



## ***Specialized Purchasing Consultants***

**1491 East Side River Road**

**Dummer, NH 03588**

**(800)750-1538**

# **2018-2019 Annual Report**

## **Year - End Photocopier Analysis**

**With projected costs for 2019-2020**

**Sonja Gonzalez  
Rochester, City Of  
31 Wakefield Street  
Rochester, NH 03867**



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

October 2019

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

Skip Tilton  
President

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

VISIT US ON THE WEB:  
[www.spccopypro.com](http://www.spccopypro.com)

Dear Sonja:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us. Our relationship is **now 6 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

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

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

Sincerely,

Skip Tilton  
President

"Protecting Your Copier Interests"

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## Meet Your Team



***Skip Tilton, President***  
***Billie Jo Tilton, Vice President***

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



***Jessica Paradis***  
***Accounting Coordinator***

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

***Alex Webster***  
***Operations & Marketing Manager***

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



***Pam Weed***  
***Client-Vendor Relations***

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

***Robert Dutil***  
***Information Technology***

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



***Jamin Tilton***  
***Operations Support***

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

***James Cartwright***  
***Operations Support***

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



***Heidi Tilton***  
***Office Support***

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

## Equipment Health Status

**Total Number of Machines:** 98

Total Black Photocopiers:	17
Total Color Photocopiers:	20
Total Black Network Printers:	34
Total Color Network Printers:	27
Total Removed From Service:	1

**# of Units OFF Warranty:** 0

**# of Units Approaching End of Warranty:** 1

**# of Units Overused:** 0

**# of Units Underused:** 9

**Commencement Date:** 11/01/2016

**# of Annual Payments Left on Lease:** 2

**All Warranties and Service Contracts Expire:** 06/30/2022

**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 Sonja,

Your color printing increased by 20% this year over the previous year in comparison to the industry average increase of only 7%. However, the industry for non schools is 13.4% of color and you are at 11.5%. See page 17. The good news is that SPC has developed **Right Size Print Management Software (RS-PMS)** that can take control of this cost with your next upgrade, which could happen as soon as 2020. (See pages 16-18.)

In addition, color cost per print has come down, with bids as low as \$0.04 per print. With your upgrade, your color cost can be renegotiated down, further increasing your savings. Note that we could lower your color cost by \$13,000 over five years. (See page 55.) Finally, there are 9 machines that are underused and with uour next upgrade you may want to cut back on the total number of machines.

Sincerely,  
Skip

## Aging Equipment Summary

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

Building	Department	Make/Model	Serial Number	Vendor Name	Intro Date
Rochester Revenue Building	Legal Department	Konica Minolta BHC454	A5C0011021203	KMBS	07/01/2012

## Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
HP LASERJET 1200	CNDL016537	10.54.51.124	2019-01-10 07:52:41
HP LASERJET Pro M201dw	VNB3G27989	172.16.0.116	2019-09-19 08:16:33



## SPC Timeline

### 1988 Specialized Purchasing Consultants opens its doors

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

### 1999 Improved Annual Reports

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

### 2001 Solid-Ink Printers and Meter Collection

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

### 2002 Bond Counsel Review

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

### 2003 Contracts and Warranties Updated

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

### 2005 Economic Municipal Relief Fund Established

### 2006 Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience.

### 2007 Insurance Fund

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

### 2012 STARDoc - Print Management Software Developed and Implemented

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





## SPC Timeline

### 2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

### 2014 STARDoc - Monthly Audits

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

### 2015 STARDoc - Mapping Options and Asset Management

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

### 2018 STARDoc - Improved Pinpointing of Budget and Communications

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

### 2019 STARDoc – Service Histories, Chromebook Bid & Papercut Installers

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

### 2020 SPC Roadmap

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



## STARDoc Features

### Cost Projection by Department or Building

Who Benefits? Accounts Payable, Business Manager, and Superintendent

- Allows you to formulate next year's budgets as early as December
- Allows you to see the projected usage bill in advance
- Tabulate total budgets and 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
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Non-reporting device listing for devices that haven't reported for more than 2 weeks
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TVs)

### Floorplan Administration

Who Benefits? Business Manager and IT

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

### Contacts Page

Who Benefits? Business Manager and IT

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



## STARDoc Features

### Device Listing Page

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

### Monthly Audits

Who Benefits? Business Manager and Superintendent

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

### Timeline

Who Benefits? Business Manager

- Track historical volume and cost per building

### Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client


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

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

### Over-Budget Report

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

Over Budget



Room:

Room 201 Principal's Office

Make & Model:

Canon IRC5051

Serial Number:

GQM65369

IP Address:

172.16.10.145

Projected Amount Over Budget:

\$404

This building's average color prints per student is 314

The industry average for color prints per student is 185

Previous

Next

Check Black/Color Default

Close



## In The Pipeline...

### **Five Year Fleet Management (FYFM)**

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

#### **Purpose of FYFM:**

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

#### **Setting up Future Budgets:**

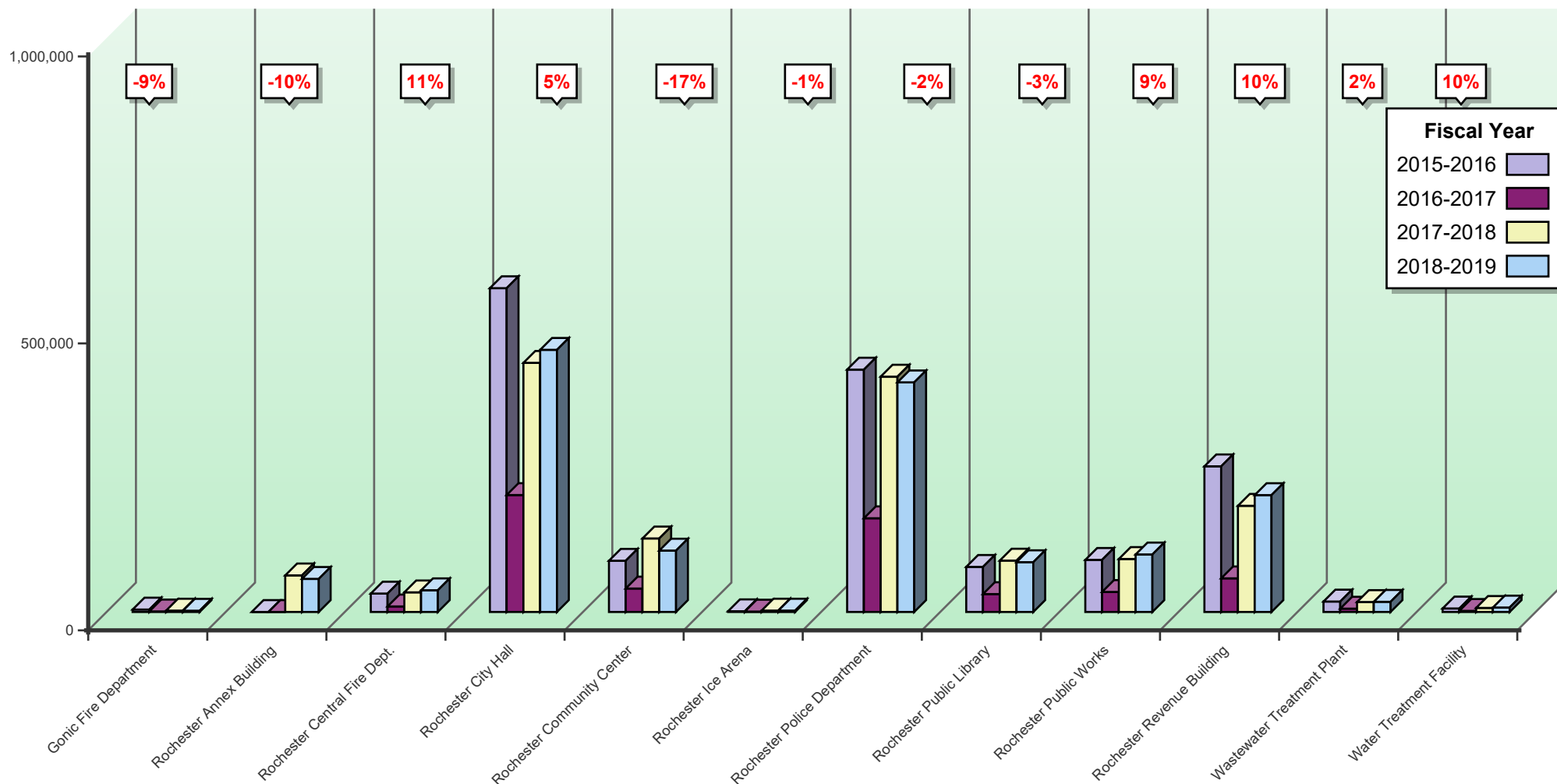
Projecting out your cost is crucial in setting up your budgets. With FYFM you will be able to take control of your future cost for the entire life of your fleet of copiers, MFP's and printers. STARDoc currently studies your printing habits and projects out for about eight months. FYFM will be able to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

