·SPC·

Specialized Purchasing Consultants
1491 East Side River Road
 Dummer, NH 03588
(800)750-1538

2018-2019 Annual Report

Year - End Photocopier Analysis

With projected costs for 2019-2020

Frank Markiewicz
NHSAU 87 -
Mascenic Regional
16 School Street
Greenville, NH 03048

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

October 2019

Frank Markiewicz
NHSAU 87 - Mascenic Regional
16 School Street
Greenville, NH 03048

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Frank:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us. Our relationship is now 13 years strong, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

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

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

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team

Skip Tilton, President
Billie Jo Tilton, Vice President

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

Jessica Paradis
Accounting Coordinator

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

Alex Webster
Operations & Marketing Manager

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

Pam Weed
Client-Vendor Relations

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

Robert Dutil
Information Technology

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

Jamin Tilton
Operations Support

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

James Cartwright
Operations Support

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

Heidi Tilton
Office Support

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

Equipment Health Status

Total Number of Machines:	**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:	**23**
# of Units Overused:	**0**
# of Units Underused:	**1**
Commencement Date:	08/02/2015
# of Annual Payments Left on Lease:	**1**
All Warranties and Service Contracts Expire:	06/30/2021
SPC's FM Audit Print Management Software Loaded:	Yes
Printer Contract Signed:	Yes

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

Dear Frank,

We look forward to working with you as we have with other BM's for the past 13 years. Your color printing increased by 20% over last year, on par with the industry average increase of 19% from last year. You are currently averaging 187 color copies per student, which is lower than the industry average of 216. (See pages 18-22.)

Recently SPC has developed F][\ HG]nY˘ Df]bh˙A UbU[˙Ya Ybh˙Gc Zk UˇfY˘fG!DA GŁ to help control color costs. You can take advantage of this new service with your next upgrade, which could happen as soon as 2020.

Note that CPCs have come down, and it is estimated that we could drop your cost for color to save you $38,344 over five years with an upgrade. (See page 44.) Implementing RS-PMS would help maintain or lower your average color copies per student ratios, saving you even more.

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	06/01/2008
Boynton Middle	Room 101 Principal's Office	Konica Minolta BHC554	A5AY011015779	KMBS	08/01/2012
Boynton Middle	Room 107	HP Laser Jet Enterprise600 M601DN	CNDCGB51GC	AXIS	11/01/2011
Boynton Middle	Room 115	Konica Minolta BHC454	A4FJ011002531	KMBS	07/01/2012
Boynton Middle	Room 117	HP Laser Jet Enterprise600 M601DN	CNDCGB51G9	AXIS	11/01/2011
Boynton Middle	Room 208	HP Laser Jet Enterprise600 M601DN	CNDCGB51GH	AXIS	11/01/2011
Boynton Middle	Room 219	HP Laser Jet Enterprise600 M601DN	CNDCGB51GK	AXIS	11/01/2011
Highbridge Hill Elementary	Main Office	HP Laser Jet Enterprise600 M601DN	CNDCGB00BV	AXIS	11/01/2011
Highbridge Hill Elementary	Main Office	Konica Minolta BHC554	A5AY011015788	KMBS	08/01/2012
Highbridge Hill Elementary	Room 173 Computer Lab	HP Laser Jet Enterprise600 M601DN	CNDCGB00BN	AXIS	11/01/2011
Highbridge Hill Elementary	Room 218 - 4th Grade Computer Lab	HP Laser Jet Enterprise600 M601DN	CNDCGB00BM	AXIS	11/01/2011
Highbridge Hill Elementary	Room 227 - 3rd Grade Computer Lab	HP Laser Jet Enterprise600 M601DN	CNDCGB51GB	AXIS	11/01/2011
Mascenic Regional High	Guidance Room	Konica Minolta BHC554	A5AY011015749	KMBS	08/01/2012
Mascenic Regional High	Library	Konica Minolta BH501	A0R5011021344	KMBS	06/01/2008
Mascenic Regional High	Principal's Secretary	HP Laser Jet 600 M602	CNCCFCS1HL	AXIS	11/01/2011
Mascenic Regional High	Room 040	HP Laser Jet Enterprise600 M601DN	CNDCGB00BK	AXIS	11/01/2011
Mascenic Regional High	Room 332	HP Laser Jet Enterprise600 M601DN	CNDCGB51GJ	AXIS	11/01/2011
Mascenic Regional High	Room 335	HP Laser Jet Enterprise600 M601DN	CNDCGB00BJ	AXIS	11/01/2011
Mascenic Regional High	Room 342	Konica Minolta BH501	A0R5011021553	KMBS	06/01/2008
Mascenic Regional High	Room 347	HP Laser Jet Enterprise600 M601DN	CNDCGBS1GF	AXIS	11/01/2011

Building	Department	Make/Model	Serial Number	Vendor Name	Intro Date
Mascenic Regional High	Room 383	HP Color Laser Jet M451dn	CNBH308714	AXIS	02/01/2012
SAU 87 District	Admin Assistant	Konica Minolta BH501	A0R5011022221	KMBS	06/01/2008
SAU 87 District	Main Office	Konica Minolta BHC554	A5AY011015759	KMBS	08/01/2012
SAU 87 District	Room 244 - Payroll Desk (MICR)	HP Laser Jet 600 M602	CNBCD7L0CJ	AXIS	11/01/2011
SAU 87 District	Student Services	HP Laser Jet 600 M602	CNCCF1C0J4	AXIS	11/01/2011
SAU 87 District	Superintendent	HP Laser Jet 600 M602	CNCCF6L0YZ	AXIS	11/01/2011
SAU 87 District	Training Room - MICR	HP Laser Jet 600 M602	CNBCD7L0C8	AXIS	11/01/2011

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
HP Color LaserJet CM2320fxi MFP	CND99C4H63	10.0.6.104	2019-01-18 09:10:59
HP COLOR LaserJet CP1518ni	CNCC915028	10.0.8.126	2019-10-15 09:10:18
HP LASERJET 400 color M451dn	CNDF606905	10.0.8.125	2019-10-15 09:10:18
HP LASERJET 4250	CNGXL01852	10.0.2.62	2019-10-15 09:10:18

SPC Timeline

1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Reports

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

2001 Solid-Ink Printers and Meter Collection

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

2002 Bond Counsel Review

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

2003 Contracts and Warranties Updated

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

2005 Economic Municipal Relief Fund Established

2006 Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience.

