·SPC·

Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

www.spccopypro.com

2017-2018 Annual Report

Year - End Photocopier Analysis

With projected costs for 2018-19

Beth Baker
NHSAU 87 - Mascenic Regional
16 School Street
Greenville, NH 03048

October 2018

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Beth Baker
NHSAU 87 - Mascenic Regional
16 School Street
Greenville, NH 03048

Dear Beth:

We at Specialized Purchasing Consultants, wish to thank you for your continued confidence in us. Our relationship is now 12 years strong, and we hope that your trust in us and this relationship will continue for many years to come.

The following Annual Report provides an overview of last year's reprographic equipment usage and status. Recommendations are included based on usage and remaining life expectancy to address potential problem areas. This will help to avoid needless down time and improve equipment reliability.

Every year we strive to improve or enhance our services to save our clients time, money, and effort. For the past number of years, numerous new features have been implemented to benefit our clients such as Simplified Billing, FMAudit automated meter reading, STARDoc and IT Asset Management. We hope you have found these services to be beneficial and time-saving. We are very pleased to offer these services at no additional charge.

During our meeting with you to review this report, we would like to take some time to review our current services as well as new services soon to be offered and how you can benefit from these services.

Again, we appreciate the opportunity to continue to provide you with the best possible pricing, service, and equipment. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton
President

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The SPC Team…
would like to personally thank you for your continued trust and confidence!

Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices possible while improving the quality of your service and equipment, as well as providing ways to increase your equipment reliability and the ability to monitor and track usage variations throughout the year to keep your costs under control.

Jessica Paradis
Accounting Coordinator

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

Alex Webster
Operations Manager

My top priority is ensuring that our clients receive the absolute best customer service possible. Whether you have a question about your SPC STARDoc site, an upcoming upgrade or your existing equipment, I am here to answer any questions you may have. I am very excited about the new features that we have on STARDoc. We are now able to offer *at no additional charge to our clients* features that normally cost thousands of dollars.

Pam Weed
Client-Vendor Relations

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

Joel Heffernan
Implementation Specialist

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

Robert Dutil
Director of Information Technology

I work behind the scenes to keep everything running smoothly. I appreciate SPC's honesty, work ethic and loyalty, and it is my goal to make sure SPC has the tools it needs to continue improving their technology to better serve their clients and to be as productive as possible. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Equipment Health Status

Total Number of Machines:	**61**
Total Black Photocopiers	**16**
Total Color Photocopiers	**5**
Total Black Network Printers	**39**
Total Color Network Printers	**1**
Total Removed from Service:	**0**
# of Units OFF Warranty:	**4**
# of Units Approaching End of Warranty:	**17**
# of Units Overused:	**0**
# of Units Underused:	**3**
Commencement Date:	**8/2/2015**
# of Annual Payments Left on Lease	**2**
All Warranties and Service Contracts Expire:	**6/30/2021**
SPC's FM Audit Print Management Software Loaded	**Yes**
Printer Contract	**Yes**

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

Dear Beth,

It has been 3.5 years since your last upgrade and you could benefit from an onsite visit and an upgrade since costs have come down over the years. You have 17 machines that are nearing the end of warranty as well as 4 already off warranty. Many of these are printers that were carried forward to the new contract. There were also some reconditioned copiers brought in during the 2015 upgrade. Also, take note there are some powerful print management software that you may want to consider this time around. (See page #12)

In order to stay ahead of your reliability curve, your next upgrade could take place as early as the Summer of 2019 which would mean you would only have one payment left. The alternative is to wait to do the upgrade until the Summer of 2020 when you would not have any payments remaining. Either way, I am confident that there are other needs that an onsite visit will be able to address.

Sincerely,
Skip

Aging Equipment Summary

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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Boynton Middle	Library	Konica Minolta BH501	A0R5011021408	KMBS	06/2008
Boynton Middle	Room 107	HP Laser Jet Enterprise600 M601DN	CNDCGB51GC	AXIS	11/2011
Boynton Middle	Room 117	HP Laser Jet Enterprise600 M601DN	CNDCGB51G9	AXIS	11/2011
Boynton Middle	Room 208	HP Laser Jet Enterprise600 M601DN	CNDCGB51GH	AXIS	11/2011
Boynton Middle	Room 219	HP Laser Jet Enterprise600 M601DN	CNDCGB51GK	AXIS	11/2011
Highbridge Hill Elementary	Main Office	HP Laser Jet Enterprise600 M601DN	CNDCGB00BV	AXIS	11/2011
Highbridge Hill Elementary	Room 173 Computer Lab	HP Laser Jet Enterprise600 M601DN	CNDCGB00BN	AXIS	11/2011
Highbridge Hill Elementary	Room 218	HP Laser Jet Enterprise600 M601DN	CNDCGB00BM	AXIS	11/2011
Highbridge Hill Elementary	Room 227	HP Laser Jet Enterprise600 M601DN	CNDCGB51GB	AXIS	11/2011
Mascenic Regional High	Library	Konica Minolta BH501	A0R5011021344	KMBS	06/2008
Mascenic Regional High	Principal's Secretary	HP Laser Jet 600 M602	CNCCFCS1HL	AXIS	11/2011
Mascenic Regional High	Room 040	HP Laser Jet Enterprise600 M601DN	CNDCGB00BK	AXIS	11/2011
Mascenic Regional High	Room 332	HP Laser Jet Enterprise600 M601DN	CNDCGB51GJ	AXIS	11/2011
Mascenic Regional High	Room 335	HP Laser Jet Enterprise600 M601DN	CNDCGB00BJ	AXIS	11/2011
Mascenic Regional High	Room 342	Konica Minolta BH501	A0R5011021553	KMBS	06/2008
Mascenic Regional High	Room 347	HP Laser Jet Enterprise600 M601DN	CNDCGB51GF	AXIS	11/2011
SAU 87 District	Admin Assistant	Konica Minolta BH501	A0R5011022221	KMBS	06/2008
SAU 87 District	Main Office - MICR	HP Laser Jet 600 M602	CNBCD7L0CJ	AXIS	11/2011
SAU 87 District	Student Services	HP Laser Jet 600 M602	CNCCF1C0J4	AXIS	11/2011
SAU 87 District	Superintendent	HP Laser Jet 600 M602	CNCCF6L0YZ	AXIS	11/2011

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
SAU 87 District	Training Room - MICR	HP Laser Jet 600 M602	CNBCD7L0C8	AXIS	11/2011

Non Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
HP Color LaserJet CM2320fxi MFP	CND99C4H63	10.0.6.104	10/15/2018 9:12:19 AM
HP LASERJET 4250	CNGXL01852	10.0.2.62	10/15/2018 9:12:19 AM
HP COLOR LaserJet CP1518	CNCC915028	10.0.8.126	10/2/2018 9:12:10 AM
HP LASERJET M604	CNBCH970TB	10.0.7.26	3/29/2018 9:11:34 AM

Machine Count: 4... Our Goal with the next upgrade is to get all non contract devices under a CPC agreement.