#### **Problematic Machines:**

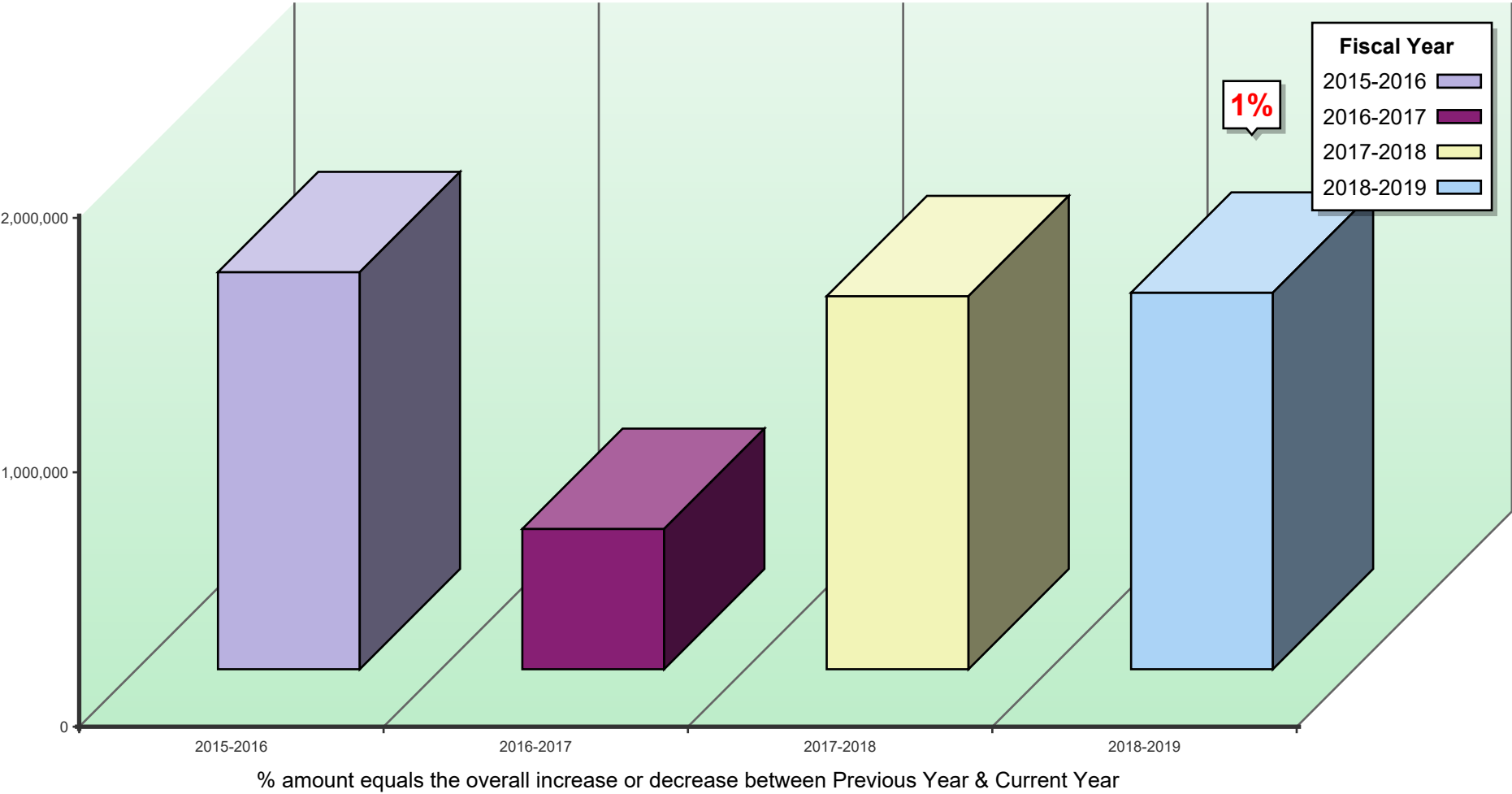
How would you know if your equipment is truly malfunctioning and needs to be replaced under warranty? FYFM will compare your service calls to all SPC's clients for like models and speeds. It will provide you with the number of service calls in a fiscal year and the average copies between calls so that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

