



*Specialized Purchasing Consultants*

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(800) 750-1538  
[www.spccopypro.com](http://www.spccopypro.com)

# 2011-12 Annual Report

## Year - End Photocopier Analysis

With projected costs for 2012-13

Tom Toner  
Sheepscot Valley RSU 12  
665 Patricktown Road Suite 2  
Somerville, ME 04348



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

October 2012

Skip Tilton  
President

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Tom Toner  
Sheepscot Valley RSU 12  
665 Patricktown Road Suite 2  
Somerville, ME 04348

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

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *14 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 *24 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 as well as a new service called SPC STAR Doc* 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

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## The SPC Team

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



**Skip Tilton, President**

**Billie Jo Tilton, Vice President**

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of 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.



**Paul Garozzo**

*General Manager*

As General Manager my goal is ensure our clients are pleased with our services and also provide solutions that are efficient, productive and reduce cost. With my 23 years in the copier industry, I will use my experiences to achieve this

goal. In addition, I will be utilizing our new SPC STARDoc system to further enhance SPC services. Clients will now have the benefit of visually seeing where all their devices are located and project future expenses. I could not be more excited to join the SPC team.

**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.



**Derik Brasher**

*Administration & Finance Manager*

SPC is committed to providing cost-effective and reliable reprographic platforms to our community of clients. My 20+ years of experience in corporate management will be key in

strengthening the relationships between SPC's clients and vendors. I will be focused on responding to your inquiries with the goal of solving any issues that may arise in a timely and efficient manner. Providing quality customer service is my top priority.

**Alex Webster**

*Director of Customer Relations*

It is a great pleasure for me to join the SPC team. One of my responsibilities will be creating detailed maps of your Copiers/Printers and will be assisting the team in monitoring all of your equipment. My background as a Network Technician and my experience in Customer Service will allow me to give our clients the level of service that they have come to expect from SPC. It is my personal goal to aid in fulfilling each and every promise made to our valued clients.



## The SPC Team Continued....



**Robert B. Dutil**

*Director of Information Technology*

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is

constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

**Rachel Guay**

*Accounting Coordinator*

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



**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.

**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.



**Laura Lynch**

*Marketing Coordinator & Client Relations*

As a member of the SPC team for the past 12 years as their website designer, I am excited to take on this new position. Some of my responsibilities will include

scheduling essential meetings with our clients and vendors, creating new marketing collateral and developing new clients. I look forward to establishing a closer relationship with each of our clients.

## Equipment Health Status

Total Number of Machines:	64
Total Black Photocopiers	40
Total Low Cost of Operation Black Network Printers	0
Total High-Speed Duplicators	0
Total Color Photocopiers (including MFP)	17
Total Low Cost of Operation Color Network Printers	7
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	12
# of Units Overused:	1
# of Units Underused:	1
# of Units Connected to Network with Print and/or Scan	59
Commencement Date:	5/1/2010
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	6/30/2015
Print Management Software Loaded	Yes
LENP 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."

Tom,

Overall your district is doing well. Your black volume is relatively the same over last year's volume. Your color volume has increased 41% over last year which may be something you might want to keep an eye on. Setting the default on the print drivers to mono might be a quick way to control some color pages. I'd like to also thank you for being a great client of SPC. I look forward to continuing such a great relationship with RSU 12.

