•SPC•

Specialized Purchasing Consultants

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Gorham, NH 03581

(800) 750-1538

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2016-2017 Annual Report

Year - End Photocopier Analysis

With projected costs for 2017-18

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

•SPC•

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

Skip Tilton
President

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September 2017

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 13 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

"Protecting Your Copier Interests"

Table of Contents

The SPC Team…
would like to personally thank you for your continued trust and confidence!

Skip Tilton, President
Billie Jo Tilton, Vice President

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

Jessica Paradis
Accounting Coordinator

As the new accounting director for SPC, my focus is to ensure transactions are handled with importance, accuracy, and timeliness. My goal is for all communication, with client or vendor, to be satisfactory for all parties. I am excited to be part of this team, and I am available to answer any billing or contract questions you may have.

Alex Webster
Operations Manager

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

Pam Weed
Client-Vendor Relations

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

Joel Heffernan
Implementation Specialist

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

Robert Dutil
Director of Information Technology

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

Equipment Health Status

Total Number of Machines:	**86**
Total Black Photocopiers	**22**
Total Color Photocopiers	**8**
Total Black Network Printers	**51**
Total Color Network Printers	**5**
Total Removed from Service:	**1**
# of Units OFF Warranty:	**4**
# of Units Approaching End of Warranty:	**54**
# of Units Overused:	**0**
# of Units Underused:	**3**
Commencement Date:	**8/2/2013**
# of Annual Payments Left on Lease	**1**
All Warranties and Service Contracts Expire:	**6/30/2019**
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 Debra,

It has been four years since your last upgrade and you could benefit from an onsite visit and an upgrade since costs have come down over the years. You have 4 machines that are at end of warranty and another 54 nearing the end of warranty. Many of these were machines that were carried over from your previous lease and you own outright. In order to stay ahead of your reliability curve, that upgrade could take place as early as the spring of 2018. I am confident that there are other needs that an onsite visit will be able to address.

If we did an upgrade in 2018 however we would extend the life and warranty on a large portion of your equipment for another five years. 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	Food Service	Kyocera FS-1370DN	Q653664496	BUDGET	07/2010
Bath Middle School	Guidance Office	Kyocera FS-1350DN	XVD9905030	BUDGET	01/2009
Bath Middle School	Library	Konica Minolta BH40P	A0DX013004581	BUDGET	03/2008
Bath Middle School	Library	Kyocera FS-2020D	XVH8Z01219	BUDGET	03/2009
Bath Middle School	Library	Konica Minolta BH421	A0R6011003269	BUDGET	06/2008
Bath Middle School	Room 105	Kyocera FS-1370DN	Q651Z30158	BUDGET	07/2010
Bath Middle School	Room 106	Kyocera FS-1300D	XVB8505756	BUDGET	03/2008
Bath Middle School	Room 200 Teachers' Room	Konica Minolta BH751	A0PN011010474	BUDGET	12/2008
Bath Middle School	Room 202	Kyocera FS-1350DN	XVD9904901	BUDGET	01/2009
Bath Middle School	Room 219	Kyocera FS-1370DN	Q651Z32014	BUDGET	07/2010
Bath Middle School	Room 301	Kyocera FS-1370DN	Q653664494	BUDGET	07/2010
Bath Middle School	Room 302 Special Ed	HP Laser Jet P2035	CNB9G31137	BUDGET	11/2008
Bath Reg Career & Tech Center	Building Construction Room 8	Konica Minolta BH20	A32R012018405	BUDGET	08/2010
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 411	Kyocera FS-1370DN	Q653664493	BUDGET	07/2010
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
Bath Reg Career & Tech Center	Room 423	Kyocera FS-1370DN	Q653664499	BUDGET	07/2010

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
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	Main Entrance	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
Morse High	Guidance Office	Konica Minolta BH501	A0R5011012197	BUDGET	06/2008
Morse High	IT Staging	Konica Minolta BH20	A32R012018988	BUDGET	08/2010
Morse High	Kitchen Office	Kyocera FS-1350DN	XVD9904899	BUDGET	01/2009
Morse High	Library Media Center	Kyocera FS-1370DN	Q653664509	BUDGET	07/2010
Morse High	Lobby	Konica Minolta BH20	A32R012018402	BUDGET	08/2010
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 213	Kyocera FS-1370DN	Q651Z30164	BUDGET	07/2010
Morse High	Room 501	Kyocera FS-2020D	XVH8Z01208	BUDGET	03/2009
Morse High	Science Conf Room 1	Kyocera FS-2020D	XVH8Z01207	BUDGET	03/2009
Morse High	Welding Office	Kyocera FS-1370DN	Q651Z34338	BUDGET	07/2010
Phippsburg Elementary	Computer Room	Kyocera FS-2020D	XVH8Z01214	BUDGET	03/2009
Phippsburg Elementary	Main Office	Konica Minolta BH501	A0R5011012150	BUDGET	06/2008
Phippsburg Elementary	Main Office	Kyocera FS-1370DN	Q653664501	BUDGET	07/2010
RSU 01	Administrative Copy Room	Konica Minolta BH601	A0PP011007977	BUDGET	12/2008
RSU 01	Administrative Office	HP Laser Jet P2055dn	CBN1C06541	BUDGET	10/2008
RSU 01	Administrative Office	Kyocera FS-1350DN	XVD9X06038	BUDGET	01/2009
RSU 01	Administrative Office	Kyocera FS-C5350DN	QVQ1Y04866	BUDGET	08/2009

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
RSU 01	Administrative Office	Kyocera FS-1370DN	Q653664504	BUDGET	07/2010
RSU 01	Principal's Office	Kyocera FS-1370DN	Q653664498	BUDGET	07/2010
Woolwich Central	Library	Kyocera FS-C5350DN	QVQ1Y04821	BUDGET	08/2009
Woolwich Central	Principal's Office	Kyocera FS-1370DN	Q653664502	BUDGET	07/2010
Woolwich Central	Room C110	Kyocera FS-1300D	XVB8202927	BUDGET	03/2008
Woolwich Central	Room C216	Konica Minolta BH423	A1UD011110235	BUDGET	06/2010
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 2016-2017

Equipment Details

Bath Middle School

Room 200 Teachers' Room		*Black Meter & Volume*		*Color Meter & Volume*

Konica Minolta BH751	*Begin Date:*	7/1/2016	*Begin Meter*	1,761,382
A0PN011000199	*End Date:*	9/26/2016	*End Meter*	1,761,382
BUDGET - 19329			*Black Volume:*	0

Model Intro Date: 12/1/2008

Date	*Comments*
9/27/2016	Replaced under warranty by vendor with A0PN011010474.

Equipment Details

Fisher Mitchell School

Computer Lab

			Black Meter & Volume		Color Meter & Volume

Kyocera FS-4200DN

NU43817938

BUDGET - 19510

Begin Date:	7/1/2016	**Begin Meter**	5,856	
End Date:	6/30/2017	**End Meter**	11,012	
		Black Volume:	5,156	

Model Intro Date: 10/1/2012

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

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
Bath Middle School	Room 200 Teachers' Room	Konica Minolta BH751	A0PN011000199	19329	9/26/2016