1988   Specialized Purchasing Consultants opens its doors

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

1999   Improved Annual Reports

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

2001   Solid-Ink Printers and Meter Collection

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

2002   Bond Counsel Review

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

2003   Contracts and Warranties Updated

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

2005   Economic Municipal Relief Fund Established

2006   Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience

2007   Insurance Fund

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

2012   STARDoc - Print Management Software Developed and Implemented

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

2013   STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014	STARDoc - Monthly Audits

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

2015	STARDoc - Mapping Options and Asset Management

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

2018	STARDoc - Improved Pinpointing of Budget and Communications

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

- **Cost Projection by Department or Building** - Who Benefits? Accounts Payable, Business Manager and Superintendent
    - Allows you to formulate next year's budgets as early as December
    - Allows you to see the projected usage bill in advance
    - Tabulate total budgets and total costs district wide
    - Volume or cost pages allow you to pinpoint specific machines on the floor plans
    - Timeline - allowing you to go back to see how your budget compares to previous years

- **Map your devices on Floorplans** - Who Benefits? Business Manager, IT
    - Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
    - Device information tab will allow you to easily access the web interface of the printer/copier
    - Non-Reporting device listing for devices that haven't reported for more than 2 weeks
    - Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TV's)

- **Floor Plans Admin** - Who Benefits? Business Manager and IT
    - Allows IT and Business Manager to move devices around on Floor Plan
    - Paper trail of device locations after summer break
    - Will show Previous Devices, Present Equipment and Proposed Equipment

- **Contacts Page** - Who Benefits? Business Manager and IT
  - Control Access and Permissions to Star Doc
  - Toggle Email all (Toner, Service Monthly Audits)

- **Device Listing Page** - Who Benefits? Business Manager and IT
  - Centralized location for detailed information of District's assets
  - Exportable device listing to Excel or PDF
  - Tracks additional non-contract devices
  - IP Addresses and MAC addresses automatically imported
  - Strikethrough on machines that have been removed

- **Monthly Audits** - Who Benefits? Business Manager and Superintendent
  - Monthly Cost Snapshot
  - Shows amount of devices not reporting to help improve accuracy of projections

- **Timeline:** Who Benefits? Business Manager
  - Track historical volume and cost per building

- **"Last Sync Date"** Who Benefits? IT Manager
  - Shows the last time that FMAudit synced for that client

New Features

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

➢ Print to a single global queue, walk up, and collect at any device.

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

STARDoc
NEW! Over Budget Report feature

➢ Allows user to select the Over Budget feature to produce a report showing each machine currently running over projected volumes, listed with highest amount over first.

➢ Catch overused equipment early, before equipment begins to break down due to over use.

➢ Request service history on any machine right through STARDoc.

Over Budget	
	Room: Room 201 Principal's Office
	Make & Model: Canon IRC5051
	Serial Number: GQM65369
	IP Address: 172.16.10.145
	Projected Amount Over Budget: $1,902

Previous   Next

Request Service History   Close

Annual Black Volume by Building

■ 14-15 ■ 15-16 ■ 16-17 □ 17-18 % difference between Previous Year and Current Year
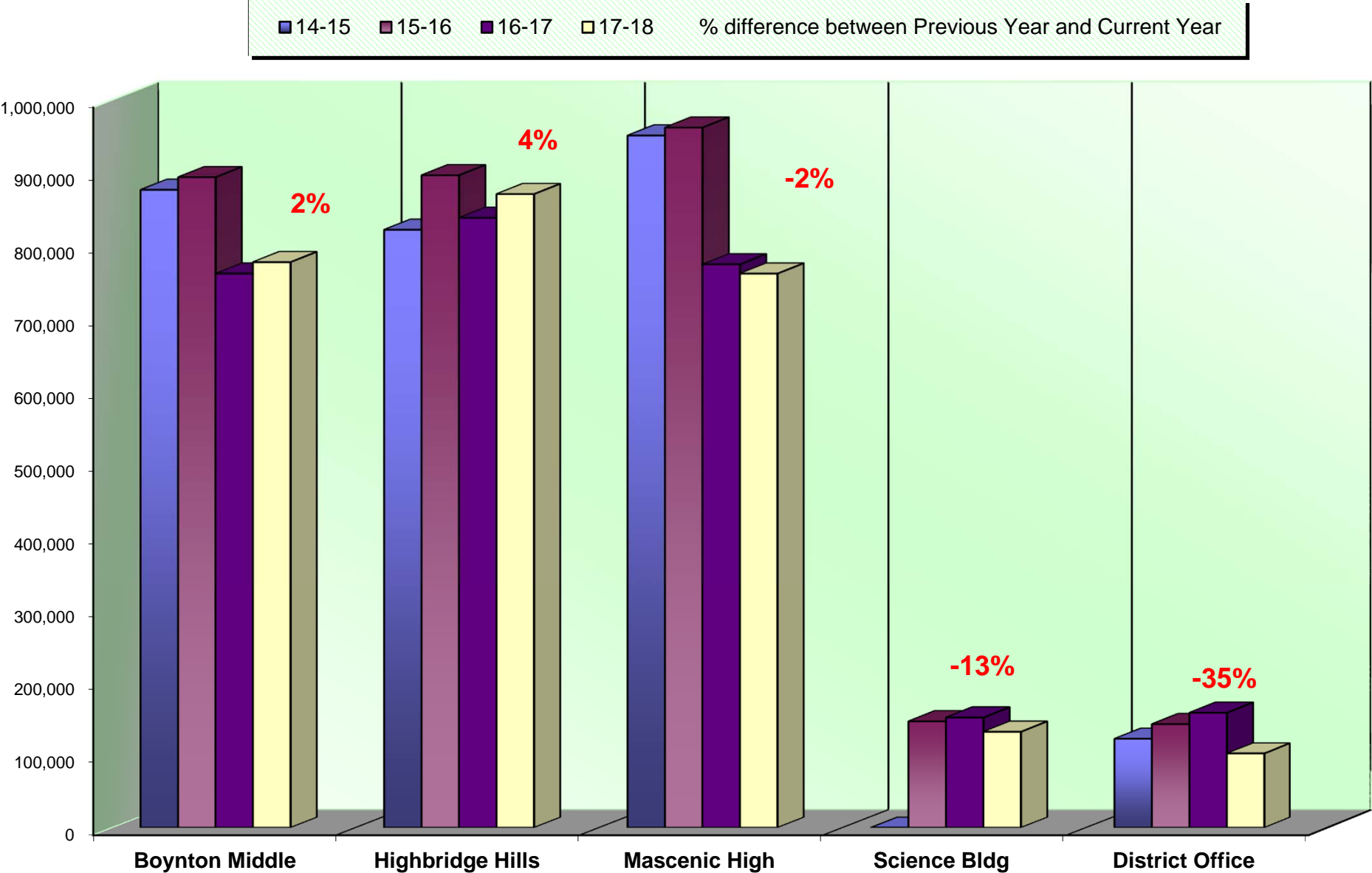
Annual Black Volume Overall
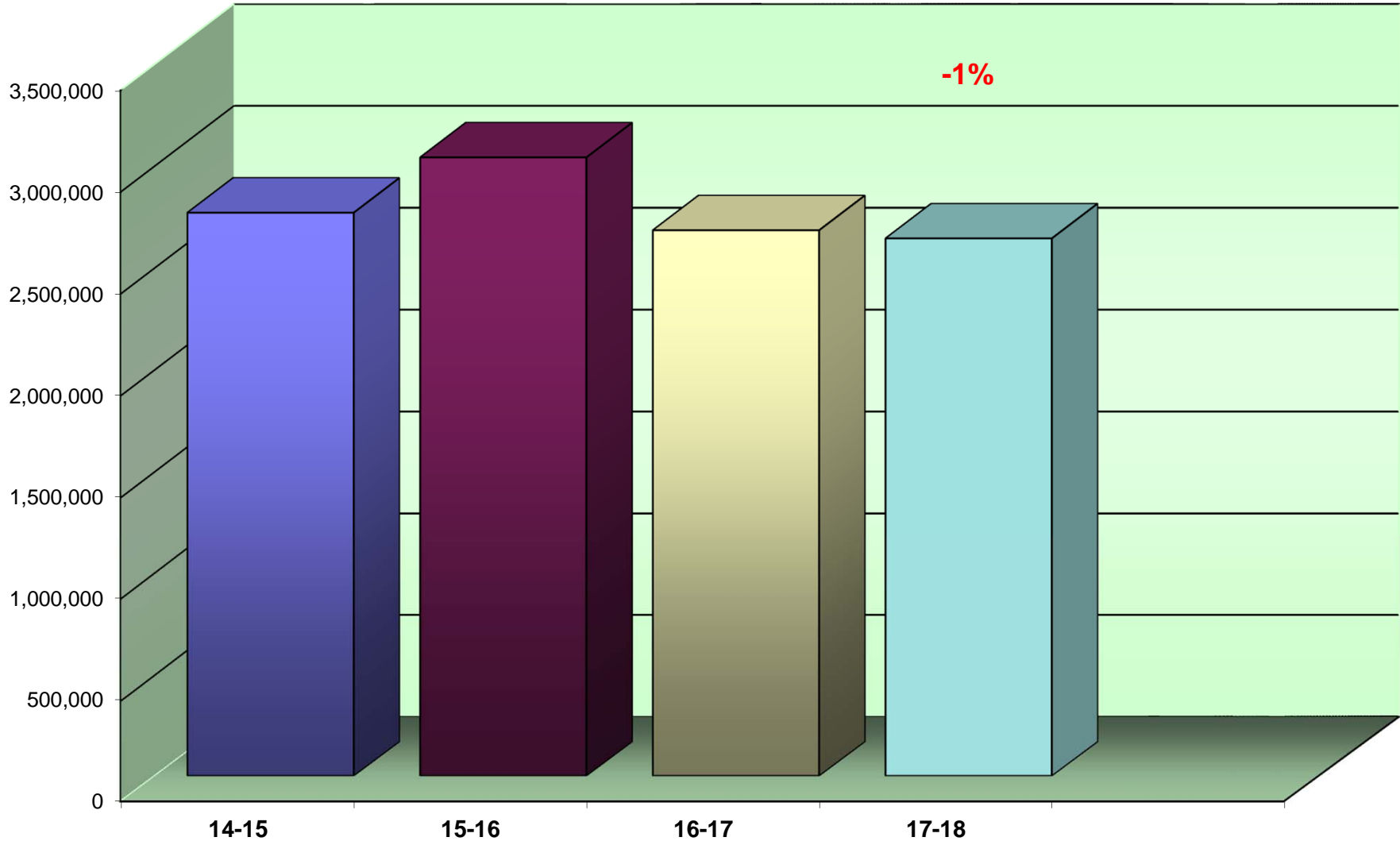
-1%

