Specialized Purchasing Consultants
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2015-2016 Annual Report

Year - End Photocopier Analysis

With projected costs for 2016-17

Debra Clark
RSU 01 - Bath
34 Wing Farm Parkway
Bath, ME 04530

Specialized Purchasing Consultants Corp.

Serving Maine & New Hampshire since 1988

September 2016

Skip Tilton
President

Corporate Office:
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Debra Clark
RSU 01 - Bath
34 Wing Farm Parkway
Bath, ME 04530

Dear Debra:

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is now 12 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 and discuss how these are being utilized in your district. We also welcome suggestions for improvement to enhance your experience with SPC.

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

Table of Contents

The SPC Team... 3
Equipment Health Status 5
Aging Equipment Summary 6
Warranty Progress Report 8
Warranty Replaced Machines 9
Annual Black Volume by Building 10
Annual Black Volume Overall 11
Average Student to Copy Usage – Black Only 12
Cost Comparison – Black 13
Annual Color Volume by Building 14
Annual Color Volume Overall 15
Average Student to Copy Usage – Color Only 16
Cost Comparison – Color 17
Color to Total Volume Percentage 18
Usage Profile for Service & Supplies 19
SPC Service & Supply Cost Savings 54
Projected Equipment Costs by Building - Black 55
Projected Equipment Costs by Building - Color 56
Service & Supply Usage Profile by Vendor - Black 57
Service & Supply Usage Profile by Vendor - Color 58
Reprographic Equipment Assessment 59
Leased Equipment 60
Owned Equipment 63
Service and Supply Contract - Client 64
Warranty 65
STARDoc User Names 66
STARDoc History 67
STARDoc History 68
Benefits of partnering with SPC 70
SPC Values Our Vendors 71

The SPC Team…

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

Skip Tilton, President
Billie Jo Tilton, Vice President

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

Sue Penney
Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics platforms to our community of clients. My 20+ years of experience in corporate management will be key in strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

Alex Webster
Director of Customer Relations

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 features that normally cost thousands of dollars at no additional charge for our clients.

Robert B. Dutil
Director of Information Technology

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

Rachel Guay
Accounting Coordinator

I am responsible for the majority of the accounting communications between SPC and its vendors and clients. I will rely upon my years of experience and my strong attention to detail to ensure our clients' needs are well served. It is my goal to work accurately and efficiently and to uphold the high standards of customer satisfaction that SPC has provided to their customers. I look forward to establishing a strong working relationship with each and every one of you.

The SPC Team Continued….

Pamela Weed

Client-Vendor Relations

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

Joel Heffernan

Field Representative – Client Relations

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

Equipment Health Status

Total Number of Machines:	88
Total Black Photocopiers	21
Total Color Photocopiers	9
Total Black Network Printers	53
Total Color Network Printers	5
Total Removed from Service:	2
# of Units OFF Warranty:	1
# of Units Approaching End of Warranty:	37
# of Units Overused:	2
# of Units Underused:	4
Commencement Date:	8/2/2013
# of Annual Payments Left on Lease	2
All Warranties and Service Contracts Expire:	6/30/2018**
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract Signed	Yes

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

**Current Service and Warranty Contracts fall shy of your current equipment lease end date (8/1/18). We are working to correct this oversight so that your contracts continue through the end of the fiscal year after your last lease payment (6/30/19).

Dear Debra,

It has been three years since your last upgrade and you will benefit from an onsite visit and an upgrade since costs have come down over the years. In order to stay ahead of the end of contract, that upgrade could take place around spring of 2017 . At that time you could address the 37 machines approaching the end of their warranty as well as the 1 machine already off warranty. I am confident that there are other needs that an onsite visit we will be able to address. It is always good to stay ahead of the reliability curve.

It is important to not ignore machines that are being overused or underused. In your case, we have 2 machines being overused and 4 that are being underused. One of our responsibilities as a consultant firm is to make sure you maximize your capital investment as well as minimize the cost of operation on your service contracts.

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
Bath Middle School	Guidance Office	Kyocera FS-1350DN	XVD9905030	BUDGET	01/2009
Bath Middle School	Library	Konica Minolta BH421	A0R6011003269	BUDGET	06/2008
Bath Middle School	Library	Kyocera FS-2020D	XVH8Z01219	BUDGET	03/2009
Bath Middle School	Library	Konica Minolta BH40P	A0DX013004581	BUDGET	03/2008
Bath Middle School	Room 106	Kyocera FS-1300D	XVB8505756	BUDGET	03/2008
Bath Middle School	Room 200 Teachers' Room	Konica Minolta BH751	A0PN011000199	BUDGET	12/2008
Bath Middle School	Room 202	Kyocera FS-1350DN	XVD9904901	BUDGET	01/2009
Bath Middle School	Room 302 Special Ed	HP Laser Jet P2035	CNB9G31137	BUDGET	11/2008
Bath Reg Career & Tech Center	Room 306B	Konica Minolta BH501	A0R5011012140	BUDGET	06/2008
Bath Reg Career & Tech Center	Room 329	Kyocera FS-1350DN	XVD9904980	BUDGET	01/2009
Bath Reg Career & Tech Center	Room 407 sTaff	Konica Minolta BH501	A0R5011004642	BUDGET	06/2008
Bath Reg Career & Tech Center	Room 412	Kyocera FS-C5350DN	XVG9Z03126	BUDGET	08/2009
Bath Reg Career & Tech Center	Room 413	HP Laser Jet P2035n	CNB9T43636	BUDGET	11/2008
Bath Reg Career & Tech Center	Room 419	Konica Minolta MC 8650	A02E01A001015	BUDGET	01/2008
Dike-Newell School	2nd Floor Computer Lab	Konica Minolta BH40P	A0DX013004580	BUDGET	03/2008
Dike-Newell School	2nd Floor Work Room	Konica Minolta BH601	A0PP011008017	BUDGET	12/2008
Dike-Newell School	Main Office	Kyocera FS-C5350DN	QVQ1Y04932	BUDGET	08/2009
Fisher Mitchell School	Library Work Room	Konica Minolta BHC452	A0P2011002612	BUDGET	09/2009
Fisher Mitchell School	Main Office Work Room	Konica Minolta BH601	A0PP011007980	BUDGET	12/2008
Fisher Mitchell School	RES	Kyocera FS-1350DN	XVD9905026	BUDGET	01/2009
Fisher Mitchell School	Teachers' Room	Konica Minolta BH601	A0PP011007978	BUDGET	12/2008

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Morse High	Guidance Office	Konica Minolta BH501	A0R5011012197	BUDGET	06/2008
Morse High	Kitchen Office	Kyocera FS-1350DN	XVD9904899	BUDGET	01/2009
Morse High	Room 117	Kyocera FS-1300D	XVB8505761	BUDGET	03/2008
Morse High	Room 136B	Konica Minolta BH40P	A0DX013004583	BUDGET	03/2008
Morse High	Room 501	Kyocera FS-2020D	XVH8Z01208	BUDGET	03/2009
Morse High	Science Conf Room 1	Kyocera FS-2020D	XVH8Z01207	BUDGET	03/2009
Phippsburg Elementary	Computer Room	Kyocera FS-2020D	XVH8Z01214	BUDGET	03/2009
Phippsburg Elementary	Main Office	Konica Minolta BH501	A0R5011012150	BUDGET	06/2008
RSU 01	Administrative Copy Room	Konica Minolta BH601	A0PP011007977	BUDGET	12/2008
RSU 01	Administrative Office	Kyocera FS-C5350DN	QVQ1Y04866	BUDGET	08/2009
RSU 01	Administrative Office	Kyocera FS-1350DN	XVD9X06038	BUDGET	01/2009
RSU 01	Administrative Office	HP Laser Jet P2055dn	CBN1C06541	BUDGET	10/2008
Woolwich Central	Library	Kyocera FS-C5350DN	QVQ1Y04821	BUDGET	08/2009
Woolwich Central	Room C110	Kyocera FS-1300D	XVB8202927	BUDGET	03/2008
Woolwich Central	Room C315	Konica Minolta BH421	A0R6011001677	BUDGET	06/2008
Woolwich Central	Room G116 Kitchen	Brother HL-5170DN	E5J866242	BUDGET	01/2004

Warranty Progress Report

For Year 2015-2016

Equipment Details

Fisher Mitchell School

Computer Lab

			Black Meter & Volume		***Color Meter & Volume***
Kyocera FS-4200DN	***Begin Date:***	3/17/2016	***Begin Meter***	4,554	
NU43817938	***End Date:***	6/30/2016	***End Meter***	5,856	
BUDGET - 19510			***Black Volume:***	1,302	
Model Intro Date: 10/1/2012					

Date	***Comments***
3/30/2016	Warranty replacement for #19357, SN NUK2X03609 by vendor on 3/17/16.

