



Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800)750-1538

FY20 Annual Report

Year - End Photocopier Analysis

With projected costs for FY21

**Bill Brockman
RSU 06 - MSAD 06 -Buxton
94 Main Street
Buxton, ME 04093**



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

September 2020

Bill Brockman
RSU 06 - MSAD 06 - Buxton
94 Main Street
Buxton, ME 04093

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Bill:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us for the **past 22 years**. We hope we can continue this relationship for many years to come.

This year's Annual Report provides an overview of last year's reprographic equipment usage and status. We recognize that this was an unusual year and that accurate usage may not be fully reflected. However, it is still good to compare and review to see just how the pandemic has impacted usage. Recommendations have still been made to address any potential problem areas and 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. Hopefully you have been able to benefit from these services, and we hope to continue to offer new services. In fact, one new service is the Client Warranty and Relief Fund. A description of this valuable service is provided in this year's report. We are pleased to continue offering all of our services to you at no additional charge.

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

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team



Skip Tilton, President
Billie Jo Tilton, Vice President

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



Jessica Paradis
Accounting Coordinator

Jessica oversees billing, resolving any questions or issues as needed. She is also responsible for setting up lease and purchase transactions.

Alex Webster
Operations & Marketing Manager

Alex oversees STARDoc, FM Audit, and equipment upgrades. He also researches and markets current and new SPC tools and services to existing and potential clients.



Pam Weed
Client-Vendor Relations

Pam helps to maintain a good working relationship between clients and vendors, especially with regard to equipment reliability. She also oversees equipment upgrades and changes, warranty replacements, end-of-year meter collection and billing, and Annual Report scheduling. Pam assists with marketing SPC services to existing and potential clients.

Robert Dutil
Information Technology

Bob keeps SPC running by maintaining and updating database processes as well as assisting in updates to SPC's STARDoc website and the creation of code to create the many reports SPC generates to give you the accurate information of your usage.



Jamin Tilton
Operations Support

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

Heidi Tilton
Accounting Support

Heidi handles bookkeeping and billing for both clients and vendors, processing payments, and other office support.



Kelly Fortier
Office Support

Our newest team member, Kelly assists with maintaining service & supply contracts, managing equipment trades, and upgrades, bookkeeping and other general office work.



SPC Timeline

1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Reports

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail.
- Established Student Ratios.

2001 Meter Collection

- 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 ensure any and all funding sources provided legal documentation to meet State statutes and regulations.

2003 Bond Counsel Review of Contracts and Warranties

- 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.

2012 STARDoc and Simplified Billing Developed and Implemented

- Live Floor Plans: Allows IT administrators to move devices around on their own floor plans.
- STARDoc: Helps project out the end of year costs and potential overages.
- Simplified Billing: Designed to eliminate hundreds of invoices and condenses it down to 2 or 3 a year.

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.



SPC Timeline

2018 STARDoc - Improved Pinpointing of Budget and Communications

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

2019 STARDoc – Service Histories, Chromebook Bid

- Mandatory annual fleet service history: Provides data on the overall reliability of the fleet.
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.

2020 Mock Bids - Warranty and Relief Fund

- Mock Bids: allows us to show where a client's pricing would come in without having to go out to bid. This allows them to buy off an existing bid, thus saving time and money.
- Warranty and Relief Fund: Due to the pandemic, there are serious upheavals in the industry. In an effort to cushion our clients, this fund was established. For more information, see the last page of the Annual Report.

2021 SPC Roadmap

- Major STARDoc facelift. User interface will be more modern.
- Update Bid Process to simplify bid submission for all of our vendors.
- Five Year Fleet Management (FYFM) - Projects out Five Year costs for all equipment based on current and past usage.

Equipment Health Status

Total Number of Machines: **128**

Total Black Photocopiers:	41
Total Color Photocopiers:	23
Total Black Network Printers:	62
Total Color Network Printers:	2
Total Removed From Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	2
# of Units Overused:	0
# of Units Underused:	0
Commencement Date:	08/02/2017
# of Annual Payments Left on Lease:	2
All Warranties and Service Contracts Expire:	06/30/2023
SPC's FM Audit Print Management Software Loaded:	Yes
Printer Contract Signed:	Yes

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

Dear Bill,

Because of the change to remote learning in March, COVID-19 had a direct and significant impact on client budgets. Usage was dramatically affected and resulted in a year-end under usage credit of \$25,510.01. While this may seem like a positive – saving money on reprographic expenses - it has actually put a tremendous burden on the vendors as they are starting off the new fiscal year with a deficit. Combine this with other economic strains for the vendors, SPC is concerned, which is why we have developed the Warranty and Relief Fund (see page 78) to protect our clients.

In reviewing your service history report, A-Copi seems to be doing an overall good job on servicing your fleet. The response time could be improved, but the uptime is very good for the size of the fleet you have. The fleet is aging, however, and your color volume is really high. We should take a look at what you have overall through the district in this coming year and replace the aged equipment and try to control the color volume being done.

There are substantial cost savings to be incurred with a bid. Based on COVID volume (lower than normal), we estimate \$19,019.85 potential color cost savings with your next upgrade over five years. Our recommendation is to initiate the bid process with a choice of 8-2-2021 or 8-2-2022 commence date. In this way, you will be able to determine the best time to actually do your next upgrade. See 8-2-2017 Compare for a review of the last upgrade that went to the board. We will share at our meeting.

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	Room	Make/Model	Serial Number	Vendor Name	Intro Date
George E. Jack School	Computer Lab Downstairs	Toshiba e-Studio 456	C2H252758	A-COPI	02/01/2012
MSAD 6 District Office	Accounts Payable	Toshiba e-Studio 256	C2C223149	A-COPI	02/01/2012

Non-Contracted Devices

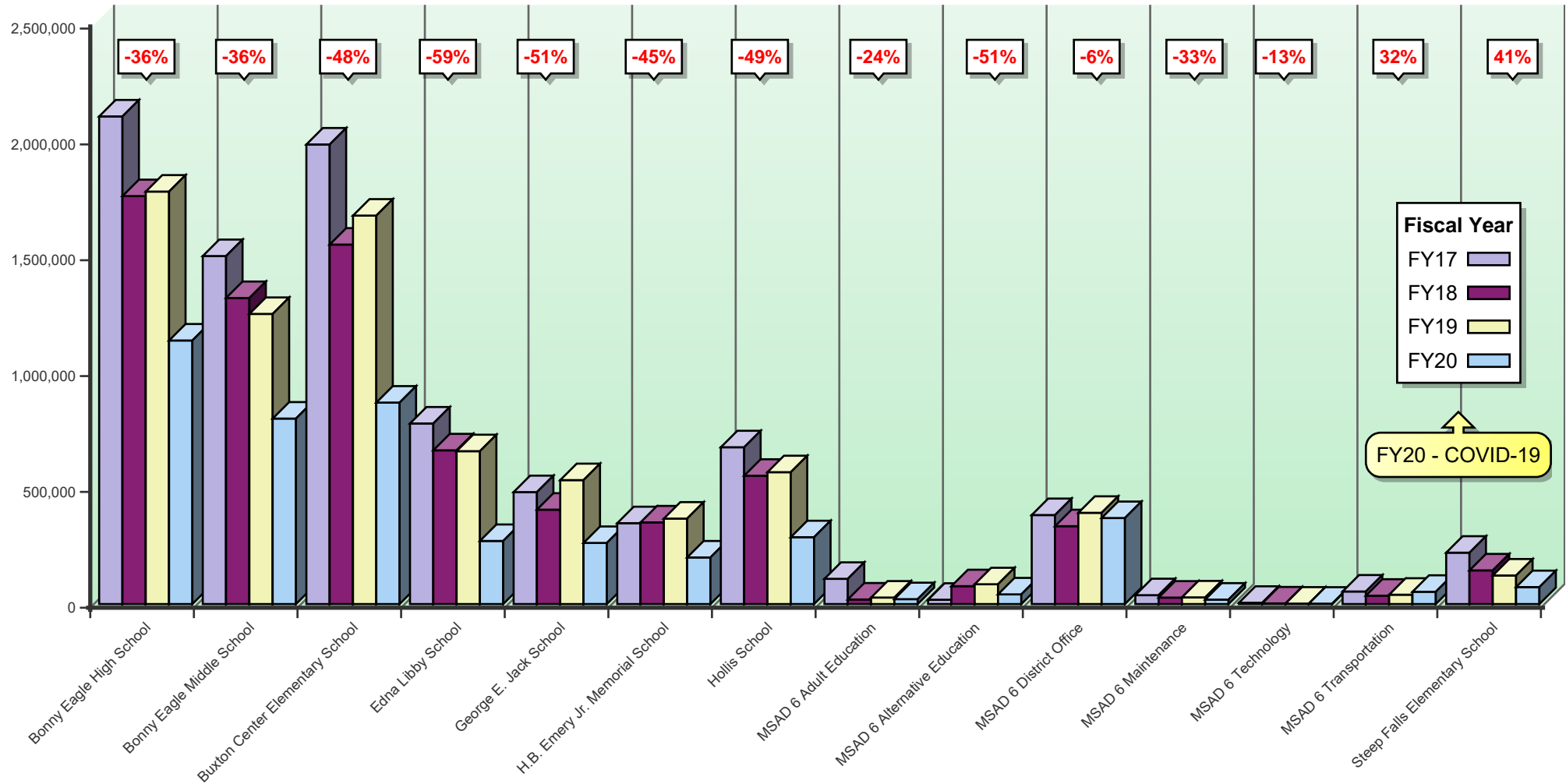
Make - Model	Serial Number	IP Address	Last Update
BROTHER MFC-J6920DW	U63571K6F144562	10.10.97.46	2020-09-13 05:07:42
BROTHER MFC-L2710DW series	U64969M8N119480	10.10.97.165	2020-05-26 05:12:46
BROTHER MFC-L5850DW series	U64221E7N447874	10.10.97.113	2020-06-29 05:07:31
EPSON WF-2540 Series	QKEY524622	10.10.97.114	2020-05-19 05:12:46
SAMSUNG Samsung	ZELYBJDDA000EYJ	10.10.98.190	2020-06-26 05:12:46

