



Specialized Purchasing Consultants

PO Box 190
Gorham, NH 03581
(800) 750-1538
www.spccopypro.com

2010-11 Annual Report

Year - End Photocopier Analysis

With projected costs for 2011-12

Bill Brockman
RSU 06
P.O. Box 38
Buxton, ME 04093



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

November 2011

Skip Tilton
President

Corporate Office:
PO Box 190
Gorham, NH 03581
(800) 750-1538
(866) 281-7596 Fax

Bill Brockman
RSU 06
P.O. Box 38
Buxton, ME 04093

VISIT US ON THE WEB:
www.spccopypro.com

Dear Bill:

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *13 years*. Though each year seems to pose unique challenges, we are thrilled with all that we have been able to accomplish on behalf of our clients for the past *23 years*.

In these difficult economic times, our staff continues to be fully committed to assisting your organization in achieving goals and objectives relative to new technologies and related costs. In relation to new services, we are excited to bring to your attention *new cost-savings initiatives* that will continue to meet our mutual goal of improving the quality of service and equipment while reducing your overall cost.

I hope you find the enclosed annual report useful. We are providing you an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem now or could become a problem in the near future.

Thank you again for allowing SPC the opportunity to be of service. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton
President

Table of Contents

The SPC Team	1
Equipment Health Status.....	2
Aging Equipment Summary	3
Average Student to Copy Usage – Black Only.....	7
Cost Comparison Black Only	7
Black & Color Usage Comparisons.....	10
Average Student to Copy Usage – Color Only.....	11
Usage Profile for Service & Supplies	12
Masters Usage Expenses.....	40
SPC Service & Supply Cost Savings.....	41
Projected Equipment Costs by Building - Black	42
Service & Supply Usage Profile by Vendor - Black.....	43
Projected Equipment Costs by Building - Color.....	44
Service & Supply Usage Profile by Vendor - Color.....	45
Reprographic Equipment Assessment	46
Leased Equipment.....	47
Active Reprographic Equipment & Manufacturers	50
Improved SPC Services	51
SPC's Service & Supply Contract – Purpose & Sample	52
SPC's Dual-Layered Warranty – Purpose & Explanation.....	53

The SPC Team

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



Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 117 clients (3200+ machines with 1.7 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.



Joyce Cutts

Finance Director & Equipment Complaint Coordinator

I am committed to making the partnership between SPC and its clients unparalleled. I have taken pleasure in getting to know many of you over the phone. Thank you for the opportunity to serve you, and I look forward to continuing our partnership!

Glen Fortier

Auditor, Electronic Specialist & Equipment Implementation

With 24 years of experience in the electrical field, I look forward to continually meeting and helping all of you with your reprographic needs. It is my sincere commitment to ensure all machine changes are as smooth as possible.



Sarah Allbee

Administration & Marketing

I find it greatly satisfying to work for a company dedicated to cutting costs for our education systems. I am truly happy to be a part of the SPC staff in their commitment and focus on you and your individual needs. I look forward to serving all of you in the coming year!

Anne Arbore

Administration

Since many of our clients are educational systems, I find it satisfying to know that my co-workers and I have made a contribution toward their success by assisting them in saving on their budgets for reprographic equipment, providing better quality equipment to work with and freeing their resources for other needs.



Pam Weed

Client-Vendor Relations

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

Equipment Health Status

Total Number of Machines:	76
Total Black Photocopiers	50
Total Low Cost of Operation Black Network Printers	0
Total High-Speed Duplicators	0
Total Color Photocopiers (including MFP) and/or Network Printers	21
Total Removed from Service:	5
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	21
# of Units Overused:	0
# of Units Underused:	0
# of Units Connected to Network with Print and/or Scan	49
Commencement Date:	4/1/2008
# of Annual Payments Left on Lease	1
All Warranties and Service Contracts Expire:	6/30/2013
Print Management Software Loaded	Yes
LENP Contract Signed	No

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."

Bill,

Due to the number of units approaching end of warranty and considering the potential for cost savings (See pages 43 & 25), I would consider an upgrade in the first or second quarter of 2012.

Skip

Aging Equipment Summary

The following equipment is **eight 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 Intro. Usage, age, and service history need to be considered to see if they are due for replacement soon.

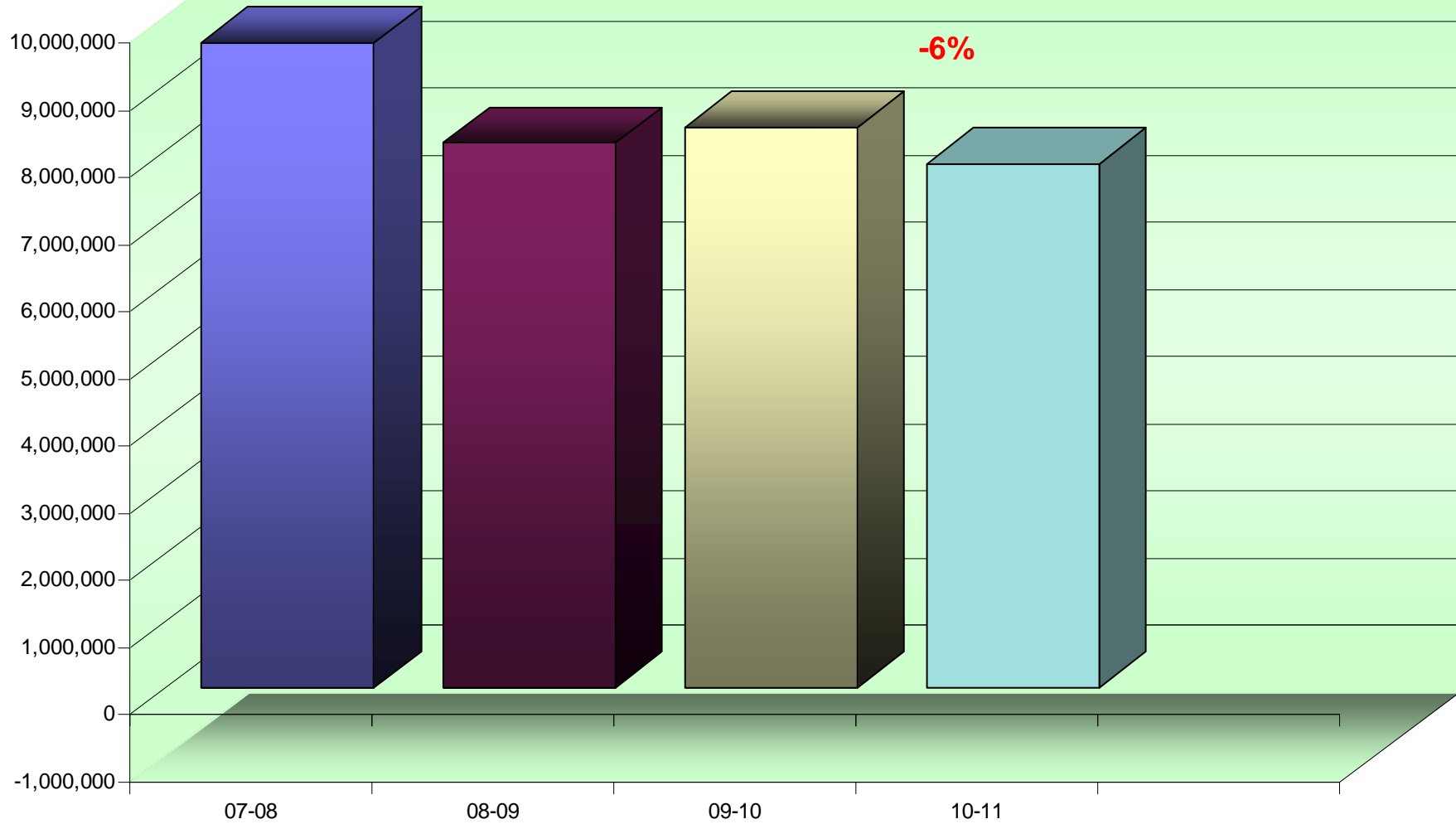
Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
Bonny Eagle High	Learning Center 2	Oce Imagistics im4510	2110363	GA4NK	10/2002
Bonny Eagle Middle	8th Grade Office	Oce Imagistics im6530	5030046	GA57M	09/2003
Bonny Eagle Middle	Library	Oce Imagistics im4510	2090706	GA166	10/2002
Bonny Eagle Middle	Library	Oce Imagistics im5520	4120205	GA3KK	10/2003
Bonny Eagle Middle	Special Services	Oce Imagistics im5520	4100044	GA58E	10/2003
Buxton Center Elementary	Basement Hall	Oce Imagistics im5520	5040009	GA4UF	10/2003
Buxton Center Elementary	Bridge??	Oce Imagistics im6530	4070112	GA4TX	09/2003
Buxton Center Elementary	Conference Room??	Oce Imagistics im6530	5070063	GA58A	09/2003
Buxton Center Elementary	Corridor	Oce Imagistics im5520	4110001	GA57P	10/2003
Buxton Center Elementary	Teachers' Room	Oce Imagistics im4510	3072969	GA4NJ	10/2002
Buxton Center Elementary	Upper Lobby??	Oce Imagistics im4510	4071409	GA58B	10/2002
Edna Libby	Hall Upstairs	Oce Imagistics im4510	3111181	GA1X8	10/2002
George E. Jack	Teachers' Room	Oce Imagistics im4510	3010291	GA4TW	10/2002
H.B. Emery	Hall/Computer Lab	Oce Imagistics im4510	3030180	GA5T7	10/2002
H.B. Emery	Office Copy Room	Oce Imagistics im6530	3100154	GA57X	09/2003
Hollis Elementary	Hallway	Oce Imagistics im5520	5080353	GA4TM	10/2003
Hollis Elementary	Library	Oce Imagistics im4510	3070126	GA4NF	10/2002

Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
Hollis Elementary	Teachers' Room	Gestetner 5309L	F2640350066	AB4476	03/2003
RSU 6 Bus Garage	Food & Transportation	Gestetner 5309L	F2640350039		03/2003
Steep Falls Elementary	Teachers' Room	Oce Imagistics im5520	4100022	GA589	10/2003
The Learning Center @ Jack Memorial	Adult Education	Oce Imagistics im5520	4120002	GA4U8	10/2003

This report uses current trends for black volume to project future costs and potential equipment needs on an overall basis.

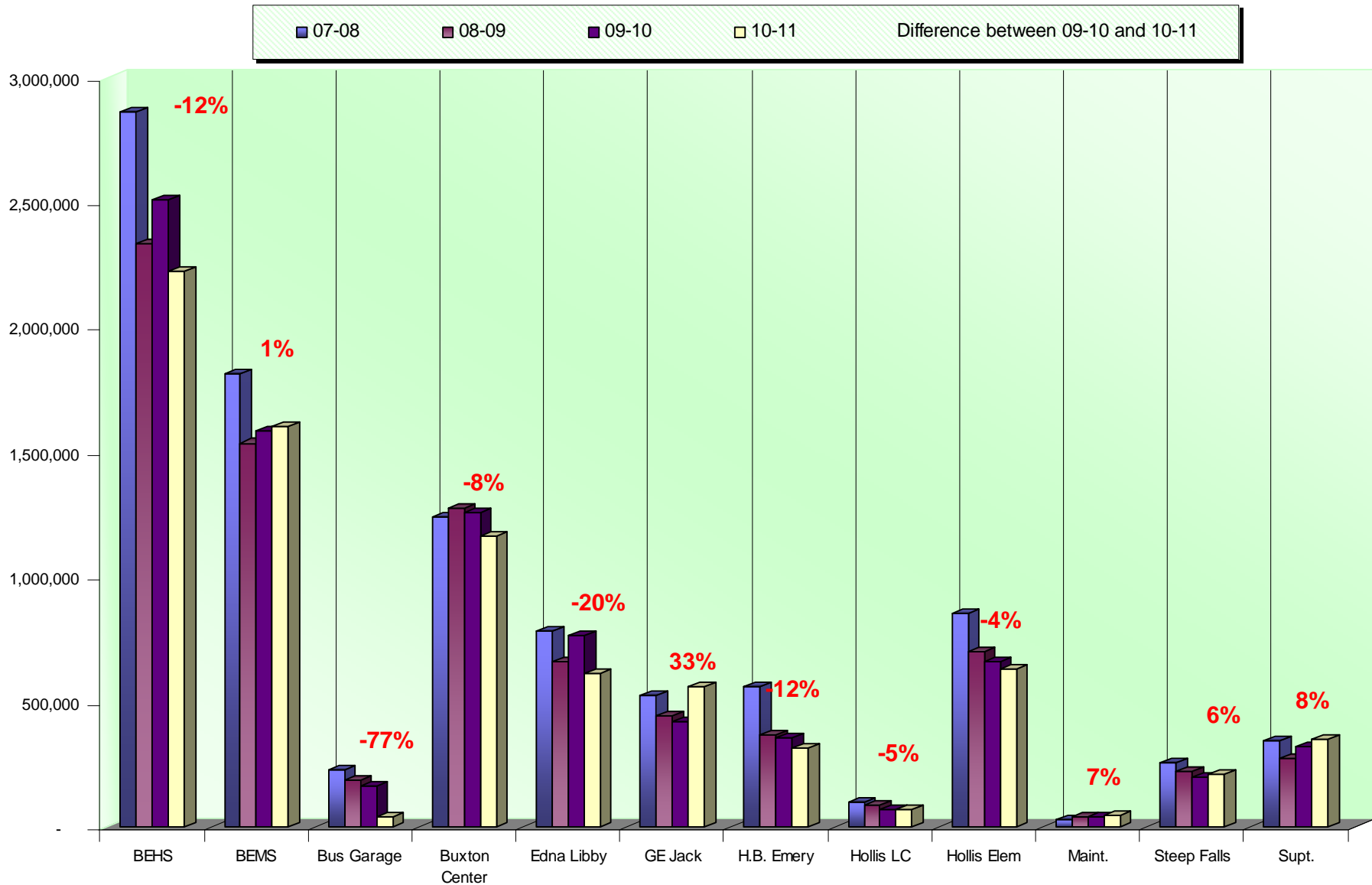
ANNUAL BLACK VOLUME BY DISTRICT

% amount equals the overall
increase or decrease between
09-10 and 10-11



This report uses current trends for *black volume* to project future costs and potential equipment needs by building.

ANNUAL BLACK VOLUME BY BUILDING



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>
Bonny Eagle High	1169	2,221,824	\$51,478.19	1,901	\$44.04
Bonny Eagle Middle	922	1,605,236	\$37,343.33	1,741	\$40.50
Buxton Center Elementary	638	1,162,624	\$27,130.77	1,822	\$42.52
Edna Libby	271	611,185	\$14,249.46	2,255	\$52.58
George E. Jack	215	558,940	\$12,983.40	2,600	\$60.39
H.B. Emery	193	314,275	\$7,351.36	1,628	\$38.09
Hollis Elementary	352	628,318	\$14,662.45	1,785	\$41.65
Maintenance Office	0	42,356	\$998.51	0	\$0.00
RSU 6 Bus Garage	0	36,838	\$868.43	0	\$0.00
RSU 6 District Office	0	346,910	\$8,035.91	0	\$0.00
Steep Falls Elementary	115	211,235	\$4,899.16	1,837	\$42.60
Technology Building	0	4,004	\$94.39	0	\$0.00
The Learning Center @ Jack Mem'l	0	66,903	\$1,577.19	0	\$0.00
Totals	3,875	7,810,648	\$181,672.56	2,016	\$46.88