# Annual Black Volume by Location

Rochester, City Of

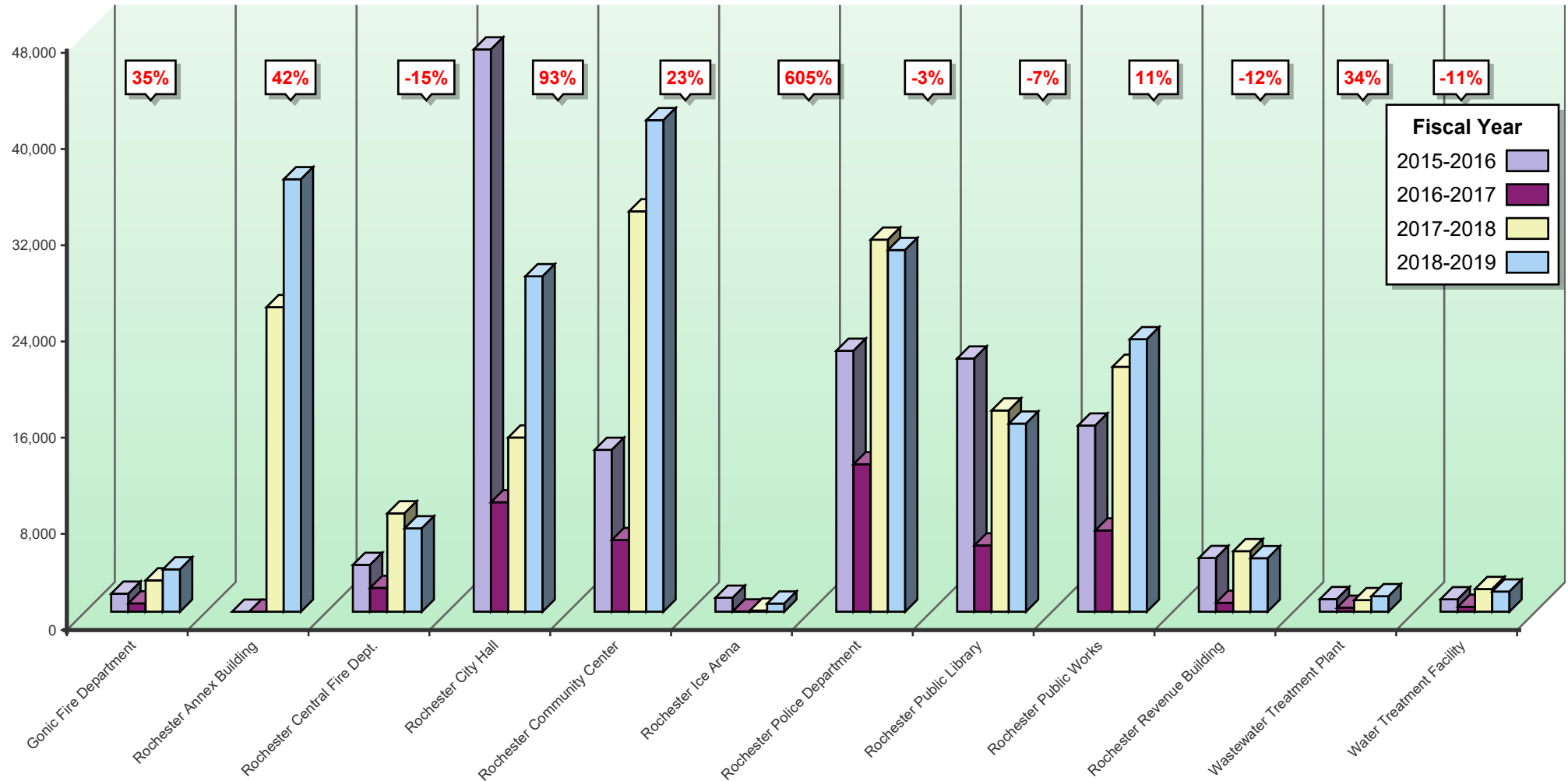


# Annual Black Volume Overall



# Annual Color Volume by Location

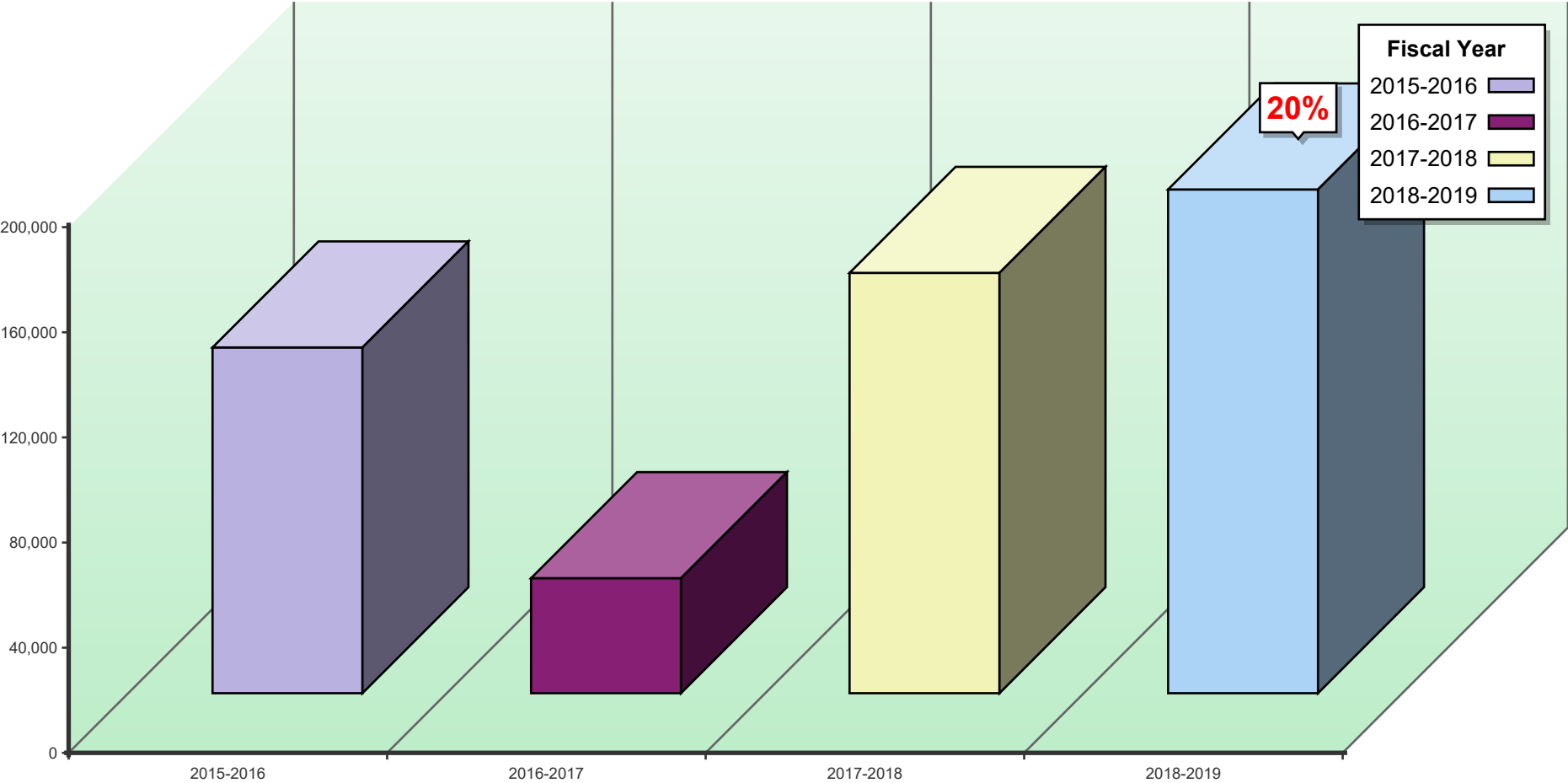
Rochester, City Of





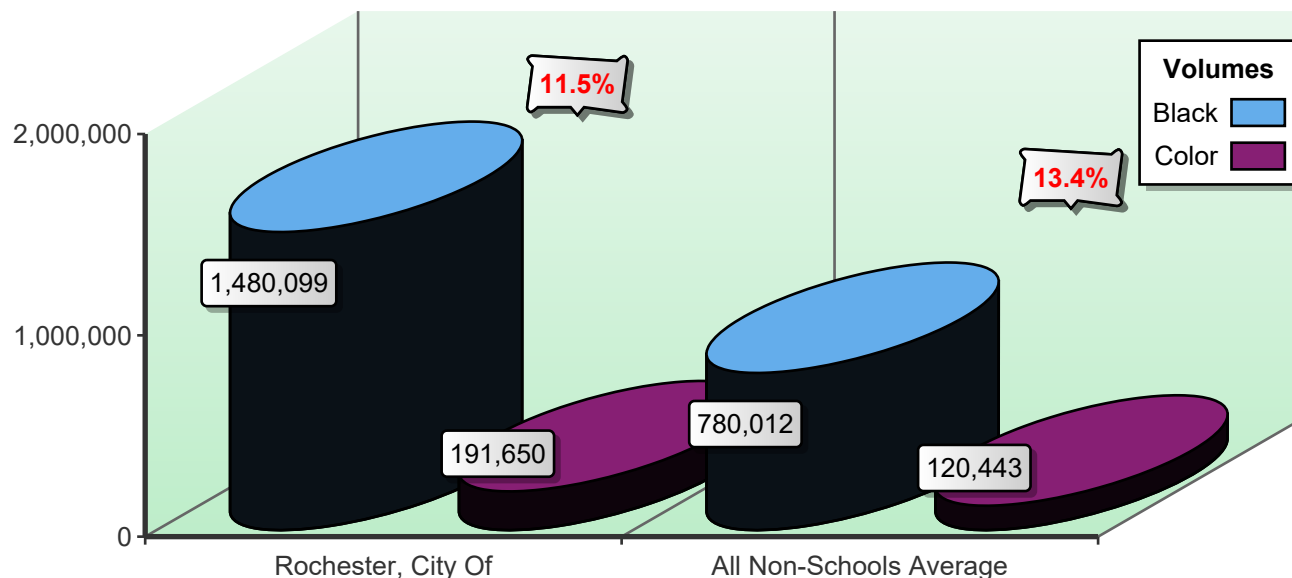
# Annual Color Volume Overall

Rochester, City Of



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

## Color-to-Total Volume Comparison



## SPC Analysis

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

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

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

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

Other beneficial features include Follow-Me Printing.

## Usage Profile for Service & Supplies

Rochester, City Of

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

*Date of Last Upgrade: 11/01/2016*

<i>Make-Model/Speed</i>					
<i>Serial Number/Vendor Machine ID</i>			<i>2018-2019</i>	<i>Cost/Copy</i>	
<i>Life/Intro Date</i>	<i>07/01/2018</i>	<i>06/30/2019</i>	<i>Annual</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>		
<b>Gonic Fire Department</b>					
<b>Front Office</b>					
Konica Minolta BHC3110 / 32 PPM	3,334	5,506	2,172	\$0.00630	None at this time.
A6DT012102706 / 9468 8131				\$13.68	
750,000 / 06/2014	3,301	6,824	3,523	\$0.05782	
Color Laser MFP				\$203.70	
KMBS					
<hr/>					
		<b>Subtotal Black</b>	<b>2,172</b>	<b>\$13.68</b>	
		<b>Subtotal Color</b>	<b>3,523</b>	<b>\$203.70</b>	

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Rochester Annex Building</b>					
<b>BZLS/Planning - Shared - 1st Floor</b>					
Konica Minolta BHC458 / 45 PPM	71,924	127,799	55,875	\$0.00329	None at this time.
A79M011007562 / 9348 5993				\$183.83	
1,000,000 / 08/2016	27,780	63,741	35,961	\$0.05135	
Color Photocopier				\$1,846.60	
KMBS					
<b>Planning Office - 1st Floor</b>					
Konica Minolta BH3301P / 35 PPM	2,898	4,699	1,801	\$0.00630	None at this time.
A63P015000783 / 9348 5989				\$11.35	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<b>Subtotal Black</b>			<b>57,676</b>	<b>\$195.18</b>	
<b>Subtotal Color</b>			<b>35,961</b>	<b>\$1,846.60</b>	

**Make-Model/Speed**  
**Serial Number/VendorID**  
**Life/Intro Date**  
**Vendor**

**07/01/2018**  
**Meter**

**06/30/2019**  
**Meter**

**2018-2019**  
**Annual**  
**Volume**

**Cost/Copy**  
**Annual Cost**

**Recommendations**

## Rochester Central Fire Dept.

### Administrative Clerk 2nd Floor

Konica Minolta BH554E / 55 PPM	27,870	53,437	25,567	\$0.00329	None at this time.
A9HG011000211 / 9468 8128				\$84.12	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

