



Specialized Purchasing Consultants

PO Box 190

Gorham, NH 03581

(800) 750-1538

www.spccopypro.com

2013-14 Annual Report

Year - End Photocopier Analysis

With projected costs for 2014-15

Blaine Cox
Rochester, City of
31 Wakefield Street
Rochester, NH 03867



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

October 2014

Skip Tilton
President

Corporate Office:
PO Box 190
Gorham, NH 03581
(800) 750-1538
(866) 281-7596 Fax

Blaine Cox
Rochester, City of
31 Wakefield Street
Rochester, NH 03867

Dear Blaine:

VISIT US ON THE WEB:
www.spccopypro.com

Our staff at SPC would like to extend their gratitude for allowing us to provide beneficial services to you and your organization for the past *1 year*. Over the last two years, SPC has made major improvements to your services without increasing our cost to you. We hope you have experienced and enjoyed the benefits.

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

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

*Feel free to ask for a more detailed explanation

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

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

Sincerely,

Skip Tilton
President

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The SPC Team...

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



Skip Tilton, President

Billie Jo Tilton, Vice President

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



Sue Penney

Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I

will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Glen Fortier

Auditor, Electronic Specialist & Equipment Implementation

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



Rachel Guay

Accounting Coordinator

I am responsible for the majority of the accounting communications between SPC and its vendors and clients. I will rely upon my years of experience and my strong attention to detail to ensure our clients' needs are

well served. It is my goal to work accurately and efficiently and to uphold the high standards of customer satisfaction that SPC has provided to their customers. I look forward to establishing a strong working relationship with each and every one of you.



Pam Weed

Client-Vendor Relations

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

clients and vendors to ensure smooth transitions or quick resolutions.

The SPC Team Continued....



Charles Baca

Operational Support

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

Alex Webster

Director of Customer Relations

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



Robert B. Dutil

Director of Information Technology

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

Joel Heffernan

Field Representative – Client Relations

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



Equipment Health Status

Total Number of Machines:	102
Total Black Photocopiers	5
Total Color Photocopiers (including MFP)	5
Total Black Network Printers	28
Total Color Network Printers	36
Total Removed from Service:	0
# of Units OFF Warranty: Printers	8
# of Units Approaching End of Warranty: Printers	8
# of Units Overused:	0
# of Units Underused:	0
# of Units Connected to Network with Print and/or Scan	98
Commencement Date:	4/1/2013
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	6/30/2018
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 Blaine

It's been a pleasure working with you. The printing side may need some attention in the next year.

As your equipment ages, there is bound to be more reliability concerns. It should be our goal to stay ahead of that reliability curve. Also noteworthy is that all of your warranties and service contracts are scheduled to end on June 30 of 2017. I am confident that not only can we improve the quality of your equipment but also the reliability at that time.

I would begin the process by surveying and writing a new five year plan as early as January of 2015.

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.

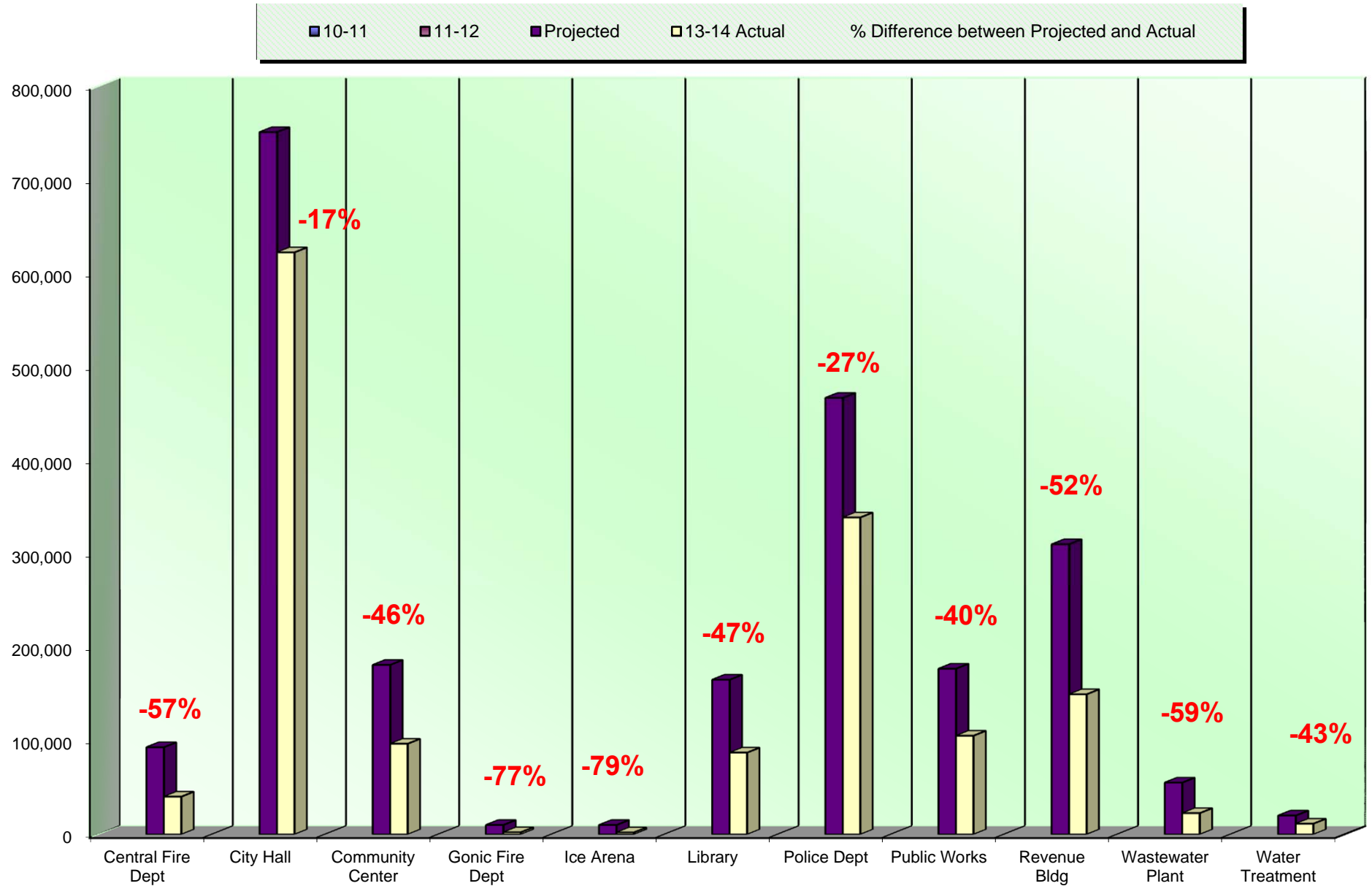
Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Rochester City Hall	Business Department	HP LaserJet P3015 MICR	VNB4G09625	AAA	04/2004
Rochester City Hall	Business Department	HP LaserJet 8000	USAJ003476	AAA	05/1998
Rochester City Hall	Business Department	HP LaserJet P3015 MICR	VNB4G09780	AAA	04/2004
Rochester City Hall	Business Department	HP Laserjet 4050	USBG007841	AAA	05/1999
Rochester City Hall	Human Resources Office	HP LaserJet P1005	VND4C02990	AAA	11/2007
Rochester Police Department	Communications	HP LaserJet P3015 MICR	VNB3R69105	AAA	04/2004
Rochester Public Library	1st Floor - Main Area	HP LaserJet P3015 MICR	VNB3Y62280	AAA	04/2004
Rochester Public Library	2nd Floor - Admin Office 4	HP Laserjet 1200	CNDL016537	AAA	04/2001
Rochester Public Library	Ground Floor - Hall	HP Laserjet P1505N	CNBK620672	AAA	11/2007
Rochester Public Works	Water Department Office	HP Laserjet P1505N	VND3C10327	AAA	11/2007
Rochester Revenue Building	Tax Collector's Office	Brother MFC 7220	U61327FN13430	AAA	03/2005
Rochester Revenue Building	Tax Collector's Office	Lexmark T640	790Z998	AAA	06/2005
Rochester Revenue Building	Tax Collector's Office	Lexmark T640	79293XW	AAA	06/2005
Rochester Revenue Building	Tax Collector's Office	Lexmark T640	79293Z8	AAA	06/2005
Rochester Revenue Building	Tax Collector's Office	Lexmark T640	792940V	AAA	06/2005
Rochester Revenue Building	Tax Collector's Office	HP LaserJet P3015 MICR	VNB3Y62270	AAA	04/2004

