



Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

www.spccopypro.com

2017-2018 Annual Report

Year - End Photocopier Analysis

With projected costs for 2018-19

Sonja Gonzales
Rochester, City Of
31 Wakefield Street
Rochester, NH 03867



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

October 2018

Skip Tilton
President

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

Sonja Gonzales
Rochester, City Of
31 Wakefield Street
Rochester, NH 03867

VISIT US ON THE WEB:
www.spccopypro.com

Dear Sonja:

We at Specialized Purchasing Consultants, wish to thank you for your continued confidence in us. Our relationship is **now 5 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

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

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

Sincerely,

Skip Tilton
President

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The SPC Team...

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

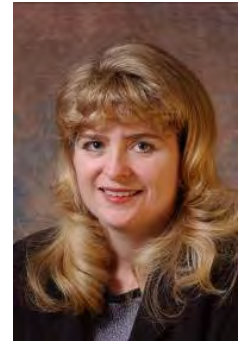


Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices

possible while improving the quality of your service and equipment, as well as providing ways to increase your equipment reliability and the ability to monitor and track usage variations throughout the year to keep your costs under control.



Jessica Paradis

Accounting Coordinator

As the new accounting director for SPC, my focus is to ensure transactions are handled with importance, accuracy, and timeliness. My goal is for all communication, with client or vendor, to be satisfactory for all parties. I am

excited to be part of this team, and I am available to answer any billing or contract questions you may have.

Alex Webster

Operations Manager

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



Pam Weed

Client-Vendor Relations

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

Joel Heffernan

Implementation Specialist

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



Robert Dutil

Director of Information Technology

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

Equipment Health Status

Total Number of Machines:	100
Total Black Photocopiers	17
Total Color Photocopiers	20
Total Black Network Printers	34
Total Color Network Printers	28
Total Removed from Service:	3
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	0
# of Units Overused:	0
# of Units Underused:	7
Commencement Date:	11/1/2016
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	6/30/2022
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract	[gu

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 Sonja,

On paper, everything looks pretty good. I would definitely continue to pay down your principal on your capital lease.

It is important to not ignore machines that are being overused or underused. We noticed that 7 of your printers did less than 500 prints last year. One of our jobs is help flag these kinds of devices so that you can maximize your capital investment as well as minimize the cost of operation on your service contracts.

Also, keep in mind there are some powerful print management software that you may want to consider next time around. (See page #11) Please take note that your color usage shot up by 29% last year!

Sincerely,
Skip

Non Contracted Devices

Rochester, City Of

Make - Model	Serial Number	IP Address	Last Update
HP LASERJET Pro M201dw	VNB3G27989	172.16.0.116	10/15/2018 8:02:44 AM
HP LASERJET 1200	CNDL016537	10.54.51.124	10/15/2018 8:04:54 AM

Machine Count: 2... Our Goal with the next upgrade is to get all non contract devices under a CPC agreement.

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	City Manager	Konica Minolta BHC3100P	A6DR012104208	9467 1618	8/4/2017



1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Reports

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

2001 Solid-Ink Printers and Meter Collection

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

2002 Bond Counsel Review

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

2003 Contracts and Warranties Updated

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

2005 Economic Municipal Relief Fund Established

2006 Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience

2007 Insurance Fund

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

2012 STARDoc - Print Management Software Developed and Implemented

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

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

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

2015 STARDoc - Mapping Options and Asset Management

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

2018 STARDoc - Improved Pinpointing of Budget and Communications

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



- **Cost Projection by Department or Building** - Who Benefits? Accounts Payable, Business Manager and Superintendent
 - Allows you to formulate next year's budgets as early as December
 - Allows you to see the projected usage bill in advance
 - Tabulate total budgets and total costs district wide
 - Volume or cost pages allow you to pinpoint specific machines on the floor plans
 - Timeline - allowing you to go back to see how your budget compares to previous years
- **Map your devices on Floorplans** - Who Benefits? Business Manager, IT
 - Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
 - Device information tab will allow you to easily access the web interface of the printer/copier
 - Non-Reporting device listing for devices that haven't reported for more than 2 weeks
 - Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TV's)
- **Floor Plans Admin** - Who Benefits? Business Manager and IT
 - Allows IT and Business Manager to move devices around on Floor Plan
 - Paper trail of device locations after summer break
 - Will show Previous Devices, Present Equipment and Proposed Equipment

- **Contacts Page** - Who Benefits? Business Manager and IT
 - Control Access and Permissions to Star Doc
 - Toggle Email all (Toner, Service Monthly Audits)
- **Device Listing Page** - Who Benefits? Business Manager and IT
 - Centralized location for detailed information of District's assets
 - Exportable device listing to Excel or PDF
 - Tracks additional non-contract devices
 - IP Addresses and MAC addresses automatically imported
 - Strikethrough on machines that have been removed
- **Monthly Audits** - Who Benefits? Business Manager and Superintendent
 - Monthly Cost Snapshot
 - Shows amount of devices not reporting to help improve accuracy of projections
- **Timeline:** Who Benefits? Business Manager
 - Track historical volume and cost per building
- **"Last Sync Date"** Who Benefits? IT Manager
 - Shows the last time that FMAudit synced for that client

New Features

Industry Wide

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

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

STARDoc

NEW! Over Budget Report feature

- Allows user to select the Over Budget feature to produce a report showing each machine currently running over projected volumes, listed with highest amount over first.
- Catch overused equipment early, before equipment begins to break down due to over use.
- Request service history on any machine right through STARDoc.

Over Budget



Room:

Room 201 Principal's Office

Make & Model:

Canon IRC5051

Serial Number:

GQM65369

IP Address:

172.16.10.145

Projected Amount Over Budget:

