



***Specialized Purchasing Consultants***

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

[www.spccopypro.com](http://www.spccopypro.com)

**2017-2018 Annual Report**

**Year - End Photocopier Analysis**

**With projected costs for 2018-19**

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



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

October 2018

Skip Tilton  
President

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

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

Dear Debra:

We at Specialized Purchasing Consultants, wish to thank you for your continued confidence in us. Our relationship is **now 14 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

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

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

Sincerely,

Skip Tilton  
President

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## *The SPC Team...*

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



**Skip Tilton, President**

**Billie Jo Tilton, Vice President**

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

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



**Jessica Paradis**

*Accounting Coordinator*

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

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

**Alex Webster**

*Operations Manager*

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



**Pam Weed**

*Client-Vendor Relations*

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

**Joel Heffernan**

*Implementation Specialist*

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



**Robert Dutil**

*Director of Information Technology*

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

## Equipment Health Status

<b>Total Number of Machines:</b>	88
<b>Total Black Photocopiers</b>	24
<b>Total Color Photocopiers</b>	8
<b>Total Black Network Printers</b>	51
<b>Total Color Network Printers</b>	5
<b>Total Removed from Service:</b>	2
<b># of Units OFF Warranty:</b>	22
<b># of Units Approaching End of Warranty:</b>	32
<b># of Units Overused:</b>	0
<b># of Units Underused:</b>	4
<b>Commencement Date:</b>	8/2/2013
<b># of Annual Payments Left on Lease</b>	0
<b>All Warranties and Service Contracts Expire:</b>	6/30/2019
<b>SPC's FM Audit Print Management Software Loaded</b>	Yes
<b>Printer Contract</b>	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 five 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 32 machines that are nearing the end of warranty as well as 22 already off warranty. These were machines that were carried over from your previous lease and you own outright as well as reconditioned machines. Also, keep in mind there are some powerful print management software that you may want to consider this time around. (See page #16) in addition, your color volume has increased again this and is substantially higher than other school districts. We can discuss ways to help decrease this usage. (See color bar charts.)

Your next upgrade could take place at any time now since you have already paid off your lease. I am confident that there are other needs that an onsite visit will be able to address.

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	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 102	Konica Minolta BH20	A32R012018405	BUDGET	08/2010
Morse High	Room 117	Kyocera FS-1300D	XVB8505761	BUDGET	03/2008
Morse High	Room 136A	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	Kyocera FS-1370DN	Q653664501	BUDGET	07/2010
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	HP Laser Jet P2055dn	CBN1C06541	BUDGET	10/2008

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
RSU 01	Administrative Office	Kyocera FS-1350DN	XVD9X06038	BUDGET	01/2009
RSU 01	Administrative Office	Kyocera FS-C5350DN	QVQ1Y04866	BUDGET	08/2009
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 G116 Kitchen	Brother HL-5170DN	E5J866242	BUDGET	01/2004



## Non Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
DELL 2330dn Laser Printer	721F6V3-86-13	10.1.20.37	6/17/2018 1:22:36 PM
Kyocera FS-3820N	ABV4Y07935	10.5.20.4	10/16/2018 7:14:30 AM
BROTHER MFC-L8600CDW	U63783L4J179208	10.1.20.90	10/16/2018 7:14:30 AM
HP LaserJet M101-M106	VNB3J13624	10.6.20.136	10/15/2018 7:14:33 AM
CANON MF731C/733C	WTQ12846	10.1.20.32	10/16/2018 7:14:30 AM
HP PRO 8100	CN36JBVJHX05ZZ	10.1.20.6	10/16/2018 7:14:30 AM
EPSON SC-T5000 Series	QB9E004498	10.1.20.120	10/14/2018 7:14:41 AM

**Machine Count: 7... Our Goal with the next upgrade is to get all non contract devices under a CPC agreement.**

# Warranty Progress Report

## For Year 2017-2018

RSU 01 - Bath

### Equipment Details

#### Woolwich Central

##### Room C216

		<i>Black Meter &amp; Volume</i>	<i>Color Meter &amp; Volume</i>
Konica Minolta BH554E	<i>Begin Date:</i> 4/23/2018	<i>Begin Meter</i> 848,943	
A61D011003518	<i>End Date:</i> 6/30/2018	<i>End Meter</i> 898,419	
BUDGET - 19944		<i>Black Volume:</i> 49,476	
<i>Model Intro Date:</i> 10/1/2013			

<i>Date</i>	<i>Comments</i>
4/27/2018	Goodwill temporary replacement for A1UD011110235, which was out of warranty due to age and volume.

Konica Minolta BH423	<i>Begin Date:</i> 7/1/2017	<i>Begin Meter</i> 925,426
A1UD011110235	<i>End Date:</i> 4/23/2018	<i>End Meter</i> 1,092,108
BUDGET - 19373		<i>Black Volume:</i> 166,682

*Model Intro Date:* 6/1/2010

<i>Date</i>	<i>Comments</i>
3/1/2018	Received e-mail from Debra Clark that client was having "continuous issues with their copiers." I called Betsy Lane to address the concerns. She stated the copier just seems to be "old and tired" and can't keep up. It is used heavily by the staff and students but it has frequent jamming, error codes, etc. She stated it seems someone is in her office almost daily with a complaint about the copier. Requested service history from Gerry Gelinis at Budget.
3/20/2018	Followed up with Betsy Lane to see how copier was running. She wrote back with comments from end users. Forwarded message to Skip for review.
3/22/2018	Had conference all with Gerry Gelinis of Budget and Skip to review complaint. Added Betsy to the call so she could share her viewpoint as well. Sent her CEC to complete. CEC comments: "Frequent jamming; constant jamming if using the bypass tray (every 10 copies or so); random streaks on copies, making them illegible; "dirty" copies not caused by marks on the glass; losing contact with the printer and needing to shut off/unplug, etc." SPC's recommendation is for Budget to replace with temporary loaner until client goes through equipment upgrade as gesture of goodwill. It was noted that copier was installed brand new but usage/volume doubled that year from what had been done previous years.
4/27/2018	Vendor replaced copier with loaner KM 554e due to age of BH423.

*Equipment Details***Woolwich Central****Room C315**

		<i>Black Meter &amp; Volume</i>	<i>Color Meter &amp; Volume</i>
Konica Minolta BH454E	<i>Begin Date:</i> 4/23/2018	<i>Begin Meter</i> 247,151	
A61E011005394	<i>End Date:</i> 6/30/2018	<i>End Meter</i> 267,100	
BUDGET - 19936		<i>Black Volume:</i> 19,949	
<i>Model Intro Date:</i> 11/1/2013			

*Date**Comments*

4/27/2018 Goodwill temporary replacement for A0R6011001677, which was out of warranty due to age and volume.

Konica Minolta BH421	<i>Begin Date:</i> 7/1/2017	<i>Begin Meter</i> 1,062,108
A0R6011001677	<i>End Date:</i> 4/23/2018	<i>End Meter</i> 1,130,198
BUDGET - 19332		<i>Black Volume:</i> 68,090

*Model Intro Date:* 6/1/2008

*Date**Comments*

- 3/1/2018 Received e-mail from Debra Clark that client was having "continuous issues with their copiers." I called Betsy Lane to address the concerns. She stated the copier just seems to be "old and tired" and can't keep up. It is used heavily by the staff and middle school students but it can't seem to keep up. It has frequent jamming, error codes, etc. She stated it seems someone is in her office almost daily with a complaint about the copier. Requested service history from Gerry Gelinis at Budget.
- 3/20/2018 Reached out to Betsy by e-mail to see how the copier was running. She had many comments/complaints from end users stating how they avoid using the copier as much as possible. Forwarded message to Skip for review.
- 3/22/2018 Had conference call with SPC and Gerry Gelinis of Budget as Tom was out. We reviewed the comments and complaints. Sent out a CEC for client to complete as well. SPC's recommendation, because copier is old as well as out of warranty due to volume on meter, is to replace with temporary loaner by Budget until client upgrades equipment in summer.
- 3/23/2018 Received CEC back from Betsy. Comments: "Most consistent issue for this machine is jamming. Too frequently to call for service every time. Teachers don't use this copier; instead they walk from the 3rd floor down to the 1st floor to copy or print. They don't stop on the 2nd floor, as that has too many issues as well." Usage history shows copier's volume almost doubled after equipment upgrade in 2013; additionally copier was placed as a Recon unit with over 650k volume on it already.
- 4/27/2018 Vendor replaced copier with loaner KM 454e as gesture of goodwill due to age of BH421.