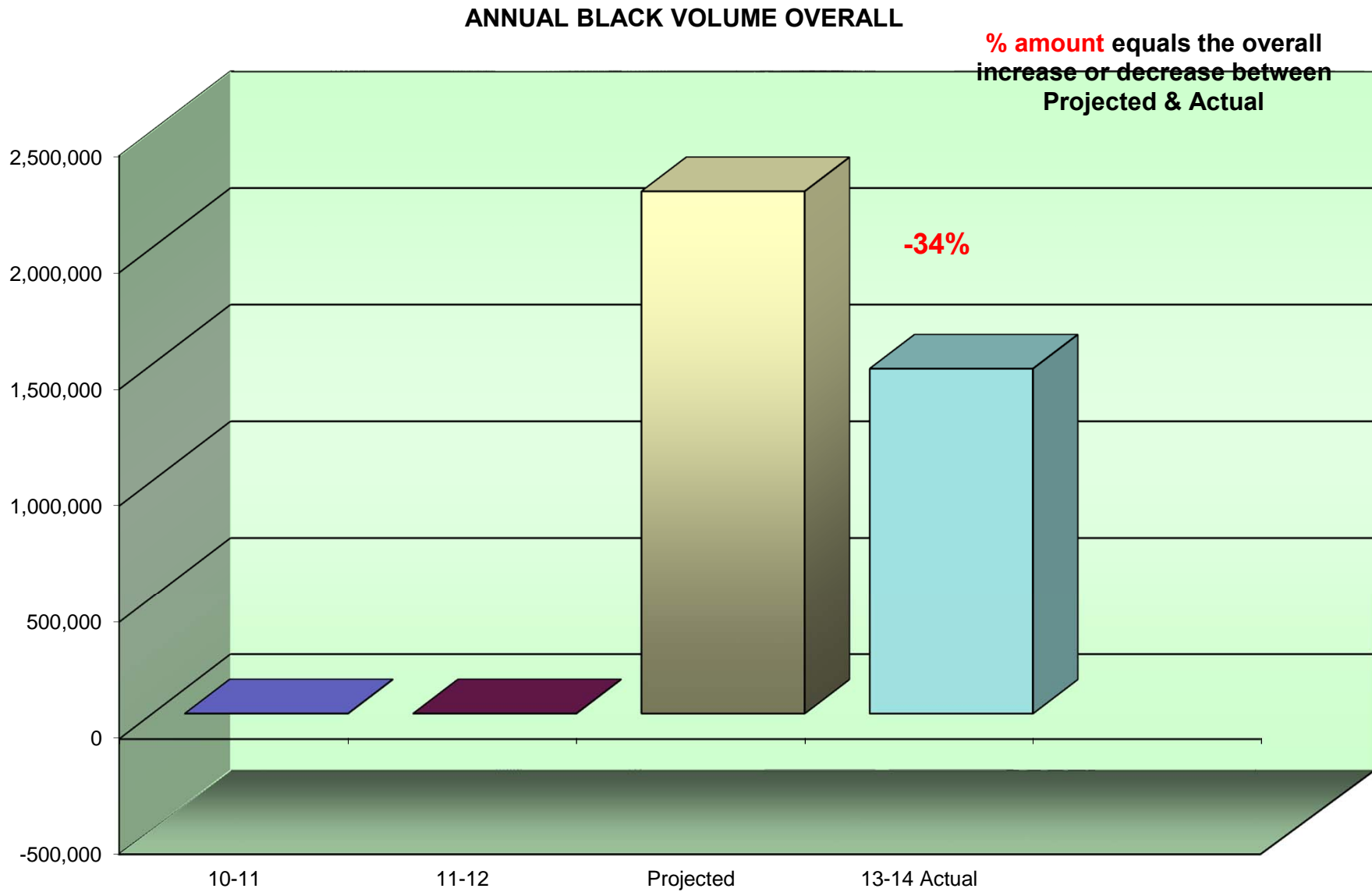
Warranty Replaced Machines

The following copiers or printers have been replaced by the vendor under the service warranty agreement.

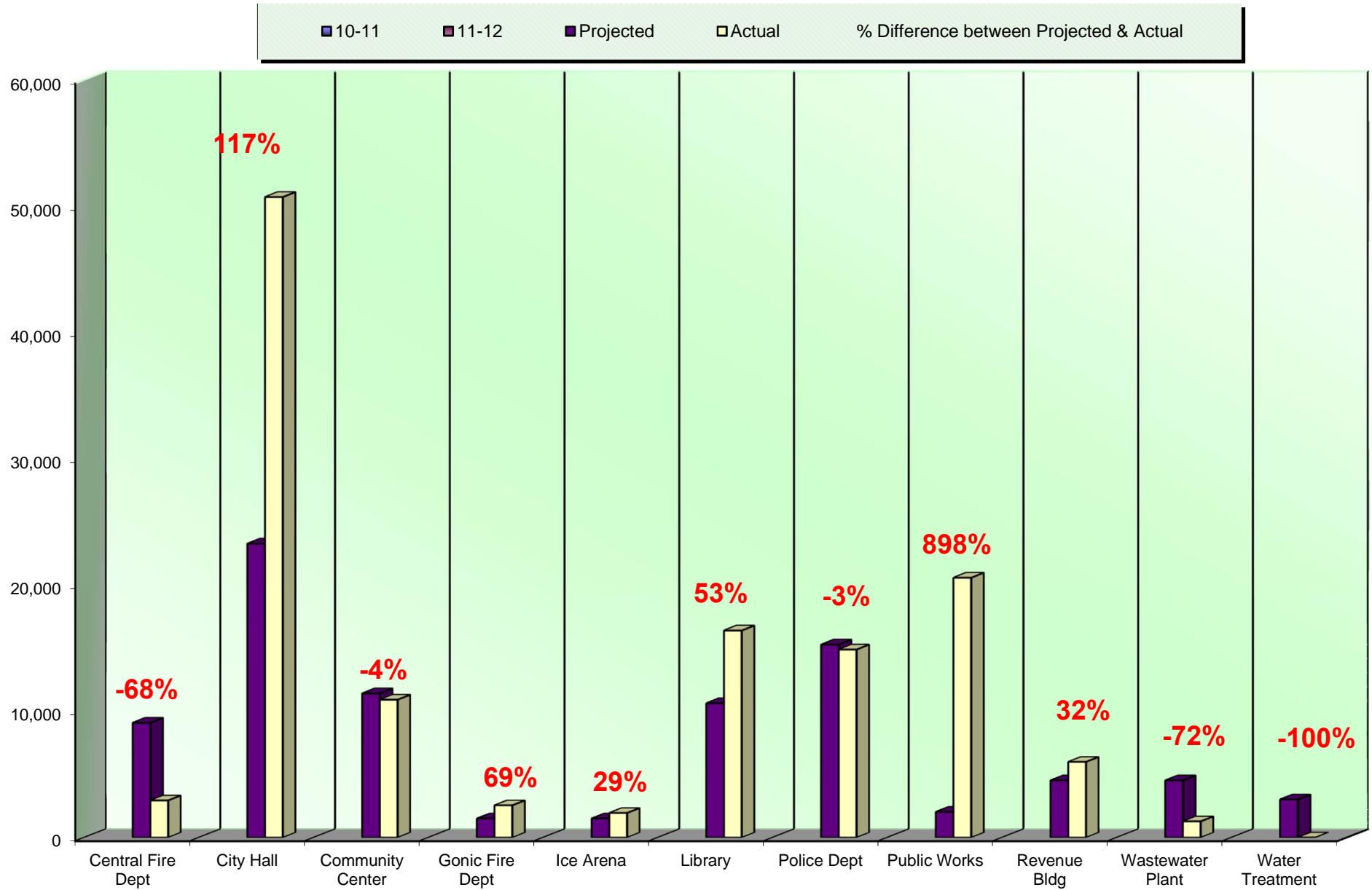
Building	Department / Room	Make Model	Serial #	Vendor Id #	Date of Trade
Rochester City Hall	Finance Office	Xerox WC 5150	VXX098062N		6/30/2014
Rochester Police Department	Records	Canon MF4370DN	EKH38563	1235	11/22/2013
Rochester Public Library	1st Floor Office	Xerox WC6605DN	XL3568117		11/12/2013
Rochester Public Works	Office 1	HP Color LaserJet M451dn	CNDF214466	1278	3/21/2014