Annual Black Volume by Building
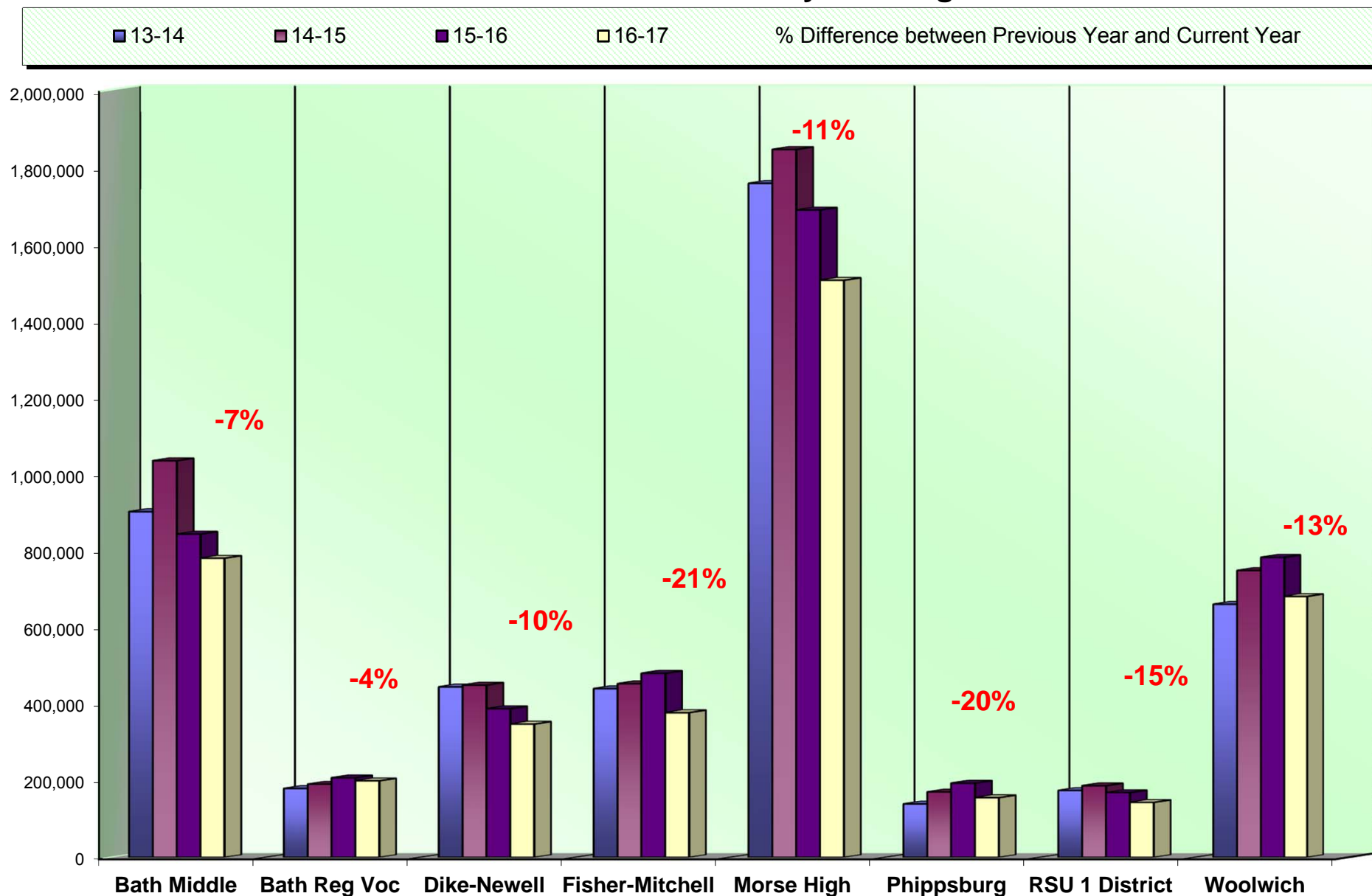
Annual Black Volume Overall
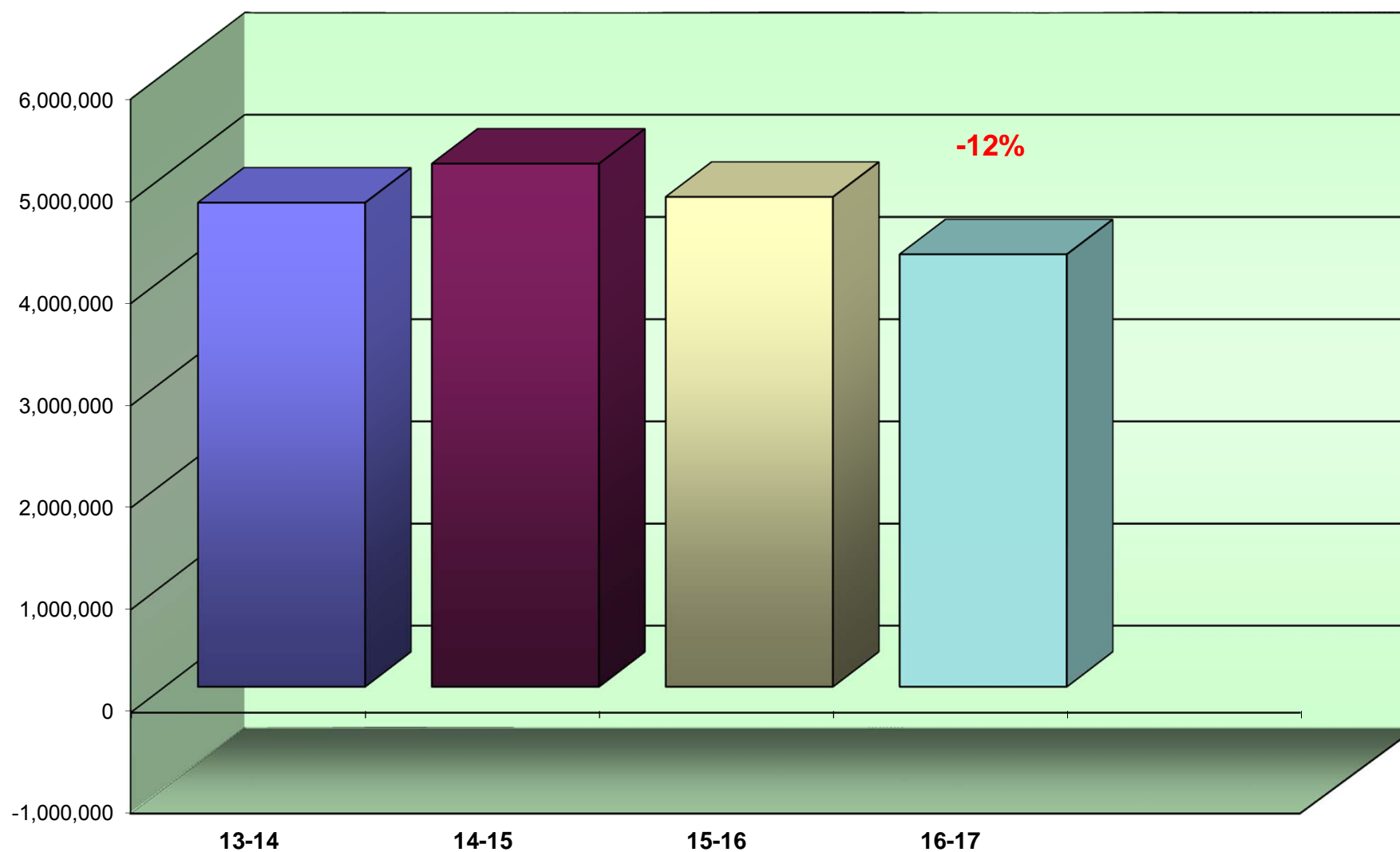
-12%

13-14   14-15   15-16   16-17

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

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	337	784,895	$17,728.87	2,329	$52.61
Bath Reg Career & Tech Center	176	205,432	$4,892.80	1,167	$27.80
Dike-Newell School	292	354,705	$7,870.99	1,215	$26.96
Fisher Mitchell School	223	384,384	$8,691.34	1,724	$38.97
Morse High	589	1,505,687	$33,502.94	2,556	$56.88
Phippsburg Elementary	100	160,272	$3,616.47	1,603	$36.16
RSU 01	0	147,565	$3,592.11	0	$0.00
Woolwich Central	369	685,684	$15,117.04	1,858	$40.97
Totals	**2,086**	**4,228,624**	**$95,012.55**	**2,027**	**$45.55**

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 Only

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/student populations	85,149	200,180,673	$3,977,633.44	2,351	$46.71