### Assistant Chief's Office

Konica Minolta BHC3100P / 32 PPM	840	840	0	\$0.00630	Underused!
A6DR012104808 / 9348 5986				\$0.00	
750,000 / 06/2014	1,088	1,088	0	\$0.05782	
Color Network Printer				\$0.00	
KMBS					

### Captain's Office

Konica Minolta BHC3100P / 32 PPM	840	1,427	587	\$0.00630	None at this time.
A6DR012104798 / 9348 5970				\$3.70	
750,000 / 06/2014	918	2,022	1,104	\$0.05782	
Color Network Printer				\$63.83	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Captain's Office (Downstairs)</b>					
Konica Minolta BH3301P / 35 PPM	7,735	14,880	7,145	\$0.00630	None at this time.
A63P015001351 / 9468 8213				\$45.01	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<b>Clerk</b>					
Konica Minolta BHC3100P / 32 PPM	2,447	4,118	1,671	\$0.00630	None at this time.
A6DR012104816 / 9348 5969				\$10.53	
750,000 / 06/2014	2,436	4,180	1,744	\$0.05782	
Color Network Printer				\$100.84	
KMBS					
<b>Deputy Chief</b>					
Konica Minolta BHC3100P / 32 PPM	1,220	1,998	778	\$0.00630	None at this time.
A6DR012104797 / 9348 5994				\$4.90	
750,000 / 06/2014	1,145	3,353	2,208	\$0.05782	
Color Network Printer				\$127.67	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Fire Chief's Office</b>					
Konica Minolta BHC3100P / 32 PPM	1,491	2,282	791	\$0.00630	None at this time.
A6DR012104804 / 9348 5988				\$4.98	
750,000 / 06/2014	451	1,049	598	\$0.05782	
Color Network Printer				\$34.58	
KMBS					
<b>Training Office</b>					
Konica Minolta BHC3100P / 32 PPM	1,421	2,737	1,316	\$0.00630	None at this time.
A6DR012104805 / 9348 5987				\$8.29	
750,000 / 06/2014	4,120	5,397	1,277	\$0.05782	
Color Network Printer				\$73.84	
KMBS					
<b>Subtotal Black</b>			<b>37,855</b>	<b>\$161.53</b>	
<b>Subtotal Color</b>			<b>6,931</b>	<b>\$400.75</b>	

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Rochester City Hall</b>					
<b>Basement - Accountant</b>					
Konica Minolta BHC3100P / 32 PPM	4,886	6,792	1,906	\$0.00630	None at this time.
A6DR012105046 / 9464 8499				\$12.01	
750,000 / 06/2014	179	248	69	\$0.05782	
Color Network Printer				\$3.99	
KMBS					
<b>Building Zoning &amp; Licensing</b>					
Konica Minolta BHC3110 / 32 PPM	5,168	6,042	874	\$0.00630	None at this time.
A6DT012102606 / 9468 8244				\$5.51	
750,000 / 06/2014	4,628	5,358	730	\$0.05782	
Color Laser MFP				\$42.21	
KMBS					
<b>Building Zoning &amp; Licensing</b>					
Konica Minolta BH554E / 55 PPM	50,956	85,672	34,716	\$0.00329	None at this time.
A9HG011000223 / 9468 8221				\$114.22	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					



<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Business Department</b>					
Konica Minolta BH654 / 65 PPM	202,820	329,968	127,148	\$0.00329	None at this time.
A5YN017012796 / 9468 8137				\$418.32	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<b>Business Department (Left)</b>					
Konica Minolta BH4700P / 50 PPM	33,733	60,640	26,907	\$0.00630	None at this time.
A63N011013739 / 9348 5985				\$169.51	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<b>Business Department (Right) - MICR</b>					
Konica Minolta BH4700P / 50 PPM	16,037	19,625	3,588	\$0.00630	None at this time.
A63N011007887 / 8702 4986				\$22.60	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>City Clerk</b>					
Konica Minolta BHC3100P / 32 PPM	351	392	41	\$0.00630	Underused!
A6DR012104773 / 9348 5984				\$0.26	
750,000 / 06/2014	413	565	152	\$0.05782	
Color Network Printer				\$8.79	
KMBS					
<b>City Clerk</b>					
Konica Minolta BH808 / 80 PPM	156,843	290,519	133,676	\$0.00329	Traded
A8KN011001443a / 9468 8118				\$439.79	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<b>City Clerk</b>					
Konica Minolta BHC759 / 75 PPM	226,054	236,856	10,802	\$0.00329	None at this time.
A2X0017005210 /				\$35.54	
4,000,000 / 05/2017	31,204	33,799	2,595	\$0.05135	
Color Photocopier				\$133.25	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>City Manager</b>					
Konica Minolta BHC458 / 45 PPM	11,980	28,923	16,943	\$0.00329	None at this time.
A79M011007888 / 9468 8119				\$55.74	
1,000,000 / 08/2016	6,676	26,663	19,987	\$0.05135	
Color Photocopier				\$1,026.33	
KMBS					
<b>City Manager</b>					
Konica Minolta BHC3100P / 32 PPM	808	3,085	2,277	\$0.00630	None at this time.
A6DR012105823 / 9467 8986				\$14.35	
750,000 / 06/2014	1,660	2,377	717	\$0.05782	
Color Network Printer				\$41.46	
KMBS					
<b>Finance Department</b>					
Konica Minolta BH3301P / 35 PPM	310	477	167	\$0.00630	Underused!
A63P015001359 /				\$1.05	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
<b>Finance Office</b>					
Konica Minolta BH654 / 65 PPM	82,968	139,040	56,072	\$0.00329	None at this time.
A5YN017012057 / 9468 8117				\$184.48	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<b>Finance Office - Spare</b>					
Konica Minolta BH3301P / 35 PPM	103	103	0	\$0.00630	None at this time.
A63P015001327 / 9468 8169				\$0.00	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<b>Human Resources Office</b>					
Konica Minolta BH3301P / 35 PPM	2,105	6,371	4,266	\$0.00630	None at this time.
A63P015001357 / 9348 5990				\$26.88	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Legal Department 2nd Floor</b>					
Konica Minolta BHC3100P / 32 PPM	1,914	1,914	0	\$0.00630	Underused!
A6DR012105045 / 9342 4745				\$0.00	
750,000 / 06/2014	1,568	1,568	0	\$0.05782	
Color Network Printer				\$0.00	
KMBS					
<b>MIS Office</b>					
Konica Minolta BHC3100P / 32 PPM	3,727	6,489	2,762	\$0.00630	None at this time.
A6DR012104756 /				\$17.40	
750,000 / 06/2014	863	1,824	961	\$0.05782	
Color Network Printer				\$55.57	
KMBS					
<b>MIS Office - Storage</b>					
Konica Minolta BH3301P / 35 PPM	1,275	2,094	819	\$0.00630	None at this time.
A63P015001176 / 9348 5992				\$5.16	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
<b>Planning Director</b>					
Konica Minolta BH3301P / 35 PPM	2,807	4,642	1,835	\$0.00630	None at this time.
A63P015000785 / 9464 8500				\$11.56	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<b>Welfare Office</b>					
Konica Minolta BH3301P / 35 PPM	5,924	10,268	4,344	\$0.00630	None at this time.
A63P015001337 / 9348 5983				\$27.37	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<b>Welfare Office</b>					
Konica Minolta BHC308 / 30 PPM	25,296	50,862	25,566	\$0.00329	None at this time.
A7PY011016404 / 9468 8132				\$84.11	
750,000 / 06/2016	2,231	4,917	2,686	\$0.05135	
Color Photocopier				\$137.93	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Welfare Office - Gail</b>					
Konica Minolta BH3301P / 35 PPM	2,700	4,770	2,070	\$0.00630	None at this time.
A63P015001229 / 9348 5968				\$13.04	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<hr/>					
		<b>Subtotal Black</b>	<b>456,779</b>	<b>\$1,658.89</b>	
		<b>Subtotal Color</b>	<b>27,897</b>	<b>\$1,449.52</b>	

*Make-Model/Speed*  
*Serial Number/VendorID*  
*Life/Intro Date*  
*Vendor*

*07/01/2018*  
*Meter*

*06/30/2019*  
*Meter*

*2018-2019*  
*Annual*  
*Volume*

*Cost/Copy*  
*Annual Cost*

*Recommendations*

## Rochester Community Center

### Buildings & Grounds

Konica Minolta BHC3110 / 32 PPM	15,136	16,440	1,304	\$0.00630	None at this time.
A6DT012102757 / 9468 8242				\$8.22	
750,000 / 06/2014	2,267	3,184	917	\$0.05782	
Color Laser MFP				\$53.02	
KMBS					

