

Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800)750-1538



FY22 Annual Report

With FY23 Projections

Brenda Fleming
Rutland Northeast Supervisory
Union
49 Court Drive
Brandon, VT 05733



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

November 2022

Brenda Fleming
Rutland Northeast Supervisory Union
49 Court Drive
Brandon, VT 05733

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 Brenda:

Specialized Purchasing Consultants is pleased to present your FY22 Annual Report, taking a look at where we are in recovering from the pandemic restrictions and changes, and looking ahead to continued cost savings and recommendations to maintain your equipment and ensure your vendors are giving the best service possible.

The past few years were unprecedented with the restrictions brought on by the pandemic, and this year was no exception. Because of the delays brought on by the pandemic we chose to submit our copier bid in February rather than wait until March/April. This proved to be a good move for many reasons.

The industry continues to experience major backorder issues on equipment, something we've not had to deal with in years past. Bidding early meant boards could approve results and orders could be placed early. We were also able to lock in new service and supply pricing for existing equipment while orders were delayed so as not to disrupt budgets already established for the new fiscal year based on upgrading equipment.

Even after our bids were received and awarded, though, one major vendor wanted to increase their pricing because of the increased inflation rate that took place after the bid process. We were able to negotiate with them and hold the pricing we received back in February. Again, starting the bid process early proved to be a positive move.

Finally, while the industry experienced an over 9% inflation rate, SPC was able to continue to hold down service and supply costs for all of our clients because of SPC's allowable CPC increase cap of 5%.

As always, we are grateful for your continued confidence in the services SPC provides and in our efforts to secure better pricing on equipment, service and supplies than can be obtained independently. We look forward to working with you another year and into the future.

Sincerely,

Skip Tilton
President

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MEET YOUR TEAM

Skip Tilton, President
Billie Jo Tilton, Vice President



As co-founders of SPC, we 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.



Alex Webster
Operations, Marketing & IT Manager

Alex is involved in every aspect of SPC. He actively seeks to improve the cooperative bid process and is continually seeking to improve the buying power in New England. Alex organizes and prepares the bids for new and existing clients, tabulates the results, and presents them to our clients. He also maintains our office equipment and utilizes the latest technology to maintain STARDoc and FM Audit so our clients always have access to valuable information on their equipment.

Pam Weed
Client-Vendor Relations

Pam helps maintain a good relationship between clients and vendors, overseeing warranty complaints and replacements, equipment upgrades and changes, end-of-year meter collection and billing, and Annual Reports. Pam also assists with marketing SPC services.



Kelly Fortier
Finance Support

Kelly is a valuable asset to the SPC Finance Department. Her versatility in managing various aspects of accounting, lease documentation, and service and supply contracts benefits her team and the clients she works with.

Heidi Tilton
Office Support

Heidi assists with bookkeeping and billing for both clients and vendors, processing payments, contact information updates, and other office support.



Sue Penney
Administrative & Finance Manager

Sue coordinates and oversees all billing, leases, and contracts. Her decades of financial expertise benefit the Billing Team by her attention to detail and ability to prioritize to ensure accuracy and timeliness of all finance projects.

Robert Dutil
Information Technology

Bob keeps SPC running by maintaining and updating database processes as well as assisting in updates to SPC's STARDoc website and the creation of code to create the many reports SPC generates to give you the accurate information of your usage.



Jamin Tilton
Operations Support

Jamin plays a vital role in ensuring equipment surveys, installations, and trades go smoothly, coordinating with clients and vendors and maintaining a schedule that is beneficial for all. Jamin also assists Alex in many technical areas such as maintaining STARDoc and FM Audit as well as with computer maintenance.

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 & Supply contracts.

1999 Improved Annual Report

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail.
- Established Student Ratios.

2001 Meter Collection

- 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 ensure any and all funding sources provided legal documentation to meet State statutes and regulations.

2003 Bond Counsel Review of Contracts and Warranties

- 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.

2012 STARDoc and Simplified Billing Developed and Implemented

- Live Floor Plans: Allows IT administrators to move devices around on their own floor plans.
- STARDoc: Helps project out the end-of-year costs and potential overages.
- Simplified Billing: Designed to eliminate hundreds of invoices and condenses it down to 2 or 3 a year.

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.

SPC TIMELINE (Continued)

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

- Mandatory annual fleet service history: Provides data on the overall reliability of the fleet.
- 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.
- Five-Year Fleet Management (FYFM): Projecting out five-year costs for all equipment based on current and past usage.

2020 Mock Bids - Warranty and Relief Fund

- Mock Bids: allows us to show where a client's pricing would come in without having to go out to bid. This allows them to buy off an existing bid, thus saving time and money.
- Warranty and Relief Fund: Due to the pandemic, there are serious upheavals in the industry. In an effort to cushion our clients, this fund was established. For more information, see the last page of the Annual Report.

2021 Vendor Services and Warranty Relief Equipment

- Vendor Bid Portal allows vendors to electronically submit bids, ensuring accuracy and saving time when calculating bid results for presentation.
- Premier Vendors Classification notes which vendors are not only cooperative to SPC bids but who demonstrate willingness to support SPC's processes before, during, and after the bid.
- Warranty Relief Equipment Base: Premier Vendors will have access to SPC-traded high-quality, low-meter machines. For more information, see the last page of the Annual Report.

2022 Vendor Bid

- Put bid out in February instead of late spring.
- This early bidding saved clients thousands due to inflation and price increases that took place after bid pricing was locked in, preventing higher rates to our clients.
- This also allowed for early ordering to accommodate backorders.
- We were also able to lock in bid rates for existing equipment until new equipment could be installed after the start of the new fiscal year.

2023 SPC Roadmap

- STARDoc Upgrade: Process is in place to give STARDoc a more modern facelift.

EQUIPMENT HEALTH STATUS

Total Number of Machines	75
Total Black Photocopiers & MFPs:	8
Total Color Photocopiers & MFPs:	15
Total Black Network Printers:	48
Total Color Network Printers:	4
Total Removed From Service:	0
# of Units Not in Use for FY22 (printers)	1
# of Units OFF Warranty** (printers)	1
# of Units Approaching End of Warranty (printers)	7
# of Units Overused	0
# of Units Underused	0
Contract Commencement Date	08/02/2020
All Warranties and Service Contracts Expire # of Annual	06/30/2026
Payments Left on Lease	3

**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 Brenda,

Despite increased inflation and a continued backlog of orders – unprecedented in SPC history – SPC managed to maintain the buying power we established three decades ago and keep equipment and service & supply pricing lower than anything found in the industry.

Because equipment continues to be backordered, SPC will again put our equipment bid out to our vendors in February of 2023 rather than wait until April or May. This allows SPC to lock in low pricing before increases take effect, for vendors to get orders placed early, and for client budgets to be planned for the new fiscal year.

A specific concern is your Color usage. Currently, your district averages 352 copies per student while the industry average is 243 (See pages 13 & 14). This is 45% higher than the industry. In 2020 & 2021, SPC aggressively started to add PaperCut in an effort to successfully bring color usage under control. We are able to do this without adding to your overall budget (See page 42).

We can discuss this and other concerns at our meeting.

Sincerely, Skip

**Rutland Northeast
Brenda Fleming
49 Court Drive, Brandon, VT 05733
Five-Year Basis beginning with the 2020/2021 Fiscal Year**

Copies-per-Year: 3,882,327

Present vs. Proposed Recommendations as of 8/2/2020

PRESENT SITUATION

- 1) Guarantees on Photocopiers: **1 Year**
- 2) Annual Price Ceilings Left: **1 Years**
- 3) Console Copiers with 3 million plus: **11**
- 4) Units to be Traded: **73**
- 5) Photocopiers: **19**
- 6) Color Photocopiers: **11**
- 7) MFPs: **7 (5 color devices)**
- 8) Printers: **50 (5 Color Printers)**
- 9) Duplexers: **74**
- 10) Finishers: **19**
- Total number of Units: **77**

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Machines: **Five + Years**
- 2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
- 3) Console Copiers with 3 Million plus: **14**
- 4) Replaced: **67 New**
- 5) Photocopiers: **19 (2 of which are reconditioned)**
- 6) Color Photocopiers: **11**
- 7) MFPs: **6 with 5 Color**
- 8) Printers: **48 with 4 Color**
- 9) Duplexers: **70**
- 10) Finishers: **19**
- Total number of Units: **73 (Closing out 4 locations)**

Overall Description of Equipment Fleet:

Presently, you have **3 different manufacturers & fifteen different models** of copiers and printers. Current vendor quality of service has been deteriorating due a recent acquisition. Some concerns over long term viability. The **new arrangement** will shift to a strong service provider servicing everything. This will greatly reduce cost and improve reliability.

Print Management: STARDoc for all devices. Additionally, 17 OCR Modules will be purchased to allow scanning of documents that are searchable.

Board Approval Date: August 5th, 2020

Capital:

Presently, you have **one** municipal lease that will be paid off on August 2nd, 2020. With the new arrangement, you will again have **one** municipal master lease at 3.34% interest. Your first of five annual lease payments will be due on **August 1st, 2021**.

Service & Supplies:

Considering all of your consumable cost centers including service you are averaging **\$0.004305 for black and \$0.057186 for Color**. The new contract will come in at a CPC of **\$0.003505 for Black and \$0.037165 for Color**.

Vendor Packages:

SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District:

<u>Cost Center</u>	<u>Present</u>	<u>FY20</u>	<u>FY21 Symquest</u>
1. Service & Supplies Color:	\$36,176.91	\$23,511.05	\$23,511.05
2. Service & Supplies Black:	\$13,989.87	\$11,389.46	\$11,389.46
3. Annual Muni Lease:	\$48,447.31	\$48,447.31	\$46,782.11
4. Forced Upgrades (#43 Owned Printers):	\$4,650.00	\$00.00	\$00.00
Totals:	\$103,264.09	\$83,347.82	\$81,682.62

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy CPC billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th, 2021**. A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors.