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

Average Copies Per Student - Black

Year	Copies
16/17	2351
15/16	2418
14/15	2579
13/14	2516
12/13	2414

Annual Color Volume by Building

13-14 **14-15** **15-16** **16-17**   % Difference between Previous Year and Current Year

Annual Color Volume Overall
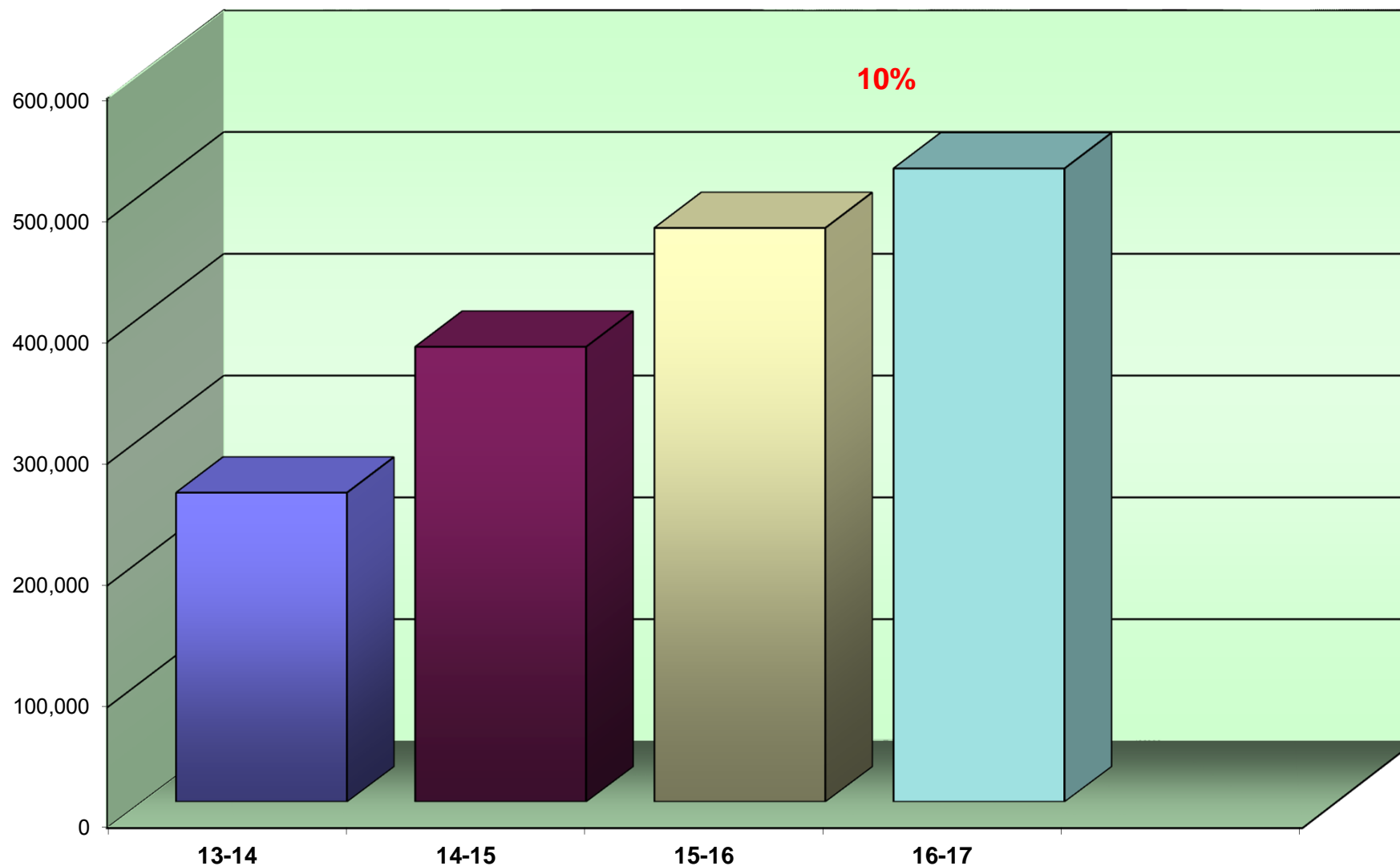
10%

600,000			
500,000			
400,000			
300,000			
200,000			
100,000			
0			
13-14	14-15	15-16	16-17

% 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.

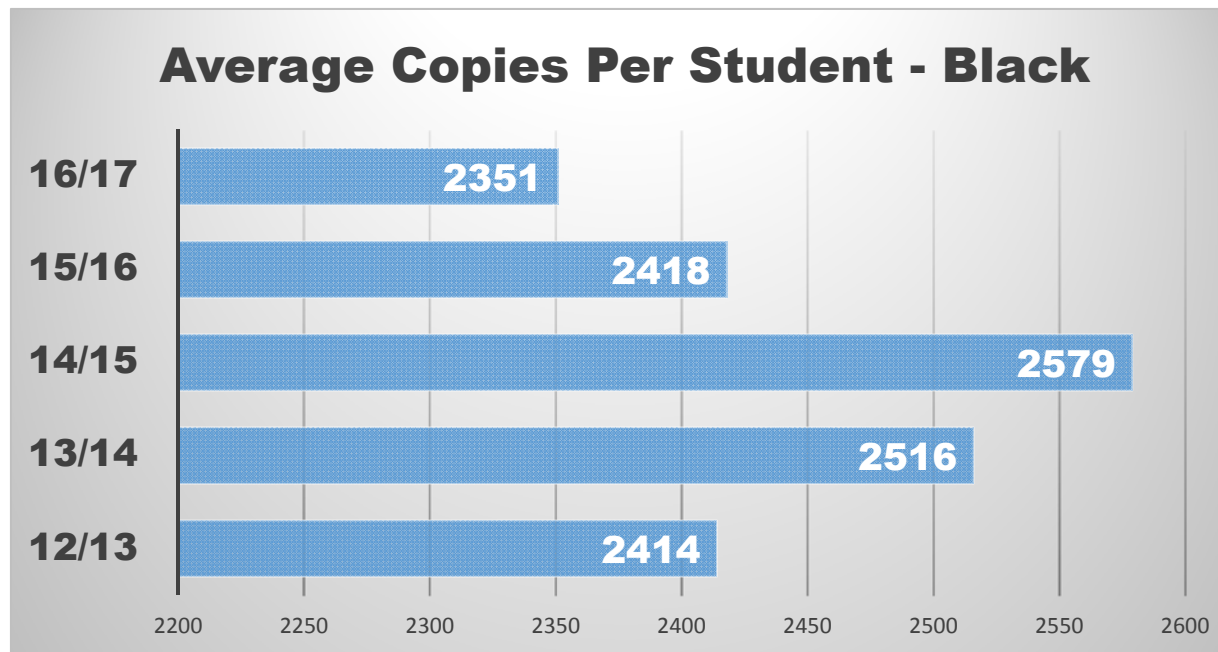| Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Bath Middle School	337	96,301	$3,947.38	286	$11.71
Bath Reg Career & Tech Center	176	31,106	$1,494.21	177	$8.49
Dike-Newell School	292	83,040	$4,030.48	284	$13.80
Fisher Mitchell School	223	103,569	$4,245.29	464	$19.04
Morse High	589	67,923	$2,784.16	115	$4.73
Phippsburg Elementary	100	54,580	$2,237.23	546	$22.37
RSU 01	0	47,789	$1,978.39	0	$0.00
Woolwich Central	369	36,616	$1,713.19	99	$4.64
Totals	**2,086**	**520,924**	**$22,430.33**	**250**	**$10.75**