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

Average Student to Copy Usage – Black Only

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Boynton Middle	316	777,258	$17,698.50	2,460	$56.01
Highbridge Hill Elementary	422	870,541	$19,486.74	2,063	$46.18
Mascenic Regional High	305	761,539	$17,784.79	2,497	$58.31
SAU 87 District	0	103,621	$2,601.20	0	$0.00
Science Building	0	133,735	$2,963.33	0	$0.00
Totals	**1,043**	**2,646,694**	**$60,534.57**	**2,538**	**$58.04**

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

Cost Comparison – Black Only

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	88,906	209,301,843	$4,194,294.05	2,354	$47.17

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

Average Copies Per Student - Black

Year	Copies
16/17	2354
15/16	2351
14/15	2418
13/14	2579
12/13	2516
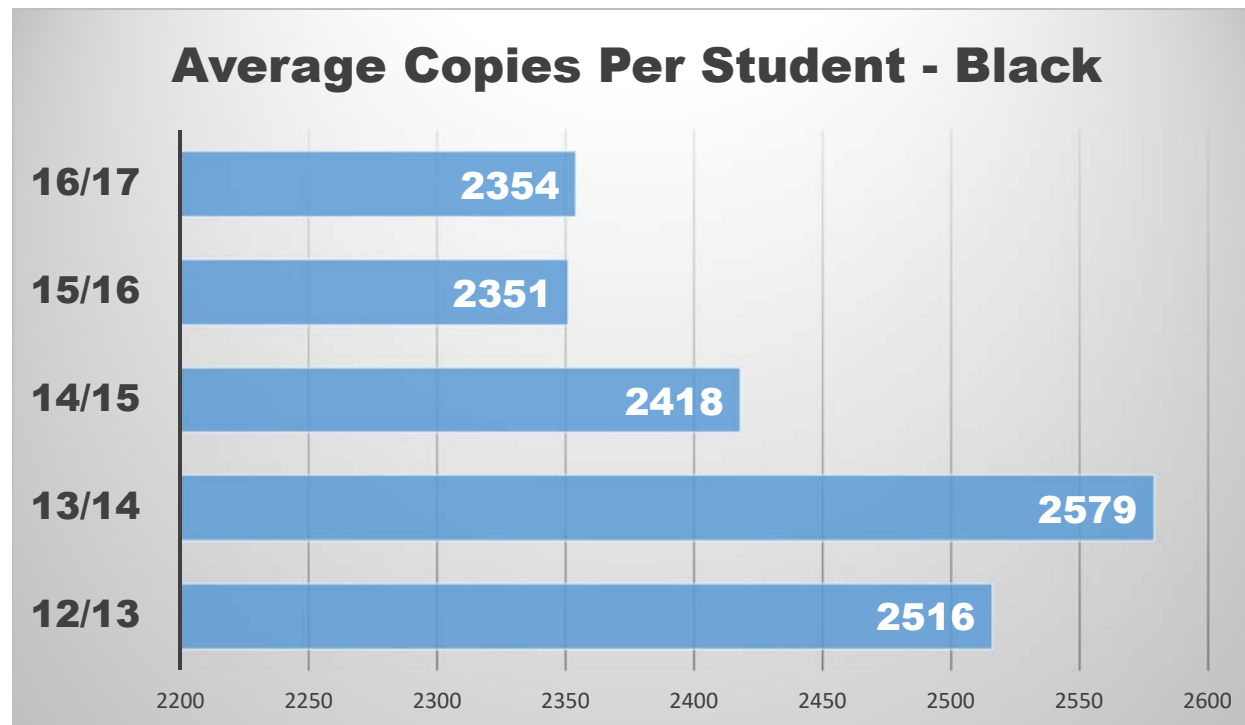
Annual Color Volume by Building

■ 14-15 ■ 15-16 ■ 16-17 □ 17-18   % Difference Between Previous Year and Current Year

6%

5%

-44%

-39%

0%

| Boynton Middle | Highbridge Hills | Mascenic High | Science Bldg | SAU #87 |

Annual Color Volume Overall
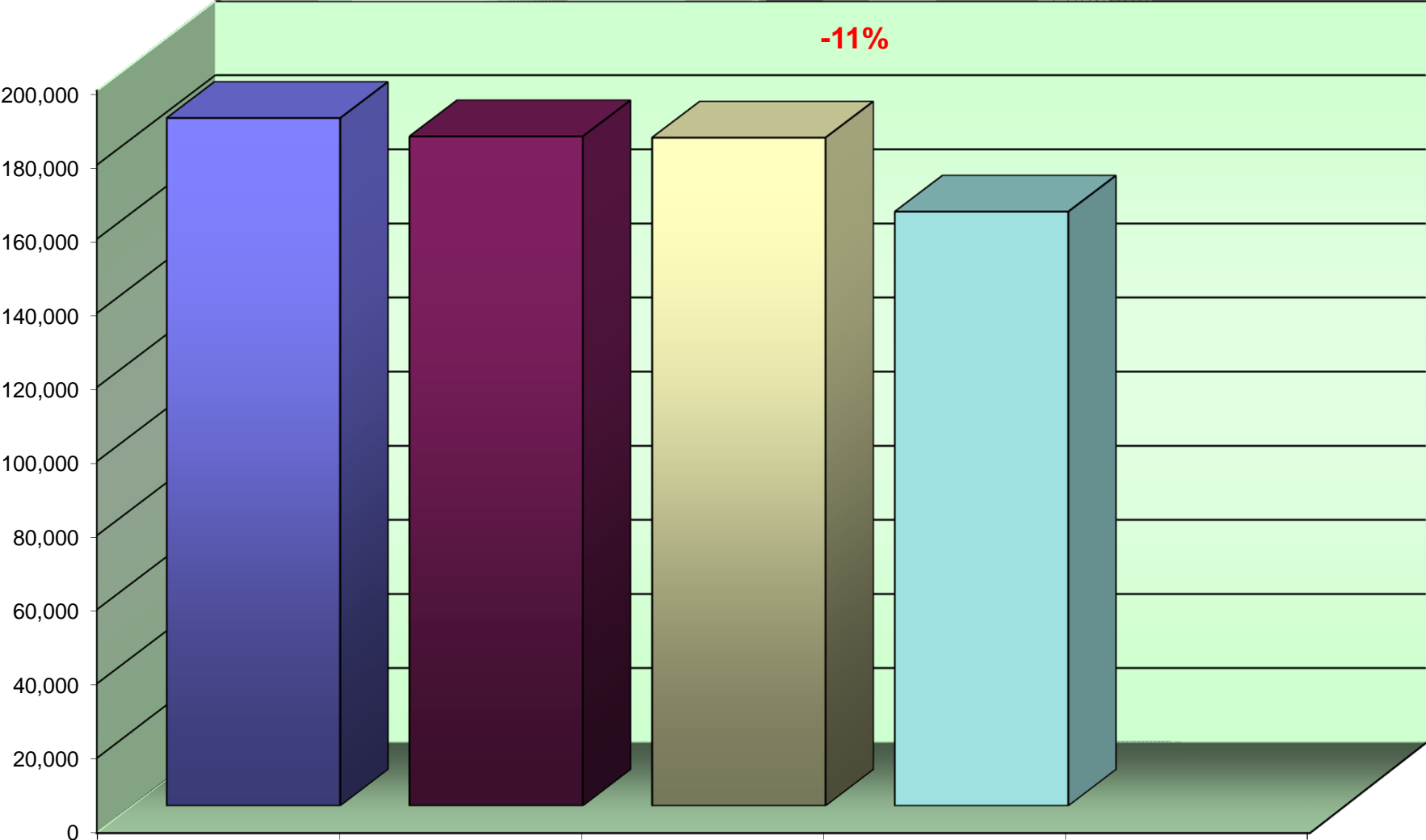
% amount equals the overall increase or decrease between Previous Year and Current Year