			Black Meter & Volume		***Color Meter & Volume***
Kyocera FS-4100DN	***Begin Date:***	7/1/2015	***Begin Meter***	18,224	
NUK2X03609	***End Date:***	2/18/2016	***End Meter***	23,949	
BUDGET - 19357			***Black Volume:***	5,725	
Model Intro Date: 10/1/2012					

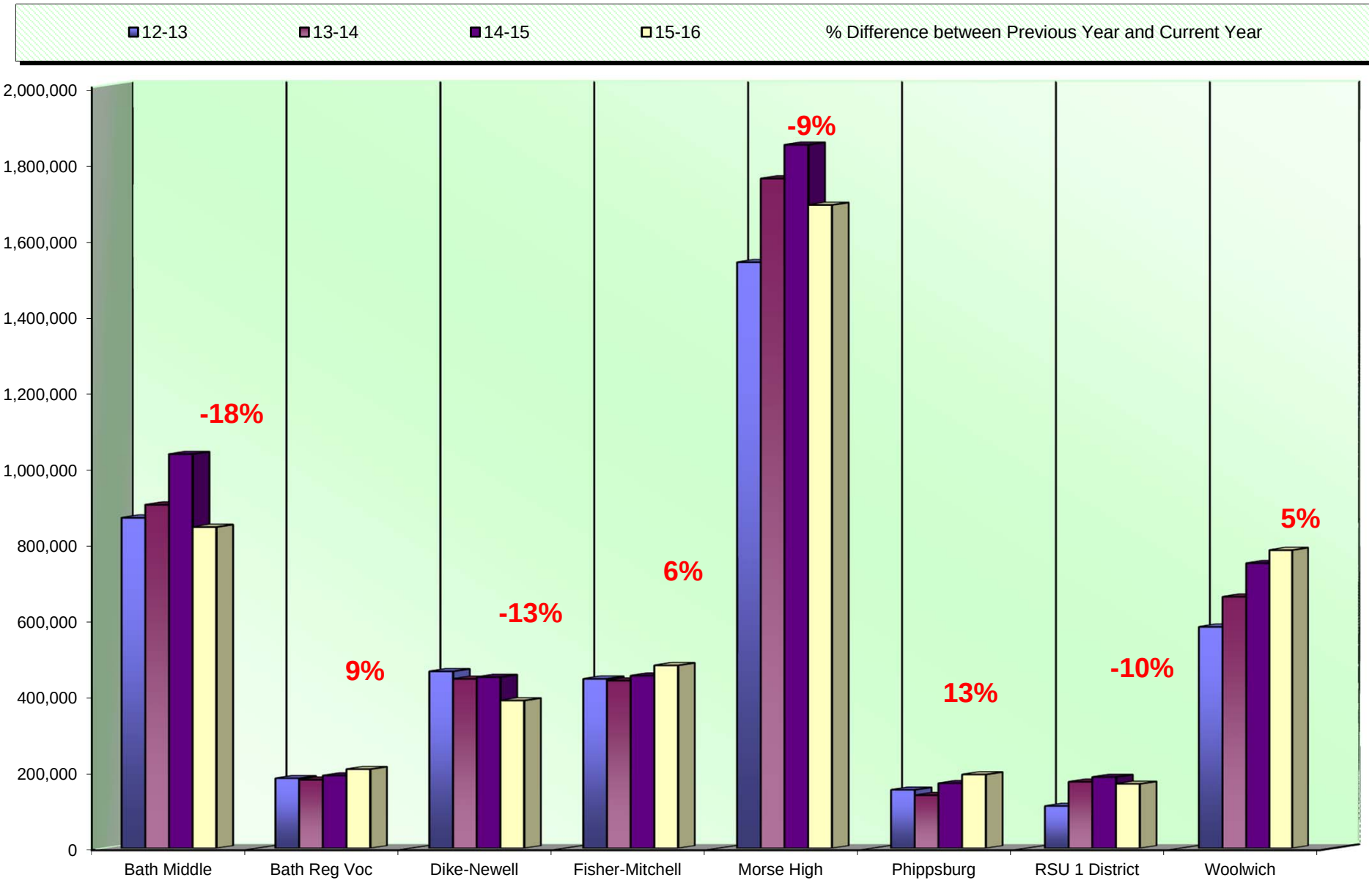
Date	***Comments***
3/30/2016	Replaced under warranty with NU43817938 by vendor on 2/18/16.

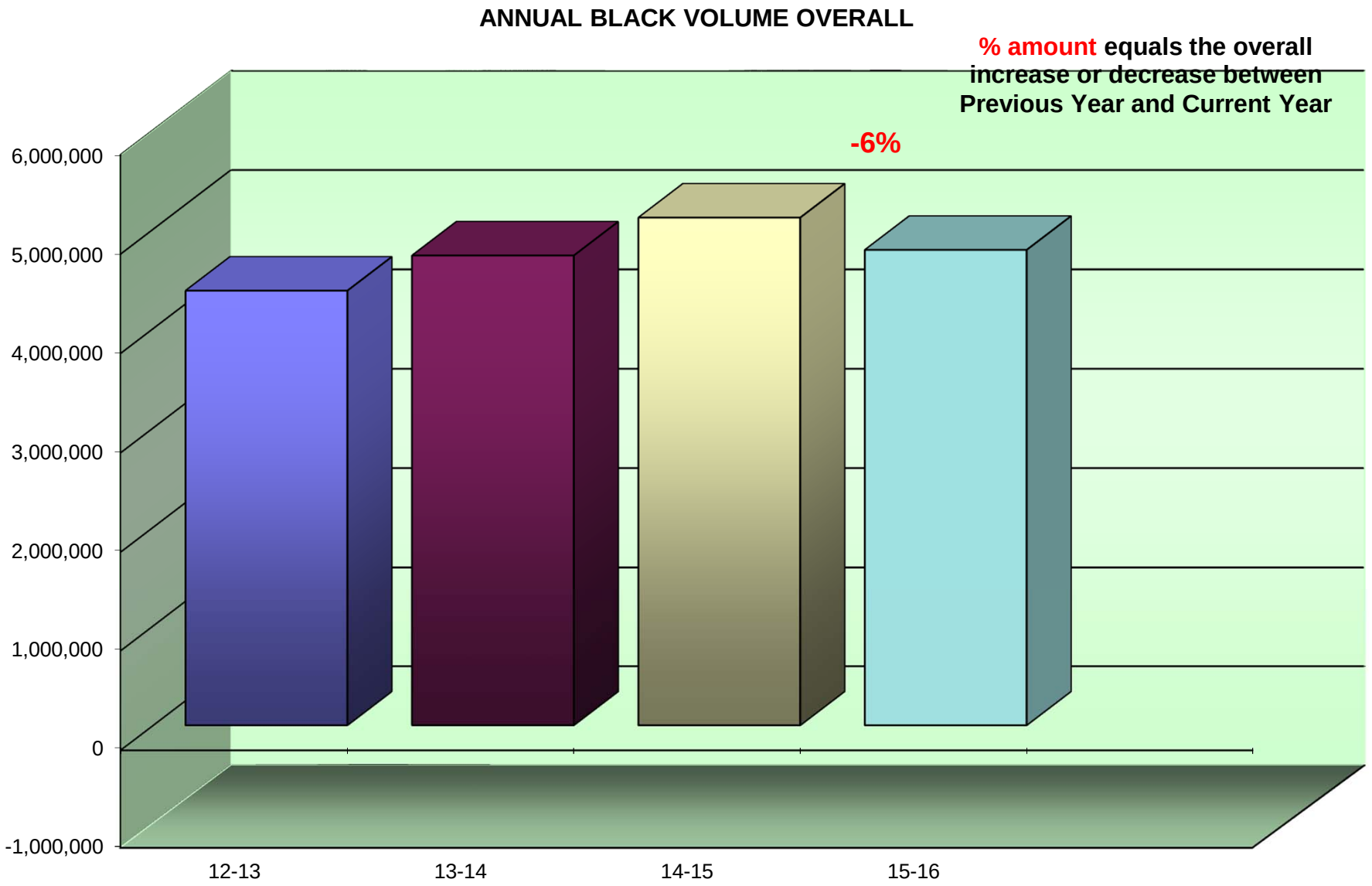
Warranty Replaced Machines

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
Fisher Mitchell School	Computer Lab	Kyocera FS-4020DN	XVK9805437	15053	3/16/2016
Fisher Mitchell School	Computer Lab	Kyocera FS-4100DN	NUK2X03609	19357	2/18/2016

ANNUAL BLACK VOLUME BY BUILDING




ANNUAL BLACK VOLUME OVERALL
% amount equals the overall increase or decrease between Previous Year and Current Year
-6%
6,000,000
5,000,000
4,000,000
3,000,000
2,000,000
1,000,000
0
-1,000,000
12-13
13-14
14-15
15-16

Average Student to Copy Usage – Black Only

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

Building Name	*Student Population*	*Annual Volume*	*Total School Cost**	*Annual Copies Per Student*	*Annual Cost Per Student*
Bath Middle School	336	847,372	$17,809.51	2,522	$53.00
Bath Reg Career & Tech Center	176	213,599	$4,704.29	1,214	$26.73
Dike-Newell School	240	394,656	$8,109.53	1,644	$33.79
Fisher Mitchell School	243	485,239	$10,184.89	1,997	$41.91
Morse High	618	1,687,933	$34,800.02	2,731	$56.31
Phippsburg Elementary	97	199,234	$4,174.40	2,054	$43.04
RSU 01	0	173,850	$3,949.44	0	$0.00
Woolwich Central	380	787,164	$16,086.79	2,071	$42.33
Totals	**2,090**	**4,789,047**	**$99,818.87**	**2,291**	**$47.76**

