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$7,240.88 x 10 years as a Client  
= \$72,408.: 2 Cost Savings!*

## *Projected Equipment Costs by Building - Black*

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Lin-Wood Public Elementary School	366,337	\$1,543.14	\$1,817.76	\$5,607.09	\$8,967.99
Lin-Wood Public High School	490,945	\$2,151.72	\$2,436.07	\$7,514.32	\$12,102.10
SAU #68	109,457	\$507.24	\$543.13	\$1,675.33	\$2,725.69
<b>Total</b>	<b>966,739</b>	<b>\$4,202.09</b>	<b>\$4,796.96</b>	<b>\$14,796.74</b>	<b>\$23,795.79</b>

### SPC Equipment Bids:

Presently our Bids are coming in at 14.5% to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Xerox 5890PT RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print-Fax 90 Copies per Minute are coming in at \$6,333 with a Retail Cost of \$43,495....14.5% of Retail!



## *Projected Equipment Costs by Building - Color*

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

Building	Projected Color Volume	Service & Supply Cost
Lin-Wood Public Elementary School	34,910	\$1,688.74
Lin-Wood Public High School	84,417	\$4,008.05
SAU #68	11,209	\$514.57
<b><i>Total</i></b>	<b>130,536</b>	<b>\$6,211.36</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. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.2%.**

Vendor	Equipment Type	Annual Volume	2013-2014 Cost / Copy	Total Cost	2014-2015 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Black Photocopier	454,832	\$0.00390	\$1,773.84	\$0.00398	\$1,810.23
Konica-Minolta Business Solutions	Color Network Printer	139,819	\$0.00490	\$685.11	\$0.00500	\$699.10
Konica-Minolta Business Solutions	Color Photocopier	24,786	\$0.00390	\$96.67	\$0.00398	\$98.65
United Business Machines	Color Photocopier	347,302	\$0.00450	\$1,562.86	\$0.00459	\$1,594.12
<b>Total</b>		<b>966,739</b>	<b>\$0.00426</b>	<b>\$4,118.48</b>	<b>\$0.00435</b>	<b>\$4,202.09</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. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.2%.**

Vendor	Equipment Type	Annual Volume	2013-2014 Cost / Copy	Total Cost	2014-2015 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Color Network Printer	38,955	\$0.04995	\$1,945.80	\$0.05095	\$1,984.76
Konica-Minolta Business Solutions	Color Photocopier	13,940	\$0.04995	\$696.30	\$0.05095	\$710.24
United Business Machines	Color Photocopier	77,641	\$0.04440	\$3,447.26	\$0.04529	\$3,516.36
<b>Total</b>		<b>130,536</b>	<b>\$0.04665</b>	<b>\$6,089.37</b>	<b>\$0.04758</b>	<b>\$6,211.36</b>

## *Reprographic Equipment Assessment*

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

<b>Total Number of Units</b>	<b>13</b>
<b>Total Number of Units on Lease</b>	<b>13</b>
<b>Total Number of Units Owned</b>	<b>0</b>
<b>Lease Company</b>	<b>Northway Bank</b>
<b>Lease Start Date</b>	<b>9/1/2012</b>
<b>Lease End Date</b>	<b>8/1/2017</b>
<b>Term</b>	<b>5 years</b>
<b>Annual Payment usually due on 8/1</b>	<b>\$14,796.74</b>
<b>Remaining Payments</b>	<b>3</b>

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

*Leased Equipment*

Building	Make	Model	Serial Number
Lin-Wood Public Elementary School	Konica Minolta	BH751	A0PN011008070
Lin-Wood Public Elementary School	Sharp	MX-5110N	25057388
Lin-Wood Public Elementary School	Konica Minolta	MC7450II GrafX	A0VD012002253
Lin-Wood Public High School	Konica Minolta	MC7450II GrafX	A0VD012002281
Lin-Wood Public High School	Konica Minolta	BH751	A0PN011010705
Lin-Wood Public High School	Konica Minolta	BHc35	A121011021395
Lin-Wood Public High School	Konica Minolta	MC7450II GrafX	A0VD012002288
Lin-Wood Public High School	Sharp	MX-4110N	25053518
Lin-Wood Public High School	Sharp	MX-4110N	25053478
Lin-Wood Public High School	Konica Minolta	MC7450II GrafX	A0VD012002167
Lin-Wood Public High School	Sharp	MX-4110N	25053018
SAU #68	Sharp	MX-5110N	25057438
SAU #68	Konica Minolta	MC7450II GrafX	A0VD012002301

## *StarDoc User Names*

Name	User Name
Debbie O'Connor	doconnor
Kyle Luce	kluce

\*If you need to verify your password or if you need to add users, please contact Alex Webster at [awebster@spccopypro.com](mailto:awebster@spccopypro.com)

## : **SERVICE AND SUPPLY CONTRACT**

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 NHSAU 68 - Lin-Wood Public Schools, as lessee (the "Lessee"), commencing on September 1, 2012, (the "Lease-Purchase") hereby contracts with Lessee for the term of the Lease-Purchase (terminating on June 30, 2017) 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.

### *Client Acknowledgement of Vendor Commitment*

<b>Vendor:</b> _____	<b>Lessee:</b> <u>NHSAU 68 - Lin-Wood Public Schools</u>
<b>Street Address:</b> _____	<b>Street Address:</b> <u>PO Box 846</u>
<b>City/State/Zip:</b> _____	<b>City/State/Zip:</b> <u>Lincoln, NH 03251</u>
<b>By (signature):</b> _____	<b>By (signature):</b> _____
<b>Name:</b> _____	<b>Name:</b> _____
<b>Title:</b> _____	<b>Title:</b> _____

## *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**

## **(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 NHSAU 68 - Lin-Wood Public Schools, as lessee (the "Lessee"), commencing on September 1, 2012, (the "Lease-Purchase") hereby warrants to Lessee that, if any such Equipment malfunctions through no fault of Lessee during the term of the Lease-Purchase (terminating on June 30, 2017) 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 Lessee.

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.

**Vendor:** \_\_\_\_\_

**Street Address:** \_\_\_\_\_

**City/State/Zip:** \_\_\_\_\_

**By (signature):** \_\_\_\_\_

**Name:** \_\_\_\_\_

**Title:** \_\_\_\_\_