*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 Only

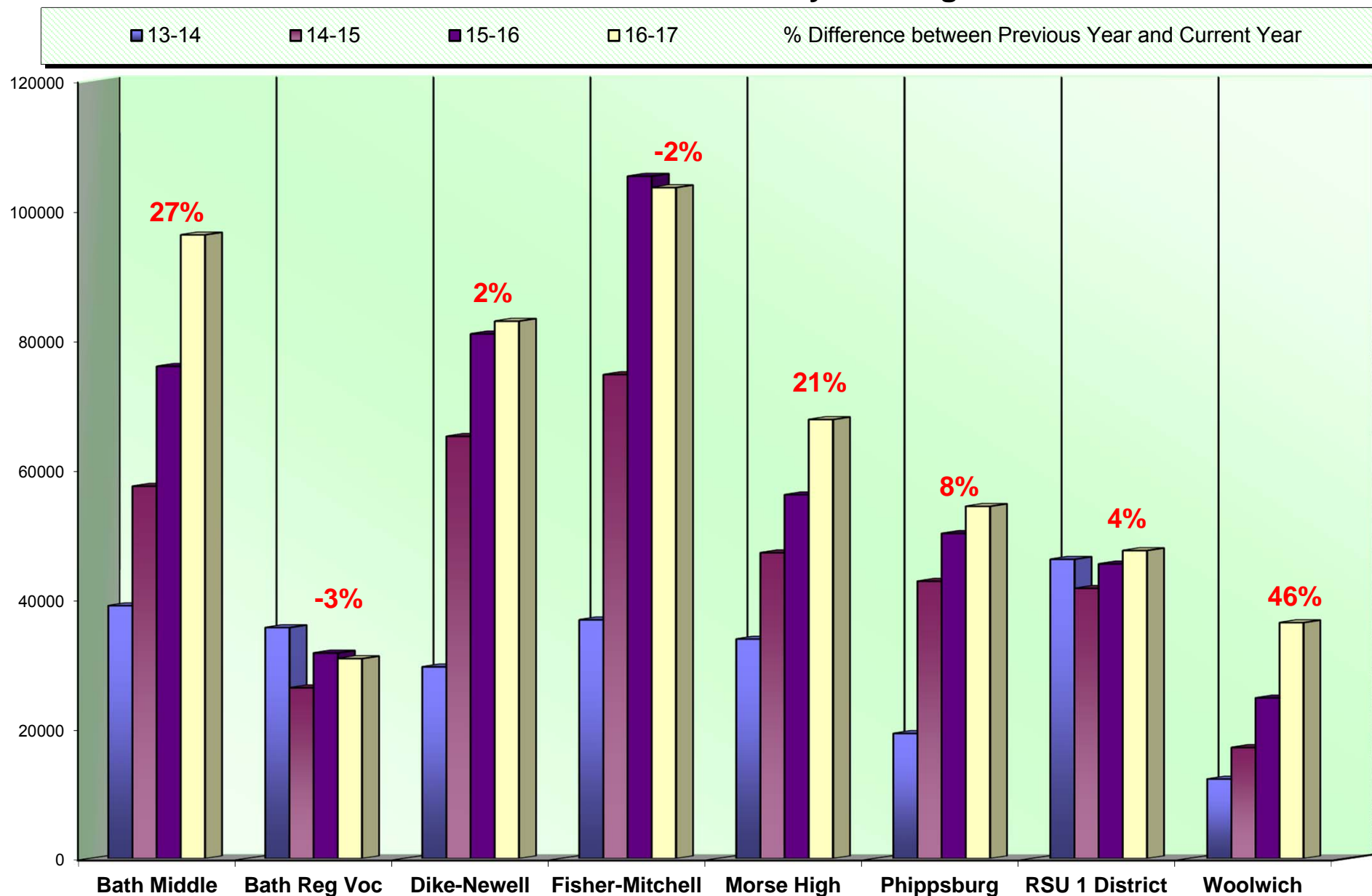This is an SPC Comparison contrasting your district with 54 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	**85,149**	**14,210,264**	**$726,269.21**	**167**	**$8.53**

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

Average Copies Per Student - Color

Year	Copies Per Student
16/17	167
15/16	137
14/15	125
13/14	92
12/13	72
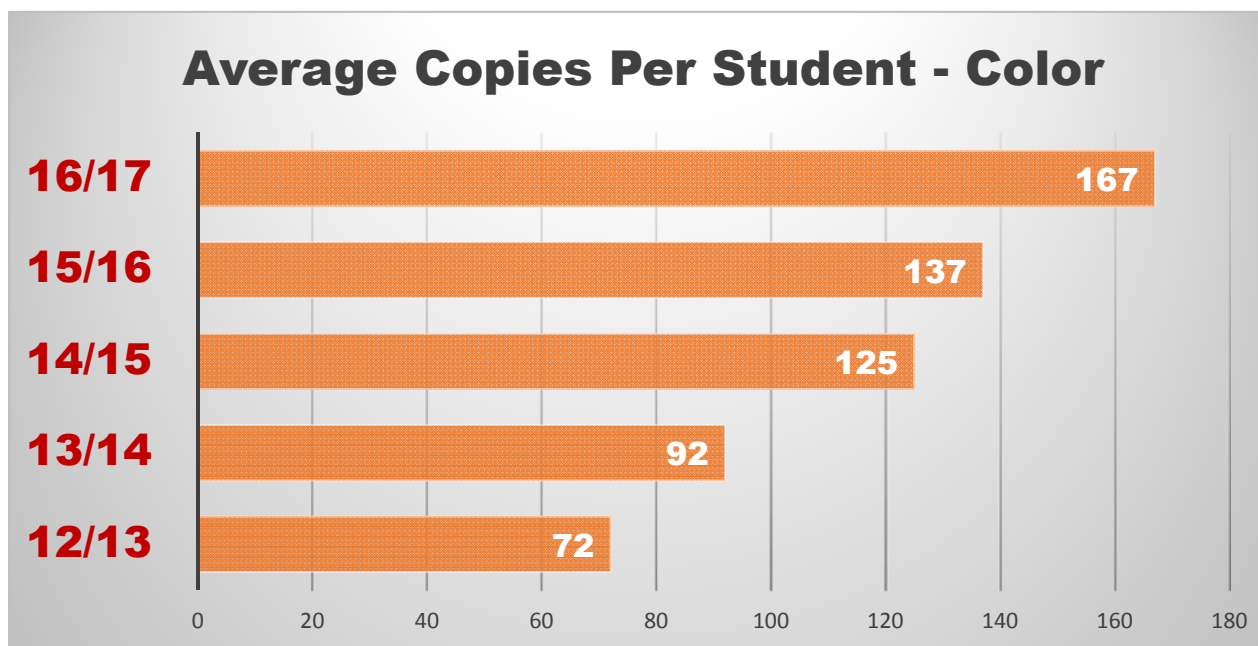
Color to Total Volume Percentage