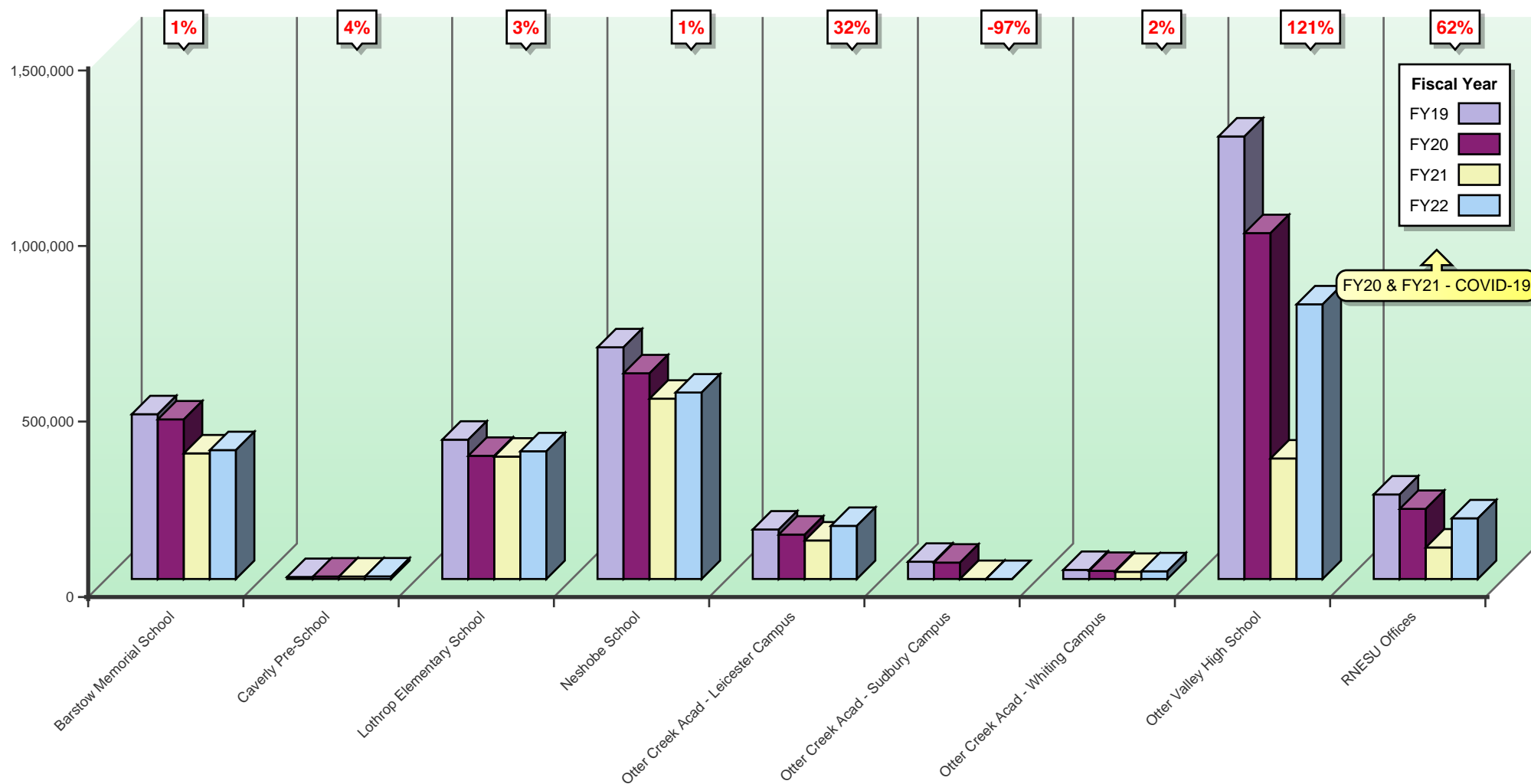
Security package: Hard Drive Wipes are included in these prices.

AGING EQUIPMENT SUMMARY

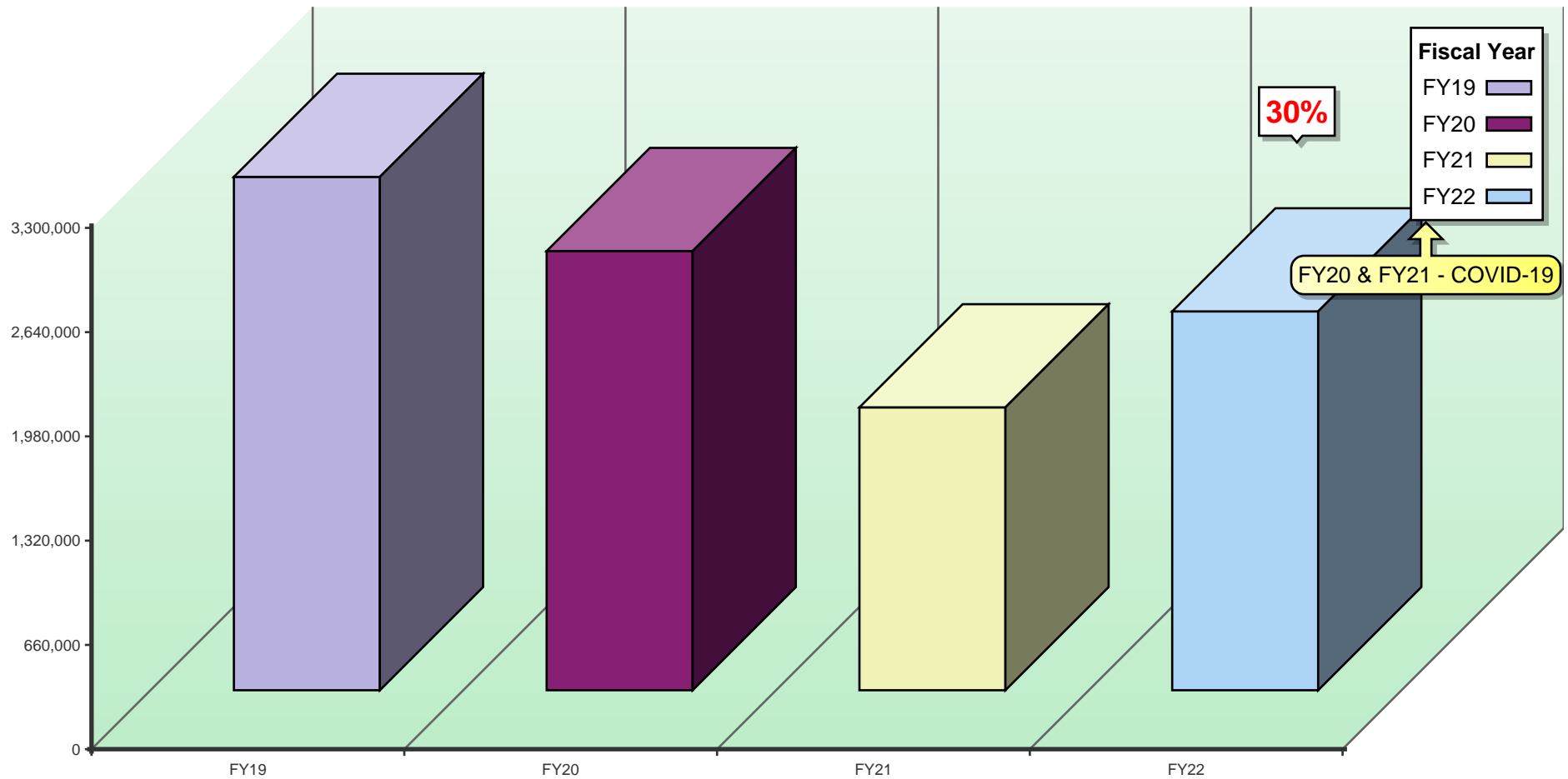
The following equipment is seven or more years from the date the model was first offered for sale by the manufacturer. This is a major factor due to availability of parts, cost of operation, and warranties expiring at 10 years from the Date of Introduction. Usage, age, and service history should be considered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

Building	Room	Make/Model	Serial Number	Vendor	Intro Date
Barstow Memorial School	Office MICR Toner	HP Laser Jet 600 M604	CNBCHC208V	SYMQ	04/01/2015
Lothrop Elementary School	Office Secretary	HP Laser Jet Pro M402dn	PHBQD04950	SYMQ	10/01/2015
Neshobe School	Main Office (Mail Room)	HP Laser Jet Pro M402dn	PHBQD20232	SYMQ	10/01/2015
Otter Creek Acad - Leicester Campus	Front Office	HP Laser Jet Pro M402dn	PHB5B45253	SYMQ	10/01/2015
Otter Creek Acad - Whiting Campus	Main Office	Konica Minolta BHc368	A7PU011002410	SYMQ	08/01/2015
Otter Valley High School	SAP	HP Laser Jet Pro M402dn	PHB5D06946	SYMQ	10/01/2015
RNESU Offices	Business Office	HP Laser Jet 600 M604	CNDCJ9M22Z	SYMQ	04/01/2015
RNESU Offices	Business Office	HP Laser Jet P3015	VNBCBCB52R	SYMQ	07/01/2008

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	Student Population	Annual Black Volume	Total School Cost*	Average Annual Black Prints Per Student	Average Annual Black Cost Per Student
Barstow Memorial School	190	367,141	\$10,893.18	1,932	\$57.33
Caverly Pre-School	30	7,347	\$221.45	245	\$7.38
Lothrop Elementary School	192	363,811	\$10,766.40	1,895	\$56.08
Neshobe School	435	531,204	\$15,557.75	1,221	\$35.76
Otter Creek Acad - Leicester Campus	100	151,327	\$4,457.68	1,513	\$44.58
Otter Creek Acad - Sudbury Campus	4	34	\$1.00	9	\$0.25
Otter Creek Acad - Whiting Campus	20	21,912	\$641.41	1,096	\$32.07
Otter Valley High School	569	782,427	\$23,328.99	1,375	\$41.00
RNESU Offices	0	172,879	\$5,135.73	0	\$0.00
Totals	1,540	2,398,082	\$71,003.60	1,557	\$46.11