## 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
Woolwich Central	Room C216	Konica Minolta BH423	A1UD011110235	19373	4/23/2018
Woolwich Central	Room C315	Konica Minolta BH421	A0R6011001677	19332	4/23/2018



## **1988 Specialized Purchasing Consultants opens its doors**

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

## **1999 Improved Annual Reports**

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

## **2001 Solid-Ink Printers and Meter Collection**

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

## **2002 Bond Counsel Review**

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

## **2003 Contracts and Warranties Updated**

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

## **2005 Economic Municipal Relief Fund Established**

## **2006 Data Collection Agent**

- Data Collection Agent Software offered for meter collection convenience

## **2007 Insurance Fund**

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

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

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

## **2013 STARDoc - Daily Tracking**

- Meters gathered daily to track usage

**2014 STARDoc - Monthly Audits**

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

**2015 STARDoc - Mapping Options and Asset Management**

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

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

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



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

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



## New Features

### Industry Wide

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


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

### STARDoc

**NEW! Over Budget Report feature**

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

Over Budget



Room:

Room 201 Principal's Office

Make & Model:

Canon IRC5051

Serial Number:

GQM65369

IP Address:

172.16.10.145

Projected Amount Over Budget:

\$1,902

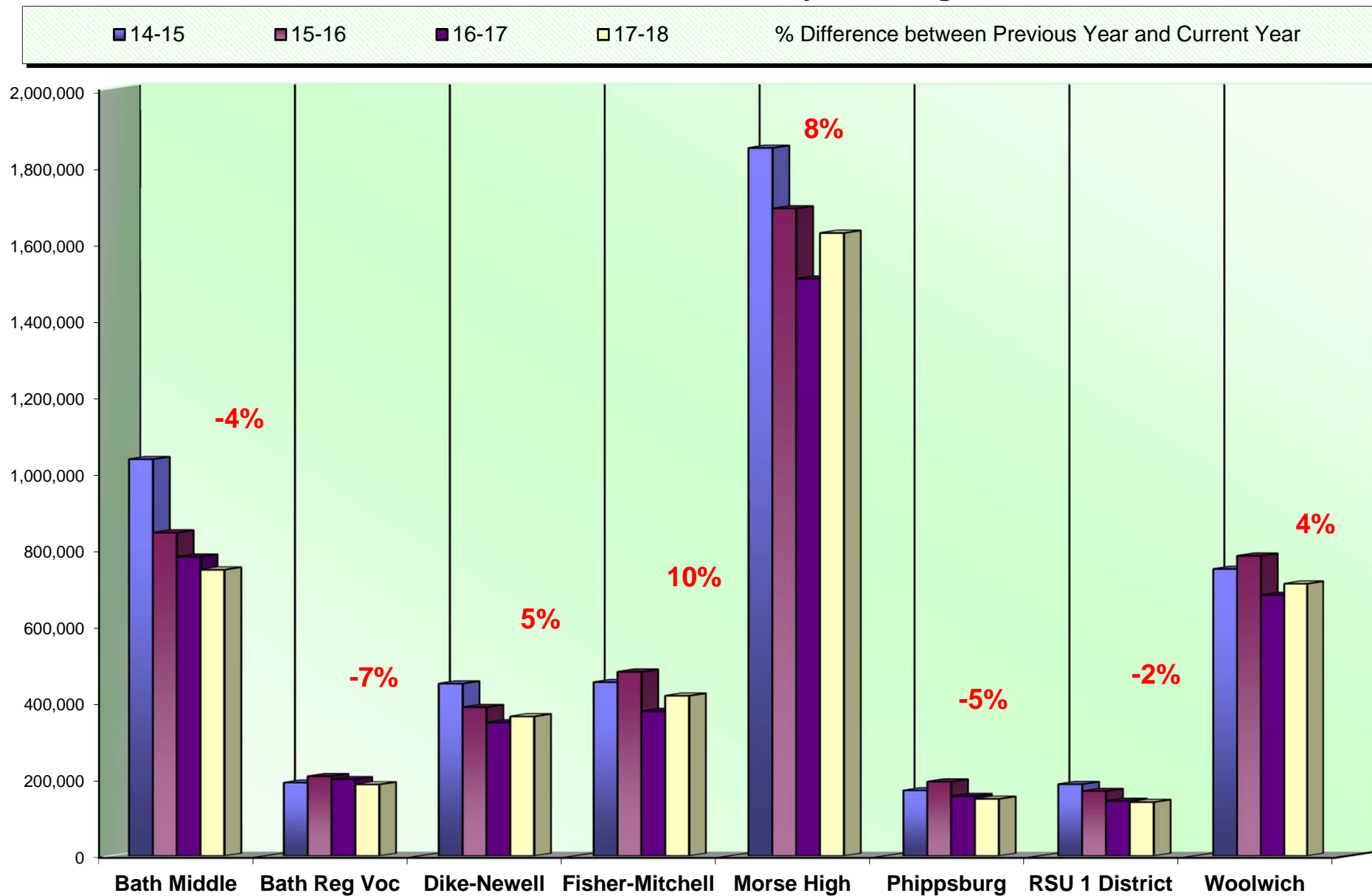
Previous

Next

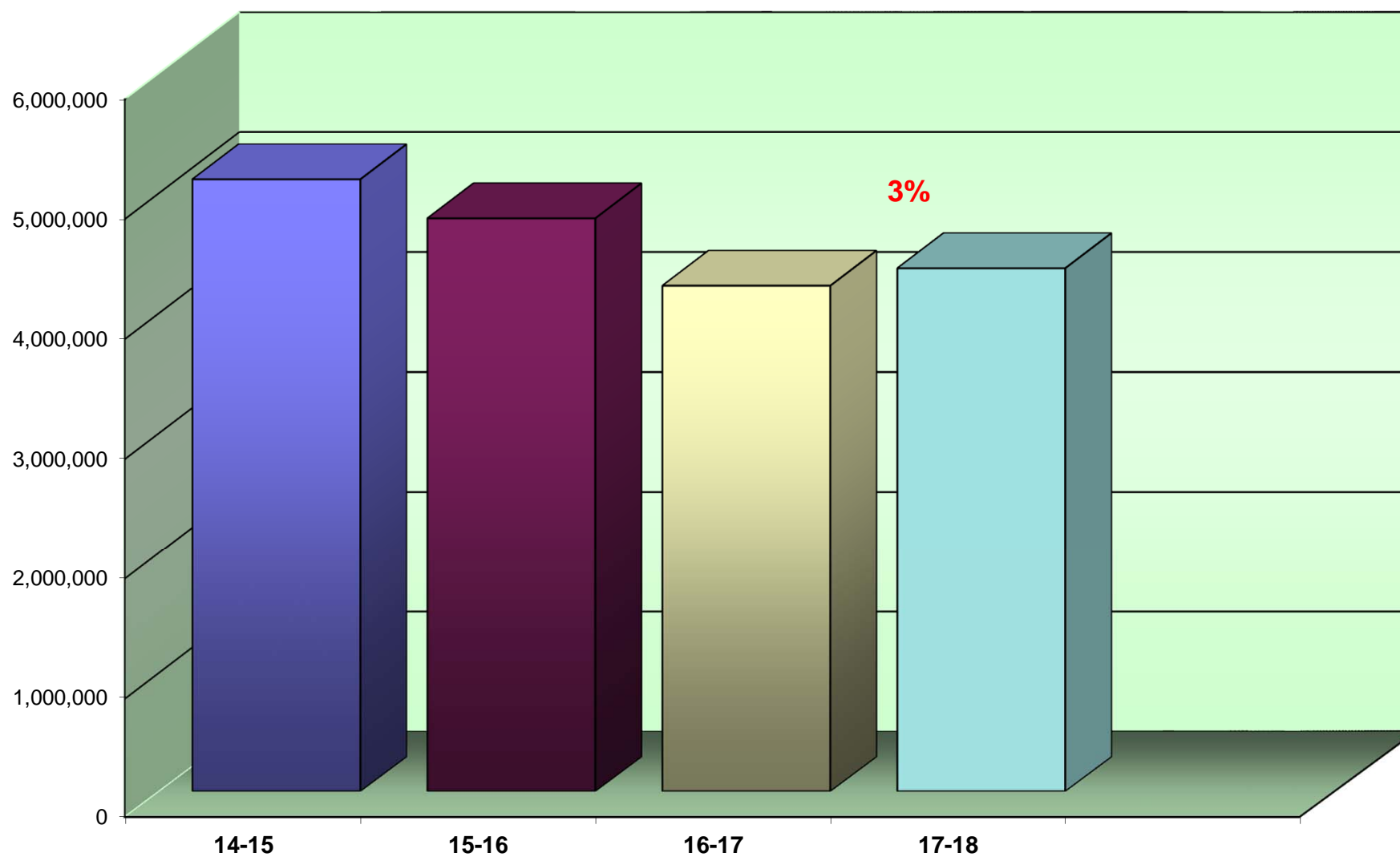
Request Service History

Close

## Annual Black Volume by Building



## Annual Black Volume Overall



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

## 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.

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Bath Middle School	351	751,144	\$16,875.79	2,140	\$48.08
Bath Reg Career & Tech Center	153	191,725	\$4,512.85	1,253	\$29.50
Dike-Newell School	296	370,670	\$8,096.27	1,252	\$27.35
Fisher Mitchell School	229	424,334	\$9,484.94	1,853	\$41.42
Morse High	600	1,624,463	\$35,624.84	2,707	\$59.37
Phippsburg Elementary	94	152,987	\$3,409.50	1,628	\$36.27
RSU 01	0	144,335	\$3,483.21	0	\$0.00
Woolwich Central	368	714,768	\$15,527.86	1,942	\$42.20
<b>Totals</b>	<b>2,091</b>	<b>4,374,426</b>	<b>\$97,015.26</b>	<b>2,092</b>	<b>\$46.40</b>

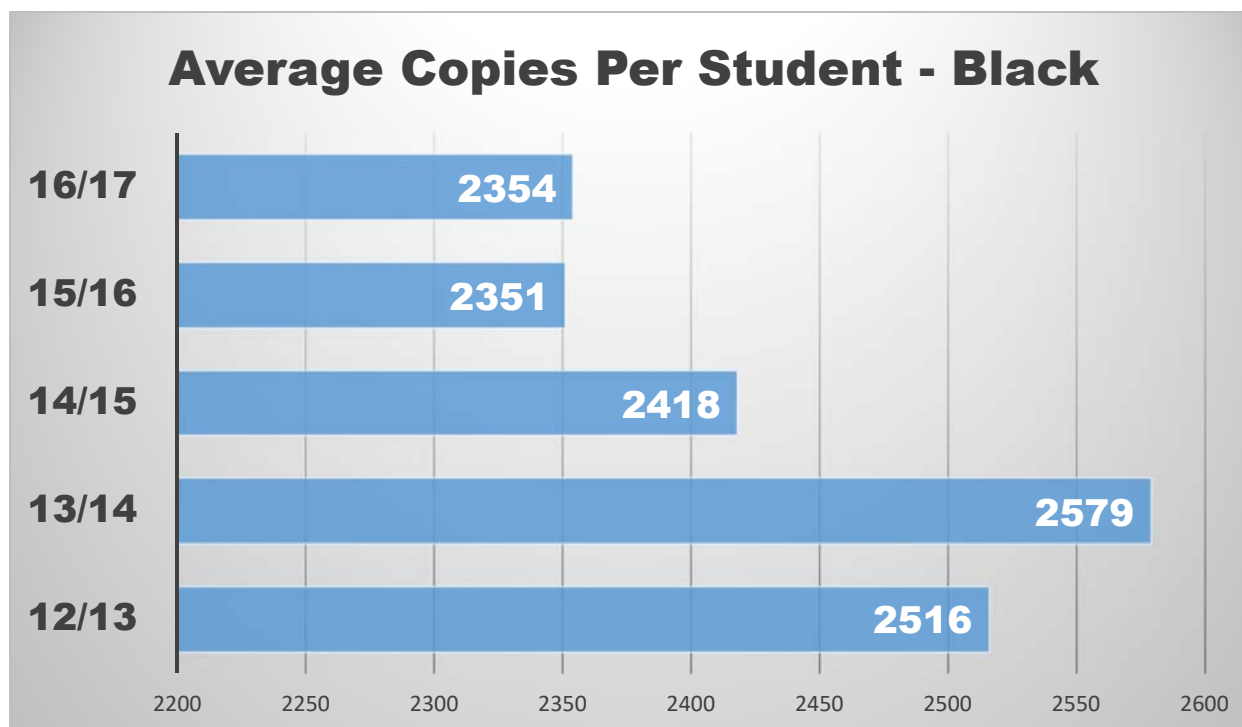
*\*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

### Cost Comparison – Black Only

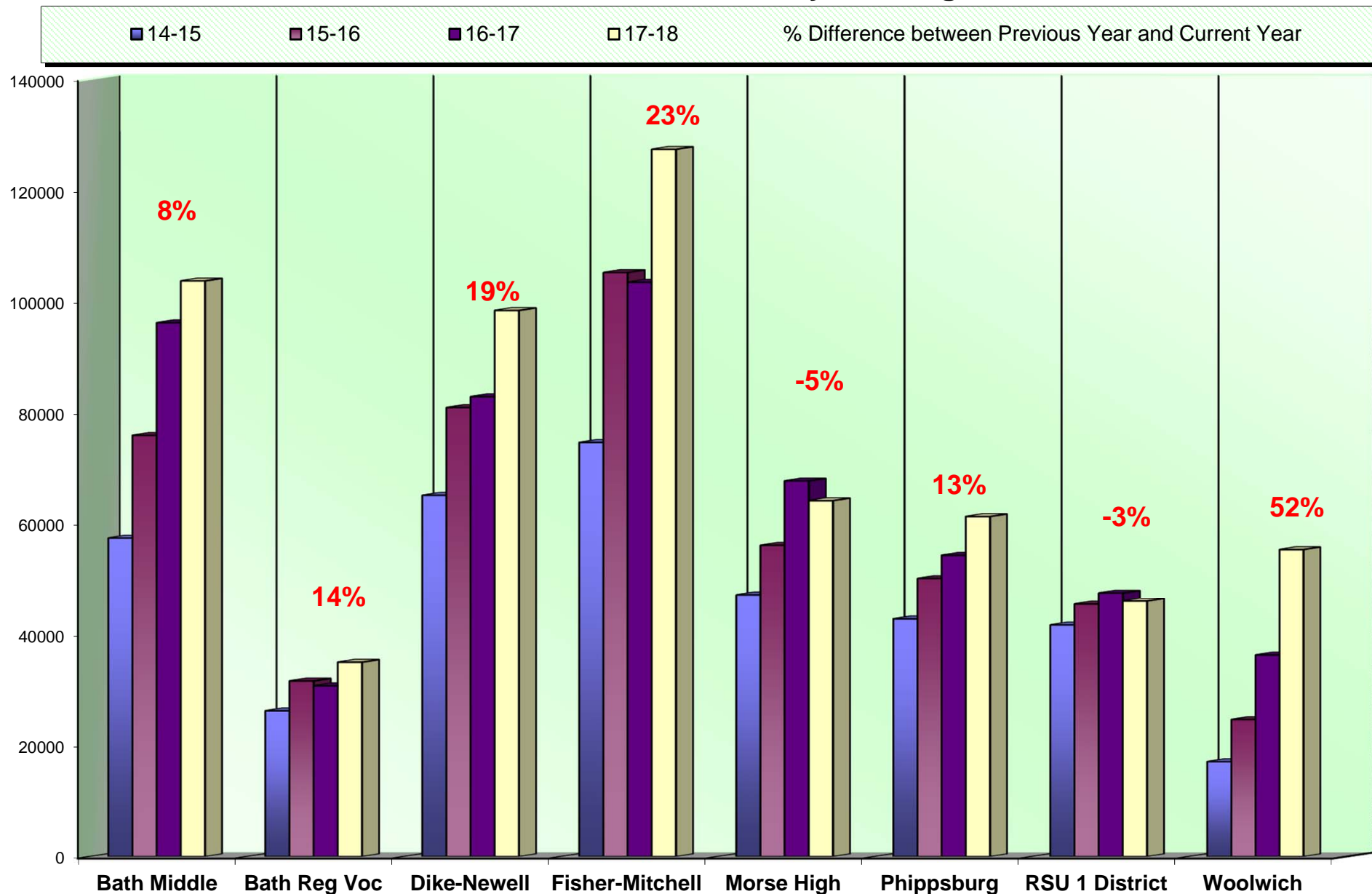
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<b>Total Student Population</b>	<b>Total Annual Volume</b>	<b>Total District Cost*</b>	<b>Annual Copies Per Student</b>	<b>Annual Cost Per Student</b>
All Schools w/Student Populations	88,906	209,301,843	\$4,194,294.05	2,354	\$47.17