Average Student to Copy Usage – Color Only

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Boynton Middle	316	14,265	$750.05	45	$2.37
Highbridge Hill Elementary	422	83,199	$4,374.60	197	$10.37
Mascenic Regional High	305	40,029	$2,211.93	131	$7.25
SAU 87 District	0	22,666	$1,191.78	0	$0.00
Science Building	0	0	$0.00	0	$0.00
Totals	**1,043**	**160,159**	**$8,528.36**	**154**	**$8.18**

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

District Wide Black Totals	*2,646,694*	*$10,764.31*
District Wide Color Totals	*160,159*	*$8,296.41*

Cost Comparison – Color Only

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

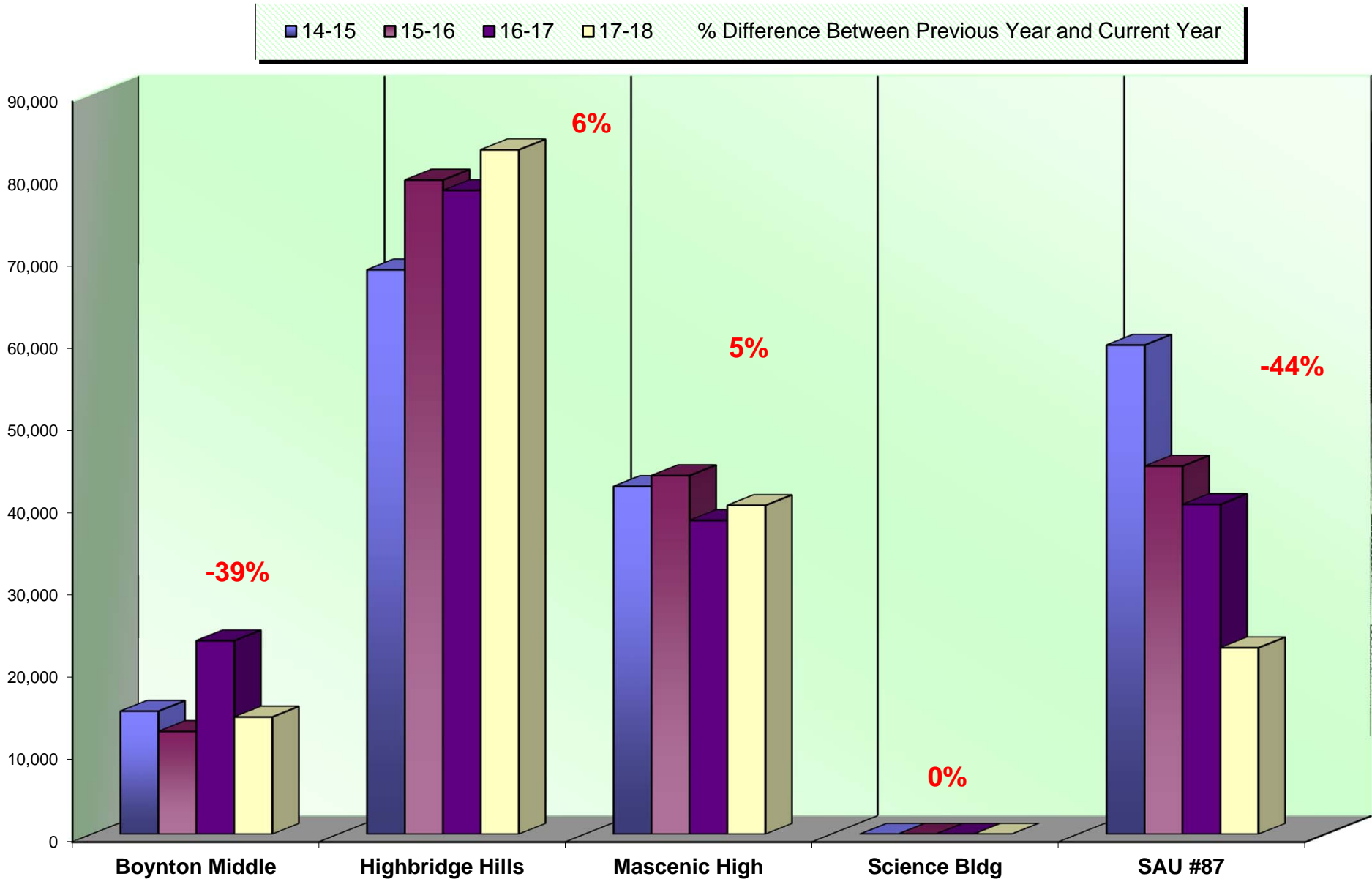|	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	88,906	16,474,996	$820,060.24	185	$9.22