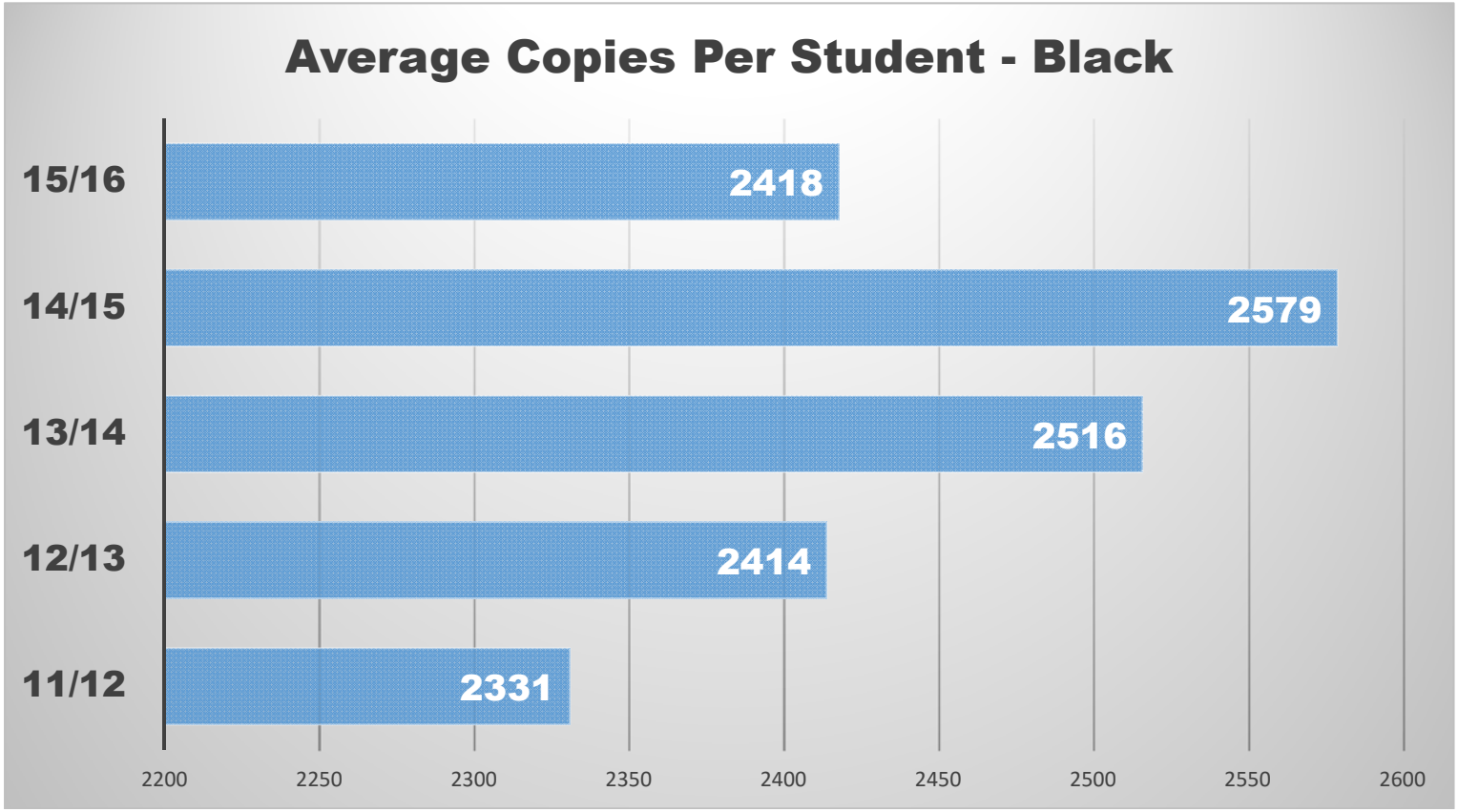
Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.

Cost Comparison – Black

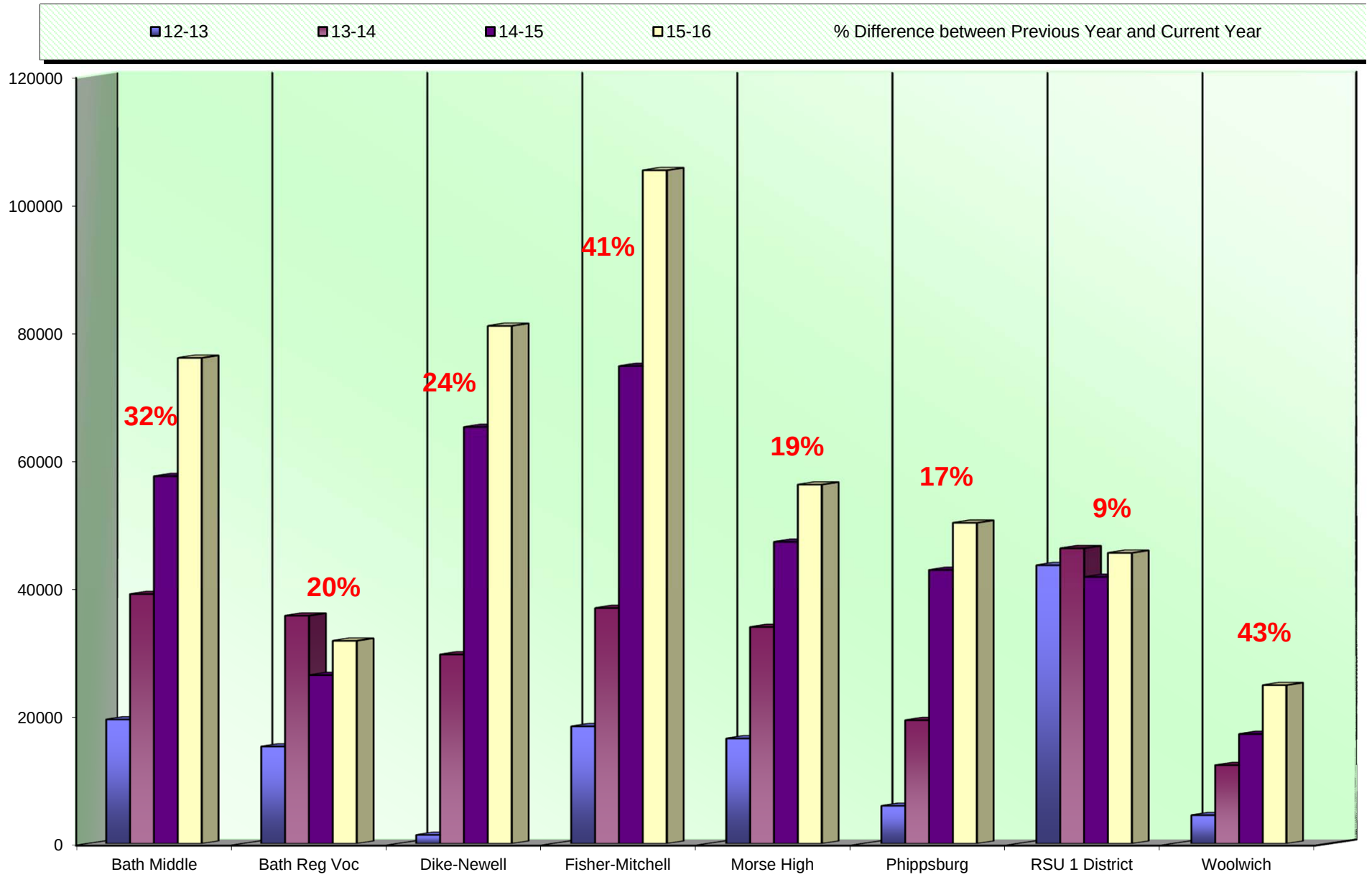
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	Total Student Population	*Total Annual Volume*	*Total District Cost**	*Annual Copies Per Student*	*Annual Cost Per Student*
All Schools w/student populations	**108,464**	**262,254,700**	**$4,909,783**	**2,418**	**$45.27**