Warranty Replaced Machines

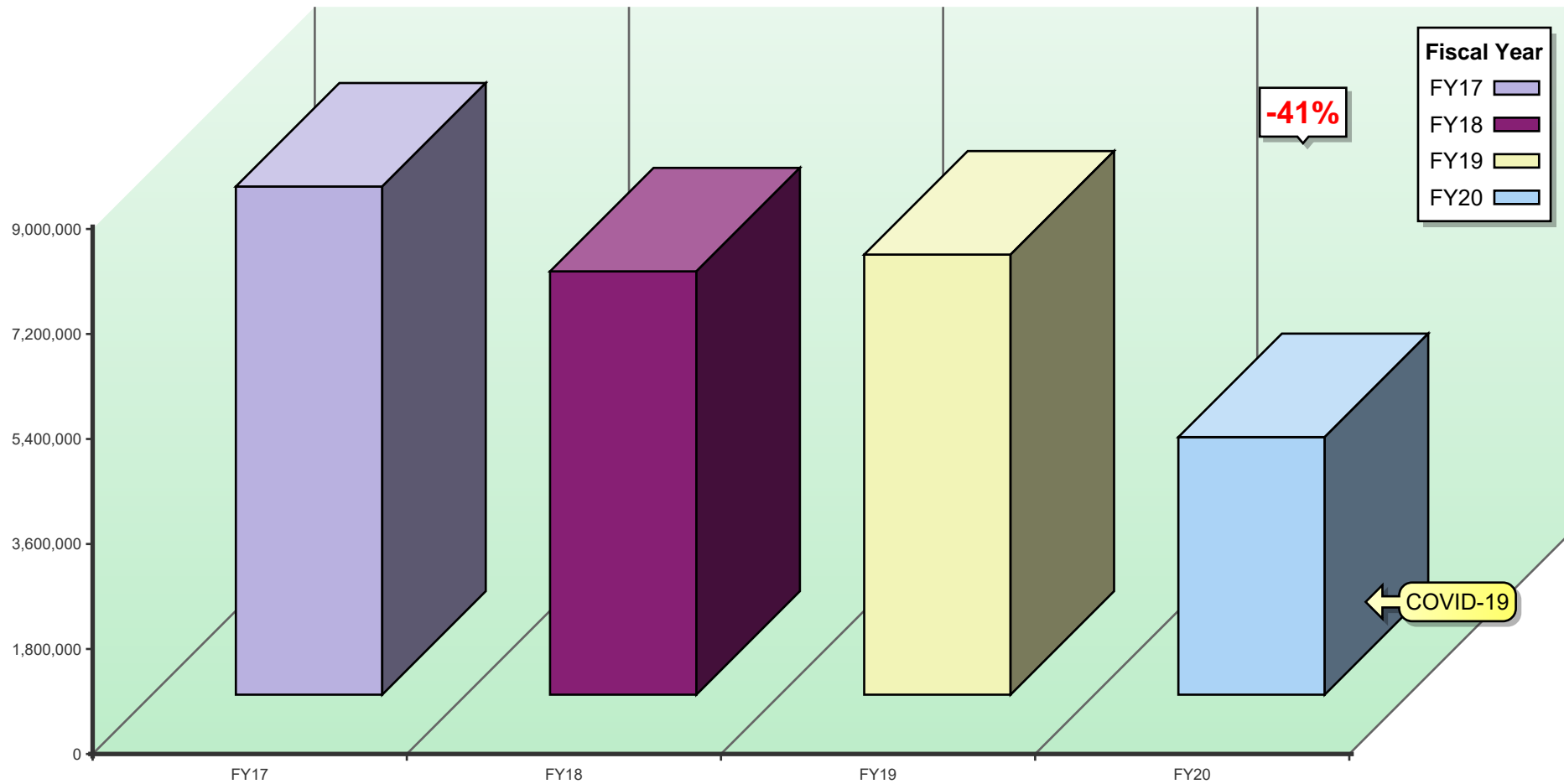
The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department/Room	Make/Model	Serial #	Vendor ID #	Date of Trade
MSAD 6 District Office	Storage	Kyocera-P3045DN	VM37402975	7343	2020-06-30

Annual Black Volume by Location



Annual Black Volume Overall



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

Average Student-to-Copy Usage - Black

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Bonny Eagle High School	1132	1,137,763	\$34,659.23	1,005	\$30.62
Bonny Eagle Middle School	803	800,765	\$24,344.91	997	\$30.32
Buxton Center Elementary School	582	869,639	\$26,413.23	1,494	\$45.38
Edna Libby School	278	272,452	\$8,254.06	980	\$29.69
George E. Jack School	166	263,792	\$7,966.96	1,589	\$47.99
H.B. Emery Jr. Memorial School	196	201,212	\$6,173.15	1,027	\$31.50
Hollis School	296	288,564	\$8,766.72	975	\$29.62
MSAD 6 Adult Education	0	21,210	\$664.84	0	\$0.00
MSAD 6 Alternative Education	25	41,820	\$1,305.30	1,673	\$52.21
MSAD 6 District Office	0	371,348	\$12,317.68	0	\$0.00
MSAD 6 Maintenance	0	19,229	\$596.93	0	\$0.00
MSAD 6 Technology	0	1,695	\$55.90	0	\$0.00
MSAD 6 Transportation	0	53,055	\$1,614.03	0	\$0.00
Steep Falls Elementary School	95	73,211	\$2,264.68	771	\$23.84
Totals	3,573	4,415,755	\$135,397.60	1,236	\$37.89

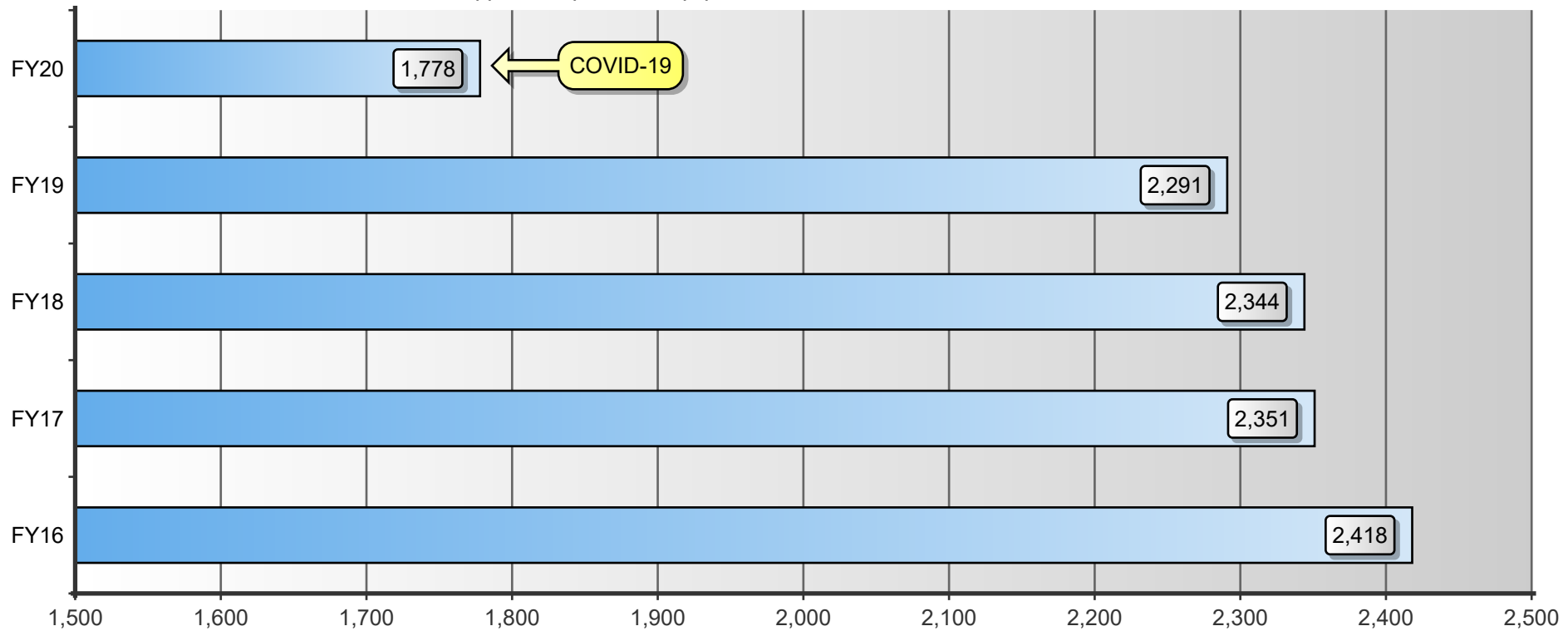
**Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this report.*

Industry Average Copies per Student - Black

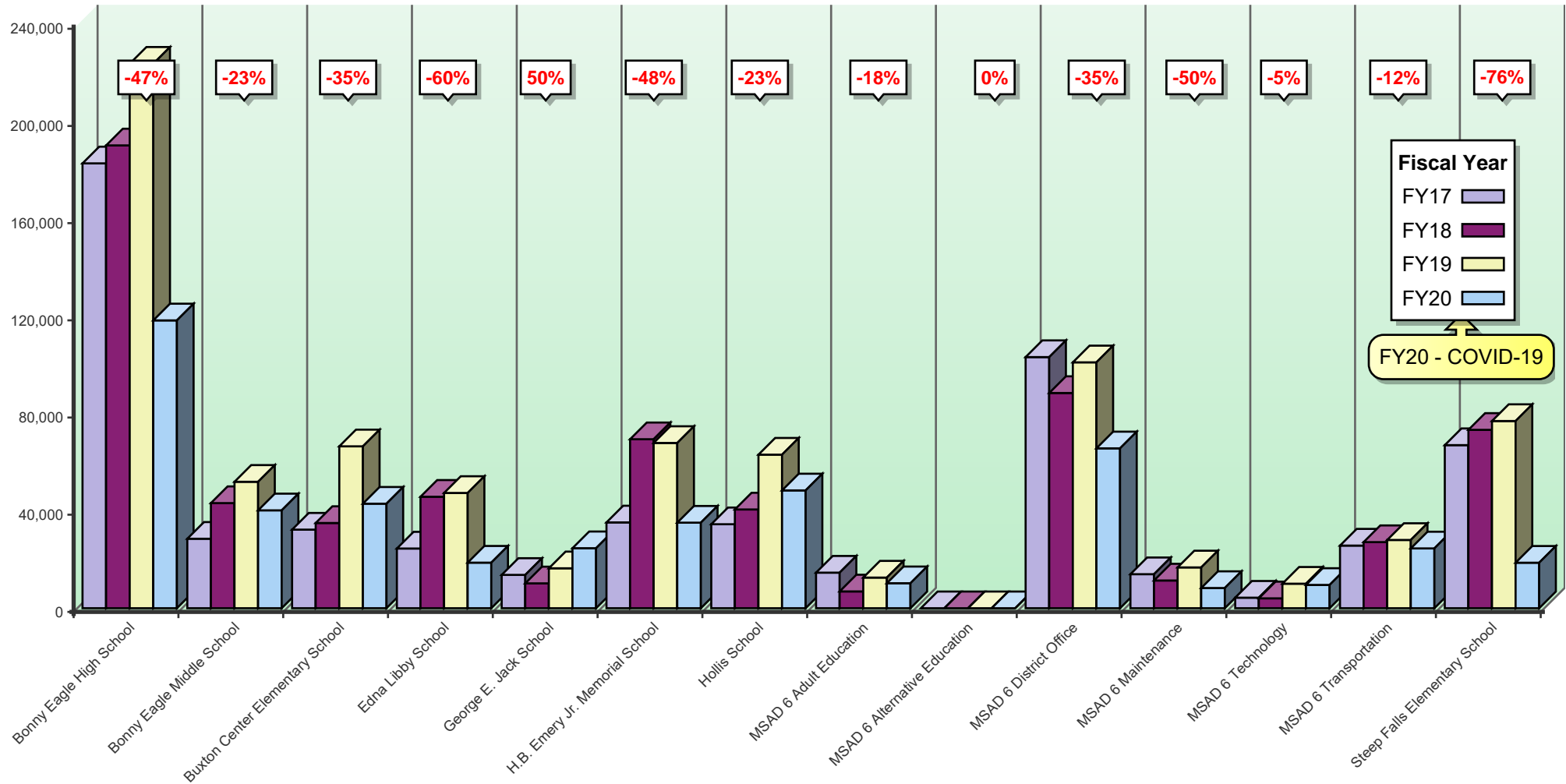
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i>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	74,038	131,634,476	\$3,165,697.18	1,778	\$42.76