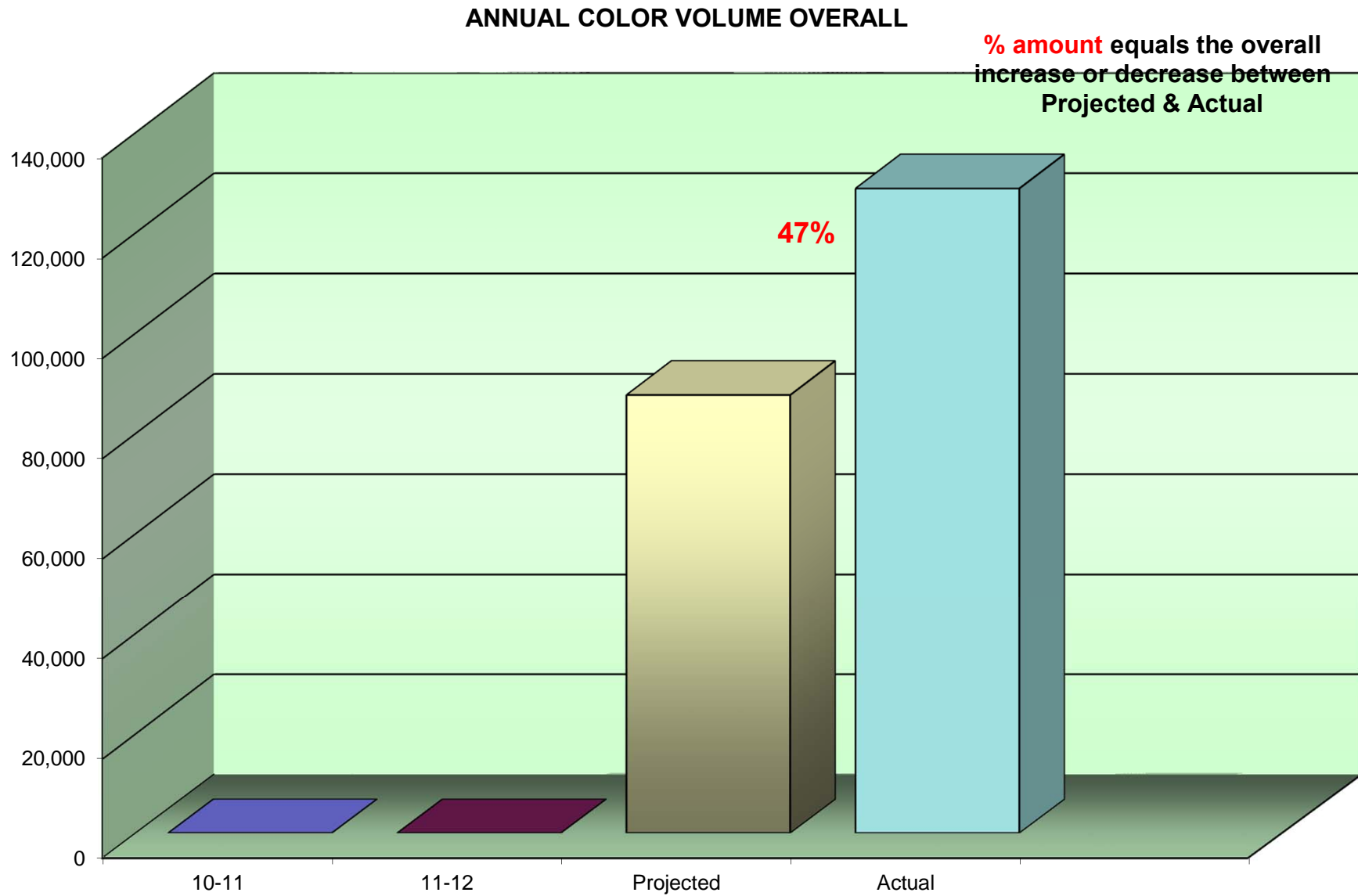
ANNUAL BLACK VOLUME BY BUILDING



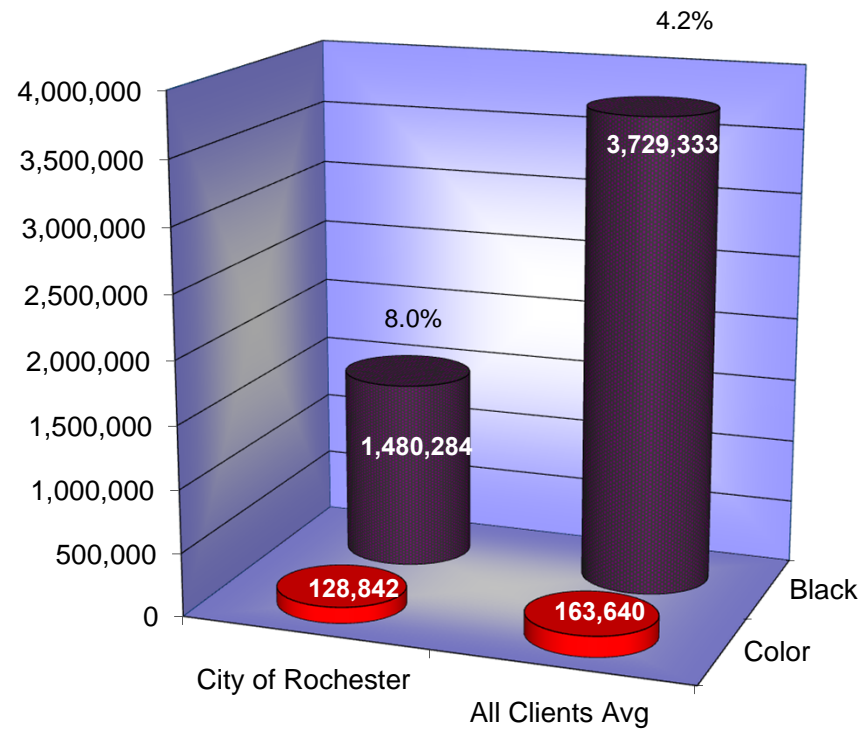


ANNUAL COLOR VOLUME BY BUILDING





Color to Total Volume Percentage



Usage Profile for Service Supplies

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

Make-Model / Speed				Date of Last Upgrade: 4/1/2013	
Serial Number / Vendor ID					
Life / Intro Date			2013-14		
Connectivity / Printer Exp Date		7/1/2013	6/30/2014	Annual	Cost/Copy
Vendor	Meter	Meter	Volume	Annual Cost	Recommendations
Gonic Fire Department					
Office 1					
Xerox WC6605DN / 36 PPM	0	2,310	2,310	\$0.004000	None at this time.
XL3568116 /				\$9.24	
750,000 / 09/2012	0	2,595	2,595	\$0.05417	
Color Network Printer				\$140.57	
Connected /					
XEROXCopier					
Subtotals BW			2,310	\$9.24	
Subtotals Color			2,595	\$140.57	

Date of Last Upgrade: 4/1/2013					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
Rochester Central Fire Dept.					
Administrative Clerk 2nd Floor					
Xerox WC 5150 / 55 PPM	0	26,070	26,070	\$0.00400	None at this time.
VXX098057N /				\$104.28	
3,000,000 / 10/2009	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
XEROXCopier					
Assistant Chief's Office					
HP Color LaserJet M451dn / 21 PPM	0	806	806	\$0.008750	None at this time.
CNDF314964 / 1250				\$7.05	
500,000 / 02/2012	0	603	603	\$0.10000	
Color Network Printer				\$60.30	
Connected /					
AAA					
Captain's Office					
HP LaserJet Pro M401DN / 35 PPM	0	6,910	6,910	\$0.008750	None at this time.
VNB3B25215 / 1251				\$60.46	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					

					Date of Last Upgrade: 4/1/2013	
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester Central Fire Dept.						
Clerk						
HP Color LaserJet M451dn / 21 PPM	0	2,846	2,846	\$0.008750	None at this time.	
CNDF314973 / 1247				\$24.90		
500,000 / 02/2012	0	670	670	\$0.10000		
Color Network Printer				\$67.00		
Connected /						
AAA						
Fire Chief's Office						
HP Color LaserJet M451dn / 21 PPM	0	2,427	2,427	\$0.008750	None at this time.	
CNDF314968 / 1245				\$21.24		
500,000 / 02/2012	0	265	265	\$0.10000		
Color Network Printer				\$26.50		
Connected /						
AAA						
Office 1						
HP Color LaserJet M451dn / 21 PPM	0	227	227	\$0.008750	None at this time.	
CNDF314969 / 1246				\$1.99		
500,000 / 02/2012	0	799	799	\$0.10000		
Color Network Printer				\$79.90		
Connected /						
AAA						

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 4/1/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Central Fire Dept.					
Office 2					
HP Color LaserJet M451dn / 21 PPM	0	1,033	1,033	\$0.008750	None at this time.
CNDF214467 / 1248				\$9.04	
500,000 / 02/2012	0	359	359	\$0.10000	
Color Network Printer				\$35.90	
Connected /					
AAA					
Office 3					
HP Color LaserJet M451dn / 21 PPM	0	102	102	\$0.008750	None at this time.
CNDF214463 / 1249				\$0.89	
500,000 / 02/2012	0	291	291	\$0.10000	
Color Network Printer				\$29.10	
Connected /					
AAA					
Subtotals BW			40,421	\$229.85	
Subtotals Color			2,987	\$298.70	