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

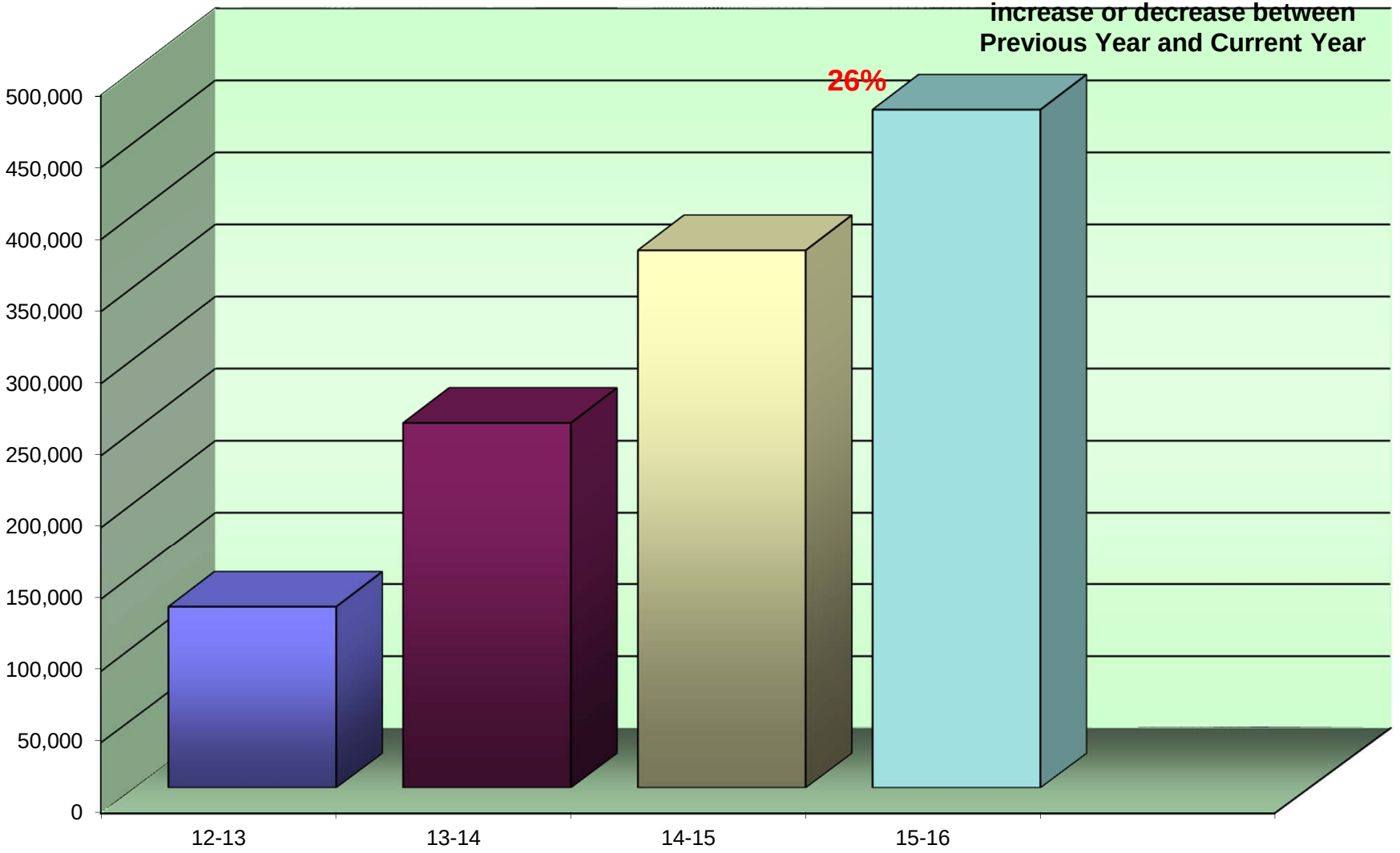


ANNUAL COLOR VOLUME BY BUILDING



ANNUAL COLOR VOLUME BY DISTRICT

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



Average Student to Copy Usage – Color Only

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

Building Name	*Student Population*	*Annual Volume*	*Total School Cost**	*Annual Copies Per Student*	*Annual Cost Per Student*
Bath Middle School	336	76,096	$3,046.12	226	$9.07
Bath Reg Career & Tech Center	176	31,973	$1,591.98	182	$9.05
Dike-Newell School	240	81,085	$3,976.90	338	$16.57
Fisher Mitchell School	243	105,312	$4,215.64	433	$17.35
Morse High	618	56,365	$2,256.29	91	$3.65
Phippsburg Elementary	97	50,411	$2,017.95	520	$20.80
RSU 01	0	45,732	$1,852.12	0	$0.00
Woolwich Central	380	25,092	$1,212.21	66	$3.19
Totals	**2,090**	**472,066**	**$20,169.21**	**226**	**$9.65**

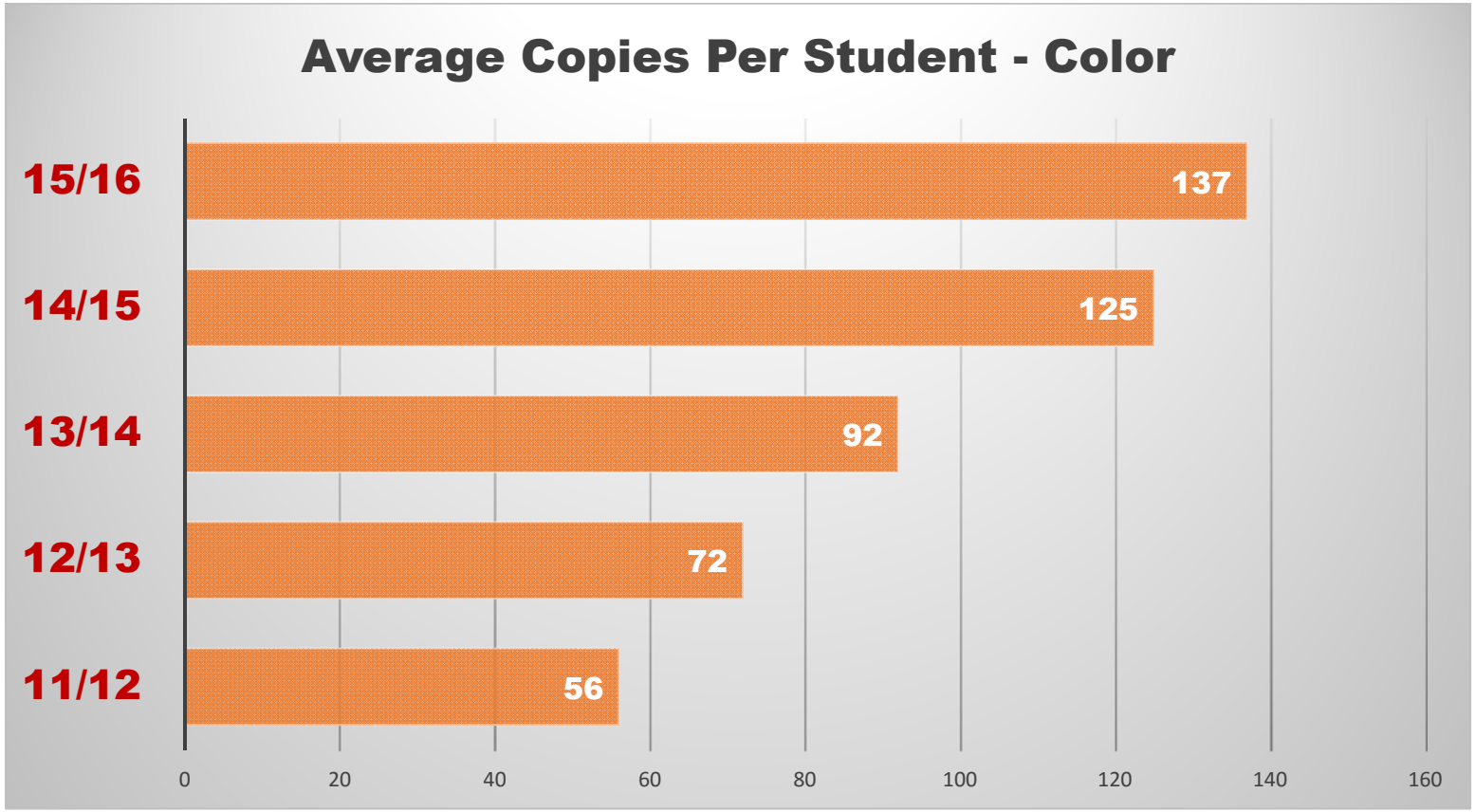
****Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.***

Cost Comparison – Color

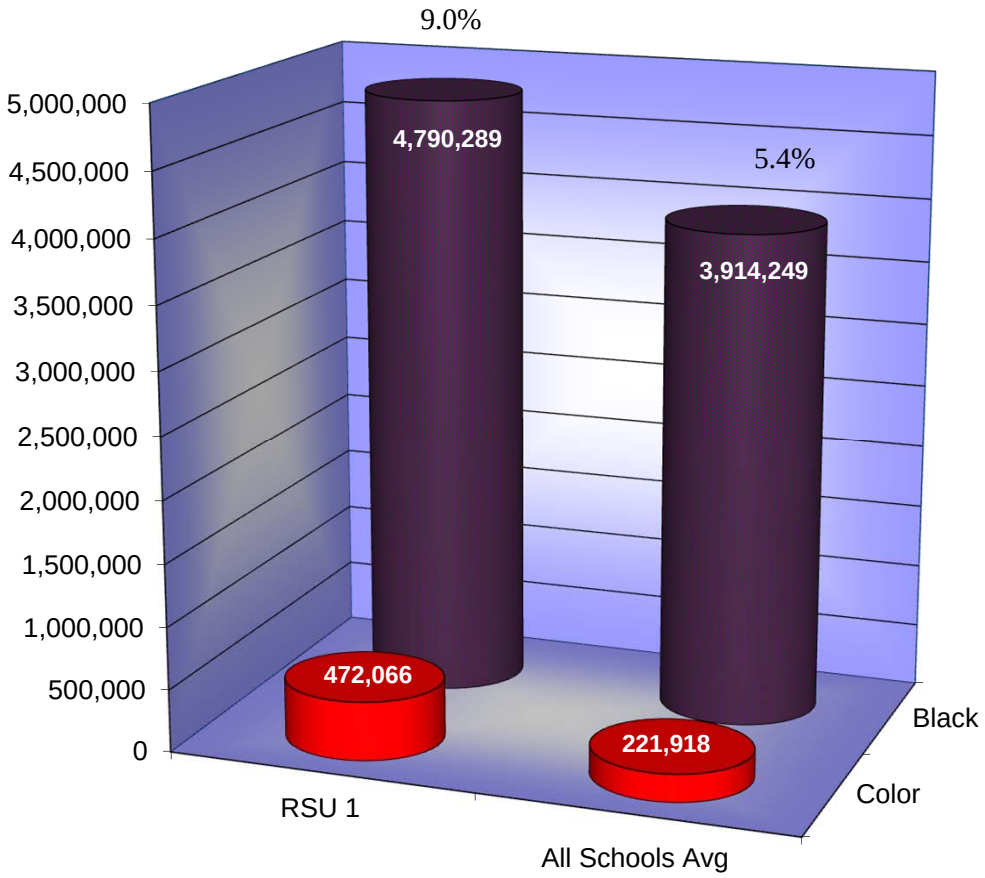
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	Total Student Population	*Total Annual Volume*	*Total District Cost**	*Annual Copies Per Student*	*Annual Cost Per Student*
All Schools w/student populations	**108,464**	**14,868,490**	**$787,820**	**137**	**$7.25**

**Total District Cost refers to the cost of Service, Supplies and Paper. Equipment is calculated only into the Black Volume.*



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.