\$1,902

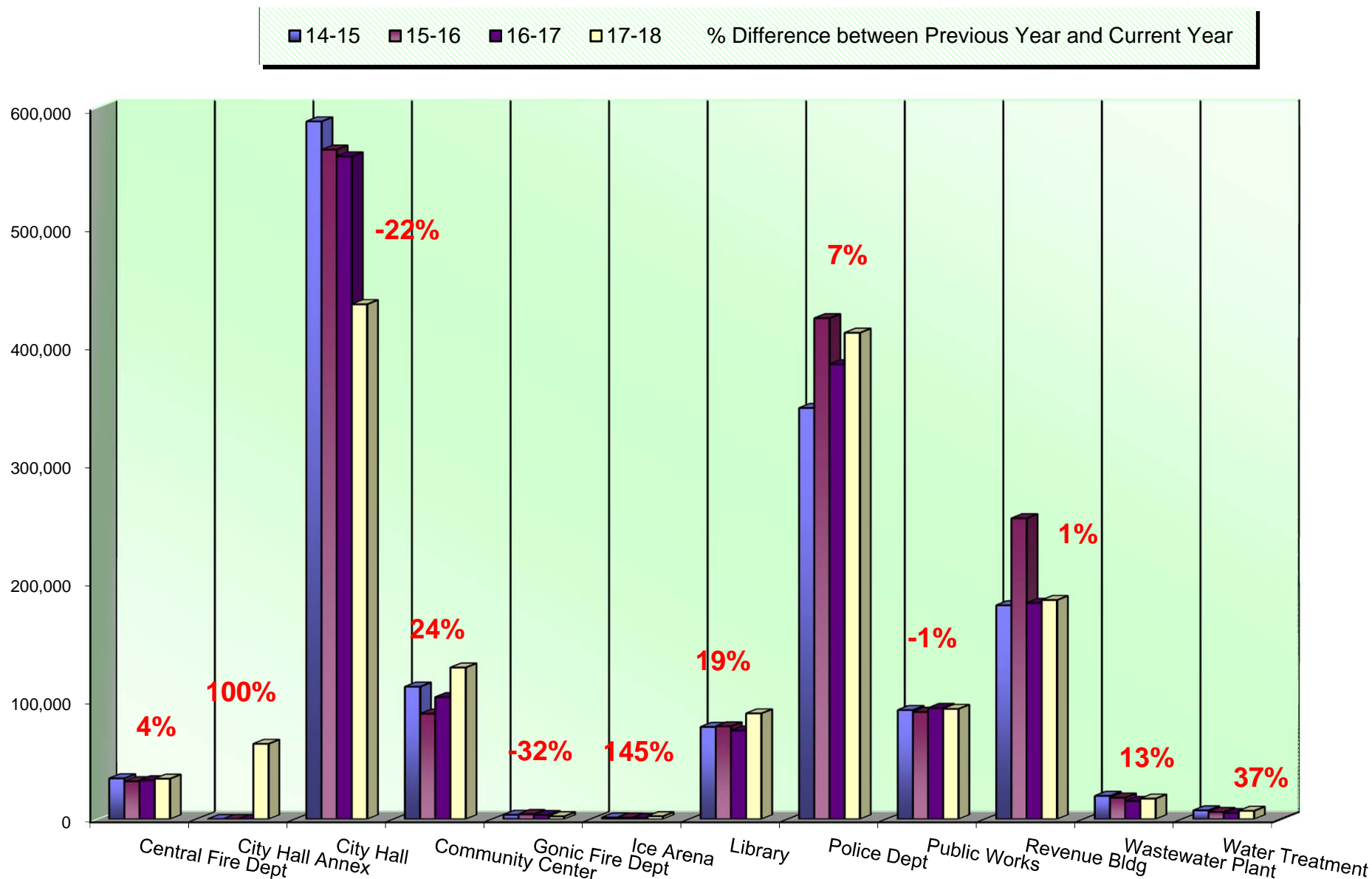
Previous

Next

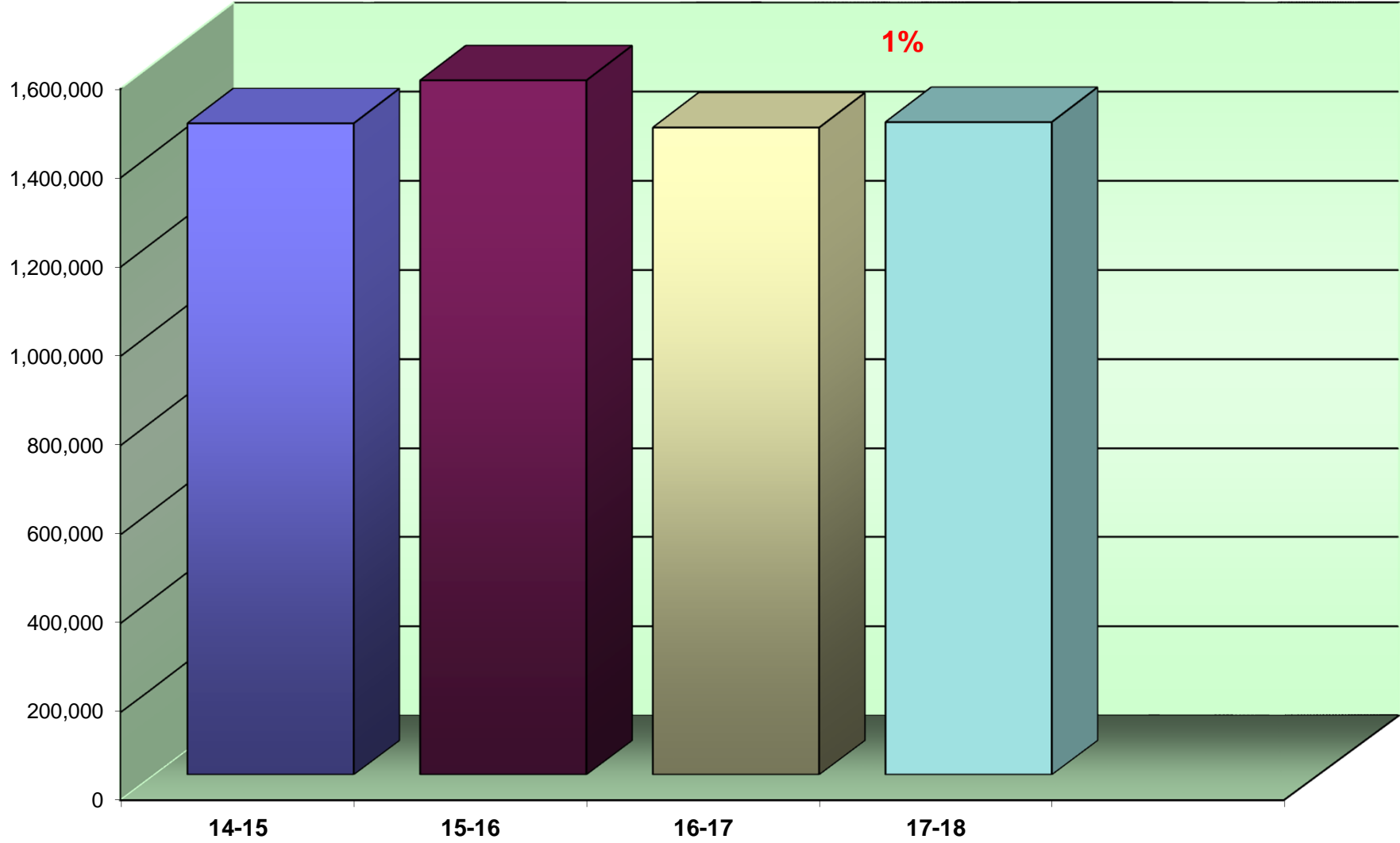
Request Service History

Close

Annual Black Volume by Building

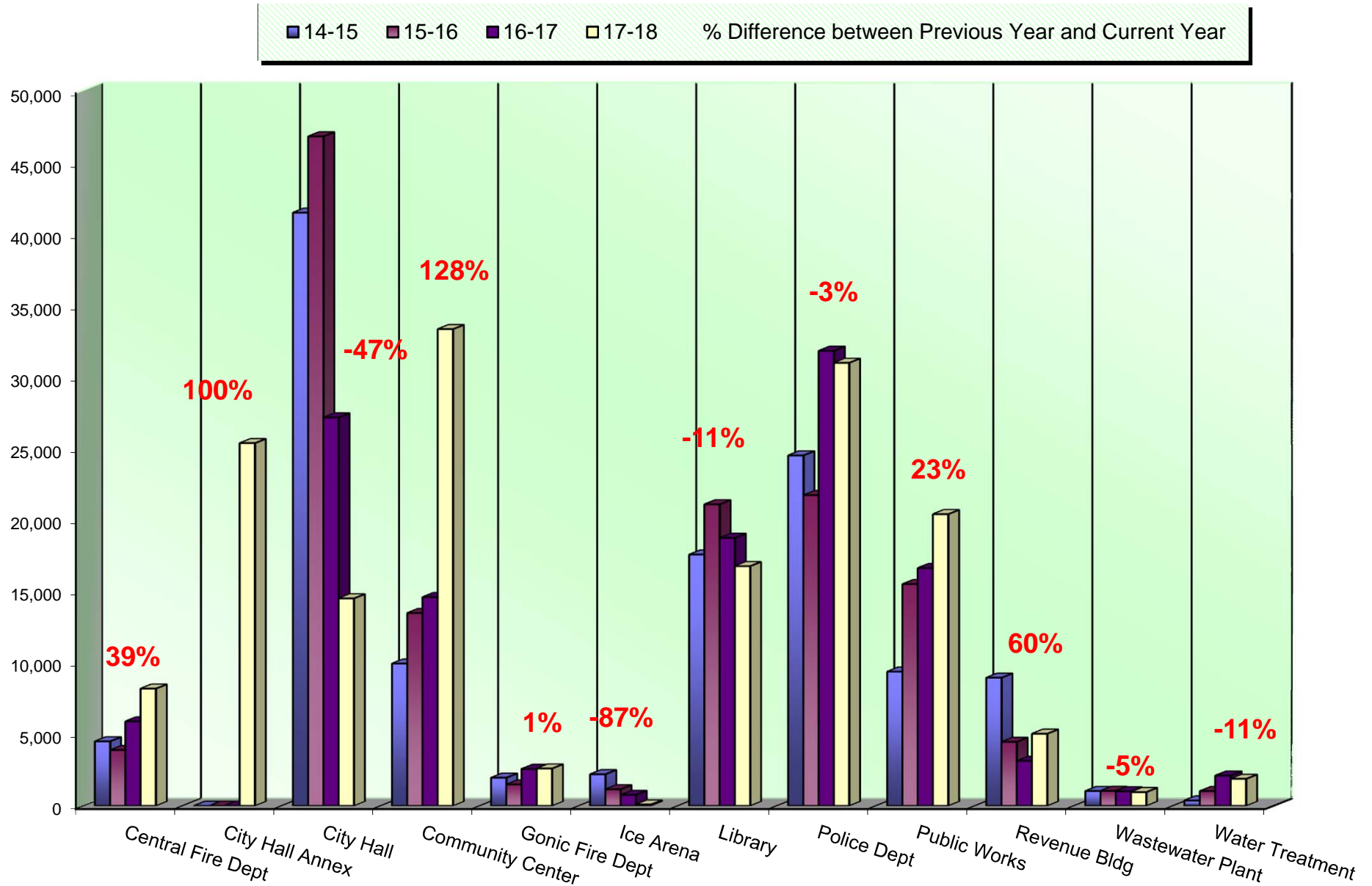


Annual Black Volume Overall

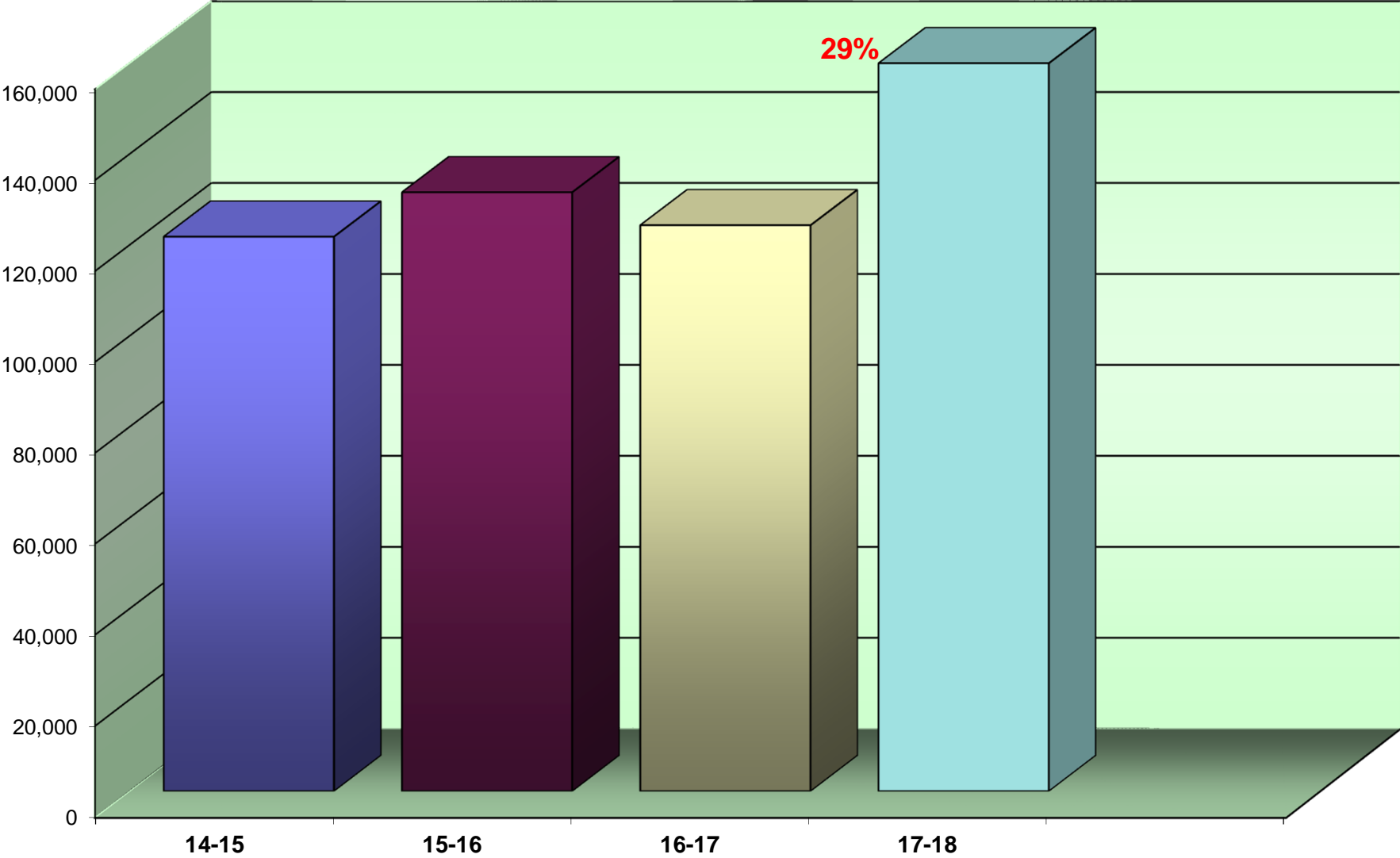


% amount equals the overall increase or decrease between Previous Year and Current Year

Annual Color Volume by Building

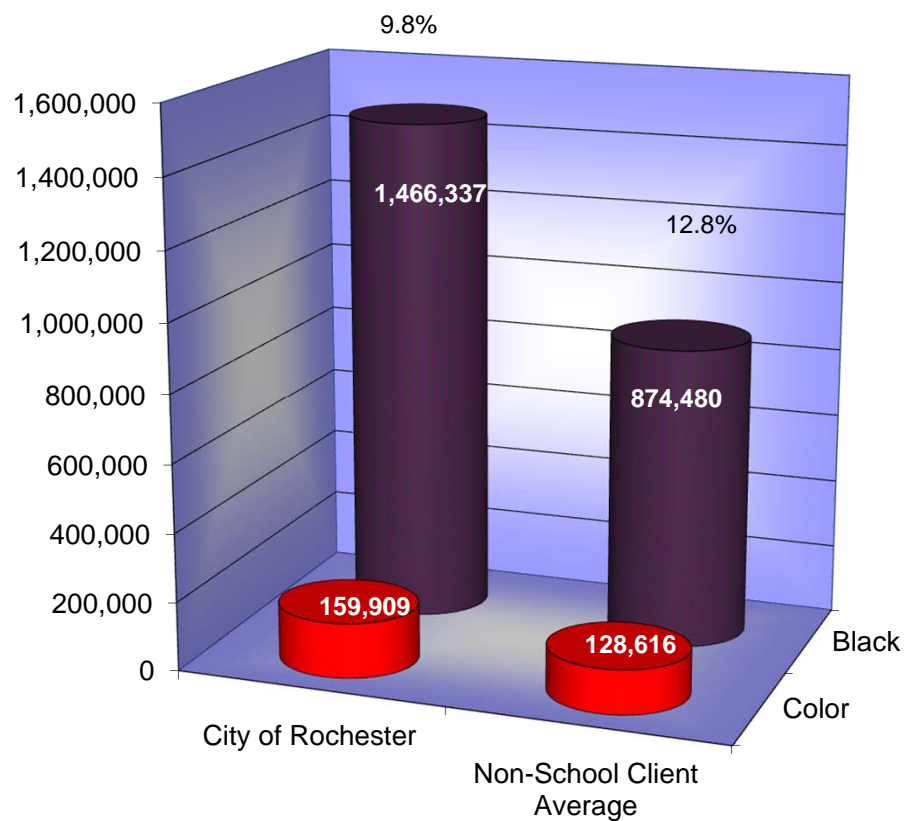


Annual Color Volume Overall



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

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.

<i>Make-Model / Speed</i>				<i>Date of Last Upgrade: 11/1/2016</i>	
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
GONIC FIRE DEPARTMENT					
Front Office					
Konica Minolta BHC3110 / 32 PPM	940	3,334	2,394	\$0.006130	None at this time.
A6DT012102706 / 9468 8131				\$14.68	
750,000 / 06/2014	694	3,301	2,607	\$0.05625	
Color Laser MFP				\$146.64	
KMBS					
	Subtotals Black		2,394	\$14.68	
	Subtotals Color		2,607	\$146.64	

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 11/1/2016</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ROCHESTER ANNEX BUILDING					
<i>BZLS/Planning - Shared - 1st Floor</i>					
Konica Minolta BHC458 / 45 PPM	10,190	71,924	61,734	\$0.003200	None at this time.
A79M011007562 / 9348 5993				\$197.55	
1,000,000 / 08/2016	2,452	27,780	25,328	\$0.04995	
Color Photocopier				\$1,265.13	
KMBS					