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 4/1/2013</i>
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester City Hall					
<i>Business Department</i>					
HP Laserjet 4050 / 17 PPM	95,069	97,831	2,762	\$0.019750	Replaced w/VNB4G09780.
USBG007841 / 1262				\$54.55	
200,000 / 05/1999	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
Connected /					
AAA					
HP LaserJet 8000 / 24 PPM	261,944	278,232	16,288	\$0.019750	Replaced w/VNB4G09625.
USAJ003476 / 1263				\$321.69	
500,000 / 05/1998	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
Connected /					
AAA					
HP LaserJet P3015 MICR / 15 PPM	0	54	54	\$0.019750	None at this time.
VNB4G09780 / 2143				\$1.07	
200,000 / 07/2008	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
Connected /					
AAA					
HP LaserJet P3015 MICR / 15 PPM	0	119	119	\$0.019750	None at this time.
VNB4G09625 / 2142				\$2.35	
200,000 / 07/2008	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
Connected /					
AAA					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Rochester City Hall						
Xerox WorkCentre 5855apt / 55 PPM	0	174,673	174,673	\$0.004000	None at this time.	
EX9282688 /				\$698.69		
3,000,000 / 02/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected /						
XEROXCopier						
City Clerk						
HP Color LaserJet M551N / 33 PPM	0	12	12	\$0.008750	None at this time.	
CNCCF4L0XY / 1257				\$0.11		
750,000 / 10/2011	0	0	0	\$0.10000		
Color Network Printer				\$0.00		
Connected /						
AAA						
Xerox WorkCentre 5855apt / 55 PPM	0	129,601	129,601	\$0.004000	None at this time.	
EX9282565 /				\$518.40		
3,000,000 / 02/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
Connected /						
XEROXCopier						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
Rochester City Hall						
City Manager						
HP Color LaserJet CP2025 / 21 PPM	447	975	528	\$0.011200	None at this time.	
CNGSB41184 / 1264				\$5.91		
500,000 / 09/2008	1,969	3,348	1,379	\$0.10000		
Color Network Printer				\$137.90		
Connected /						
AAA						
HP LaserJet Pro M401DN / 35 PPM	0	4,366	4,366	\$0.008750	None at this time.	
VNB3B25201 / 1258				\$38.20		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
AAA						
Xerox WorkCentre 7855c / 55 PPM	0	25,113	25,113	\$0.004000	None at this time.	
MX4317779 /				\$100.45		
3,000,000 / 02/2013	0	11,551	11,551	\$0.05417		
Color Photocopier				\$625.69		
Connected /						
XEROXCopier						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Rochester City Hall						
Code Enforcement						
Xerox WC 5150 / 55 PPM	0	55,303	55,303	\$0.00400	None at this time.	
VXX098101N /				\$221.21		
3,000,000 / 10/2009	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
XEROXCopier						
Xerox WC6605DN / 36 PPM	0	780	780	\$0.004000	None at this time.	
XL3568079 /				\$3.12		
750,000 / 09/2012	0	2,248	2,248	\$0.05417		
Color Network Printer				\$121.77		
Connected /						
XEROXCopier						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester City Hall					
Finance Office					
HP LaserJet Pro M401DN / 35 PPM	0	1,692	1,692	\$0.008750	None at this time.
VNB4F17056 / 1259				\$14.81	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
Xerox WC 5150 / 55 PPM	0	15,126	15,126	\$0.004000	Replaced w/EX7395525
VXX098062N /				\$60.50	
3,000,000 / 10/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Not Connected /					
XEROXCopier					
Xerox WorkCentre 5855apt / 55 PPM	0	64,913	64,913	\$0.004000	Replacement for VXX098062N.
EX7395525 /				\$259.65	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
XEROXCopier					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester City Hall						
Hot Swap						
HP LaserJet Pro M401DN / 35 PPM	0	0	0	\$0.008750	None at this time.	
VNB3H27489 / 1256				\$0.00		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
AAA						
Human Resources Office						
HP LaserJet P1005 / 15 PPM	31,670	36,718	5,048	\$0.011200	7 years from Intro.	
VND4C02990 / 1252				\$56.54		
200,000 / 11/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / 6/1/2018						
AAA						
Xerox WC6605DN / 36 PPM	0	20,983	20,983	\$0.004000	None at this time.	
XL3568032 /				\$83.93		
750,000 / 09/2012	0	9,793	9,793	\$0.05417		
Color Network Printer				\$530.47		
Connected /						
XEROXCopie						

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 4/1/2013</i>	
<i>Serial Number / Vendor ID</i>						
<i>Life / Intro Date</i>			<i>2013-14</i>			
<i>Connectivity / Printer Exp Date</i>			<i>7/1/2013</i>	<i>6/30/2014</i>	<i>Annual</i>	<i>Cost/Copy</i>
<i>Vendor</i>			<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>
<i>Recommendations</i>						
Rochester City Hall						
MIS Office						
HP Color LaserJet M451dn / 21 PPM			0	3,996	3,996	\$0.008750
CNDF314965 / 1253						\$34.97
500,000 / 02/2012			0	110	110	\$0.10000
Color Network Printer						\$11.00
Connected /						
AAA						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Rochester City Hall						
Planning Office						
HP LaserJet Pro M401DN / 35 PPM	0	2,727	2,727	\$0.008750	None at this time.	
VNB3H27364 / 1261				\$23.86		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
AAA						
HP LaserJet Pro M401DN / 35 PPM	0	1,725	1,725	\$0.008750	None at this time.	
VNB3B25209 / 1260				\$15.09		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
AAA						
Xerox WorkCentre 7855c / 55 PPM	0	55,577	55,577	\$0.004000	None at this time.	
MX4317579 /				\$222.31		
3,000,000 / 02/2013	0	23,389	23,389	\$0.05417		
Color Photocopier				\$1,266.94		
Connected /						
XEROXCopier						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester City Hall						
STORAGE - Hot Swap						
HP Color LaserJet M451dn / 21 PPM	1	1	0	\$0.008750	None at this time.	
CNDF314978 / 1255				\$0.00		
500,000 / 02/2012	1	1	0	\$0.10000		
Color Network Printer				\$0.00		
Connected /						
AAA						
Welfare Office						
HP LaserJet Pro M401DN / 35 PPM	0	4,178	4,178	\$0.008750	None at this time.	
VNB3B25197 / 1254				\$36.56		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
AAA						
Xerox W7830 / 30 PPM	0	35,363	35,363	\$0.004000	None at this time.	
MX1184870 /				\$141.45		
750,000 / 02/2013	0	2,274	2,274	\$0.05417		
Color Photocopier				\$123.18		
Connected /						
XEROXCopier						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Rochester City Hall						
Welfare Office - Gail						
HP LaserJet Pro M401DN / 35 PPM	0	1,293	1,293	\$0.008750	None at this time.	
VNB3B25202 / 1294				\$11.31		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
AAA						
Subtotals BW			622,220	\$2,926.74		
Subtotals Color			50,744	\$2,816.94		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
Rochester Community Center						
<i>Buildings & Grounds Supervisor</i>						
HP Color LaserJet M451dn / 21 PPM	0	999	999	\$0.008750	None at this time.	
CNDF314967 / 1297				\$8.74		
500,000 / 02/2012	0	1	1	\$0.10000		
Color Network Printer				\$0.10		
Connected /						
AAA						
<i>Economic Development Office</i>						
HP Color LaserJet M551N / 33 PPM	0	535	535	\$0.008750	None at this time.	
CNCCF4L0XN / 1295				\$4.68		
750,000 / 10/2011	0	477	477	\$0.10000		
Color Network Printer				\$47.70		
Connected /						
AAA						
<i>Recreation Department Copy Room</i>						
Xerox WorkCentre 7855c / 55 PPM	0	92,537	92,537	\$0.004000	None at this time.	
MX4317853 /				\$370.15		
3,000,000 / 02/2013	0	10,548	10,548	\$0.05417		
Color Photocopier				\$571.36		
Connected /						
XEROXCopier						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Rochester Community Center						
Recreation Department Office						
HP LaserJet Pro M401DN / 35 PPM	0	2,972	2,972	\$0.008750	None at this time.	
VNB3B27933 / 1293				\$26.01		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
AAA						
Subtotals BW			97,043	\$409.58		
Subtotals Color			11,026	\$619.16		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
Rochester Ice Arena						
Upstairs Office						
Xerox WC6605DN / 36 PPM	0	2,152	2,152	\$0.004000	None at this time.	
XL3568155 /				\$8.61		
750,000 / 09/2012	0	1,980	1,980	\$0.05417		
Color Network Printer				\$107.25		
Connected /						
XEROXCopier						
Subtotals BW			2,152	\$8.61		
Subtotals Color			1,980	\$107.25		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Police Department					
ACO					
HP LaserJet Pro M401DN / 35 PPM	0	2,206	2,206	\$0.008750	None at this time.
VNB3B25200 / 1226				\$19.30	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
Communications					
HP LaserJet P3015 MICR / 15 PPM	0	10,344	10,344	\$0.008750	None at this time.
VNB3R69105 / 1242				\$90.51	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
HP LaserJet Pro M401DN / 35 PPM	0	20,180	20,180	\$0.008750	None at this time.
VNB3S06654 / 1241				\$176.58	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
Rochester Police Department						
Communications Supervisor						
HP LaserJet P2035 / 30 PPM	1,772	4,294	2,522	\$0.011200	None at this time.	
CNB9K68495 / 1243				\$28.25		
750,000 / 11/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
AAA						
Crime Analyst						
HP Color LaserJet M451dn / 21 PPM	0	10,097	10,097	\$0.008750	None at this time.	
CNDF314926 / 1225				\$88.35		
500,000 / 02/2012	0	0	0	\$0.10000		
Color Network Printer				\$0.00		
Not Connected /						
AAA						
Deputy Chief						
HP Color LaserJet M451dn / 21 PPM	0	1,282	1,282	\$0.008750	None at this time.	
CNDF103708 / 1228				\$11.22		
500,000 / 02/2012	0	26	26	\$0.10000		
Color Network Printer				\$2.60		
Connected /						
AAA						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester Police Department						
Detective's Office						
HP LaserJet Pro M401DN / 35 PPM	0	26,049	26,049	\$0.008750	None at this time.	
VNB3B25198 / 1233				\$227.93		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
AAA						
Detective's Sargeant						
HP Color LaserJet M451dn / 21 PPM	0	3,831	3,831	\$0.008750	None at this time.	
CNDF314972 / 1232				\$33.52		
500,000 / 02/2012	0	1,513	1,513	\$0.10000		
Color Network Printer				\$151.30		
Connected /						
AAA						
Executive Captain						
Xerox WC6605DN / 36 PPM	0	15,063	15,063	\$0.004000	None at this time.	
XL3568162 /				\$60.25		
750,000 / 09/2012	0	4,625	4,625	\$0.05417		
Color Network Printer				\$250.53		
Connected /						
XEROXCopier						