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

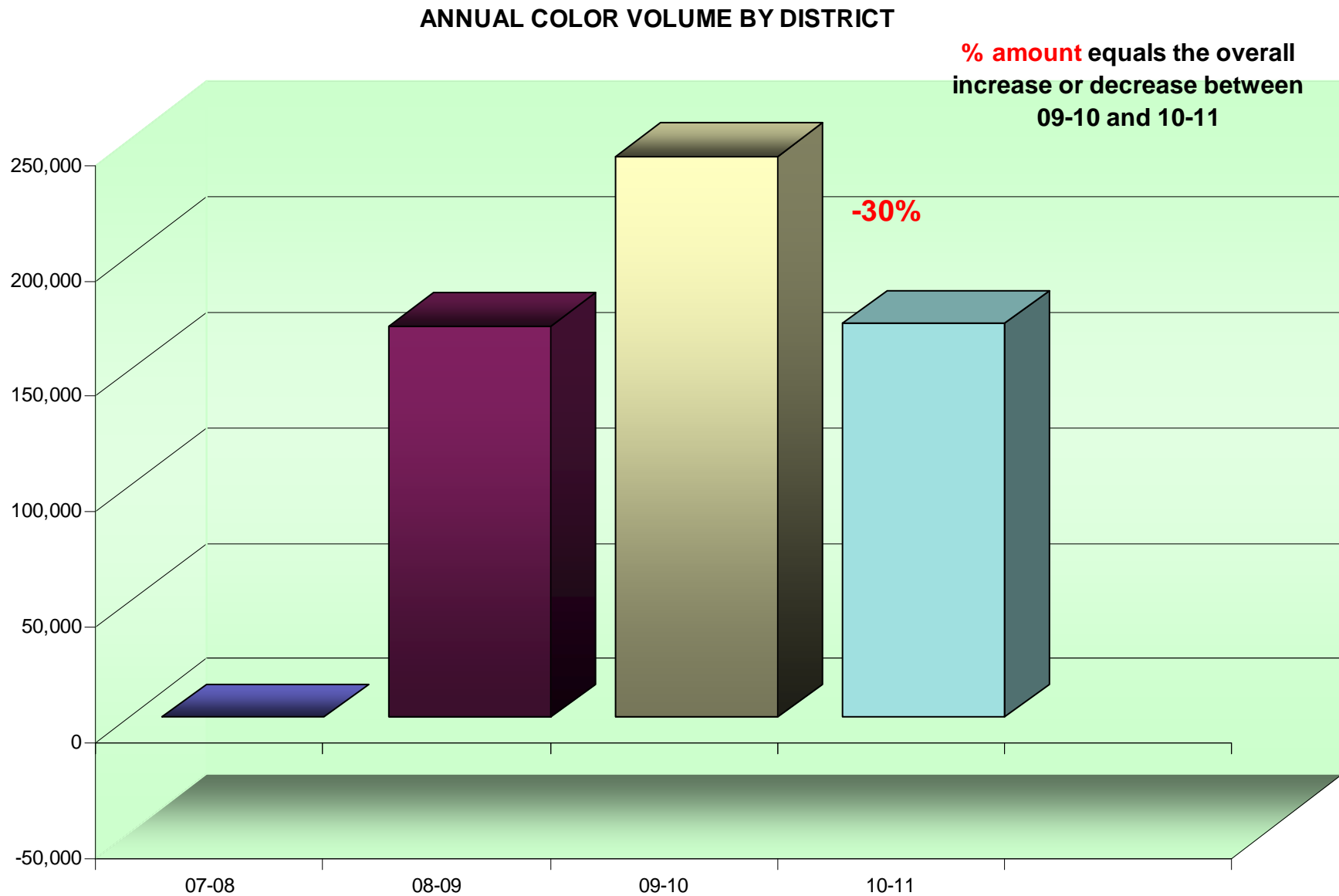
Cost Comparison Black Only

This is an SPC Comparison contrasting your district with 84 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.

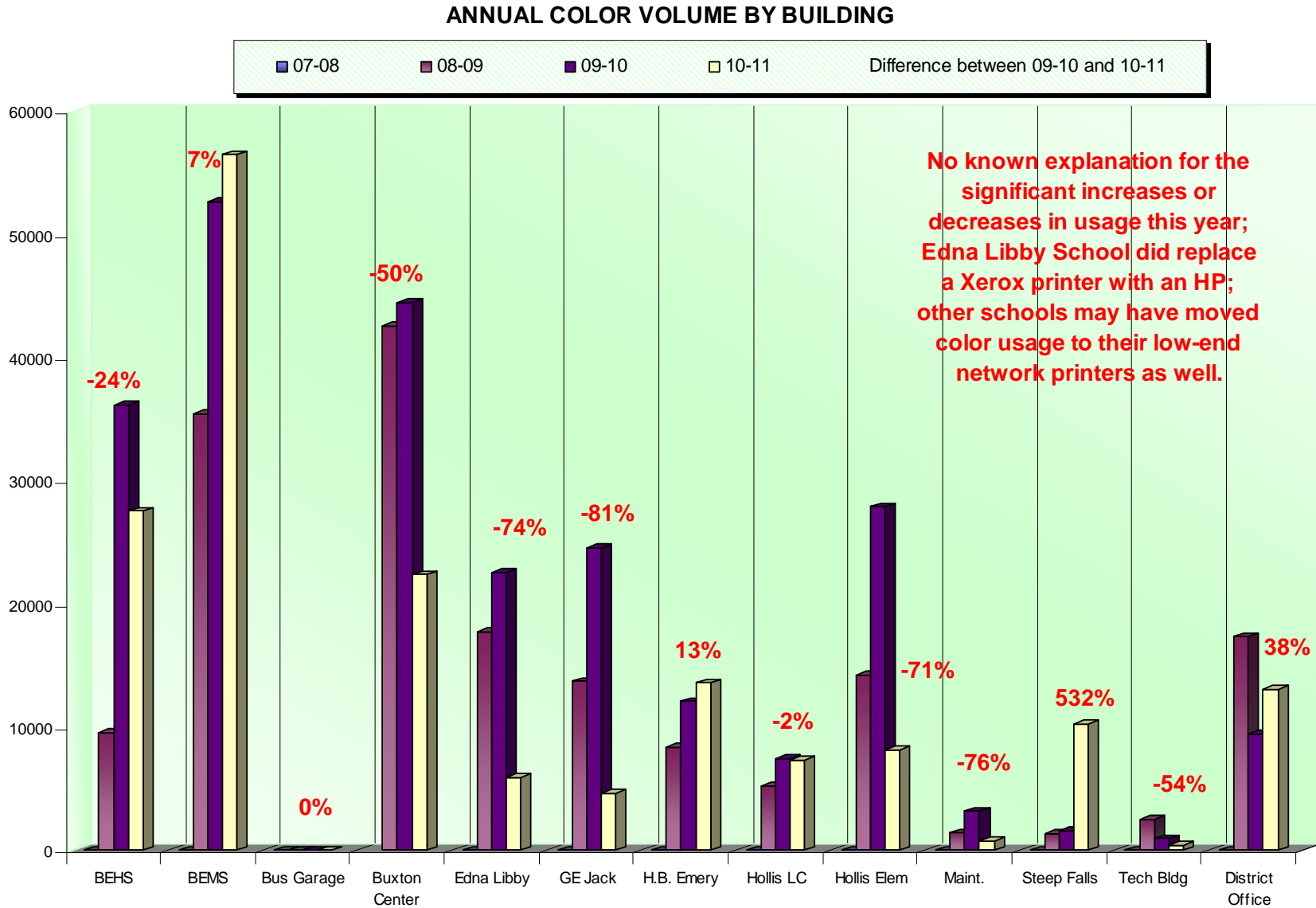
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	138,224	294,370,220	\$5,678,888.71	2,130	\$41.08

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

This report uses current trends for color volume to project future costs and potential equipment needs on an overall basis.



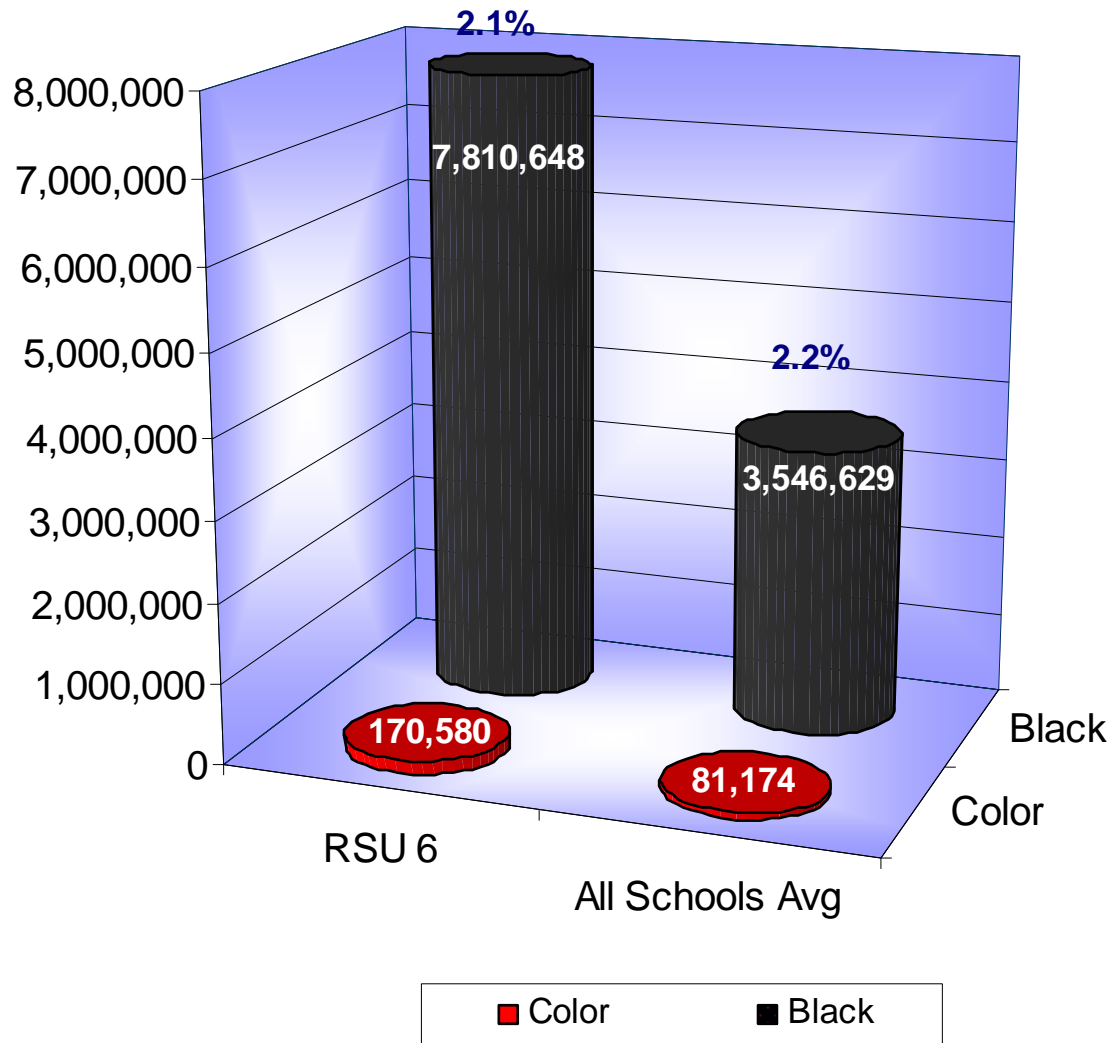
This report uses current trends for color volume to project future costs and potential equipment needs by building.