<i>Planning Office - 1st Floor</i>					
Konica Minolta BH3301P / 35 PPM	883	2,898	2,015	\$0.006130	None at this time.
A63P015000783 / 9348 5989				\$12.35	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
	<i>Subtotals Black</i>		63,749	\$209.90	
	<i>Subtotals Color</i>		25,328	\$1,265.13	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 11/1/2016</i> <i>2017-18</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>					
ROCHESTER CENTRAL FIRE DEPT.							
<i>Administrative Clerk 2nd Floor</i>							
Konica Minolta BH554E / 55 PPM	5,805	27,870	22,065		\$0.003200		None at this time.
A9HG011000211 / 9468 8128					\$70.61		
3,000,000 / 10/2013	0	0	0		\$0.00000		
Black Photocopier					\$0.00		
KMBS							
<i>Assistant Chief's Office</i>							
Konica Minolta BHC3100P / 32 PPM	168	840	672		\$0.006130		None at this time.
A6DR012104808 / 9348 5986					\$4.12		
750,000 / 06/2014	271	1,088	817		\$0.05625		
Color Network Printer					\$45.96		
KMBS							
<i>Captain's Office</i>							
Konica Minolta BHC3100P / 32 PPM	135	840	705		\$0.006130		None at this time.
A6DR012104798 / 9348 5970					\$4.32		
750,000 / 06/2014	148	918	770		\$0.05625		
Color Network Printer					\$43.31		
KMBS							
<i>Captain's Office (Downstairs)</i>							
Konica Minolta BH3301P / 35 PPM	1,850	7,735	5,885		\$0.006130		None at this time.
A63P015001351 / 9468 8213					\$36.08		
500,000 / 11/2015	0	0	0		\$0.00000		
Black Network Printer					\$0.00		
KMBS							