Date of Last Upgrade: 4/1/2013					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
Rochester Police Department					
Juvenile Department					
HP Color LaserJet M451dn / 21 PPM	0	798	798	\$0.008750	None at this time.
CNDF214464 / 1229				\$6.98	
500,000 / 02/2012	0	1,924	1,924	\$0.10000	
Color Network Printer				\$192.40	
Connected /					
AAA					
Juvenile Office					
HP LaserJet Pro M401DN / 35 PPM	0	7,241	7,241	\$0.008750	None at this time.
VNB3B25203 / 1230				\$63.36	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
Lieutenant's Office					
HP LaserJet Pro M401DN / 35 PPM	0	11,052	11,052	\$0.008750	None at this time.
VNB3B25205 / 1239				\$96.71	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					

Date of Last Upgrade: 4/1/2013					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
Rochester Police Department					
Outside Library					
HP LaserJet P2035n / 30 PPM	9,798	38,517	28,719	\$0.011200	None at this time.
CNB9R04215 / 1236				\$321.65	
750,000 / 11/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / AAA					
Patrol Sargeant					
HP Color LaserJet M451dn / 21 PPM	0	2,452	2,452	\$0.008750	None at this time.
CNDF103703 / 1240				\$21.46	
500,000 / 02/2012	0	5,593	5,593	\$0.10000	
Color Network Printer				\$559.30	
Connected / AAA					
Police Chief					
Xerox WC6605DN / 36 PPM	0	2,327	2,327	\$0.004000	None at this time.
XL3568156 /				\$9.31	
750,000 / 09/2012	0	179	179	\$0.05417	
Color Network Printer				\$9.70	
Connected / XEROXCopier					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Police Department					
Records					
Canon MF4370DN / 23 PPM	3,096	5,048	1,952	\$0.011200	Replacement for EKH38563.
NXV76105 / 1235				\$21.86	
500,000 / 09/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Not Connected /					
AAA					
Canon MF4370DN / 23 PPM	40,760	46,001	5,241	\$0.011200	Replaced under warranty w/NXV76105.
EKH38563 / 1235				\$58.70	
500,000 / 09/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
Reports					
HP Color LaserJet M451dn / 21 PPM	0	543	543	\$0.008750	None at this time.
CNDF214461 / 1238				\$4.75	
500,000 / 02/2012	0	1,028	1,028	\$0.10000	
Color Network Printer				\$102.80	
Connected /					
AAA					

Date of Last Upgrade: 4/1/2013					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
Rochester Police Department					
Secretary 1st Floor					
Xerox WorkCentre 5855apt / 55 PPM	0	174,209	174,209	\$0.004000	None at this time.
EX9282598 /				\$696.84	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
Connected /					
XEROXCopier					
STORAGE - Hot Swap					
HP Color LaserJet M451dn / 21 PPM	1	1	0	\$0.008750	None at this time.
CNDF214462 / 1244				\$0.00	
500,000 / 02/2012	1	1	0	\$0.10000	
Color Network Printer				\$0.00	
Connected /					
AAA					
Support Captain					
HP Color LaserJet M451dn / 21 PPM	0	3,495	3,495	\$0.008750	None at this time.
CNDF314974 / 1227				\$30.58	
500,000 / 02/2012	0	81	81	\$0.10000	
Color Network Printer				\$8.10	
Connected /					
AAA					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Police Department					
Support Services					
HP LaserJet Pro M401DN / 35 PPM	0	2,563	2,563	\$0.008750	None at this time.
VNB4F17055 / 1231				\$22.43	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
HP LaserJet Pro M401DN / 35 PPM	0	1,711	1,711	\$0.008750	None at this time.
VNB3B25207 / 1234				\$14.97	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
Surveillance Computer					
HP LaserJet Pro M401DN / 35 PPM	0	5,048	5,048	\$0.008750	None at this time.
VNB4F17061 / 1237				\$44.17	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
Subtotals BW			338,925	\$2,149.66	
Subtotals Color			14,969	\$1,276.72	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 4/1/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2013-14</i>		
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2013</i>	<i>6/30/2014</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	
Rochester Public Library					
1st Floor - Main Area					
HP LaserJet P3015 MICR / 15 PPM	0	25,495	25,495	\$0.008750	None at this time.
VNB3Y62280 / 1265				\$223.08	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
1st Floor Office					
Xerox WC6605DN / 36 PPM	0	4,892	4,892	\$0.004000	Warranty replacement for XL3568117.
XL3602416 /				\$19.57	
750,000 / 09/2012	0	4,700	4,700	\$0.05417	
Color Network Printer				\$254.59	
Not Connected /					
XEROXCopier					
Xerox WC6605DN / 36 PPM	0	3,564	3,564	\$0.004000	Replaced under warranty w/XL3602416.
XL3568117 /				\$14.26	
750,000 / 09/2012	0	4,159	4,159	\$0.05417	
Color Network Printer				\$225.28	
Connected /					
XEROXCopier					