Date of Last Upgrade: 8/2/2013

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
BATH MIDDLE SCHOOL					
Food Service					
Kyocera FS-1370DN / 37 PPM Q653664496 / 19337 750,000 / 07/2010 Black Network Printer **BUDGET**	4,791 0	6,137 0	1,346 0	$0.007650 $10.30 $0.00000 $0.00	None at this time.
Guidance Office					
Kyocera FS-1350DN / 32 PPM XVD9905030 / 15114 750,000 / 01/2009 Black Network Printer **BUDGET**	37,991 0	45,996 0	8,005 0	$0.007650 $61.24 $0.00000 $0.00	7 years from Intro.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
BATH MIDDLE SCHOOL					
Library					
Konica Minolta BH40P / 45 PPM A0DX013004581 / 19330 1,000,000 / 03/2008 Black Network Printer **BUDGET**	63,289 0	74,150 0	10,861 0	$0.007650 $83.09 $0.00000 $0.00	8 years from Intro.
Konica Minolta BH421 / 45 PPM A0R6011003269 / 13568 1,000,000 / 06/2008 Black Photocopier **BUDGET**	1,882,994 0	1,903,789 0	20,795 0	$0.004390 $91.29 $0.00000 $0.00	8 years from Intro.
Kyocera FS-2020D / 37 PPM XVH8Z01219 / 14081 750,000 / 03/2009 Black Network Printer **BUDGET**	54,854 0	56,711 0	1,857 0	$0.007650 $14.21 $0.00000 $0.00	7 years from Intro.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
BATH MIDDLE SCHOOL					
Main Office					
Konica Minolta BHC554 / 55 PPM A5AY011001508 / 19305 3,000,000 / 08/2012 Color Photocopier **BUDGET**	262,476 89,704	380,450 165,800	117,974 76,096	$0.004590 $541.50 $0.03963 $3,015.68	None at this time.
Kyocera FS-4100DN / 45 PPM NUK2X03587 / 19339 1,000,000 / 10/2012 Black Network Printer **BUDGET**	26,333 0	41,325 0	14,992 0	$0.007650 $114.69 $0.00000 $0.00	None at this time.
Room 105					
Kyocera FS-1370DN / 37 PPM Q651Z30158 / 17678 750,000 / 07/2010 Black Network Printer **BUDGET**	6,089 0	8,486 0	2,397 0	$0.007650 $18.34 $0.00000 $0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
BATH MIDDLE SCHOOL					
Room 106					
Kyocera FS-1300D / 30 PPM XVB8505756 / 13320 750,000 / 03/2008 Black Network Printer **BUDGET**	48,847 0	59,659 0	10,812 0	$0.007650 $82.71 $0.00000 $0.00	8 years from Intro.
Room 200 Teachers' Room					
Konica Minolta BH751 / 75 PPM A0PN011000199 / 19329 4,000,000 / 12/2008 Black Photocopier **BUDGET**	1,452,842 0	1,761,382 0	308,540 0	$0.004390 $1,354.49 $0.00000 $0.00	8 years from Intro.
Room 202					
Kyocera FS-1350DN / 32 PPM XVD9904901 / 15071 750,000 / 01/2009 Black Network Printer **BUDGET**	11,487 0	13,253 0	1,766 0	$0.007650 $13.51 $0.00000 $0.00	7 years from Intro.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2013* *Recommendations*
BATH MIDDLE SCHOOL					
Room 205					
Kyocera FS-4100DN / 45 PPM	30,829	45,154	14,325	$0.007650	None at this time.
NUK2X03596 / 19342				$109.59	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 209					
Kyocera FS-4100DN / 45 PPM	14,007	19,247	5,240	$0.007650	None at this time.
NUK2X03597 / 19344				$40.09	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 219					
Kyocera FS-1370DN / 37 PPM	20,308	24,129	3,821	$0.007650	None at this time.
Q651Z32014 / 17679				$29.23	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2013* *Recommendations*
BATH MIDDLE SCHOOL					
Room 301					
Kyocera FS-1370DN / 37 PPM	3,736	5,752	2,016	$0.007650	None at this time.
Q653664494 / 19338				$15.42	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 302 Special Ed					
HP Laser Jet P2035 / 30 PPM	730	5,098	4,368	$0.009560	8 years from Intro.
CNB9G31137 / 16278				$41.76	
750,000 / 11/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 306					
Kyocera FS-4100DN / 45 PPM	26,369	35,126	8,757	$0.007650	None at this time.
NUK2X03600 / 19345				$66.99	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
BATH MIDDLE SCHOOL					
Room 308					
Kyocera FS-4100DN / 45 PPM NUK2X03595 / 19343 1,000,000 / 10/2012 Black Network Printer **BUDGET**	22,777 0	36,753 0	13,976 0	$0.007650 $106.92 $0.00000 $0.00	None at this time.
Teachers' Room					
Konica Minolta BH754 / 75 PPM A55V011001258 / 19301 4,000,000 / 03/2013 Black Photocopier **BUDGET**	808,838 0	1,104,362 0	295,524 0	$0.003980 $1,176.19 $0.00000 $0.00	None at this time.
	Subtotals Black		***847,372***	***$3,971.53***	
	Subtotals Color		***76,096***	***$3,015.68***	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2013* *Recommendations*
BATH REG CAREER & TECH CENTER					
Building Construction Room 8					
Konica Minolta BH20 / 32 PPM A32R012018405 / 19367 750,000 / 08/2010 Black Laser MFP **BUDGET**	3,784 0	7,607 0	3,823 0	$0.007650 $29.25 $0.00000 $0.00	None at this time.
Main Office					
Konica Minolta BHC554 / 55 PPM A5AY011001483 / 19306 3,000,000 / 08/2012 Color Photocopier **BUDGET**	98,872 41,952	144,697 63,792	45,825 21,840	$0.004590 $210.34 $0.03963 $865.52	None at this time.
Room 306B					
Konica Minolta BH501 / 50 PPM A0R5011012140 / 19323 2,000,000 / 06/2008 Black Photocopier **BUDGET**	296,940 0	310,464 0	13,524 0	$0.004390 $59.37 $0.00000 $0.00	8 years from Intro.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
BATH REG CAREER & TECH CENTER					
Room 329					
Kyocera FS-1350DN / 32 PPM XVD9904980 / 15072 750,000 / 01/2009 Black Network Printer **BUDGET**	57,436 0	68,130 0	10,694 0	$0.007650 $81.81 $0.00000 $0.00	7 years from Intro.
Room 401					
Kyocera FS-4100DN / 45 PPM NUK2X03589 / 19362 1,000,000 / 10/2012 Black Network Printer **BUDGET**	5,977 0	11,201 0	5,224 0	$0.007650 $39.96 $0.00000 $0.00	None at this time.
Room 403					
Kyocera FS-1370DN / 37 PPM Q653664499 / 19365 750,000 / 07/2010 Black Network Printer **BUDGET**	5,731 0	8,298 0	2,567 0	$0.007650 $19.64 $0.00000 $0.00	None at this time.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2013* *Recommendations*
BATH REG CAREER & TECH CENTER					
Room 407 sTaff					
Konica Minolta BH501 / 50 PPM A0R5011004642 / 19590 2,000,000 / 06/2008 Black Photocopier **BUDGET**	579,823 0	668,379 0	88,556 0	$0.004390 $388.76 $0.00000 $0.00	8 years from Intro.
Room 408					
Kyocera FS-4100DN / 45 PPM NUK2X03594 / 19356 1,000,000 / 10/2012 Black Network Printer **BUDGET**	9,356 0	11,796 0	2,440 0	$0.007650 $18.67 $0.00000 $0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
BATH REG CAREER & TECH CENTER					
Room 411					
Kyocera FS-1370DN / 37 PPM Q653664493 / 19363 750,000 / 07/2010 Black Network Printer **BUDGET**	1,168 0	1,985 0	817 0	$0.007650 $6.25 $0.00000 $0.00	None at this time.
Kyocera FS-4100DN / 45 PPM NUK2X03582 / 19361 1,000,000 / 10/2012 Black Network Printer **BUDGET**	5,736 0	13,549 0	7,813 0	$0.007650 $59.77 $0.00000 $0.00	None at this time.
Room 412					
Kyocera FS-C5350DN / 32 PPM XVG9Z03126 / 15509 750,000 / 08/2009 Color Network Printer **BUDGET**	8,602 10,933	10,306 12,519	1,704 1,586	$0.007650 $13.04 $0.07013 $111.23	7 years from Intro.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
BATH REG CAREER & TECH CENTER					
Room 413					
HP Laser Jet P2035n / 30 PPM CNB9T43636 / 16250 750,000 / 11/2008 Black Network Printer **BUDGET**	116,899 0	144,557 0	27,658 0	$0.009560 $264.41 $0.00000 $0.00	8 years from Intro.
Room 419					
Konica Minolta MC 8650 / 33 PPM A02E01A001015 / 17279 750,000 / 01/2008 Color Network Printer **BUDGET**	8,868 29,490	11,822 38,037	2,954 8,547	$0.007650 $22.60 $0.07013 $599.40	8 years from Intro.
	Subtotals Black		***213,599***	***$1,213.85***	
	Subtotals Color		***31,973***	***$1,576.15***	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
DIKE-NEWELL SCHOOL					
2nd Floor Computer Lab					
Konica Minolta BH40P / 45 PPM A0DX013004580 / 19321 1,000,000 / 03/2008 Black Network Printer **BUDGET**	28,449 0	30,141 0	1,692 0	$0.007650 $12.94 $0.00000 $0.00	8 years from Intro.
2nd Floor Work Room					
Konica Minolta BH601 / 60 PPM A0PP011008017 / 19320 3,000,000 / 12/2008 Black Photocopier **BUDGET**	1,031,722 0	1,099,287 0	67,565 0	$0.004390 $296.61 $0.00000 $0.00	8 years from Intro.
Main Office					
Kyocera FS-C5350DN / 32 PPM QVQ1Y04932 / 17676 750,000 / 08/2009 Color Network Printer **BUDGET**	20,198 36,740	28,438 60,476	8,240 23,736	$0.007650 $63.04 $0.07013 $1,664.61	7 years from Intro.