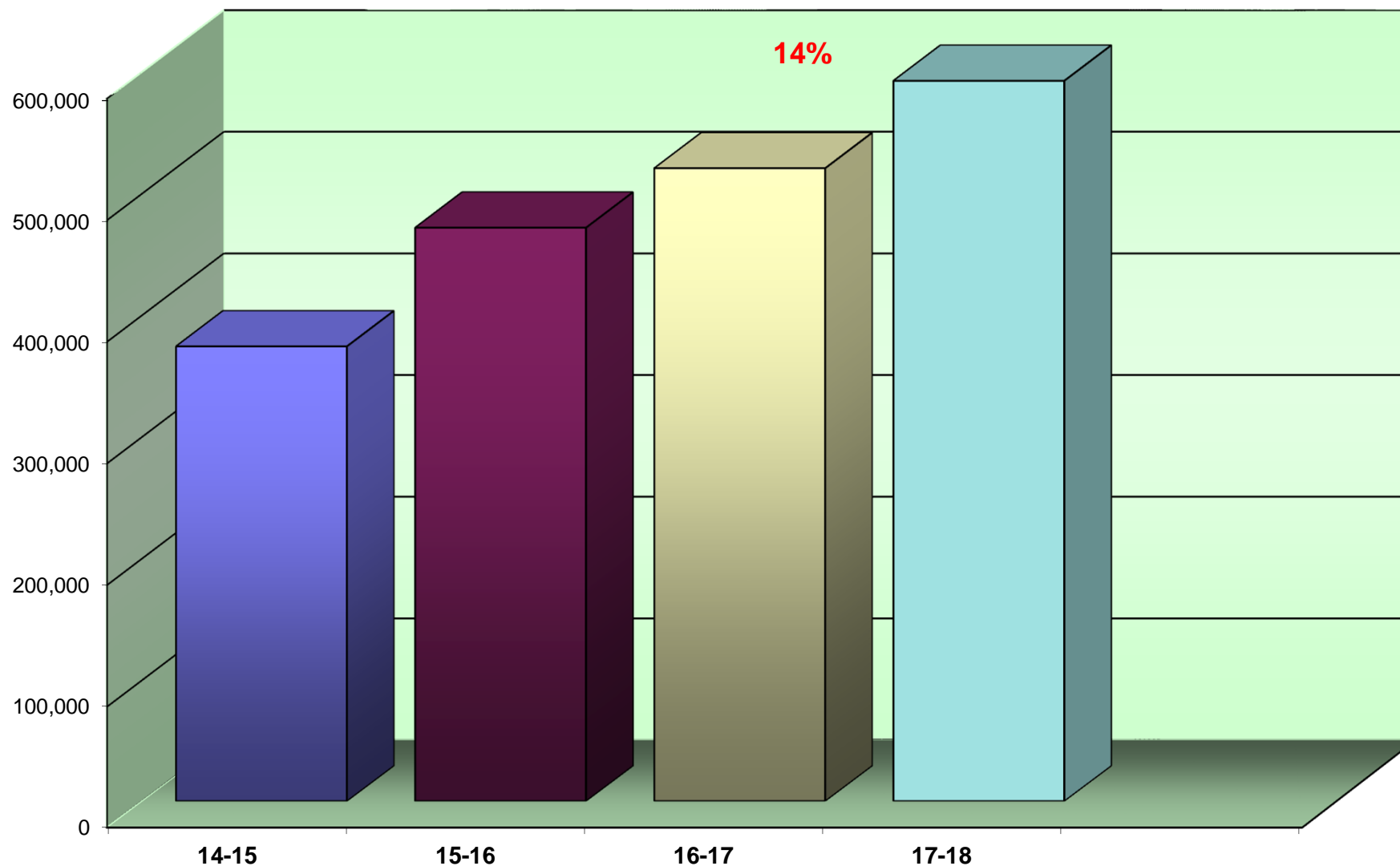
\* Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment



## Annual Color Volume by Building



## Annual Color Volume Overall



% 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.

<i>Building Name</i>	<i>Student Population</i>	<i>Annual Volume</i>	<i>Total School Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
Bath Middle School	351	103,804	\$4,374.30	296	\$12.46
Bath Reg Career & Tech Center	153	35,324	\$1,647.70	231	\$10.77
Dike-Newell School	296	98,503	\$5,042.99	333	\$17.04
Fisher Mitchell School	229	127,417	\$5,369.35	556	\$23.45
Morse High	600	64,382	\$2,713.06	107	\$4.52
Phippsburg Elementary	94	61,533	\$2,593.00	655	\$27.59
RSU 01	0	46,264	\$1,977.67	0	\$0.00
Woolwich Central	368	55,612	\$2,695.25	151	\$7.32
<b>Totals</b>	<b>2,091</b>	<b>592,839</b>	<b>\$26,413.32</b>	<b>284</b>	<b>\$12.63</b>

*\*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report. Note: New STARDoc tool will flag the High Color Usage. See Page #16 under new STARDoc features. Industry Ratios are 185 color prints per student per year. Please contact our SPC technical team to provide training to your staff.*

<b><i>District Wide Black Totals</i></b>	<b>4,374,426</b>	<b>\$20,501.99</b>
<b><i>District Wide Color Totals</i></b>	<b>592,839</b>	<b>\$25,692.71</b>