Regards,

Skip

## Aging Equipment Summary

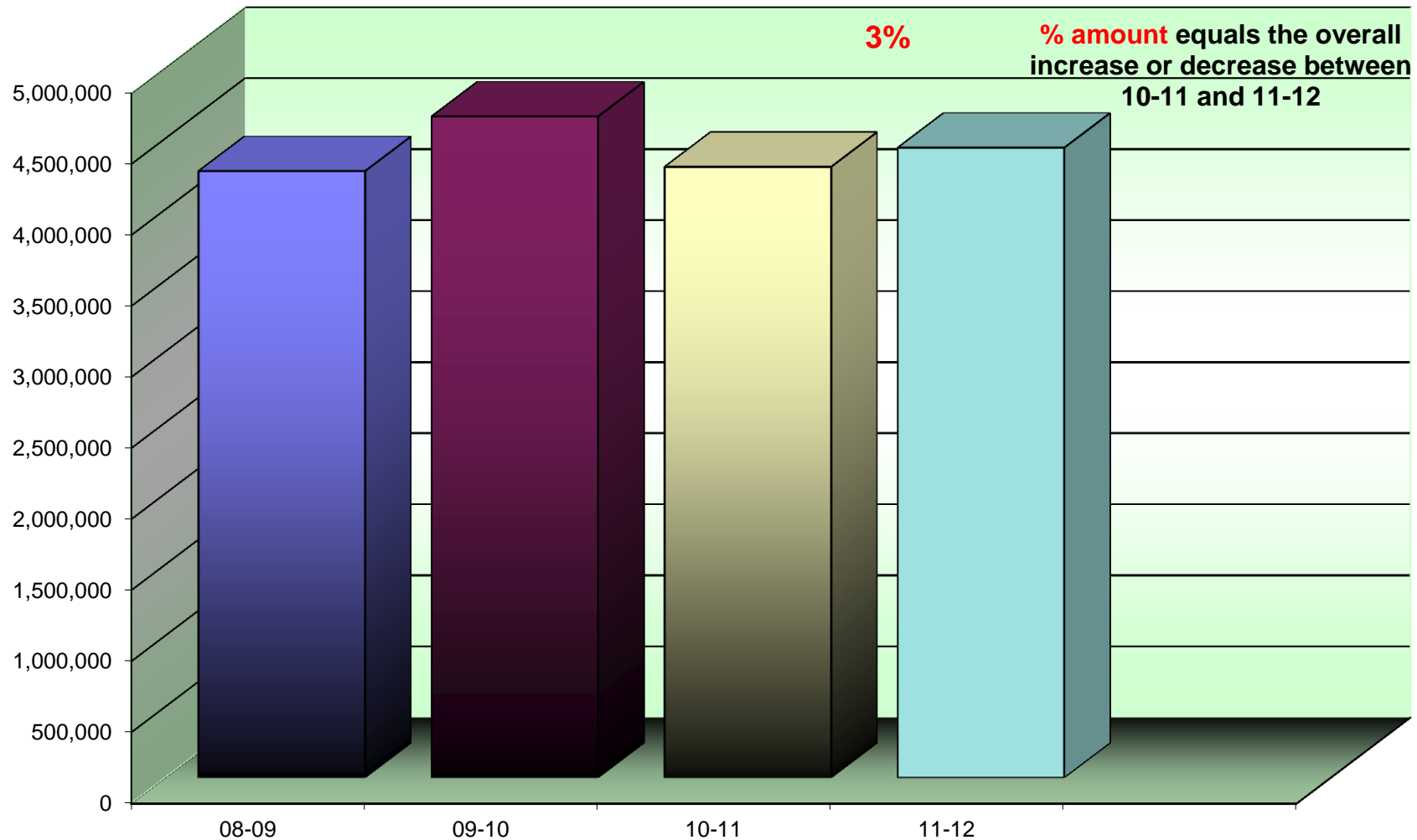
The following equipment is **seven or more years** from the date they were first offered for sale by the manufacturer. This is a major factor because availability of parts, cost of operation and warranties all become diminished at 10 years from the date of Intro. Usage, age, and service history need to be considered to see if they are due for replacement soon.

Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
Alternative Education South	Speical Education	Savin 8055	L8076000199	0151	11/2005
Bus Garage	Office	Toshiba E-Studio 281c	SCDH742300	2628	8/2005
Palermo Consolidated	Grade 5-8 Closet	Oce im4511	5070878	GA61B	5/2005
Windsor Elemenmtary	Room 203	Gestetner DSm735	K9365401810		10/2005
Wiscasset High	Art Room	Xerox 8550DP	WYP334980		6/2005
Wiscasset High	Room 203B	Xerox 8550DP	WYP334893		6/2005
Wiscasset Middle	Computer Room	Xerox c2424	VVK001269		3/2005
Wiscasset Middle	Room 129	Xerox 8550DP	WYP336431		6/2005
Wiscasset Primary	3 <sup>rd</sup> /4 <sup>th</sup> Grade Computer Lab	Xerox 8550DP	WYP336424		6/2005
Wiscasset Primary	4 <sup>th</sup> Grade	Xerox 8550DP	WYP336423		6/2005
Wiscasset Primary	K-2 Lab	Xerox c2424	VVK013421		3/2005
Wiscasset Primary	Main Office	Xerox 8550DP	WYP336240		6/2005