Date of Last Upgrade: 8/2/2013

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
DIKE-NEWELL SCHOOL					
Main Office Side Room					
Konica Minolta BHC280 / 28 PPM A0ED012008591 / 16412 500,000 / 09/2015 Color Photocopier **BUDGET**	87,446 81,034	88,006 81,450	560 416	$0.004590 $2.57 $0.03963 $16.49	Traded
Konica Minolta BHC554 / 55 PPM A5AY011001447 / 19307 3,000,000 / 08/2012 Color Photocopier **BUDGET**	123,778 64,199	174,632 121,132	50,854 56,933	$0.004590 $233.42 $0.03963 $2,256.25	None at this time.
Room 28					
Konica Minolta BH754 / 75 PPM A55V011001320 / 19380 4,000,000 / 03/2013 Black Photocopier **BUDGET**	550,195 0	815,940 0	265,745 0	$0.003980 $1,057.67 $0.00000 $0.00	None at this time.
	Subtotals Black		***394,656***	***$1,666.25***	
	Subtotals Color		***81,085***	***$3,937.35***	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2013* *Recommendations*
FISHER MITCHELL SCHOOL					
840SF					
Kyocera FS-4100DN / 45 PPM	2,467	4,097	1,630	$0.007650	None at this time.
NUK2X03583 / 19358				$12.47	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
FISHER MITCHELL SCHOOL					
Computer Lab					
Kyocera FS-4020DN / 47 PPM XVK9805437 / 15053 1,000,000 / 04/2009 Black Network Printer **BUDGET**	125,043 0	126,290 0	1,247 0	$0.007650 $9.54 $0.00000 $0.00	Traded
Kyocera FS-4100DN / 45 PPM NUK2X03609 / 19357 1,000,000 / 10/2012 Black Network Printer **BUDGET**	18,224 0	23,949 0	5,725 0	$0.007650 $43.80 $0.00000 $0.00	None at this time.
Kyocera FS-4200DN / 52 PPM NU43817938 / 19510 3,000,000 / 10/2012 Black Network Printer **BUDGET**	4,554 0	5,856 0	1,302 0	$0.007650 $9.96 $0.00000 $0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
FISHER MITCHELL SCHOOL					
Library Work Room					
Konica Minolta BHC452 / 45 PPM A0P2011002612 / 19326 1,000,000 / 09/2009 Color Photocopier **BUDGET**	591,144 268,465	767,112 373,777	175,968 105,312	$0.004590 $807.69 $0.03963 $4,173.51	7 years from Intro. Overused! Shift some volume to Main Office work room.
Main Office					
HP Laser Jet Pro M401dn / 35 PPM VNG3T00030 / 19317 750,000 / 06/2012 Black Network Printer **BUDGET**	15,133 0	25,576 0	10,443 0	$0.009560 $99.84 $0.00000 $0.00	None at this time.
Main Office Work Room					
Konica Minolta BH601 / 60 PPM A0PP011007980 / 18363 3,000,000 / 12/2008 Black Photocopier **BUDGET**	655,949 0	674,646 0	18,697 0	$0.004390 $82.08 $0.00000 $0.00	8 years from Intro. Underused! Shift volume from Library Work Room.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
FISHER MITCHELL SCHOOL					
RES					
Kyocera FS-1350DN / 32 PPM	14,595	17,439	2,844	$0.007650	7 years from Intro.
XVD9905026 / 15070				$21.76	
750,000 / 01/2009	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Teachers' Room					
Konica Minolta BH601 / 60 PPM	1,124,073	1,391,456	267,383	$0.004390	8 years from Intro.
A0PP011007978 / 19325				$1,173.81	
3,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					
	Subtotals Black		***485,239***	***$2,260.94***	
	Subtotals Color		***105,312***	***$4,173.51***	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
MORSE HIGH					
Automotive Room 7					
Kyocera FS-4100DN / 45 PPM	6,924	11,566	4,642	$0.007650	None at this time.
NUK2X03585 / 19333				$35.51	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Computer Lab Room 10					
Kyocera FS-4100DN / 45 PPM	7,464	9,573	2,109	$0.007650	None at this time.
NUK2X03598 / 19359				$16.13	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2013* *Recommendations*
MORSE HIGH					
Copy Room					
Konica Minolta BH754 / 75 PPM A55V011001287 / 19304 4,000,000 / 03/2013 Black Photocopier **BUDGET**	756,676 0	1,320,846 0	564,170 0	$0.003980 $2,245.40 $0.00000 $0.00	None at this time.
Konica Minolta BH754 / 75 PPM A55V011001283 / 19302 4,000,000 / 03/2013 Black Photocopier **BUDGET**	1,030,478 0	1,516,927 0	486,449 0	$0.003980 $1,936.07 $0.00000 $0.00	None at this time.
Konica Minolta BH754 / 75 PPM A55V011001345 / 19381 4,000,000 / 03/2013 Black Photocopier **BUDGET**	1,192,341 0	1,597,816 0	405,475 0	$0.003980 $1,613.79 $0.00000 $0.00	None at this time.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2013* *Recommendations*
MORSE HIGH					
Guidance Office					
Konica Minolta BH501 / 50 PPM	363,466	410,103	46,637	$0.004390	8 years from Intro.
A0R5011012197 / 17358				$204.74	
2,000,000 / 06/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					
IT Staging					
Konica Minolta BH20 / 32 PPM	4,180	5,107	927	$0.007650	None at this time.
A32R012018988 / 18758				$7.09	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
BUDGET					
Kitchen Office					
Kyocera FS-1350DN / 32 PPM	9,547	12,323	2,776	$0.007650	7 years from Intro.
XVD9904899 / 15104				$21.24	
750,000 / 01/2009	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
MORSE HIGH					
Library Media Center					
Kyocera FS-1370DN / 37 PPM Q653664509 / 19364 750,000 / 07/2010 Black Network Printer **BUDGET**	38,823 0	48,874 0	10,051 0	$0.007650 $76.89 $0.00000 $0.00	None at this time.
Lobby					
Konica Minolta BH20 / 32 PPM A32R012018402 / 19366 750,000 / 08/2010 Black Laser MFP **BUDGET**	18,338 0	25,759 0	7,421 0	$0.007650 $56.77 $0.00000 $0.00	None at this time.
Main Office					
Konica Minolta BHC454 / 45 PPM A5C0011000245 / 19360 1,000,000 / 07/2012 Color Photocopier **BUDGET**	140,849 77,843	198,466 134,208	57,617 56,365	$0.004590 $264.46 $0.03963 $2,233.74	None at this time.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2013* *Recommendations*
MORSE HIGH					
Rom 128					
Kyocera FS-4100DN / 45 PPM	61,469	98,749	37,280	$0.007650	None at this time.
NUK2X03592 / 19340				$285.19	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 102					
Kyocera FS-4100DN / 45 PPM	5,482	9,116	3,634	$0.007650	None at this time.
NUK2X03591 / 19336				$27.80	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 117					
Kyocera FS-1300D / 30 PPM	41,564	47,397	5,833	$0.007650	8 years from Intro.
XVB8505761 / 13332				$44.62	
750,000 / 03/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
MORSE HIGH					
Room 136B					
Konica Minolta BH40P / 45 PPM A0DX013004583 / 19412 1,000,000 / 03/2008 Black Network Printer **BUDGET**	31,894 0	43,061 0	11,167 0	$0.007650 $85.43 $0.00000 $0.00	8 years from Intro.
Room 137					
Kyocera FS-4100DN / 45 PPM NUK2X03588 / 19346 1,000,000 / 10/2012 Black Network Printer **BUDGET**	29,306 0	35,639 0	6,333 0	$0.007650 $48.45 $0.00000 $0.00	None at this time.
Room 213					
Kyocera FS-1370DN / 37 PPM Q651Z30164 / 17677 750,000 / 07/2010 Black Network Printer **BUDGET**	3,235 0	4,673 0	1,438 0	$0.007650 $11.00 $0.00000 $0.00	None at this time.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2013* *Recommendations*
MORSE HIGH					
Room 214					
Kyocera FS-4100DN / 45 PPM	31,801	48,793	16,992	$0.007650	None at this time.
NUK2X03593 / 19334				$129.99	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 501					
Kyocera FS-2020D / 37 PPM	35,870	40,859	4,989	$0.007650	7 years from Intro.
XVH8Z01208 / 14080				$38.17	
750,000 / 03/2009	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Science Conf Room 1					
Kyocera FS-2020D / 37 PPM	64,821	74,973	10,152	$0.007650	7 years from Intro.
XVH8Z01207 / 14083				$77.66	
750,000 / 03/2009	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2013* *Recommendations*
MORSE HIGH					
Welding Office					
Kyocera FS-1370DN / 37 PPM	3,416	5,257	1,841	$0.007650	None at this time.
Q651Z34338 / 17682				$14.08	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
	Subtotals Black	***1,687,933***	***$7,240.48***		
	Subtotals Color	***56,365***	***$2,233.74***		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
PHIPPSBURG ELEMENTARY					
Computer Room					
Kyocera FS-2020D / 37 PPM XVH8Z01214 / 14082 750,000 / 03/2009 Black Network Printer **BUDGET**	12,493 0	12,773 0	280 0	$0.007650 $2.14 $0.00000 $0.00	7 years from Intro.
Main Office					
Konica Minolta BH501 / 50 PPM A0R5011012150 / 19322 2,000,000 / 06/2008 Black Photocopier **BUDGET**	346,542 0	403,878 0	57,336 0	$0.004390 $251.71 $0.00000 $0.00	8 years from Intro.
Kyocera FS-1370DN / 37 PPM Q653664501 / 19315 750,000 / 07/2010 Black Network Printer **BUDGET**	7,008 0	12,444 0	5,436 0	$0.007650 $41.59 $0.00000 $0.00	None at this time.