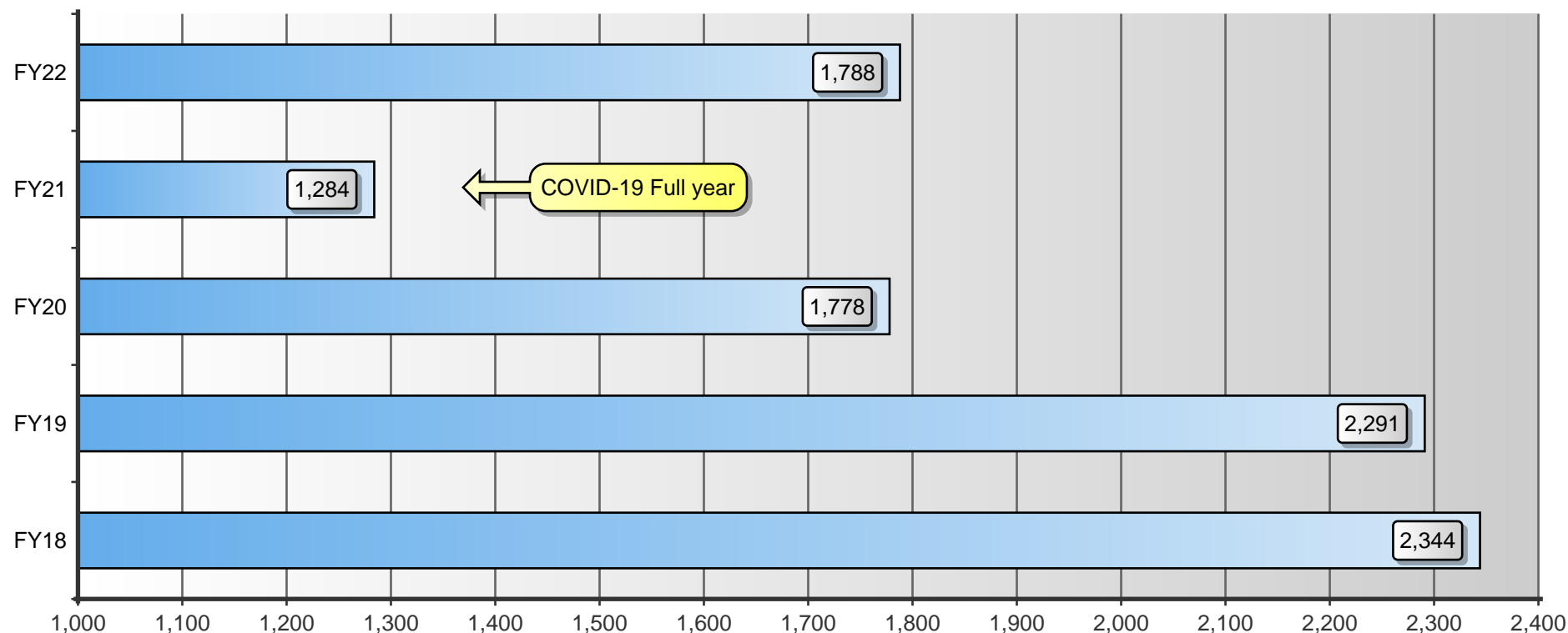
*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.

INDUSTRY AVERAGE COPIES PER STUDENT - BLACK

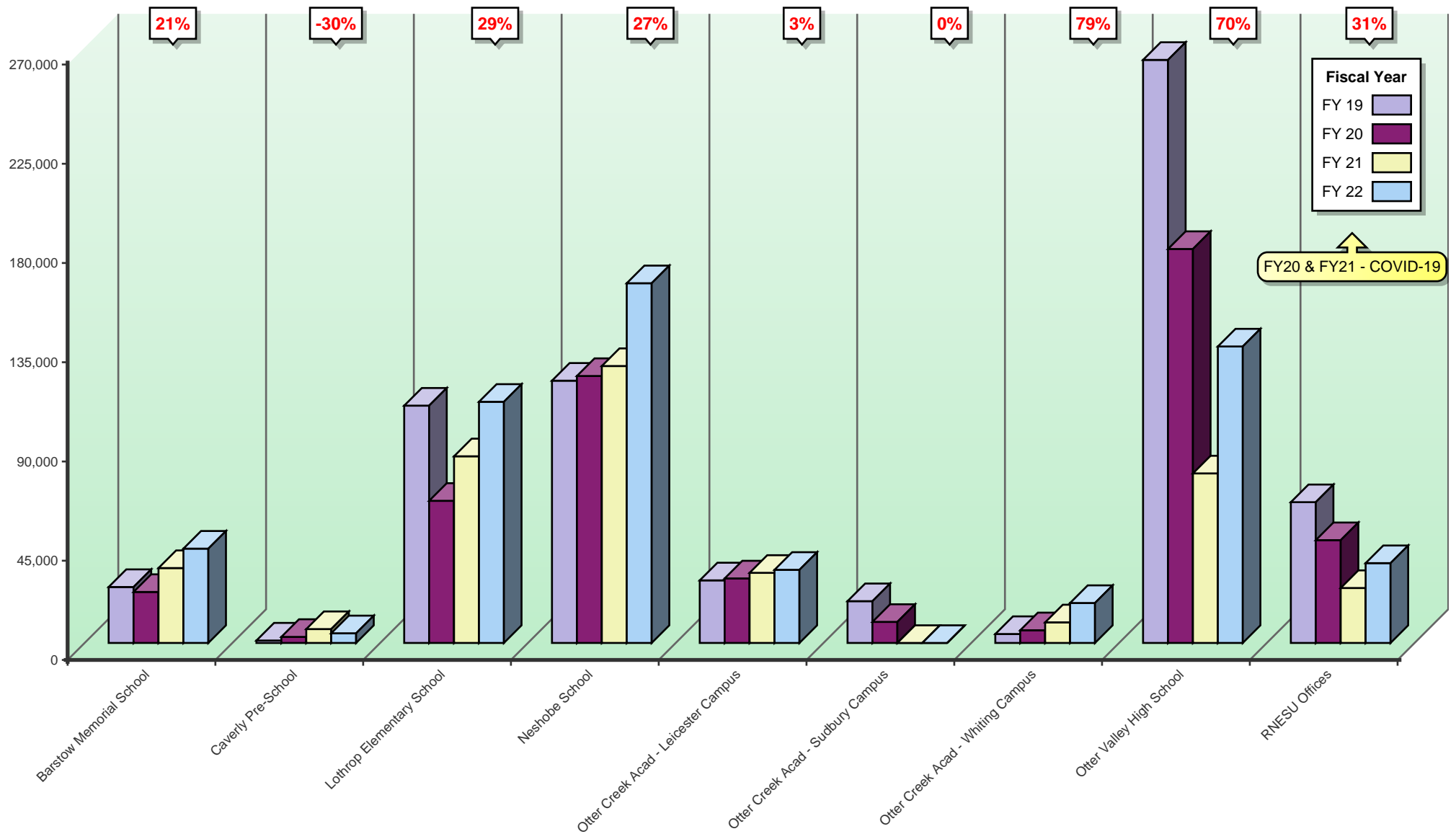
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	83,741	149,723,855	\$3,872,721.04	1,788	\$46.25

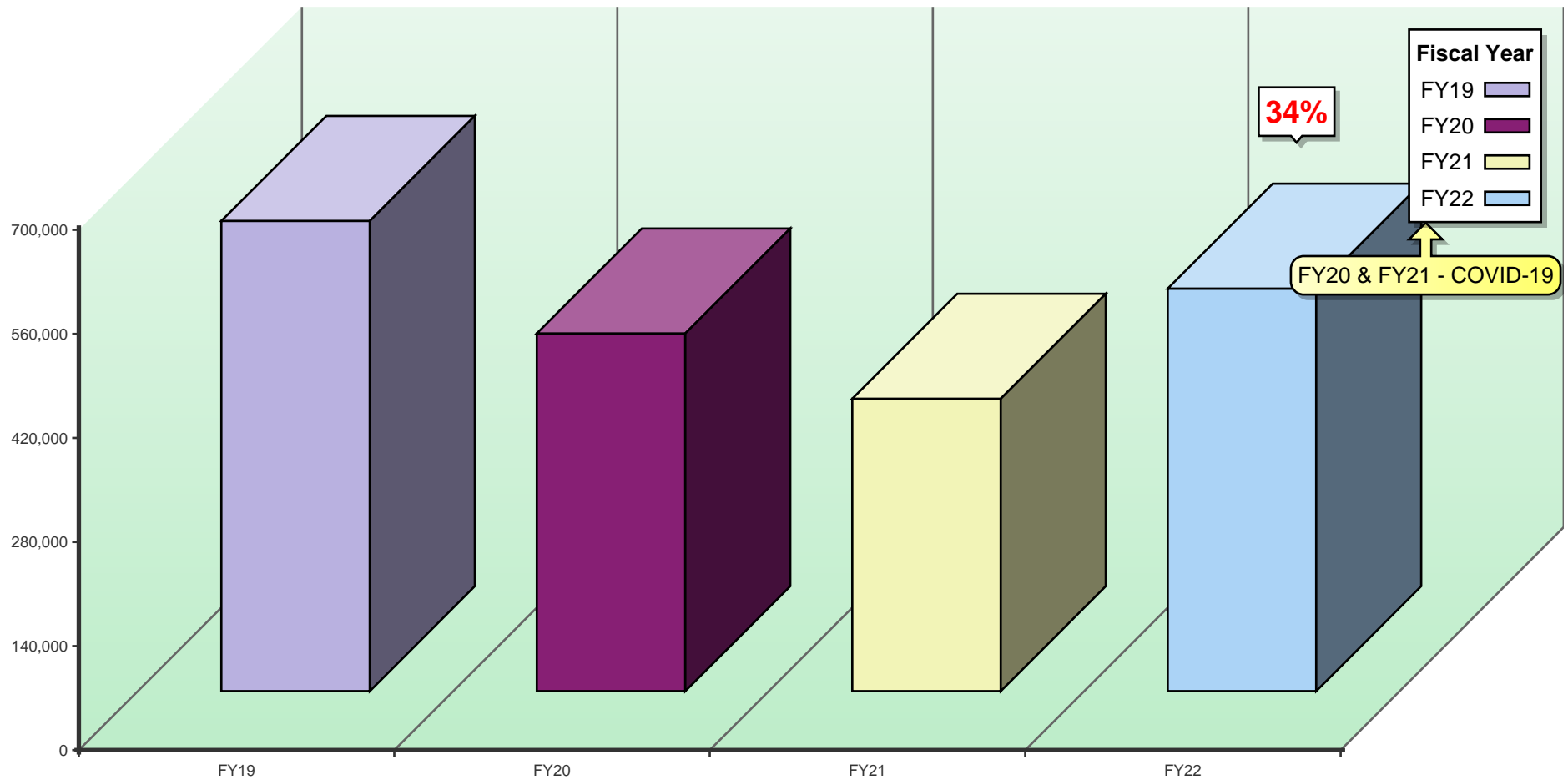
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