### Buildings & Grounds Supervisor

Konica Minolta BHC3100P / 32 PPM	4,025	8,668	4,643	\$0.00630	None at this time.
A6DR012105037 / 9342 4743				\$29.25	
750,000 / 06/2014	1,051	3,856	2,805	\$0.05782	
Color Network Printer				\$162.19	
KMBS					

### Economic Development Office

Konica Minolta BHC3100P / 32 PPM	1,620	2,755	1,135	\$0.00630	None at this time.
A6DR012104950 / 9348 6000				\$7.15	
750,000 / 06/2014	654	1,414	760	\$0.05782	
Color Network Printer				\$43.94	
KMBS					



<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Economic Development Office</b>					
Konica Minolta BHC458 / 45 PPM	18,666	28,168	9,502	\$0.00329	None at this time.
A79M011007543 / 9468 8157				\$31.26	
1,000,000 / 08/2016	11,102	21,227	10,125	\$0.05135	
Color Photocopier				\$519.92	
KMBS					
<b>Recreation Department Copy Room</b>					
Konica Minolta BHC654E / 65 PPM	132,666	217,314	84,648	\$0.00329	None at this time.
A2X1017018565 / 9468 8134				\$278.49	
3,000,000 / 07/2013	25,859	52,126	26,267	\$0.05135	
Color Photocopier				\$1,348.81	
KMBS					
<b>Recreation Department Office</b>					
Konica Minolta BH3301P / 35 PPM	11,068	16,803	5,735	\$0.00630	None at this time.
A63P015001338 / 9348 5995				\$36.13	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<hr/>					
	<b>Subtotal Black</b>		<b>106,967</b>	<b>\$390.50</b>	
	<b>Subtotal Color</b>		<b>40,874</b>	<b>\$2,127.88</b>	

*Make-Model/Speed*  
*Serial Number/VendorID*  
*Life/Intro Date*  
*Vendor*

*07/01/2018*  
*Meter*

*06/30/2019*  
*Meter*

*2018-2019*  
*Annual*  
*Volume*

*Cost/Copy*  
*Annual Cost*

*Recommendations*

## Rochester Ice Arena

### Upstairs Office

Konica Minolta BHC3110 / 32 PPM  
A6DT012102592 / 9348 5971  
750,000 / 06/2014  
Color Laser MFP  
KMBS

3,114

5,513

2,399

\$0.00630

None at this time.

\$15.11

750,000 / 06/2014

119

796

677

\$0.05782

\$39.14

**Subtotal Black**

**2,399**

**\$15.11**

**Subtotal Color**

**677**

**\$39.14**

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Rochester Police Department</b>					
<b>Communications</b>					
Konica Minolta BH4700P / 50 PPM	63,059	119,122	56,063	\$0.00630	None at this time.
A63N011017485 / 9348 5974				\$353.20	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<b>Communications</b>					
Konica Minolta BH3301P / 35 PPM	44,733	75,651	30,918	\$0.00630	None at this time.
A63P015001336 / 9348 5973				\$194.78	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<b>Copy Room 2nd Floor</b>					
Konica Minolta BH808 / 80 PPM	71,787	116,294	44,507	\$0.00329	None at this time.
A8KN011001417 / 9468 8159				\$146.43	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

					Rochester, C
Make-Model/Speed					
Serial Number/Vendor Machine ID			2018-2019		
Life/Intro Date	07/01/2018	06/30/2019	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	Recommendations
Crime Analyst					
Konica Minolta BHC3100P / 32 PPM	915	1,007	92	\$0.00630	None at this time.
A6DR012104872 / 9342 4748				\$0.58	
750,000 / 06/2014	1,369	3,730	2,361	\$0.05782	
Color Network Printer				\$136.51	
KMBS					
Deputy Chief					
Konica Minolta BHC3100P / 32 PPM	3,817	5,552	1,735	\$0.00630	None at this time.
A6DR012104849 / 9348 5997				\$10.93	
750,000 / 06/2014	403	1,185	782	\$0.05782	
Color Network Printer				\$45.22	
KMBS					
Detective's Office					
Konica Minolta BH3301P / 35 PPM	34,148	51,869	17,721	\$0.00630	None at this time.
A63P015000483 / 9342 4904				\$111.64	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Detective's Sergeant</b>					
Konica Minolta BHC3100P / 32 PPM	1,214	2,285	1,071	\$0.00630	None at this time.
A6DR012104868 / 9468 8168				\$6.75	
750,000 / 06/2014	3,082	4,573	1,491	\$0.05782	
Color Network Printer				\$86.21	
KMBS					
<b>Evidence Room</b>					
Konica Minolta BHC3110 / 32 PPM	3,071	4,688	1,617	\$0.00630	None at this time.
A6DT012102684 / 9468 8305				\$10.19	
750,000 / 06/2014	1,770	2,747	977	\$0.05782	
Color Laser MFP				\$56.49	
KMBS					
<b>Executive Clerk</b>					
Konica Minolta BHC3110 / 32 PPM	19,700	32,328	12,628	\$0.00630	None at this time.
A6DT012102626 / 9468 8220				\$79.56	
750,000 / 06/2014	12,802	23,629	10,827	\$0.05782	
Color Laser MFP				\$626.02	
KMBS					

Rochester, NY					
Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Front Records Office					
Konica Minolta BH4700P / 50 PPM	34,459	59,995	25,536	\$0.00630	None at this time.
A63N011017690 / 9342 4746				\$160.88	
2,000,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Hot Swap					
Konica Minolta BH3301P / 35 PPM	14	14	0	\$0.00630	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	988	1,118	130	\$0.00630	Underused!
A63P015001328 / 9348 5976				\$0.82	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Juvenile Department</b>					
Konica Minolta BHC3100P / 32 PPM	4,495	6,293	1,798	\$0.00630	None at this time.
A6DR012104379 / 9342 4934				\$11.33	
750,000 / 06/2014	4,361	6,294	1,933	\$0.05782	
Color Network Printer				\$111.77	
KMBS					
<b>Main Corridor Area</b>					
Konica Minolta BH808 / 80 PPM	181,191	310,811	129,620	\$0.00329	None at this time.
A8KN011001971 / 9468 8139				\$426.45	
4,000,000 / 06/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<b>Patrol Lieutenant</b>					
Konica Minolta BH3301P / 35 PPM	16,049	25,931	9,882	\$0.00630	None at this time.
A63P015001244 / 9342 4747				\$62.26	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Patrol Room</b>					
Konica Minolta BH3301P / 35 PPM	3,342	5,586	2,244	\$0.00630	None at this time.
A63P015001339 / 9348 5975				\$14.14	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<b>Patrol Sargeant</b>					
Konica Minolta BHC3100P / 32 PPM	8,054	13,822	5,768	\$0.00630	None at this time.
A6DR012104873 / 9342 4752				\$36.34	
750,000 / 06/2014	11,982	21,096	9,114	\$0.05782	
Color Network Printer				\$526.97	
KMBS					
<b>Police Chief</b>					
Konica Minolta BHC3110 / 32 PPM	1,196	1,823	627	\$0.00630	None at this time.
A6DT012100823 / 9348 5998				\$3.95	
750,000 / 06/2014	1,383	2,058	675	\$0.05782	
Color Laser MFP				\$39.03	
KMBS					



<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Prosecution Support</b>					
Konica Minolta BH4020 / 42 PPM	37,946	63,642	25,696	\$0.00630	None at this time.
A6WD011005046 / 8702 4989				\$161.88	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
<b>Specialty Unit 1st Floor</b>					
Konica Minolta BHC3100P / 32 PPM	5,197	6,907	1,710	\$0.00630	None at this time.
A6DR012104877 / 9348 5972				\$10.77	
750,000 / 06/2014	5,968	7,803	1,835	\$0.05782	
Color Network Printer				\$106.10	
KMBS					
<b>Support Captain</b>					
Konica Minolta BHC3100P / 32 PPM	2,064	2,855	791	\$0.00630	None at this time.
A6DR012104879 / 9342 4749				\$4.98	
750,000 / 06/2014	80	161	81	\$0.05782	
Color Network Printer				\$4.68	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Support Services</b>					
Konica Minolta BH3301P / 35 PPM	6,928	12,230	5,302	\$0.00630	None at this time.
A63P015001323 / 9342 4751				\$33.40	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<b>Support Staff 2nd Floor</b>					
Konica Minolta BH3301P / 35 PPM	24,085	44,022	19,937	\$0.00630	None at this time.
A63P015001329 / 9348 5977				\$125.60	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<b>Training 2nd Floor</b>					
Konica Minolta BH3301P / 35 PPM	4,913	9,640	4,727	\$0.00630	None at this time.
A63P015001333 / 9348 5996				\$29.78	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<hr/>					
	<b>Subtotal Black</b>		<b>400,120</b>	<b>\$1,996.63</b>	
	<b>Subtotal Color</b>		<b>30,076</b>	<b>\$1,738.99</b>	