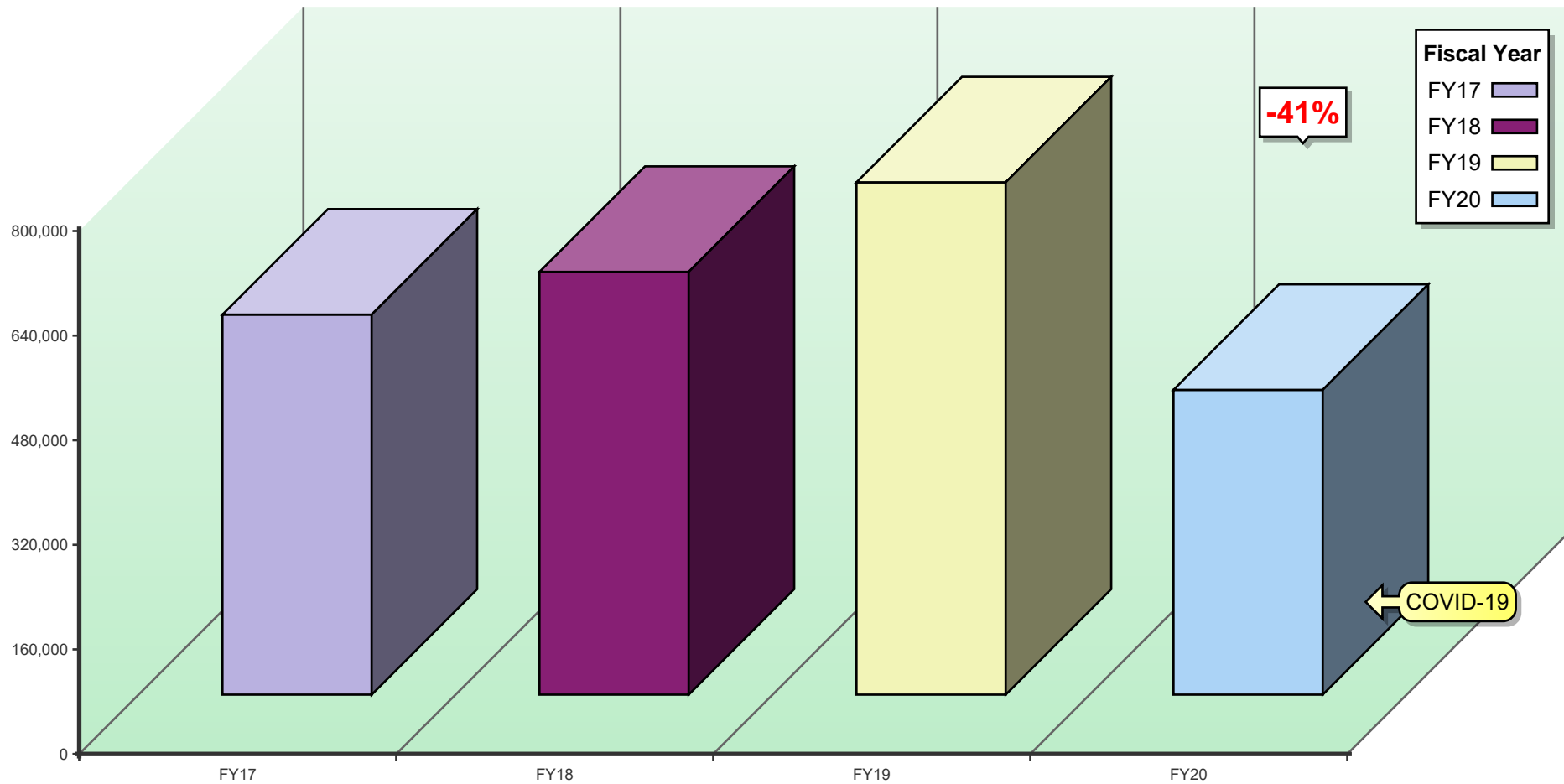
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.



Annual Color Volume by Location



Annual Color Volume Overall



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

Average Student-to-Copy Usage - Color

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Bonny Eagle High School	1132	118,468	\$5,512.83	105	\$4.87
Bonny Eagle Middle School	803	40,287	\$1,834.27	50	\$2.28
Buxton Center Elementary School	582	43,019	\$1,958.66	74	\$3.37
Edna Libby School	278	18,753	\$853.82	67	\$3.07
George E. Jack School	166	24,707	\$1,124.91	149	\$6.78
H.B. Emery Jr. Memorial School	196	35,209	\$1,603.07	180	\$8.18
Hollis School	296	48,488	\$2,207.66	164	\$7.46
MSAD 6 Adult Education	0	10,288	\$468.41	0	\$0.00
MSAD 6 Alternative Education	25	0	\$0.00	0	\$0.00
MSAD 6 District Office	0	65,804	\$3,051.78	0	\$0.00
MSAD 6 Maintenance	0	8,318	\$407.91	0	\$0.00
MSAD 6 Technology	0	9,591	\$470.34	0	\$0.00
MSAD 6 Transportation	0	24,621	\$1,120.99	0	\$0.00

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Steep Falls Elementary School	95	18,732	\$852.87	197	\$8.98
Totals	3,573	466,285	\$21,467.52	131	\$6.01

*Total School Cost refers only to Service & Supplies as Paper and Equipment are included in the previous table for black prints.

Note: STARDoc tool will flag any future high color usage. See page 76 of STARDoc Features. Current industry ratio averages 184 color prints per student per year. Your color volume this year averages 131 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

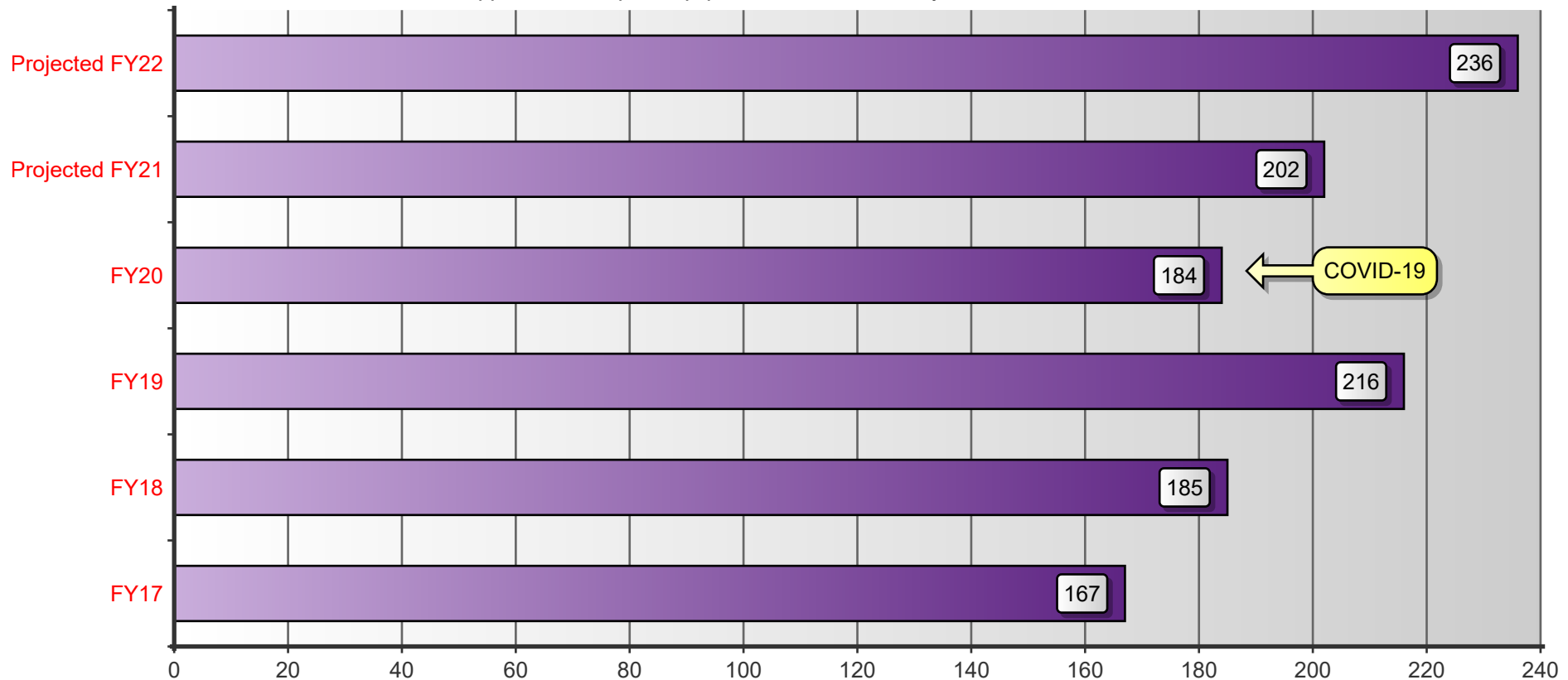
<i>District Wide Black Totals</i>	<i>4,415,755</i>	<i>\$17,261.12</i>
<i>District Wide Color Totals</i>	<i>466,285</i>	<i>\$21,401.57</i>