Date of Last Upgrade: 4/1/2013					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations
Rochester Public Library					
2nd Floor - Admin Office 1					
HP LaserJet Pro M401DN / 35 PPM	0	939	939	\$0.008750	None at this time.
VNB3B25204 / 1272				\$8.22	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / AAA					
2nd Floor - Admin Office 2					
Xerox W7830 / 30 PPM	0	9,011	9,011	\$0.004000	None at this time.
MX1185236 /				\$36.04	
750,000 / 02/2013	0	639	639	\$0.05417	
Color Photocopier				\$34.61	
Connected / XEROXCopier					
2nd Floor - Admin Office 3					
HP LaserJet Pro M401DN / 35 PPM	0	2,267	2,267	\$0.008750	None at this time.
VNB3B25195 / 1267				\$19.84	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected / AAA					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
Rochester Public Library						
2nd Floor - Admin Office 4						
HP Color LJ 100 MFP M175nw / 17 PPM CNC9D5B51C / 1270 200,000 / 07/2011 Color Network Printer Connected / AAA	839 0	997 919	158 919	\$0.011200 \$1.77 \$0.10000 \$91.90	None at this time.	
HP Laserjet 1200 / 15 PPM CNDL016537 / 200,000 / 04/2001 Black Network Printer Connected / AAA	43,290 0	44,259 0	969 0	\$0.011200 \$10.85 \$0.00000 \$0.00	13 years from Intro.	
HP LaserJet Pro M401DN / 35 PPM VNB3B25208 / 1269 750,000 / 06/2012 Black Network Printer Connected / AAA	0 0	4,524 0	4,524 0	\$0.008750 \$39.59 \$0.00000 \$0.00	None at this time.	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Public Library					
2nd Floor - Main Entrance					
HP Color LaserJet M551N / 33 PPM	0	11,964	11,964	\$0.008750	None at this time.
CNCCF4L0Y0 / 1273				\$104.69	
750,000 / 10/2011	0	1,047	1,047	\$0.10000	
Color Network Printer				\$104.70	
Connected /					
AAA					
HP LaserJet P1102w / 19 PPM	1,978	7,026	5,048	\$0.011200	None at this time.
VNB4905666 / 1275				\$56.54	
200,000 / 04/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
Basement Storage Room					
Xerox WC 3315dn / 33 PPM	0	11,662	11,662	\$0.004000	None at this time.
B91483172 /				\$46.65	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
XEROXCopier					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Public Library					
Ground Floor - Hall					
HP Laserjet P1505N / 24 PPM	19,456	24,505	5,049	\$0.011200	7 years from Intro.
CNBK620672 / 1266				\$56.55	
500,000 / 11/2007	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
Ground Floor - Office					
HP Color LaserJet CP2025 / 21 PPM	16,647	18,512	1,865	\$0.011200	None at this time.
CNGS332185 / 1271				\$20.89	
500,000 / 09/2008	14,267	19,271	5,004	\$0.10000	
Color Network Printer				\$500.40	
Connected /					
AAA					
Ground Floor - Office 3					
HP LaserJet Pro M401DN / 35 PPM	0	198	198	\$0.008750	None at this time.
VNB3B25191 / 1274				\$1.73	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
Subtotals BW			87,605	\$660.25	
Subtotals Color			16,468	\$1,211.49	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Public Works					
Office 1					
HP Color LaserJet M451dn / 21 PPM	0	11,799	11,799	\$0.008750	Replaced under warranty w/CNDF250773.
CNDF214466 / 1278				\$103.24	
500,000 / 02/2012	0	2,048	2,048	\$0.10000	
Color Network Printer				\$204.80	
Connected /					
AAA					
HP Color LaserJet M451dn / 21 PPM	0	3,182	3,182	\$0.008750	Warranty replacement for CNDF214466.
CNDF250773 / 2139				\$27.84	
500,000 / 02/2012	0	1,265	1,265	\$0.10000	
Color Network Printer				\$126.50	
Connected /					
AAA					
Office 2					
HP LaserJet Pro M401DN / 35 PPM	0	1,684	1,684	\$0.008750	None at this time.
VNB3H27485 / 1277				\$14.74	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester Public Works						
Office Work Room						
Xerox WorkCentre 7855c / 55 PPM	0	88,904	88,904	\$0.004000	None at this time.	
MX4317552 /				\$355.62		
3,000,000 / 02/2013	0	17,365	17,365	\$0.05417		
Color Photocopier				\$940.63		
Connected /						
XEROXCopie						
Water Department Office						
HP Laserjet P1505N / 24 PPM	21,627	21,703	76	\$0.011200	7 years from Intro.	
VND3C10327 / 1276				\$0.85		
500,000 / 11/2007	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
AAA						
Subtotals BW			105,645	\$502.29		
Subtotals Color			20,678	\$1,271.93		

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>				<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Revenue Building					
Assessing Front Desk					
Xerox WC6605DN / 36 PPM	0	16,817	16,817	\$0.004000	None at this time.
XL3568163 /				\$67.27	
750,000 / 09/2012	0	4,696	4,696	\$0.05417	
Color Network Printer				\$254.37	
Connected /					
XEROXCopier					
Assessing Lower Level					
Xerox WC6605DN / 36 PPM	0	7,238	7,238	\$0.004000	None at this time.
XL3568126 /				\$28.95	
750,000 / 09/2012	0	386	386	\$0.05417	
Color Network Printer				\$20.91	
Connected /					
XEROXCopier					
Assessor's Office					
HP LaserJet M2727nf / 27 PPM	90,503	100,222	9,719	\$0.011200	None at this time.
CNCY78B07H / 1722				\$108.85	
500,000 / 04/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>	
	<i>7/1/2013</i> <i>Meter</i>	<i>6/30/2014</i> <i>Meter</i>	<i>2013-14</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
Rochester Revenue Building						
<i>Assessor's Office Hot Swap</i>						
HP LaserJet M2727nf / 27 PPM	30,817	30,817	0	\$0.011200	None at this time.	
CNCY78F0S9 / 1723				\$0.00		
500,000 / 04/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
AAA						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Revenue Building					
Tax Collector's Office					
Brother MFC 7220 / 20 PPM	8,123	13,171	5,048	\$0.011200	9 years from Intro.
U61327FN13430 /				\$56.54	
500,000 / 03/2005	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
HP LaserJet P3015 MICR / 15 PPM	0	3,908	3,908	\$0.008750	None at this time.
VNB3Y62270 / 1280				\$34.20	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
HP LaserJet Pro M401DN / 35 PPM	0	793	793	\$0.019750	None at this time.
VNB3B25214 / 1285				\$15.66	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
Lexmark T640 / 35 PPM	32,252	37,301	5,049	\$0.011200	9 years from Intro.
79293Z8 / 1282				\$56.55	
750,000 / 06/2005	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 4/1/2013</i>
	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Rochester Revenue Building					
Lexmark T640 / 35 PPM	26,658	29,182	2,524	\$0.011200	9 years from Intro.
792940V / 1286				\$28.27	
750,000 / 06/2005	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
Lexmark T640 / 35 PPM	19,092	24,140	5,048	\$0.011200	9 years from Intro.
79293XW / 1281				\$56.54	
750,000 / 06/2005	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
Lexmark T640 / 35 PPM	92,753	95,277	2,524	\$0.011200	9 years from Intro.
790Z998 / 1283				\$28.27	
750,000 / 06/2005	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
Xerox WorkCentre 7855c / 55 PPM	0	73,266	73,266	\$0.004000	None at this time.
MX4317849 /				\$293.06	
3,000,000 / 02/2013	0	1,011	1,011	\$0.05417	
Color Photocopier				\$54.76	
Connected /					
XEROXCopier					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Rochester Revenue Building						
Verna's Office						
HP LaserJet P2035 / 30 PPM	7,341	9,841	2,500	\$0.011200	None at this time.	
VNB3G25941 / 1279				\$28.00		
750,000 / 11/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Not Connected / AAA						
Water Billing Office						
HP LaserJet Pro M401DN / 35 PPM	0	15,292	15,292	\$0.008750	None at this time.	
VNB4F17060 / 1287				\$133.81		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected / AAA						
Subtotals BW			149,726	\$935.96		
Subtotals Color			6,093	\$330.05		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor					Date of Last Upgrade: 4/1/2013	
	7/1/2013 Meter	6/30/2014 Meter	2013-14 Annual Volume	Cost/Copy Annual Cost	Recommendations	
Wastewater Treatment Plant						
Basement Office						
HP Color LaserJet M451dn / 21 PPM	0	450	450	\$0.008750	None at this time.	
CNDF214465 / 1291				\$3.94		
500,000 / 02/2012	0	3	3	\$0.10000		
Color Network Printer				\$0.30		
Connected /						
AAA						
Laboratory						
Xerox WC 3315dn / 33 PPM	0	4,369	4,369	\$0.004000	None at this time.	
B91483176 /				\$17.48		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
XEROXCopier						
Lunch Room						
Xerox WC 3315dn / 33 PPM	0	4,775	4,775	\$0.004000	None at this time.	
B91483181 /				\$19.10		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
Connected /						
XEROXCopier						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date</i>				<i>Date of Last Upgrade: 4/1/2013</i>	
<i>Vendor</i>	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Wastewater Treatment Plant					
Office 1					
HP LaserJet Pro M401DN / 35 PPM	0	4,660	4,660	\$0.008750	None at this time.
VNB3B25210 / 1290				\$40.78	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
AAA					
Office 2					
HP Color LaserJet M451dn / 21 PPM	0	3,468	3,468	\$0.008750	None at this time.
CNDF314970 / 1288				\$30.35	
500,000 / 02/2012	0	1,299	1,299	\$0.10000	
Color Network Printer				\$129.90	
Connected /					
AAA					
HP Color LaserJet M451dn / 21 PPM	0	5,049	5,049	\$0.008750	None at this time.
CNDF214469 / 1289				\$44.18	
500,000 / 02/2012	0	0	0	\$0.10000	
Color Network Printer				\$0.00	
Connected /					
AAA					
Subtotals BW			22,771	\$155.81	
Subtotals Color			1,302	\$130.20	