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	Student Population	Annual Color Volume	Total School Cost*	Average Annual Color Prints Per Student	Average Annual Color Cost Per Student
Barstow Memorial School	190	42,767	\$1,889.46	225	\$9.94
Caverly Pre-School	30	4,390	\$206.90	146	\$6.90
Lothrop Elementary School	192	109,350	\$4,576.30	570	\$23.83
Neshobe School	435	163,122	\$6,839.93	375	\$15.72
Otter Creek Acad - Leicester Campus	100	33,163	\$1,387.87	332	\$13.88
Otter Creek Acad - Sudbury Campus	4	0	\$0.00	0	\$0.00
Otter Creek Acad - Whiting Campus	20	18,117	\$758.20	906	\$37.91
Otter Valley High School	569	134,444	\$5,890.49	236	\$10.35
RNESU Offices	0	36,196	\$1,514.80	0	\$0.00
Totals	1,540	541,549	\$23,063.95	352	\$14.98

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

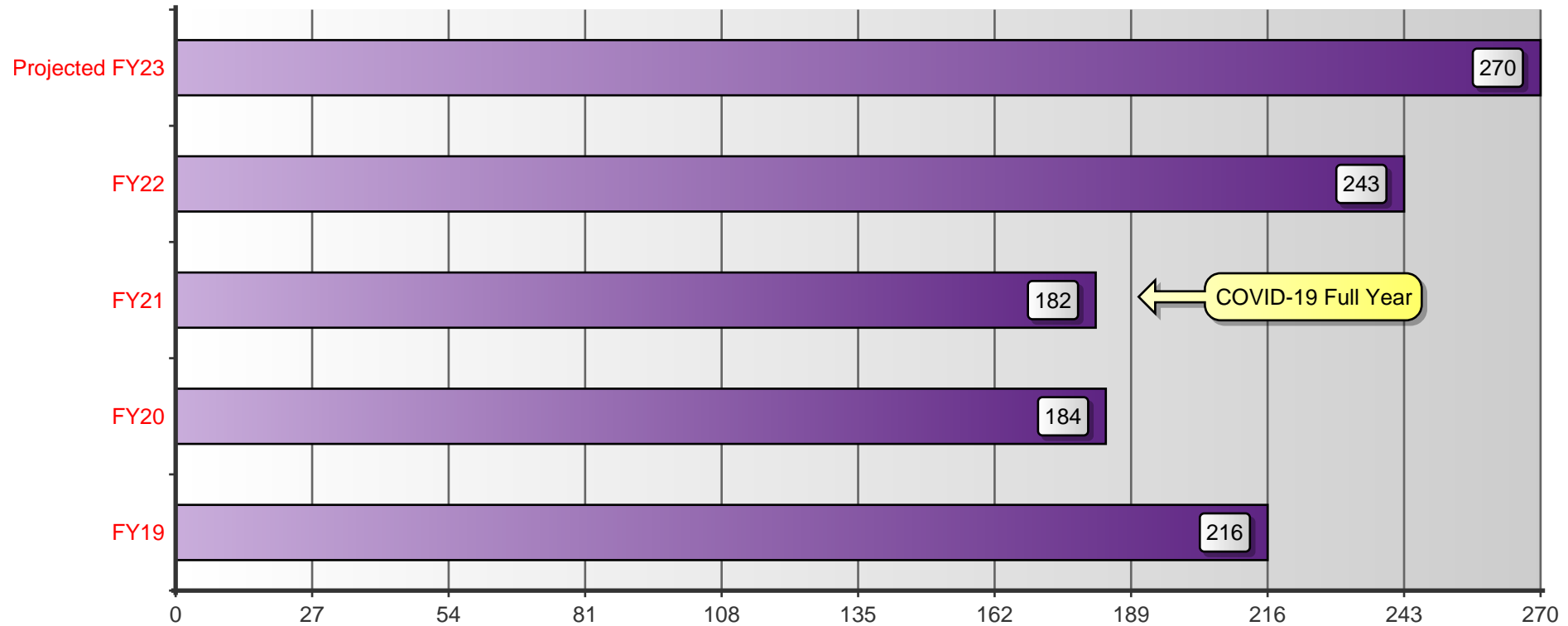
Note: STARDoc tool will flag any future high color usage. See page 55 of STARDoc Features. Current industry ratio averages 243 color prints per student per year. Your color volume this year averages 352 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

INDUSTRY AVERAGE COPIES PER STUDENT - COLOR

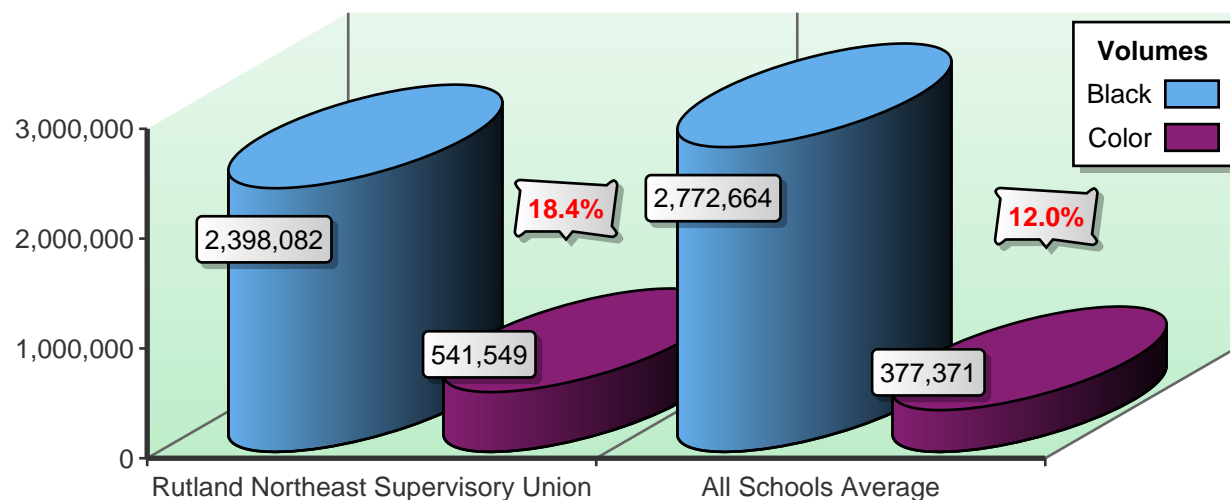
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	83,741	20,378,027	\$929,875.30	243	\$11.10

*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

Despite the significant drop in color usage over the past two years, color usage has not only recovered, it has soared. FY22 increased average color usage by 33% over FY21. Obviously, some color printing is necessary, but if it is not properly monitored it could negatively impact your entire printing budget. The best time to financially achieve the color control goal is when you do your next upgrade. For that recommendation, please review the Equipment Health Status page.

SOLUTION: SPC has incorporated into our bids 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 organization to change all printing habits, SPC focuses only on problematic locations.

EQUIPMENT USAGE & RECOMMENDATIONS

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: 08/02/2020

Make-Model / Speed			FY22		
Serial Number / Vendor ID			Annual	Cost/Copy	
Life Expectancy / Model Intro Date	07/01/2021	06/30/2022	Volume	Annual Cost	Recommendations
Equipment Type / Vendor	Meter	Meter			

Barstow Memorial School

First Floor Middle School

Konica Minolta BH4402P / 46 PPM	27,057	61,795	34,738	\$0.00629	None at this time.
AAFJ011003391 / 142359				\$218.50	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	

Lab

Konica Minolta BH4402P / 46 PPM	5,534	12,800	7,266	\$0.00629	None at this time.
AAFJ011003383 / 142360				\$45.70	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	