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

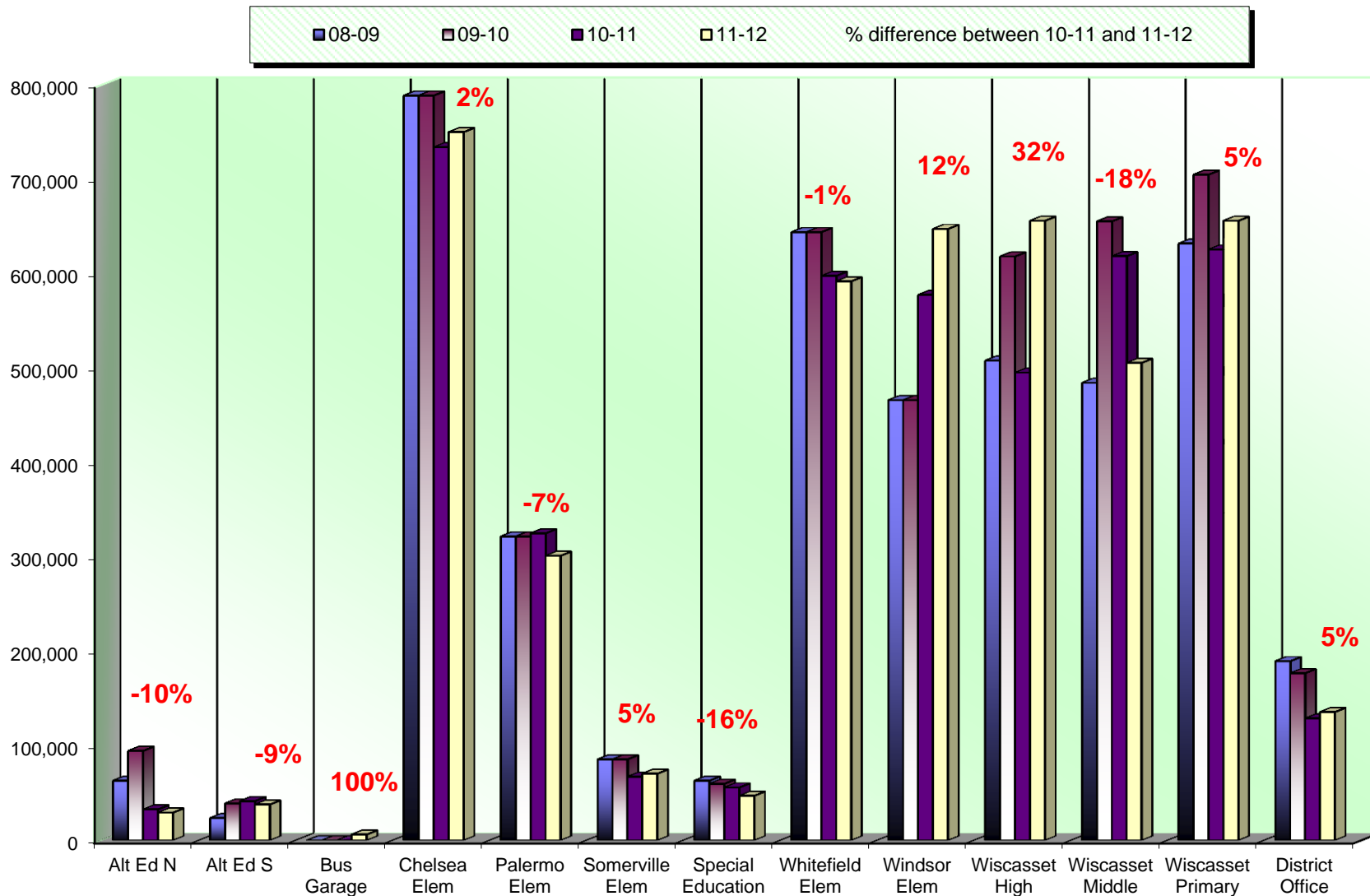
## ANNUAL BLACK VOLUME BY DISTRICT





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>
Alternative Ed North	14	29,395	\$659.47	2,100	\$39.46
Alternative Education South	12	37,946	\$891.91	3,162	\$62.81
Bus Garage SVRSU	0	6,261	\$149.98	0	\$0.00
Chelsea Elementary	241	749,809	\$16,905.09	3,111	\$58.82
Palermo Consolidated	127	301,202	\$6,821.98	2,372	\$45.08
Somerville Elementary (CLOSED)	0	70,648	\$1,632.25	0	\$0.00
Special Education	0	47,205	\$1,059.03	0	\$0.00
SVRSU District Office	0	135,861	\$3,193.36	0	\$0.00
Whitefield Elem	186	591,824	\$13,359.45	3,182	\$60.24
Windsor Elementary	277	647,312	\$14,749.21	2,337	\$44.74
Wiscasset High	205	655,908	\$15,173.77	3,200	\$62.37
Wiscasset Middle	173	505,437	\$11,663.92	2,922	\$56.79
Wiscasset Primary	224	655,876	\$15,545.02	2,928	\$58.74
<b>Totals</b>	<b>1,459</b>	<b>4,434,684</b>	<b>\$101,804.45</b>	<b>3,040</b>	<b>\$58.71</b>