11.0%

6.6%

4,500,000

4,000,000

4,228,624

3,500,000

3,707,050

3,000,000

2,500,000

2,000,000

1,500,000

1,000,000

520,924

500,000

Black

263,153

0

RSU 1

Color

All Schools Avg
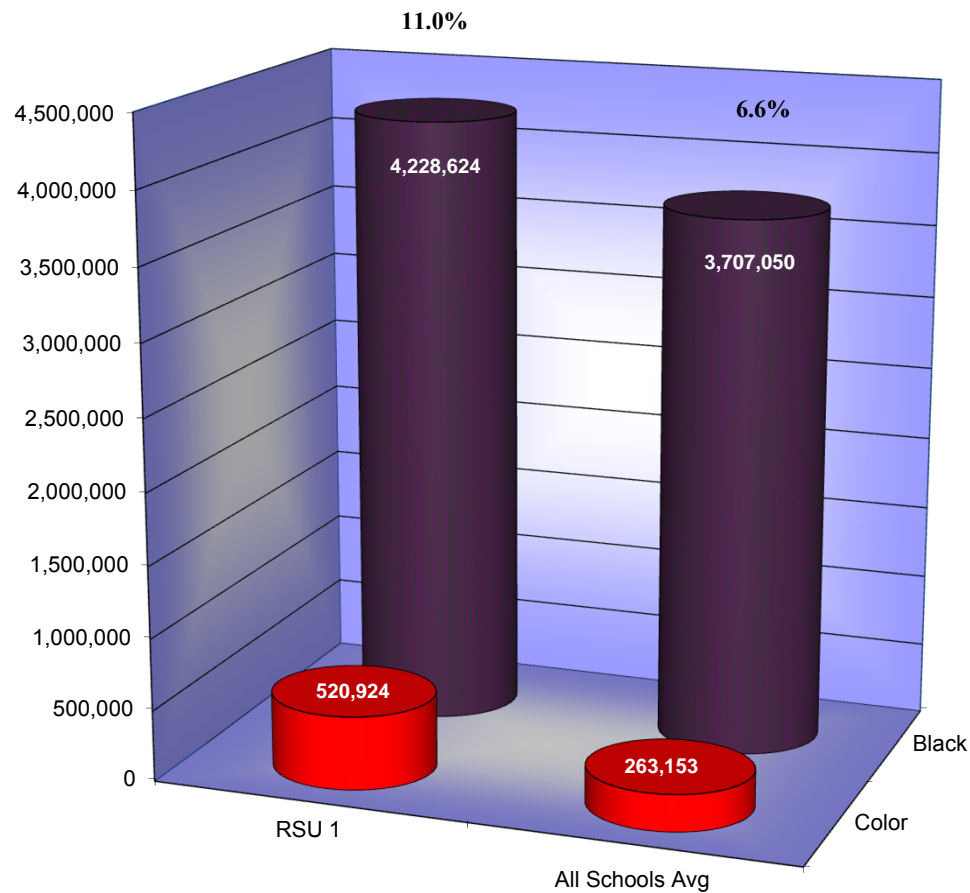
Usage Profile for Service & Supplies

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

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2016* *Meter*	*6/30/2017* *Meter*	*2016-17* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2013* **Recommendations**
BATH MIDDLE SCHOOL					
Food Service					
Kyocera FS-1370DN / 37 PPM	6,137	7,710	1,573	$0.007730	7 years from Intro.
Q653664496 / 19337				$12.16	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Guidance Office					
Kyocera FS-1350DN / 32 PPM	45,996	52,378	6,382	$0.007730	8 years from Intro.
XVD9905030 / 15114				$49.33	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	*Date of Last Upgrade: 8/2/2013* Recommendations
BATH MIDDLE SCHOOL					
Library					
Konica Minolta BH40P / 45 PPM	74,150	86,424	12,274	$0.007730 $94.88	9 years from Intro.
A0DX013004581 / 19330					
1,000,000 / 03/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Konica Minolta BH421 / 45 PPM	1,903,789	1,922,972	19,183	$0.004430 $84.98	9 years from Intro. Warranty expired!
A0R6011003269 / 13568					
1,000,000 / 06/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					
Kyocera FS-2020D / 37 PPM	56,711	58,073	1,362	$0.007730 $10.53	8 years from Intro.
XVH8Z01219 / 14081					
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 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	380,450	493,859	113,409	$0.004640 $526.22	None at this time.
3,000,000 / 08/2012 Color Photocopier	165,800	262,101	96,301	$0.04003 $3,854.93	
BUDGET					
Kyocera FS-4100DN / 45 PPM NUK2X03587 / 19339	41,325	55,389	14,064	$0.007730 $108.71	None at this time.
1,000,000 / 10/2012 Black Network Printer	0	0	0	$0.00000 $0.00	
BUDGET					
Room 105					
Kyocera FS-1370DN / 37 PPM Q651Z30158 / 17678	8,486	11,524	3,038	$0.007730 $23.48	7 years from Intro.
750,000 / 07/2010 Black Network Printer	0	0	0	$0.00000 $0.00	
BUDGET					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Vendor*	*7/1/2016* *Meter*	*6/30/2017* *Meter*	*2016-17* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 8/2/2013* *Recommendations*
BATH MIDDLE SCHOOL					
Room 106					
Kyocera FS-1300D / 30 PPM	59,659	68,397	8,738	$0.007730	9 years from Intro.
XVB8505756 / 13320				$67.54	
750,000 / 03/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 200 Teachers' Room					
Konica Minolta BH751 / 75 PPM	886,637	977,402	90,765	$0.004430	9 years from Intro.
A0PN011010474 / 11121				$402.09	
4,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					
Konica Minolta BH751 / 75 PPM	1,761,382	1,761,382	0	$0.004430	Traded
A0PN011000199 / 19329				$0.00	
4,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	*Date of Last Upgrade: 8/2/2013* Recommendations
BATH MIDDLE SCHOOL					
Room 202					
Kyocera FS-1350DN / 32 PPM	13,253	15,892	2,639	$0.007730	8 years from Intro.
XVD9904901 / 15071				$20.40	
750,000 / 01/2009	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 205					
Kyocera FS-4100DN / 45 PPM	45,154	57,432	12,278	$0.007730	None at this time.
NUK2X03596 / 19342				$94.91	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 209					
Kyocera FS-4100DN / 45 PPM	19,247	29,445	10,198	$0.007730	None at this time.
NUK2X03597 / 19344				$78.83	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
BATH MIDDLE SCHOOL					
Room 219					
Kyocera FS-1370DN / 37 PPM	24,129	28,043	3,914	$0.007730	7 years from Intro.
Q651Z32014 / 17679				$30.26	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 301					
Kyocera FS-1370DN / 37 PPM	5,752	6,842	1,090	$0.007730	7 years from Intro.
Q653664494 / 19338				$8.43	
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	5,098	8,194	3,096	$0.009660	9 years from Intro.
CNB9G31137 / 16278				$29.91	
750,000 / 11/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
BATH MIDDLE SCHOOL					
Room 306					
Kyocera FS-4100DN / 45 PPM	35,126	47,275	12,149	$0.007730 $93.91	None at this time.
NUK2X03600 / 19345					
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 308					
Kyocera FS-4100DN / 45 PPM	36,753	52,477	15,724	$0.007730 $121.55	None at this time.
NUK2X03595 / 19343					
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Teachers' Room					
Konica Minolta BH754 / 75 PPM	1,104,362	1,557,381	453,019	$0.004020 $1,821.14	None at this time.
A55V011001258 / 19301					
4,000,000 / 03/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					

	Subtotals Black	784,895	$3,679.25
	Subtotals Color	96,301	$3,854.93

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 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	7,607	12,729	5,122	$0.007730 $39.59	7 years from Intro.
A32R012018405 / 19367					
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
BUDGET					
Main Office					
Konica Minolta BHC554 / 55 PPM	144,697	191,071	46,374	$0.004640 $215.18	None at this time.
A5AY011001483 / 19306					
3,000,000 / 08/2012	63,792	87,949	24,157	$0.04003	
Color Photocopier				$967.00	
BUDGET					
Room 306B					
Konica Minolta BH501 / 50 PPM	310,464	319,799	9,335	$0.004430 $41.35	9 years from Intro.
A0R5011012140 / 19323					
2,000,000 / 06/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 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	68,130	74,985	6,855	$0.007730	8 years from Intro.
XVD9904980 / 15072				$52.99	
750,000 / 01/2009	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 401					
Kyocera FS-4100DN / 45 PPM	11,201	16,775	5,574	$0.007730	None at this time.
NUK2X03589 / 19362				$43.09	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 407 Staff					
Konica Minolta BH501 / 50 PPM	668,379	746,417	78,038	$0.004430	9 years from Intro.
A0R5011004642 / 19590				$345.71	
2,000,000 / 06/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	*Date of Last Upgrade: 8/2/2013* Recommendations
BATH REG CAREER & TECH CENTER					
Room 408					
Kyocera FS-4100DN / 45 PPM	11,796	14,146	2,350	$0.007730	None at this time.
NUK2X03594 / 19356				$18.17	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 411					
Kyocera FS-1370DN / 37 PPM	1,985	2,675	690	$0.007730	7 years from Intro.
Q653664493 / 19363				$5.33	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Kyocera FS-4100DN / 45 PPM	13,549	25,945	12,396	$0.007730	None at this time.
NUK2X03582 / 19361				$95.82	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
BATH REG CAREER & TECH CENTER					
Room 412					
Kyocera FS-C5350DN / 32 PPM	10,306	10,878	572	$0.007730 $4.42	8 years from Intro.
XVG9Z03126 / 15509					
750,000 / 08/2009	12,519	13,231	712	$0.07083	
Color Network Printer				$50.43	
BUDGET					
Room 413					
HP Laser Jet P2035n / 30 PPM	144,557	172,266	27,709	$0.009660 $267.67	9 years from Intro.
CNB9T43636 / 16250					
750,000 / 11/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 419					
Konica Minolta MC 8650 / 33 PPM	11,822	14,614	2,792	$0.007730 $21.58	9 years from Intro.
A02E01A001015 / 17279					
750,000 / 01/2008	38,037	44,274	6,237	$0.07083	
Color Network Printer				$441.77	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
BATH REG CAREER & TECH CENTER					
Room 423					
Kyocera FS-1370DN / 37 PPM	8,298	15,923	7,625	$0.007730	7 years from Intro.
Q653664499 / 19365				$58.94	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