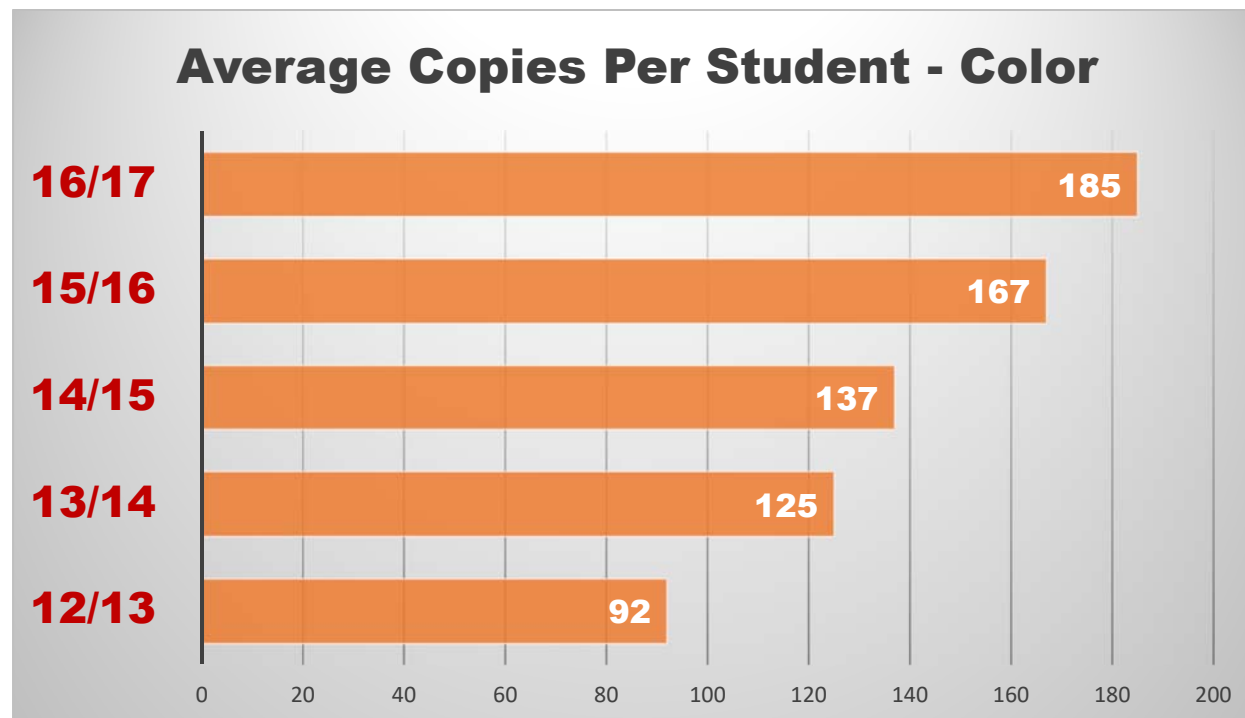


### Cost Comparison – Color Only

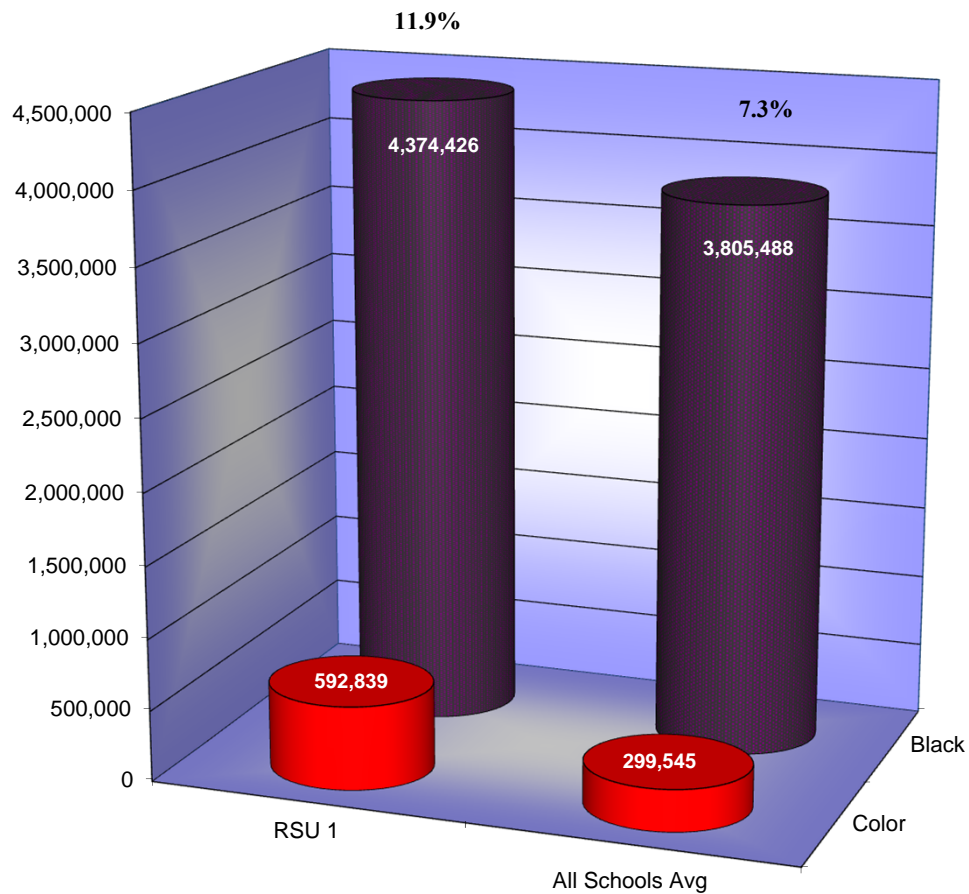
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i><b>Total Student Population</b></i>	<i><b>Total Annual Volume</b></i>	<i><b>Total District Cost*</b></i>	<i><b>Annual Copies Per Student</b></i>	<i><b>Annual Cost Per Student</b></i>
All Schools w/Student Populations	88,906	16,474,996	\$820,060.24	185	\$9.22

\* Total District Cost refers to the cost of Service and Supplies only; paper and equipment costs are calculated into the Black Comparison chart.



### Color to Total Volume Percentage



## *Usage Profile for Service & Supplies*

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

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 8/2/2013</i>
<i>Serial Number / Vendor ID</i>			<i>2017-18</i>		
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<b>BATH MIDDLE SCHOOL</b>					
<b><i>Food Service</i></b>					
Kyocera FS-1370DN / 37 PPM	7,710	8,977	1,267	\$0.007920	8 years from Intro.
Q653664496 / 19337				\$10.03	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>BUDGET</b>					
<b><i>Guidance Office</i></b>					
Kyocera FS-1350DN / 32 PPM	52,378	61,087	8,709	\$0.007920	9 years from Intro.
XVD9905030 / 15114				\$68.98	
750,000 / 01/2009	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>BUDGET</b>					

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 8/2/2013</i>
<i>Serial Number / Vendor ID</i>			<i>2017-18</i>		
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<b>BATH MIDDLE SCHOOL</b>					
<i>Library</i>					
Konica Minolta BH40P / 45 PPM A0DX013004581 / 19330 1,000,000 / 03/2008 Black Network Printer	86,424  0	94,793  0	8,369  0	\$0.007920 \$66.28 \$0.00000 \$0.00	10 years from Intro.
<b>BUDGET</b>					
Konica Minolta BH421 / 45 PPM A0R6011003269 / 13568 1,000,000 / 06/2008 Black Photocopier	1,922,972  0	1,941,360  0	18,388  0	\$0.004540 \$83.48 \$0.00000 \$0.00	10 years from Intro.
<b>BUDGET</b>					
Kyocera FS-2020D / 37 PPM XVH8Z01219 / 14081 750,000 / 03/2009 Black Network Printer	58,073  0	59,806  0	1,733  0	\$0.007920 \$13.73 \$0.00000 \$0.00	9 years from Intro.
<b>BUDGET</b>					

Date of Last Upgrade: 8/2/2013					
Make-Model / Speed					
Serial Number / Vendor ID			2017-18		
Life / Intro Date	7/1/2017	6/30/2018	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
BATH MIDDLE SCHOOL					
Main Office					
Konica Minolta BHC554 / 55 PPM	493,859	616,199	122,340	\$0.004750	None at this time.
A5AY011001508 / 19305				\$581.12	
3,000,000 / 08/2012	262,101	365,905	103,804	\$0.04099	
Color Photocopier				\$4,254.93	
BUDGET					
Kyocera FS-4100DN / 45 PPM	55,389	71,051	15,662	\$0.007920	None at this time.
NUK2X03587 / 19339				\$124.04	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
BUDGET					
Room 105					
Kyocera FS-1370DN / 37 PPM	11,524	20,609	9,085	\$0.007920	8 years from Intro.
Q651Z30158 / 17678				\$71.95	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
BUDGET					
Room 106					
Kyocera FS-1300D / 30 PPM	68,397	78,309	9,912	\$0.007920	10 years from Intro.
XVB8505756 / 13320				\$78.50	
750,000 / 03/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
BUDGET					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>BATH MIDDLE SCHOOL</b>					
<b>Room 200 Teachers' Room</b>					
Konica Minolta BH751 / 75 PPM	977,402	1,107,394	129,992	\$0.004540	10 years from Intro.
A0PN011010474 / 11121				\$590.16	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>BUDGET</b>					
<b>Room 202</b>					
Kyocera FS-1350DN / 32 PPM	15,892	18,999	3,107	\$0.007920	9 years from Intro.
XVD9904901 / 15071				\$24.61	
750,000 / 01/2009	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>BUDGET</b>					
<b>Room 205</b>					
Kyocera FS-4100DN / 45 PPM	57,432	73,872	16,440	\$0.007920	None at this time.
NUK2X03596 / 19342				\$130.20	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>BUDGET</b>					
<b>Room 209</b>					
Kyocera FS-4100DN / 45 PPM	29,445	38,496	9,051	\$0.007920	None at this time.
NUK2X03597 / 19344				\$71.68	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>BUDGET</b>					



Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 8/2/2013		
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
BATH MIDDLE SCHOOL						
Room 308						
Kyocera FS-4100DN / 45 PPM NUK2X03595 / 19343 1,000,000 / 10/2012 Black Network Printer	52,477  0	73,331  0	20,854  0	\$0.007920 \$165.16 \$0.00000 \$0.00	None at this time.	
BUDGET						
Teachers' Room						
Konica Minolta BH754 / 75 PPM A55V011001258 / 19301 4,000,000 / 03/2013 Black Photocopier	1,557,381  0	1,908,676  0	351,295  0	\$0.004120 \$1,447.34 \$0.00000 \$0.00		None at this time.
BUDGET						
Subtotals Black			751,144	\$3,732.08		
Subtotals Color			103,804	\$4,254.93		