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

Average Copies Per Student - Color

Year	Value
16/17	185
15/16	167
14/15	137
13/14	125
12/13	92
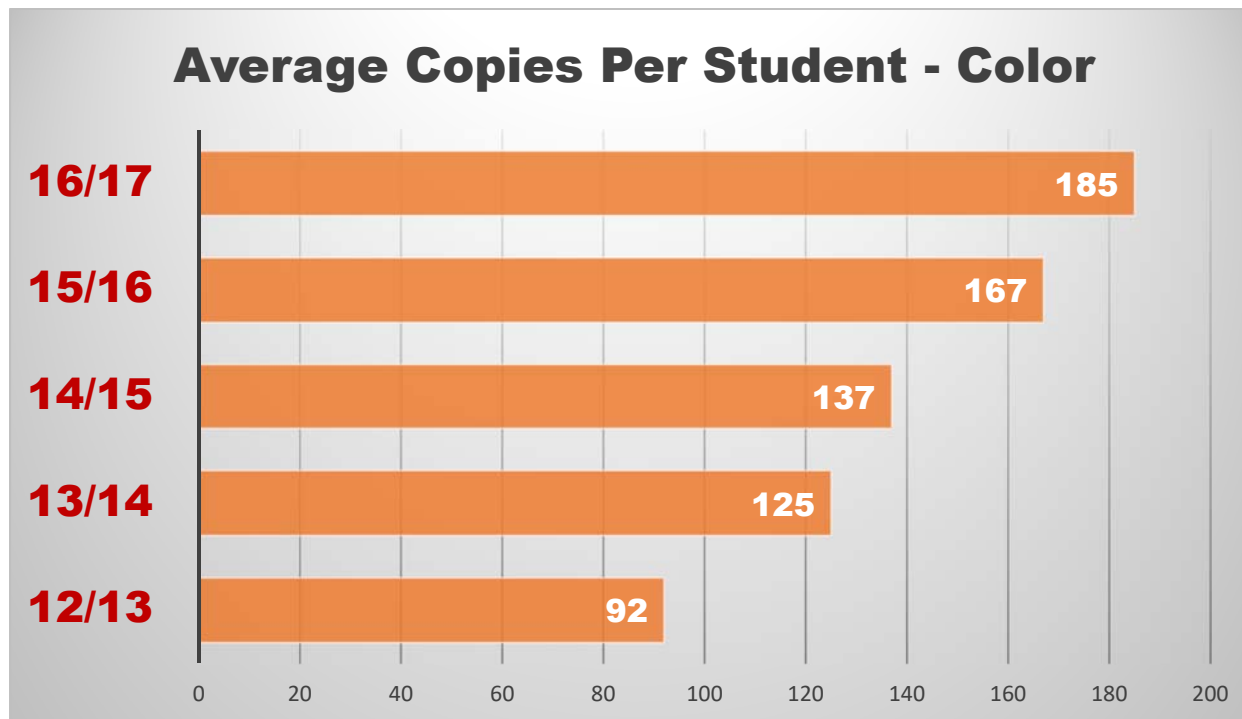
Color to Total Volume Percentage

7.3%

5.7%

4,000,000

3,500,000

3,000,000

2,500,000

2,000,000

1,500,000

1,000,000

500,000

0

3,805,488

2,646,694

160,159

299,545

Black

Color

NHSAU 87

All Schools Avg

Usage Profile for Service & Supplies

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

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2015* *Recommendations*
BOYNTON MIDDLE					
Library					
Konica Minolta BH501 / 50 PPM	145,182	158,898	13,716	$0.003280	10 years from Intro.
A0R5011021408 / 9348 5937				$44.99	
2,000,000 / 06/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Phys Ed Office					
HP Laser Jet 600 M604 / 52 PPM	21,870	27,730	5,860	$0.012680	None at this time.
CNBCH970T8 /				$74.30	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 100 Guidance					
Konica Minolta BH654 / 65 PPM	518,355	798,321	279,966	$0.003280	None at this time.
A5YN017007892 / 9348 5942				$918.29	
3,000,000 / 02/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model / Speed					*Date of Last Upgrade: 8/2/2015*
Serial Number / Vendor ID			*2017-18*		
Life / Intro Date	*7/1/2017*	*6/30/2018*	*Annual*	*Cost/Copy*	
	Meter	*Meter*	*Volume*	*Annual Cost*	**Recommendations**
Vendor					

BOYNTON MIDDLE

Room 101 Principal's Office

Konica Minolta BHC554 / 55 PPM	77,225	135,194	57,969	$0.003280	None at this time.
A5AY011015779 / 9348 5943				$190.14	
3,000,000 / 08/2012	26,912	32,439	5,527	$0.05115	
Color Photocopier				$282.71	
KMBS					

Room 102

HP Laser Jet 600 M604 / 52 PPM	978	983	5	$0.012680	Underused!
CNBCH970VS /				$0.06	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Room 105

HP Laser Jet 600 M604 / 52 PPM	11,780	17,568	5,788	$0.012680	None at this time.
CNBCH970TJ /				$73.39	
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Room 107

HP Laser Jet Enterprise600 M601DN / 45 PP	12,018	17,939	5,921	$0.012680	7 years from Intro.
CNDCGB51GC /				$75.08	
1,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
BOYNTON MIDDLE					
Room 113A Nurse					
HP Laser Jet 600 M604 / 52 PPM	4,393	5,430	1,037	$0.012680 $13.15	None at this time.
CNBCH8306L /					
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 115					
Konica Minolta BHC454 / 45 PPM	229,607	265,762	36,155	$0.003280 $118.59	None at this time.
A4FJ011002531 / 9348 5952					
1,000,000 / 07/2012	89,950	98,688	8,738	$0.05115	
Color Photocopier				$446.95	
KMBS					
Room 117					
HP Laser Jet Enterprise600 M601DN / 45 PP	15,821	19,701	3,880	$0.012680 $49.20	7 years from Intro.
CNDCGB51G9 /					
1,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 200					
Konica Minolta BH754 / 75 PPM	576,461	897,493	321,032	$0.003280 $1,052.98	None at this time.
A55V017005302 / 9348 5851					
4,000,000 / 03/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2015* **Recommendations**
BOYNTON MIDDLE					
Room 207					
HP Laser Jet 600 M604 / 52 PPM	13,650	23,670	10,020	$0.012680 $127.05	None at this time.
CNBCH8306G /					
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 208					
HP Laser Jet Enterprise600 M601DN / 45 PP	13,119	18,341	5,222	$0.012680 $66.21	7 years from Intro.
CNDCGB51GH /					
1,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 215 Special Ed					
Konica Minolta BH4050 / 42 PPM	32,243	44,822	12,579	$0.004100 $51.57	None at this time.
A6VF011011461 / 9348 5934					
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Room 218					
HP Laser Jet 600 M604 / 52 PPM	12,208	19,288	7,080	$0.012680 $89.77	None at this time.
CNBCH970T3 /					
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2015* **Recommendations**
BOYNTON MIDDLE					
Room 219					
HP Laser Jet Enterprise600 M601DN / 45 PP CNDCGB51GK /	27,178	34,098	6,920	$0.012680 $87.75	7 years from Intro.
1,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Title One					
HP Laser Jet 600 M604 / 52 PPM CNBCH8306W /	6,953	11,061	4,108	$0.012680 $52.09	None at this time.
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

		Subtotals Black	**777,258**	**$3,084.63**	
		Subtotals Color	**14,265**	**$729.65**	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2015* **Recommendations**
HIGHBRIDGE HILL ELEMENTARY					
3rd Grade Work Room					
Konica Minolta BH654 / 65 PPM A5YN017007632 / 9348 5939	192,609	283,439	90,830	$0.003280 $297.92	None at this time.
3,000,000 / 02/2013	0	0	0	$0.00000	
Black Photocopier **KMBS**				$0.00	
Copy Room Downstairs					
Konica Minolta BH754 / 75 PPM A55V017005368 / 9348 5949	409,646	658,034	248,388	$0.003280 $814.71	None at this time.
4,000,000 / 03/2013	0	0	0	$0.00000	
Black Photocopier **KMBS**				$0.00	
Library					
Konica Minolta BH4050 / 42 PPM A6VF011011467 / 9348 5949	5,047	7,830	2,783	$0.004100 $11.41	None at this time.
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP **KMBS**				$0.00	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2015* **Recommendations**
HIGHBRIDGE HILL ELEMENTARY					
Main Office					
HP Laser Jet Enterprise600 M601DN / 45 PP CNDCGB00BV /	2,020	2,468	448	$0.012680 $5.68	7 years from Intro. Underused!
1,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Konica Minolta BHC554 / 55 PPM A5AY011015788 / 9348 5945	133,941	217,795	83,854	$0.003280 $275.04	None at this time.
3,000,000 / 08/2012	130,965	214,164	83,199	$0.05115	
Color Photocopier				$4,255.63	
KMBS					
MDF Room					
HP Laser Jet 600 M604 / 52 PPM CNBCH8307R /	27,829	36,839	9,010	$0.012680 $114.25	None at this time.
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Nurse's Office					
HP Laser Jet 600 M604 / 52 PPM CNBCH83074 /	4,746	6,916	2,170	$0.012680 $27.52	None at this time.
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2015* **Recommendations**
HIGHBRIDGE HILL ELEMENTARY					
Room 125					
HP Laser Jet 600 M604 / 52 PPM	18,420	22,802	4,382	$0.012680 $55.56	None at this time.
CNBCH970TX /					
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Konica Minolta BH754 / 75 PPM	430,513	693,264	262,751	$0.003280 $861.82	None at this time.
A55V017005341 / 9348 5948					
4,000,000 / 03/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 173 Computer Lab					
HP Laser Jet Enterprise600 M601DN / 45 PP	5,967	7,614	1,647	$0.012680 $20.88	7 years from Intro.
CNDCGB00BN /					
1,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 207					
Konica Minolta BH754 / 75 PPM	264,855	417,997	153,142	$0.003280 $502.31	None at this time.
A55V017005288 / 9348 5950					
4,000,000 / 03/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017 Meter*	*6/30/2018 Meter*	*2017-18 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2015* **Recommendations**
HIGHBRIDGE HILL ELEMENTARY					
Room 218					
HP Laser Jet Enterprise600 M601DN / 45 PP CNDCGB00BM /	16,748	27,372	10,624	$0.012680 $134.71	7 years from Intro.
1,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 227					
HP Laser Jet Enterprise600 M601DN / 45 PP CNDCGB51GB /	3,182	3,694	512	$0.012680 $6.49	7 years from Intro.
1,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Subtotals Black	**870,541**		**$3,128.31**		
Subtotals Color	**83,199**		**$4,255.63**		