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i>			<i>Date of Last Upgrade: 11/1/2016</i>		
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ROCHESTER CENTRAL FIRE DEPT.					
Clerk					
Konica Minolta BHC3100P / 32 PPM A6DR012104816 / 9348 5969 750,000 / 06/2014 Color Network Printer KMBS	577	2,447	1,870	\$0.006130 \$11.46	None at this time.
	485	2,436	1,951	\$0.05625 \$109.74	
Deputy Chief					
Konica Minolta BHC3100P / 32 PPM A6DR012104797 / 9348 5994 750,000 / 06/2014 Color Network Printer KMBS	215	1,220	1,005	\$0.006130 \$6.16	None at this time.
	181	1,145	964	\$0.05625 \$54.23	
Fire Chief's Office					
Konica Minolta BHC3100P / 32 PPM A6DR012104804 / 9348 5988 750,000 / 06/2014 Color Network Printer KMBS	617	1,491	874	\$0.006130 \$5.36	None at this time.
	100	451	351	\$0.05625 \$19.74	
Training Office					
Konica Minolta BHC3100P / 32 PPM A6DR012104805 / 9348 5987 750,000 / 06/2014 Color Network Printer KMBS	284	1,421	1,137	\$0.006130 \$6.97	None at this time.
	794	4,120	3,326	\$0.05625 \$187.09	

<i>Make-Model / Speed</i>				<i>Date of Last Upgrade: 11/1/2016</i>	
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ROCHESTER CENTRAL FIRE DEPT.					
			Subtotals Black	34,213	\$145.08
			Subtotals Color	8,179	\$460.07

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 11/1/2016</i>	
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
ROCHESTER CITY HALL					
2nd Floor Legal Department					
Konica Minolta BHC3100P / 32 PPM A6DR012105045 / 9342 4745 750,000 / 06/2014 Color Network Printer KMBS	296 123	1,914 1,568	1,618 1,445	\$0.006130 \$9.92 \$0.05625 \$81.28	None at this time.
Basement - Accountant					
Konica Minolta BHC3100P / 32 PPM A6DR012105046 / 9464 8499 750,000 / 06/2014 Color Network Printer KMBS	1,559 71	4,886 179	3,327 108	\$0.006130 \$20.39 \$0.05625 \$6.08	None at this time.
Building Zoning & Licensing					
Konica Minolta BH554E / 55 PPM A9HG011000223 / 9468 8221 3,000,000 / 10/2013 Black Photocopier KMBS	19,318 0	50,956 0	31,638 0	\$0.003200 \$101.24 \$0.00000 \$0.00	None at this time.
Business Department					
Konica Minolta BH654 / 65 PPM A5YN017012796 / 9468 8137 3,000,000 / 02/2013 Black Photocopier KMBS	72,902 0	202,820 0	129,918 0	\$0.003200 \$415.74 \$0.00000 \$0.00	None at this time.

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>			<i>Date of Last Upgrade: 11/1/2016</i>		
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
ROCHESTER CITY HALL					
<i>Business Department (Left)</i>					
Konica Minolta BH4700P / 50 PPM A63N011013739 / 9348 5985 2,000,000 / 04/2013 Black Network Printer KMBS	5,724 0	33,733 0	28,009 0	\$0.006130 \$171.70 \$0.00000 \$0.00	None at this time.
<i>Business Department (Right) - MICR</i>					
Konica Minolta BH4700P / 50 PPM A63N011007887 / 8702 4986 2,000,000 / 04/2013 Black Network Printer KMBS	2,600 0	16,037 0	13,437 0	\$0.006130 \$82.37 \$0.00000 \$0.00	None at this time.
<i>City Clerk</i>					
Konica Minolta BH808 / 80 PPM A8KN011001443 / 9468 8118 4,000,000 / 06/2016 Black Photocopier KMBS	43,314 0	156,843 0	113,529 0	\$0.003200 \$363.29 \$0.00000 \$0.00	None at this time.
Konica Minolta BHC3100P / 32 PPM A6DR012104773 / 9348 5984 750,000 / 06/2014 Color Network Printer KMBS	225 229	351 413	126 184	\$0.006130 \$0.77 \$0.05625 \$10.35	Underused!

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>			<i>Date of Last Upgrade: 11/1/2016</i>		
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
ROCHESTER CITY HALL					
City Manager					
Konica Minolta BH3301P / 35 PPM A63P015000785 / 9464 8500 500,000 / 11/2015 Black Network Printer KMBS	977 0	2,807 0	1,830 0	\$0.006130 \$11.22 \$0.00000 \$0.00	None at this time.
Konica Minolta BHC3100P / 32 PPM A6DR012105823 / 9467 8986 750,000 / 06/2014 Color Network Printer KMBS	0 0	808 1,660	808 1,660	\$0.006130 \$4.95 \$0.05625 \$93.38	None at this time. Warranty replacement for A6DR012104208.
Konica Minolta BHC3100P / 32 PPM A6DR012104208 / 9467 1618 750,000 / 06/2014 Color Network Printer KMBS	208 1,359	208 1,359	0 0	\$0.006130 \$0.00 \$0.05625 \$0.00	Traded; replaced with A6DR012105823
Konica Minolta BHC458 / 45 PPM A79M011007888 / 9468 8119 1,000,000 / 08/2016 Color Photocopier KMBS	5,494 1,946	11,980 6,676	6,486 4,730	\$0.003200 \$20.76 \$0.04995 \$236.26	None at this time.

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 11/1/2016</i> <i>2017-18</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>					
ROCHESTER CITY HALL							
Codes							
Konica Minolta BHC3110 / 32 PPM A6DT012102606 / 9468 8244 750,000 / 06/2014 Color Laser MFP KMBS	1,666	5,168	3,502		\$0.006130 \$21.47		None at this time.
	1,368	4,628	3,260		\$0.05625 \$183.38		
Finance Department							
Konica Minolta BH3301P / 35 PPM A63P015001359 / 500,000 / 11/2015 Black Network Printer KMBS	102	310	208		\$0.006130 \$1.28		Underused!
	0	0	0		\$0.00000 \$0.00		
Finance Office							
Konica Minolta BH3301P / 35 PPM A63P015001327 / 9468 8169 500,000 / 11/2015 Black Network Printer KMBS	103	103	0		\$0.006130 \$0.00		Underused!
	0	0	0		\$0.00000 \$0.00		
Konica Minolta BH654 / 65 PPM A5YN017012057 / 9468 8117 3,000,000 / 02/2013 Black Photocopier KMBS	21,009	82,968	61,959		\$0.003200 \$198.27		None at this time.
	0	0	0		\$0.00000 \$0.00		

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i>			<i>Date of Last Upgrade: 11/1/2016</i>		
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ROCHESTER CITY HALL					
Human Resources Office					
Konica Minolta BH3301P / 35 PPM A63P015001357 / 9348 5990 500,000 / 11/2015 Black Network Printer KMBS	967 0	2,105 0	1,138 0	\$0.006130 \$6.98 \$0.00000 \$0.00	None at this time.
Konica Minolta BHC3110 / 32 PPM A6DT012102757 / 9468 8242 750,000 / 06/2014 Color Laser MFP KMBS	7,396 712	14,167 1,680	6,771 968	\$0.006130 \$41.51 \$0.05625 \$54.45	Moved to Community Center.
MIS Office					
Konica Minolta BHC3100P / 32 PPM A6DR012104756 / 750,000 / 06/2014 Color Network Printer KMBS	635 78	3,727 863	3,092 785	\$0.006130 \$18.95 \$0.05625 \$44.16	None at this time.
Moved to MIS Office - NOT IN USE					
Konica Minolta BH3301P / 35 PPM A63P015001176 / 9348 5992 500,000 / 11/2015 Black Network Printer KMBS	925 0	1,275 0	350 0	\$0.006130 \$2.15 \$0.00000 \$0.00	None at this time.