2007 Insurance Fund

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

2012 STARDoc - Print Management Software Developed and Implemented

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

SPC Timeline

2013   STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014   STARDoc - Monthly Audits

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

2015   STARDoc - Mapping Options and Asset Management

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

2018   STARDoc - Improved Pinpointing of Budget and Communications

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

2019   STARDoc – Service Histories, Chromebook Bid & Papercut Installers

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

2020   SPC Roadmap

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

STARDoc Features

Cost Projection by Department or Building

Who Benefits? Accounts Payable, Business Manager, and Superintendent

- Allows you to formulate next year's budgets as early as December
- Allows you to see the projected usage bill in advance
- Tabulate total budgets and trotal costs district wide
- Volume or cost pages allow you to pinpoint specific machines on the floor plans
- Timeline - allowing you to go back to see how your budget compares to previous years

Map your devices on Floorplans

Who Benefits? Business Manager, IT

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device information tab will allow you to easily access the web interface of the printer/copier
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Non-reporting device listing for devices that haven't reported for more than 2 weeks
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectore, Apple TVs

Floorplan Administration

Who Benefits? Business Manager and IT

- Allows IT and Business Manager to move devices around on Floorplan
- Paper trail of device locations after summer break
- Will show Previous Devices, Present Equipment, and Proposed Equipment

Contacts Page

Who Benefits? Business Manager and IT

- Control Access and Permissions to STARDoc
- Toggle Email all (Toner, Service Monthly Audits)

STARDoc Features

Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Tracks additional non-contract devices
- IP Addresses and MAC addresses automatically imported
- Strikethrough on machines that have been removed

Monthly Audits

Who Benefits? Business Manager and Superintendent

- Monthly Cost Snapshot
- Shows amount of devices not reporting to help improve accuracy of projections

Timeline

Who Benefits? Business Manager

- Track historical volume and cost per building

Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client

STARDoc Features

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

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

Over-Budget Report

- Catch overused equipment early, before equipment begins to break down due to overuse.
- Request service history on any machine right through STARDoc.
-

Over Budget	✕
Room:	Room 201 Principal's Office
Make & Model:	Canon IRC5051
Serial Number:	GQM65369
IP Address:	172.16.10.145
Projected Amount Over Budget:	$404

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

Previous   Next

Check Black/Color Default   Close

Five Year Fleet Management (FYFM)

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

Purpose of FYFM:

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

Setting up Future Budgets:

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

Problematic Machines:

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

Annual Black Volume by Location
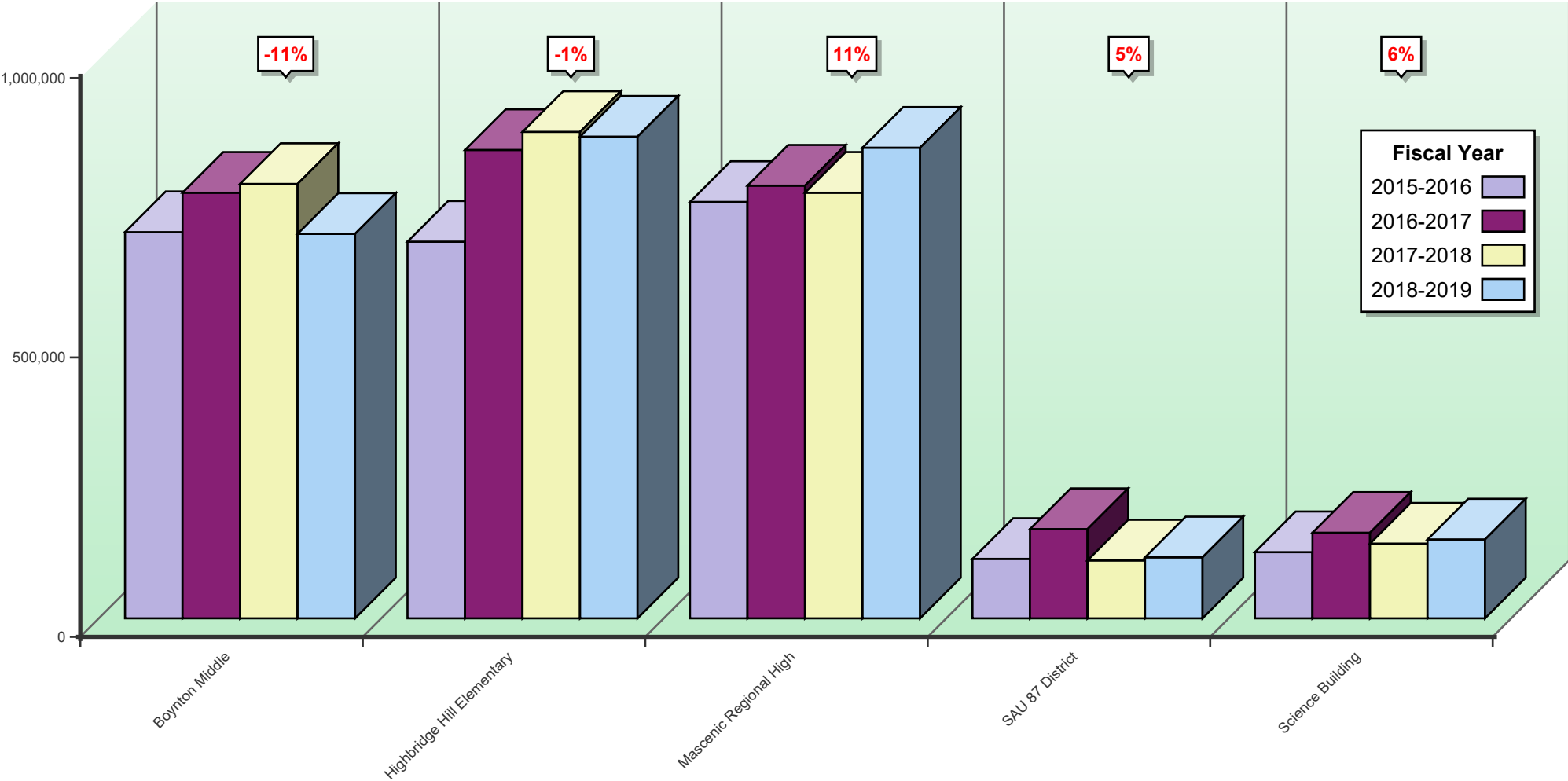
Annual Black Volume Overall
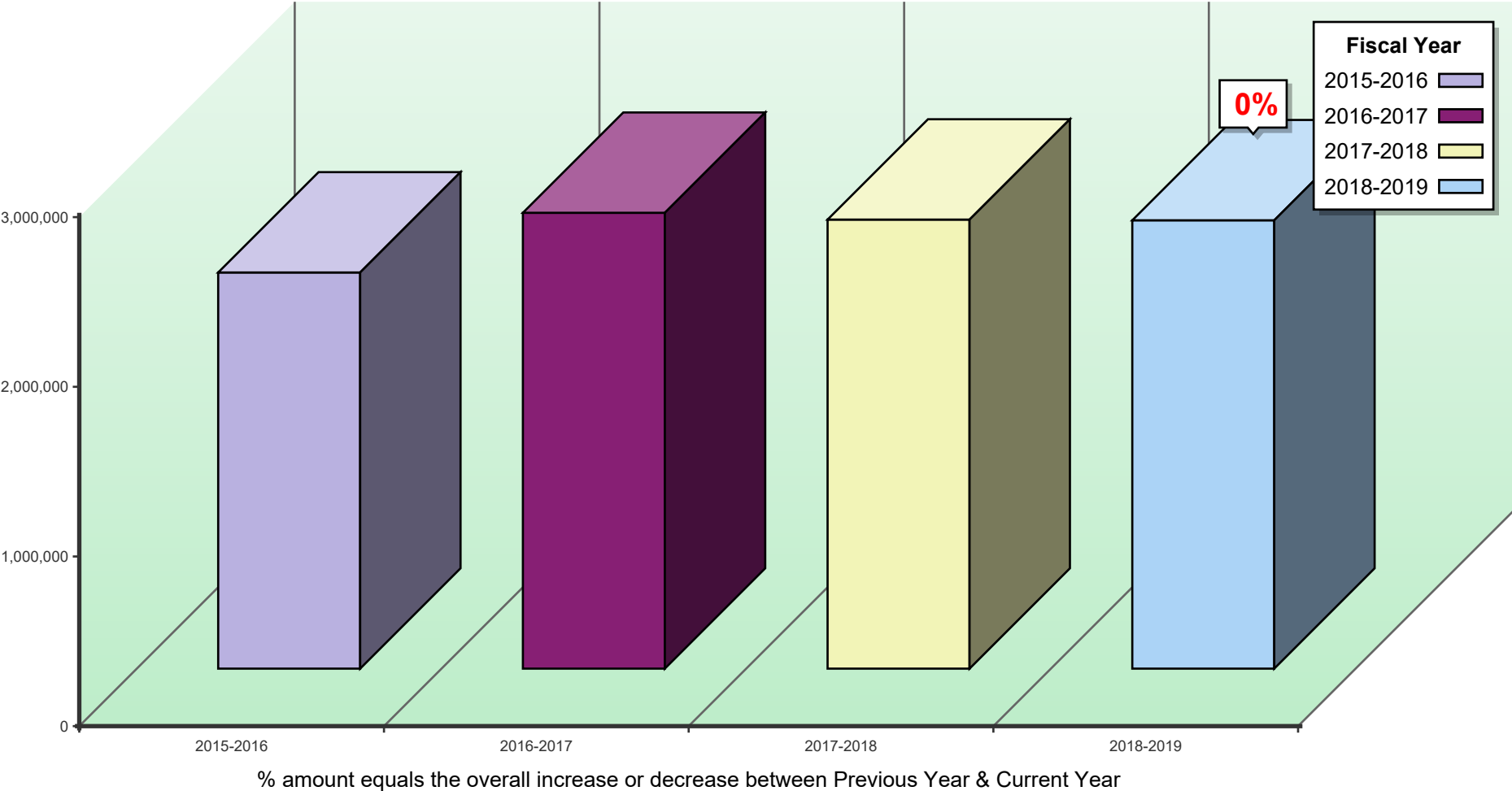
% amount equals the overall increase or decrease between Previous Year & Current Year