		Subtotals Black	205,432	$1,209.84	
		Subtotals Color	31,106	$1,459.20	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 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	30,141	35,415	5,274	$0.007730	9 years from Intro.
A0DX013004580 / 19321				$40.77	
1,000,000 / 03/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
2nd Floor Work Room					
Konica Minolta BH601 / 60 PPM	1,099,287	1,173,543	74,256	$0.004430	9 years from Intro.
A0PP011008017 / 19320				$328.95	
3,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					
Main Office					
Kyocera FS-C5350DN / 32 PPM	28,438	36,091	7,653	$0.007730	8 years from Intro.
QVQ1Y04932 / 17676				$59.16	
750,000 / 08/2009	60,476	80,345	19,869	$0.07083	
Color Network Printer				$1,407.32	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	*Date of Last Upgrade: 8/2/2013* Recommendations
DIKE-NEWELL SCHOOL					
Main Office Side Room					
Konica Minolta BHC554 / 55 PPM A5AY011001447 / 19307	174,632	208,011	33,379	$0.004640 $154.88	None at this time.
3,000,000 / 08/2012 Color Photocopier	121,132	184,303	63,171	$0.04003 $2,528.74	
BUDGET					
Room 28					
Konica Minolta BH754 / 75 PPM A55V011001320 / 19380	815,940	1,050,083	234,143	$0.004020 $941.25	None at this time.
4,000,000 / 03/2013 Black Photocopier	0	0	0	$0.00000 $0.00	
BUDGET					

Subtotals Black	**354,705**		**$1,525.01**	
Subtotals Color	**83,040**		**$3,936.06**	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
FISHER MITCHELL SCHOOL					
840SF					
Kyocera FS-4100DN / 45 PPM	4,097	6,996	2,899	$0.007730	None at this time.
NUK2X03583 / 19358				$22.41	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Computer Lab					
Kyocera FS-4200DN / 52 PPM	5,856	11,012	5,156	$0.007730	None at this time.
NU43817938 / 19510				$39.86	
3,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Main Entrance					
Konica Minolta BHC452 / 45 PPM	767,112	929,071	161,959	$0.004640	8 years from Intro. Warranty expired!
A0P2011002612 / 19326				$751.49	
1,000,000 / 09/2009	373,777	477,346	103,569	$0.04003	
Color Photocopier				$4,145.87	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
FISHER MITCHELL SCHOOL					
Main Office					
HP Laser Jet Pro M401dn / 35 PPM	25,576	33,317	7,741	$0.009660	None at this time.
VNG3T00030 / 19317				$74.78	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Main Office Work Room					
Konica Minolta BH601 / 60 PPM	674,646	690,240	15,594	$0.004430	9 years from Intro.
A0PP011007980 / 18363				$69.08	
3,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					
RES					
Kyocera FS-1350DN / 32 PPM	17,439	19,655	2,216	$0.007730	8 years from Intro.
XVD9905026 / 15070				$17.13	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	*Date of Last Upgrade: 8/2/2013* Recommendations
FISHER MITCHELL SCHOOL					
Teachers' Room					
Konica Minolta BH601 / 60 PPM	1,391,456	1,580,275	188,819	$0.004430	9 years from Intro.
A0PP011007978 / 19325				$836.47	
3,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					

	Subtotals Black	384,384	$1,811.21
	Subtotals Color	**103,569**	**$4,145.87**

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
MORSE HIGH					
Automotive Room 7					
Kyocera FS-4100DN / 45 PPM	11,566	15,050	3,484	$0.007730	None at this time.
NUK2X03585 / 19333				$26.93	
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	9,573	10,865	1,292	$0.007730	None at this time.
NUK2X03598 / 19359				$9.99	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
MORSE HIGH					
Copy Room					
Konica Minolta BH754 / 75 PPM	1,597,816	2,051,742	453,926	$0.004020	None at this time.
A55V011001345 / 19381				$1,824.78	
4,000,000 / 03/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					
Konica Minolta BH754 / 75 PPM	1,320,846	1,625,188	304,342	$0.004020	None at this time.
A55V011001287 / 19304				$1,223.45	
4,000,000 / 03/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					
Konica Minolta BH754 / 75 PPM	1,516,927	2,029,871	512,944	$0.004020	None at this time.
A55V011001283 / 19302				$2,062.03	
4,000,000 / 03/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
MORSE HIGH					
Guidance Office					
Konica Minolta BH501 / 50 PPM	410,103	460,004	49,901	$0.004430	9 years from Intro.
A0R5011012197 / 17358				$221.06	
2,000,000 / 06/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					
IT Staging					
Konica Minolta BH20 / 32 PPM	5,107	8,984	3,877	$0.007730	7 years from Intro.
A32R012018988 / 18758				$29.97	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
BUDGET					
Kitchen Office					
Kyocera FS-1350DN / 32 PPM	12,323	14,970	2,647	$0.007730	8 years from Intro.
XVD9904899 / 15104				$20.46	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	*Date of Last Upgrade: 8/2/2013* Recommendations
MORSE HIGH					
Library Media Center					
Kyocera FS-1370DN / 37 PPM	48,874	60,488	11,614	$0.007730	7 years from Intro.
Q653664509 / 19364				$89.78	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Lobby					
Konica Minolta BH20 / 32 PPM	25,759	32,818	7,059	$0.007730	7 years from Intro.
A32R012018402 / 19366				$54.57	
750,000 / 08/2010	0	0	0	$0.00000	
Black Laser MFP				$0.00	
BUDGET					
Main Office					
Konica Minolta BHC454 / 45 PPM	198,466	261,806	63,340	$0.004640	None at this time.
A5C0011000245 / 19360				$293.90	
1,000,000 / 07/2012	134,208	202,131	67,923	$0.04003	
Color Photocopier				$2,718.96	
BUDGET					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
MORSE HIGH					
Rom 128					
Kyocera FS-4100DN / 45 PPM	98,749	126,694	27,945	$0.007730	None at this time.
NUK2X03592 / 19340				$216.01	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 102					
Kyocera FS-4100DN / 45 PPM	9,116	12,585	3,469	$0.007730	None at this time.
NUK2X03591 / 19336				$26.82	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 117					
Kyocera FS-1300D / 30 PPM	47,397	53,988	6,591	$0.007730	9 years from Intro.
XVB8505761 / 13332				$50.95	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
MORSE HIGH					
Room 136B					
Konica Minolta BH40P / 45 PPM	43,061	48,851	5,790	$0.007730	9 years from Intro.
A0DX013004583 / 19412				$44.76	
1,000,000 / 03/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 137					
Kyocera FS-4100DN / 45 PPM	35,639	41,710	6,071	$0.007730	None at this time.
NUK2X03588 / 19346				$46.93	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Room 213					
Kyocera FS-1370DN / 37 PPM	4,673	12,635	7,962	$0.007730	7 years from Intro.
Q651Z30164 / 17677				$61.55	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
				Date of Last Upgrade: 8/2/2013	