Black & Color Usage Comparisons

This chart compares your current usage ratios to the average of all SPC client school districts.

CURRENT BLACK & COLOR USAGE COMPARISONS



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>
Bonny Eagle High	1169	27,548	\$2,629.79	24	\$2.25
Bonny Eagle Middle	922	56,484	\$5,392.08	61	\$5.85
Buxton Center Elementary	638	22,380	\$2,136.44	35	\$3.35
Edna Libby	271	5,937	\$566.76	22	\$2.09
George E. Jack	215	4,639	\$442.85	22	\$2.06
H.B. Emery	193	13,587	\$1,297.04	70	\$6.72
Hollis Elementary	352	8,167	\$779.64	23	\$2.21
Maintenance Office	0	748	\$71.41	0	\$0.00
RSU 6 Bus Garage	0	0	\$0.00	0	\$0.00
RSU 6 District Office	0	13,111	\$1,251.60	0	\$0.00
Steep Falls Elementary	115	10,263	\$979.73	89	\$8.52
Technology Building	0	426	\$40.67	0	\$0.00
The Learning Center @ Jack	0	7,290	\$695.92	0	\$0.00
Totals	3,875	170,580	\$16,283.91	44	\$4.20

*Total School Cost refers to the cost of Service, Supplies, and Paper; Equipment Lease costs are not figured into color averages.

Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 84 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>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	138,224	6,737,445	\$556,969.76	49	\$4.03

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

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 4/1/2008

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Bonny Eagle High							
Asst. Principal's Office							
Xerox 8560DN 30 CPM Black & Color	12,554	19,024	6,470	17,564	-11,094	\$0.005010	None at this time.
FBT176998 /						\$32.41	
750,000 / 02/2007	15,633	23,034	7,401	15,207	-7,806	\$0.08769	
Color Network Printer						\$648.99	
Connected 4/22/2013							
VARY							
Attendance Office							
Oce im7230 72 CPM	132,670	181,341	48,671	555,158	-506,487	\$0.004600	Underused!
8030072 / GA4U3						\$223.89	
4,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE ME							
Xerox 8560MFP 30 CPM Black & Color	26,667	38,039	11,372	69,200	-57,828	\$0.005010	None at this time.
CXF333921 /						\$56.97	
750,000 / 02/2007	6,438	13,402	6,964	0	6,964	\$0.08769	
Color Photocopier						\$610.67	
Connected 4/22/2013							
VARY							

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Bonny Eagle High Copy Room							
Oce im7230 72 CPM 8030104 / GA3KM 4,000,000 / 07/2006 Black Photocopier Not Connected OCE ME	984,517 0	1,420,921 0	436,404 0	426,756 0	9,648 0	\$0.004600 \$2,007.46 \$0.00000 \$0.00	None at this time.
Oce im7230 72 CPM 8030079 / GA4U4 4,000,000 / 07/2006 Black Photocopier Not Connected OCE ME	1,101,560 0	1,628,484 0	526,924 0	465,000 0	61,924 0	\$0.004600 \$2,423.85 \$0.00000 \$0.00	None at this time.
Oce im7230 72 CPM 8030039 / GA4U5 4,000,000 / 07/2006 Black Photocopier Not Connected OCE ME	899,067 0	1,579,823 0	680,756 0	431,493 0	249,263 0	\$0.004600 \$3,131.48 \$0.00000 \$0.00	None at this time.
Oce im7230 72 CPM 8010039 / GA4U9 4,000,000 / 07/2006 Black Photocopier Not Connected OCE ME	1,075,292 0	1,291,301 0	216,009 0	435,000 0	-218,991 0	\$0.004600 \$993.64 \$0.00000 \$0.00	None at this time.

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Bonny Eagle High Guidance Office							
Oce im4530 45 CPM	100,037	157,078	57,041	54,103	2,938	\$0.004600	None at this time.
8030033 / GA4W9						\$262.39	
1,000,000 / 10/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Learning Center 2							
Oce Imagistics im4510 45 CPM	380,051	433,052	53,001	64,275	-11,274	\$0.005010	9 years from Intro.
2110363 / GA4NK						\$265.54	
1,000,000 / 10/2002	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Library							
Oce im2330 23 CPM	38,057	42,737	4,680	5,873	-1,193	\$0.004600	None at this time.
6050439 / GA1ZI						\$21.53	
500,000 / 05/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Principal's Office							
Oce im5530 55 CPM	160,528	225,941	65,413	98,090	-32,677	\$0.004600	None at this time.
7080117 / GA4X5						\$300.90	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Bonny Eagle High							
Room 121 Special Ed							
Xerox 8560DN 30 CPM Black & Color	18,858	27,636	8,778	40,383	-31,605	\$0.005010	None at this time.
FBT176996 /						\$43.98	
750,000 / 02/2007	23,669	36,852	13,183	35,338	-22,155	\$0.08769	
Color Network Printer						\$1,156.02	
Connected 4/22/2013							
VARY							
Special Education							
Oce im4530 45 CPM	214,516	320,821	106,305	98,049	8,256	\$0.004600	None at this time.
711003 / GA4T2						\$489.00	
1,000,000 / 10/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Subtotals B&W			2,221,824	2,760,944		\$10,253.04	
Subtotals Color			27,548	50,545		\$2,415.68	

Date of Last Upgrade: 4/1/2008

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Bonny Eagle Middle 8th Grade Office							
Oce Imagistics im6530 65 CPM	703,239	881,615	178,376	188,823	-10,447	\$0.005010	8 years from Intro.
5030046 / GA57M						\$893.66	
3,000,000 / 09/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE ME							
Computer Lab							
Xerox 8560DN 30 CPM Black & Color	39,818	53,283	13,465	15,050	-1,585	\$0.005010	None at this time.
FBT177391 /						\$67.46	
750,000 / 02/2007	25,712	41,448	15,736	15,338	398	\$0.08769	
Color Network Printer						\$1,379.89	
Connected 4/14/2013							
VARY							

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Bonny Eagle Middle							
Copy Room							
Oce im6030 60 CPM 8030315 / GA3KN 3,000,000 / 07/2006 Black Photocopier Not Connected OCE ME	486,939 0	735,378 0	248,439 0	412,601 0	-164,162 0	\$0.004600 \$1,142.82 \$0.00000 \$0.00	None at this time.
Oce im6030 60 CPM 7110291 / GA4U6 3,000,000 / 07/2006 Black Photocopier Not Connected OCE ME	559,905 0	922,888 0	362,983 0	335,214 0	27,769 0	\$0.004600 \$1,669.72 \$0.00000 \$0.00	None at this time.
Oce im6030 60 CPM 8030285 / GA4X2 3,000,000 / 07/2006 Black Photocopier Not Connected OCE ME	803,901 0	1,150,691 0	346,790 0	375,589 0	-28,799 0	\$0.004600 \$1,595.23 \$0.00000 \$0.00	None at this time.
Xerox 8560DN 30 CPM Black & Color FBT177390 / 750,000 / 02/2007 Color Network Printer Connected 4/14/2013 VARY	110,844 47,697	141,059 78,895	30,215 31,198	26,545 27,823	3,670 3,375	\$0.005010 \$151.38 \$0.08769 \$2,735.75	None at this time.

Date of Last Upgrade: 4/1/2008

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Bonny Eagle Middle Library							
Oce im3511 35 CPM 5090474 / GA1K9 750,000 / 05/2005 Black Photocopier Connected OCE ME	443,185	454,459	11,274	52,314	-41,040	\$0.005010 \$56.48 \$0.00000 \$0.00	None at this time.
Oce Imagistics im4510 45 CPM 2090706 / GA166 1,000,000 / 10/2002 Black Photocopier Connected OCE ME	717,460	719,917	2,457	0	2,457	\$0.005010 \$12.31 \$0.00000 \$0.00	Traded
Oce Imagistics im5520 55 CPM 4120205 / GA3KK 3,000,000 / 10/2003 Black Photocopier Not Connected OCE ME	298,154	357,296	59,142	77,831	-18,689	\$0.005010 \$296.30 \$0.00000 \$0.00	8 years from Intro.