Average Student-to-Copy Usage - Black

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Boynton Middle	289	687,965	$16,195.63	2,381	$56.04
Highbridge Hill Elementary	408	861,993	$19,763.98	2,113	$48.44
Mascenic Regional High	329	842,129	$20,020.65	2,560	$60.85
SAU 87 District	0	109,177	$2,936.64	0	$0.00
Science Building	0	141,165	$3,201.26	0	$0.00
Totals	**1,026**	**2,642,429**	**$62,118.16**	**2,575**	**$60.54**

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

Industry Average Copies per Student - Black

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

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

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

Average Copies Per Student - Black
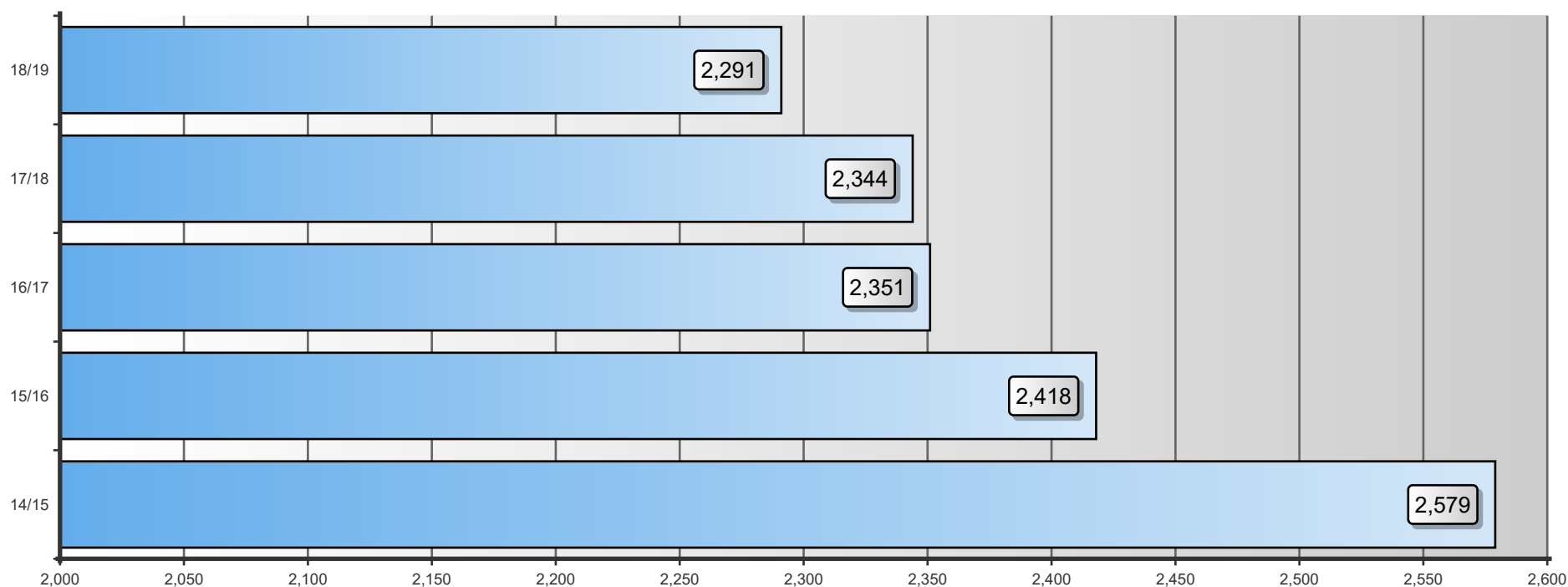
Annual Color Volume by Location
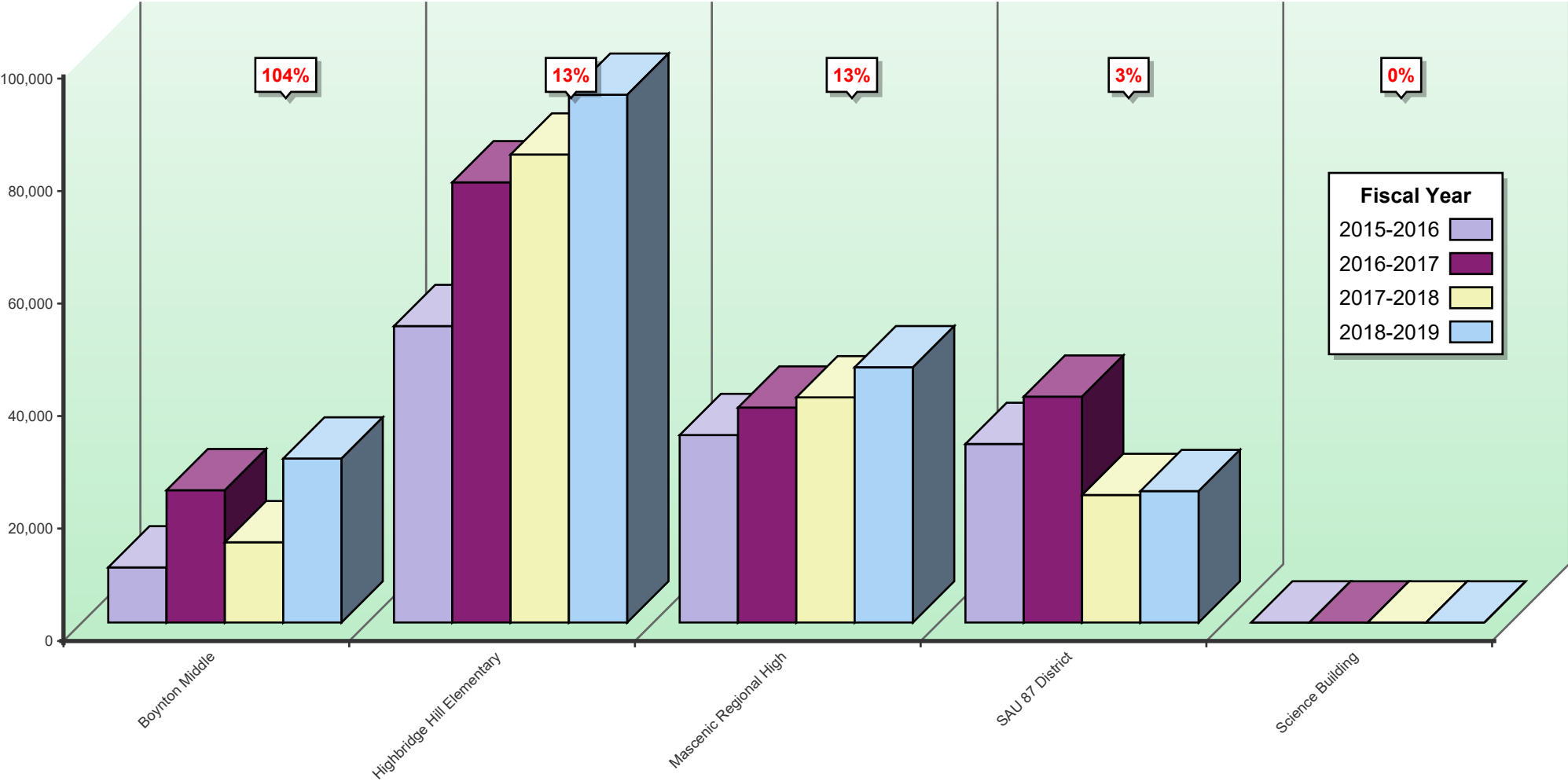
Annual Color Volume Overall
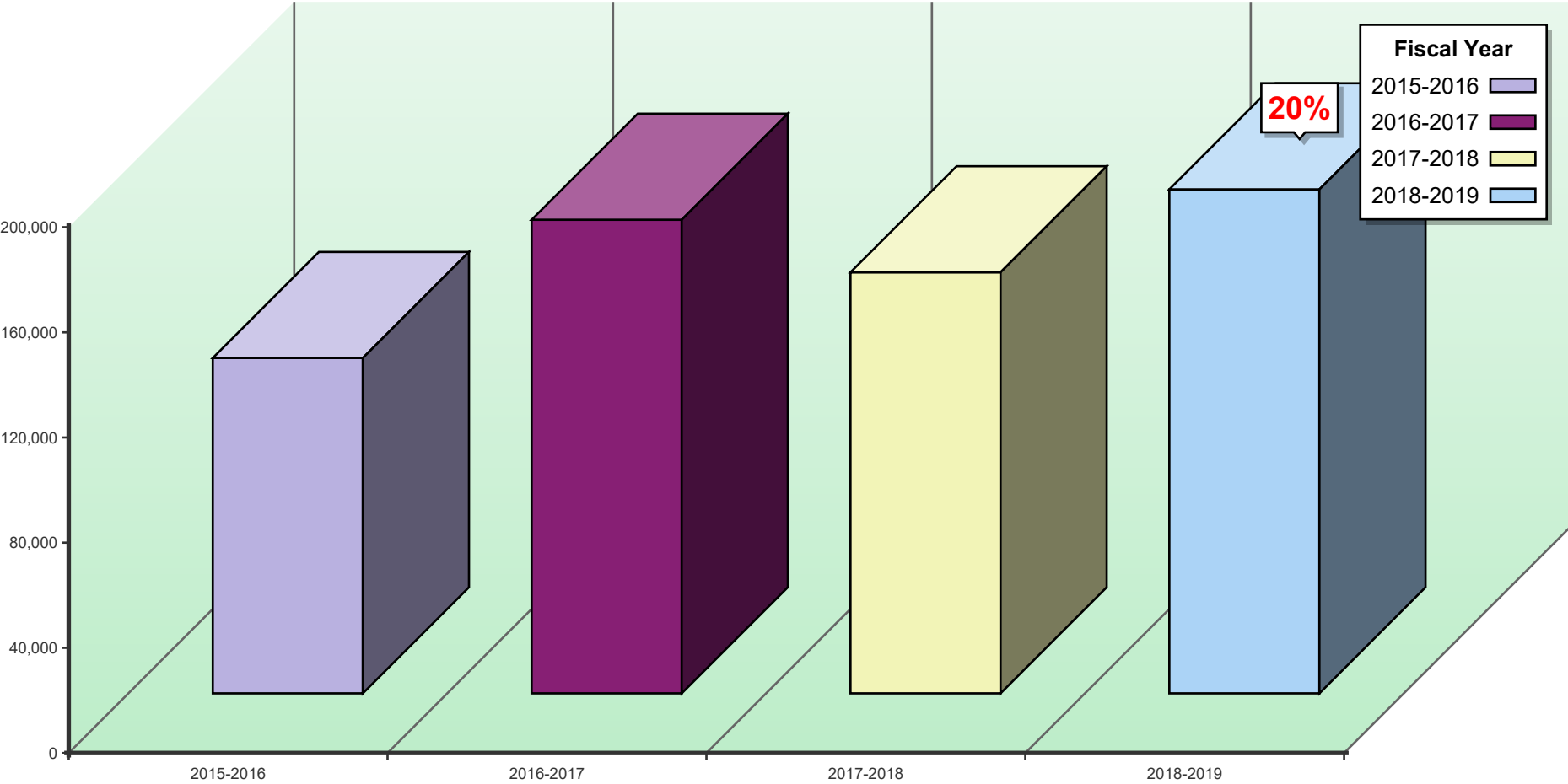
% amount equals the overall increase or decrease between Previous Year & Current Year

Average Student-to-Copy Usage - Color

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Boynton Middle	289	29,150	$1,563.31	101	$5.41
Highbridge Hill Elementary	408	93,832	$5,032.21	230	$12.33
Mascenic Regional High	329	45,377	$2,535.88	138	$7.71
SAU 87 District	0	23,361	$1,252.85	0	$0.00
Science Building	0	0	$0.00	0	$0.00
Totals	**1,026**	**191,720**	**$10,384.25**	**187**	**$10.12**

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

Note: STARDoc tool will flag any future high color usage. See page 12 of STARDoc Features. Current industry ratio averages 216 color prints per student per year. Your color volume this year averages 187 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

|		
District Wide Black Totals	*2,642,429*	*$11,278.15*
District Wide Color Totals	*191,720*	*$10,180.94*