<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 8/2/2013</i>	
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
<b>BATH REG CAREER &amp; TECH CENTER</b>					
<b>Main Office</b>					
Konica Minolta BHC554 / 55 PPM A5AY011001483 / 19306 3,000,000 / 08/2012 Color Photocopier	191,071	230,833	39,762	\$0.004750 \$188.87 \$0.04099 \$1,246.71	None at this time.
<b>BUDGET</b>					
<b>Room 306B</b>					
Konica Minolta BH501 / 50 PPM A0R5011012140 / 19323 2,000,000 / 06/2008 Black Photocopier	319,799	327,656	7,857	\$0.004540 \$35.67 \$0.00000 \$0.00	10 years from Intro.
<b>BUDGET</b>					
<b>Room 329</b>					
Kyocera FS-1350DN / 32 PPM XVD9904980 / 15072 750,000 / 01/2009 Black Network Printer	74,985	84,659	9,674	\$0.007920 \$76.62 \$0.00000 \$0.00	9 years from Intro.
<b>BUDGET</b>					
<b>Room 401</b>					
Kyocera FS-4100DN / 45 PPM NUK2X03589 / 19362 1,000,000 / 10/2012 Black Network Printer	16,775	21,831	5,056	\$0.007920 \$40.04 \$0.00000 \$0.00	None at this time.
<b>BUDGET</b>					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>BATH REG CAREER &amp; TECH CENTER</b>					
<b>Room 407 Staff</b>					
Konica Minolta BH501 / 50 PPM	746,417	824,956	78,539	\$0.004540	10 years from Intro.
A0R5011004642 / 19590				\$356.57	
2,000,000 / 06/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>BUDGET</b>					
<b>Room 408</b>					
Kyocera FS-4100DN / 45 PPM	14,146	16,161	2,015	\$0.007920	None at this time.
NUK2X03594 / 19356				\$15.96	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>BUDGET</b>					

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 8/2/2013</i>
<i>Serial Number / Vendor ID</i>			<i>2017-18</i>		
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
<b>BATH REG CAREER &amp; TECH CENTER</b>					
<b>Room 411</b>					
Kyocera FS-1370DN / 37 PPM	2,675	2,675	0	\$0.007920	8 years from Intro. Underused!
Q653664493 / 19363				\$0.00	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>BUDGET</b>					
Kyocera FS-4100DN / 45 PPM	25,945	35,469	9,524	\$0.007920	None at this time.
NUK2X03582 / 19361				\$75.43	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>BUDGET</b>					
Kyocera FS-4100DN / 45 PPM	12,585	14,081	1,496	\$0.007920	None at this time.
NUK2X03591 / 19336				\$11.85	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>BUDGET</b>					
<b>Room 412</b>					
Kyocera FS-C5350DN / 32 PPM	10,878	11,692	814	\$0.007920	9 years from Intro.
XVG9Z03126 / 15509				\$6.45	
750,000 / 08/2009	13,231	13,721	490	\$0.07253	
Color Network Printer				\$35.54	
<b>BUDGET</b>					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/2/2013	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
BATH REG CAREER & TECH CENTER						
Room 413						
HP Laser Jet P2035n / 30 PPM CNB9T43636 / 16250 750,000 / 11/2008	172,266  0	198,779  0	26,513  0	\$0.009890 \$262.21 \$0.00000	10 years from Intro.	
Black Network Printer				\$0.00		
BUDGET						
Room 419						
Konica Minolta MC 8650 / 33 PPM A02E01A001015 / 17279 750,000 / 01/2008	14,614  44,274	17,282  48,693	2,668  4,419	\$0.007920 \$21.13 \$0.07253	10 years from Intro.	
Color Network Printer				\$320.51		
BUDGET						
Room 423						
Kyocera FS-1370DN / 37 PPM Q653664499 / 19365 750,000 / 07/2010	15,923  0	23,730  0	7,807  0	\$0.007920 \$61.83 \$0.00000	8 years from Intro.	
Black Network Printer				\$0.00		
BUDGET						
Subtotals Black			191,725	\$1,152.63		
Subtotals Color			35,324	\$1,602.76		

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<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 8/2/2013</i>
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>DIKE-NEWELL SCHOOL</b>					
<b>Room 28</b>					
Konica Minolta BH754 / 75 PPM	1,050,083	1,332,044	281,961	\$0.004120	None at this time.
A55V011001320 / 19380				\$1,161.68	
4,000,000 / 03/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>BUDGET</b>					
<b>Subtotals Black</b>			<b>370,670</b>	<b>\$1,615.98</b>	
<b>Subtotals Color</b>			<b>98,503</b>	<b>\$4,905.49</b>	

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>FISHER MITCHELL SCHOOL</b>					
<b>840SF</b>					
Kyocera FS-4100DN / 45 PPM	6,996	12,203	5,207	\$0.007920	None at this time.
NUK2X03583 / 19358				\$41.24	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>BUDGET</b>					
<b>Computer Lab</b>					
Kyocera FS-4200DN / 52 PPM	11,012	15,323	4,311	\$0.007920	None at this time.
NU43817938 / 19510				\$34.14	
3,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>BUDGET</b>					
<b>Main Entrance</b>					
Konica Minolta BHC452 / 45 PPM	929,071	1,111,632	182,561	\$0.004750	9 years from Intro.
A0P2011002612 / 19326				\$867.16	
1,000,000 / 09/2009	477,346	604,763	127,417	\$0.04099	
Color Photocopier				\$5,222.82	
<b>BUDGET</b>					
<b>Main Office</b>					
HP Laser Jet Pro M401dn / 35 PPM	33,317	43,948	10,631	\$0.009890	None at this time.
VNG3T00030 / 19317				\$105.14	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>BUDGET</b>					

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<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i>			<i>Date of Last Upgrade: 8/2/2013</i>		
<i>Vendor</i>	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>MORSE HIGH</b>					
<b>Copy Room</b>					
Konica Minolta BH754 / 75 PPM A55V011001287 / 19304 4,000,000 / 03/2013 Black Photocopier	1,625,188 0	2,102,666 0	477,478 0	\$0.004120 \$1,967.21 \$0.00000 \$0.00	None at this time.
<b>BUDGET</b>					
Konica Minolta BH754 / 75 PPM A55V011001283 / 19302 4,000,000 / 03/2013 Black Photocopier	2,029,871 0	2,473,186 0	443,315 0	\$0.004120 \$1,826.46 \$0.00000 \$0.00	None at this time.
<b>BUDGET</b>					
Konica Minolta BH754 / 75 PPM A55V011001345 / 19381 4,000,000 / 03/2013 Black Photocopier	2,051,742 0	2,505,394 0	453,652 0	\$0.004120 \$1,869.05 \$0.00000 \$0.00	None at this time.
<b>BUDGET</b>					
<b>Guidance Office</b>					
Konica Minolta BH501 / 50 PPM A0R5011012197 / 17358 2,000,000 / 06/2008 Black Photocopier	460,004 0	520,619 0	60,615 0	\$0.004540 \$275.19 \$0.00000 \$0.00	10 years from Intro.
<b>BUDGET</b>					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Date of Last Upgrade: 8/2/2013</i> <i>Recommendations</i>
<b>MORSE HIGH</b>					
<b><i>IT Staging</i></b>					
Konica Minolta BH20 / 32 PPM A32R012018988 / 18758 750,000 / 08/2010	8,984 0	11,283 0	2,299 0	\$0.007920 \$18.21 \$0.00000	8 years from Intro.
Black Laser MFP				\$0.00	
<b>BUDGET</b>					
<b><i>Kitchen Office</i></b>					
Kyocera FS-1350DN / 32 PPM XVD9904899 / 15104 750,000 / 01/2009	14,970 0	17,207 0	2,237 0	\$0.007920 \$17.72 \$0.00000	9 years from Intro.
Black Network Printer				\$0.00	
<b>BUDGET</b>					
<b><i>Library Media Center</i></b>					
Kyocera FS-1370DN / 37 PPM Q653664509 / 19364 750,000 / 07/2010	60,488 0	74,876 0	14,388 0	\$0.007920 \$113.95 \$0.00000	8 years from Intro.
Black Network Printer				\$0.00	
<b>BUDGET</b>					
<b><i>Lobby</i></b>					
Konica Minolta BH20 / 32 PPM A32R012018402 / 19366 750,000 / 08/2010	32,818 0	37,247 0	4,429 0	\$0.007920 \$35.08 \$0.00000	8 years from Intro.
Black Laser MFP				\$0.00	
<b>BUDGET</b>					







					Date of Last Upgrade: 8/2/2013
Make-Model / Speed					
Serial Number / Vendor ID				2017-18	
Life / Intro Date	7/1/2017	6/30/2018	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	Recommendations
<b>MORSE HIGH</b>					
	<b>Subtotals Black</b>		<b>1,624,463</b>	<b>\$7,220.46</b>	
	<b>Subtotals Color</b>		<b>64,382</b>	<b>\$2,639.02</b>	