Industry Average Copies per Student - Color

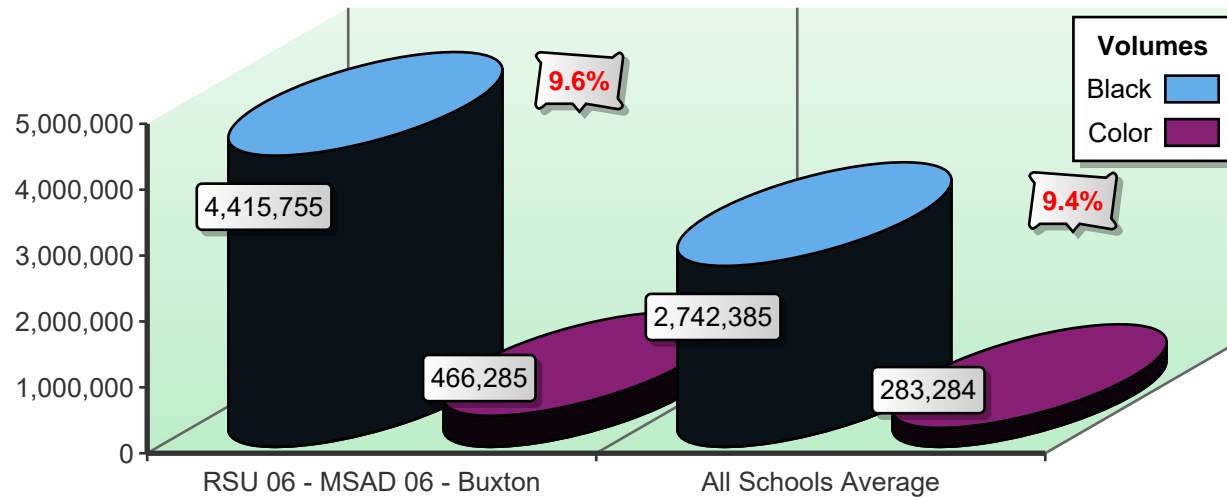
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i>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	74,038	13,597,620	\$725,023.31	184	\$9.79

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



Color-to-Total Volume Comparison



SPC Analysis

COLOR printing is skyrocketing out of control! A five-year study of 83,000 students across the Tri-State region revealed a rapid increase in the K-12 sector. In fact, in FY19, color printing increased by 19%! Of course FY20 was dramatically different because of COVID-19. Therefore, we should assume that color volume will continue to increase unless the proper controls are put in place. Obviously, some color printing is necessary. However, if color printing is not monitored properly, it could blow up your entire printing budget. The best time to financially achieve the color control goal is when you do your next upgrade. For that recommendation, please review the Health Status page.

SOLUTION: SPC has incorporated into our bids Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire organization to change all printing habits, SPC focuses only on problematic locations.

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.

Date of Last Upgrade: 08/02/2017

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Bonny Eagle High School					
Attendance Office					
Kyocera P2040dw / 40 PPM	4,866	6,494	1,628	\$0.01703	None at this time.
VD26Z01767 / 7289				\$27.72	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Attendance Office					
Toshiba e-Studio 5506AC / 55 PPM	123,739	200,192	76,453	\$0.00367	None at this time.
CHEG18240 / 7216				\$280.58	
3,000,000 / 07/2016	79,208	105,147	25,939	\$0.04539	
Color Photocopier				\$1,177.37	
A-COPI					
Copy Room					
Toshiba e-Studio 7508A / 75 PPM	152,286	180,731	28,445	\$0.00314	None at this time.
CICG17318 / 7221				\$89.32	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Custodial Office					
Kyocera P2040dw / 40 PPM	6,350	9,294	2,944	\$0.01703	None at this time.
VD26Z01780 / 7292				\$50.14	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Guidance Office					
Toshiba e-Studio 4505AC / 45 PPM	13,146	21,350	8,204	\$0.00367	None at this time.
CFCG51584 / 7428				\$30.11	
1,000,000 / 07/2016	95,195	124,485	29,290	\$0.04889	
Color Photocopier				\$1,431.99	
A-COPI					
Learning Center 3 Old Wing 3rd Fl					
Toshiba e-Studio 8508A / 85 PPM	813,005	972,973	159,968	\$0.00314	None at this time.
CIAG16065 / 7228				\$502.30	
5,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Library					
Toshiba e-Studio 4508A / 45 PPM	84,568	95,887	11,319	\$0.00441	None at this time.
CGKF46206 / 7240				\$49.92	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Lunch Room Office					
Kyocera P2040dw / 40 PPM	6,675	9,724	3,049	\$0.01703	None at this time.
VD26Z02874 / 7288				\$51.92	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Music Room					
Kyocera P3045DN / 47 PPM	17,081	20,331	3,250	\$0.01179	None at this time.
VM37402961 / 7345				\$38.32	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Office across from Student Services					
Kyocera P3045DN / 47 PPM	13,271	19,310	6,039	\$0.01179	None at this time.
VM37402964 / 7341				\$71.20	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Portable Room 10					
Kyocera P2040dw / 40 PPM	6,507	7,891	1,384	\$0.01703	None at this time.
VD26Z02864 / 7298				\$23.57	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Portable Room 11					
Kyocera P3045DN / 47 PPM	27,531	37,334	9,803	\$0.01179	None at this time.
VM37402978 / 7340				\$115.58	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Portable Room 13					
Kyocera P3045DN / 47 PPM	8,770	12,288	3,518	\$0.01179	None at this time.
VM37402970 / 7339				\$41.48	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Principal's Office					
Toshiba e-Studio 5506AC / 55 PPM	118,713	184,810	66,097	\$0.00367	None at this time.
CHEG18385 / 7224				\$242.58	
3,000,000 / 07/2016	56,004	74,902	18,898	\$0.04539	
Color Photocopier				\$857.78	
A-COPI					
Room 101					
Kyocera P2040dw / 40 PPM	2,614	3,581	967	\$0.01703	None at this time.
VD26Z01772 / 7296				\$16.47	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 103					
Kyocera P3045DN / 47 PPM	3,014	3,015	1	\$0.01179	None at this time.
VM37402976 / 7338				\$0.01	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer A-COPI				\$0.00	
Room 103					
Toshiba e-Studio 3505AC / 35 PPM	72,984	106,922	33,938	\$0.00441	None at this time.
CFEG63822 / 7231				\$149.67	
750,000 / 07/2016	2,165	4,180	2,015	\$0.04889	
Color Photocopier A-COPI				\$98.51	
Room 108					
Kyocera P2040dw / 40 PPM	5,047	5,175	128	\$0.01703	None at this time.
VD26Z02870 / 7304				\$2.18	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer A-COPI				\$0.00	
Room 121 Special Education					
Toshiba e-Studio 4508A / 45 PPM	81,173	128,739	47,566	\$0.00441	None at this time.
CGKF46203 / 7381				\$209.77	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier A-COPI				\$0.00	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 121 Special Education					
Toshiba e-Studio 5506AC / 55 PPM	320,135	434,712	114,577	\$0.00367	None at this time.
CHEG18388 / 7217				\$420.50	
3,000,000 / 07/2016	146,031	185,763	39,732	\$0.04539	
Color Photocopier				\$1,803.44	
A-COPI					
Room 205 Old Wing					
Toshiba e-Studio 5508A / 55 PPM	402,639	531,687	129,048	\$0.00314	None at this time.
CIEG19087 / 7225				\$405.21	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Room 220					
Kyocera P2040dw / 40 PPM	4,025	4,025	0	\$0.01703	None at this time.
VD26Z02873 / 7302				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Room 227					
Toshiba e-Studio 4508A / 45 PPM	114,341	152,453	38,112	\$0.00441	None at this time.
CGIF39780 / 7413				\$168.07	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Shop Class					
Kyocera P2040dw / 40 PPM	4,096	4,107	11	\$0.01703	None at this time.
VD26Z02858 / 7301				\$0.19	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer A-COPI				\$0.00	
Special Education					
Toshiba e-Studio 3505AC / 35 PPM	18,476	22,125	3,649	\$0.00441	None at this time.
CFEG63775 / 7230				\$16.09	
750,000 / 07/2016	31,455	32,778	1,323	\$0.04889	
Color Photocopier A-COPI				\$64.68	
Teachers' Room 2nd FI New Wing					
Toshiba e-Studio 7508A / 75 PPM	597,165	788,354	191,189	\$0.00314	None at this time.
CIEG18883 / 7220				\$600.33	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier A-COPI				\$0.00	
Teachers' Room 2nd FI Old Wing					
Toshiba e-Studio 7508A / 75 PPM	518,217	714,074	195,857	\$0.00314	None at this time.
CICG17326 / 7222				\$614.99	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier A-COPI				\$0.00	