**Make-Model/Speed**  
**Serial Number/VendorID**  
**Life/Intro Date**  
**Vendor**

**07/01/2018**  
**Meter**

**06/30/2019**  
**Meter**

**2018-2019**  
**Annual**  
**Volume**

**Cost/Copy**  
**Annual Cost**

**Recommendations**

## Rochester Public Library

### Admin Director

Konica Minolta BH3301P / 35 PPM	1,603	2,659	1,056	\$0.00630	None at this time.
A63P015001341 / 9468 8163				\$6.65	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

### Admin Secretary

Konica Minolta BHC308 / 30 PPM	12,418	21,300	8,882	\$0.00329	None at this time.
A7PY011016814 / 9468 8216				\$29.22	
750,000 / 06/2016	934	1,935	1,001	\$0.05135	
Color Photocopier				\$51.40	
KMBS					

### Children's Area

Konica Minolta BHC3100P / 32 PPM	3,799	8,017	4,218	\$0.00630	None at this time.
A6DR012105065 / 9348 5980				\$26.57	
750,000 / 06/2014	5,366	9,721	4,355	\$0.05782	
Color Network Printer				\$251.81	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Children's BW</b>					
Konica Minolta BH3320 / 35 PPM	15,175	24,850	9,675	\$0.00630	None at this time.
A6WP011006503 / 9468 8217				\$60.95	
750,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
<b>Circulation Office</b>					
Konica Minolta BHC3110 / 32 PPM	10,229	15,907	5,678	\$0.00630	None at this time.
A6DT012102650 / 9468 8121				\$35.77	
750,000 / 06/2014	9,952	16,320	6,368	\$0.05782	
Color Laser MFP				\$368.20	
KMBS					
<b>Jones Room</b>					
Konica Minolta BH3301P / 35 PPM	699	989	290	\$0.00630	Underused!
A63P015001273 / 9348 5982				\$1.83	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

Rochester, NY					
Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Desk					
Konica Minolta BH364E / 36 PPM A9HJ011001757 / 9468 8140 750,000 / 11/2013 Black Photocopier KMBS	13,364  0	25,013  0	11,649  0	\$0.00329 \$38.33 \$0.00000 \$0.00	None at this time.
Public Internet Use					
Konica Minolta BH4700P / 50 PPM A63N011010723 / 9348 5979 2,000,000 / 04/2013 Black Network Printer KMBS	38,560  0	67,533  0	28,973  0	\$0.00630 \$182.53 \$0.00000 \$0.00	None at this time.
Public/Patron Reference Wireless 2nd Floor					
Konica Minolta BH3301P / 35 PPM A63P015001335 / 9348 5956 500,000 / 11/2015 Black Network Printer KMBS	328  0	359  0	31  0	\$0.00630 \$0.20 \$0.00000 \$0.00	Underused!

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Reference Desk</b>					
Konica Minolta BH364E / 36 PPM	7,173	11,153	3,980	\$0.00329	None at this time.
A9HJ011001650 / 9468 8141				\$13.09	
750,000 / 11/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<b>Reference Room 2nd Floor</b>					
Konica Minolta BHC3100P / 32 PPM	10,520	18,434	7,914	\$0.00630	None at this time.
A6DR012104785 / 9342 4750				\$49.86	
750,000 / 06/2014	3,419	5,868	2,449	\$0.05782	
Color Network Printer				\$141.60	
KMBS					
<b>Tech Services</b>					
Konica Minolta BHC3110 / 32 PPM	3,846	7,195	3,349	\$0.00630	None at this time.
A6DT012102695 / 9468 8243				\$21.10	
750,000 / 06/2014	2,574	4,042	1,468	\$0.05782	
Color Laser MFP				\$84.88	
KMBS					

*Make-Model/Speed**Serial Number/Vendor Machine ID**Life/Intro Date**Vendor**07/01/2018  
Meter**06/30/2019  
Meter**2018-2019  
Annual  
Volume**Cost/Copy  
Annual Cost**Recommendations***Tech Services Paper**

Konica Minolta BH3301P / 35 PPM

2,983

4,048

1,065

\$0.00630

None at this time.

A63P015001347 / 9348 5981

\$6.71

500,000 / 11/2015

0

0

0

\$0.00000

Black Network Printer

\$0.00

KMBS

**Subtotal Black****86,760****\$472.81****Subtotal Color****15,641****\$897.89**

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Rochester Public Works</b>					
<b>Manager's Office</b>					
Konica Minolta BHC3100P / 32 PPM	12,382	23,787	11,405	\$0.00630	None at this time.
A6DR012105039 / 9467 1519				\$71.85	
750,000 / 06/2014	1,958	3,567	1,609	\$0.05782	
Color Network Printer				\$93.03	
KMBS					
<b>Office 2</b>					
Konica Minolta BH3301P / 35 PPM	4,185	6,626	2,441	\$0.00630	None at this time.
A63P015001331 / 9467 1518				\$15.38	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<b>Office Work Room</b>					
Konica Minolta BHC654E / 65 PPM	109,887	195,874	85,987	\$0.00329	None at this time.
A2X1017018610 / 9467 1520				\$282.90	
3,000,000 / 07/2013	25,166	46,215	21,049	\$0.05135	
Color Photocopier				\$1,080.87	
KMBS					



<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Water Department Office</b>					
Konica Minolta BH3301P / 35 PPM	772	1,166	394	\$0.00630	Underused!
A63P015001345 / 9467 1533				\$2.48	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<hr/>					
	<b>Subtotal Black</b>		<b>100,227</b>	<b>\$372.61</b>	
	<b>Subtotal Color</b>		<b>22,658</b>	<b>\$1,173.90</b>	

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Rochester Revenue Building</b>					
<b>Assessing Front Desk</b>					
Konica Minolta BHC308 / 30 PPM	23,842	47,828	23,986	\$0.00329	None at this time.
A7PY011018204 / 9479 2385				\$78.91	
750,000 / 06/2016	2,077	4,513	2,436	\$0.05135	
Color Photocopier				\$125.09	
KMBS					
<b>Assessing Lower Level</b>					
Konica Minolta BHC3110 / 32 PPM	11,676	19,844	8,168	\$0.00630	None at this time.
A6DT012101580 / 9468 8126				\$51.46	
750,000 / 06/2014	589	781	192	\$0.05782	
Color Laser MFP				\$11.10	
KMBS					
<b>Assessor's Office</b>					
Konica Minolta BH3320 / 35 PPM	7,710	11,396	3,686	\$0.00630	None at this time.
A6WP011008345 / 9342 4744				\$23.22	
750,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

Rochester, C					
Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Assessor's Office (Spare)					
Konica Minolta BH3320 / 35 PPM	0	0	0	\$0.00630	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	51,807	71,372	19,565	\$0.00329	7 years from Intro.
A5C0011021203 / 9320 1058				\$64.37	
1,000,000 / 07/2012	4,562	6,383	1,821	\$0.05135	
Color Photocopier				\$93.51	
KMBS					
Tax Collector					
Konica Minolta BH3301P / 35 PPM	5,958	11,530	5,572	\$0.00630	None at this time.
A63P015001326 / 9348 5999				\$35.10	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Tax Collector E-Reg - MICR - Not in use</b>					
Konica Minolta BH3301P / 35 PPM	2,029	11,484	9,455	\$0.00630	None at this time.
A63P015000719 / 9342 4905				\$59.57	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<b>Tax Collector's Office</b>					
Konica Minolta BH654 / 65 PPM	140,612	253,327	112,715	\$0.00329	None at this time.
A5YN017012694 / 9468 8136				\$370.83	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<b>Water Billing Office</b>					
Konica Minolta BH3301P / 35 PPM	22,517	43,042	20,525	\$0.00630	None at this time.
A63P015001352 / 9468 8167				\$129.31	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<b>Subtotal Black</b>			<b>203,672</b>	<b>\$812.77</b>	
<b>Subtotal Color</b>			<b>4,449</b>	<b>\$229.70</b>	