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2015* **Recommendations**
MASCENIC REGIONAL HIGH					
Guidance Room					
Konica Minolta BHC554 / 55 PPM A5AY011015749 / 9348 5936	122,711	208,034	85,323	$0.003280 $279.86	None at this time.
3,000,000 / 08/2012	70,212	109,061	38,849	$0.05115	
Color Photocopier				$1,987.13	
KMBS					
Gym Wieght Room					
HP Laser Jet 600 M604 / 52 PPM CNBCH8305G /	8,817	12,952	4,135	$0.012680 $52.43	None at this time.
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Library					
Konica Minolta BH501 / 50 PPM A0R5011021344 / 9348 5936	139,904	173,651	33,747	$0.003280 $110.69	10 years from Intro.
2,000,000 / 06/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Main Office					
Konica Minolta BH4050 / 42 PPM A6VF011011470 / 9348 5960	17,495	26,393	8,898	$0.004100 $36.48	None at this time.
1,000,000 / 02/2014	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2015* **Recommendations**
MASCENIC REGIONAL HIGH					
Main Office Copy Room					
Konica Minolta BH654 / 65 PPM A5YN017007896 / 9348 5940	69,548	106,185	36,637	$0.003280 $120.17	None at this time.
3,000,000 / 02/2013	0	0	0	$0.00000	
Black Photocopier **KMBS**				$0.00	
Nurse's Office					
HP Laser Jet 600 M604 / 52 PPM CNBCH8306C /	1,906	2,456	550	$0.012680 $6.97	None at this time.
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer **AXIS**				$0.00	
Principal's Secretary					
HP Laser Jet 600 M602 / 52 PPM CNCCFCS1HL /	33,389	41,765	8,376	$0.012680 $106.21	7 years from Intro.
3,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer **AXIS**				$0.00	
Room 040					
HP Laser Jet Enterprise600 M601DN / 45 PP CNDCGB00BK /	33,893	45,923	12,030	$0.012680 $152.54	7 years from Intro.
1,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer **AXIS**				$0.00	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017 Meter*	*6/30/2018 Meter*	*2017-18 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2015* **Recommendations**
MASCENIC REGIONAL HIGH					
Room 070					
HP Laser Jet 600 M604 / 52 PPM	5,787	12,040	6,253	$0.012680 $79.29	None at this time.
CNBCH8307M /					
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 323					
HP Laser Jet 600 M604 / 52 PPM	17,591	28,693	11,102	$0.012680 $140.77	None at this time.
CNBCH8307X /					
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 326					
HP Laser Jet 600 M604 / 52 PPM	8,881	13,315	4,434	$0.012680 $56.22	None at this time.
CNBCH8307P /					
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 332					
HP Laser Jet Enterprise600 M601DN / 45 PP	49,300	65,048	15,748	$0.012680 $199.68	7 years from Intro.
CNDCGB51GJ /					
1,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017 Meter*	*6/30/2018 Meter*	*2017-18 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2015* *Recommendations*
MASCENIC REGIONAL HIGH					
Room 335					
HP Laser Jet Enterprise600 M601DN / 45 PP CNDCGB00BJ /	84,171	110,138	25,967	$0.012680 $329.26	7 years from Intro.
1,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 342					
Konica Minolta BH501 / 50 PPM A0R5011021553 / 9348 5935	111,671	145,014	33,343	$0.003280 $109.37	10 years from Intro.
2,000,000 / 06/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 347					
HP Laser Jet Enterprise600 M601DN / 45 PP CNDCGB51GF /	24,127	30,225	6,098	$0.012680 $77.32	7 years from Intro.
1,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 380					
Konica Minolta BH754 / 75 PPM A55V017005506 / 9348 5947	981,191	1,443,835	462,644	$0.003280 $1,517.47	None at this time.
4,000,000 / 03/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2015* *Recommendations*
MASCENIC REGIONAL HIGH					
Room 383					
HP Color Laser Jet M451dn / 21 PPM CNBH308714 /	1,547	2,610	1,063	$0.012680 $13.48	None at this time.
500,000 / 02/2012	1,323	2,503	1,180	$0.13952	
Color Network Printer				$164.63	
AXIS					
Room 397					
HP Laser Jet 600 M604 / 52 PPM CNBCH83068 /	7,369	12,560	5,191	$0.012680 $65.82	None at this time.
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

	Subtotals Black	**761,539**	**$3,454.05**
	Subtotals Color	**40,029**	**$2,151.76**

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2015* *Recommendations*
SAU 87 DISTRICT					
Admin Assistant					
Konica Minolta BH501 / 50 PPM A0R5011022221 / 9348 5938	123,080	139,186	16,106	$0.003280 $52.83	10 years from Intro.
2,000,000 / 06/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Director of Student Services					
HP Laser Jet 400 M401n / 35 PPM VNG4G01618 /	8,924	10,137	1,213	$0.012680 $15.38	None at this time.
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Hot Swap					
HP Laser Jet 600 M604 / 52 PPM CNBCH970TT /	0	0	0	$0.012680 $0.00	None at this time.
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2015* **Recommendations**
SAU 87 DISTRICT					
Main Office					
HP Laser Jet 600 M604 / 52 PPM CNBCH8307Q /	12,510	18,205	5,695	$0.012680 $72.21	None at this time.
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Konica Minolta BHC554 / 55 PPM A5AY011015759 / 9348 5944	181,199	236,128	54,929	$0.003280 $180.17	None at this time.
3,000,000 / 08/2012	71,899	94,565	22,666	$0.05115	
Color Photocopier				$1,159.37	
KMBS					
Main Office - MICR					
HP Laser Jet 600 M602 / 52 PPM CNBCD7L0CJ /	51,348	60,535	9,187	$0.012680 $116.49	7 years from Intro.
3,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Student Services					
HP Laser Jet 600 M602 / 52 PPM CNCCF1C0J4 /	12,471	14,547	2,076	$0.012680 $26.32	7 years from Intro.
3,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2017* *Meter*	*6/30/2018* *Meter*	*2017-18* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2015* *Recommendations*
SAU 87 DISTRICT					
Superintendent					
HP Laser Jet 600 M602 / 52 PPM	33,300	40,048	6,748	$0.012680 $85.56	7 years from Intro.
CNCCF6L0YZ /					
3,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Training Room					
HP Laser Jet 600 M604 / 52 PPM	1,624	2,965	1,341	$0.012680 $17.00	None at this time.
CNBCH970TK /					
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Training Room - MICR					
HP Laser Jet 600 M602 / 52 PPM	46,340	52,666	6,326	$0.012680 $80.21	7 years from Intro.
CNBCD7L0C8 /					
3,000,000 / 11/2011	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Subtotals Black	**103,621**			**$646.19**	
Subtotals Color	**22,666**			**$1,159.37**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2015 Recommendations
SCIENCE BUILDING					
Tech Building					
Konica Minolta BH654 / 65 PPM	268,226	400,632	132,406	$0.003280 $434.29	None at this time.
A5YN017007805 / 9348 9541					
3,000,000 / 02/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Tech Building - Computer Classroom					
HP Laser Jet 600 M604 / 52 PPM	2,289	3,618	1,329	$0.012680 $16.85	None at this time.
CNBCH8306P /					
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Tech Building - Tech Office					
HP Laser Jet 600 M604 / 52 PPM	1,053	1,053	0	$0.012680 $0.00	Underused!
CNBCH8306B /					
2,000,000 / 04/2015	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Subtotals Black	**133,735**		**$451.14**		
Subtotals Color	**0**		**$0.00**		