Wood Shop Class

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Bonny Eagle Middle School					
6th Grade Teachers' Room					
Toshiba e-Studio 4508A / 45 PPM	212,376	262,147	49,771	\$0.00441	None at this time.
CGKF46201 / 7385				\$219.49	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier A-COPI				\$0.00	
Cafeteria					
Kyocera P2040dw / 40 PPM	3,685	5,514	1,829	\$0.01703	None at this time.
VD26Z02872 / 7305				\$31.15	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer A-COPI				\$0.00	
Copy Room					
Toshiba e-Studio 7508A / 75 PPM	529,245	703,471	174,226	\$0.00314	None at this time.
CIEG18910 / 7389				\$547.07	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier A-COPI				\$0.00	
Custodian's Office Near Room 41					
Kyocera P2040dw / 40 PPM	1,332	2,252	920	\$0.01703	None at this time.
VD26Z02868 / 7306				\$15.67	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer A-COPI				\$0.00	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Guidance Room 8A					
Toshiba e-Studio 5508A / 55 PPM	381,615	498,074	116,459	\$0.00314	None at this time.
CIEG19060 / 7374				\$365.68	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
IT Hot Swap					
Kyocera P5026cdw / 26 PPM	0	0	0	\$0.03015	None at this time.
VDT6X00958 / 7300				\$0.00	
500,000 / 06/2017	0	0	0	\$0.08519	
Color Network Printer				\$0.00	
A-COPI					
Library					
Toshiba e-Studio 7508A / 75 PPM	342,794	425,601	82,807	\$0.00314	None at this time.
CICG17319 / 7239				\$260.01	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Phys Ed Office					
Kyocera P2040dw / 40 PPM	5,153	5,930	777	\$0.01703	None at this time.
VD26Z02859 / 7313				\$13.23	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Principal's Office					
Toshiba e-Studio 5506AC / 55 PPM	115,297	207,268	91,971	\$0.00367	None at this time.
CHEG18410 / 7249				\$337.53	
3,000,000 / 07/2016	95,312	135,599	40,287	\$0.04539	
Color Photocopier				\$1,828.63	
A-COPI					
Reception					
Toshiba e-Studio 4508A / 45 PPM	75,193	103,445	28,252	\$0.00441	None at this time.
CGKF46346 / 7384				\$124.59	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Room 40A					
Toshiba e-Studio 4508A / 45 PPM	163,793	214,955	51,162	\$0.00441	None at this time.
CGKF46341 / 7383				\$225.62	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Room 47					
Kyocera P2040dw / 40 PPM	3,026	3,310	284	\$0.01703	None at this time.
VD26Z02862 / 7310				\$4.84	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Room 54					
Kyocera P2040dw / 40 PPM	5,122	6,351	1,229	\$0.01703	None at this time.
VD26Z02853 / 7312				\$20.93	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Room 63					
Kyocera P2040dw / 40 PPM	14,217	17,260	3,043	\$0.01703	None at this time.
VD26Z02866 / 7314				\$51.82	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Room 83 2nd Floor					
Toshiba e-Studio 4508A / 45 PPM	216,011	253,082	37,071	\$0.00441	None at this time.
CGBG56402 / 7241				\$163.48	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Room 94 2nd Floor					
Toshiba e-Studio 7508A / 75 PPM	499,939	658,310	158,371	\$0.00314	None at this time.
CIKF14837 / 7373				\$497.28	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Unknown					
Kyocera P2040dw / 40 PPM	486	779	293	\$0.01703	None at this time.
VD26Z02842 / 7311				\$4.99	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Unknown					
Kyocera P2040dw / 40 PPM	1,286	2,822	1,536	\$0.01703	None at this time.
VD26Z02861 / 7309				\$26.16	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Unknown					
Kyocera P2040dw / 40 PPM	3,031	3,795	764	\$0.01703	None at this time.
VD26Z02867 / 7308				\$13.01	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Subtotal Black			800,765	\$2,922.57	
Subtotal Color			40,287	\$1,828.63	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Buxton Center Elementary School					
Band Room					
Kyocera P3045DN / 47 PPM	6,812	7,557	745	\$0.01179	None at this time.
VM37402980 / 7346				\$8.78	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Food Services - Kitchen					
Kyocera P3045DN / 47 PPM	8,622	14,976	6,354	\$0.01179	None at this time.
VM37302420 / 7037				\$74.91	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Library					
Kyocera P3045DN / 47 PPM	17,511	20,747	3,236	\$0.01179	None at this time.
VM37402972 / 7347				\$38.15	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Main Office					
HP Laser Jet 600 M605 / 52 PPM	24,493	31,151	6,658	\$0.01179	None at this time.
CNDCK3V11S / 7334				\$78.50	
2,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Maple Tree Staff Room D117					
Toshiba e-Studio 4508A / 45 PPM	150,387	197,438	47,051	\$0.00441	None at this time.
CGKF46170 / 7242				\$207.49	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Maple Tree Team Room D215					
Toshiba e-Studio 4508A / 45 PPM	239,134	308,841	69,707	\$0.00441	None at this time.
CGKF46338 / 7412				\$307.41	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Oak Tree Staff Room D132					
Toshiba e-Studio 1057 / 105 PPM	845,189	1,074,515	229,326	\$0.00314	None at this time.
CBLE40154 / 7438				\$720.08	
5,000,000 / 01/2015	0	0	0	\$0.00000	
High Production Black Photocopier				\$0.00	
A-COPI					
Oak Tree Team Room B231					
Toshiba e-Studio 7508A / 75 PPM	424,723	515,660	90,937	\$0.00314	None at this time.
CIKF14832 / 7229				\$285.54	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Pine Tree Hall Team Room C122					
Toshiba e-Studio 7508A / 75 PPM	627,244	771,189	143,945	\$0.00314	None at this time.
CIKF14838 / 7223				\$451.99	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Pine Tree Hall Team Room C214					
Toshiba e-Studio 5508A / 55 PPM	297,548	351,516	53,968	\$0.00314	None at this time.
CIEG18966 / 7376				\$169.46	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Pine Tree Lab Room C202 2nd Floor					
Kyocera P2040dw / 40 PPM	958	958	0	\$0.01703	None at this time.
VD26Z02860 / 7315				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Principal's Secretary					
HP Laser Jet 600 M605 / 52 PPM	18,612	25,497	6,885	\$0.01179	None at this time.
CNDCK3V11H / 7326				\$81.17	
2,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Team Room B117					
Toshiba e-Studio 5508A / 55 PPM	318,766	411,464	92,698	\$0.00314	None at this time.
CIEG19083 / 7232				\$291.07	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Work Room A122					
Toshiba e-Studio 5506AC / 55 PPM	248,438	366,567	118,129	\$0.00367	None at this time.
CHEG18393 / 7227				\$433.53	
3,000,000 / 07/2016	101,711	144,730	43,019	\$0.04539	
Color Photocopier				\$1,952.63	
A-COPI					
Subtotal Black			869,639	\$3,148.10	
Subtotal Color			43,019	\$1,952.63	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Edna Libby School					
Admin 1st Floor					
Kyocera P2040dw / 40 PPM	7,291	11,142	3,851	\$0.01703	None at this time.
VD27104489 / 7351				\$65.58	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Food Services - Kitchen					
Kyocera P2040dw / 40 PPM	4,475	6,389	1,914	\$0.01703	None at this time.
VD26Z01773 / 7350				\$32.60	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Hall Upstairs					
Toshiba e-Studio 7508A / 75 PPM	597,050	724,469	127,419	\$0.00314	None at this time.
CIEG18881 / 7235				\$400.10	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Lower Common Area					
Toshiba e-Studio 7508A / 75 PPM	552,031	635,311	83,280	\$0.00314	None at this time.
CICG17310 / 7238				\$261.50	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Principal's Office					
Toshiba e-Studio 5506AC / 55 PPM	162,653	218,641	55,988	\$0.00367	None at this time.
CHEG18420 / 7248				\$205.48	
3,000,000 / 07/2016	93,333	112,086	18,753	\$0.04539	
Color Photocopier				\$851.20	
A-COPI					
Subtotal Black			272,452	\$965.25	
Subtotal Color			18,753	\$851.20	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
George E. Jack School					
Computer Lab Downstairs					
Toshiba e-Studio 456 / 45 PPM	113,625	117,822	4,197	\$0.00441	8 years from Intro.
C2H252758 / 3609				\$18.51	
1,000,000 / 02/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Food Services - Kitchen					
Kyocera P2040dw / 40 PPM	3,998	6,186	2,188	\$0.01703	None at this time.
VD27104487 / 7352				\$37.26	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Hall Upstairs					
Toshiba e-Studio 7508A / 75 PPM	491,820	565,176	73,356	\$0.00314	None at this time.
CIEG18916 / 7390				\$230.34	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Library					
Kyocera P2040dw / 40 PPM	1,831	1,954	123	\$0.01703	None at this time.
VD27104485 / 7358				\$2.09	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Main Office					
Toshiba e-Studio 5506AC / 55 PPM	59,659	143,080	83,421	\$0.00367	None at this time.
CHEG18432 / 7247				\$306.16	
3,000,000 / 07/2016	26,674	51,381	24,707	\$0.04539	
Color Photocopier				\$1,121.45	
A-COPI					
Teachers' Room Upstairs					
Toshiba e-Studio 5508A / 55 PPM	357,493	458,000	100,507	\$0.00314	None at this time.
CIEG19103 / 7377				\$315.59	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Subtotal Black			263,792	\$909.95	
Subtotal Color			24,707	\$1,121.45	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
H.B. Emery Jr. Memorial School					
Food Service - Kitchen					
Kyocera P2040dw / 40 PPM	8,234	13,981	5,747	\$0.01703	None at this time.
VD27104497 / 7354				\$97.87	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Hall / Computer Lab					
Toshiba e-Studio 5508A / 55 PPM	280,158	326,874	46,716	\$0.00314	None at this time.
CIEG19071 / 7375				\$146.69	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Hall outside Kitchen / K Classes					
Toshiba e-Studio 5508A / 55 PPM	280,862	324,853	43,991	\$0.00314	None at this time.
CIEG19053 / 7391				\$138.13	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Main Office Copy Room					
Toshiba e-Studio 5506AC / 55 PPM	148,016	251,059	103,043	\$0.00367	None at this time.
CHEG18386 / 7226				\$378.17	
3,000,000 / 07/2016	137,569	172,778	35,209	\$0.04539	
Color Photocopier				\$1,598.14	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Portable 1					
Kyocera P2040dw / 40 PPM	465	465	0	\$0.01703	None at this time.
VD27104482 / 7368				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Room 16 Admin Area					
Kyocera P2040dw / 40 PPM	3,695	5,410	1,715	\$0.01703	None at this time.
VD26Z01765 / 7360				\$29.21	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Unknown					
Kyocera P2040dw / 40 PPM	67	67	0	\$0.01703	None at this time.
VD26Z01781 / 7286				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Subtotal Black			201,212	\$790.07	
Subtotal Color			35,209	\$1,598.14	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Hollis School					
Cafeteria Hallway					
Toshiba e-Studio 4508A / 45 PPM	96,397	122,535	26,138	\$0.00441	None at this time.
CGBG56399 / 7380				\$115.27	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Computer Lab					
Kyocera P2040dw / 40 PPM	7,345	8,446	1,101	\$0.01703	None at this time.
VD27104486 / 7357				\$18.75	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Food Service - Kitchen					
Kyocera P2040dw / 40 PPM	6,733	9,349	2,616	\$0.01703	None at this time.
VD26Z01777 / 7359				\$44.55	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Library					
Toshiba e-Studio 5508A / 55 PPM	25,839	33,308	7,469	\$0.00314	None at this time.
CIEG19101 / 7388				\$23.45	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Main Office					
Toshiba e-Studio 5506AC / 55 PPM	82,709	139,152	56,443	\$0.00367	None at this time.
CHEG18409 / 7245				\$207.15	
3,000,000 / 07/2016	103,852	152,340	48,488	\$0.04539	
Color Photocopier				\$2,200.87	
A-COPI					
Portable #2					
Kyocera P2040dw / 40 PPM	5,913	7,789	1,876	\$0.01703	None at this time.
VD26Z01779 / 7349				\$31.95	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Room 16 New Wing Hall					
Toshiba e-Studio 5508A / 55 PPM	233,664	286,806	53,142	\$0.00314	None at this time.
CIEG19074 / 7379				\$166.87	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Room 27 Old Wing Hall					
Toshiba e-Studio 5508A / 55 PPM	339,423	415,142	75,719	\$0.00314	None at this time.
CIEG19069 / 7378				\$237.76	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Teachers' Room					
Toshiba e-Studio 7508A / 75 PPM	325,247	389,307	64,060	\$0.00314	None at this time.
CIKF14827 / 7244				\$201.15	
4,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
<hr/>					
	Subtotal Black		288,564	\$1,046.89	
	Subtotal Color		48,488	\$2,200.87	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MSAD 6 Adult Education					
Adult Education					
Toshiba e-Studio 5506AC / 55 PPM	43,503	63,251	19,748	\$0.00367	None at this time.
CHEG18403 / 7250				\$72.48	
3,000,000 / 07/2016	19,530	29,818	10,288	\$0.04539	
Color Photocopier				\$466.97	
A-COPI					
Testing Room					
Kyocera P2040dw / 40 PPM	2,700	4,160	1,460	\$0.01703	None at this time.
VD27104464 / 7363				\$24.86	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Testing Room 2					
Kyocera P2040dw / 40 PPM	1,573	1,575	2	\$0.01703	None at this time.
VD27104483 / 7362				\$0.03	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Subtotal Black			21,210	\$97.37	
Subtotal Color			10,288	\$466.97	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MSAD 6 Alternative Education					
Alt Ed Library					
Toshiba e-Studio 4508A / 45 PPM	126,261	164,341	38,080	\$0.00441	None at this time.
CGKF46208 / 7243				\$167.93	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Alt Ed Room 2					
Kyocera P2040dw / 40 PPM	3,973	4,140	167	\$0.01703	None at this time.
VD27104481 / 7365				\$2.84	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Alternative Ed					
Toshiba e-Studio 4508A / 45 PPM	32,433	36,006	3,573	\$0.00441	None at this time.
CGKF46304 / 7382				\$15.76	
1,000,000 / 07/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Subtotal Black			41,820	\$186.53	
Subtotal Color			0	\$0.00	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MSAD 6 District Office					
Accounts Payable					
Toshiba e-Studio 256 / 25 PPM	66,982	73,275	6,293	\$0.00441	8 years from Intro.
C2C223149 / 3147				\$27.75	
500,000 / 02/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Business Manager's Office					
Kyocera P2040dw / 40 PPM	1,218	1,247	29	\$0.01703	None at this time.
VD27104488 / 7364				\$0.49	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Business Office					
HP Laser Jet 600 M605 / 52 PPM	38,517	58,044	19,527	\$0.01179	None at this time.
CNDCK3V11N / 7332				\$230.22	
2,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Business Office					
Toshiba e-Studio 5506AC / 55 PPM	98,312	145,026	46,714	\$0.00367	None at this time.
CHEG18401 / 7233				\$171.44	
3,000,000 / 07/2016	105,039	133,050	28,011	\$0.04539	
Color Photocopier				\$1,271.42	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Business Office Hall					
Toshiba e-Studio 6508A / 65 PPM	240,829	341,678	100,849	\$0.00314	None at this time.
CILF15542 / 7004				\$316.67	
3,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Central Office					
Kyocera P2040dw / 40 PPM	89	237	148	\$0.01703	None at this time.
VD27104496 / 7361				\$2.52	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Central Office - Payroll					
HP Laser Jet 600 M605 / 52 PPM	80,259	126,963	46,704	\$0.01179	None at this time.
JPDCK3N0DQ / 7348				\$550.64	
2,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Curriculum					
Kyocera P3045DN / 47 PPM	11,953	20,691	8,738	\$0.01179	None at this time.
VM37402962 / 7342				\$103.02	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Food Service					
HP Laser Jet 600 M607 / 52 PPM	20,918	35,922	15,004	\$0.01179	None at this time.
CNBCL3X18B / 8354				\$176.90	
2,000,000 / 05/2017	0	0	0	\$0.00000	
Black Network Printer A-COPI				\$0.00	
HR Meeting Space					
Kyocera P2040dw / 40 PPM	2,038	10,606	8,568	\$0.01703	None at this time.
VD27104491 / 7369				\$145.91	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer A-COPI				\$0.00	
HR Office					
Kyocera P2040dw / 40 PPM	22,415	34,282	11,867	\$0.01703	None at this time.
VD27104476 / 7366				\$202.10	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer A-COPI				\$0.00	
Special Education					
Toshiba e-Studio 3505AC / 35 PPM	59,840	89,769	29,929	\$0.00441	None at this time.
CFEG63772 / 7371				\$131.99	
750,000 / 07/2016	23,049	38,924	15,875	\$0.04889	
Color Photocopier A-COPI				\$776.13	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Special Education					
Kyocera P3045DN / 47 PPM	4,305	4,305	0	\$0.01179	None at this time.
VM37402966 / 7344				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Storage					
Kyocera P3045DN / 47 PPM	16,795	16,795	0	\$0.01179	None at this time.
VM37402975 / 7343				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Superintendent Secretary					
HP Laser Jet 600 M605 / 52 PPM	9,759	17,701	7,942	\$0.01179	None at this time.
CNDCK3V10D / 7333				\$93.64	
2,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Superintendent's Hall					
Toshiba e-Studio 6508A / 65 PPM	81,662	132,534	50,872	\$0.00314	None at this time.
CILF15538 / 7106				\$159.74	
3,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Superintendent's Hall					
Toshiba e-Studio 5506AC / 55 PPM	26,884	45,048	18,164	\$0.00367	None at this time.
CHEG18383 / 7236				\$66.66	
3,000,000 / 07/2016	61,699	83,617	21,918	\$0.04539	
Color Photocopier				\$994.86	
A-COPI					
	Subtotal Black		371,348	\$2,379.69	
	Subtotal Color		65,804	\$3,042.41	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MSAD 6 Maintenance					
Office					
Toshiba e-Studio 3505AC / 35 PPM	34,071	50,214	16,143	\$0.00441	None at this time.
CFEG63829 / 7372				\$71.19	
750,000 / 07/2016	15,161	18,812	3,651	\$0.04889	
Color Photocopier A-COPI				\$178.50	
Office					
Toshiba e-Studio 4505AC / 45 PPM	22,634	25,720	3,086	\$0.00367	None at this time.
CFCG51582 / 7427				\$11.33	
1,000,000 / 07/2016	13,044	17,711	4,667	\$0.04889	
Color Photocopier A-COPI				\$228.17	
Subtotal Black			19,229	\$82.52	
Subtotal Color			8,318	\$406.67	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MSAD 6 Technology					
1st Floor Hall					
Toshiba e-Studio 3505AC / 35 PPM	1,750	2,596	846	\$0.00441	None at this time.
CFEG63852 / 7426				\$3.73	
750,000 / 07/2016	4,260	6,586	2,326	\$0.04889	
Color Photocopier A-COPI				\$113.72	
AV Room					
Kyocera P2040dw / 40 PPM	43	286	243	\$0.01703	None at this time.
VD26Z01775 / 7291				\$4.14	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer A-COPI				\$0.00	
Storage					
Kyocera P2040dw / 40 PPM	1,301	1,301	0	\$0.01703	None at this time.
VD27104484 / 7367				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer A-COPI				\$0.00	
Storage					
Kyocera P2040dw / 40 PPM	0	0	0	\$0.01703	None at this time.
VD26Z02869 / 7303				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer A-COPI				\$0.00	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Storage					
Kyocera P5026cdw / 26 PPM	0	0	0	\$0.03015	None at this time.
VDT6X00948 / 7299				\$0.00	
500,000 / 06/2017	0	0	0	\$0.08519	
Color Network Printer				\$0.00	
A-COPI					
Storage					
Kyocera P2040dw / 40 PPM	0	0	0	\$0.01703	None at this time.
VD26Z02875 / 7297				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Storage					
Kyocera P2040dw / 40 PPM	0	0	0	\$0.01703	None at this time.
VD26Z02876 / 7295				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Storage					
Kyocera P2040dw / 40 PPM	0	0	0	\$0.01703	None at this time.
VD26Z01776 / 7287				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Storage					
Kyocera P2040dw / 40 PPM	0	0	0	\$0.01703	None at this time.
VD26Z02871 / 7307				\$0.00	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer A-COPI				\$0.00	
Tech Director					
Toshiba e-Studio 3505AC / 35 PPM	1,603	2,209	606	\$0.00441	None at this time.
CFEG63799 / 7425				\$2.67	
750,000 / 07/2016	9,903	17,168	7,265	\$0.04889	
Color Photocopier A-COPI				\$355.19	
Subtotal Black			1,695	\$10.54	
Subtotal Color			9,591	\$468.90	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MSAD 6 Transportation					
Main Office					
Toshiba e-Studio 5506AC / 55 PPM	76,519	129,574	53,055	\$0.00367	None at this time.
CHEG18387 / 7234				\$194.71	
3,000,000 / 07/2016	55,301	79,922	24,621	\$0.04539	
Color Photocopier A-COPI				\$1,117.55	
Subtotal Black			53,055	\$194.71	
Subtotal Color			24,621	\$1,117.55	