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 4/1/2013</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Connectivity / Printer Exp Date</i>					
<i>Vendor</i>	<i>7/1/2013 Meter</i>	<i>6/30/2014 Meter</i>	<i>2013-14 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Water Treatment Facility					
Lab					
HP Color LaserJet M451dn / 21 PPM	0	5,048	5,048	\$0.008750	None at this time.
CNDF314966 / 1292				\$44.17	
500,000 / 02/2012	0	0	0	\$0.10000	
Color Network Printer				\$0.00	
Connected /					
AAA					
Main Office					
Xerox WC 3315dn / 33 PPM	0	6,418	6,418	\$0.004000	None at this time.
B91483179 /				\$25.67	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
Connected /					
XEROXCopier					
Subtotals BW			11,466	\$69.84	
Subtotals Color			0	\$0.00	

<i>City Wide Black Totals</i>	<i>1,480,284</i>	<i>\$8,057.82</i>
<i>City Wide Color Totals</i>	<i>128,842</i>	<i>\$8,203.01</i>

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 4/1/2013 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2013-14 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
1,480,284	\$0.031248	\$46,255.91

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
1,480,284	\$0.00555	\$8,215.58	\$38,040.33	\$190,201.65

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$38,040.33 x 1 year as a Client
= \$38,040.33 Cost Savings!*

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx. Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Gonic Fire Department	2,310	\$9.42	\$11.46	\$52.54	\$73.43
Rochester Ice Arena	2,152	\$8.78	\$10.68	\$48.95	\$68.40
Rochester Police Department	338,925	\$2,193.05	\$1,681.75	\$7,708.64	\$11,583.43
Rochester Central Fire Dept.	40,421	\$234.52	\$200.57	\$919.35	\$1,354.44
Rochester City Hall	622,220	\$2,985.25	\$3,087.46	\$14,152.02	\$20,224.72
Rochester Community Center	97,043	\$417.79	\$481.53	\$2,207.18	\$3,106.50
Rochester Public Library	87,605	\$673.63	\$434.70	\$1,992.52	\$3,100.85
Rochester Public Works	105,645	\$512.41	\$524.21	\$2,402.83	\$3,439.46
Rochester Revenue Building	149,726	\$954.64	\$742.94	\$3,405.43	\$5,103.01
Wastewater Treatment Plant	22,771	\$159.00	\$112.99	\$517.91	\$789.90
Water Treatment Facility	11,466	\$71.26	\$56.89	\$260.79	\$388.95
Total	1,480,284	\$8,219.76	\$7,345.17	\$33,668.16	\$49,233.09

SPC Equipment Bids:

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

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Gonic Fire Department	2,595	\$143.37
Rochester Ice Arena	1,980	\$109.40
Rochester Police Department	14,969	\$1,302.25
Rochester Central Fire Dept.	2,987	\$304.67
Rochester City Hall	50,744	\$2,873.22
Rochester Community Center	11,026	\$631.53
Rochester Public Library	16,468	\$1,235.70
Rochester Public Works	20,678	\$1,297.34
Rochester Revenue Building	6,093	\$336.64
Wastewater Treatment Plant	1,302	\$132.80
Water Treatment Facility	0	\$0.00
Total	128,842	\$8,366.93

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.2%.** Note, one vendor has been changed from AAA Laser to Axis Business Solutions for the 2014-15 fiscal year.

Vendor	Equipment Type	Annual Volume	2013-2014 Cost / Copy	Total Cost	2014-2015 Cost / Copy	Projected Cost
AAA Laser Office Supplies	Black Network Printer	134,659	\$0.00875	\$1,178.27	\$0.00893	\$1,202.50
AAA Laser Office Supplies	Black Network Printer MICR	793	\$0.01975	\$15.66	\$0.02014	\$15.97
AAA Laser Office Supplies	Black Network Printer	39,747	\$0.00875	\$347.79	\$0.00893	\$354.94
AAA Laser Office Supplies	Black Network Printer	87,036	\$0.01120	\$974.80	\$0.01142	\$993.95
AAA Laser Office Supplies	Black Network Printer	19,223	\$0.01975	\$379.65	\$0.02014	\$387.15
AAA Laser Office Supplies	Color Network Printer	73,259	\$0.00875	\$641.02	\$0.00893	\$654.20
AAA Laser Office Supplies	Color Network Printer	2,551	\$0.01120	\$28.57	\$0.01142	\$29.13
Xerox Copier Division	Black Network Printer	53,294	\$0.00400	\$213.18	\$0.00408	\$217.44
Xerox Copier Division	Black Photocopier	613,825	\$0.00400	\$2,455.30	\$0.00408	\$2,504.41
Xerox Copier Division	Color Network Printer	76,126	\$0.00400	\$304.50	\$0.00408	\$310.59
Xerox Copier Division	Color Photocopier	335,397	\$0.00400	\$1,341.59	\$0.00408	\$1,368.42
Xerox Copier Division	High End Color Network Printer	44,374	\$0.00400	\$177.50	\$0.00408	\$181.05
Total		1,480,284	\$0.00544	\$8,057.82	\$0.00555	\$8,219.76

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.2%.**

Vendor	Equipment Type	Annual Volume	2013-2014 Cost / Copy	Total Cost	2014-2015 Cost / Copy	Projected Cost
AAA Laser Office Supplies	Color Network Printer	25,439	\$0.10000	\$2,543.90	\$0.10200	\$2,594.78
Xerox Copier Division	Color Network Printer	35,361	\$0.05417	\$1,915.43	\$0.05525	\$1,953.70
Xerox Copier Division	Color Photocopier	63,864	\$0.05417	\$3,459.39	\$0.05525	\$3,528.49
Xerox Copier Division	High End Color Network Printer	2,913	\$0.05417	\$157.79	\$0.05525	\$160.94
Total		127,577	\$0.06331	\$8,076.51	\$0.06457	\$8,237.90

Reprographic Equipment Assessment

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

Total Number of Units	102
Total Number of Units on Lease	78
Total Number of Units Owned	24
Lease Company	Northway Bank
Lease Start Date	4/1/2013
Lease End Date	08/01/2017
Term	5 Annual
Annual Payment usually due on 8/1	\$33,668.16
Remaining Payments	34

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

Leased Equipment

Building	Make	Model	Serial Number
Gonic Fire Department	Xerox	WC6605DN	XL3568116
Rochester Central Fire Dept.	HP	Color LaserJet M451dn	CNDF214467
Rochester Central Fire Dept.	HP	Color LaserJet M451dn	CNDF214463
Rochester Central Fire Dept.	HP	Color LaserJet M451dn	CNDF314973
Rochester Central Fire Dept.	HP	Color LaserJet M451dn	CNDF314968
Rochester Central Fire Dept.	HP	Color LaserJet M451dn	CNDF314964
Rochester Central Fire Dept.	HP	LaserJet Pro M401DN	VNB3B25215
Rochester Central Fire Dept.	HP	Color LaserJet M451dn	CNDF314969
Rochester Central Fire Dept.	Xerox	WC 5150	VXX098057N
Rochester City Hall	HP	LaserJet Pro M401DN	VNB3H27364
Rochester City Hall	HP	LaserJet Pro M401DN	VNB3H27489
Rochester City Hall	Xerox	WorkCentre 5855apt	EX7395525
Rochester City Hall	HP	LaserJet Pro M401DN	VNB3B25197
Rochester City Hall	Xerox	WorkCentre 7830	MX1184870
Rochester City Hall	Xerox	WC6605DN	XL3568079
Rochester City Hall	Xerox	WorkCentre 7855c	MX4317579
Rochester City Hall	HP	Color LaserJet M451dn	CNDF314965
Rochester City Hall	HP	Color LaserJet M451dn	CNDF314978
Rochester City Hall	Xerox	WC6605DN	XL3568032
Rochester City Hall	Xerox	WorkCentre 5855apt	EX9282688
Rochester City Hall	HP	LaserJet Pro M401DN	VNB4F17056
Rochester City Hall	HP	LaserJet Pro M401DN	VNB3B25209
Rochester City Hall	Xerox	WorkCentre 5855apt	EX9282565
Rochester City Hall	HP	LaserJet Pro M401DN	VNB3B25202
Rochester City Hall	Xerox	WC 5150	VXX098101N
Rochester City Hall	Xerox	WorkCentre 7855c	MX4317779
Rochester City Hall	HP	LaserJet Pro M401DN	VNB3B25201
Rochester City Hall	HP	Color LaserJet M551N	CNCCF4L0XY