Industry Average Copies per Student - Color

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

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

Total District Cost refers to the cost of Service, Supplies, and Paper. Equipment is calculated only into the Black Volume.
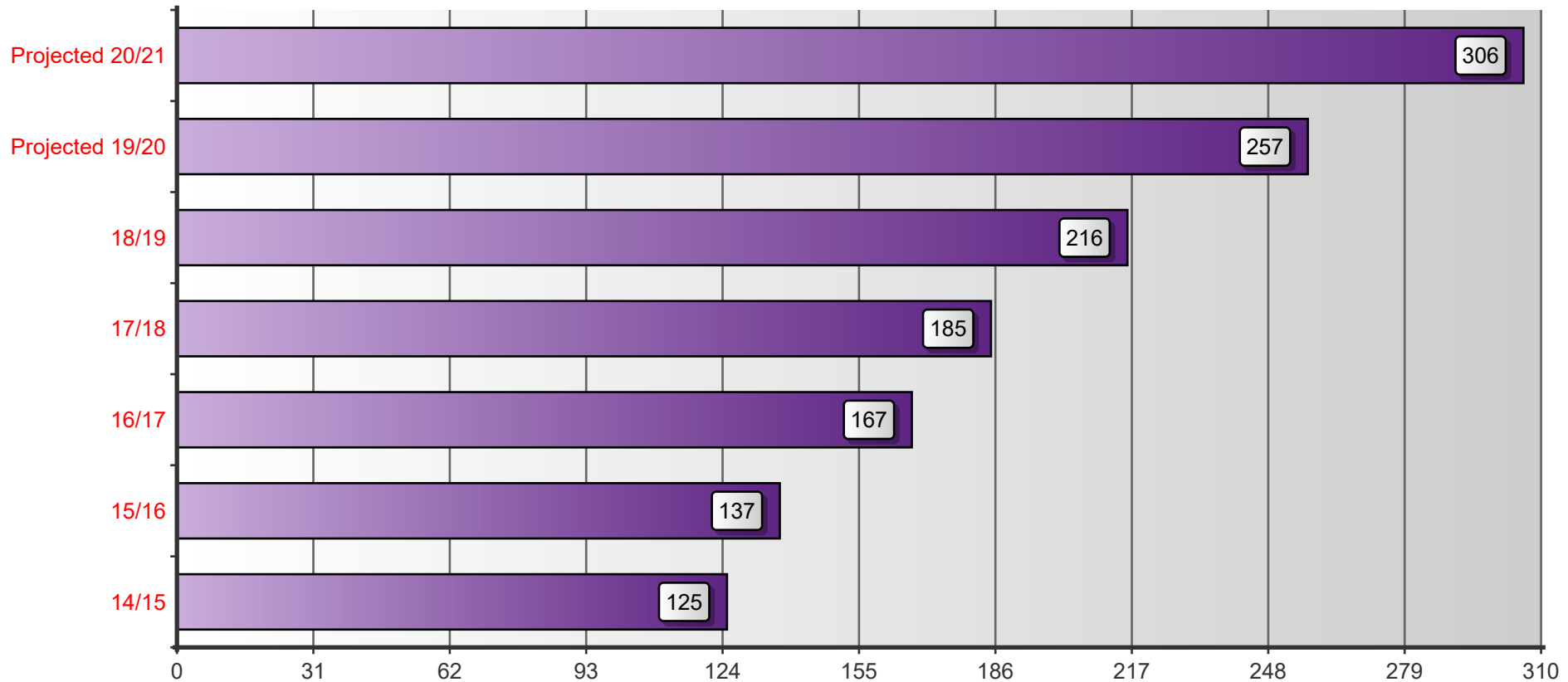
Color-to-Total Volume Comparison
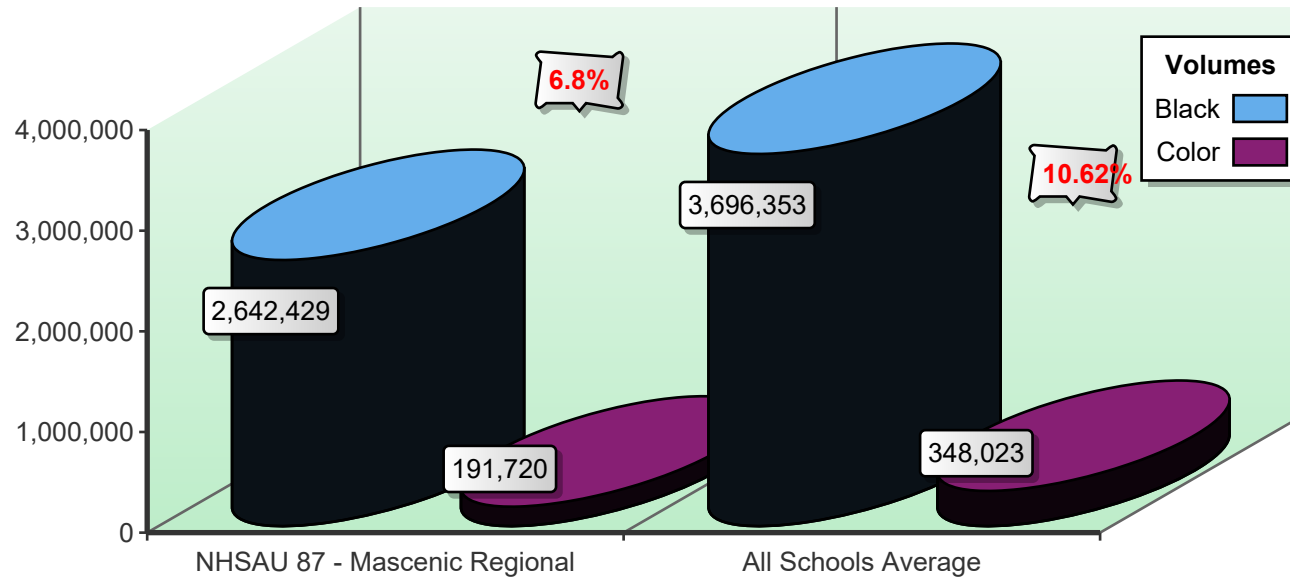
SPC Analysis

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

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

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

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

Other beneficial features include Follow-Me Printing.

Usage Profile for Service & Supplies

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC.