<i>Make-Model/Speed Serial Number/Vendor Machine ID Life / Intro Date Vendor</i>	<i>07/01/2019 Meter</i>	<i>06/30/2020 Meter</i>	<i>FY20 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Steep Falls Elementary School					
Food Services - Kitchen					
Kyocera P2040dw / 40 PPM	3,931	5,524	1,593	\$0.01703	None at this time.
VD27104490 / 7356				\$27.13	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Hall					
Toshiba e-Studio 5506AC / 55 PPM	159,010	212,074	53,064	\$0.00367	None at this time.
CHEG18408 / 7431				\$194.74	
3,000,000 / 07/2016	150,473	169,205	18,732	\$0.04539	
Color Photocopier				\$850.25	
A-COPI					
Main Office					
Kyocera P3045DN / 47 PPM	11,696	14,686	2,990	\$0.01179	None at this time.
VM37402974 / 7337				\$35.25	
1,000,000 / 04/2017	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Teachers' Room					
Toshiba e-Studio 5508A / 55 PPM	94,102	109,666	15,564	\$0.00314	None at this time.
CIEG19097 / 7237				\$48.87	
2,000,000 / 08/2016	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Subtotal Black			73,211	\$306.00	
Subtotal Color			18,732	\$850.25	

District Wide Black Totals 4,415,755 \$17,261.12

District Wide Color Totals 466,285 \$21,401.57

Your Avg Color CPC is \$0.0459

Estimated cost savings with your next bid: \$19,019.85 over 5 years.
Our bids are coming in at an average of \$.03774 with our compensation included.