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2013* *Recommendations*
PHIPPSBURG ELEMENTARY					
Teachers' Work Room					
Konica Minolta BHC454 / 45 PPM	168,181	304,363	136,182	$0.004590	None at this time.
A5C0011000692 / 18738				$625.08	
1,000,000 / 07/2012	62,170	112,581	50,411	$0.03963	
Color Photocopier				$1,997.79	
BUDGET					
Subtotals Black			***199,234***	***$920.51***	
Subtotals Color			***50,411***	***$1,997.79***	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2013* *Recommendations*
RSU 01					
Administrative Copy Room					
Konica Minolta BH601 / 60 PPM	1,235,214	1,250,880	15,666	$0.004390	8 years from Intro.
A0PP011007977 / 17357				$68.77	
3,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
RSU 01					
Administrative Office					
HP Laser Jet P2055dn / 35 PPM CBN1C06541 / 16273 750,000 / 10/2008 Black Network Printer **BUDGET**	108,915 0	118,727 0	9,812 0	$0.009560 $93.80 $0.00000 $0.00	8 years from Intro.
HP Laser Jet Pro M401dn / 35 PPM VNG3T00016 / 19318 750,000 / 06/2012 Black Network Printer **BUDGET**	72,523 0	117,630 0	45,107 0	$0.009560 $431.22 $0.00000 $0.00	None at this time.
Kyocera FS-1350DN / 32 PPM XVD9X06038 / 15146 750,000 / 01/2009 Black Network Printer **BUDGET**	34,544 0	39,971 0	5,427 0	$0.007650 $41.52 $0.00000 $0.00	7 years from Intro.
Kyocera FS-1370DN / 37 PPM Q653664498 / 19319 750,000 / 07/2010 Black Network Printer **BUDGET**	9,242 0	11,357 0	2,115 0	$0.007650 $16.18 $0.00000 $0.00	None at this time.

Date of Last Upgrade: 8/2/2013

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
RSU 01					
Kyocera FS-1370DN / 37 PPM Q653664504 / 19316	7,186	11,774	4,588	$0.007650 $35.10	None at this time.
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Kyocera FS-C5350DN / 32 PPM QVQ1Y04866 / 17675	2,913	3,531	618	$0.007650 $4.73	7 years from Intro.
750,000 / 08/2009	3,723	4,420	697	$0.07013	
Color Network Printer				$48.88	
BUDGET					
Asst. Superintendent's Office					
Konica Minolta BHC554 / 55 PPM A5AY011001517 / 19309	145,263	235,780	90,517	$0.004590 $415.47	None at this time.
3,000,000 / 08/2012	80,509	125,544	45,035	$0.03963	
Color Photocopier				$1,784.74	
BUDGET					
	Subtotals Black		***173,850***	***$1,106.79***	
	Subtotals Color		***45,732***	***$1,833.62***	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2013* *Recommendations*
WOOLWICH CENTRAL					
Library					
Kyocera FS-C5350DN / 32 PPM	7,203	10,697	3,494	$0.007650	7 years from Intro.
QVQ1Y04821 / 17674				$26.73	
750,000 / 08/2009	7,477	14,223	6,746	$0.07013	
Color Network Printer				$473.10	
BUDGET					
Main Office					
Konica Minolta BHc364 / 36 PPM	107,054	174,452	67,398	$0.004590	None at this time.
A5C1011002489 / 19368				$309.36	
750,000 / 06/2012	22,984	41,330	18,346	$0.03963	
Color Photocopier				$727.05	
BUDGET					
Principal's Office					
Kyocera FS-1370DN / 37 PPM	643	667	24	$0.007650	Underused!
Q653664502 / 19341				$0.18	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
WOOLWICH CENTRAL					
Room C110					
Kyocera FS-1300D / 30 PPM XVB8202927 / 13223 750,000 / 03/2008 Black Network Printer **BUDGET**	13,125 0	13,127 0	2 0	$0.007650 $0.02 $0.00000 $0.00	8 years from Intro. Underused!
Room C134					
Konica Minolta BH754 / 75 PPM A55V011001261 / 19303 4,000,000 / 03/2013 Black Photocopier **BUDGET**	610,645 0	982,392 0	371,747 0	$0.003980 $1,479.55 $0.00000 $0.00	Underused! Shift volume from C216.
Room C216					
Konica Minolta BH423 / 42 PPM A1UD011110235 / 19373 1,000,000 / 06/2010 Black Photocopier **BUDGET**	481,748 0	724,221 0	242,473 0	$0.003980 $965.04 $0.00000 $0.00	Overused! Shift volume to Room C134.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	*7/1/2015 Meter*	*6/30/2016 Meter*	*2015-16 Annual Volume*	*Cost/Copy Annual Cost*	*Date of Last Upgrade: 8/2/2013 Recommendations*
WOOLWICH CENTRAL					
Room C315					
Konica Minolta BH421 / 45 PPM A0R6011001677 / 19332 1,000,000 / 06/2008 Black Photocopier **BUDGET**	849,064 0	949,654 0	100,590 0	$0.004390 $441.59 $0.00000 $0.00	8 years from Intro.
Room G116 Kitchen					
Brother HL-5170DN / 24 PPM E5J866242 / 16264 500,000 / 01/2004 Black Network Printer **BUDGET**	33,167 0	34,603 0	1,436 0	$0.009560 $13.73 $0.00000 $0.00	12 years from Intro.
	Subtotals Black	***787,164***	***$3,236.20***		
	Subtotals Color	***25,092***	***$1,200.15***		

District Wide Black Totals	*4,789,047*	*$21,616.55*
District Wide Color Totals	*472,066*	*$19,967.99*

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 6/15/2004 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2015-16 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
4,789,047	$0.01564	$74,900.70

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
4,789,047	$0.00451	$21,598.60	$53,302.09	$266,510.47

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $53,302.09 x 12 years as a Client

=$639,625.12 Cost Savings!

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Bath Middle School	847,372	$4,010.88	$4,204.66	$9,593.97	$17,809.51
Bath Reg Career & Tech Center	213,599	$1,226.04	$1,059.88	$2,418.37	$4,704.29
Dike-Newell School	394,656	$1,682.94	$1,958.28	$4,468.31	$8,109.53
Fisher Mitchell School	485,239	$2,283.25	$2,407.76	$5,493.89	$10,184.89
Morse High	1,687,933	$7,313.67	$8,375.52	$19,110.83	$34,800.02
Phippsburg Elementary	199,234	$930.07	$988.60	$2,255.73	$4,174.40
RSU 01	173,850	$1,118.46	$862.64	$1,968.33	$3,949.44
Woolwich Central	787,164	$3,268.59	$3,905.91	$8,912.29	$16,086.79
Total	**4,789,047**	**$21,833.89**	**$23,763.25**	**$54,221.73**	**$99,818.87**

SPC Equipment Bids:

Presently our Bids are coming in at 14.5% to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Ricoh MP 9003 SP RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 90 Copies per Minute are coming in at $7,435 with a Retail Cost of $51,053….15% of Retail!

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Bath Middle School	76,096	$3,046.12
Bath Reg Career & Tech Center	31,973	$1,591.98
Dike-Newell School	81,085	$3,976.90
Fisher Mitchell School	105,312	$4,215.64
Morse High	56,365	$2,256.29
Phippsburg Elementary	50,411	$2,017.95
RSU 01	45,732	$1,852.12
Woolwich Central	25,092	$1,212.21
Total	**472,066**	**$20,169.21**

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. Current year's increase is 1.1%.