Date of Last Upgrade: 08/02/2015

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Boynton Middle					
Library					
Konica Minolta BH501 / 50 PPM	158,898	165,298	6,400	$0.00337	11 years from Intro.
A0R5011021408 / 9348 5937				$21.57	
2,000,000 / /2008-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Phys Ed Office					
HP Laser Jet 600 M604 / 52 PPM	27,730	41,904	14,174	$0.01304	None at this time.
CNBCH970T8 /				$184.83	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 100 Guidance					
Konica Minolta BH654 / 65 PPM	798,321	1,036,478	238,157	$0.00337	None at this time.
A5YN017007892 / 9348 5942				$802.59	
3,000,000 / /2013-02-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 101 Principal's Office					
Konica Minolta BHC554 / 55 PPM	135,194	183,367	48,173	$0.00337	7 years from Intro.
A5AY011015779 / 9348 5943				$162.34	
3,000,000 / /2012-08-01	32,439	45,206	12,767	$0.05258	
Color Photocopier				$671.29	
KMBS					
Room 102 - not in use					
HP Laser Jet 600 M604 / 52 PPM	983	983	0	$0.01304	None at this time.
CNBCH970VS /				$0.00	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 105					
HP Laser Jet 600 M604 / 52 PPM	17,568	21,839	4,271	$0.01304	None at this time.
CNBCH970TJ /				$55.69	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 107					
HP Laser Jet Enterprise600 M601DN / 45 PPM	17,939	24,146	6,207	$0.01304	8 years from Intro.
CNDCGB51GC /				$80.94	
1,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 113A Nurse					
HP Laser Jet 600 M604 / 52 PPM	5,430	6,674	1,244	$0.01304	None at this time.
CNBCH8306L /				$16.22	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 115					
Konica Minolta BHC454 / 45 PPM	265,762	297,634	31,872	$0.00337	7 years from Intro.
A4FJ011002531 / 9348 5952				$107.41	
1,000,000 / /2012-07-01	98,688	115,071	16,383	$0.05258	
Color Photocopier				$861.42	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 117					
HP Laser Jet Enterprise600 M601DN / 45 PPM	19,701	24,086	4,385	$0.01304	8 years from Intro.
CNDCGB51G9 /				$57.18	
1,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 200					
Konica Minolta BH754 / 75 PPM	897,493	1,186,912	289,419	$0.00337	None at this time.
A55V017005302 / 9348 5851				$975.34	
4,000,000 / /2013-03-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 207					
HP Laser Jet 600 M604 / 52 PPM	23,670	33,109	9,439	$0.01304	None at this time.
CNBCH8306G /				$123.08	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 208					
HP Laser Jet Enterprise600 M601DN / 45 PPM	18,341	24,605	6,264	$0.01304	8 years from Intro.
CNDCGB51GH /				$81.68	
1,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 215 Special Ed					
Konica Minolta BH4050 / 42 PPM	44,822	53,274	8,452	$0.00421	None at this time.
A6VF011011461 / 9348 5934				$35.58	
1,000,000 / /2014-02-01	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Room 218					
HP Laser Jet 600 M604 / 52 PPM	19,288	27,964	8,676	$0.01304	None at this time.
CNBCH970T3 /				$113.14	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 219					
HP Laser Jet Enterprise600 M601DN / 45 PPM	34,098	42,969	8,871	$0.01304	8 years from Intro.
CNDCGB51GK /				$115.68	
1,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Title One					
HP Laser Jet 600 M604 / 52 PPM	11,061	13,022	1,961	$0.01304	None at this time.
CNBCH8306W /				$25.57	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

	Subtotal Black	687,965	$2,958.85
	Subtotal Color	29,150	$1,532.71

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

Highbridge Hill Elementary

3rd Grade Work Room

Konica Minolta BH654 / 65 PPM	283,439	407,945	124,506	$0.00337	None at this time.
A5YN017007632 / 9348 5939				$419.59	
3,000,000 / /2013-02-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Copy Room Downstairs

Konica Minolta BH754 / 75 PPM	658,034	885,749	227,715	$0.00337	None at this time.
A55V017005368 / 9348 5949				$767.40	
4,000,000 / /2013-03-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Library

Konica Minolta BH4050 / 42 PPM	7,830	10,095	2,265	$0.00421	None at this time.
A6VF011011467 / 9348 5949				$9.54	
1,000,000 / /2014-02-01	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
HP Laser Jet Enterprise600 M601DN / 45 PPM	2,468	3,952	1,484	$0.01304	8 years from Intro.
CNDCGB00BV /				$19.35	
1,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Main Office					
Konica Minolta BHC554 / 55 PPM	217,795	289,274	71,479	$0.00337	7 years from Intro.
A5AY011015788 / 9348 5945				$240.88	High color usage. Ratio is 230 color
3,000,000 / /2012-08-01	214,164	307,996	93,832	$0.05258	copies per student while industry average
Color Photocopier				$4,933.69	is 216. Solution: Implement RS-PMS.
KMBS					
Nurse's Office					
HP Laser Jet 600 M604 / 52 PPM	6,916	9,096	2,180	$0.01304	None at this time.
CNBCH83074 /				$28.43	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Room 125					
Konica Minolta BH754 / 75 PPM	693,264	931,303	238,039	$0.00337	None at this time.
A55V017005341 / 9348 5948				$802.19	
4,000,000 / /2013-03-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 125 - 2nd Grade Work Room					
HP Laser Jet 600 M604 / 52 PPM	22,802	24,851	2,049	$0.01304	None at this time.
CNBCH970TX /				$26.72	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 171 - 1st Grade Work Room					
HP Laser Jet 600 M604 / 52 PPM	36,839	47,293	10,454	$0.01304	None at this time.
CNBCH8307R /				$136.32	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 173 Computer Lab					
HP Laser Jet Enterprise600 M601DN / 45 PPM	7,614	10,035	2,421	$0.01304	8 years from Intro.
CNDCGB00BN /				$31.57	
1,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 207					
Konica Minolta BH754 / 75 PPM	417,997	586,810	168,813	$0.00337	None at this time.
A55V017005288 / 9348 5950				$568.90	
4,000,000 / /2013-03-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 218 - 4th Grade Computer Lab					
HP Laser Jet Enterprise600 M601DN / 45 PPM	27,372	34,667	7,295	$0.01304	8 years from Intro.
CNDCGB00BM /				$95.13	
1,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 227 - 3rd Grade Computer Lab					
HP Laser Jet Enterprise600 M601DN / 45 PPM	3,694	6,987	3,293	$0.01304	8 years from Intro.
CNDCGB51GB /				$42.94	
1,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

	Subtotal Black	861,993	$3,188.95
	Subtotal Color	93,832	$4,933.69

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

Mascenic Regional High

Guidance Room

Konica Minolta BHC554 / 55 PPM	208,034	267,388	59,354	$0.00337	7 years from Intro.
A5AY011015749 / 9348 5936				$200.02	
3,000,000 / /2012-08-01	109,061	153,334	44,273	$0.05258	
Color Photocopier				$2,327.87	
KMBS					

Gym Wieght Room

HP Laser Jet 600 M604 / 52 PPM	12,952	15,790	2,838	$0.01304	None at this time.
CNBCH8305G /				$37.01	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Library