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

## Cost Comparison Black Only

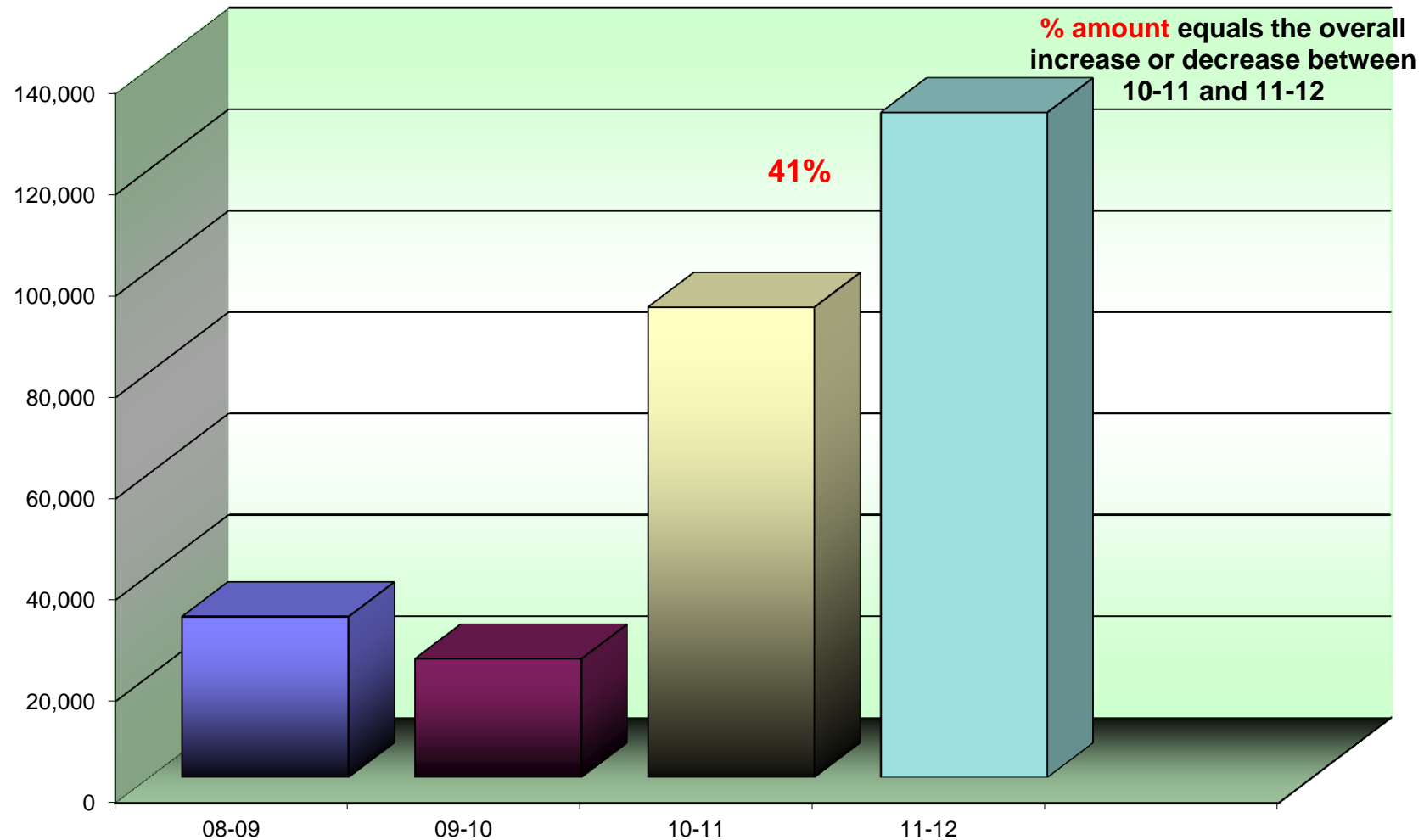
This is an SPC Comparison contrasting your district with 84 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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>
<b>All Schools w/student populations</b>	<b>131,784</b>	<b>307,171,835</b>	<b>\$5,571,341.44</b>	<b>2,331</b>	<b>\$42.28</b>