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Budget Document Technologies	Black Laser MFP	12,171	$0.00765	$93.11	$0.00773	$94.08
Budget Document Technologies	Black Network Printer	281,275	$0.00765	$2,151.75	$0.00773	$2,174.26
Budget Document Technologies	Black Network Printer	98,824	$0.00956	$944.76	$0.00966	$954.64
Budget Document Technologies	Black Photocopier	2,631,583	$0.00398	$10,473.70	$0.00402	$10,578.96
Budget Document Technologies	Black Photocopier	1,005,289	$0.00439	$4,413.22	$0.00443	$4,453.43
Budget Document Technologies	Color Network Printer	17,010	$0.00765	$130.13	$0.00773	$131.49
Budget Document Technologies	Color Photocopier	742,895	$0.00459	$3,409.89	$0.00464	$3,447.03
Total		**4,789,047**	**$0.00451**	**$21,616.55**	**$0.00456**	**$21,833.89**

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. Current year's increase is 1.1%.

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Budget Document Technologies	Color Network Printer	41,312	$0.07013	$2,897.21	$0.07083	$2,926.13
Budget Document Technologies	Color Photocopier	430,754	$0.03963	$17,070.78	$0.04003	$17,243.08
Total		**472,066**	**$0.04230**	**$19,967.99**	**$0.04273**	**$20,169.21**

Reprographic Equipment Assessment

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

Total Number of Units	**85**
Total Number of Units on Lease	**56**
Total Number of Units Owned	**29**
Lease Company	**Northway Bank**
Lease Start Date	**8/2/2013**
Lease End Date	**8/1/2018**
Term	**5 Annual**
Annual Payment usually due on 8/1	**$54,221.73**
Remaining Payments	**2**

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

Leased Equipment

Building	Make/Model	Serial Number
Bath Middle School	Kyocera FS-1370DN	Q653664494
Bath Middle School	Konica Minolta BH751	A0PN011000199
Bath Middle School	Konica Minolta BH40P	A0DX013004581
Bath Middle School	Kyocera FS-4100DN	NUK2X03600
Bath Middle School	Kyocera FS-4100DN	NUK2X03595
Bath Middle School	Kyocera FS-4100DN	NUK2X03597
Bath Middle School	Kyocera FS-4100DN	NUK2X03587
Bath Middle School	Kyocera FS-4100DN	NUK2X03596
Bath Middle School	Konica Minolta BH754	A55V011001258
Bath Middle School	Kyocera FS-1370DN	Q653664496
Bath Middle School	Konica Minolta BHC554	A5AY011001508
Bath Reg Career & Tech Center	Konica Minolta BH20	A32R012018405
Bath Reg Career & Tech Center	Kyocera FS-1370DN	Q653664493
Bath Reg Career & Tech Center	Kyocera FS-4100DN	NUK2X03594
Bath Reg Career & Tech Center	Kyocera FS-1370DN	Q653664499
Bath Reg Career & Tech Center	Kyocera FS-4100DN	NUK2X03589
Bath Reg Career & Tech Center	Kyocera FS-4100DN	NUK2X03582
Bath Reg Career & Tech Center	Konica Minolta BH501	A0R5011012140
Bath Reg Career & Tech Center	Konica Minolta BHC554	A5AY011001483
Dike-Newell School	Konica Minolta BHC554	A5AY011001447
Dike-Newell School	Konica Minolta BH601	A0PP011008017
Dike-Newell School	Konica Minolta BH40P	A0DX013004580
Dike-Newell School	Konica Minolta BH754	A55V011001320
Fisher Mitchell School	Konica Minolta BHC452	A0P2011002612

Building	Make/Model	Serial Number
Fisher Mitchell School	Konica Minolta BH601	A0PP011007978
Fisher Mitchell School	Konica Minolta BH601	A0PP011007980
Fisher Mitchell School	Kyocera FS-4200DN	NU43817938
Fisher Mitchell School	HP Laser Jet Pro M401dn	VNG3T00030
Fisher Mitchell School	Kyocera FS-4100DN	NUK2X03583
Morse High	Konica Minolta BH754	A55V011001345
Morse High	Konica Minolta BH20	A32R012018402
Morse High	Kyocera FS-4100DN	NUK2X03598
Morse High	Konica Minolta BH20	A32R012018988
Morse High	Kyocera FS-1370DN	Q653664509
Morse High	Kyocera FS-4100DN	NUK2X03585
Morse High	Kyocera FS-4100DN	NUK2X03591
Morse High	Kyocera FS-4100DN	NUK2X03592
Morse High	Kyocera FS-4100DN	NUK2X03588
Morse High	Konica Minolta BH754	A55V011001283
Morse High	Kyocera FS-4100DN	NUK2X03593
Morse High	Konica Minolta BHC454	A5C0011000245
Morse High	Konica Minolta BH754	A55V011001287
Morse High	Konica Minolta BH40P	A0DX013004583
Morse High	Konica Minolta BH501	A0R5011012197
Phippsburg Elementary	Kyocera FS-1370DN	Q653664501
Phippsburg Elementary	Konica Minolta BHC454	A5C0011000692
Phippsburg Elementary	Konica Minolta BH501	A0R5011012150
RSU 01	Kyocera FS-1370DN	Q653664504
RSU 01	Konica Minolta BH601	A0PP011007977
RSU 01	HP Laser Jet Pro M401dn	VNG3T00016
RSU 01	Kyocera FS-1370DN	Q653664498
RSU 01	Konica Minolta BHC554	A5AY011001517
Woolwich Central	Konica Minolta BH754	A55V011001261
Woolwich Central	Konica Minolta BH423	A1UD011110235
Woolwich Central	Konica Minolta BHc364	A5C1011002489

Building	Make/Model	Serial Number
Woolwich Central	Kyocera FS-1370DN	Q653664502

Owned Equipment

Building	Make/Model	Serial Number
Bath Middle School	Kyocera FS-1300D	XVB8505756
Bath Middle School	Kyocera FS-1370DN	Q651Z32014
Bath Middle School	Kyocera FS-2020D	XVH8Z01219
Bath Middle School	Kyocera FS-1350DN	XVD9905030
Bath Middle School	Konica Minolta BH421	A0R6011003269
Bath Middle School	Kyocera FS-1350DN	XVD9904901
Bath Middle School	Kyocera FS-1370DN	Q651Z30158
Bath Middle School	HP Laser Jet P2035	CNB9G31137
Bath Reg Career & Tech Center	Kyocera FS-1350DN	XVD9904980
Bath Reg Career & Tech Center	HP Laser Jet P2035n	CNB9T43636
Bath Reg Career & Tech Center	Kyocera FS-C5350DN	XVG9Z03126
Bath Reg Career & Tech Center	Konica Minolta BH501	A0R5011004642
Bath Reg Career & Tech Center	Konica Minolta MC 8650	A02E01A001015
Dike-Newell School	Kyocera FS-C5350DN	QVQ1Y04932
Fisher Mitchell School	Kyocera FS-1350DN	XVD9905026
Morse High	Kyocera FS-1300D	XVB8505761
Morse High	Kyocera FS-1370DN	Q651Z30164
Morse High	Kyocera FS-1350DN	XVD9904899
Morse High	Kyocera FS-1370DN	Q651Z34338
Morse High	Kyocera FS-2020D	XVH8Z01207
Morse High	Kyocera FS-2020D	XVH8Z01208
Phippsburg Elementary	Kyocera FS-2020D	XVH8Z01214
RSU 01	Kyocera FS-C5350DN	QVQ1Y04866
RSU 01	Kyocera FS-1350DN	XVD9X06038
RSU 01	HP Laser Jet P2055dn	CBN1C06541
Woolwich Central	Kyocera FS-C5350DN	QVQ1Y04821
Woolwich Central	Kyocera FS-1300D	XVB8202927
Woolwich Central	Konica Minolta BH421	A0R6011001677
Woolwich Central	Brother HL-5170DN	E5J866242

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***

12/23/13

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: John Cox

Title: Market Vice President

Date:

Signature:

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date:

Signature:

12/23/13

StarDoc User Names

Name	User Name
Betsy Lane	blane@rsu1.org
Brandon Ward	bward@rsu1.org
Dean Emmerson	demmerson@rsu1.org
Debra Clark	dclark@rsu1.org
Debra Macphee	dmacphee@rsu1.org
Holly Spence	hspence@rsu1.org
Jennifer Vose	jvose@rsu1.org
Joel Austin	Jaustin@rsu1.org
Kim Burgess	kburgess@rsu1.org
Pamela Provost	pprovost@rsu1.org
Scott Bodeen	sbodeen@rsu1.org
Tammy Doran	tdoran@rsu1.org
Wendy Connors	wconnors@rsu1.org

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

SPC specialized purchasing consultants
STAR Doc system for tracking and reporting documents

2012 STARDOC created

- Live Floor Plans - Allows IT administrators to move devices around on their own floor plans.

2013 Daily Tracking

- Meters gathered daily to track usage
- Daily adjusts projected annual volumes for fiscal year

2014 Monthly Audits

- Allows user to see monthly snapshot of current usage and estimated projections

2015 New Mapping Options & Asset Management

- Allows mapping of other IT devices (Wireless Access Points, IP Camera, Projectors, VOIP phones
- IT Asset Management tracks all IT purchases, warranty expirations, etc.

- **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

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 84 clients with over 5,000 devices doing more than 306 million copies and prints per year. In 2015 we purchased approximately 1,070 printing devices, with over 83 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 STAR Doc Software

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

3. Simplified Billing Program

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

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

SPC has been serving their clients since 1988, saving millions of dollars along the way. *Based on current actual volumes and CPCs, SPC has generated Annual Savings of almost $3.5 million for all of our clients. That translates into Savings of more than $17.4 million over five years!*

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: In 2015 there were over a thousand.
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

SPC manages over 5,000 pieces of equipment;

Our relationship with our vendors has never been *stronger*!