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Bonny Eagle Middle							
Principal's Office							
Oce im5530 55 CPM	371,835	601,614	229,779	213,130	16,649	\$0.004600	None at this time.
8030090 / GA4UH						\$1,056.98	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Xerox 8560MFP 30 CPM Black & Color	50,538	67,856	17,318	51,313	-33,995	\$0.005010	None at this time.
CXF334770 /						\$86.76	
750,000 / 02/2007	14,717	24,267	9,550	0	9,550	\$0.08769	
Color Photocopier						\$837.44	
Connected 4/14/2013							
VARY							
Special Services							
Oce Imagistics im5520 55 CPM	943,114	1,048,112	104,998	53,367	51,631	\$0.005010	8 years from Intro.
4100044 / GA58E						\$526.04	
3,000,000 / 10/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE ME							
	Subtotals B&W		1,605,236	1,801,777		\$7,555.16	
	Subtotals Color		56,484	43,161		\$4,953.08	

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Buxton Center Elementary							
Basement Hall							
Oce Imagistics im5520 55 CPM	199,242	204,987	5,745	71,059	-65,314	\$0.005010	8 years from Intro.
5040009 / GA4UF						\$28.78	
3,000,000 / 10/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE ME							
Bridge??							
Oce Imagistics im6530 65 CPM	1,153,843	1,469,653	315,810	213,541	102,269	\$0.005010	8 years from Intro.
4070112 / GA4TX						\$1,582.21	
3,000,000 / 09/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE ME							
Conference Room??							
Oce Imagistics im6530 65 CPM	738,774	835,597	96,823	170,017	-73,194	\$0.005010	8 years from Intro.
5070063 / GA58A						\$485.08	
3,000,000 / 09/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE ME							

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Buxton Center Elementary							
Copy Room							
Oce im5530 55 CPM	689,723	1,016,620	326,897	293,168	33,729	\$0.004600	None at this time.
8030080 / GA3KL						\$1,503.73	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE ME							
Corridor							
Oce im4511 45 CPM	153,291	193,330	40,039	73,634	-33,595	\$0.005010	None at this time.
5060085 / GA51Q						\$200.60	
1,000,000 / 05/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE ME							
Oce Imagistics im5520 55 CPM	602,439	602,439	0	0	0	\$0.005010	Traded
4110001 / GA57P						\$0.00	
3,000,000 / 10/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE ME							
Lobby							
Oce im4511 45 CPM	392,664	424,952	32,288	12,610	19,678	\$0.005010	None at this time.
6070264 / GA4B5						\$161.76	
1,000,000 / 05/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Buxton Center Elementary							
Principal's Office							
Xerox 8560DN 30 CPM Black & Color	10,536	11,195	659	12,166	-11,507	\$0.005010	None at this time.
FBT167844 /						\$3.30	
750,000 / 02/2007	14,167	15,022	855	0	855	\$0.08769	
Color Network Printer						\$74.97	
Connected 3/1/2013							
VARY							
Xerox 8560MFP 30 CPM Black & Color	11,157	14,669	3,512	25,092	-21,580	\$0.005010	None at this time.
CXF333832 /						\$17.60	
750,000 / 02/2007	10,905	23,438	12,533	0	12,533	\$0.08769	
Color Photocopier						\$1,099.02	
Connected 4/14/2013							
VARY							
Xerox 8560MFP 30 CPM Black & Color	30,334	32,077	1,743	33,316	-31,573	\$0.005010	None at this time.
CXF333955 /						\$8.73	
750,000 / 02/2007	43,439	44,710	1,271	0	1,271	\$0.08769	
Color Photocopier						\$111.45	
Connected 4/15/2013							
VARY							
Xerox 8560MFP 30 CPM Black & Color	12,268	16,193	3,925	51,402	-47,477	\$0.005010	None at this time.
CXF333555 /						\$19.66	
750,000 / 02/2007	18,609	26,330	7,721	15,761	-8,040	\$0.08769	
Color Photocopier						\$677.05	
Connected 4/9/2013							
VARY							

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Buxton Center Elementary							
Room C112							
Oce im5530 55 CPM	342,937	474,552	131,615	216,285	-84,670	\$0.004600	None at this time.
8030088 / GA4NL						\$605.43	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Room D117							
Oce im5530 55 CPM	407,541	609,169	201,628	176,490	25,138	\$0.004600	None at this time.
8030036 / GA4UE						\$927.49	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Teachers' Room							
Oce Imagistics im4510 45 CPM	547,470	549,410	1,940	8,650	-6,710	\$0.005010	9 years from Intro.
3072969 / GA4NJ						\$9.72	
1,000,000 / 10/2002	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Upper Lobby??							
Oce Imagistics im4510 45 CPM	615,183	615,183	0	0	0	\$0.005010	Traded
4071409 / GA58B						\$0.00	
1,000,000 / 10/2002	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Subtotals B&W			1,162,624	1,357,430		\$5,554.09	
Subtotals Color			22,380	15,761		\$1,962.50	

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Edna Libby							
Hall Upstairs							
Oce im5530 55 CPM	566,314	616,814	50,500	343,656	-293,156	\$0.004600	Underused!
8030168 / GA4UA						\$232.30	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE ME							
Oce Imagistics im4510 45 CPM	531,000	760,901	229,901	20,912	208,989	\$0.005010	9 years from Intro.
3111181 / GA1X8						\$1,151.80	
1,000,000 / 10/2002	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Library							
Xerox 8560DN 30 CPM Black & Color	17,300	17,306	6	18,331	-18,325	\$0.005010	None at this time.
FBT177389 /						\$0.03	
750,000 / 02/2007	23,678	23,680	2	28,611	-28,609	\$0.08769	
Color Network Printer						\$0.18	
Connected 4/14/2013							
VARY							

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Edna Libby							
Principal's Office							
Oce im5530 55 CPM	651,192	978,762	327,570	352,953	-25,383	\$0.004600	None at this time.
8030087 / GA4NI						\$1,506.82	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Xerox 8560MFP 30 CPM Black & Color	9,745	12,953	3,208	52,633	-49,425	\$0.005010	None at this time.
CXF333824 /						\$16.07	
750,000 / 02/2007	16,590	22,525	5,935	0	5,935	\$0.08769	
Color Photocopier						\$520.44	
Connected 4/14/2013							
VARY							
Subtotals B&W			611,185	788,485		\$2,907.03	
Subtotals Color			5,937	28,611		\$520.62	

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
George E. Jack							
Hall Upstairs							
Oce im6020 60 CPM	591,644	993,677	402,033	358,149	43,884	\$0.004600	None at this time.
6021853 / GA56S						\$1,849.35	
3,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE ME							
Main Office							
Xerox 8560MFP 30 CPM Black & Color	23,896	26,726	2,830	77,003	-74,173	\$0.005010	None at this time.
CXF332550 /						\$14.18	
750,000 / 02/2007	38,303	42,942	4,639	31,661	-27,022	\$0.08769	
Color Photocopier						\$406.79	
Connected 1/21/2013							
VARY							
Office Downstairs							
Oce im4530 45 CPM	66,531	124,514	57,983	59,745	-1,762	\$0.004600	None at this time.
8030034a / GA4TR						\$266.72	
1,000,000 / 10/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
George E. Jack							
Teachers' Room							
Oce Imagistics im4510 45 CPM	303,888	399,982	96,094	28,263	67,831	\$0.005010	9 years from Intro.
3010291 / GA4TW						\$481.43	
1,000,000 / 10/2002	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Subtotals B&W			558,940	523,160		\$2,611.68	
Subtotals Color			4,639	31,661		\$406.79	

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
H.B. Emery							
hall outside Kitchen/K classes							
Oce im4530 45 CPM	227,767	364,540	136,773	45,221	91,552	\$0.004600	None at this time.
7110028A / GA3KI						\$629.16	
1,000,000 / 10/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Hall/Computer Lab							
Oce Imagistics im4510 45 CPM	337,572	418,000	80,428	10,080	70,348	\$0.005010	9 years from Intro.
3030180 / GA5T7						\$402.94	
1,000,000 / 10/2002	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Nurse/Principal/Secretary							
Xerox 8560MFP 30 CPM Black & Color	32,713	50,131	17,418	25,131	-7,713	\$0.005010	None at this time.
CXF333905 /						\$87.26	
750,000 / 02/2007	20,438	34,025	13,587	45,069	-31,482	\$0.08769	
Color Photocopier						\$1,191.44	
Connected 4/8/2013							
VARY							

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
H.B. Emery							
Office Copy Room							
Oce Imagistics im6530 65 CPM	1,189,116	1,268,772	79,656	286,845	-207,189	\$0.005010	8 years from Intro.
3100154 / GA57X						\$399.08	
3,000,000 / 09/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE ME							
Subtotals B&W			314,275	367,277		\$1,518.44	
Subtotals Color			13,587	45,069		\$1,191.44	

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Hollis Elementary							
Hallway							
Oce Imagistics im5520 55 CPM	746,948	913,076	166,128	143,476	22,652	\$0.005010	8 years from Intro.
5080353 / GA4TM						\$832.30	
3,000,000 / 10/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE ME							
Library							
Oce Imagistics im4510 45 CPM	266,625	365,649	99,024	41,209	57,815	\$0.005010	9 years from Intro.
3070126 / GA4NF						\$496.11	
1,000,000 / 10/2002	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Main Office							
Xerox 8560MFP 30 CPM Black & Color	20,991	27,726	6,735	30,590	-23,855	\$0.005010	None at this time.
CXF333771 /						\$33.74	
750,000 / 02/2007	42,116	50,283	8,167	62,005	-53,838	\$0.08769	
Color Photocopier						\$716.16	
Connected 4/8/2013							
VARY							