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 03/01/1998 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual FY 20 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	Prior CPC	Average Annual Cost
4,415,755	\$0.01879	\$82,972.04

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
4,415,755	\$0.00391	\$17,265.60	\$65,706.43	\$328,532.17

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

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$65,706.43 x 22 years as a Client
= \$1,445,541.56 Cost Savings!

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Bonny Eagle High School	1,137,763	\$4,233.40	\$6,143.92	\$24,281.92	\$34,659.23
Bonny Eagle Middle School	800,765	\$2,931.00	\$4,324.13	\$17,089.77	\$24,344.91
Buxton Center Elementary School	869,639	\$3,157.51	\$4,696.05	\$18,559.67	\$26,413.23
Edna Libby School	272,452	\$968.20	\$1,471.24	\$5,814.62	\$8,254.06
George E. Jack School	263,792	\$912.68	\$1,424.48	\$5,629.80	\$7,966.96
H.B. Emery Jr. Memorial School	201,212	\$792.38	\$1,086.54	\$4,294.23	\$6,173.15
Hollis School	288,564	\$1,050.00	\$1,558.25	\$6,158.48	\$8,766.72
MSAD 6 Adult Education	21,210	\$97.64	\$114.53	\$452.66	\$664.84
MSAD 6 Alternative Education	41,820	\$186.96	\$225.83	\$892.51	\$1,305.30
MSAD 6 District Office	371,348	\$2,387.16	\$2,005.28	\$7,925.24	\$12,317.68
MSAD 6 Maintenance	19,229	\$82.71	\$103.84	\$410.38	\$596.93
MSAD 6 Technology	1,695	\$10.57	\$9.15	\$36.17	\$55.90
MSAD 6 Transportation	53,055	\$195.24	\$286.50	\$1,132.29	\$1,614.03
Steep Falls Elementary School	73,211	\$306.88	\$395.34	\$1,562.46	\$2,264.68
Total	4,415,755	\$17,312.34	\$23,845.08	\$94,240.19	\$135,397.60

SPC Equipment Bids:

Presently our bids are coming in between **12% to 17%** of Retail, while the current Salesman's Cost is 50% of Retail.

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

Projected Equipment Costs by Building - Color

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

Building	Projected Color Volume	Service & Supply Cost
Bonny Eagle High School	118,468	\$5,512.83
Bonny Eagle Middle School	40,287	\$1,834.27
Buxton Center Elementary School	43,019	\$1,958.66
Edna Libby School	18,753	\$853.82
George E. Jack School	24,707	\$1,124.91
H.B. Emery Jr. Memorial School	35,209	\$1,603.07
Hollis School	48,488	\$2,207.66
MSAD 6 Adult Education	10,288	\$468.41
MSAD 6 Alternative Education	0	\$0.00
MSAD 6 District Office	65,804	\$3,051.78
MSAD 6 Maintenance	8,318	\$407.91
MSAD 6 Technology	9,591	\$470.34
MSAD 6 Transportation	24,621	\$1,120.99
Steep Falls Elementary School	18,732	\$852.87
Total	466,285	\$21,467.52

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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 0.03%.**

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
A-COPI	Black Network Printer	147,394	\$0.01179	\$1,737.78	\$0.01183	\$1,743.67
A-COPI	Black Network Printer	65,994	\$0.01703	\$1,123.88	\$0.01708	\$1,127.18
A-COPI	Black Photocopier	2,460,862	\$0.00314	\$7,727.11	\$0.00315	\$7,751.72
A-COPI	Black Photocopier	458,292	\$0.00441	\$2,021.07	\$0.00442	\$2,025.65
A-COPI	Color Network Printer	0	\$0.03015	\$0.00	\$0.03024	\$0.00
A-COPI	Color Photocopier	968,157	\$0.00367	\$3,553.14	\$0.00368	\$3,562.82
A-COPI	Color Photocopier	85,730	\$0.00441	\$378.07	\$0.00442	\$378.93
A-COPI	High Production Black Photocopier	229,326	\$0.00314	\$720.08	\$0.00315	\$722.38
Total		4,415,755	\$0.00391	\$17,261.12	\$0.00392	\$17,312.34

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 0.03%.**

Vendor	Equipment Type	Annual Volume	FY20 Cost/Copy	Total Cost	FY21 Cost/Copy	Projected Cost
A-COPI	Black Photocopier	0	\$0.00000	\$0.00	\$0.00000	\$0.00
A-COPI	Color Network Printer	0	\$0.08519	\$0.00	\$0.08545	\$0.00
A-COPI	Color Photocopier	398,602	\$0.04539	\$18,092.54	\$0.04553	\$18,148.35
A-COPI	Color Photocopier	67,683	\$0.04889	\$3,309.02	\$0.04904	\$3,319.17
Total		466,285	\$0.04590	\$21,401.57	\$0.04604	\$21,467.52

Reprographic Equipment Assessment

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

Total Number of Units	128
Total Number of Units on Lease	125
Total Number of Units Owned	3
Lease Company	Norway Savings Bank
Lease Start Date	08/02/2017
Lease End Date	08/01/2022
Term	5 Annual
Annual Payment usually due on 8/1	\$94,240.19
Remaining Payments	2

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

Leased Equipment

Building	Make/Model	Serial Number
Bonny Eagle High School	Toshiba e-Studio 4505AC	CFCG51584
Bonny Eagle High School	Toshiba e-Studio 3505AC	CFEG63775
Bonny Eagle High School	Toshiba e-Studio 3505AC	CFEG63822
Bonny Eagle High School	Toshiba e-Studio 3505AC	CFEG63835
Bonny Eagle High School	Toshiba e-Studio 4508A	CGIF39780
Bonny Eagle High School	Toshiba e-Studio 4508A	CGKF46203
Bonny Eagle High School	Toshiba e-Studio 4508A	CGKF46206
Bonny Eagle High School	Toshiba e-Studio 5506AC	CHEG18240
Bonny Eagle High School	Toshiba e-Studio 5506AC	CHEG18385
Bonny Eagle High School	Toshiba e-Studio 5506AC	CHEG18388
Bonny Eagle High School	Toshiba e-Studio 8508A	CIAG16065
Bonny Eagle High School	Toshiba e-Studio 7508A	CICG17318
Bonny Eagle High School	Toshiba e-Studio 7508A	CICG17326
Bonny Eagle High School	Toshiba e-Studio 7508A	CIEG18883
Bonny Eagle High School	Toshiba e-Studio 5508A	CIEG19087
Bonny Eagle High School	Kyocera P2040dw	VD26Z01767
Bonny Eagle High School	Kyocera P2040dw	VD26Z01772
Bonny Eagle High School	Kyocera P2040dw	VD26Z01780
Bonny Eagle High School	Kyocera P2040dw	VD26Z02858
Bonny Eagle High School	Kyocera P2040dw	VD26Z02864
Bonny Eagle High School	Kyocera P2040dw	VD26Z02870
Bonny Eagle High School	Kyocera P2040dw	VD26Z02873
Bonny Eagle High School	Kyocera P2040dw	VD26Z02874
Bonny Eagle High School	Kyocera P3045DN	VM37402961
Bonny Eagle High School	Kyocera P3045DN	VM37402964
Bonny Eagle High School	Kyocera P3045DN	VM37402970
Bonny Eagle High School	Kyocera P3045DN	VM37402976
Bonny Eagle High School	Kyocera P3045DN	VM37402978
Bonny Eagle Middle School	Toshiba e-Studio 4508A	CGBG56402
Bonny Eagle Middle School	Toshiba e-Studio 4508A	CGKF46201
Bonny Eagle Middle School	Toshiba e-Studio 4508A	CGKF46341
Bonny Eagle Middle School	Toshiba e-Studio 4508A	CGKF46346

Building	Make/Model	Serial Number
Bonny Eagle Middle School	Toshiba e-Studio 5506AC	CHEG18410
Bonny Eagle Middle School	Toshiba e-Studio 7508A	CICG17319
Bonny Eagle Middle School	Toshiba e-Studio 7508A	CIEG18910
Bonny Eagle Middle School	Toshiba e-Studio 5508A	CIEG19060
Bonny Eagle Middle School	Toshiba e-Studio 7508A	CIKF14837
Bonny Eagle Middle School	Kyocera P2040dw	VD26Z02842
Bonny Eagle Middle School	Kyocera P2040dw	VD26Z02853
Bonny Eagle Middle School	Kyocera P2040dw	VD26Z02859
Bonny Eagle Middle School	Kyocera P2040dw	VD26Z02861
Bonny Eagle Middle School	Kyocera P2040dw	VD26Z02862
Bonny Eagle Middle School	Kyocera P2040dw	VD26Z02866
Bonny Eagle Middle School	Kyocera P2040dw	VD26Z02867
Bonny Eagle Middle School	Kyocera P2040dw	VD26Z02868
Bonny Eagle Middle School	Kyocera P2040dw	VD26Z02872
Bonny Eagle Middle School	Kyocera P5026cdw	VDT6X00958
Buxton Center Elementary School	Toshiba e-Studio 1057	CBLE40154
Buxton Center Elementary School	Toshiba e-Studio 4508A	CGKF46170
Buxton Center Elementary School	Toshiba e-Studio 4508A	CGKF46338
Buxton Center Elementary School	Toshiba e-Studio 5506AC	CHEG18393
Buxton Center Elementary School	Toshiba e-Studio 5508A	CIEG18966
Buxton Center Elementary School	Toshiba e-Studio 5508A	CIEG19083
Buxton Center Elementary School	Toshiba e-Studio 7508A	CIKF14832
Buxton Center Elementary School	Toshiba e-Studio 7508A	CIKF14838
Buxton Center Elementary School	HP Laser Jet 600 M605	CNDCK3V11H
Buxton Center Elementary School	HP Laser Jet 600 M605	CNDCK3V11S
Buxton Center Elementary School	Kyocera P2040dw	VD26Z02860
Buxton Center Elementary School	Kyocera P3045DN	VM37302420
Buxton Center Elementary School	Kyocera P3045DN	VM37402972
Buxton Center Elementary School	Kyocera P3045DN	VM37402980
Edna Libby School	Toshiba e-Studio 5506AC	CHEG18420
Edna Libby School	Toshiba e-Studio 7508A	CICG17310
Edna Libby School	Toshiba e-Studio 7508A	CIEG18881
Edna Libby School	Kyocera P2040dw	VD26Z01773