<i>Make-Model/Speed</i> <i>Serial Number/VendorID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
<b>Wastewater Treatment Plant</b>					
<b>Basement Office</b>					
Konica Minolta BHC3100P / 32 PPM	696	1,164	468	\$0.00630	Underused!
A6DR012105036 / 9468 8166				\$2.95	
750,000 / 06/2014	66	71	5	\$0.05782	
Color Network Printer				\$0.29	
KMBS					
<b>Laboratory</b>					
Konica Minolta BH3320 / 35 PPM	5,324	9,603	4,279	\$0.00630	None at this time.
A6WP011007974 / 9468 8215				\$26.96	
750,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
<b>Office 1</b>					
Konica Minolta BH3301P / 35 PPM	4,300	8,944	4,644	\$0.00630	None at this time.
A63P015001344 / 9467 1502				\$29.26	
500,000 / 11/2015	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Office 2</b>					
Konica Minolta BHC3100P / 32 PPM	5,915	9,903	3,988	\$0.00630	None at this time.
A6DR012105038 / 9468 8165				\$25.12	
750,000 / 06/2014	1,189	2,440	1,251	\$0.05782	
Color Network Printer				\$72.33	
KMBS					
<b>SCADA Printer</b>					
Konica Minolta BHC3100P / 32 PPM	2,015	3,609	1,594	\$0.00630	None at this time.
A6DR012105035 / 9468 8164				\$10.04	
750,000 / 06/2014	36	68	32	\$0.05782	
Color Network Printer				\$1.85	
KMBS					
<b>Work Area</b>					
Konica Minolta BH3320 / 35 PPM	4,897	7,628	2,731	\$0.00630	None at this time.
A6WP011007838 / 9468 8214				\$17.21	
750,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					
<hr/>					
	<b>Subtotal Black</b>		<b>17,704</b>	<b>\$111.54</b>	
	<b>Subtotal Color</b>		<b>1,288</b>	<b>\$74.47</b>	

*Make-Model/Speed  
Serial Number/VendorID  
Life/Intro Date  
Vendor*

*07/01/2018  
Meter*

*06/30/2019  
Meter*

*2018-2019  
Annual  
Volume*

*Cost/Copy  
Annual Cost*

*Recommendations*

## Water Treatment Facility

### Lab

Konica Minolta BHC3100P / 32 PPM	165	345	180	\$0.00630	None at this time.
A6DR012105044 / 9467 1532				\$1.13	
750,000 / 06/2014	2,296	3,971	1,675	\$0.05782	
Color Network Printer				\$96.85	
KMBS					

### Main Office

Konica Minolta BH3320 / 35 PPM	8,782	16,370	7,588	\$0.00630	None at this time.
A6WP011007975 / 9467 1521				\$47.80	
750,000 / 02/2014	0	0	0	\$0.00000	
Black Laser MFP				\$0.00	
KMBS					

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<b>Subtotal Black</b>	<b>7,768</b>	<b>\$48.94</b>
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<b>Subtotal Color</b>	<b>1,675</b>	<b>\$96.85</b>
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<b>District Wide Black Totals</b>	<b>1,480,099</b>	<b>\$6,250.19</b>
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<b>District Wide Color Totals</b>	<b>191,650</b>	<b>\$10,279.39</b>
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**Your Average Color CPC is \$0.0536. Solution: Renegotiate CPC down to \$0.04, saving \$13,067 over 5 years!**

## SPC Service & Supply Cost Savings

Rochester, City Of

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 04/01/2013 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2018-2019 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

### ***BEFORE SPC***

Current Volume	PriorCPC	Average Annual Cost
1,480,099	\$0.03125	\$46,253.09

### ***CURRENTLY WITH SPC***

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
1,480,099	\$0.00422	\$6,246.02	\$40,007.08	\$200,035.38

**Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$40,007.08 x 6 years as a Client  
= \$240,042.46 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	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Gonic Fire Department	2,172	\$13.97	\$11.73	\$78.19	\$103.88
Rochester Annex Building	57,676	\$199.32	\$311.45	\$2,076.23	\$2,587.00
Rochester Central Fire Dept.	37,855	\$164.92	\$204.42	\$1,362.71	\$1,732.04
Rochester City Hall	456,779	\$1,693.98	\$2,466.61	\$16,443.20	\$20,603.78
Rochester Community Center	106,967	\$398.76	\$577.62	\$3,850.61	\$4,826.99
Rochester Ice Arena	2,399	\$15.43	\$12.95	\$86.36	\$114.74
Rochester Police Department	400,120	\$2,038.20	\$2,160.65	\$14,403.58	\$18,602.43
Rochester Public Library	86,760	\$482.62	\$468.50	\$3,123.20	\$4,074.32
Rochester Public Works	100,227	\$380.48	\$541.23	\$3,607.99	\$4,529.69
Rochester Revenue Building	203,672	\$829.87	\$1,099.83	\$7,331.82	\$9,261.52
Wastewater Treatment Plant	17,704	\$113.84	\$95.60	\$637.31	\$846.75
Water Treatment Facility	7,768	\$49.95	\$41.95	\$279.63	\$371.53
<b>Total</b>	<b>1,480,099</b>	<b>\$6,381.32</b>	<b>\$7,992.53</b>	<b>\$53,280.83</b>	<b>\$67,654.68</b>

***SPC Equipment Bids:***

***Presently our bids are coming in between 15% to 23% of Retail, while the current Salesman's Cost is 50% of Retail.***

***For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a Retail Cost of \$45,640 is coming in at \$7,342...16% of Retail! Our prices are negotiated with and supported directly by the manufacturer.***

## Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Gonic Fire Department	3,523	\$207.79
Rochester Annex Building	35,961	\$1,883.64
Rochester Central Fire Dept.	6,931	\$408.79
Rochester City Hall	27,897	\$1,478.60
Rochester Community Center	40,874	\$2,170.56
Rochester Ice Arena	677	\$39.93
Rochester Police Department	30,076	\$1,773.88
Rochester Public Library	15,641	\$915.90
Rochester Public Works	22,658	\$1,197.45
Rochester Revenue Building	4,449	\$234.31
Wastewater Treatment Plant	1,288	\$75.97
Water Treatment Facility	1,675	\$98.79
<b>Total</b>	<b>191,650</b>	<b>\$10,485.59</b>

## Service & Supply Usage Profile by Vendor - Black

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

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Black Laser MFP	53,655	\$0.00630	\$338.03	\$0.00643	\$345.00
Konica-Minolta Business Solutions	Black Network Printer	305,583	\$0.00630	\$1,925.17	\$0.00643	\$1,964.90
Konica-Minolta Business Solutions	Black Photocopier	679,650	\$0.00329	\$2,236.05	\$0.00336	\$2,283.62
Konica-Minolta Business Solutions	Color Laser MFP	38,816	\$0.00630	\$244.54	\$0.00643	\$249.59
Konica-Minolta Business Solutions	Color Network Printer	60,639	\$0.00630	\$382.03	\$0.00643	\$389.91
Konica-Minolta Business Solutions	Color Photocopier	341,756	\$0.00329	\$1,124.38	\$0.00336	\$1,148.30
<b>Total</b>		<b>1,480,099</b>	<b>\$0.00422</b>	<b>\$6,250.19</b>	<b>\$0.00431</b>	<b>\$6,381.32</b>

## 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%.**

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
Konica-Minolta Business Solutions	Color Laser MFP	26,354	\$0.05782	\$1,523.79	\$0.05898	\$1,554.36
Konica-Minolta Business Solutions	Color Network Printer	41,368	\$0.05782	\$2,391.90	\$0.05898	\$2,439.88
Konica-Minolta Business Solutions	Color Photocopier	123,928	\$0.05135	\$6,363.70	\$0.05238	\$6,491.35
<b>Total</b>		<b>191,650</b>	<b>\$0.05364</b>	<b>\$10,279.39</b>	<b>\$0.05471</b>	<b>\$10,485.59</b>

# Reprographic Equipment Assessment

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

<b>Total Number of Units</b>	<b>97</b>
<b>Total Number of Units on Lease</b>	<b>95</b>
<b>Total Number of Units Owned</b>	<b>2</b>
<b>Lease Company</b>	<b>Norway Savings</b>
<b>Lease Start Date</b>	<b>11/01/2016</b>
<b>Lease End Date</b>	<b>08/01/2021</b>
<b>Term</b>	<b>5 Annual</b>
<b>Annual Payment usually due on 8/1</b>	<b>\$53,280.83</b>
<b>Remaining Payments</b>	<b>2</b>