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 11/1/2016</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ROCHESTER CITY HALL					
<i>Welfare Office</i>					
Konica Minolta BH3301P / 35 PPM	1,549	5,924	4,375	\$0.006130	None at this time.
A63P015001337 / 9348 5983				\$26.82	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BHC308 / 30 PPM	5,091	25,296	20,205	\$0.003200	None at this time.
A7PY011016404 / 9468 8132				\$64.66	
750,000 / 06/2016	887	2,231	1,344	\$0.04995	
Color Photocopier				\$67.13	
KMBS					
<i>Welfare Office - Gail</i>					
Konica Minolta BH3301P / 35 PPM	940	2,700	1,760	\$0.006130	None at this time.
A63P015001229 / 9348 5968				\$10.79	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<i>Subtotals Black</i>			434,086	\$1,595.20	
<i>Subtotals Color</i>			14,484	\$776.46	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 11/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ROCHESTER COMMUNITY CENTER					
<i>Buildings & Grounds</i>					
Konica Minolta BHC3110 / 32 PPM	14,167	15,136	969	\$0.006130	None at this time. Came from City Hall.
A6DT012102757 / 9468 8242				\$5.94	
750,000 / 06/2014	1,680	2,267	587	\$0.05625	
Color Laser MFP				\$33.02	
KMBS					
<i>Buildings & Grounds Supervisor</i>					
Konica Minolta BHC3100P / 32 PPM	735	4,025	3,290	\$0.006130	None at this time.
A6DR012105037 / 9342 4743				\$20.17	
750,000 / 06/2014	130	1,051	921	\$0.05625	
Color Network Printer				\$51.81	
KMBS					
<i>Economic Development Office</i>					
Konica Minolta BHC3100P / 32 PPM	501	1,620	1,119	\$0.006130	None at this time.
A6DR012104950 / 9348 6000				\$6.86	
750,000 / 06/2014	170	654	484	\$0.05625	
Color Network Printer				\$27.23	
KMBS					
Konica Minolta BHC458 / 45 PPM	4,974	18,666	13,692	\$0.003200	None at this time.
A79M011007543 / 9468 8157				\$43.81	
1,000,000 / 08/2016	3,115	11,102	7,987	\$0.04995	
Color Photocopier				\$398.95	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 11/1/2016</i>	
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ROCHESTER COMMUNITY CENTER					
<i>Recreation Department Copy Room</i>					
Konica Minolta BHC654E / 65 PPM A2X1017018565 / 9468 8134 3,000,000 / 07/2013 Color Photocopier KMBS	31,367	132,666	101,299	\$0.003200 \$324.16	None at this time.
	2,545	25,859	23,314	\$0.04995 \$1,164.53	
<i>Recreation Department Office</i>					
Konica Minolta BH3301P / 35 PPM A63P015001338 / 9348 5995 500,000 / 11/2015 Black Network Printer KMBS	3,295	11,068	7,773	\$0.006130 \$47.65	None at this time.
	0	0	0	\$0.00000 \$0.00	
	<i>Subtotals Black</i>		128,142	\$448.59	
	<i>Subtotals Color</i>		33,293	\$1,675.53	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 11/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ROCHESTER ICE ARENA					
<i>Upstairs Office</i>					
Konica Minolta BHC3110 / 32 PPM	686	3,114	2,428	\$0.006130	None at this time.
A6DT012102592 / 9348 5971				\$14.88	
750,000 / 06/2014	23	119	96	\$0.05625	
Color Laser MFP				\$5.40	
KMBS					
	<i>Subtotals Black</i>		2,428	\$14.88	
	<i>Subtotals Color</i>		96	\$5.40	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>			<i>Date of Last Upgrade: 11/1/2016</i>		
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
ROCHESTER POLICE DEPARTMENT					
Communications					
Konica Minolta BH3301P / 35 PPM A63P015001336 / 9348 5973 500,000 / 11/2015 Black Network Printer KMBS	14,945 0	44,733 0	29,788 0	\$0.006130 \$182.60 \$0.00000 \$0.00	None at this time.
Konica Minolta BH4700P / 50 PPM A63N011017485 / 9348 5974 2,000,000 / 04/2013 Black Network Printer KMBS	13,176 0	63,059 0	49,883 0	\$0.006130 \$305.78 \$0.00000 \$0.00	None at this time.
Copy Room 2nd Floor					
Konica Minolta BH808 / 80 PPM A8KN011001417 / 9468 8159 4,000,000 / 06/2016 Black Photocopier KMBS	22,195 0	71,787 0	49,592 0	\$0.003200 \$158.69 \$0.00000 \$0.00	None at this time.
Crime Analyst					
Konica Minolta BHC3100P / 32 PPM A6DR012104872 / 9342 4748 750,000 / 06/2014 Color Network Printer KMBS	28 58	915 1,369	887 1,311	\$0.006130 \$5.44 \$0.05625 \$73.74	None at this time.

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>			<i>Date of Last Upgrade: 11/1/2016</i>		
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ROCHESTER POLICE DEPARTMENT					
<i>Deputy Chief</i>					
Konica Minolta BHC3100P / 32 PPM A6DR012104849 / 9348 5997 750,000 / 06/2014 Color Network Printer KMBS	1,057 95	3,817 403	2,760 308	\$0.006130 \$16.92 \$0.05625 \$17.33	None at this time.
<i>Detective's Office</i>					
Konica Minolta BH3301P / 35 PPM A63P015000483 / 9342 4904 500,000 / 11/2015 Black Network Printer KMBS	13,031 0	34,148 0	21,117 0	\$0.006130 \$129.45 \$0.00000 \$0.00	None at this time.
<i>Detective's Sergeant</i>					
Konica Minolta BHC3100P / 32 PPM A6DR012104868 / 9468 8168 750,000 / 06/2014 Color Network Printer KMBS	353 1,106	1,214 3,082	861 1,976	\$0.006130 \$5.28 \$0.05625 \$111.15	None at this time.
<i>Evidence Room</i>					
Konica Minolta BHC3110 / 32 PPM A6DT012102684 / 9468 8305 750,000 / 06/2014 Color Laser MFP KMBS	843 206	3,071 1,770	2,228 1,564	\$0.006130 \$13.66 \$0.05625 \$87.98	None at this time.

Date of Last Upgrade: 11/1/2016					
Make-Model / Speed					
Serial Number / Vendor ID			2017-18		
Life / Intro Date	7/1/2017	6/30/2018	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
ROCHESTER POLICE DEPARTMENT					
Executive Clerk					
Konica Minolta BHC3110 / 32 PPM	4,296	19,700	15,404	\$0.006130	None at this time.
A6DT012102626 / 9468 8220				\$94.43	
750,000 / 06/2014	3,761	12,802	9,041	\$0.05625	
Color Laser MFP				\$508.56	
KMBS					
Front Records Office					
Konica Minolta BH4700P / 50 PPM	12,105	34,459	22,354	\$0.006130	None at this time.
A63N011017690 / 9342 4746				\$137.03	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Hot Swap					
Konica Minolta BH3301P / 35 PPM	0	0	0	\$0.006130	None at this time.
A63P015001330 / 9348 5978				\$0.00	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
IT Office					
Konica Minolta BH3301P / 35 PPM	544	988	444	\$0.006130	Underused!
A63P015001328 / 9348 5976				\$2.72	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>			<i>Date of Last Upgrade: 11/1/2016</i>		
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
ROCHESTER POLICE DEPARTMENT					
<i>Juvenile Department</i>					
Konica Minolta BHC3100P / 32 PPM A6DR012104379 / 9342 4934 750,000 / 06/2014 Color Network Printer KMBS	3,881 1,817	4,495 4,361	614 2,544	\$0.006130 \$3.76 \$0.05625 \$143.10	None at this time.
<i>Main Corridor Area</i>					
Konica Minolta BH808 / 80 PPM A8KN011001971 / 9468 8139 4,000,000 / 06/2016 Black Photocopier KMBS	47,202 0	181,191 0	133,989 0	\$0.003200 \$428.76 \$0.00000 \$0.00	None at this time.
<i>Patrol Lieutenant</i>					
Konica Minolta BH3301P / 35 PPM A63P015001244 / 9342 4747 500,000 / 11/2015 Black Network Printer KMBS	6,011 0	16,049 0	10,038 0	\$0.006130 \$61.53 \$0.00000 \$0.00	None at this time.
<i>Patrol Room</i>					
Konica Minolta BH3301P / 35 PPM A63P015001339 / 9348 5975 500,000 / 11/2015 Black Network Printer KMBS	975 0	3,342 0	2,367 0	\$0.006130 \$14.51 \$0.00000 \$0.00	None at this time.