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

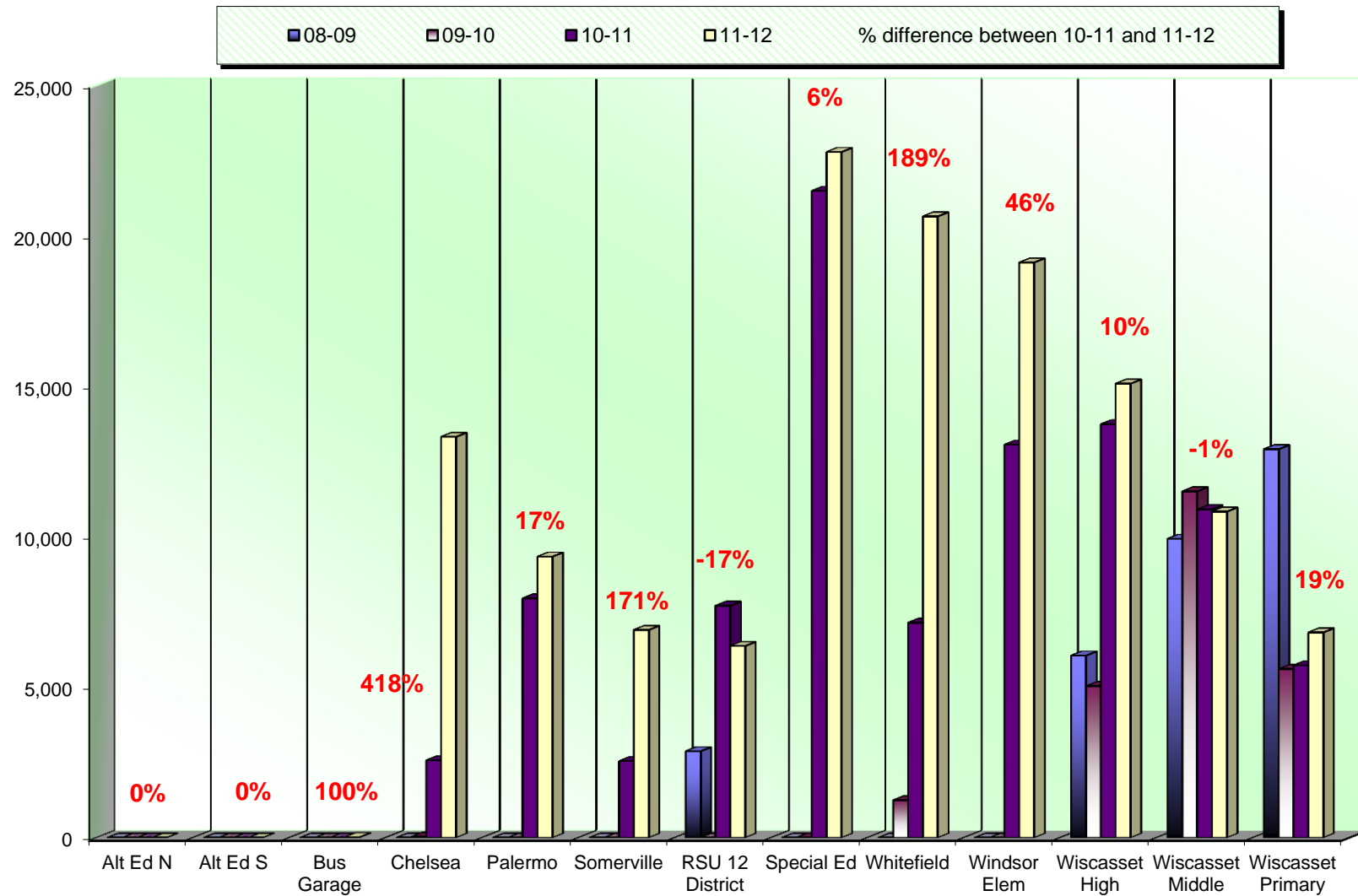
This report uses current trends for color volume to project future costs and potential equipment needs on an overall basis.

## ANNUAL COLOR VOLUME BY DISTRICT



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

## ANNUAL COLOR VOLUME BY BUILDING



## 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>
Alternative Ed North	14	0	\$0.00	0	\$0.00
Alternative Education South	12	0	\$0.00	0	\$0.00
Bus Garage SVRSU	0	18	\$1.21	0	\$0.00
Chelsea Elementary	241	13,321	\$830.99	55	\$3.45
Palermo Consolidated	127	9,340	\$549.68	74	\$4.33
Somerville Elementary (CLOSED)	0	6,905	\$430.75	0	\$0.00
Special Education	0	22,785	\$1,421.37	0	\$0.00
SVRSU District Office	0	6,371	\$374.95	0	\$0.00
Whitefield Elem	186	20,645	\$1,467.83	111	\$7.89
Windsor Elementary	277	19,114	\$1,192.37	69	\$4.30
Wiscasset High	205	15,087	\$1,451.41	74	\$7.08
Wiscasset Middle	173	10,837	\$964.78	63	\$5.58
Wiscasset Primary	224	6,820	\$610.95	30	\$2.73
<b>Totals</b>	<b>1,459</b>	<b>131,243</b>	<b>\$9,296.29</b>	<b>90</b>	<b>\$6.37</b>