<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 8/2/2013</i>	
<i>Serial Number / Vendor ID</i>						
<i>Life / Intro Date</i>		<i>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
<i>Vendor</i>		<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Annual Cost</i>	
<b>RSU 01</b>						
<b><i>Administrative Copy Room</i></b>						
Konica Minolta BH601 / 60 PPM		1,265,193	1,270,872	5,679	\$0.004540	10 years from Intro.
A0PP011007977 / 17357					\$25.78	
3,000,000 / 12/2008		0	0	0	\$0.00000	
Black Photocopier					\$0.00	
<b>BUDGET</b>						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/2/2013</i>  <i>Recommendations</i>	
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>		
<b>RSU 01</b>						
<b>Administrative Office</b>						
HP Laser Jet P2055dn / 35 PPM CBN1C06541 / 16273 750,000 / 10/2008 Black Network Printer <b>BUDGET</b>	127,397  0	137,897  0	10,500  0	\$0.009890 \$103.85 \$0.00000 \$0.00	10 years from Intro.	
HP Laser Jet Pro M401dn / 35 PPM VNG3T00016 / 19318 750,000 / 06/2012 Black Network Printer <b>BUDGET</b>	153,340  0	189,248  0	35,908  0	\$0.009890 \$355.13 \$0.00000 \$0.00	None at this time.	
Kyocera FS-1350DN / 32 PPM XVD9X06038 / 15146 750,000 / 01/2009 Black Network Printer <b>BUDGET</b>	46,586  0	49,231  0	2,645  0	\$0.007920 \$20.95 \$0.00000 \$0.00	9 years from Intro.	
Kyocera FS-1370DN / 37 PPM Q653664504 / 19316 750,000 / 07/2010 Black Network Printer <b>BUDGET</b>	17,200  0	21,811  0	4,611  0	\$0.007920 \$36.52 \$0.00000 \$0.00	8 years from Intro.	
Kyocera FS-C5350DN / 32 PPM QVQ1Y04866 / 17675 750,000 / 08/2009 Color Network Printer <b>BUDGET</b>	3,922  5,039	4,375  5,906	453  867	\$0.007920 \$3.59 \$0.07253 \$62.88	9 years from Intro.	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 8/2/2013	
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
RSU 01					
Asst. Superintendent's Office					
Konica Minolta BHC554 / 55 PPM A5AY011001517 / 19309 3,000,000 / 08/2012 Color Photocopier	311,500	394,759	83,259	\$0.004750 \$395.48	None at this time.
	172,714	218,111	45,397	\$0.04099	
				\$1,860.82	
BUDGET					
Principal's Office					
Kyocera FS-1370DN / 37 PPM Q653664498 / 19319 750,000 / 07/2010 Black Network Printer	12,077	13,357	1,280	\$0.007920 \$10.14	8 years from Intro.
	0	0	0	\$0.00000	
				\$0.00	
BUDGET					
Subtotals Black			144,335	\$951.43	
Subtotals Color			46,264	\$1,923.71	

Date of Last Upgrade: 8/2/2013					
Make-Model / Speed					
Serial Number / Vendor ID			2017-18		
Life / Intro Date	7/1/2017	6/30/2018	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
WOOLWICH CENTRAL					
Library					
Kyocera FS-C5350DN / 32 PPM	13,933	17,227	3,294	\$0.007920	9 years from Intro.
QVQ1Y04821 / 17674				\$26.09	
750,000 / 08/2009	20,954	31,804	10,850	\$0.07253	
Color Network Printer				\$786.95	
BUDGET					
Main Office					
Konica Minolta BHc364 / 36 PPM	227,500	276,000	48,500	\$0.004750	None at this time.
A5C1011002489 / 19368				\$230.38	
750,000 / 06/2012	71,215	115,977	44,762	\$0.04099	
Color Photocopier				\$1,834.79	
BUDGET					
Principal's Office					
Kyocera FS-1370DN / 37 PPM	667	1,557	890	\$0.007920	8 years from Intro.
Q653664502 / 19341				\$7.05	
750,000 / 07/2010	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
BUDGET					
Room C110					
Kyocera FS-1300D / 30 PPM	13,134	13,309	175	\$0.007920	10 years from Intro. Underused!
XVB8202927 / 13223				\$1.39	
750,000 / 03/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
BUDGET					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 8/2/2013</i>  <i>2017-18</i> <i>Annual</i> <i>Volume</i> <i>Cost/Copy</i> <i>Annual Cost</i> <i>Recommendations</i>	
<b>WOOLWICH CENTRAL</b>						
<b>Room C134</b>						
Konica Minolta BH754 / 75 PPM	1,297,352	1,654,220	356,868	\$0.004120	None at this time.	
A55V011001261 / 19303				\$1,470.30		
4,000,000 / 03/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
<b>BUDGET</b>						
<b>Room C216</b>						
Konica Minolta BH423 / 42 PPM	925,426	1,092,108	166,682	\$0.004120	Replaced under warranty w/A61D011003518	
A1UD011110235 / 19373				\$686.73		
1,000,000 / 06/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
<b>BUDGET</b>						
Konica Minolta BH554E / 55 PPM	848,943	898,419	49,476	\$0.004120	None at this time. Warranty replacement for A1UD011110235	
A61D011003518 / 19944				\$203.84		
3,000,000 / 10/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
<b>BUDGET</b>						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/2/2013</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>	<i>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>		
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	
<i>Recommendations</i>					
<b>WOOLWICH CENTRAL</b>					
<b>Room C315</b>					
Konica Minolta BH421 / 45 PPM	1,062,108	1,130,198	68,090	\$0.004540	Replaced under warranty w/A61E011005394
A0R6011001677 / 19332				\$309.13	
1,000,000 / 06/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>BUDGET</b>					
Konica Minolta BH454E / 45 PPM	247,151	267,100	19,949	\$0.004540	None at this time. Warranty replacement for A0R6011001677
A61E011005394 / 19936				\$90.57	
1,000,000 / 11/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>BUDGET</b>					
<b>Room G116 Kitchen</b>					
Brother HL-5170DN / 24 PPM	35,377	36,221	844	\$0.009890	14 years from Intro.
E5J866242 / 16264				\$8.35	
500,000 / 01/2004	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>BUDGET</b>					
<b>Subtotals Black</b>		<b>714,768</b>	<b>\$3,033.81</b>		
<b>Subtotals Color</b>		<b>55,612</b>	<b>\$2,621.74</b>		

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<i>District Wide Black Totals</i>	4,374,426	\$20,501.99
<i>District Wide Color Totals</i>	592,839	\$25,692.71

## 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 2017-18 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

### BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
4,374,426	\$0.01564	\$68,416.02

### CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
4,374,426	\$0.00469	\$20,516.06	\$47,899.96	\$239,499.82

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$47,899.96 x 14 years as a Client*

***=\$670,599.51 Cost Savings!***

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



## *Projected Equipment Costs by Building - Black*

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Bath Middle School	751,144	\$3,838.06	\$3,727.18	\$9,310.55	\$16,875.79
Bath Reg Career & Tech Center	191,725	\$1,185.04	\$951.34	\$2,376.46	\$4,512.85
Dike-Newell School	370,670	\$1,662.49	\$1,839.26	\$4,594.52	\$8,096.27
Fisher Mitchell School	424,334	\$2,119.71	\$2,105.55	\$5,259.69	\$9,484.94
Morse High	1,624,463	\$7,428.77	\$8,060.59	\$20,135.49	\$35,624.84
Phippsburg Elementary	152,987	\$754.08	\$759.12	\$1,896.30	\$3,409.50
RSU 01	144,335	\$977.96	\$716.19	\$1,789.06	\$3,483.21
Woolwich Central	714,768	\$3,121.52	\$3,546.68	\$8,859.67	\$15,527.86
<b>Total</b>	<b>4,374,426</b>	<b>\$21,087.63</b>	<b>\$21,705.90</b>	<b>\$54,221.73</b>	<b>\$97,015.26</b>

### *SPC Equipment Bids:*

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

## *Projected Equipment Costs by Building - Color*

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

Building	Projected Color Volume	Service & Supply Cost
Bath Middle School	103,804	\$4,374.30
Bath Reg Career & Tech Center	35,324	\$1,647.70
Dike-Newell School	98,503	\$5,042.99
Fisher Mitchell School	127,417	\$5,369.35
Morse High	64,382	\$2,713.06
Phippsburg Elementary	61,533	\$2,593.00
RSU 01	46,264	\$1,977.67
Woolwich Central	55,612	\$2,695.25
<b>Total</b>	<b>592,839</b>	<b>\$26,413.32</b>