District Wide Black Totals	*2,646,694*	*$10,764.31*
District Wide Color Totals	*160,159*	*$8,296.41*

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 2/1/2006 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2017-18 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
2,646,694	$0.01806	$47,799.29

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,646,694	$0.00407	$10,772.04	$37,027.25	$185,136.25

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $37,027.25 x 12 years as a Client

=$444,326.99 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 <u>upcoming fiscal year</u>.

Building	Projected Black Volume	Projected Black Usage Cost	Approx. Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Boynton Middle	777,258	$3,169.91	$3,856.75	$10,671.84	$17,698.50
Highbridge Hill Elementary	870,541	$3,214.49	$4,319.62	$11,952.63	$19,486.74
Mascenic Regional High	761,539	$3,550.02	$3,778.76	$10,456.02	$17,784.79
SAU 87 District	103,621	$664.31	$514.17	$1,422.73	$2,601.20
Science Building	133,735	$463.54	$663.59	$1,836.20	$2,963.33
Total	**2,646,694**	**$11,062.26**	**$13,132.90**	**$36,339.41**	**$60,534.57**

SPC Equipment Bids:
Presently our bids are coming in between 14.77% to 20.87% of Retail while the current Salesman's Cost is 50% of Retail. For Example: An Konica Minolta BH 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 95 Copies per Minute with a Retail Cost of $45,640 is coming in at $7,342....16% of Retail! Our prices are negotiated and supported directly by the manufacturer.

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Boynton Middle	14,265	$750.05
Highbridge Hill Elementary	83,199	$4,374.60
Mascenic Regional High	40,029	$2,211.93
SAU 87 District	22,666	$1,191.78
Science Building	0	$0.00
Total	**160,159**	**$8,528.36**

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 2.8%.**

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Axis Business Solutions	Black Network Printer	218,433	$0.01268	$2,769.73	$0.01304	$2,848.37
Axis Business Solutions	Color Network Printer	1,063	$0.01268	$13.48	$0.01304	$13.86
Konica-Minolta Business Solutions	Black Laser MFP	24,260	$0.00410	$99.47	$0.00421	$102.13
Konica-Minolta Business Solutions	Black Photocopier	2,084,708	$0.00328	$6,837.84	$0.00337	$7,025.47
Konica-Minolta Business Solutions	Color Photocopier	318,230	$0.00328	$1,043.79	$0.00337	$1,072.44
Total		**2,646,694**	**$0.00407**	**$10,764.31**	**$0.00418**	**$11,062.26**

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. <mark>Current year's increase is 2.8%.</mark>

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Axis Business Solutions	Color Network Printer	1,180	$0.13952	$164.63	$0.14343	$169.25
Konica-Minolta Business Solutions	Color Photocopier	158,979	$0.05115	$8,131.78	$0.05258	$8,359.12
Total		**160,159**	**$0.05180**	**$8,296.41**	**$0.05325**	**$8,528.36**

Reprographic Equipment Assessment

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

Total Number of Units	**61**
Total Number of Units on Lease	**38**
Total Number of Units Owned	**23**
Lease Company	**Norway Savings Bank**
Lease Start Date	**8/2/2015**
Lease End Date	**8/1/2020**
Term	**5 Annual**
Annual Payment usually due on 8/1	**$36,339.41**
Remaining Payments	**2**

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

Leased Equipment

Building	Make/Model	Serial Number
Boynton Middle	HP Laser Jet 600 M604	CNBCH8306W
Boynton Middle	Konica Minolta BH654	A5YN017007892
Boynton Middle	Konica Minolta BHC554	A5AY011015779
Boynton Middle	HP Laser Jet 600 M604	CNBCH970VS
Boynton Middle	HP Laser Jet 600 M604	CNBCH8306L
Boynton Middle	HP Laser Jet 600 M604	CNBCH970T8
Boynton Middle	Konica Minolta BH754	A55V017005302
Boynton Middle	HP Laser Jet 600 M604	CNBCH8306G
Boynton Middle	Konica Minolta BH4050	A6VF011011461
Boynton Middle	HP Laser Jet 600 M604	CNBCH970T3
Boynton Middle	HP Laser Jet 600 M604	CNBCH970TJ
Highbridge Hill Elementary	HP Laser Jet 600 M604	CNBCH8307R
Highbridge Hill Elementary	Konica Minolta BHC554	A5AY011015788
Highbridge Hill Elementary	Konica Minolta BH4050	A6VF011011467
Highbridge Hill Elementary	Konica Minolta BH754	A55V017005368
Highbridge Hill Elementary	HP Laser Jet 600 M604	CNBCH83074
Highbridge Hill Elementary	HP Laser Jet 600 M604	CNBCH970TX
Highbridge Hill Elementary	Konica Minolta BH654	A5YN017007632
Highbridge Hill Elementary	Konica Minolta BH754	A55V017005341
Highbridge Hill Elementary	Konica Minolta BH754	A55V017005288
Mascenic Regional High	HP Laser Jet 600 M604	CNBCH83068
Mascenic Regional High	HP Laser Jet 600 M604	CNBCH8306C
Mascenic Regional High	HP Laser Jet 600 M604	CNBCH8307X
Mascenic Regional High	HP Color Laser Jet M451dn	CNBH308714
Mascenic Regional High	HP Laser Jet 600 M604	CNBCH8307M
Mascenic Regional High	HP Laser Jet 600 M604	CNBCH8307P

Building	Make/Model	Serial Number
Mascenic Regional High	Konica Minolta BHC554	A5AY011015749
Mascenic Regional High	HP Laser Jet 600 M604	CNBCH8305G
Mascenic Regional High	Konica Minolta BH4050	A6VF011011470
Mascenic Regional High	Konica Minolta BH654	A5YN017007896
Mascenic Regional High	Konica Minolta BH754	A55V017005506
SAU 87 District	HP Laser Jet 600 M604	CNBCH970TK
SAU 87 District	HP Laser Jet 600 M604	CNBCH970TT
SAU 87 District	Konica Minolta BHC554	A5AY011015759
SAU 87 District	HP Laser Jet 600 M604	CNBCH8307Q
Science Building	HP Laser Jet 600 M604	CNBCH8306P
Science Building	HP Laser Jet 600 M604	CNBCH8306B
Science Building	Konica Minolta BH654	A5YN017007805