Library

Konica Minolta BH4000i / 42 PPM	1,973	3,923	1,950	\$0.00629	None at this time.
ACET011000284 / 141090				\$12.27	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Konica Minolta BHC650i / 65 PPM AA7N011000883 / 215473 4,000,000 / 02/2020 Color Photocopier / SYMQ	128,158 29,371	244,839 66,823	116,681 37,452	\$0.00328 \$382.71 \$0.03986 \$1,492.84	None at this time.
Office MICR Toner					
HP Laser Jet 600 M604 / 52 PPM CNBCHC208V / 141870 2,000,000 / 04/2015 Black Network Printer / SYMQ	355 0	389 0	34 0	\$0.00629 \$0.21 \$0.00000 \$0.00	7 years from Intro.
PC Lab					
Konica Minolta BHC3300i / 35 PPM AAJT011001671 / 142361 750,000 / 04/2019 Color Network Printer / SYMQ	2,178 4,594	4,450 9,909	2,272 5,315	\$0.00629 \$14.29 \$0.05771 \$306.73	None at this time.
Work Room					
Konica Minolta BH808 / 80 PPM A8KN012000880 / 215542 4,000,000 / 06/2016 Black Photocopier / SYMQ	192,947 0	397,147 0	204,200 0	\$0.00328 \$669.78 \$0.00000 \$0.00	None at this time.
Subtotal Black			367,141	\$1,343.47	
Subtotal Color			42,767	\$1,799.57	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Caverly Pre-School					
Main Office					
Kyocera 306CI / 30 PPM V9W6501653 / 141871	27,598	34,945	7,347	\$0.00410 \$30.12	None at this time.
750,000 / 07/2016 Color Laser MFP/SYMQ	12,574	16,964	4,390	\$0.04489 \$197.07	
Subtotal Black			7,347	\$30.12	
Subtotal Color			4,390	\$197.07	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Lothrop Elementary School					
3rd Floor Hall					
Konica Minolta BH4402P / 46 PPM AAFJ011003396 / 142340 750,000 / 08/2018 Black Network Printer/SYMQ	12,737 0	31,232 0	18,495 0	\$0.00629 \$116.33 \$0.00000 \$0.00	None at this time.
Basement					
Konica Minolta BH4000i / 42 PPM ACET011001871 / 141088 1,000,000 / 06/2019 Black Network Printer / SYMQ	5,826 0	9,633 0	3,807 0	\$0.00629 \$23.95 \$0.00000 \$0.00	None at this time.
Library					
Konica Minolta BH4000i / 42 PPM ACET011001874 / 141087 1,000,000 / 06/2019 Black Network Printer / SYMQ	3,342 0	6,588 0	3,246 0	\$0.00629 \$20.42 \$0.00000 \$0.00	None at this time.
Main Office					
Konica Minolta BH808 / 80 PPM A8KN012000804 / 215466 4,000,000 / 06/2016 Black Photocopier / SYMQ	177,671 0	392,155 0	214,484 0	\$0.00328 \$703.51 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Office Hallway					
Konica Minolta BH4402P / 46 PPM	4,104	11,749	7,645	\$0.00629	None at this time.
AAFJ011003394 / 142341				\$48.09	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Office Secretary					
HP Laser Jet Pro M402dn / 40 PPM	3,724	7,517	3,793	\$0.00629	7 years from Intro.
PHBQD04950 / 141095				\$23.86	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Staff Room					
Konica Minolta BHC550i / 55 PPM	141,279	253,620	112,341	\$0.00328	None at this time.
AA7P011002933 / 215469				\$368.48	
3,000,000 / 02/2020	84,642	193,992	109,350	\$0.03986	
Color Photocopier / SYMQ				\$4,358.69	
		Subtotal Black	363,811	\$1,304.63	
		Subtotal Color	109,350	\$4,358.69	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Neshobe School					
Brick Building					
Konica Minolta BHC550i / 55 PPM AA7P011003111 / 215468 3,000,000 / 02/2020 Color Photocopier/SYMQ	146,747 73,314	263,507 137,470	116,760 64,156	\$0.00328 \$382.97 \$0.03986 \$2,557.26	None at this time.
Lab					
Konica Minolta BHC3300i / 35 PPM AAJT011001717 / 142338 750,000 / 04/2019 Color Network Printer / SYMQ	9 8	2,578 716	2,569 708	\$0.00629 \$16.16 \$0.05771 \$40.86	None at this time.
Mail Room					
Konica Minolta BHC550i / 55 PPM AA7P011003012 / 215465 3,000,000 / 02/2020 Color Photocopier / SYMQ	103,370 52,247	237,032 150,505	133,662 98,258	\$0.00328 \$438.41 \$0.03986 \$3,916.56	None at this time.
Main Office (Mail Room)					
HP Laser Jet Pro M402dn / 40 PPM PHBQD20232 / 142373 1,000,000 / 10/2015 Black Network Printer / SYMQ	155 0	204 0	49 0	\$0.00629 \$0.31 \$0.00000 \$0.00	7 years from Intro.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Staff Work Room					
Konica Minolta BH808 / 80 PPM	263,332	541,496	278,164	\$0.00328	None at this time.
A8KN012000790 / 215540				\$912.38	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / SYMQ				\$0.00	
		Subtotal Black	531,204	\$1,750.23	
		Subtotal Color	163,122	\$6,514.68	

Make-Model / Speed			FY22		
Serial Number / Vendor ID			Annual	Cost/Copy	
Life Expectancy / Model Intro Date	07/01/2021	06/30/2022	Volume	Annual Cost	Recommendations
Equipment Type / Vendor	Meter	Meter			

Offer Creek Acad - Leicester Campus

Front Office

HP Laser Jet Pro M402dn / 40 PPM	38	65	27	\$0.00629	7 years from Intro.
PHB5B45253 / 141095				\$0.17	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer/SYMQ				\$0.00	

Lunch Room

Konica Minolta BHC550i / 55 PPM	102,956	245,416	142,460	\$0.00328	None at this time.
AA7P011003064 / 215541				\$467.27	
3,000,000 / 02/2020	31,790	64,953	33,163	\$0.03986	
Color Photocopier / SYMQ				\$1,321.88	

Multi-Purpose Area

Konica Minolta BH4000i / 42 PPM	6,821	15,661	8,840	\$0.00629	None at this time.
ACET011001881 / 142328				\$55.60	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	

Subtotal Black	151,327	\$523.04
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Subtotal Color	33,163	\$1,321.88
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Make-Model / Speed			FY22		
Serial Number / Vendor ID			Annual	Cost/Copy	
Life Expectancy / Model Intro Date	07/01/2021	06/30/2022	Volume	Annual Cost	Recommendations
Equipment Type / Vendor	Meter	Meter			

Offer Creek Acad - Sudbury Campus

Main Office

Konica Minolta BHC558 / 55 PPM	163,117	163,151	34	\$0.00328	None at this time.
A79K011004385 / 213887				\$0.11	
3,000,000 / 02/2017	165,998	165,998	0	\$0.03986	
Color Photocopier/SYMQ				\$0.00	

Subtotal Black	34	\$0.11
Subtotal Color	0	\$0.00

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Offer Creek Acad - Whiting Campus					
Main Office					
Konica Minolta BHc368 / 36 PPM A7PU011002410 / 213705	113,564	135,476	21,912	\$0.00328 \$71.87	7 years from Intro.
750,000 / 08/2015 Color Photocopier/SYMQ	27,032	45,149	18,117	\$0.03986 \$722.14	
		Subtotal Black	21,912	\$71.87	
		Subtotal Color	18,117	\$722.14	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Otter Valley High School					
Basement - CAD					
Konica Minolta BH4000i / 42 PPM ACET011001883 / 142357 1,000,000 / 06/2019 Black Network Printer/SYMQ	2,164 0	5,456 0	3,292 0	\$0.00629 \$20.71 \$0.00000 \$0.00	None at this time.
Copy Room Up					
Konica Minolta BH808 / 80 PPM A8KN012000686 / 215464 4,000,000 / 06/2016 Black Photocopier / SYMQ	76,660 0	365,440 0	288,780 0	\$0.00328 \$947.20 \$0.00000 \$0.00	None at this time.
Copy Room Up					
Konica Minolta BHC3300i / 35 PPM AAJT011001826 / 142327 750,000 / 04/2019 Color Network Printer / SYMQ	1,880 3,352	9,652 8,631	7,772 5,279	\$0.00629 \$48.89 \$0.05771 \$304.65	None at this time.
Guidance (Bishop)					
Konica Minolta BH4000i / 42 PPM ACET011000289 / 142358 1,000,000 / 06/2019 Black Network Printer / SYMQ	1,046 0	1,535 0	489 0	\$0.00629 \$3.08 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Guidance (Wessing)					
Konica Minolta BH4402P / 46 PPM	2,035	4,304	2,269	\$0.00629	None at this time.
AAFJ011003411 / 142355				\$14.27	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Guidance Office					
Konica Minolta BHC450i / 45 PPM	33,108	61,365	28,257	\$0.00328	None at this time.
AA7R011003663 / 215463				\$92.68	
1,000,000 / 09/2020	25,582	53,813	28,231	\$0.03986	
Color Photocopier / SYMQ				\$1,125.29	
Hall Office					
Konica Minolta BH808 / 80 PPM	47,735	127,525	79,790	\$0.00328	None at this time.
A8KN012000784 / 215538				\$261.71	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / SYMQ				\$0.00	
Library					
Konica Minolta BHC650i / 65 PPM	14,152	84,526	70,374	\$0.00328	None at this time.
AA7N011000895 / 215462				\$230.83	
4,000,000 / 02/2020	5,831	39,222	33,391	\$0.03986	
Color Photocopier / SYMQ				\$1,330.97	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Library					
Konica Minolta BH4402P / 46 PPM AAFJ011003404 / 142356 750,000 / 08/2018 Black Network Printer / SYMQ	1,668 0	5,658 0	3,990 0	\$0.00629 \$25.10 \$0.00000 \$0.00	None at this time.
Main Office					
Konica Minolta BH4000i / 42 PPM ACET011000291 / 141075 1,000,000 / 06/2019 Black Network Printer / SYMQ	5,633 0	12,107 0	6,474 0	\$0.00629 \$40.72 \$0.00000 \$0.00	None at this time.
Middle School Office					
Konica Minolta BHC650i / 65 PPM AA7N011000860 / 215467 4,000,000 / 02/2020 Color Photocopier / SYMQ	45,216 28,695	117,712 81,103	72,496 52,408	\$0.00328 \$237.79 \$0.03986 \$2,088.98	None at this time.
Middle School Office					
Konica Minolta BH4402P / 46 PPM AAFJ011003408 / 142350 750,000 / 08/2018 Black Network Printer / SYMQ	2,516 0	7,778 0	5,262 0	\$0.00629 \$33.10 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Moose					
Konica Minolta BH4000i / 42 PPM	970	3,142	2,172	\$0.00629	None at this time.
ACET011001870 / 142342				\$13.66	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
North Campus Commons Connection					
Konica Minolta BHC3320i / 35 PPM	10,048	13,700	3,652	\$0.00410	None at this time.
AAJP011002472 / 141092				\$14.97	
750,000 / 05/2019	5,497	5,948	451	\$0.04489	
Color Laser MFP / SYMQ				\$20.25	
North Campus HS					
Konica Minolta BH4000i / 42 PPM	886	2,461	1,575	\$0.00629	None at this time.
ACET011001879 / 142332				\$9.91	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Nurse's Office					
Konica Minolta BH4000i / 42 PPM	3,859	8,526	4,667	\$0.00629	None at this time.
ACET011000643 / 141085				\$29.36	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 148					
Konica Minolta BH4000i / 42 PPM	3,795	5,199	1,404	\$0.00629	None at this time.
ACET011001894 / 141078				\$8.83	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Room 153					
Konica Minolta BH4000i / 42 PPM	1,655	5,400	3,745	\$0.00629	None at this time.
ACET011000393 / 141083				\$23.56	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Room 203 Brain Cell					
Konica Minolta BH4000i / 42 PPM	50	2,388	2,338	\$0.00629	None at this time.
ACET011001866 / 141086				\$14.71	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Room 301B					
Konica Minolta BH4000i / 42 PPM	1,160	2,811	1,651	\$0.00629	None at this time.
ACET011001891 / 142347				\$10.38	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 302					
Konica Minolta BHC3320i / 35 PPM	759	3,469	2,710	\$0.00410	None at this time.
AAJP011002601 / 140818				\$11.11	
750,000 / 05/2019	1,754	5,060	3,306	\$0.04489	
Color Laser MFP / SYMQ				\$148.41	
Room 303					
Konica Minolta BH4000i / 42 PPM	4,782	12,946	8,164	\$0.00629	None at this time.
ACET011000401 / 142344				\$51.35	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Room 304B Cart					
Konica Minolta BH4000i / 42 PPM	3,419	5,650	2,231	\$0.00629	None at this time.
ACET011000407 / 141080				\$14.03	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Room 307					
Konica Minolta BH4000i / 42 PPM	4,474	12,597	8,123	\$0.00629	None at this time.
ACET011000406 / 141081				\$51.09	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 309					
Konica Minolta BH4000i / 42 PPM	731	5,496	4,765	\$0.00629	None at this time.
ACET011000400 / 142343				\$29.97	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Room 314					
Konica Minolta BH4000i / 42 PPM	3,636	5,932	2,296	\$0.00629	None at this time.
ACET011000394 / 141082				\$14.44	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Room 320					
Konica Minolta BH4000i / 42 PPM	3,280	8,706	5,426	\$0.00629	None at this time.
ACET011001887 / 142346				\$34.13	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Room 321 - SRO					
Konica Minolta BH4000i / 42 PPM	2,334	6,395	4,061	\$0.00629	None at this time.
ACET011001884 / 141073				\$25.54	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 337					
Konica Minolta BH4000i / 42 PPM	1,593	6,817	5,224	\$0.00629	None at this time.
ACET011000402 / 141084				\$32.86	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Room 339					
Konica Minolta BH4000i / 42 PPM	3,566	8,485	4,919	\$0.00629	None at this time.
ACET011000405 / 142345				\$30.94	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Room 340					
Konica Minolta BH4000i / 42 PPM	5,601	14,115	8,514	\$0.00629	None at this time.
ACET011001893 / 141077				\$53.55	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Room 347					
Konica Minolta BH4000i / 42 PPM	1,235	2,933	1,698	\$0.00629	None at this time.
ACET011001872 / 142348				\$10.68	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 353/357 Computer Apps Office					
Konica Minolta BH4000i / 42 PPM	207	1,314	1,107	\$0.00629	None at this time.
ACET011001865 / 141079				\$6.96	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Room 353/357 Computer Apps Office					
Konica Minolta BHC3300i / 35 PPM	1,264	5,046	3,782	\$0.00629	None at this time.
AAJT011001818 / 142352				\$23.79	
750,000 / 04/2019	2,483	8,802	6,319	\$0.05771	
Color Network Printer / SYMQ				\$364.67	
Room 360					
Konica Minolta BH4000i / 42 PPM	1,955	8,064	6,109	\$0.00629	None at this time.
ACET011001888 / 142349				\$38.43	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Room A1 - not in use					
Konica Minolta BH4402P / 46 PPM	3,779	3,779	0	\$0.00629	Not in use for FY22.
AAFJ011003018 / 137794				\$0.00	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room A3					
Konica Minolta BHC3320i / 35 PPM	5,892	11,423	5,531	\$0.00410	None at this time.
AAJP011002538 / 142371				\$22.68	
750,000 / 05/2019	3,691	8,750	5,059	\$0.04489	
Color Laser MFP / SYMQ				\$227.10	
SAP					
HP Laser Jet Pro M402dn / 40 PPM	2,786	5,673	2,887	\$0.00629	7 years from Intro.
PHB5D06946 / 140823				\$18.16	
1,000,000 / 10/2015	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Science Work Room Rms 159, 160, 161					
Konica Minolta BH4402P / 46 PPM	3,434	15,091	11,657	\$0.00629	None at this time.
AAFJ011003407 / 142351				\$73.32	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Teachers' Room					
Konica Minolta BH808 / 80 PPM	30,676	130,077	99,401	\$0.00328	None at this time.
A8KN012000675 / 215539				\$326.04	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier / SYMQ				\$0.00	