\*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

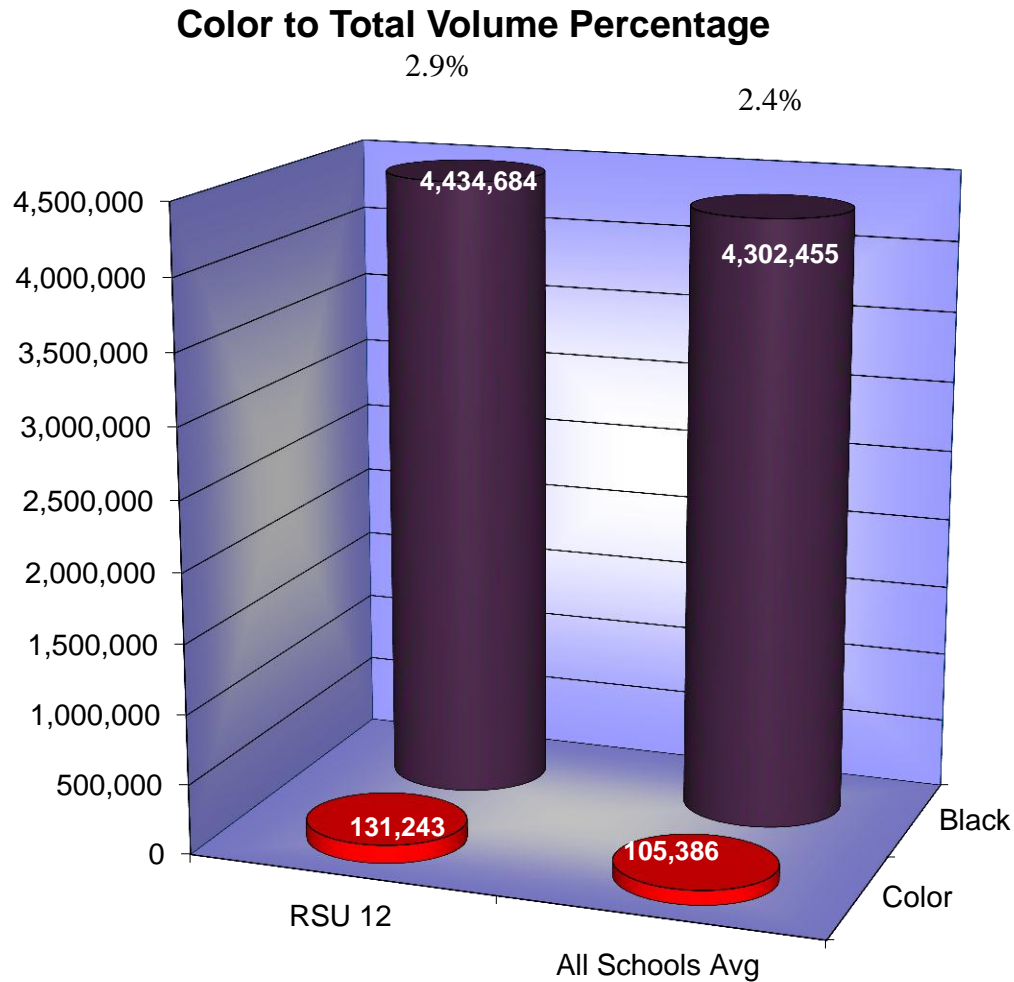
This is an SPC Comparison contrasting your district with 84 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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>
<b>All Schools w/student populations</b>	<b>131,784</b>	<b>7,377,029</b>	<b>\$486,775.63</b>	<b>56</b>	<b>\$3.69</b>

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

## Black & Color Usage Comparisons

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



*Date of Last Upgrade: 5/1/2010*

## Recommendations

**\$0.00**



***Date of Last Upgrade: 5/1/2010***

[illegible]

## Special Education

## A-COPI

107,991	145,937	37,946	23,644	14,302	\$0.005060	<b>7 years from Intro.</b>
					\$192.01	
0	0	0	0	0	\$0.00000	
					\$0.00	

<b>Subtotals B&amp;W</b>	<b>37,946</b>	<b>23,644</b>	<b>\$192.01</b>
--------------------------	---------------	---------------	-----------------

<b>Subtotals Color</b>	<b>0</b>	<b>0</b>	<b>\$0.00</b>
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*Date of Last Upgrade: 5/1/2010*

### Annual Cost Recommendations

**\$1.10**

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Chelsea Elementary</b>											
<b>Main Office</b>											
Toshiba E-4520c 45 CPM Black & Color	CAB018949 / 1537	1,000,000 / 05/2008	Color Photocopier	Connected	103,364	170,527	67,163	100,819	-33,656	\$0.005060 \$339.84	None at this time.
					2,571	15,892	13,321	0	13,321	\$0.05613 \$747.71	
<b>A-COPI</b>											
Toshiba E-Studio 655 65 CPM	SCCD116536 / 2586	3,000,000 / 06/2009	Black Photocopier	Connected	0	282,801	282,801	0	282,801	\$0.003900 \$1,102.92	None at this time.
					0	0	0	0	0	\$0.00000 \$0.00	
<b>A-COPI</b>											
<b>Room 6</b>											
Toshiba E-Studio 655 65 CPM	CCH911120 / 1523	3,000,000 / 06/2009	Black Photocopier	Connected	100,691	365,498	264,807	323,234	-58,427	\$0.004020 \$1,064.52	None at this time.
					0	0	0	0	0	\$0.00000 \$0.00	
<b>A-COPI</b>											

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Chelsea Elementary</b>							
<b>Room 8</b>							
Toshiba E-452 45 CPM	146,217	217,254	71,037	29,794	41,243	\$0.004640	<b>None at this time.</b>
CID729291 / 1303						\$329.61	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Teachers' Room</b>							
Toshiba E-Studio 655 65 CPM	511,435	575,436	64,001	334,733	-270,732	\$0.004020	<b>None at this time.</b>
CCH911086 / 1483						\$257.28	
3,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Subtotals B&amp;W</b>			<b>749,809</b>	<b>788,580</b>		<b>\$3,094.19</b>	
<b>Subtotals Color</b>			<b>13,321</b>	<b>0</b>		<b>\$747.71</b>	