MORSE HIGH

Room 214

Kyocera FS-4100DN / 45 PPM	48,793	64,093	15,300	$0.007730	None at this time.
NUK2X03593 / 19334				$118.27	
1,000,000 / 10/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Room 501

Kyocera FS-2020D / 37 PPM	40,859	50,982	10,123	$0.007730	8 years from Intro.
XVH8Z01208 / 14080				$78.25	
750,000 / 03/2009	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Science Conf Room 1

Kyocera FS-2020D / 37 PPM	74,973	80,955	5,982	$0.007730	8 years from Intro.
XVH8Z01207 / 14083				$46.24	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
MORSE HIGH					
Welding Office					
Kyocera FS-1370DN / 37 PPM	5,257	7,285	2,028	$0.007730	7 years from Intro.
Q651Z34338 / 17682				$15.68	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

	Subtotals Black	1,505,687	$6,562.37
	Subtotals Color	67,923	$2,718.96

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
PHIPPSBURG ELEMENTARY					
Computer Room					
Kyocera FS-2020D / 37 PPM	12,773	12,911	138	$0.007730	8 years from Intro. Underused!
XVH8Z01214 / 14082				$1.07	
750,000 / 03/2009	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Main Office					
Konica Minolta BH501 / 50 PPM	403,878	463,303	59,425	$0.004430	9 years from Intro.
A0R5011012150 / 19322				$263.25	
2,000,000 / 06/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					
Kyocera FS-1370DN / 37 PPM	12,444	17,760	5,316	$0.007730	7 years from Intro.
Q653664501 / 19315				$41.09	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
PHIPPSBURG ELEMENTARY					
Teachers' Work Room					
Konica Minolta BHC454 / 45 PPM	304,363	399,756	95,393	$0.004640	None at this time.
A5C0011000692 / 18738				$442.62	
1,000,000 / 07/2012	112,581	167,161	54,580	$0.04003	
Color Photocopier				$2,184.84	
BUDGET					

	Subtotals Black	160,272	$748.04
	Subtotals Color	**54,580**	**$2,184.84**

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
RSU 01					
Administrative Copy Room					
Konica Minolta BH601 / 60 PPM	1,250,880	1,265,193	14,313	$0.004430	9 years from Intro.
A0PP011007977 / 17357				$63.41	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
RSU 01					
Administrative Office					
HP Laser Jet P2055dn / 35 PPM	118,727	127,397	8,670	$0.009660 $83.75	9 years from Intro.
CBN1C06541 / 16273					
750,000 / 10/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
HP Laser Jet Pro M401dn / 35 PPM	117,630	153,340	35,710	$0.009660 $344.96	None at this time.
VNG3T00016 / 19318					
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Kyocera FS-1350DN / 32 PPM	39,971	46,586	6,615	$0.007730 $51.13	8 years from Intro.
XVD9X06038 / 15146					
750,000 / 01/2009	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					
Kyocera FS-1370DN / 37 PPM	11,774	17,200	5,426	$0.007730 $41.94	7 years from Intro.
Q653664504 / 19316					
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
RSU 01					
Kyocera FS-C5350DN / 32 PPM	3,531	3,922	391	$0.007730	8 years from Intro.
QVQ1Y04866 / 17675				$3.02	
750,000 / 08/2009	4,420	5,039	619	$0.07083	
Color Network Printer				$43.84	
BUDGET					
Asst. Superintendent's Office					
Konica Minolta BHC554 / 55 PPM	235,780	311,500	75,720	$0.004640	None at this time.
A5AY011001517 / 19309				$351.34	
3,000,000 / 08/2012	125,544	172,714	47,170	$0.04003	
Color Photocopier				$1,888.22	
BUDGET					
Principal's Office					
Kyocera FS-1370DN / 37 PPM	11,357	12,077	720	$0.007730	7 years from Intro.
Q653664498 / 19319				$5.57	
750,000 / 07/2010	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Subtotals Black	**147,565**		**$945.12**
Subtotals Color	**47,789**		**$1,932.06**

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
WOOLWICH CENTRAL					
Library					
Kyocera FS-C5350DN / 32 PPM	10,697	13,933	3,236	$0.007730	8 years from Intro.
QVQ1Y04821 / 17674				$25.01	
750,000 / 08/2009	14,223	20,954	6,731	$0.07083	
Color Network Printer				$476.76	
BUDGET					
Main Office					
Konica Minolta BHc364 / 36 PPM	174,452	227,500	53,048	$0.004640	None at this time.
A5C1011002489 / 19368				$246.14	
750,000 / 06/2012	41,330	71,215	29,885	$0.04003	
Color Photocopier				$1,196.30	
BUDGET					
Principal's Office					
Kyocera FS-1370DN / 37 PPM	667	667	0	$0.007730	7 years from Intro. Underused!
Q653664502 / 19341				$0.00	
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	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations

WOOLWICH CENTRAL

Room C110

Kyocera FS-1300D / 30 PPM	13,127	13,134	7	$0.007730	9 years from Intro. Underused!
XVB8202927 / 13223				$0.05	
750,000 / 03/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	

BUDGET

Room C134

Konica Minolta BH754 / 75 PPM	982,392	1,297,352	314,960	$0.004020	None at this time.
A55V011001261 / 19303				$1,266.14	
4,000,000 / 03/2013	0	0	0	$0.00000	
Black Photocopier				$0.00	

BUDGET

Room C216

Konica Minolta BH423 / 42 PPM	724,221	925,426	201,205	$0.004020	7 years from Intro.
A1UD011110235 / 19373				$808.84	
1,000,000 / 06/2010	0	0	0	$0.00000	
Black Photocopier				$0.00	

BUDGET

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Date of Last Upgrade: 8/2/2013 Recommendations
WOOLWICH CENTRAL					
Room C315					
Konica Minolta BH421 / 45 PPM	949,654	1,062,108	112,454	$0.004430	9 years from Intro. Warranty expired!
A0R6011001677 / 19332				$498.17	
1,000,000 / 06/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
BUDGET					
Room G116 Kitchen					
Brother HL-5170DN / 24 PPM	34,603	35,377	774	$0.009660	13 years from Intro. Warranty expired!
E5J866242 / 16264				$7.48	
500,000 / 01/2004	0	0	0	$0.00000	
Black Network Printer				$0.00	
BUDGET					

Subtotals Black	**685,684**	**$2,851.84**	
Subtotals Color	**36,616**	**$1,673.05**	

District Wide Black Totals	*4,228,624*	*$19,332.69*
District Wide Color Totals	*520,924*	*$21,904.96*

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 2016-17 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
4,228,624	$0.01564	$66,135.68

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
4,228,624	$0.00457	$19,324.81	$46,810.87	$234,054.34

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $46,810.87 x 13 years as a Client

=$608,541.28 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 <u>upcoming fiscal year</u>.