*\*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 BH3301P	A63P015001351
Rochester Central Fire Dept.	Konica Minolta BHC3100P	A6DR012104797
Rochester Central Fire Dept.	Konica Minolta BHC3100P	A6DR012104798
Rochester Central Fire Dept.	Konica Minolta BHC3100P	A6DR012104804
Rochester Central Fire Dept.	Konica Minolta BHC3100P	A6DR012104805
Rochester Central Fire Dept.	Konica Minolta BHC3100P	A6DR012104808
Rochester Central Fire Dept.	Konica Minolta BHC3100P	A6DR012104816
Rochester Central Fire Dept.	Konica Minolta BH554E	A9HG011000211
Rochester City Hall	Konica Minolta BH654	A5YN017012057
Rochester City Hall	Konica Minolta BH654	A5YN017012796
Rochester City Hall	Konica Minolta BH4700P	A63N011007887
Rochester City Hall	Konica Minolta BH4700P	A63N011013739
Rochester City Hall	Konica Minolta BH3301P	A63P015000785
Rochester City Hall	Konica Minolta BH3301P	A63P015001176
Rochester City Hall	Konica Minolta BH3301P	A63P015001229
Rochester City Hall	Konica Minolta BH3301P	A63P015001327
Rochester City Hall	Konica Minolta BH3301P	A63P015001337
Rochester City Hall	Konica Minolta BH3301P	A63P015001357
Rochester City Hall	Konica Minolta BH3301P	A63P015001359
Rochester City Hall	Konica Minolta BHC3100P	A6DR012104756
Rochester City Hall	Konica Minolta BHC3100P	A6DR012104773
Rochester City Hall	Konica Minolta BHC3100P	A6DR012105045
Rochester City Hall	Konica Minolta BHC3100P	A6DR012105046
Rochester City Hall	Konica Minolta BHC3100P	A6DR012105823
Rochester City Hall	Konica Minolta BHC3110	A6DT012102606
Rochester City Hall	Konica Minolta BHC458	A79M011007888
Rochester City Hall	Konica Minolta BHC308	A7PY011016404
Rochester City Hall	Konica Minolta BH554E	A9HG011000223
Rochester Community Center	Konica Minolta BHC654E	A2X1017018565
Rochester Community Center	Konica Minolta BH3301P	A63P015001338

Building	Make/Model	Serial Number
Rochester Community Center	Konica Minolta BHC3100P	A6DR012104950
Rochester Community Center	Konica Minolta BHC3100P	A6DR012105037
Rochester Community Center	Konica Minolta BHC3110	A6DT012102757
Rochester Community Center	Konica Minolta BHC458	A79M011007543
Rochester Ice Arena	Konica Minolta BHC3110	A6DT012102592
Rochester Police Department	Konica Minolta BH4700P	A63N011017485
Rochester Police Department	Konica Minolta BH4700P	A63N011017690
Rochester Police Department	Konica Minolta BH3301P	A63P015000483
Rochester Police Department	Konica Minolta BH3301P	A63P015001244
Rochester Police Department	Konica Minolta BH3301P	A63P015001323
Rochester Police Department	Konica Minolta BH3301P	A63P015001328
Rochester Police Department	Konica Minolta BH3301P	A63P015001329
Rochester Police Department	Konica Minolta BH3301P	A63P015001330
Rochester Police Department	Konica Minolta BH3301P	A63P015001333
Rochester Police Department	Konica Minolta BH3301P	A63P015001336
Rochester Police Department	Konica Minolta BH3301P	A63P015001339
Rochester Police Department	Konica Minolta BHC3100P	A6DR012104379
Rochester Police Department	Konica Minolta BHC3100P	A6DR012104849
Rochester Police Department	Konica Minolta BHC3100P	A6DR012104868
Rochester Police Department	Konica Minolta BHC3100P	A6DR012104872
Rochester Police Department	Konica Minolta BHC3100P	A6DR012104873
Rochester Police Department	Konica Minolta BHC3100P	A6DR012104877
Rochester Police Department	Konica Minolta BHC3100P	A6DR012104879
Rochester Police Department	Konica Minolta BHC3110	A6DT012100823
Rochester Police Department	Konica Minolta BHC3110	A6DT012102626
Rochester Police Department	Konica Minolta BHC3110	A6DT012102684
Rochester Police Department	Konica Minolta BH4020	A6WD011005046
Rochester Police Department	Konica Minolta BH808	A8KN011001417
Rochester Police Department	Konica Minolta BH808	A8KN011001971
Rochester Public Library	Konica Minolta BH4700P	A63N011010723
Rochester Public Library	Konica Minolta BH3301P	A63P015001273
Rochester Public Library	Konica Minolta BH3301P	A63P015001335
Rochester Public Library	Konica Minolta BH3301P	A63P015001341
Rochester Public Library	Konica Minolta BH3301P	A63P015001347



Building	Make/Model	Serial Number
Rochester Public Library	Konica Minolta BHC3100P	A6DR012104785
Rochester Public Library	Konica Minolta BHC3100P	A6DR012105065
Rochester Public Library	Konica Minolta BHC3110	A6DT012102650
Rochester Public Library	Konica Minolta BHC3110	A6DT012102695
Rochester Public Library	Konica Minolta BH3320	A6WP011006503
Rochester Public Library	Konica Minolta BHC308	A7PY011016814
Rochester Public Library	Konica Minolta BH364E	A9HJ011001650
Rochester Public Library	Konica Minolta BH364E	A9HJ011001757
Rochester Public Works	Konica Minolta BHC654E	A2X1017018610
Rochester Public Works	Konica Minolta BH3301P	A63P015001331
Rochester Public Works	Konica Minolta BH3301P	A63P015001345
Rochester Public Works	Konica Minolta BHC3100P	A6DR012105039
Rochester Revenue Building	Konica Minolta BHC454	A5C0011021203
Rochester Revenue Building	Konica Minolta BH654	A5YN017012694
Rochester Revenue Building	Konica Minolta BH3301P	A63P015000719
Rochester Revenue Building	Konica Minolta BH3301P	A63P015001326
Rochester Revenue Building	Konica Minolta BH3301P	A63P015001352
Rochester Revenue Building	Konica Minolta BHC3110	A6DT012101580
Rochester Revenue Building	Konica Minolta BH3320	A6WP011008345
Rochester Revenue Building	Konica Minolta BH3320	A6WP011008346
Wastewater Treatment Plant	Konica Minolta BH3301P	A63P015001344
Wastewater Treatment Plant	Konica Minolta BHC3100P	A6DR012105035
Wastewater Treatment Plant	Konica Minolta BHC3100P	A6DR012105036
Wastewater Treatment Plant	Konica Minolta BHC3100P	A6DR012105038
Wastewater Treatment Plant	Konica Minolta BH3320	A6WP011007838
Wastewater Treatment Plant	Konica Minolta BH3320	A6WP011007974
Water Treatment Facility	Konica Minolta BHC3100P	A6DR012105044
Water Treatment Facility	Konica Minolta BH3320	A6WP011007975

## Owned Equipment

Building	Make/Model	Serial Number
Rochester City Hall	Konica MinoltaBHC759	A2X0017005210
Rochester Revenue Building	Konica MinoltaBHC308	A7PY011018204

# STARDoc User Names

Rochester, City Of

<b>Name</b>	<b>User Name</b>
Angie Gray	angie.gray@rochesternh.net
Ann Arsenault	aarsenault
Blaine Cox	blaine.cox@rochesternh.net
Brian Sylvester	bsylvester
Chris Bowlen	cbowlen
Cristina Petropoulos	cristinap
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Dennis Schafer	dschafer
Doreen Jones	djones
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Kay Snyder	ksnyder
Kelly Walters	kwalters
Kern Mann	kmann
Lew Ricker	lricker
Lisa Clark	lclark
Mark Klose	mklose
Mark Sullivan	msullivan
Michael Scala	mscala

<b>Paul Toussaint</b>	<b>ptoussaint</b>
<b>Rhonda Young</b>	<b>ryoung</b>
<b>Roland Connors</b>	<b>roland.connors@rochesternh.net</b>
<b>Samantha Rodgers</b>	<b>samantha.rodgers</b>
<b>Sarah Ward</b>	<b>sarah.ward@rochesternh.net</b>
<b>Sonja Gonzalez</b>	<b>sonja.gonzalez@rochesternh.net</b>
<b>Todd Marsh</b>	<b>tmarsh</b>



## Benefits of partnering with SPC

### Top Benefits to **our CLIENTS:**

#### 1. Cooperative Buying

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

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will save you money benefiting from the combined purchasing power of more than 69 clients with over 3,900 devices doing more than **239** million copies and prints per year. We purchase approximately 1,100 units annually with 80 million prints out to bid.!
- We will save you time by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis, and managing the implementation.
- We will save you frustration. We manage your contracts for up to five years from the date of installation.

#### 2. Exclusive STARDoc Software

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

#### 3. Simplified Billing Program

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



## Benefits of partnering with SPC

### 4. Five-Year Equipment Replacement Schedule

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

### 5. Annual Report

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

### 6. Vendor Neutral

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

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

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



## SPC Values Our Vendors

### **Overall Benefits to our VENDORS**

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

### **Vendor Benefits Pre-Bid & During the Bid Process**

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

### **Vendor Benefits Before & During Installation**

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



## SPC Values Our Vendors

### **Vendor Ongoing Support**

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

### **Why do some vendors hesitate to bid?**

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

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