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Palermo Consolidated</b>							
<b>Grade 5-8 Closet</b>							
Oce im4511 45 CPM	359,620	417,371	57,751	25,574	32,177	\$0.005060	<b>7 years from Intro.</b>
5070878 / GA61B						\$292.22	
1,000,000 / <b>05/2005</b>	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>OCE ME</b>							
<b>K-4 Hall</b>							
Oce VL4222 42 CPM	109,303	214,402	105,099	34,891	70,208	\$0.004020	<b>None at this time.</b>
A0R6211002084 / GA619						\$422.50	
1,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>OCE ME</b>							
<b>Library</b>							
Xerox 8860MFP 30 CPM Black & Color	2,040	4,681	2,641	21,500	-18,859	\$0.005060	<b>None at this time.</b>
HBB402990 /						\$13.36	
750,000 / 09/2007	8,385	17,725	9,340	0	9,340	\$0.05268	
Color Photocopier						\$492.03	
Connected 5/25/2015							
<b>VARY</b>							

*Date of Last Upgrade: 5/1/2010*

### *Annual Cost Recommendations*

**\$492.03**

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Somerville Elementary</b>							
<b>Hall</b>							
Oce VL4222 42 CPM	27,731	54,182	26,451	59,361	-32,910	\$0.004020	<b>None at this time.</b>
A0R6211002019 / GA61A						\$106.33	
1,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>OCE ME</b>							
<b>Main Office Hall</b>							
Oce VL3622C 36 CPM	39,744	83,941	44,197	26,468	17,729	\$0.005060	<b>None at this time.</b>
A0EDW11000839 / GA61E						\$223.64	
750,000 / 10/2009	2,545	9,450	6,905	0	6,905	\$0.05613	
Color Photocopier						\$387.58	
Connected							
<b>OCE ME</b>							
<b>Subtotals B&amp;W</b>			<b>70,648</b>	<b>85,829</b>		<b>\$329.97</b>	
<b>Subtotals Color</b>			<b>6,905</b>	<b>0</b>		<b>\$387.58</b>	



*Date of Last Upgrade: 5/1/2010*

### Annual Cost Recommendations

**\$1,278.92**

***Date of Last Upgrade: 5/1/2010***

## Recommendations

**\$335.62**

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Whitefield Elem</b>							
<b>Adult Ed North</b>							
Toshiba E-4520c 45 CPM Black & Color	22,192	37,418	15,226	43,691	-28,465	\$0.005060	<b>None at this time.</b>
CAB018937 / 1530						\$77.04	
1,000,000 / 05/2008	1,331	2,580	1,249	0	1,249	\$0.05613	
Color Photocopier						\$70.11	
Connected							
<b>A-COPI</b>							
<b>Cafeteria</b>							
Oce fx3000 30 CPM	6,252	18,007	11,755	3,488	8,267	\$0.005060	<b>None at this time.</b>
0020764 / GH6Z5						\$59.48	
750,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>OCE ME</b>							
<b>Diana's Office</b>							
Xerox 8560MFP 30 CPM Black & Color	4,534	6,463	1,929	2,333	-404	\$0.005060	<b>None at this time.</b>
CXF333786 /						\$9.76	
750,000 / 02/2007	6,909	12,027	5,118	2,874	2,244	\$0.09050	
Color Photocopier						\$463.18	
Connected 5/1/2015							
<b>VARY</b>							

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Whitefield Elem</b>							
<b>Library</b>							
Oce fx3000 30 CPM	18,562	38,566	20,004	0	20,004	\$0.005060	None at this time.
0020679 / GA61W						\$101.22	
750,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
<b>Main Office</b>							
Oce VL3622C 36 CPM	31,150	58,959	27,809	25,115	2,694	\$0.005060	None at this time.
A0EDW11000840 / GA61U						\$140.71	
750,000 / 10/2009	3,378	17,656	14,278	0	14,278	\$0.05613	
Color Photocopier						\$801.42	
Connected							
OCE ME							
<b>Room 15</b>							
Oce VL5022 50 CPM	137,949	349,197	211,248	296,610	-85,362	\$0.004020	None at this time.
A0PP211000708 / GA62F						\$849.22	
1,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Whitefield Elem</b>							
<b>Teachers' Room</b>							
Oce VL5022 50 CPM	443,920	747,773	303,853	272,657	31,196	\$0.004020	<b>Slightly High</b>
A0PP211000759 / GA61C						\$1,221.49	
1,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
	<b>Subtotals B&amp;W</b>		<b>591,824</b>	<b>643,894</b>		<b>\$2,458.92</b>	
	<b>Subtotals Color</b>		<b>20,645</b>	<b>2,874</b>		<b>\$1,334.71</b>	