Building	Make	Model	Serial Number
Rochester Community Center	HP	Color LaserJet M551N	CNCCF4L0XN
Rochester Community Center	HP	Color LaserJet M451dn	CNDF314967
Rochester Community Center	Xerox	WorkCentre 7855c	MX4317853
Rochester Community Center	HP	LaserJet Pro M401DN	VNB3B27933
Rochester Ice Arena	Xerox	WC6605DN	XL3568155
Rochester Police Department	HP	Color LaserJet M451dn	CNDF103703
Rochester Police Department	HP	Color LaserJet M451dn	CNDF214461
Rochester Police Department	HP	Color LaserJet M451dn	CNDF314974
Rochester Police Department	HP	LaserJet Pro M401DN	VNB3B25207
Rochester Police Department	HP	Color LaserJet M451dn	CNDF314926
Rochester Police Department	HP	LaserJet Pro M401DN	VNB3B25200
Rochester Police Department	HP	Color LaserJet M451dn	CNDF103708
Rochester Police Department	HP	LaserJet P3015 MICR	VNB3R69105
Rochester Police Department	HP	LaserJet Pro M401DN	VNB3B25198
Rochester Police Department	Xerox	WC6605DN	XL3568162
Rochester Police Department	HP	Color LaserJet M451dn	CNDF314972
Rochester Police Department	HP	LaserJet Pro M401DN	VNB3B25203
Rochester Police Department	HP	Color LaserJet M451dn	CNDF214462
Rochester Police Department	HP	LaserJet Pro M401DN	VNB4F17055
Rochester Police Department	HP	LaserJet Pro M401DN	VNB4F17061
Rochester Police Department	Xerox	WC6605DN	XL3568156
Rochester Police Department	HP	Color LaserJet M451dn	CNDF214464
Rochester Police Department	Xerox	WorkCentre 5855apt	EX9282598
Rochester Police Department	HP	LaserJet Pro M401DN	VNB3B25205
Rochester Public Library	Xerox	WC 3315dn	B91483172
Rochester Public Library	HP	Color LaserJet M551N	CNCCF4L0Y0
Rochester Public Library	HP	LaserJet Pro M401DN	VNB3B25195
Rochester Public Library	HP	LaserJet P3015 MICR	VNB3Y62280
Rochester Public Library	HP	LaserJet Pro M401DN	VNB3B25208
Rochester Public Library	HP	LaserJet Pro M401DN	VNB3B25191

Building	Make	Model	Serial Number
Rochester Public Library	HP	LaserJet Pro M401DN	VNB3B25204
Rochester Public Library	Xerox	WorkCentre 7830	MX1185236
Rochester Public Library	Xerox	WC6605DN	XL3602416
Rochester Public Works	HP	Color LaserJet M451dn	CNDF250773
Rochester Public Works	HP	LaserJet Pro M401DN	VNB3H27485
Rochester Public Works	Xerox	WorkCentre 7855c	MX4317552
Rochester Revenue Building	HP	LaserJet P3015 MICR	VNB3Y62270
Rochester Revenue Building	Xerox	WC6605DN	XL3568126
Rochester Revenue Building	Xerox	WorkCentre 7855c	MX4317849
Rochester Revenue Building	HP	LaserJet Pro M401DN	VNB3B25214
Rochester Revenue Building	Xerox	WC6605DN	XL3568163
Rochester Revenue Building	HP	LaserJet Pro M401DN	VNB4F17060
Wastewater Treatment Plant	HP	Color LaserJet M451dn	CNDF314970
Wastewater Treatment Plant	HP	Color LaserJet M451dn	CNDF214469
Wastewater Treatment Plant	HP	LaserJet Pro M401DN	VNB3B25210
Wastewater Treatment Plant	Xerox	WC 3315dn	B91483181
Wastewater Treatment Plant	HP	Color LaserJet M451dn	CNDF214465
Wastewater Treatment Plant	Xerox	WC 3315dn	B91483176
Water Treatment Facility	Xerox	WC 3315dn	B91483179
Water Treatment Facility	HP	Color LaserJet M451dn	CNDF314966

Owned Equipment

Building	Make	Model	Serial Number
Rochester City Hall	HP	LaserJet P3015 MICR	VNB4G09625
Rochester City Hall	HP	LaserJet P1005	VND4C02990
Rochester City Hall	HP	Color LaserJet CP202	CNGSB41184
Rochester City Hall	HP	LaserJet 8000	USAJ003476
Rochester City Hall	HP	Laserjet 4050	USBG007841
Rochester City Hall	HP	LaserJet P3015 MICR	VNB4G09780
Rochester Police Department	Canon	MF4370DN	NXV76105
Rochester Police Department	HP	LaserJet P2035n	CNB9R04215
Rochester Police Department	HP	LaserJet P2035	CNB9K68495
Rochester Police Department	HP	LaserJet Pro M401DN	VNB3S06654
Rochester Public Library	HP	Color LJ 100 MFP M1	CNC9D5B51C
Rochester Public Library	HP	LaserJet P1102w	VNB4905666
Rochester Public Library	HP	Laserjet 1200	CNDL016537
Rochester Public Library	HP	Color LaserJet CP202	CNGS332185
Rochester Public Library	HP	Laserjet P1505N	CNBK620672
Rochester Public Works	HP	Laserjet P1505N	VND3C10327
Rochester Revenue Building	Lexmark	T640	79293Z8
Rochester Revenue Building	Lexmark	T640	79293XW
Rochester Revenue Building	Lexmark	T640	790Z998
Rochester Revenue Building	Brother	MFC 7220	U61327FN13430
Rochester Revenue Building	HP	LaserJet M2727nf	CNCY78F0S9
Rochester Revenue Building	HP	LaserJet M2727nf	CNCY78B07H
Rochester Revenue Building	HP	LaserJet P2035	VNB3G25941
Rochester Revenue Building	Lexmark	T640	792940V

StarDoc User Names

Name	User Name
Angie Gray	agray
Blaine Cox	bcox
Brian Sylvester	bsylvester
Chris Bowlen	cbowlen
Dennis Schafer	dschafer
Doreen Jones	djones
Jim Campbell	jcampbell
Jim Grant	jim.grant@rochesternh.net
Karen Pollard	kpollard
Kathleen Isernio	kisernio
Kelly Walters	kwalters
Kern Mann	kmann
Lew Ricker	lricker
Lisa Clark	lclark
Mark Sullivan	msullivan
Michael Allen	mallen
Norman Sanborn	nsanborn
Peter Nourse	pnourse
Rhonda Young	ryoung
Roland Connors	roland.connors@rochesternh.net
Samantha Juneau	sjuneau
Samatha Rodgeron	srodgeron
Sarah Ward	sarah.ward@rochesternh.net
Scott Voegtlin	svoegtlin
Todd Marsh	tmarsh
Tom Mullin	tmullin

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

: **SERVICE AND SUPPLY CONTRACT**

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the "Equipment") to a Master Lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the "Lessor") and Rochester, City of, as lessee (the "Lessee"), commencing on April 1, 2013, (the "Lease-Purchase") hereby contracts with Lessee for the term of the Lease-Purchase (terminating on June 30, 2018) to provide comprehensive services, supplies, and maintenance to such Equipment, excluding only the cost of paper, transparencies, and staples, at a cost per copy per item of Equipment as shown on Schedule A attached hereto. In addition, for high-speed duplicators, Vendor may charge the cost shown on Schedule A attached hereto for masters used when the number of copies made by use of such masters is, on an annual average, fewer than 100. Vendor shall provide a four-hour response time to all service calls.

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

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

Client Acknowledgement of Vendor Commitment

Vendor:	_____	Lessee:	Rochester, City of
Street Address:	_____	Street Address:	31 Wakefield Street
City/State/Zip:	_____	City/State/Zip:	Rochester, NH 03867
By (signature):	_____	By (signature):	_____
Name:	_____	Name:	_____
Title:	_____	Title:	_____

SPC's Dual-Layered Warranty – Purpose & Explanation

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

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

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

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

WARRANTY

(LEASED EQUIPMENT)

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the "Equipment") to a Master lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the "Lessor") and Rochester, City of, as lessee (the "Lessee"), commencing on April 1, 2013, (the "Lease-Purchase") hereby warrants to Lessee that, if any such Equipment malfunctions through no fault of Lessee during the term of the Lease-Purchase (terminating on June 30, 2018) and such Equipment cannot be repaired promptly, Vendor promptly will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Lessee.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the life expectancy of such item of Equipment in number of copies, as shown on Schedule A(P) attached hereto, is exceeded;
2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule A(P) attached hereto.

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



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 90 clients with over 3,443 devices doing more than 314 million copies and prints per year. In 2013 we purchased approximately 1,000 printing devices.
- 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 **STAR Doc Software**

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

3. Simplified Billing Program

- Removes the confusion out of billing.
- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.
- With SPC's Simplified Billing Program, TWO invoices are sent each year from ONE billing source.
- Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

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

Based on current actual volumes and CPCs, SPC has generated

Annual Savings of almost \$3.5 million for all of our clients.

That translates into Savings of more than \$17.2 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: In 2013 there were over a thousand.
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

SPC manages over 3,700 pieces of equipment;
Our relationship with our vendors has never been *stronger*!