Rutland Northeast Supervisor					
Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Unknown					
Konica Minolta BH4000i / 42 PPM	1,689	5,062	3,373	\$0.00629	None at this time.
ACET011000290 / 141074				\$21.22	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
		Subtotal Black	782,427	\$2,971.74	
		Subtotal Color	134,444	\$5,610.31	

Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
RNESU Offices					
Business Office					
HP Laser Jet P3015 / 42 PPM	68,309	78,345	10,036	\$0.00629	14 years from Intro.
VNBCBCB52R / 141865				\$63.13	
500,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer/SYMQ				\$0.00	
Business Office					
Konica Minolta BH458 / 45 PPM	29,526	84,442	54,916	\$0.00328	None at this time.
AA6U011021768 / 215471				\$180.12	
1,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier / SYMQ				\$0.00	
Business Office					
HP Laser Jet 600 M604 / 52 PPM	32	38	6	\$0.00629	7 years from Intro.
CNDCJ9M22Z / 141866				\$0.04	
2,000,000 / 04/2015	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Curr Dir - Kristen Hubert					
Konica Minolta BH4000i / 42 PPM	0	798	798	\$0.00629	None at this time.
ACET011001873 / 141076				\$5.02	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	

Hawaii Northeast Supermarket					
Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations
Evaluation Team					
Konica Minolta BH458 / 45 PPM	14,930	61,540	46,610	\$0.00328	None at this time.
AA6U011021692 / 215472				\$152.88	
1,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier / SYMQ				\$0.00	
Front Office					
Konica Minolta BHC650i / 65 PPM	45,305	92,864	47,559	\$0.00328	None at this time.
AA7N011000875 / 215470				\$155.99	
4,000,000 / 02/2020	24,910	61,106	36,196	\$0.03986	
Color Photocopier / SYMQ				\$1,442.77	
HR Coord - Brooke Dahlin					
Konica Minolta BH4402P / 46 PPM	0	153	153	\$0.00629	None at this time.
AAFJ011003399 / 142339				\$0.96	
750,000 / 08/2018	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	
Main Office					
Konica Minolta BH4000i / 42 PPM	61	769	708	\$0.00629	None at this time.
ACET011000292 / 142329				\$4.45	
1,000,000 / 06/2019	0	0	0	\$0.00000	
Black Network Printer / SYMQ				\$0.00	

Rutland Northeast Supervisor						
Make-Model / Speed Serial Number / Vendor ID Life Expectancy / Model Intro Date Equipment Type / Vendor	07/01/2021 Meter	06/30/2022 Meter	FY22 Annual Volume	Cost/Copy Annual Cost	Recommendations	
SPED - Beth Ripley						
Konica Minolta BH4000i / 42 PPM ACET011001878 / 141089 1,000,000 / 06/2019 Black Network Printer / SYMQ	0	12,093	12,093	\$0.00629 \$76.06 \$0.00000 \$0.00	None at this time.	
Subtotal Black				172,879		\$638.66
Subtotal Color				36,196		\$1,442.77
Overall Black Totals				2,398,082		\$8,633.87
Overall Color Totals				541,549		\$21,967.10
Your Avg Color CPC is \$0.0406						

Your Avg Color CPC is \$0.0406

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 04/01/2005 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 22 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	Prior CPC	Average Annual Cost
2,398,082	\$0.02114	\$50,695.45

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,398,082	\$0.00360	\$8,633.10	\$42,062.36	\$210,311.79

*This CPC is an average of your copiers and printers together. Your copier cpc is substantially lower than this average.

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of
 $\$42,062.36 \times 17 \text{ years as a Client} = \$715,060.09$ Cost Savings!

PROJECTED EQUIPMENT COSTS BY BUILDING - BLACK

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

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Barstow Memorial School	367,141	\$1,409.15	\$2,321.80	\$7,162.24	\$10,893.18
Caverly Pre-School	7,347	\$31.67	\$46.46	\$143.33	\$221.45
Lothrop Elementary School	363,811	\$1,368.39	\$2,300.74	\$7,097.27	\$10,766.40
Neshobe School	531,204	\$1,835.61	\$3,359.33	\$10,362.80	\$15,557.75
Otter Creek Acad - Leicester Campus	151,327	\$548.58	\$956.99	\$2,952.11	\$4,457.68
Otter Creek Acad - Sudbury Campus	34	\$0.12	\$0.22	\$0.66	\$1.00
Otter Creek Acad - Whiting Campus	21,912	\$75.38	\$138.57	\$427.46	\$641.41
Otter Valley High School	782,427	\$3,117.23	\$4,948.07	\$15,263.69	\$23,328.99
RNESU Offices	172,879	\$669.89	\$1,093.29	\$3,372.55	\$5,135.73
TOTALS	2,398,082	\$9,056.02	\$15,165.47	\$46,782.11	\$71,003.60

SPC Upgrades for 2022

Client	Contact	Total Annual Volume	Number of Machines	Former Vendor	Vendor Awarded	Annual Cost Savings	5 Year Cost Savings	Print Management Software Added*
SAU 36 - White Mountains Regional SD	Kris Franklin	2,884,577	46	Visual Edge-OSV	Symquest	\$11,704.62	\$58,523.10	STARDoc Only
SAU 61 - Farmington	Brian Cisneros	2,857,215	42	Same	KMBS	\$7,383.00	\$36,915.00	PaperCut & STARDoc
SAU 66 - Hopkinton	Michael Flynn	2,460,750	78	Global-Conway	KMBS	\$29,956.00	\$149,780.00	PaperCut & STARDoc
SAU 68 - Lincoln/Woodstock	Debbie O'Connor	815,437	13	Same	KMBS	\$4,302.00	\$21,510.00	PaperCut & STARDoc
SAU 80 - Shaker Regional SD	Debbie Thompson	2,896,042	23	Same	Budget	\$5,550.00	\$27,750.00	PaperCut & STARDoc
SAU 87 - Mascenic	Lizabeth Baker	2,834,149	59	Same	KMBS	\$15,634.00	\$78,170.00	STARDoc Only
Great Bay E-Learning Charter School	Peter Stackhouse	246,262	8	Same	KMBS	\$1,744.00	\$8,720.00	STARDoc Only
MSAD 37 - Harrington Maine	Ron Ramsay	1,776,270	56	Visual Edge-A-Copi	Ricoh	\$6,953.00	\$34,765.00	STARDoc Only
SAU 54 - Rochester NH	Linda Bartlett	11,900,000	215	Same	KMBS	-\$1,920.00	-\$9,600.00	PaperCut & STARDoc
East Millinocket Schools Maine	Luci Milewski	1,113,369	4	Visual Edge-A-Copi	Ricoh	\$6,449.00	\$32,245.00	STARDoc Only
Washington Central UUSD	Mark Kline	4,000,000	68	Canon & Conway	Symquest	\$26,757.00	\$133,785.00	STARDoc Only
RSU 64 - East Corinth	Rhonda Sperrey	2,698,445	28	Visual Edge-A-Copi	Symquest	\$9,304.00	\$46,520.00	PaperCut & STARDoc
RSU 06 - Bonny Eagle	Scott Nason	8,328,355	109	Visual Edge-A-Copi	Symquest	\$21,350.00	\$106,750.00	PaperCut & STARDoc
RSU 14 - Windham Raymond	Bob Hickey	7,539,568	211	Visual Edge-A-Copi	Symquest	\$48,135.00	\$240,675.00	STARDoc Only
Orleans Southwest Supervisory Union VT	David Martin	2,846,049	24	Visual Edge-OSV	National	\$4,390.00	\$21,950.00	PaperCut & STARDoc
Essex Westford School District VT	Peter Drescher	10,741,439	265	Visual Edge-OSV & National	Symquest	\$100,004.00	\$500,020.00	PaperCut & STARDoc
Sullivan County NH	Derek Ferland	911,018	40	Canon	Symquest	\$14,033.00	\$70,165.00	PaperCut & STARDoc
Winooski School District VT	Nicole Mace	1,848,750	87	Canon	Symquest	\$42,364.00	\$211,820.00	PaperCut & STARDoc
Windham Northeast Supervisory Union VT	Andrew Haas	3,000,000	46	Canon	Symquest	\$39,323.00	\$196,615.00	PaperCut & STARDoc
SAU 43 - Newport NH	Ed Emond	1,772,242	10	Visual Edge-OSV	Symquest	\$18,656.00	\$93,280.00	STARDoc Only
Totals		73,469,937	1,432			\$412,071.62	\$2,060,358.10	