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 11/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ROCHESTER POLICE DEPARTMENT					
<i>Patrol Sargeant</i>					
Konica Minolta BHC3100P / 32 PPM	1,739	8,054	6,315	\$0.006130	None at this time.
A6DR012104873 / 9342 4752				\$38.71	
750,000 / 06/2014	3,709	11,982	8,273	\$0.05625	
Color Network Printer				\$465.36	
KMBS					
<i>Police Chief</i>					
Konica Minolta BHC3110 / 32 PPM	335	1,196	861	\$0.006130	None at this time.
A6DT012100823 / 9348 5998				\$5.28	
750,000 / 06/2014	411	1,383	972	\$0.05625	
Color Laser MFP				\$54.68	
KMBS					
<i>Prosecution Support</i>					
Konica Minolta BH4020 / 42 PPM	10,196	37,946	27,750	\$0.006130	None at this time.
A6WD011005046 / 8702 4989				\$170.11	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
<i>Specialty Unit 1st Floor</i>					
Konica Minolta BHC3100P / 32 PPM	1,915	5,197	3,282	\$0.006130	None at this time.
A6DR012104877 / 9348 5972				\$20.12	
750,000 / 06/2014	1,098	5,968	4,870	\$0.05625	
Color Network Printer				\$273.94	
KMBS					

Date of Last Upgrade: 11/1/2016					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
ROCHESTER POLICE DEPARTMENT					
Support Captain					
Konica Minolta BHC3100P / 32 PPM A6DR012104879 / 9342 4749 750,000 / 06/2014 Color Network Printer KMBS	608 1	2,064 80	1,456 79	\$0.006130 \$8.93 \$0.05625 \$4.44	None at this time.
Support Services					
Konica Minolta BH3301P / 35 PPM A63P015001323 / 9342 4751 500,000 / 11/2015 Black Network Printer KMBS	1,434 0	6,928 0	5,494 0	\$0.006130 \$33.68 \$0.00000 \$0.00	None at this time.
Support Staff 2nd Floor					
Konica Minolta BH3301P / 35 PPM A63P015001329 / 9348 5977 500,000 / 11/2015 Black Network Printer KMBS	5,320 0	24,085 0	18,765 0	\$0.006130 \$115.03 \$0.00000 \$0.00	None at this time.
Training 2nd Floor					
Konica Minolta BH3301P / 35 PPM A63P015001333 / 9348 5996 500,000 / 11/2015 Black Network Printer KMBS	1,104 0	4,913 0	3,809 0	\$0.006130 \$23.35 \$0.00000 \$0.00	None at this time.

Date of Last Upgrade: 11/1/2016

Make-Model / Speed

Serial Number / Vendor ID

Life / Intro Date

2017-18

Annual

Cost/Copy

Vendor

7/1/2017

6/30/2018

Volume

Annual Cost

Recommendations

ROCHESTER POLICE DEPARTMENT

Subtotals Black

410,058

\$1,975.76

Subtotals Color

30,938

\$1,740.26

Date of Last Upgrade: 11/1/2016					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
ROCHESTER PUBLIC LIBRARY					
Admin Director					
Konica Minolta BH3301P / 35 PPM A63P015001341 / 9468 8163 500,000 / 11/2015 Black Network Printer KMBS	499 0	1,603 0	1,104 0	\$0.006130 \$6.77 \$0.00000 \$0.00	None at this time.
Admin Secretary					
Konica Minolta BHC308 / 30 PPM A7PY011016814 / 9468 8216 750,000 / 06/2016 Color Photocopier KMBS	3,118 221	12,418 934	9,300 713	\$0.003200 \$29.76 \$0.04995 \$35.61	None at this time.
Children's Area					
Konica Minolta BHC3100P / 32 PPM A6DR012105065 / 9348 5980 750,000 / 06/2014 Color Network Printer KMBS	901 1,288	3,799 5,366	2,898 4,078	\$0.006130 \$17.76 \$0.05625 \$229.39	None at this time.
Children's BW					
Konica Minolta BH3320 / 35 PPM A6WP011006503 / 9468 8217 750,000 / 02/2014 Black Laser MFP KMBS	5,860 0	15,175 0	9,315 0	\$0.006130 \$57.10 \$0.00000 \$0.00	None at this time.

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 11/1/2016</i> <i>2017-18</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>					
ROCHESTER PUBLIC LIBRARY							
<i>Circulation Office</i>							
Konica Minolta BHC3110 / 32 PPM A6DT012102650 / 9468 8121 750,000 / 06/2014 Color Laser MFP KMBS	3,432	10,229	6,797		\$0.006130 \$41.67		None at this time.
	2,727	9,952	7,225		\$0.05625 \$406.41		
<i>Jones Room</i>							
Konica Minolta BH3301P / 35 PPM A63P015001273 / 9348 5982 500,000 / 11/2015 Black Network Printer KMBS	181	699	518		\$0.006130 \$3.18		None at this time.
	0	0	0		\$0.00000 \$0.00		
<i>Main Desk</i>							
Konica Minolta BH364E / 36 PPM A9HJ011001757 / 9468 8140 750,000 / 11/2013 Black Photocopier KMBS	2,401	13,364	10,963		\$0.003200 \$35.08		None at this time.
	0	0	0		\$0.00000 \$0.00		
<i>Public Internet Use</i>							
Konica Minolta BH4700P / 50 PPM A63N011010723 / 9348 5979 2,000,000 / 04/2013 Black Network Printer KMBS	8,637	38,560	29,923		\$0.006130 \$183.43		None at this time.
	0	0	0		\$0.00000 \$0.00		

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 11/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ROCHESTER PUBLIC LIBRARY					
Public/Patron Reference Wireless 2nd Floor					
Konica Minolta BH3301P / 35 PPM	65	328	263	\$0.006130	Underused!
A63P015001335 / 9348 5956				\$1.61	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Reference Desk					
Konica Minolta BH364E / 36 PPM	1,006	7,173	6,167	\$0.003200	None at this time.
A9HJ011001650 / 9468 8141				\$19.73	
750,000 / 11/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Reference Room 2nd Floor					
Konica Minolta BHC3100P / 32 PPM	3,047	10,520	7,473	\$0.006130	None at this time.
A6DR012104785 / 9342 4750				\$45.81	
750,000 / 06/2014	606	3,419	2,813	\$0.05625	
Color Network Printer				\$158.23	
KMBS					
Tech Services					
Konica Minolta BHC3110 / 32 PPM	692	3,846	3,154	\$0.006130	None at this time.
A6DT012102695 / 9468 8243				\$19.33	
750,000 / 06/2014	670	2,574	1,904	\$0.05625	
Color Laser MFP				\$107.10	
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 11/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ROCHESTER PUBLIC LIBRARY					
<i>Tech Services Paper</i>					
Konica Minolta BH3301P / 35 PPM	1,336	2,983	1,647	\$0.006130	None at this time.
A63P015001347 / 9348 5981				\$10.10	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
	<i>Subtotals Black</i>		89,522	\$471.33	
	<i>Subtotals Color</i>		16,733	\$936.74	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 11/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ROCHESTER PUBLIC WORKS					
Mgr's Office					
Konica Minolta BHC3100P / 32 PPM	2,367	12,382	10,015	\$0.006130	None at this time.
A6DR012105039 / 9467 1519				\$61.39	
750,000 / 06/2014	348	1,958	1,610	\$0.05625	
Color Network Printer				\$90.56	
KMBS					
Office 2					
Konica Minolta BH3301P / 35 PPM	815	4,185	3,370	\$0.006130	None at this time.
A63P015001331 / 9467 1518				\$20.66	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Office Work Room					
Konica Minolta BHC654E / 65 PPM	31,354	109,887	78,533	\$0.003200	None at this time.
A2X1017018610 / 9467 1520				\$251.31	
3,000,000 / 07/2013	6,409	25,166	18,757	\$0.04995	
Color Photocopier				\$936.91	
KMBS					
Water Department Office					
Konica Minolta BH3301P / 35 PPM	364	772	408	\$0.006130	Underused!
A63P015001345 / 9467 1533				\$2.50	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

Date of Last Upgrade: 11/1/2016

<i>Make-Model / Speed</i>			<i>2017-18</i>		
<i>Serial Number / Vendor ID</i>			<i>Annual</i>	<i>Cost/Copy</i>	
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>			
ROCHESTER PUBLIC WORKS					
			Subtotals Black	92,326	\$335.86
			Subtotals Color	20,367	\$1,027.47