## *Service & Supply Usage Profile by Vendor - Black*

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

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Budget Document Technologies	Black Laser MFP	14,894	\$0.00792	\$117.96	\$0.00814	\$121.24
Budget Document Technologies	Black Network Printer	295,818	\$0.00792	\$2,342.88	\$0.00814	\$2,407.96
Budget Document Technologies	Black Network Printer	88,092	\$0.00989	\$871.23	\$0.01017	\$895.90
Budget Document Technologies	Black Photocopier	2,580,727	\$0.00412	\$10,632.60	\$0.00424	\$10,942.28
Budget Document Technologies	Black Photocopier	688,274	\$0.00454	\$3,124.76	\$0.00467	\$3,214.24
Budget Document Technologies	Color Network Printer	17,702	\$0.00792	\$140.20	\$0.00814	\$144.09
Budget Document Technologies	Color Photocopier	688,919	\$0.00475	\$3,272.37	\$0.00488	\$3,361.92
<b>Total</b>		<b>4,374,426</b>	<b>\$0.00469</b>	<b>\$20,501.99</b>	<b>\$0.00482</b>	<b>\$21,087.63</b>

## *Service & Supply Usage Profile by Vendor - Color*

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

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Budget Document Technologies	Color Network Printer	44,142	\$0.07253	\$3,201.62	\$0.07456	\$3,291.23
Budget Document Technologies	Color Photocopier	548,697	\$0.04099	\$22,491.09	\$0.04214	\$23,122.09
<b>Total</b>		<b>592,839</b>	<b>\$0.04334</b>	<b>\$25,692.71</b>	<b>\$0.04455</b>	<b>\$26,413.32</b>

## *Reprographic Equipment Assessment*

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

<b>Total Number of Units</b>	<b>85</b>
<b>Total Number of Units on Lease</b>	<b>55</b>
<b>Total Number of Units Owned</b>	<b>30</b>
<b>Lease Company</b>	<b>Northway Bank</b>
<b>Lease Start Date</b>	<b>8/2/2013</b>
<b>Lease End Date</b>	<b>8/1/2018</b>
<b>Term</b>	<b>5 Annual</b>
<b>Annual Payment usually due on 8/1</b>	<b>\$54,221.73</b>
<b>Remaining Payments</b>	<b>0</b>

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

*Leased Equipment*

Building	Make/Model	Serial Number
Bath Middle School	Konica Minolta BH754	A55V011001258
Bath Middle School	Kyocera FS-4100DN	NUK2X03595
Bath Middle School	Kyocera FS-4100DN	NUK2X03600
Bath Middle School	Kyocera FS-1370DN	Q653664494
Bath Middle School	Kyocera FS-4100DN	NUK2X03596
Bath Middle School	Kyocera FS-4100DN	NUK2X03587
Bath Middle School	Konica Minolta BHC554	A5AY011001508
Bath Middle School	Kyocera FS-1370DN	Q653664496
Bath Middle School	Konica Minolta BH40P	A0DX013004581
Bath Middle School	Konica Minolta BH751	A0PN011010474
Bath Middle School	Kyocera FS-4100DN	NUK2X03597
Bath Reg Career & Tech Center	Kyocera FS-4100DN	NUK2X03582
Bath Reg Career & Tech Center	Kyocera FS-1370DN	Q653664493
Bath Reg Career & Tech Center	Konica Minolta BH501	A0R5011012140
Bath Reg Career & Tech Center	Konica Minolta BHC554	A5AY011001483
Bath Reg Career & Tech Center	Kyocera FS-4100DN	NUK2X03589
Bath Reg Career & Tech Center	Kyocera FS-1370DN	Q653664499
Bath Reg Career & Tech Center	Kyocera FS-4100DN	NUK2X03594
Bath Reg Career & Tech Center	Kyocera FS-4100DN	NUK2X03591
Dike-Newell School	Konica Minolta BH754	A55V011001320
Dike-Newell School	Konica Minolta BH601	A0PP011008017

Building	Make/Model	Serial Number
Dike-Newell School	Konica Minolta BH40P	A0DX013004580
Dike-Newell School	Konica Minolta BHC554	A5AY011001447
Fisher Mitchell School	Kyocera FS-4100DN	NUK2X03583
Fisher Mitchell School	HP Laser Jet Pro M401dn	VNG3T00030
Fisher Mitchell School	Kyocera FS-4200DN	NU43817938
Fisher Mitchell School	Konica Minolta BH601	A0PP011007978
Fisher Mitchell School	Konica Minolta BH601	A0PP011007980
Fisher Mitchell School	Konica Minolta BHC452	A0P2011002612
Morse High	Konica Minolta BH754	A55V011001345
Morse High	Konica Minolta BHC454	A5C0011000245
Morse High	Konica Minolta BH40P	A0DX013004583
Morse High	Konica Minolta BH501	A0R5011012197
Morse High	Kyocera FS-4100DN	NUK2X03593
Morse High	Kyocera FS-4100DN	NUK2X03585
Morse High	Konica Minolta BH754	A55V011001287
Morse High	Konica Minolta BH20	A32R012018405
Morse High	Kyocera FS-4100DN	NUK2X03588
Morse High	Konica Minolta BH20	A32R012018402
Morse High	Kyocera FS-1370DN	Q653664509
Morse High	Konica Minolta BH20	A32R012018988
Morse High	Kyocera FS-4100DN	NUK2X03598
Morse High	Kyocera FS-4100DN	NUK2X03592
Morse High	Konica Minolta BH754	A55V011001283
Phippsburg Elementary	Kyocera FS-1370DN	Q653664501
Phippsburg Elementary	Konica Minolta BH501	A0R5011012150
Phippsburg Elementary	Konica Minolta BHC454	A5C0011000692
RSU 01	HP Laser Jet Pro M401dn	VNG3T00016
RSU 01	Kyocera FS-1370DN	Q653664504

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
RSU 01	Kyocera FS-1370DN	Q653664498
RSU 01	Konica Minolta BHC554	A5AY011001517
RSU 01	Konica Minolta BH601	A0PP011007977
Woolwich Central	Konica Minolta BH754	A55V011001261
Woolwich Central	Kyocera FS-1370DN	Q653664502
Woolwich Central	Konica Minolta BHc364	A5C1011002489



## *Owned Equipment*

Building	Make/Model	Serial Number
Bath Middle School	Kyocera FS-1370DN	Q651Z30158
Bath Middle School	Kyocera FS-1350DN	XVD9905030
Bath Middle School	Konica Minolta BH421	A0R6011003269
Bath Middle School	Kyocera FS-1350DN	XVD9904901
Bath Middle School	HP Laser Jet P2035	CNB9G31137
Bath Middle School	Kyocera FS-1370DN	Q651Z32014
Bath Middle School	Kyocera FS-2020D	XVH8Z01219
Bath Middle School	Kyocera FS-1300D	XVB8505756
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 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-1370DN	Q651Z30164
Morse High	Kyocera FS-2020D	XVH8Z01207
Morse High	Kyocera FS-1350DN	XVD9904899
Morse High	Kyocera FS-2020D	XVH8Z01208
Morse High	Kyocera FS-1370DN	Q651Z34338
Morse High	Kyocera FS-1300D	XVB8505761
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	Brother HL-5170DN	E5J866242
Woolwich Central	Kyocera FS-C5350DN	QVQ1Y04821

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Woolwich Central	Kyocera FS-1300D	XVB8202927



# **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
<b>Betsy Lane</b>	blane@rsu1.org
<b>Brandon Ward</b>	bward@rsu1.org
<b>Dean Emmerson</b>	demmerson@rsu1.org
<b>Debra Clark</b>	dclark@rsu1.org
<b>Debra Macphee</b>	dmacphee@rsu1.org
<b>Holly Spence</b>	hspence@rsu1.org
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<b>Tammy Doran</b>	tdoran@rsu1.org
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\*If you need to verify your password or if you need to add users, please contact Alex Webster at [awebster@spccopypro.com](mailto:awebster@spccopypro.com)



## Benefits of partnering with SPC

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

#### 1. Cooperative Buying

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

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

#### 2. Exclusive STARDoc Software

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

#### 3. Simplified Billing Program

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

#### 4. Five-Year Equipment Replacement Schedule

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

#### 5. Annual Report

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

#### 6. Vendor Neutral

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

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

***Based on current actual volumes and CPCs, SPC has generated***

***Annual Savings of more than \$2.5 million for all of our clients.***

***That translates into Savings of more than \$12 million over five years!***



## SPC Values Our Vendors

### Overall Benefits to our VENDORS

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

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

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

### Vendor Benefits Before & During Installation

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

### Vendor Ongoing Support

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

### Why do some vendors hesitate to bid?

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

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