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Hollis Elementary							
Teachers' Room							
Gestetner 5309L 120 CPM	71,286	71,286	0	0	0	\$0.005780	Traded
F2640350066 / AB4476						\$0.00	
7,000,000 / 03/2003	0	0	0	0	0	\$0.00000	
High-Speed Duplicator						\$0.00	
Not Connected							
OFFTECH NE							
Oce im6020 60 CPM	922,845	1,279,276	356,431	462,258	-105,827	\$0.004600	None at this time.
6021875 / GA56R						\$1,639.58	
3,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
	Subtotals B&W		628,318	677,533		\$3,001.74	
	Subtotals Color		8,167	62,005		\$716.16	

Date of Last Upgrade: 4/1/2008

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Maintenance Office							
Office							
Oce Imagistics im3510 35 CPM 3120181 / GA4WT 750,000 / 10/2004 Black Photocopier Connected OCE ME	168,462	209,330	40,868	26,281	14,587	\$0.005010 \$204.75 \$0.00000 \$0.00	None at this time.
Xerox 8560MFP 30 CPM Black & Color CXF035526 / 750,000 / 02/2007 Color Photocopier Connected 8/14/2012 VARY	24,263	25,751	1,488	0	1,488	\$0.005010 \$7.45 \$0.08769 \$65.59	None at this time.
	Subtotals B&W		42,356	26,281		\$212.20	
	Subtotals Color		748	0		\$65.59	

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
RSU 6 Bus Garage							
Food & Transportation							
Gestetner 5309L 120 CPM	722,357	722,357	0	185,916	-185,916	\$0.005780	Traded
F2640350039 /						\$0.00	
7,000,000 / 03/2003	0	0	0	0	0	\$0.00000	
High-Speed Duplicator						\$0.00	
Not Connected							
OFFTECH NE							
Office							
Oce Imagistics im3510 35 CPM	392,886	429,724	36,838	51,242	-14,404	\$0.005010	None at this time.
2120488 / GA1PH						\$184.56	
750,000 / 10/2004	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Subtotals B&W			36,838	237,158		\$184.56	
Subtotals Color			0	0		\$0.00	

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
RSU 6 District Office							
Accounts Payable							
Oce fx3000 30 CPM	14,307	20,113	5,806	880	4,926	\$0.004600	None at this time.
8020272 / GA3KO						\$26.71	
750,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Business Office							
Oce im5530 55 CPM	141,938	250,856	108,918	227,285	-118,367	\$0.004600	Underused!
8030086 / GA4UG						\$501.02	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Xerox 8560MFP 30 CPM Black & Color	11,147	15,583	4,436	26,636	-22,200	\$0.005010	None at this time.
CXF333723 /						\$22.22	
750,000 / 02/2007	9,027	12,546	3,519	12,897	-9,378	\$0.08769	
Color Photocopier						\$308.58	
Connected 4/15/2013							
VARY							

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
RSU 6 District Office							
Office							
Oce im5530 55 CPM	192,298	296,662	104,364	131,655	-27,291	\$0.004600	Underused!
8030082 / GA45Y						\$480.07	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Xerox 8560MFP 30 CPM Black & Color	8,324	12,130	3,806	32,544	-28,738	\$0.005010	None at this time.
CXF333863 /						\$19.07	
750,000 / 02/2007	17,792	27,384	9,592	22,804	-13,212	\$0.08769	
Color Photocopier						\$841.12	
Connected 4/15/2013							
VARY							
Special Education							
Oce im5530 55 CPM	206,334	299,509	93,175	227,285	-134,110	\$0.004600	Underused!
8030089 / GA3KJ						\$428.61	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							

Date of Last Upgrade: 4/1/2008

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
RSU 6 District Office							
<i>Upstairs</i>							
Oce fx3000 30 CPM	18,785	45,190	26,405	2,010	24,395	\$0.004600	None at this time.
7110757 / GA3KQ						\$121.46	
750,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
<i>Subtotals B&W</i>			346,910	648,295		\$1,599.17	
<i>Subtotals Color</i>			13,111	35,701		\$1,149.70	

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Steep Falls Elementary							
Hall							
Oce im5530 55 CPM	384,363	576,152	191,789	180,040	11,749	\$0.004600	None at this time.
8030045 / GA4T5						\$882.23	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
Principal's Office							
Xerox 8560DN 30 CPM Black & Color	1,630	7,450	5,820	20,790	-14,970	\$0.005010	None at this time.
FBT177541 /						\$29.16	
750,000 / 02/2007	2,962	13,225	10,263	0	10,263	\$0.08769	
Color Network Printer						\$899.96	
Connected 4/22/2013							
VARY							
Teachers' Room							
Oce Imagistics im5520 55 CPM	1,006,254	1,019,880	13,626	51,773	-38,147	\$0.005010	8 years from Intro.
4100022 / GA589						\$68.27	
3,000,000 / 10/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
OCE ME							
	Subtotals B&W		211,235	252,603		\$979.65	
	Subtotals Color		10,263	0		\$899.96	

Date of Last Upgrade: 4/1/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Technology Building							
Office							
Oce Imagistics im3510 35 CPM 4110203 / GA4TV 750,000 / 10/2004 Black Photocopier Connected OCE ME	227,134	230,969	3,835	54,103	-50,268	\$0.005010 \$19.21 \$0.00000 \$0.00	None at this time.
Xerox 8560DN 30 CPM Black & Color FBT177000 / 750,000 / 02/2007 Color Network Printer Connected 4/22/2013 VARY	1,186	1,355	169	0	169	\$0.005010 \$0.85 \$0.08769 \$37.36	None at this time.
	Subtotals B&W		4,004	54,103		\$20.06	
	Subtotals Color		426	0		\$37.36	

Date of Last Upgrade: 4/1/2008

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
The Learning Center @ Jack Memorial							
Adult Education							
Oce Imagistics im5520 55 CPM 4120002 / GA4U8 3,000,000 / 10/2003 Black Photocopier Not Connected OCE ME	818,835	881,925	63,090	88,335	-25,245	\$0.005010 \$316.08 \$0.00000 \$0.00	8 years from Intro.
Xerox 8560DN 30 CPM Black & Color FBT167842 / 750,000 / 02/2007 Color Network Printer Connected 4/9/2013 VARY	8,056	11,869	3,813	25,410	-21,597	\$0.005010 \$19.10 \$0.08769 \$639.26	None at this time.
	Subtotals B&W		66,903	113,745		\$335.18	
	Subtotals Color		7,290	0		\$639.26	
District Wide Black Totals			7,810,648	9,608,791		\$36,731.99	
District Wide Color Totals			170,580	312,514		\$14,958.16	

Volume has dropped dramatically since last upgrade!

Masters Usage Expenses

This table is provided as a courtesy to show at a glance your average Masters usage and expense for all high-speed duplicators.

<i>Make-Model Serial Number/Vendor ID #</i>	<i># Masters Used</i>	<i># Masters Allowed</i>	<i>Avg Masters/100 copies</i>	<i># Billed</i>	<i>Cost/Master</i>	<i>Annual Cost</i>
Hollis Elementary						
Teachers' Room						
Gestetner 5309L					\$0.35	\$0.00
F2640350066 AB4476						
RSU 6 Bus Garage						
Food & Transportation						
Gestetner 5309L					\$0.35	\$0.00
F2640350039						
	Totals					\$0.00

SPC Service & Supply Cost Savings

This table compares your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client with your projected cost per copy through SPC presently. Annual Volume represents actual projected volume when you first became an SPC client on 3/1/1998. If all things remained the same, this table demonstrates your average annual and five-year savings.