<i>Make-Model / Speed</i>		<i>Date of Last Upgrade: 11/1/2016</i>			
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ROCHESTER REVENUE BUILDING					
Assessing Front Desk					
Konica Minolta BHC308 / 30 PPM A7PY011018204 / 9479 2385 750,000 / 06/2016 Color Photocopier KMBS	0	23,842	23,842	\$0.003200 \$76.29	None at this time. Replaced A6DT012100842
	0	2,077	2,077	\$0.04995 \$103.75	
Konica Minolta BHC3110 / 32 PPM A6DT012100842 / 9468 8219 750,000 / 06/2014 Color Laser MFP KMBS	5,745	7,721	1,976	\$0.006130 \$12.11	Traded; replaced with purchased BHC308, Serial # A7PY011018204
	190	227	37	\$0.05625 \$2.08	
Assessing Lower Level					
Konica Minolta BHC3110 / 32 PPM A6DT012101580 / 9468 8126 750,000 / 06/2014 Color Laser MFP KMBS	3,135	11,676	8,541	\$0.006130 \$52.36	None at this time.
	123	589	466	\$0.05625 \$26.21	
Assessor's Office					
Konica Minolta BH3320 / 35 PPM A6WP011008345 / 9342 4744 750,000 / 02/2014 Black Laser MFP KMBS	3,337	7,710	4,373	\$0.006130 \$26.81	None at this time.
	0	0	0	\$0.00000 \$0.00	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 11/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ROCHESTER REVENUE BUILDING					
Assessor's Office (Spare)					
Konica Minolta BH3320 / 35 PPM	0	0	0	\$0.006130	None at this time.
A6WP011008346 / 9468 8170				\$0.00	
750,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Legal Department					
Konica Minolta BHC454 / 45 PPM	35,997	51,807	15,810	\$0.003200	None at this time.
A5C0011021203 / 9320 1058				\$50.59	
1,000,000 / 07/2012	2,109	4,562	2,453	\$0.04995	
Color Photocopier				\$122.53	
KMBS					
Tax Collector					
Konica Minolta BH3301P / 35 PPM	1,240	5,958	4,718	\$0.006130	None at this time.
A63P015001326 / 9348 5999				\$28.92	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Tax Collector E-Reg - MICR					
Konica Minolta BH3301P / 35 PPM	943	2,029	1,086	\$0.006130	None at this time.
A63P015000719 / 9342 4905				\$6.66	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model / Speed</i>			<i>Date of Last Upgrade: 11/1/2016</i>		
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
ROCHESTER REVENUE BUILDING					
<i>Tax Collector's Office</i>					
Konica Minolta BH654 / 65 PPM	33,326	140,612	107,286	\$0.003200	None at this time.
A5YN017012694 / 9468 8136				\$343.32	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<i>Water Billing Office</i>					
Konica Minolta BH3301P / 35 PPM	5,138	22,517	17,379	\$0.006130	None at this time.
A63P015001352 / 9468 8167				\$106.53	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<i>Subtotals Black</i>			185,011	\$703.59	
<i>Subtotals Color</i>			5,033	\$254.57	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 11/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
WASTEWATER TREATMENT PLANT					
Basement Office					
Konica Minolta BHC3100P / 32 PPM	307	696	389	\$0.006130	Underused!
A6DR012105036 / 9468 8166				\$2.38	
750,000 / 06/2014	3	66	63	\$0.05625	
Color Network Printer				\$3.54	
KMBS					
Laboratory					
Konica Minolta BH3320 / 35 PPM	1,311	5,324	4,013	\$0.006130	None at this time.
A6WP011007974 / 9468 8215				\$24.60	
750,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Office 1					
Konica Minolta BH3301P / 35 PPM	746	4,300	3,554	\$0.006130	None at this time.
A63P015001344 / 9467 1502				\$21.79	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Office 2					
Konica Minolta BHC3100P / 32 PPM	1,486	5,915	4,429	\$0.006130	None at this time.
A6DR012105038 / 9468 8165				\$27.15	
750,000 / 06/2014	289	1,189	900	\$0.05625	
Color Network Printer				\$50.63	
KMBS					

Make-Model / Speed				Date of Last Upgrade: 11/1/2016	
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
WASTEWATER TREATMENT PLANT					
SCADA Printer					
Konica Minolta BHC3100P / 32 PPM	513	2,015	1,502	\$0.006130	None at this time.
A6DR012105035 / 9468 8164				\$9.21	
750,000 / 06/2014	35	36	1	\$0.05625	
Color Network Printer				\$0.06	
KMBS					
Work Area					
Konica Minolta BH3320 / 35 PPM	1,432	4,897	3,465	\$0.006130	None at this time.
A6WP011007838 / 9468 8214				\$21.24	
750,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
Subtotals Black			17,352	\$106.37	
Subtotals Color			964	\$54.23	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>			<i>Date of Last Upgrade: 11/1/2016</i>		
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
WATER TREATMENT FACILITY					
Lab					
Konica Minolta BHC3100P / 32 PPM A6DR012105044 / 9467 1532 750,000 / 06/2014 Color Network Printer KMBS	59	165	106	\$0.006130 \$0.65	None at this time.
	409	2,296	1,887	\$0.05625 \$106.14	
Main Office					
Konica Minolta BH3320 / 35 PPM A6WP011007975 / 9467 1521 750,000 / 02/2014 Black Laser MFP KMBS	1,832	8,782	6,950	\$0.006130 \$42.60	None at this time.
	0	0	0	\$0.00000 \$0.00	
	Subtotals Black		7,056	\$43.25	
	Subtotals Color		1,887	\$106.14	

<i>City Wide Black Totals</i>	<i>1,466,337</i>	<i>\$6,064.49</i>
<i>City Wide Color Totals</i>	<i>159,909</i>	<i>\$8,448.65</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 2017-18 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
1,466,337	\$0.03125	\$45,823.03

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
1,466,337	\$0.00414	\$6,070.64	\$39,752.40	\$198,761.98

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$39,752.40 x 5 years as a Client

=\$198,761.98 Cost Savings!

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

Projected Equipment Costs by Building - Black

This table represents projected expenses for BLACK prints or copies by building based on recent activity. Approximate current paper case costs and averaged current annual lease payment are figured in to provide budget information for the 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	2,394	\$15.08	\$11.88	\$86.99	\$113.95
Rochester Annex Building	63,749	\$215.80	\$316.32	\$2,316.38	\$2,848.51
Rochester Central Fire Dept.	34,213	\$149.13	\$169.76	\$1,243.16	\$1,562.05
Rochester City Hall	434,086	\$1,639.90	\$2,153.93	\$15,772.95	\$19,566.79
Rochester Community Center	128,142	\$461.17	\$635.84	\$4,656.17	\$5,753.18
Rochester Ice Arena	2,428	\$15.30	\$12.05	\$88.22	\$115.57
Rochester Police Department	410,058	\$2,030.79	\$2,034.71	\$14,899.87	\$18,965.36
Rochester Public Library	89,522	\$484.43	\$444.21	\$3,252.87	\$4,181.51
Rochester Public Works	92,326	\$345.27	\$458.12	\$3,354.76	\$4,158.15
Rochester Revenue Building	185,011	\$723.29	\$918.02	\$6,722.56	\$8,363.87
Wastewater Treatment Plant	17,352	\$109.32	\$86.10	\$630.50	\$825.92
Water Treatment Facility	7,056	\$44.45	\$35.01	\$256.39	\$335.85
Total	1,466,337	\$6,233.92	\$7,275.96	\$53,280.83	\$66,790.72

SPC Equipment Bids:

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

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Gonic Fire Department	2,607	\$150.74
Rochester Annex Building	25,328	\$1,300.59
Rochester Central Fire Dept.	8,179	\$472.91
Rochester City Hall	14,484	\$798.17
Rochester Community Center	33,293	\$1,722.48
Rochester Ice Arena	96	\$5.55
Rochester Police Department	30,938	\$1,788.84
Rochester Public Library	16,733	\$962.89
Rochester Public Works	20,367	\$1,056.26
Rochester Revenue Building	5,033	\$261.70
Wastewater Treatment Plant	964	\$55.74
Water Treatment Facility	1,887	\$109.11
Total	159,909	\$8,684.97

Service & Supply Usage Profile by Vendor - Black

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

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	55,866	\$0.00613	\$342.46	\$0.00630	\$351.96
Konica-Minolta Business Solutions	Black Network Printer	294,809	\$0.00613	\$1,807.18	\$0.00630	\$1,857.30
Konica-Minolta Business Solutions	Black Photocopier	667,106	\$0.00320	\$2,134.74	\$0.00329	\$2,194.78
Konica-Minolta Business Solutions	Color Laser MFP	55,025	\$0.00613	\$337.30	\$0.00630	\$346.66
Konica-Minolta Business Solutions	Color Network Printer	62,630	\$0.00613	\$383.92	\$0.00630	\$394.57
Konica-Minolta Business Solutions	Color Photocopier	330,901	\$0.00320	\$1,058.88	\$0.00329	\$1,088.66
Total		1,466,337	\$0.00414	\$6,064.49	\$0.00425	\$6,233.92

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 2.8%.**

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Color Laser MFP	28,727	\$0.05625	\$1,615.89	\$0.05782	\$1,661.00
Konica-Minolta Business Solutions	Color Network Printer	44,479	\$0.05625	\$2,501.94	\$0.05782	\$2,571.78
Konica-Minolta Business Solutions	Color Photocopier	86,703	\$0.04995	\$4,330.81	\$0.05135	\$4,452.20
Total		159,909	\$0.05283	\$8,448.65	\$0.05431	\$8,684.97

Reprographic Equipment Assessment

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

Total Number of Units	97
Total Number of Units on Lease	96
Total Number of Units Owned	1
Lease Company	Northway Bank
Lease Start Date	11/1/2016
Lease End Date	8/1/2021
Term	5 Annual
Annual Payment usually due on 8/1	\$53,280.83
Remaining Payments	3