* Print Management Software: All Clients have SPC STARDoc but some have chosen to acquire additional support that they did not have previously.

TOTALS	82,468,260	69,686,229	73,469,937	
Total New Clients	14,950,000	41,249,400	17,952,178	<< 8 Clients
Total Existing Clients	67,518,260	28,436,829	55,517,759	<< 12 Clients

2022 Award Evaluation	Manufacturer	Volume	Machines
Symquest	Konica Minolta	43,724,394	910
KMBS	Konica Minolta	21,113,813	415
Budget	Konica Minolta	2,896,042	23
Ricoh	Ricoh	2,889,639	60
National	Kyocera	2,846,049	24
TOTALS		73,469,937	1,432

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 averaged annual lease payments are NOT figured in to this table, as they are covered in the black prints report.

Building	Projected Color Volume	Service & Supply Cost
Barstow Memorial School	42,767	\$1,889.46
Caverly Pre-School	4,390	\$206.90
Lothrop Elementary School	109,350	\$4,576.30
Neshobe School	163,122	\$6,839.93
Otter Creek Acad - Leicester Campus	33,163	\$1,387.87
Otter Creek Acad - Sudbury Campus	0	\$0.00
Otter Creek Acad - Whiting Campus	18,117	\$758.20
Otter Valley High School	134,444	\$5,890.49
RNESU Offices	36,196	\$1,514.80
TOTALS	541,549	\$23,063.95

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - BLACK

This table represents ACTUAL and PROJECTED Service & Supply expenses for BLACK usage broken down by equipment type and vendor. Under SPC's 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. Although inflation has increased by 9.5% over last year, SPC has capped that increase for **FY23 to only 5%**. In the 30+ years of SPC's history, this is the first time this cap was necessary, but it clearly benefits the client as we continue to save you money.

Vendor	Equipment Type	FY22 Black Volume	FY22 Black Cost/Copy	FY22 Black S & S Costs	FY23 Black Cost/Copy	FY23 Projected Black S & S Costs
SymQuest Group, Inc.	Black Network Printer	233,566	\$0.00629	\$1,469.13	\$0.00660	\$1,541.54
SymQuest Group, Inc.	Black Photocopier	1,266,345	\$0.00328	\$4,153.61	\$0.00344	\$4,356.23
SymQuest Group, Inc.	Color Laser MFP	19,240	\$0.00410	\$78.88	\$0.00431	\$82.92
SymQuest Group, Inc.	Color Network Printer	16,395	\$0.00629	\$103.12	\$0.00660	\$108.21
SymQuest Group, Inc.	Color Photocopier	862,536	\$0.00328	\$2,829.12	\$0.00344	\$2,967.12
TOTALS AND AVERAGES		2,398,082	\$0.00360	\$8,633.87	\$0.00378	\$9,056.02

SERVICE & SUPPLY USAGE PROFILE BY VENDOR - COLOR

This table represents ACTUAL and PROJECTED Service & Supply expenses for COLOR usage broken down by equipment type and vendor. Under SPC's 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. Although inflation has increased by 9.5% over last year, SPC has capped that increase for **FY23 to only 5%**. In the 30+ years of SPC's history, this is the first time this cap was necessary, but it clearly benefits the client as we continue to save you money.

Vendor	Equipment Type	FY22 Color Volume	FY22 Color Cost/Copy	FY22 Color S & S Costs	FY23 Color Cost/Copy	FY23 Projected Color S & S Costs
SymQuest Group, Inc.	Color Laser MFP	13,206	\$0.04489	\$592.82	\$0.04713	\$622.40
SymQuest Group, Inc.	Color Network Printer	17,621	\$0.05771	\$1,016.91	\$0.06060	\$1,067.83
SymQuest Group, Inc.	Color Photocopier	510,722	\$0.03986	\$20,357.38	\$0.04185	\$21,373.72
TOTALS AND AVERAGES		541,549	\$0.04056	\$21,967.10	\$0.04259	\$23,063.95

LEASED/OWNED EQUIPMENT DETAILS

Total Number of Machines Under Contract	75
Number of Machines on Lease	65
Number of Machines Owned	10
Number of Rental/Loaner Machines	0

Lease Company	Norway Savings Bank
Term	5 Annual
Annual Payment usually due on 8/1	\$46,782.11
Lease Start Date	08/02/2020
Lease End Date	08/01/2025
Remaining Payments	3

*The Lease End Date has no bearing on Service & Supply and Warranty Contracts.

LEASED EQUIPMENT

Building	Room	Make/Model	Serial Number
Barstow Memorial School	First Floor Middle School	Konica Minolta BH4402P	AAFJ011003391
Barstow Memorial School	Lab	Konica Minolta BH4402P	AAFJ011003383
Barstow Memorial School	Library	Konica Minolta BH4000i	ACET011000284
Barstow Memorial School	Main Office	Konica Minolta BHC650i	AA7N011000883
Barstow Memorial School	PC Lab	Konica Minolta BHC3300i	AAJT011001671
Barstow Memorial School	Work Room	Konica Minolta BH808	A8KN012000880
Lothrop Elementary School	3rd Floor Hall	Konica Minolta BH4402P	AAFJ011003396
Lothrop Elementary School	Basement	Konica Minolta BH4000i	ACET011001871
Lothrop Elementary School	Library	Konica Minolta BH4000i	ACET011001874
Lothrop Elementary School	Main Office	Konica Minolta BH808	A8KN012000804
Lothrop Elementary School	Office Hallway	Konica Minolta BH4402P	AAFJ011003394
Lothrop Elementary School	Staff Room	Konica Minolta BHC550i	AA7P011002933
Neshobe School	Brick Building	Konica Minolta BHC550i	AA7P011003111
Neshobe School	Lab	Konica Minolta BHC3300i	AAJT011001717
Neshobe School	Mail Room	Konica Minolta BHC550i	AA7P011003012
Neshobe School	Staff Work Room	Konica Minolta BH808	A8KN012000790
Otter Creek Acad - Leicester Campus	Front Office	HP Laser Jet Pro M402dn	PHB5B45253
Otter Creek Acad - Leicester Campus	Lunch Room	Konica Minolta BHC550i	AA7P011003064
Otter Creek Acad - Leicester Campus	Multi-Purpose Area	Konica Minolta BH4000i	ACET011001881
Otter Valley High School	Basement - CAD	Konica Minolta BH4000i	ACET011001883
Otter Valley High School	Copy Room Up	Konica Minolta BH808	A8KN012000686
Otter Valley High School	Copy Room Up	Konica Minolta BHC3300i	AAJT011001826
Otter Valley High School	Guidance (Bishop)	Konica Minolta BH4000i	ACET011000289
Otter Valley High School	Guidance (Wessing)	Konica Minolta BH4402P	AAFJ011003411
Otter Valley High School	Guidance Office	Konica Minolta BHC450i	AA7R011003663
Otter Valley High School	Hall Office	Konica Minolta BH808	A8KN012000784
Otter Valley High School	Library	Konica Minolta BH4402P	AAFJ011003404
Otter Valley High School	Library	Konica Minolta BHC650i	AA7N011000895
Otter Valley High School	Main Office	Konica Minolta BH4000i	ACET011000291
Otter Valley High School	Middle School Office	Konica Minolta BH4402P	AAFJ011003408
Otter Valley High School	Middle School Office	Konica Minolta BHC650i	AA7N011000860
Otter Valley High School	Moose	Konica Minolta BH4000i	ACET011001870
Otter Valley High School	North Campus Commons Connection	Konica Minolta BHC3320i	AAJP011002472
Otter Valley High School	North Campus HS	Konica Minolta BH4000i	ACET011001879
Otter Valley High School	Nurse's Office	Konica Minolta BH4000i	ACET011000643
Otter Valley High School	Room 148	Konica Minolta BH4000i	ACET011001894