<i>Annual Volume</i>	<i>Before SPC CPC</i>	<i>After SPC CPC</i>	<i>SPC's CPC Savings</i>	<i>SPC's Annual Cost Savings</i>	<i>SPC's 5-year Cost Savings</i>
7,456,068	\$0.01879	\$0.00486	\$0.01393	\$103,863.03	\$519,315.15

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 Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Equipment Cost	Total Cost
Bonny Eagle High	2,221,824	\$10,587.10	\$11,024.69	\$29,866.39	\$51,478.18
Bonny Eagle Middle	1,605,236	\$7,800.11	\$7,965.18	\$21,578.04	\$37,343.33
Buxton Center Elementary	1,162,624	\$5,733.51	\$5,768.94	\$15,628.32	\$27,130.77
Edna Libby	611,185	\$3,001.04	\$3,032.70	\$8,215.72	\$14,249.46
George E. Jack	558,940	\$2,696.51	\$2,773.46	\$7,513.43	\$12,983.40
H.B. Emery	314,275	\$1,567.36	\$1,559.43	\$4,224.57	\$7,351.37
Hollis Elementary	628,318	\$3,098.70	\$3,117.71	\$8,446.03	\$14,662.44
Maintenance Office	42,356	\$218.98	\$210.17	\$569.36	\$998.51
RSU 6 Bus Garage	36,838	\$190.45	\$182.79	\$495.19	\$868.43
RSU 6 District Office	346,910	\$1,651.28	\$1,721.37	\$4,663.26	\$8,035.91
Steep Falls Elementary	211,235	\$1,011.53	\$1,048.15	\$2,839.48	\$4,899.16
Technology Building	4,004	\$20.70	\$19.87	\$53.82	\$94.39
The Learning Center @ Jack	66,903	\$345.89	\$331.97	\$899.33	\$1,577.19
Totals	7,810,648	\$37,923.18	\$38,756.44	\$104,992.95	\$181,672.55

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. Vendor typically invoices 80% of projected costs annually in advance. Cost per copy typically increases by 5% or CPI annually, whichever is less. This year's increase was **3.2%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2010/11 Annual Volume</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Total Cost</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Projected Cost</i>
Oce Maine	Black Photocopier	1,811,381	\$0.00501	\$9,075.02	\$0.00517	\$9,364.84
Oce Maine	Black Photocopier	5,852,081	\$0.00460	\$26,919.57	\$0.00475	\$27,797.38
Offtech New	High-Speed Duplicator	0	\$0.00578	\$0.00	\$0.00596	\$0.00
Vary Technologies	Color Photocopier	77,791	\$0.00501	\$389.73	\$0.00517	\$402.18
Vary Technologies	Color Network Printer	69,395	\$0.00501	\$347.67	\$0.00517	\$358.77
<i>Totals and Averages</i>		<i>7,810,648</i>	<i>\$0.00470</i>	<i>\$36,731.99</i>	<i>\$0.00486</i>	<i>\$37,923.17</i>

SPC's Black Cost per print on our most recent bids are coming in at \$0.003. Based on this bid your service cost would drop to \$23,431.94 per year.

Equipment pricing are coming in at 17.7%+ of Retail. For example, an 80-89 CPM unit from one vendor that is retailing for \$42,869 would come in at \$7,600.

Projected Equipment Costs by Building - Color

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Approximate current paper costs are figured in to provide budget information for the upcoming fiscal year. Equipment cost is not calculated with color usage.

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Total Cost
Bonny Eagle High	27,548	\$2,493.09	\$136.69	\$2,629.79
Bonny Eagle Middle	56,484	\$5,111.80	\$280.27	\$5,392.08
Buxton Center Elementary	22,380	\$2,025.39	\$111.05	\$2,136.44
Edna Libby	5,937	\$537.30	\$29.46	\$566.76
George E. Jack	4,639	\$419.83	\$23.02	\$442.85
H.B. Emery	13,587	\$1,229.62	\$67.42	\$1,297.04
Hollis Elementary	8,167	\$739.11	\$40.52	\$779.64
Maintenance Office	748	\$67.69	\$3.71	\$71.41
RSU 6 Bus Garage	0	\$0.00	\$0.00	\$0.00
RSU 6 District Office	13,111	\$1,186.55	\$65.06	\$1,251.60
Steep Falls Elementary	10,263	\$928.80	\$50.93	\$979.73
Technology Building	426	\$38.55	\$2.11	\$40.67
The Learning Center @ Jack	7,290	\$659.75	\$36.17	\$695.92
Totals	170,580	\$15,437.49	\$846.42	\$16,283.91

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. Color copies are typically billed in arrears quarterly or semi-annually. Cost per copy typically increases by 5% or CPI annually, whichever is less. This year's increase was **3.2%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2010/11 Annual Volume</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Actual Cost</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Projected Cost</i>
Vary Technologies	Color Photocopier	84,226	\$0.08769	\$7,385.78	\$0.09050	\$7,622.45
Vary Technologies	Color Network Printer	86,354	\$0.08769	\$7,572.38	\$0.09050	\$7,815.04
<i>Totals and Averages</i>		<i>170,580</i>	<i>\$0.08769</i>	<i>\$14,958.16</i>	<i>\$0.09050</i>	<i>\$15,437.49</i>

SPC's Color Cost per print on our most recent bids are coming in at \$0.04995. Based on this bid your service cost would drop to \$8,520 per year.

Reprographic Equipment Assessment

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

Total # of Units	76
# of Units on Lease	71
# of Units Owned	0
Lease Company	Northway Bank
Lease Start Date	4/1/2008
Lease End Date	8/1/2012
Term	5 Annual
Annual Payment usually due on 8/1	\$104,992.95
Remaining Payments	1

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

Leased Equipment

Equipment currently held as collateral under SPC-monitored or private lease.

Building	Make	Model	Serial #
Bonny Eagle High	Oce	im4530	711003
Bonny Eagle High	Oce	im7230	8030072
Bonny Eagle High	Oce	im5530	7080117
Bonny Eagle High	Oce	im2330	6050439
Bonny Eagle High	Oce	im7230	8030104
Bonny Eagle High	Oce	im7230	8030079
Bonny Eagle High	Oce	im7230	8030039
Bonny Eagle High	Oce	im7230	8010039
Bonny Eagle High	Oce	im4530	8030033
Bonny Eagle High	Oce Imagistics	im4510	2110363
Bonny Eagle High	Xerox	8560MFP	CXF333921
Bonny Eagle High	Xerox	8560DN	FBT176998
Bonny Eagle High	Xerox	8560DN	FBT176996
Bonny Eagle Middle	Oce	im6030	8030285
Bonny Eagle Middle	Oce	im3511	5090474
Bonny Eagle Middle	Oce	im5530	8030090
Bonny Eagle Middle	Oce	im6030	8030315
Bonny Eagle Middle	Oce	im6030	7110291
Bonny Eagle Middle	Oce Imagistics	im6530	5030046
Bonny Eagle Middle	Oce Imagistics	im5520	4100044
Bonny Eagle Middle	Oce Imagistics	im5520	4120205
Bonny Eagle Middle	Xerox	8560DN	FBT177391
Bonny Eagle Middle	Xerox	8560DN	FBT177390
Bonny Eagle Middle	Xerox	8560MFP	CXF334770
Buxton Center Elementary	Oce	im5530	8030088
Buxton Center Elementary	Oce	im5530	8030036

Building	Make	Model	Serial #
Buxton Center Elementary	Oce	im5530	8030080
Buxton Center Elementary	Oce	im4511	6070264
Buxton Center Elementary	Oce	im4511	5060085
Buxton Center Elementary	Oce Imagistics	im6530	5070063
Buxton Center Elementary	Oce Imagistics	im4510	3072969
Buxton Center Elementary	Oce Imagistics	im5520	5040009
Buxton Center Elementary	Oce Imagistics	im6530	4070112
Buxton Center Elementary	Xerox	8560DN	FBT167844
Buxton Center Elementary	Xerox	8560MFP	CXF333832
Buxton Center Elementary	Xerox	8560MFP	CXF333555
Buxton Center Elementary	Xerox	8560MFP	CXF333955
Edna Libby	Oce	im5530	8030087
Edna Libby	Oce	im5530	8030168
Edna Libby	Oce Imagistics	im4510	3111181
Edna Libby	Xerox	8560DN	FBT177389
Edna Libby	Xerox	8560MFP	CXF333824
George E. Jack	Oce	im6020	6021853
George E. Jack	Oce	im4530	8030034a
George E. Jack	Oce Imagistics	im4510	3010291
George E. Jack	Xerox	8560MFP	CXF332550
H.B. Emery	Oce	im4530	7110028A
H.B. Emery	Oce Imagistics	im4510	3030180
H.B. Emery	Oce Imagistics	im6530	3100154
H.B. Emery	Xerox	8560MFP	CXF333905
Hollis Elementary	Oce	im6020	6021875
Hollis Elementary	Oce Imagistics	im5520	5080353
Hollis Elementary	Oce Imagistics	im4510	3070126
Hollis Elementary	Xerox	8560MFP	CXF333771
Maintenance Office	Oce Imagistics	im3510	3120181
Maintenance Office	Xerox	8560MFP	CXF035526