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

Leased Equipment

Building	Make/Model	Serial Number
Gonic Fire Department	Konica Minolta BHC3110	A6DT012102706
Rochester Annex Building	Konica Minolta BH3301P	A63P015000783
Rochester Annex Building	Konica Minolta BHC458	A79M011007562
Rochester Central Fire Dept.	Konica Minolta BHC3100P	A6DR012104804
Rochester Central Fire Dept.	Konica Minolta BHC3100P	A6DR012104816
Rochester Central Fire Dept.	Konica Minolta BH3301P	A63P015001351
Rochester Central Fire Dept.	Konica Minolta BHC3100P	A6DR012104798
Rochester Central Fire Dept.	Konica Minolta BHC3100P	A6DR012104797
Rochester Central Fire Dept.	Konica Minolta BH554E	A9HG011000211
Rochester Central Fire Dept.	Konica Minolta BHC3100P	A6DR012104805
Rochester Central Fire Dept.	Konica Minolta BHC3100P	A6DR012104808
Rochester City Hall	Konica Minolta BH3301P	A63P015000785
Rochester City Hall	Konica Minolta BHC3100P	A6DR012104773
Rochester City Hall	Konica Minolta BHC458	A79M011007888
Rochester City Hall	Konica Minolta BH654	A5YN017012057
Rochester City Hall	Konica Minolta BHC3100P	A6DR012105823
Rochester City Hall	Konica Minolta BH808	A8KN011001443
Rochester City Hall	Konica Minolta BH3301P	A63P015001229
Rochester City Hall	Konica Minolta BHC3100P	A6DR012105045
Rochester City Hall	Konica Minolta BH3301P	A63P015001176
Rochester City Hall	Konica Minolta BHC3100P	A6DR012104756
Rochester City Hall	Konica Minolta BHC308	A7PY011016404
Rochester City Hall	Konica Minolta BH3301P	A63P015001359
Rochester City Hall	Konica Minolta BH3301P	A63P015001337
Rochester City Hall	Konica Minolta BH554E	A9HG011000223
Rochester City Hall	Konica Minolta BHC3100P	A6DR012105046

Building	Make/Model	Serial Number
Rochester City Hall	Konica Minolta BHC3110	A6DT012102606
Rochester City Hall	Konica Minolta BH4700P	A63N011013739
Rochester City Hall	Konica Minolta BH654	A5YN017012796
Rochester City Hall	Konica Minolta BH4700P	A63N011007887
Rochester City Hall	Konica Minolta BH3301P	A63P015001357
Rochester City Hall	Konica Minolta BH3301P	A63P015001327
Rochester Community Center	Konica Minolta BHC3100P	A6DR012104950
Rochester Community Center	Konica Minolta BHC3110	A6DT012102757
Rochester Community Center	Konica Minolta BHC458	A79M011007543
Rochester Community Center	Konica Minolta BHC3100P	A6DR012105037
Rochester Community Center	Konica Minolta BHC654E	A2X1017018565
Rochester Community Center	Konica Minolta BH3301P	A63P015001338
Rochester Ice Arena	Konica Minolta BHC3110	A6DT012102592
Rochester Police Department	Konica Minolta BHC3110	A6DT012102626
Rochester Police Department	Konica Minolta BHC3100P	A6DR012104868
Rochester Police Department	Konica Minolta BH4700P	A63N011017485
Rochester Police Department	Konica Minolta BH3301P	A63P015001329
Rochester Police Department	Konica Minolta BH3301P	A63P015001323
Rochester Police Department	Konica Minolta BHC3100P	A6DR012104879
Rochester Police Department	Konica Minolta BHC3100P	A6DR012104877
Rochester Police Department	Konica Minolta BH4020	A6WD011005046
Rochester Police Department	Konica Minolta BHC3110	A6DT012102684
Rochester Police Department	Konica Minolta BHC3100P	A6DR012104873
Rochester Police Department	Konica Minolta BH808	A8KN011001971
Rochester Police Department	Konica Minolta BH3301P	A63P015001339
Rochester Police Department	Konica Minolta BH3301P	A63P015001244
Rochester Police Department	Konica Minolta BHC3100P	A6DR012104872
Rochester Police Department	Konica Minolta BH3301P	A63P015001333

Building	Make/Model	Serial Number
Rochester Police Department	Konica Minolta BH3301P	A63P015001336
Rochester Police Department	Konica Minolta BH808	A8KN011001417
Rochester Police Department	Konica Minolta BHC3100P	A6DR012104849
Rochester Police Department	Konica Minolta BHC3110	A6DT012100823
Rochester Police Department	Konica Minolta BH3301P	A63P015000483
Rochester Police Department	Konica Minolta BHC3100P	A6DR012104379
Rochester Police Department	Konica Minolta BH3301P	A63P015001330
Rochester Police Department	Konica Minolta BH3301P	A63P015001328
Rochester Police Department	Konica Minolta BH4700P	A63N011017690
Rochester Public Library	Konica Minolta BH364E	A9HJ011001757
Rochester Public Library	Konica Minolta BH4700P	A63N011010723
Rochester Public Library	Konica Minolta BH3301P	A63P015001347
Rochester Public Library	Konica Minolta BHC3110	A6DT012102695
Rochester Public Library	Konica Minolta BH364E	A9HJ011001650
Rochester Public Library	Konica Minolta BH3301P	A63P015001273
Rochester Public Library	Konica Minolta BHC3110	A6DT012102650
Rochester Public Library	Konica Minolta BHC3100P	A6DR012105065
Rochester Public Library	Konica Minolta BH3320	A6WP011006503
Rochester Public Library	Konica Minolta BHC308	A7PY011016814
Rochester Public Library	Konica Minolta BH3301P	A63P015001341
Rochester Public Library	Konica Minolta BHC3100P	A6DR012104785
Rochester Public Library	Konica Minolta BH3301P	A63P015001335
Rochester Public Works	Konica Minolta BH3301P	A63P015001345
Rochester Public Works	Konica Minolta BH3301P	A63P015001331
Rochester Public Works	Konica Minolta BHC654E	A2X1017018610
Rochester Public Works	Konica Minolta BHC3100P	A6DR012105039
Rochester Revenue Building	Konica Minolta BH3301P	A63P015001352
Rochester Revenue Building	Konica Minolta BH3301P	A63P015001326

Building	Make/Model	Serial Number
Rochester Revenue Building	Konica Minolta BH3301P	A63P015000719
Rochester Revenue Building	Konica Minolta BHC454	A5C0011021203
Rochester Revenue Building	Konica Minolta BH3320	A6WP011008346
Rochester Revenue Building	Konica Minolta BHC3110	A6DT012101580
Rochester Revenue Building	Konica Minolta BH3320	A6WP011008345
Rochester Revenue Building	Konica Minolta BH654	A5YN017012694
Wastewater Treatment Plant	Konica Minolta BH3320	A6WP011007974
Wastewater Treatment Plant	Konica Minolta BH3320	A6WP011007838
Wastewater Treatment Plant	Konica Minolta BHC3100P	A6DR012105035
Wastewater Treatment Plant	Konica Minolta BHC3100P	A6DR012105038
Wastewater Treatment Plant	Konica Minolta BHC3100P	A6DR012105036
Wastewater Treatment Plant	Konica Minolta BH3301P	A63P015001344
Water Treatment Facility	Konica Minolta BH3320	A6WP011007975
Water Treatment Facility	Konica Minolta BHC3100P	A6DR012105044

Owned Equipment

Building	Make/Model	Serial Number
Rochester Revenue Building	Konica Minolta BHC308	A7PY011018204



Service and Supply Contract - Client

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

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

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

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

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

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

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By: _____

Title: _____

Date: _____

Signature: _____

Named Contracted Vendor: Vendor

Warranty

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

The only exclusions to this Warranty are as follows:

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

**AGREED AND ACCEPTED BY:
Vendor**

By: _____

Title: _____

Date: _____

Signature: _____

**AGREED AND ACCEPTED BY:
Client**

By: _____

Title: _____

Date: _____

Signature: _____

StarDoc User Names

Name	User Name
Angie Gray	angie.gray@rochesternh.net
Ann Arsenault	aarsenault
Blaine Cox	blaine.cox@rochesternh.net
Brian Sylvester	bsylvester
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Benefits of partnering with SPC

Top Benefits to **our CLIENTS**:

1. Cooperative Buying

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

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will ***save you money*** benefiting from the combined purchasing power of more than 69 clients with over 4,100 devices doing more than 239 million copies and prints per year. Annually, we purchase approximately 1,100 units running over 80 million prints!
- We will ***save you time*** by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.
- We will ***save you frustration***. We manage your contracts for up to five years from the date of installation.

2. Exclusive **STARDoc** Software

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

3. Simplified Billing Program

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

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

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

***Based on current actual volumes and CPCs, SPC has generated
Annual Savings of more than \$2.5 million for all of our clients.
That translates into Savings of more than \$12 million over five years!***



SPC Values Our Vendors

Overall Benefits to our VENDORS

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

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