Building	Room	Make/Model	Serial Number
Otter Valley High School	Room 153	Konica Minolta BH4000i	ACET011000393
Otter Valley High School	Room 203 Brain Cell	Konica Minolta BH4000i	ACET011001866
Otter Valley High School	Room 301B	Konica Minolta BH4000i	ACET011001891
Otter Valley High School	Room 302	Konica Minolta BHC3320i	AAJP011002601
Otter Valley High School	Room 303	Konica Minolta BH4000i	ACET011000401
Otter Valley High School	Room 304B Cart	Konica Minolta BH4000i	ACET011000407
Otter Valley High School	Room 307	Konica Minolta BH4000i	ACET011000406
Otter Valley High School	Room 309	Konica Minolta BH4000i	ACET011000400
Otter Valley High School	Room 314	Konica Minolta BH4000i	ACET011000394
Otter Valley High School	Room 320	Konica Minolta BH4000i	ACET011001887
Otter Valley High School	Room 321 - SRO	Konica Minolta BH4000i	ACET011001884
Otter Valley High School	Room 337	Konica Minolta BH4000i	ACET011000402
Otter Valley High School	Room 339	Konica Minolta BH4000i	ACET011000405
Otter Valley High School	Room 340	Konica Minolta BH4000i	ACET011001893
Otter Valley High School	Room 347	Konica Minolta BH4000i	ACET011001872
Otter Valley High School	Room 353/357 Computer Apps Office	Konica Minolta BH4000i	ACET011001865
Otter Valley High School	Room 353/357 Computer Apps Office	Konica Minolta BHC3300i	AAJT011001818
Otter Valley High School	Room 360	Konica Minolta BH4000i	ACET011001888
Otter Valley High School	Room A1 - not in use	Konica Minolta BH4402P	AAFJ011003018
Otter Valley High School	Room A3	Konica Minolta BHC3320i	AAJP011002538
Otter Valley High School	Science Work Room Rms 159, 160, 161	Konica Minolta BH4402P	AAFJ011003407
Otter Valley High School	Teachers' Room	Konica Minolta BH808	A8KN012000675
Otter Valley High School	Unknown	Konica Minolta BH4000i	ACET011000290
RNESU Offices	Business Office	Konica Minolta BH458	AA6U011021768
RNESU Offices	Curr Dir - Kristen Hubert	Konica Minolta BH4000i	ACET011001873
RNESU Offices	Evaluation Team	Konica Minolta BH458	AA6U011021692
RNESU Offices	Front Office	Konica Minolta BHC650i	AA7N011000875
RNESU Offices	HR Coord - Brooke Dahlin	Konica Minolta BH4402P	AAFJ011003399
RNESU Offices	SPED - Beth Ripley	Konica Minolta BH4000i	ACET011001878

OWNED EQUIPMENT

Building	Room	Make/Model	Serial Number
Barstow Memorial School	Office MICR Toner	HP Laser Jet 600 M604	CNBCHC208V
Caverly Pre-School	Main Office	Kyocera 306CI	V9W650I653
Lothrop Elementary School	Office Secretary	HP Laser Jet Pro M402dn	PHBQD04950
Neshobe School	Main Office (Mail Room)	HP Laser Jet Pro M402dn	PHBQD20232
Otter Creek Acad - Sudbury Campus	Main Office	Konica Minolta BHC558	A79K0I1004385
Otter Creek Acad - Whiting Campus	Main Office	Konica Minolta BHc368	A7PU0I1002410
Otter Valley High School	SAP	HP Laser Jet Pro M402dn	PHB5D06946
RNESU Offices	Business Office	HP Laser Jet 600 M604	CNDCJ9M22Z
RNESU Offices	Business Office	HP Laser Jet P3015	VNBCBCB52R
RNESU Offices	Main Office	Konica Minolta BH4000i	ACET0I1000292

STARDoc USER NAMES

Name	User Name
Alexis Blake	ablake@rnesu.org
Brenda Fleming	bfleming@rnesu.org
Calli Thomas	cthomas
Dan Schmitz	dschmitz@rnesu.org
Diane Randall	drandall@rnesu.org
Jeanne Collins	jcollins@rnesu.org
Rusty Mason	rmason@rnesu.org
Sara Eddy	seddy@rnesu.org
Suzanne Denis	sdenis
Whiteney Christie	wchristie@rnesu.org

STARDoc user names are managed by the Account Administrator, usually the IT Director. If there are any changes that need to be made, please notify your Account Administrator or SPC.



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 69 clients with almost 4500 devices doing 176 million copies and prints annually. For FY22 we purchased 1,432 machines with over 73 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* by managing your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

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

3. Simplified Billing Program

- Removes the confusion out of billing.
- Eliminates variety of invoices from multiple vendors that come monthly and/or quarterly.
- THREE detailed, easy-to-read 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 overusage.
- 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 almost \$1.5 million for all of our clients.
That translates into Savings of more than \$7 million over five years!



SPC Values Our Vendors

Overall Benefits to Our Vendors

- Opportunities brought to vendor - Over 1,400 units purchased in FY22 running over 73 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)
- Vendor Bid Portal: Greatly reduces bid input time; reduces time from bid submission to bid presentation to the clients in our cooperative
- Control of Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment)
- Selling of vendors' 'Value Add' directly to our clients after the bids are in; Client has the right to pay more than low bid, if desired

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 costs
- Manage and audit installation
- Capture final meter reads and close books on old devices & contracts

Vendor Ongoing Support

- Yearly meter reads
- Simplified Billing: SPC manages billing and payment directly with 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 managed over 4,500 Photocopiers and Printers last year.

Our relationship with our vendors has never been stronger!



STARDoc Features

Cost Projection by Department or Building

- Allows you to formulate next year's budget 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 floorplans
- Timeline - allows you to track historical volume and costs to compare current budget with past years

Map your devices on Floorplans

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device Information tab allows easy access to the printer/copier web interface
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TVs)

Floorplan Administration

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

Contacts Page

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

Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Non-Reporting Device listing for devices that haven't reported for more than two weeks
- Tracks additional non-contracted devices
- IP Addresses and MAC addresses imported automatically
- Strikethrough on machines that have been removed

Monthly Audits

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

Last Sync Date

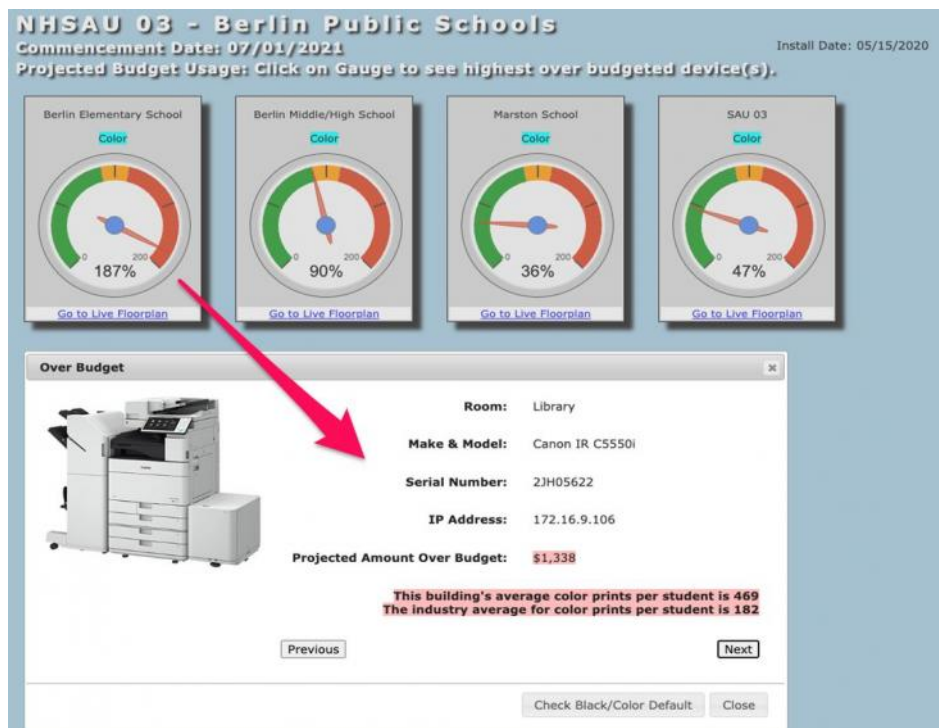
- Shows the last time FM Audit synced for equipment

Over-Budget Report

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

Five-Year Fleet Management (FYFM)

- Interactive tool that examines printing habits
- Flags potential problem areas
- Helps identify equipment with high color usage



NEW VENDOR CATEGORIES

In the past we had two vendor categories: Cooperative and Uncooperative. In 2021 we added a third category:

Premier: defined as consistently providing ...

- Quality bids to SPC
- Quality service with a four-hour or less average response time
- Reliable equipment and competitive pricing
- Support to SPC and our mutual clients to resolve concerns
- **Current Premier Vendors**
 - Budget Document Technologies
 - Konica Minolta Business Solutions
 - National 1927
 - Ricoh USA
 - SymQuest Group

Cooperative: defined as ...

- Providing bids as required but lacking in one or more areas listed above, or they have yet to provide a history of strong support

Uncooperative: defined as ...

- Rarely submitting bids to SPC
- Encourages SPC clients to breach existing contracts and undermines SPC's bid process

WARRANTY RELIEF FUND

Why is it Needed?

With the recent pandemic, schools and businesses shut down. In FY20 credits owed were around \$389,000. However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news, what if the vendor is unable or unwilling to repay those funds? Many companies outside of the copier industry are already filing for bankruptcy. SPC's legitimate concern is, what if this hits the copier industry and we can no longer access the funds owed to the client?

Other Concerns:

- Vendor refuses to honor a Warranty
- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Service-and-Supply Contract at the agreed-upon pricing.
- Vendor gets sold to a venture capitalist entity or to a risky new owner with limited cash reserves

Purpose:

Since 1989, SPC's goal is to shelter our clients from Industry upheavals. This fund is to set aside monies that can be used by any client, if a need arises.

Funding Source: Initially, \$200,000 no-interest personal loan. To be paid back from two sources...

- Wholesale Trades... For over 10 years these funds have been set aside for warranty replacement units since the industry would provide the same cash price with or without the trade.
- Equipment Purchases... 2% of the gross will be set aside with each upgrade.

Who Benefits?

All SPC clients...like any insurance fund, by pooling funds from SPC's entire client base, any losses are eliminated.

WARRANTY RELIEF EQUIPMENT BASE

Why is it Needed?

As with credits owed to clients for unused copies, sometimes equipment needs to be replaced or added but there are no funds in the budget. Rather than relying solely on the Warranty Relief Fund, SPC will have an inventory of high-quality, low-meter copiers and printers to use as replacements or additional equipment as needed at a lower cost to the client than a new machine.

Other Concerns:

- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Warranty
- Equipment is damaged by user and not covered under the Warranty

Purpose:

- To replace or add a machine when needed

Who Benefits?

- All SPC clients...by pooling high-quality equipment from past client upgrades, equipment can be replaced with minimal impact on the client