Konica Minolta BH501 / 50 PPM	173,651	202,595	28,944	$0.00337	11 years from Intro.
A0R5011021344 / 9348 5936				$97.54	
2,000,000 / /2008-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Main Office					
Konica Minolta BH4050 / 42 PPM	26,393	33,452	7,059	$0.00421	None at this time.
A6VF011011470 / 9348 5960				$29.72	
1,000,000 / /2014-02-01	0	0	0	$0.00000	
Black Laser MFP				$0.00	
KMBS					
Main Office Copy Room					
Konica Minolta BH654 / 65 PPM	106,185	133,212	27,027	$0.00337	None at this time.
A5YN017007896 / 9348 5940				$91.08	
3,000,000 / /2013-02-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Nurse's Office					
HP Laser Jet 600 M604 / 52 PPM	2,456	2,999	543	$0.01304	None at this time.
CNBCH8306C /				$7.08	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Principal's Secretary					
HP Laser Jet 600 M602 / 52 PPM	41,765	50,305	8,540	$0.01304	8 years from Intro.
CNCCFCS1HL /				$111.36	
3,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 040					
HP Laser Jet Enterprise600 M601DN / 45 PPM	45,923	56,446	10,523	$0.01304	8 years from Intro.
CNDCGB00BK /				$137.22	
1,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 070					
HP Laser Jet 600 M604 / 52 PPM	12,040	20,720	8,680	$0.01304	None at this time.
CNBCH8307M /				$113.19	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 323					
HP Laser Jet 600 M604 / 52 PPM	28,693	37,590	8,897	$0.01304	None at this time.
CNBCH8307X /				$116.02	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 326					
HP Laser Jet 600 M604 / 52 PPM	13,315	19,937	6,622	$0.01304	None at this time.
CNBCH8307P /				$86.35	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 332					
HP Laser Jet Enterprise600 M601DN / 45 PPM	65,048	75,392	10,344	$0.01304	8 years from Intro.
CNDCGB51GJ /				$134.89	
1,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 335					
HP Laser Jet Enterprise600 M601DN / 45 PPM	110,138	141,361	31,223	$0.01304	8 years from Intro.
CNDCGB00BJ /				$407.15	
1,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 342					
Konica Minolta BH501 / 50 PPM	145,014	199,323	54,309	$0.00337	11 years from Intro.
A0R5011021553 / 9348 5935				$183.02	
2,000,000 / /2008-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 347					
HP Laser Jet Enterprise600 M601DN / 45 PPM	30,225	36,185	5,960	$0.01304	8 years from Intro.
CNDCGB51GF /				$77.72	
1,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 380					
Konica Minolta BH754 / 75 PPM	1,443,835	2,008,963	565,128	$0.00337	None at this time.
A55V017005506 / 9348 5947				$1,904.48	
4,000,000 / /2013-03-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Room 383					
HP Color Laser Jet M451dn / 21 PPM	2,610	3,181	571	$0.01304	7 years from Intro.
CNBH308714 /				$7.45	
500,000 / /2012-02-01	2,503	3,607	1,104	$0.14343	
Color Network Printer				$158.35	
AXIS					
Room 397					
HP Laser Jet 600 M604 / 52 PPM	12,560	18,127	5,567	$0.01304	None at this time.
CNBCH83068 /				$72.59	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

			Subtotal Black	**842,129**	**$3,813.88**
			Subtotal Color	**45,377**	**$2,486.22**

Make-Model/Speed *Serial Number/VendorID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
SAU 87 District					
Admin Assistant					
Konica Minolta BH501 / 50 PPM	139,186	159,889	20,703	$0.00337	11 years from Intro.
A0R5011022221 / 9348 5938				$69.77	
2,000,000 / /2008-06-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Director of Student Services					
HP Laser Jet 400 M401n / 35 PPM	10,137	11,094	957	$0.01304	None at this time.
VNG4G01618 /				$12.48	
750,000 / /2013-01-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Main Office					
Konica Minolta BHC554 / 55 PPM	236,128	276,926	40,798	$0.00337	7 years from Intro.
A5AY011015759 / 9348 5944				$137.49	
3,000,000 / /2012-08-01	94,565	117,926	23,361	$0.05258	
Color Photocopier				$1,228.32	
KMBS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
HP Laser Jet 600 M604 / 52 PPM	18,205	22,980	4,775	$0.01304	None at this time.
CNBCH8307Q /				$62.27	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 243 - Business Office					
HP Laser Jet 600 M604 / 52 PPM	0	15,482	15,482	$0.01304	None at this time.
CNBCH970TT /				$201.89	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Room 244 - Payroll Desk (MICR)					
HP Laser Jet 600 M602 / 52 PPM	60,535	68,291	7,756	$0.01304	8 years from Intro.
CNBCD7L0CJ /				$101.14	
3,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Student Services					
HP Laser Jet 600 M602 / 52 PPM	14,547	15,525	978	$0.01304	8 years from Intro.
CNCCF1C0J4 /				$12.75	
3,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Superintendent					
HP Laser Jet 600 M602 / 52 PPM	40,048	48,059	8,011	$0.01304	8 years from Intro.
CNCCF6L0YZ /				$104.46	
3,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Training Room					
HP Laser Jet 600 M604 / 52 PPM	2,965	4,999	2,034	$0.01304	None at this time.
CNBCH970TK /				$26.52	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Training Room - MICR					
HP Laser Jet 600 M602 / 52 PPM	52,666	60,349	7,683	$0.01304	8 years from Intro.
CNBCD7L0C8 /				$100.19	
3,000,000 / /2011-11-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

	Subtotal Black	109,177	$828.95
	Subtotal Color	**23,361**	**$1,228.32**

Make-Model/Speed *Serial Number/VendorID* *Life/Intro Date* Vendor	*07/01/2018* Meter	*06/30/2019* Meter	*2018-2019* *Annual* Volume	*Cost/Copy* Annual Cost	**Recommendations**
Science Building					
Room 122					
HP Laser Jet 600 M604 / 52 PPM	1,053	1,053	0	$0.01304	Underused!
CNBCH8306B /				$0.00	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					
Tech Building					
Konica Minolta BH654 / 65 PPM	400,632	540,578	139,946	$0.00337	None at this time.
A5YN017007805 / 9348 9541				$471.62	
3,000,000 / /2013-02-01	0	0	0	$0.00000	
Black Photocopier				$0.00	
KMBS					
Tech Building - Computer Classroom					
HP Laser Jet 600 M604 / 52 PPM	3,618	4,837	1,219	$0.01304	None at this time.
CNBCH8306P /				$15.90	
2,000,000 / /2015-04-01	0	0	0	$0.00000	
Black Network Printer				$0.00	
AXIS					

	Subtotal Black	**141,165**	**$487.51**
	Subtotal Color	**0**	**$0.00**

	District Wide Black Totals	**2,642,429**	**$11,278.15**
	District Wide Color Totals	**191,720**	**$10,180.94**

Your average Color CPC is $0.0531. Solution: Renegotiate CPC to $0.04, saving $38,344 over five years!

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 02/01/2006 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2018-2019 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
2,642,429	$0.01806	$47,722.27

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,642,429	$0.00427	$11,283.17	$36,439.10	$182,195.48

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $36,439.10 x 13 years as a Client
= $473,708.25 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	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Boynton Middle	687,965	$3,019.53	$3,715.01	$9,461.08	$16,195.63
Highbridge Hill Elementary	861,993	$3,254.86	$4,654.76	$11,854.36	$19,763.98
Mascenic Regional High	842,129	$3,891.96	$4,547.50	$11,581.19	$20,020.65
SAU 87 District	109,177	$845.65	$589.56	$1,501.43	$2,936.64
Science Building	141,165	$497.63	$762.29	$1,941.34	$3,201.26
Total	**2,642,429**	**$11,509.63**	**$14,269.12**	**$36,339.41**	**$62,118.16**

SPC Equipment Bids:
Presently our bids are coming in between 15% to 23% of Retail, while the current Salesman's Cost is 50% of Retail.
For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a Retail Cost of $45,640 is coming in at $7,342...16% of Retail! Our prices are negotiated with and supported directly by the manufacturer.

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Boynton Middle	29,150	$1,563.31
Highbridge Hill Elementary	93,832	$5,032.21
Mascenic Regional High	45,377	$2,535.88
SAU 87 District	23,361	$1,252.85
Science Building	0	$0.00
Total	**191,720**	**$10,384.25**

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. Current year's increase is 2%.