Owned Equipment

Building	Make/Model	Serial Number
Boynton Middle	Konica Minolta BH501	A0R5011021408
Boynton Middle	Konica Minolta BHC454	A4FJ011002531
Boynton Middle	HP Laser Jet Enterprise600 M601DN	CNDCGB51GK
Boynton Middle	HP Laser Jet Enterprise600 M601DN	CNDCGB51GH
Boynton Middle	HP Laser Jet Enterprise600 M601DN	CNDCGB51G9
Boynton Middle	HP Laser Jet Enterprise600 M601DN	CNDCGB51GC
Highbridge Hill Elementary	HP Laser Jet Enterprise600 M601DN	CNDCGB00BM
Highbridge Hill Elementary	HP Laser Jet Enterprise600 M601DN	CNDCGB51GB
Highbridge Hill Elementary	HP Laser Jet Enterprise600 M601DN	CNDCGB00BV
Highbridge Hill Elementary	HP Laser Jet Enterprise600 M601DN	CNDCGB00BN
Mascenic Regional High	HP Laser Jet Enterprise600 M601DN	CNDCGB51GF
Mascenic Regional High	HP Laser Jet Enterprise600 M601DN	CNDCGB51GJ
Mascenic Regional High	Konica Minolta BH501	A0R5011021553
Mascenic Regional High	HP Laser Jet Enterprise600 M601DN	CNDCGB00BJ
Mascenic Regional High	Konica Minolta BH501	A0R5011021344
Mascenic Regional High	HP Laser Jet 600 M602	CNCCFCS1HL
Mascenic Regional High	HP Laser Jet Enterprise600 M601DN	CNDCGB00BK
SAU 87 District	HP Laser Jet 600 M602	CNBCD7L0CJ
SAU 87 District	HP Laser Jet 400 M401n	VNG4G01618
SAU 87 District	Konica Minolta BH501	A0R5011022221
SAU 87 District	HP Laser Jet 600 M602	CNCCF6L0YZ
SAU 87 District	HP Laser Jet 600 M602	CNBCD7L0C8
SAU 87 District	HP Laser Jet 600 M602	CNCCF1C0J4

Service and Supply Contract – Client

Specialized Purchasing Consultants ("SPC") hereby contracts with _____ ("Client") to provide comprehensive services, supplies, and maintenance to equipment described on Schedule A ("Equipment") using the Contracted Vendor shown below at a cost per print shown on said Schedule A, commencing on _____ and terminating on June 30, _____. This Service and Supply Contract ("Contract") shall exclude only the cost of paper, transparencies, and staples. Refer to Schedule A for Additional Provisions, if any.

SPC assumes responsibility for all billing and vendor payment. SPC shall invoice Client one-half of the annual projected number of pages multiplied by the cost per print listed on Schedule A. This semi-annual billing will take place July 1 and January 1. Actual meter reads will be collected by SPC either electronically or from Client staff during the month of June. A final Reconciliation spreadsheet and invoice will then be completed and sent to client. Upon payment of each billing invoice during the year, SPC will reimburse Contracted Vendor appropriately. Client is responsible for making payment in full within 30 days of said invoicing to avoid suspension of supplies by Contracted Vendor.

On July 1 of each calendar year during the afore-mentioned term, SPC shall credit Client any unused prepaid pages to Client if fewer copies were made by Client during the Contract period ending on or before June 30 annually than were originally estimated under this Contract for such period. If more pages were consumed than billed in the combined semi-annual billing, an overage invoice will be generated. Following semi-annual billing will be based on previous year volume.

On July 1 of each calendar year during the term of this Contract, SPC, at its option, may increase such costs per print under this Service and Supply Contract by 5% or by a percentage equal to the increase during the immediately preceding 12-month period of "The Consumer Price Index for All Urban Consumers (CPI-U) for the U.S. City Average for All Items, 1982-84 = 100," whichever is less.

Client may terminate Contract at any time with a 30-day written notice. Client will be required to provide final meter reads on all Equipment listed on Schedule A, including those added during the Contract term. Any credits owed to Client after reconciling actual usage versus projected will be paid to Client. Client must return any unused consumables to Contracted Vendor.

AGREED AND ACCEPTED BY: **AGREED AND ACCEPTED BY:**
Specialized Purchasing Consultants   **Client**

By: Skip Tilton _____   By: _____

Title: President/Owner _____   Title: _____

Date: _____   Date: _____

Signature: _____   Signature: _____

Named Contracted Vendor: Vendor

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Warranty

Vendor ("Contracted Vendor") hereby warrants to _____ ("Client") that, if any such Equipment described on Schedule B attached hereto malfunctions through no fault of Client during the term commencing on _____ and terminating on June 30, _____, and such Equipment cannot be repaired promptly, Contracted Vendor, *through Specialized Purchasing Consultants*, will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Client. Refer to Schedule B for Additional Provisions to this Warranty.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the Warranty Life of such item of Equipment in number of copies, as shown on Schedule B attached hereto, is exceeded;

2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule B attached hereto.

AGREED AND ACCEPTED BY:
Vendor

By:

Title:

Date:

Signature:

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date:

Signature:

12/23/13

StarDoc User Names

Name	User Name
Amy Billings	abillings@mascenic.org
Betty Duggan	bduggan@mascenic.org
Cheryl Caissie	ccassie@mascenic.org
John Barth	jbarth@mascenic.org
Laurie Olsen	lolsen@mascenic.org
Linda Guruge	lguruge@mascenic.org
Liz Pogorzelski	epogorzelski@mascenic.org
Lizabeth Baker	lbaker@mascenic.org
Marion Saari	msaari@mascenic.org
Matt Ballou	mballou@mascenic.org
Matthew Bailey	mbailey@mascenic.org
Nicholas Hill	nhill@mascenic.org

*If you need to verify your password or if you need to add users, please contact Alex Webster at awebster@spccopypro.com

Benefits of partnering with SPC

Top Benefits to <mark>our CLIENTS</mark>:

1. Cooperative Buying

By definition, is a model that allows a group of buyers with a common interest to pool their buying power in order to negotiate more favorable pricing and better service. SPC's model allows you to pick your preferred vendor!

➢ SPC's pricing is so strong **we pay for our own fee** by acquiring prices lower than what you can do on your own.

➢ We will _save you money_ benefiting from the combined purchasing power of more than 69 clients with over 4,100 devices doing more than 239 million copies and prints per year. Annually, we purchase approximately 1,100 units running over 80 million prints!

➢ We will _save you time_ by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.

➢ We will _save you frustration_. We manage your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

➢ Maps all devices and sets up "Interactive Live Floor Plans" of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.

➢ STAR Doc studies your printing habits and is able to predict your year-end cost months in advance, before you receive your year-end reconciliation invoice.

➢ Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

➢ Removes the confusion out of billing.

➢ Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.

➢ With SPC's Simplified Billing Program, TWO invoices are sent each year from ONE billing source.

➢ Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

4. Five-Year Equipment Replacement Schedule

➢ SPC's staff surveys key locations that determine life of existing equipment.

➢ Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.

➢ Manages the entire bid process down to the install.

5. Annual Report

➢ A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as over usage

➢ You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem

6. Vendor Neutral

➢ SPC does not recommend just one brand; we suggest what's best for you with serviceability in mind.

➢ We present you with the bid results and offer recommendations, yet the decision is yours to make.

SPC has been serving their clients since 1988, saving millions of dollars along the way.
Based on current actual volumes and CPCs, SPC has generated
Annual Savings of more than $2.5 million for all of our clients.
That translates into Savings of more than $12 million over five years!

SPC Values Our Vendors

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

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

Vendor Benefits Pre-Bid & During the Bid Process

- Sharing of previous bid results that help you to negotiate with your manufacturers.
- On-Site Survey of client requirements including mapping all devices.
- Writing of the *Five-Year Equipment Replacement Schedule* (Bid Specs).
- Controls the Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment).
- A chance to sell your 'Value Add' directly to our clients after the bids are in. Customer has the right to pay more than low bid.

Vendor Benefits Before & During Installation

- Digital Needs Analysis: Matching up the machine to installation site.
- Schedule and coordinate Vendor meeting with Client.
- Cover the cost of ESP surge protectors, electrical wiring, computer interface and any unexpected cost!
- Manage installation.
- Audit installation.
- Capture final meter reads for old contracts.
- Close books on old devices & contracts.

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STAR Doc: **S**ystem for **T**racking **A**nd **R**eporting **D**ocuments…Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

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

<div align="center">

SPC manages over 4,100 pieces of equipment;
Our relationship with our vendors has never been *stronger*!

</div>