Building	Projected Black Volume	Projected Black Usage Cost	Approx. Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Bath Middle School	784,895	$3,769.86	$3,894.65	$10,064.35	$17,728.87
Bath Reg Career & Tech Center	205,432	$1,239.28	$1,019.35	$2,634.16	$4,892.80
Dike-Newell School	354,705	$1,562.72	$1,760.05	$4,548.22	$7,870.99
Fisher Mitchell School	384,384	$1,855.25	$1,907.31	$4,928.78	$8,691.34
Morse High	1,505,687	$6,724.98	$7,471.22	$19,306.74	$33,502.94
Phippsburg Elementary	160,272	$766.10	$795.27	$2,055.10	$3,616.47
RSU 01	147,565	$967.73	$732.22	$1,892.16	$3,592.11
Woolwich Central	685,684	$2,922.46	$3,402.36	$8,792.22	$15,117.04
Total	**4,228,624**	**$19,808.39**	**$20,982.43**	**$54,221.73**	**$95,012.55**

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: An 85 CPM Toshiba e-Studio 8508 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 85 Copies per Minute with a Retail Cost of $41,564 is coming in at $6,575….16% of Retail! *Our prices are negotiated and supported directly by the manufacturer.*

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Bath Middle School	96,301	$3,947.38
Bath Reg Career & Tech Center	31,106	$1,494.21
Dike-Newell School	83,040	$4,030.48
Fisher Mitchell School	103,569	$4,245.29
Morse High	67,923	$2,784.16
Phippsburg Elementary	54,580	$2,237.23
RSU 01	47,789	$1,978.39
Woolwich Central	36,616	$1,713.19
Total	**520,924**	**$22,430.33**

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 2.4%.**

Vendor	Equipment Type	Annual Volume	2016 - 2017 Cost / Copy	Total Cost	2017 - 2018 Cost / Copy	Projected Cost
Budget Document Technologies	Black Laser MFP	16,058	$0.00773	$124.13	$0.00792	$127.18
Budget Document Technologies	Black Network Printer	284,978	$0.00773	$2,202.88	$0.00792	$2,257.03
Budget Document Technologies	Black Network Printer	83,700	$0.00966	$808.54	$0.00989	$827.79
Budget Document Technologies	Black Photocopier	2,474,539	$0.00402	$9,947.65	$0.00412	$10,195.10
Budget Document Technologies	Black Photocopier	712,083	$0.00443	$3,154.53	$0.00454	$3,232.86
Budget Document Technologies	Color Network Printer	14,644	$0.00773	$113.20	$0.00792	$115.98
Budget Document Technologies	Color Photocopier	642,622	$0.00464	$2,981.77	$0.00475	$3,052.45
Total		**4,228,624**	**$0.00457**	**$19,332.69**	**$0.00468**	**$19,808.39**

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. <mark>Current year's increase is 2.4%.</mark>

Vendor	Equipment Type	Annual Volume	2016 - 2017 Cost /Copy	Total Cost	2017 - 2018 Cost /Copy	Projected Cost
Budget Document Technologies	Color Network Printer	34,168	$0.07083	$2,420.12	$0.07253	$2,478.21
Budget Document Technologies	Color Photocopier	486,756	$0.04003	$19,484.84	$0.04099	$19,952.13
Total		**520,924**	**$0.04205**	**$21,904.96**	**$0.04306**	**$22,430.33**

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	**1**

*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-4100DN	NUK2X03597
Bath Middle School	Konica Minolta BH751	A0PN011010474
Bath Middle School	Konica Minolta BH40P	A0DX013004581
Bath Middle School	Kyocera FS-1370DN	Q653664496
Bath Middle School	Konica Minolta BHC554	A5AY011001508
Bath Middle School	Kyocera FS-4100DN	NUK2X03587
Bath Middle School	Kyocera FS-4100DN	NUK2X03596
Bath Middle School	Kyocera FS-1370DN	Q653664494
Bath Middle School	Kyocera FS-4100DN	NUK2X03600
Bath Middle School	Kyocera FS-4100DN	NUK2X03595
Bath Middle School	Konica Minolta BH754	A55V011001258
Bath Reg Career & Tech Center	Kyocera FS-1370DN	Q653664499
Bath Reg Career & Tech Center	Konica Minolta BH501	A0R5011012140
Bath Reg Career & Tech Center	Konica Minolta BH20	A32R012018405
Bath Reg Career & Tech Center	Kyocera FS-4100DN	NUK2X03589
Bath Reg Career & Tech Center	Kyocera FS-4100DN	NUK2X03594
Bath Reg Career & Tech Center	Kyocera FS-1370DN	Q653664493
Bath Reg Career & Tech Center	Kyocera FS-4100DN	NUK2X03582
Bath Reg Career & Tech Center	Konica Minolta BHC554	A5AY011001483
Dike-Newell School	Konica Minolta BHC554	A5AY011001447
Dike-Newell School	Konica Minolta BH754	A55V011001320
Dike-Newell School	Konica Minolta BH601	A0PP011008017
Dike-Newell School	Konica Minolta BH40P	A0DX013004580
Fisher Mitchell School	Kyocera FS-4200DN	NU43817938

Building	Make/Model	Serial Number
Fisher Mitchell School	Konica Minolta BHC452	A0P2011002612
Fisher Mitchell School	Konica Minolta BH601	A0PP011007978
Fisher Mitchell School	Konica Minolta BH601	A0PP011007980
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 BH501	A0R5011012197
Morse High	Konica Minolta BH40P	A0DX013004583
Morse High	Konica Minolta BH754	A55V011001283
Morse High	Konica Minolta BH20	A32R012018402
Morse High	Kyocera FS-4100DN	NUK2X03598
Morse High	Konica Minolta BH754	A55V011001287
Morse High	Konica Minolta BHC454	A5C0011000245
Morse High	Kyocera FS-4100DN	NUK2X03585
Morse High	Kyocera FS-4100DN	NUK2X03593
Morse High	Kyocera FS-4100DN	NUK2X03592
Morse High	Kyocera FS-4100DN	NUK2X03588
Morse High	Kyocera FS-1370DN	Q653664509
Morse High	Kyocera FS-4100DN	NUK2X03591
Morse High	Konica Minolta BH20	A32R012018988
Phippsburg Elementary	Kyocera FS-1370DN	Q653664501
Phippsburg Elementary	Konica Minolta BH501	A0R5011012150
Phippsburg Elementary	Konica Minolta BHC454	A5C0011000692
RSU 01	Konica Minolta BH601	A0PP011007977
RSU 01	Kyocera FS-1370DN	Q653664498
RSU 01	Konica Minolta BHC554	A5AY011001517
RSU 01	HP Laser Jet Pro M401dn	VNG3T00016
RSU 01	Kyocera FS-1370DN	Q653664504
Woolwich Central	Konica Minolta BH423	A1UD011110235
Woolwich Central	Kyocera FS-1370DN	Q653664502
Woolwich Central	Konica Minolta BH754	A55V011001261

Building	Make/Model	Serial Number
Woolwich Central	Konica Minolta BHc364	A5C1011002489

Owned Equipment

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

Service and Supply Contract – Client

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

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

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

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

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

AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants

By: _Skip Tilton_____

Title: _President/Owner_____

Date: _____

Signature: _____

AGREED AND ACCEPTED BY:
Client

By: _____

Title: _____

Date: _____

Signature: _____

Named Contracted Vendor: **Vendor**

Warranty

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

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the Warranty Life of such item of Equipment in number of copies, as shown on Schedule B attached hereto, is exceeded;

2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule B attached hereto.

AGREED AND ACCEPTED BY:
Vendor

By:

Title:

Date:

Signature:

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date:

Signature:

StarDoc User Names

Name	User Name
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
Julie Kenny	jkenny@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

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

•SPC•
specialized purchasing consultants

Top Benefits to <mark>our CLIENTS</mark>:

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 70 clients with over 4,100 devices doing more than 255 million copies and prints per year. In 2016 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 STARDoc Software

➢ Maps all devices and sets up "Interactive Live Floor Plans" of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.

➢ STAR Doc studies your printing habits and is able to predict your year-end cost months in advance, before you receive your year-end reconciliation invoice.

➢ Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

➢ Removes the confusion out of billing.

➢ Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.

➢ With SPC's Simplified Billing Program, TWO invoices are sent each year from ONE billing source.

➢ Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

4. Five-Year Equipment Replacement Schedule

➢ SPC's staff surveys key locations that determine life of existing equipment.

➢ Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.

➢ Manages the entire bid process down to the install.

5. Annual Report

➢ A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as over usage

➢ You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem

6. Vendor Neutral

➢ SPC does not recommend just one brand; we suggest what's best for you with serviceability in mind.

➢ We present you with the bid results and offer recommendations, yet the decision is yours to make.

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

Based on current actual volumes and CPCs, SPC has generated
<mark>Annual Savings of more than $2.3 million</mark> for all of our clients.
That translates into <mark>Savings of more than $11.6 million over five years</mark>!

Overall Benefits to <mark>our VENDORS</mark>

- Opportunities brought to you – Hundreds of machines each year: *In 2016 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.

<div align="center">

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

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