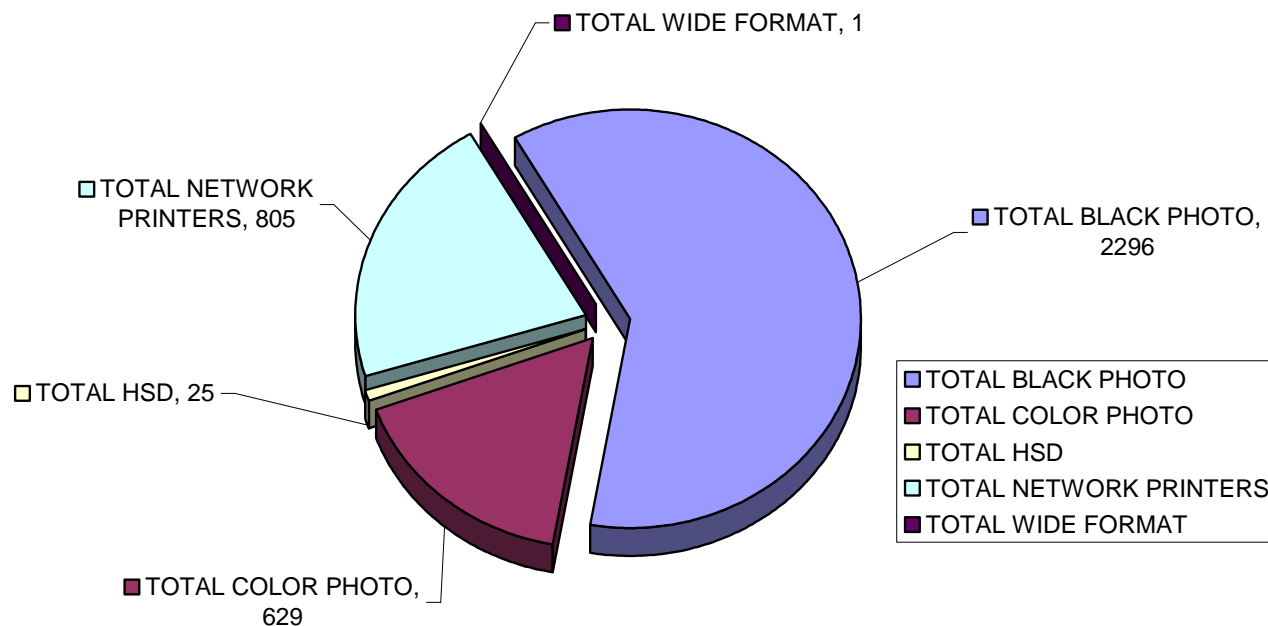
Building	Make	Model	Serial #
RSU 6 Bus Garage	Oce Imagistics	im3510	2120488
RSU 6 District Office	Oce	fx3000	8020272
RSU 6 District Office	Oce	im5530	8030086
RSU 6 District Office	Oce	im5530	8030082
RSU 6 District Office	Oce	im5530	8030089
RSU 6 District Office	Oce	fx3000	7110757
RSU 6 District Office	Xerox	8560MFP	CXF333723
RSU 6 District Office	Xerox	8560MFP	CXF333863
Steep Falls Elementary	Oce	im5530	8030045
Steep Falls Elementary	Oce Imagistics	im5520	4100022
Steep Falls Elementary	Xerox	8560DN	FBT177541
Technology Building	Oce Imagistics	im3510	4110203
Technology Building	Xerox	8560DN	FBT177000
The Learning Center @ Jack Memorial	Oce Imagistics	im5520	4120002
The Learning Center @ Jack Memorial	Xerox	8560DN	FBT167842

Active Reprographic Equipment & Manufacturers

SPC currently maintains 3,756 high-end production reprographic units across the tri-state region. They are currently running over 301 million annual prints (black and color), culminating into over 1.5 billion prints over five years!

SPC Total Active Equipment

- Current Manufacturers Represented (12):**
- Canon
 - Gestetner
 - Hewlett-Packard
 - Konica-Minolta
 - Kyocera
 - Lexmark
 - Océ
 - Ricoh
 - Risograph
 - Samsung
 - Savin
 - Sharp
 - Toshiba
 - Xerox



Total Number of Active Equipment is 3,756

Current Vendors Represented (18):

- **A-COPI**
- Catamount/Lockrows
- Conway
- **Ikon - Ricoh**
- **KMBS**
- **Levesque**
- Lyndonville
- **Océ**
- Offtech New England
- Spillers
- SymQuest
- Toshiba
- UBM
- **Vary Tech**
- Xerox

Those marked in bold have won bids in the last 12 months.

Improved SPC Services

Print Management Software with its Benefits

In 2007 we initiated what is called **Print Management Software**. It was designed to capture meter reads and order supplies electronically on most, if not all, of your networked printing devices automatically. This software offers the following benefits:

Collect meter reads daily. Benefits...

- IT staff can isolate problem volume locations
- Monitor over use or under use locations and make the adjustments sooner
- Know when to shift from expensive laser and inkjet printers to low-cost-of-operation reprographic units
- Project cost on both black and color prints before the invoice arrives

Automatic ordering of consumable items. Benefits...

- Eliminate the need of valuable time spent ordering supplies manually

Automatic service alert sent to service provider. Benefit...

- E-mail sent out to both IT staff and service provider. Provider will then call to verify service need with IT staff to qualify the issue and send out a technician.

Cost per print plan for networking printing devices such as HP and Lexmark network printers. Benefits...

- Instead of individual expensive purchase of supply items, a cost-per-print quarterly in arrears at about half what you are currently paying will be offered.

In 2009 we have contracted with Vary Technologies who will offer to personally install this Print Management Software for free (MAC or PC environment). In addition, they are able to service, on a cost-per-print basis, all of your legacy printers including HP, Lexmark and Brother. Vary Technologies was first contacted by Xerox on behalf of SPC clients to service all of the solid ink color units as a local service provider in an effort to improve the overall response time and reliability. As a side benefit, Vary will be able to fill a void for servicing all of our low-volume legacy printers on a cost-per-print basis that includes...

- Service
- Supplies
- Equipment

Vary Technologies will be able to provide this service at a lower cost than what most clients are paying just for supplies. This should improve the quality of service and equipment at thousands of dollars less each year!

SPC's Service & Supply Contract – Purpose & Sample

In an effort to serve our clients better, at our own expense, SPC hired Bond Counsel to set up your Service & Supply Contract to ensure accuracy and protection to our Clients. Integrated into and tailored to mirror the Lease-Purchase Agreement, this contract protects equipment held as collateral under the Lease-Purchase Agreement or for equipment already owned and purchased outright. Please note that it provides you with the option to upgrade your service contract with a 30-day termination notice. This provides you tremendous flexibility.

CONTRACT SAMPLE:

SERVICE AND SUPPLY CONTRACT (LEASED EQUIPMENT)

The Vendor identified below of the equipment described at Exhibit A to Property Schedule No. 1 (the "Equipment") to a Master Lease-Purchase Agreement between M.S.T. Government Leasing, LLC, as lessor (the "Lessor") and Client, as lessee (the "Lessee"), dated beginning date, (the "Lease-Purchase") hereby contracts with Lessee for the term of the Lease-Purchase (terminating on ending date) to provide comprehensive services, supplies, and maintenance to such Equipment, excluding only the cost of paper, transparencies, and staples, at a cost per copy per item of Equipment as shown on Schedule A attached hereto. In addition, for high-speed duplicators, Vendor may charge the cost shown on Schedule A attached hereto for masters used when the number of copies made by use of such masters is, on an annual average, fewer than 100. Vendor shall provide a four-hour response time to all service calls.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor, at its option, may increase such costs per copy under this Service and Supply Contract (the "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.

On July 1 of each calendar year during the term of the Lease-Purchase, Vendor shall credit to Lessee any cost of this Contract prepaid by Lessee and unused by Lessee because fewer copies were made by Lessee during the Contract period ending on such July 1 than were originally estimated under this Contract to be made by Lessee during such period. *If the Lease-Purchase is terminated prior to the end of its term, Vendor shall prorate and return to Lessee, within 30 days of such termination, any cost of this Contract prepaid by Lessee and unused by Lessee because of such early termination of the Lease-Purchase.*

Vendor: _____
 Street Address: _____
 City/State/Zip: _____
 By (signature): _____
 Name: _____
 Title: _____

Lessee: _____
 Street Address: _____
 City/State/Zip: _____
 By (signature): _____
 Name: _____
 Title: _____

SPC's Dual-Layered Warranty – Purpose & Explanation

Reprographic equipment is expensive and does not hold its value. Therefore, it is crucial for you and the banking industry holding the collateral to secure this asset.

Our unique Dual-Layered Warranty guarantees a like-for-like no-charge replacement unit in the event of equipment not performing satisfactorily.

1. **Servicing Vendor**; implemented in 1988
2. **ESP Electrical**; implemented in 2007, all photocopiers with such units will be warranted from electrical damage by ESP.

ESPs (Electronic Surge Protectors) with our most recent upgrades are being installed by SPC on 40 CPM units and faster in order to cut down on approximately 30% of all service calls. These units will not only protect from electrical surges but will also filter out electronic noise that creates havoc with boards and the operation of your equipment.

WARRANTY SAMPLE:

**WARRANTY
(LEASED EQUIPMENT)**

The Vendor identified below of the equipment described on Schedule A(P) attached hereto (the "Equipment") sold by Vendor to _____ (the "Owner") hereby warrants to Owner that, if any such Equipment malfunctions through no fault of Owner during a term commencing on _____ and terminating on _____ and such Equipment cannot be repaired promptly, Vendor promptly 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 Owner.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the life expectancy of such item of Equipment in number of copies, as shown on Schedule A(P) 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 A(P) attached hereto.

Vendor:	_____
Street Address:	_____
City/State/Zip:	_____
By (signature):	_____
Name:	_____
Title:	_____