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Axis Business Solutions	Black Network Printer	243,300	$0.01304	$3,172.63	$0.01330	$3,235.89
Axis Business Solutions	Color Network Printer	571	$0.01304	$7.45	$0.01330	$7.59
Konica-Minolta Business Solutions	Black Laser MFP	17,776	$0.00421	$74.84	$0.00429	$76.26
Konica-Minolta Business Solutions	Black Photocopier	2,129,106	$0.00337	$7,175.09	$0.00344	$7,324.12
Konica-Minolta Business Solutions	Color Photocopier	251,676	$0.00337	$848.15	$0.00344	$865.77
Total		**2,642,429**	**$0.00427**	**$11,278.15**	**$0.00436**	**$11,509.63**

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%.</mark>

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Axis Business Solutions	Color Network Printer	1,104	$0.14343	$158.35	$0.14630	$161.52
Konica-Minolta Business Solutions	Color Photocopier	190,616	$0.05258	$10,022.59	$0.05363	$10,222.74
	Total	**191,720**	**$0.05310**	**$10,180.94**	**$0.05416**	**$10,384.25**

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	**08/02/2015**
Lease End Date	**08/01/2020**
Term	**5 Annual**
Annual Payment usually due on 8/1	**$36,339.41**
Remaining Payments	**1**

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

Leased Equipment

Building	Make/Model	Serial Number
Boynton Middle	Konica Minolta BH754	A55V017005302
Boynton Middle	Konica Minolta BHC554	A5AY011015779
Boynton Middle	Konica Minolta BH654	A5YN017007892
Boynton Middle	Konica Minolta BH4050	A6VF011011461
Boynton Middle	HP Laser Jet 600 M604	CNBCH8306G
Boynton Middle	HP Laser Jet 600 M604	CNBCH8306L
Boynton Middle	HP Laser Jet 600 M604	CNBCH8306W
Boynton Middle	HP Laser Jet 600 M604	CNBCH970T3
Boynton Middle	HP Laser Jet 600 M604	CNBCH970T8
Boynton Middle	HP Laser Jet 600 M604	CNBCH970TJ
Boynton Middle	HP Laser Jet 600 M604	CNBCH970VS
Highbridge Hill Elementary	Konica Minolta BH754	A55V017005288
Highbridge Hill Elementary	Konica Minolta BH754	A55V017005341
Highbridge Hill Elementary	Konica Minolta BH754	A55V017005368
Highbridge Hill Elementary	Konica Minolta BHC554	A5AY011015788
Highbridge Hill Elementary	Konica Minolta BH654	A5YN017007632
Highbridge Hill Elementary	Konica Minolta BH4050	A6VF011011467
Highbridge Hill Elementary	HP Laser Jet 600 M604	CNBCH83074
Highbridge Hill Elementary	HP Laser Jet 600 M604	CNBCH8307R
Highbridge Hill Elementary	HP Laser Jet 600 M604	CNBCH970TX
Mascenic Regional High	Konica Minolta BH754	A55V017005506
Mascenic Regional High	Konica Minolta BHC554	A5AY011015749
Mascenic Regional High	Konica Minolta BH654	A5YN017007896
Mascenic Regional High	Konica Minolta BH4050	A6VF011011470
Mascenic Regional High	HP Laser Jet 600 M604	CNBCH8305G
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	CNBCH8307M
Mascenic Regional High	HP Laser Jet 600 M604	CNBCH8307P
Mascenic Regional High	HP Laser Jet 600 M604	CNBCH8307X
Mascenic Regional High	HP Color Laser Jet M451dn	CNBH308714
SAU 87 District	Konica Minolta BHC554	A5AY011015759
SAU 87 District	HP Laser Jet 600 M604	CNBCH8307Q

Building	Make/Model	Serial Number
SAU 87 District	HP Laser Jet 600 M604	CNBCH970TK
SAU 87 District	HP Laser Jet 600 M604	CNBCH970TT
Science Building	Konica Minolta BH654	A5YN017007805
Science Building	HP Laser Jet 600 M604	CNBCH8306B
Science Building	HP Laser Jet 600 M604	CNBCH8306P

Owned Equipment

Building	Make/Model	Serial Number
Boynton Middle	Konica MinoltaBH501	A0R5011021408
Boynton Middle	Konica MinoltaBHC454	A4FJ011002531
Boynton Middle	HPLaser Jet Enterprise600 M601DN	CNDCGB51G9
Boynton Middle	HPLaser Jet Enterprise600 M601DN	CNDCGB51GC
Boynton Middle	HPLaser Jet Enterprise600 M601DN	CNDCGB51GH
Boynton Middle	HPLaser Jet Enterprise600 M601DN	CNDCGB51GK
Highbridge Hill Elementary	HPLaser Jet Enterprise600 M601DN	CNDCGB00BM
Highbridge Hill Elementary	HPLaser Jet Enterprise600 M601DN	CNDCGB00BN
Highbridge Hill Elementary	HPLaser Jet Enterprise600 M601DN	CNDCGB00BV
Highbridge Hill Elementary	HPLaser Jet Enterprise600 M601DN	CNDCGB51GB
Mascenic Regional High	Konica MinoltaBH501	A0R5011021344
Mascenic Regional High	Konica MinoltaBH501	A0R5011021553
Mascenic Regional High	HPLaser Jet 600 M602	CNCCFCS1HL
Mascenic Regional High	HPLaser Jet Enterprise600 M601DN	CNDCGB00BJ
Mascenic Regional High	HPLaser Jet Enterprise600 M601DN	CNDCGB00BK
Mascenic Regional High	HPLaser Jet Enterprise600 M601DN	CNDCGB51GF
Mascenic Regional High	HPLaser Jet Enterprise600 M601DN	CNDCGB51GJ
SAU 87 District	Konica MinoltaBH501	A0R5011022221
SAU 87 District	HPLaser Jet 600 M602	CNBCD7L0C8
SAU 87 District	HPLaser Jet 600 M602	CNBCD7L0CJ
SAU 87 District	HPLaser Jet 600 M602	CNCCF1C0J4
SAU 87 District	HPLaser Jet 600 M602	CNCCF6L0YZ
SAU 87 District	HPLaser Jet 400 M401n	VNG4G01618

STARDoc User Names

Name	User Name
Amy Billings	abillings@mascenic.org
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Benefits of partnering with SPC

Top Benefits to ==our CLIENTS:==

1. Cooperative Buying

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

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

- We will_save you money_ benefiting from the combined purchasing power of more than 69 clients with over 3,900 devices doing more than ==239== million copies and prints per year. We purchase approximately 1,100 units annually with 80 million prints out to bid.!

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

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

2. Exclusive <u>STARDoc</u> Software

- STARDoc: System for Tracking And Reporting Documents.

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

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

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

3. Simplified Billing Program

- Removes the confusion out of billing.

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

- TWO invoices are sent each year from ONE billing source.

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

Benefits of partnering with SPC

4. Five-Year Equipment Replacement Schedule

- SPC's staff surveys key locations that determine life of existing equipment.
- Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.
- Manages the entire bid process down to the install.

5.Annual Report

- A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as over usage.
- You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem.

6. Vendor Neutral

- SPC does not recommend just one brand; we suggest what's best for you with serviceability in mind.
- We present you with the bid results and offer recommendations, yet the decision is yours to make.

SPC has been serving their clients since 1988, saving millions of dollars along the way.

Based on current actual volumes and CPCs, SPC has generated Annual Savings of more than $2 million for all of our clients. That translates into Savings of more than $10 million over five years!

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

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

- Yearly meter reads.
- Simplified Billing: SPC collects service funds for the Vendor.
- Collection of all meter reads annually and reconciling them with the Client and Vendor.
- STARDoc: System for Tracking And Reporting Documents... Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

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

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