Building	Make/Model	Serial Number
Edna Libby School	Kyocera P2040dw	VD27104489
George E. Jack School	Toshiba e-Studio 5506AC	CHEG18432
George E. Jack School	Toshiba e-Studio 7508A	CIEG18916
George E. Jack School	Toshiba e-Studio 5508A	CIEG19103
George E. Jack School	Kyocera P2040dw	VD27104485
George E. Jack School	Kyocera P2040dw	VD27104487
H.B. Emery Jr. Memorial School	Toshiba e-Studio 5506AC	CHEG18386
H.B. Emery Jr. Memorial School	Toshiba e-Studio 5508A	CIEG19053
H.B. Emery Jr. Memorial School	Toshiba e-Studio 5508A	CIEG19071
H.B. Emery Jr. Memorial School	Kyocera P2040dw	VD26Z01765
H.B. Emery Jr. Memorial School	Kyocera P2040dw	VD26Z01781
H.B. Emery Jr. Memorial School	Kyocera P2040dw	VD27104482
H.B. Emery Jr. Memorial School	Kyocera P2040dw	VD27104497
Hollis School	Toshiba e-Studio 4508A	CGBG56399
Hollis School	Toshiba e-Studio 5506AC	CHEG18409
Hollis School	Toshiba e-Studio 5508A	CIEG19069
Hollis School	Toshiba e-Studio 5508A	CIEG19074
Hollis School	Toshiba e-Studio 5508A	CIEG19101
Hollis School	Toshiba e-Studio 7508A	CIKF14827
Hollis School	Kyocera P2040dw	VD26Z01777
Hollis School	Kyocera P2040dw	VD26Z01779
Hollis School	Kyocera P2040dw	VD27104486
MSAD 6 Adult Education	Toshiba e-Studio 5506AC	CHEG18403
MSAD 6 Adult Education	Kyocera P2040dw	VD27104464
MSAD 6 Adult Education	Kyocera P2040dw	VD27104483
MSAD 6 Alternative Education	Toshiba e-Studio 4508A	CGKF46208
MSAD 6 Alternative Education	Toshiba e-Studio 4508A	CGKF46304
MSAD 6 Alternative Education	Kyocera P2040dw	VD27104481
MSAD 6 District Office	Toshiba e-Studio 3505AC	CFEG63772
MSAD 6 District Office	Toshiba e-Studio 5506AC	CHEG18383
MSAD 6 District Office	Toshiba e-Studio 5506AC	CHEG18401
MSAD 6 District Office	Toshiba e-Studio 6508A	CILF15538
MSAD 6 District Office	Toshiba e-Studio 6508A	CILF15542

Building	Make/Model	Serial Number
MSAD 6 District Office	HP Laser Jet 600 M605	CNDCK3V10D
MSAD 6 District Office	HP Laser Jet 600 M605	CNDCK3V11N
MSAD 6 District Office	HP Laser Jet 600 M605	JPDCK3N0DQ
MSAD 6 District Office	Kyocera P2040dw	VD27104476
MSAD 6 District Office	Kyocera P2040dw	VD27104488
MSAD 6 District Office	Kyocera P2040dw	VD27104491
MSAD 6 District Office	Kyocera P2040dw	VD27104496
MSAD 6 District Office	Kyocera P3045DN	VM37402962
MSAD 6 District Office	Kyocera P3045DN	VM37402966
MSAD 6 District Office	Kyocera P3045DN	VM37402975
MSAD 6 Maintenance	Toshiba e-Studio 4505AC	CFCG51582
MSAD 6 Maintenance	Toshiba e-Studio 3505AC	CFEG63829
MSAD 6 Technology	Toshiba e-Studio 3505AC	CFEG63799
MSAD 6 Technology	Toshiba e-Studio 3505AC	CFEG63852
MSAD 6 Technology	Kyocera P2040dw	VD26Z01775
MSAD 6 Technology	Kyocera P2040dw	VD26Z01776
MSAD 6 Technology	Kyocera P2040dw	VD26Z02869
MSAD 6 Technology	Kyocera P2040dw	VD26Z02871
MSAD 6 Technology	Kyocera P2040dw	VD26Z02875
MSAD 6 Technology	Kyocera P2040dw	VD26Z02876
MSAD 6 Technology	Kyocera P2040dw	VD27104484
MSAD 6 Technology	Kyocera P5026cdw	VDT6X00948
MSAD 6 Transportation	Toshiba e-Studio 5506AC	CHEG18387
Steep Falls Elementary School	Toshiba e-Studio 5506AC	CHEG18408
Steep Falls Elementary School	Toshiba e-Studio 5508A	CIEG19097
Steep Falls Elementary School	Kyocera P2040dw	VD27104490
Steep Falls Elementary School	Kyocera P3045DN	VM37402974

Owned Equipment

Building	Make/Model	Serial Number
George E. Jack School	Toshibae-Studio 456	C2H252758
MSAD 6 District Office	Toshibae-Studio 256	C2C223149
MSAD 6 District Office	HPLaser Jet 600 M607	CNBCL3X18B

STARDoc User Names

Name	User Name
Bill Brockman	bbrockman
Carol Wagner	cwagner@bonnyeagle.org
Charlotte Regan	cregan@bonnyeagle.org
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Sandy Cormier	scormier@bonnyeagle.org
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Sherri Parkin	sparkin@bonnyeagle.org

Sue Labreck

slabreck@bonnyeagle.org

RSU 06 - MSAD 06 - Buxton

Tina Plummer

tplummer

Tyler Patten

tpatten



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 63 clients with over 3,700 devices doing more than **155** million copies and prints per year. We purchase approximately 1,100 units annually with 80 million prints out to bid!
- We will save you time by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis, and managing the implementation.
- We will save you frustration. We manage your contracts for up to five years from the date of installation.

2. Exclusive STARDoc Software

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

3. Simplified Billing Program

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



Benefits of partnering with SPC

4. Five-Year Equipment Replacement Schedule

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

5. Annual Report

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

6. Vendor Neutral

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

SPC has been serving their clients since 1989, saving millions of dollars along the way.

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



SPC Values Our Vendors

Overall Benefits to our VENDORS

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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



SPC Values Our Vendors

Vendor Ongoing Support

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

Why do some vendors hesitate to bid?

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

SPC manages over 3,700 pieces of equipment;
Our relationship with our vendors has never been stronger!



STARDoc Features

Cost Projection by Department or Building

- Allows you to formulate next year's budgets as early as December
- Allows you to see the projected usage bill in advance
- Tabulate total budgets and total costs district wide
- Volume or cost pages allow you to pinpoint specific machines on the floor plans
- Timeline - allowing you to go back to see how your budget compares to previous years

Map your devices on Floorplans

Who Benefits? Business Manager, IT

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device information tab will allow you to easily access the web interface of the printer/copier
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Non-reporting device listing for devices that haven't reported for more than 2 weeks
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectore, Apple TVs)

Floorplan Administration

Who Benefits? Business Manager and IT

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

Contacts Page

Who Benefits? Business Manager and IT

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



STARDoc Features

Device Listing Page

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

Monthly Audits

Who Benefits? Business Manager and Superintendent

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

Timeline

Who Benefits? Business Manager

- Track historical volume and cost per building

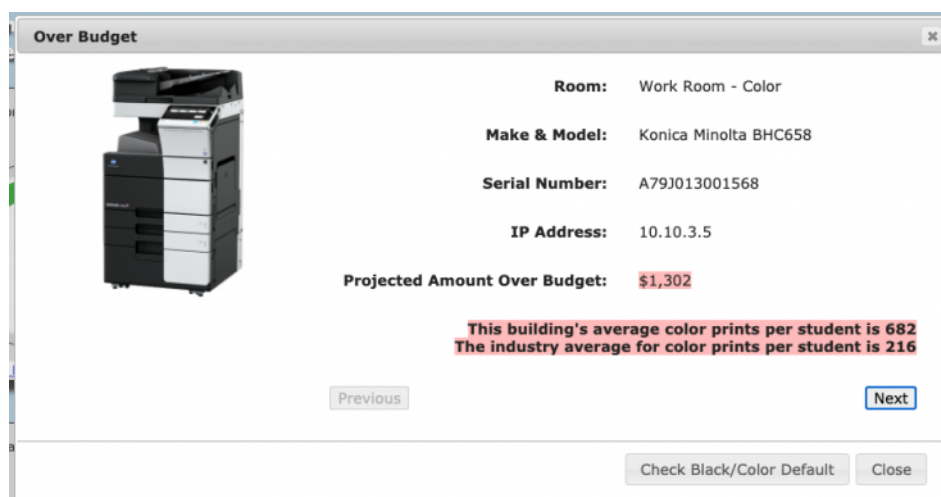
Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client

Over-Budget Report

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



SPC'S CLIENT WARRANTY AND RELIEF INSURANCE FUND

AVAILABLE IMMEDIATELY!

WHY IS IT NEEDED?

With the recent pandemic, schools and businesses shut down. We are now seeing massive credits overall owed in the vicinity of \$389,820.78!* However, your contracts stipulate that any unused service and supplies are to be refunded. While this may seem like good news to our clients, what if the vendor is unable or unwilling to repay those funds? Many companies outside of the copier industry are already filing for bankruptcy. SPC's legitimate concern is, what if this hits the Copier Industry and we can no longer access the funds owed to the client?

OTHER CONCERNS:

- Vendor refuses to honor a Warranty
- Equipment is no longer under a vendor Warranty
- Vendor refuses to honor a Service-and-Supply Contract at the agreed-upon pricing.
- Vendor gets sold to a venture capitalist entity or to a risky new owner with limited cash reserves

PURPOSE:

Since 1989, SPC's goal is to shelter our clients from Industry upheavals. This fund is to set aside monies that can be used by any client, if a need arises.

Funding Source: Initially, \$200,000 no-interest personal loan. To be paid back from two sources...

- Wholesale Trades... For over 10 years these funds have been set aside for warranty replacement units since the industry would provide the same cash price with or without the trade.
- Equipment Purchases... 2% of the gross will be set aside with each upgrade.

WHO BENEFITS:

All SPC clients...like any insurance fund, by pooling funds from SPC's entire client base, any losses are eliminated.

*CREDITS ANTICIPATED JUNE 30, 2020

A-COPI (Owned by Visual Edge)	(\$77,605.18)
AXIS	(\$16,858.50)
BUDGET	(\$20,200.73)
CANON	(\$31,240.99)
KMBS	(\$154,659.88)
NATIONAL	(\$38,961.67)
OSV (Owned by Visual Edge)	(\$64,920.06)
RICOH	(\$3,432.44)
SYMQUEST (Owned by KMBS)	(\$11,027.80)
XEROX	(\$913.53)
TOTAL UNUSED	(\$389,820.78)