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>	<i>7/1/2011</i> <i>Meter</i>	<i>6/30/2012</i> <i>Meter</i>	<i>2011/12</i> <i>Annual</i> <i>Volume</i>	<i>2012/13</i> <i>Projected</i> <i>Volume</i>	<i>Volume</i> <i>Difference</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
<b>Windsor Elementary</b>							
<b>Computer Lab</b>							
Oce fx3000 30 CPM	6,043	16,533	10,490	0	10,490	\$0.005060	None at this time.
0020468 / GA61Y						\$53.08	
750,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>OCE ME</b>							
<b>Library</b>							
Oce fx3000 30 CPM	16,867	34,417	17,550	3,218	14,332	\$0.005060	None at this time.
0020767 / GA627						\$88.80	
750,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>OCE ME</b>							
<b>Main Office</b>							
Oce VL3622C 36 CPM	78,833	153,124	74,291	41,580	32,711	\$0.005060	None at this time.
A0EDW11000781 / GA61G						\$375.91	
750,000 / 10/2009	13,057	32,171	19,114	0	19,114	\$0.05613	
Color Photocopier						\$1,072.87	
Connected							
<b>OCE ME</b>							

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Windsor Elementary</b>							
<b>Room 203</b>							
Gestetner DSm 735 35 CPM	530,236	640,054	109,818	25,000	84,818	\$0.005060	<b>7 years from Intro.</b>
K9365401810 /						\$555.68	
750,000 / <b>10/2005</b>	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Room 326</b>							
Oce VL6022 60 CPM	90,312	297,609	207,297	155,007	52,290	\$0.004020	<b>None at this time.</b>
A0PP211001146 / GA69B						\$833.33	
3,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>OCE ME</b>							
<b>Teachers' Work Room</b>							
Oce VL5022 50 CPM	210,834	438,700	227,866	241,148	-13,282	\$0.004020	<b>None at this time.</b>
A0PP21000760 / GA61D						\$916.02	
1,000,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>OCE ME</b>							
	<b>Subtotals B&amp;W</b>		<b>647,312</b>	<b>465,953</b>		<b>\$2,822.83</b>	
	<b>Subtotals Color</b>		<b>19,114</b>	<b>0</b>		<b>\$1,072.87</b>	



# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Wiscasset High</b>							
<b>Adult Ed South</b>							
Toshiba E-452 45 CPM	365,095	467,553	102,458	33,880	68,578	\$0.005060	None at this time.
CIC613864 / 0213						\$518.44	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>A-COPI</b>							
<b>Art Room</b>							
Xerox 8550DP 30 CPM Black & Color	6,566	6,908	342	1,421	-1,079	\$0.005060	7 years from Intro.
WYP334980 / N/A						\$1.73	
750,000 / 06/2005	12,891	13,673	782	1,505	-723	\$0.09050	
Color Network Printer						\$70.77	
Connected 5/1/2015							
<b>VARY</b>							
<b>Attendance Office</b>							
Oce fx3000 30 CPM	12,484	24,086	11,602	7,738	3,864	\$0.005060	None at this time.
0020770 / GA629						\$58.71	
750,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>OCE ME</b>							

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Wiscasset High</b>							
<b>Computer Lab</b>							
Oce fx3000 30 CPM	9,355	22,117	12,762	15,534	-2,772	\$0.005060	<b>None at this time.</b>
0020721 / GA62B						\$64.58	
750,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>OCE ME</b>							
Xerox 8560MFP 30 CPM Black & Color	18,447	21,964	3,517	4,700	-1,183	\$0.005060	<b>None at this time.</b>
CXF032501 / N/A						\$17.80	
750,000 / 02/2007	11,314	15,934	4,620	1,249	3,371	\$0.09050	
Color Photocopier						\$418.11	
Connected 5/1/2015							
<b>VARY</b>							
<b>Foreign Language Portable</b>							
Oce fx3000 30 CPM	2,262	3,832	1,570	7,847	-6,277	\$0.005060	<b>None at this time.</b>
0020769 / GA62G						\$7.94	
750,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>OCE ME</b>							

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Wiscasset High</b>							
<b>Guidance Office</b>							
Oce VL3622 36 CPM	26,604	54,936	28,332	29,491	-1,159	\$0.004020	<b>None at this time.</b>
A0R7211002611 / GA62A						\$113.89	
750,000 / 12/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>OCE ME</b>							
<b>Library</b>							
Oce fx3000 30 CPM	22,816	53,609	30,793	35,583	-4,790	\$0.005060	<b>None at this time.</b>
0020772 / GA621						\$155.81	
750,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>OCE ME</b>							
Oce VL6022 60 CPM	237,156	483,639	246,483	223,066	23,417	\$0.004020	<b>None at this time.</b>
A0PP211000443 / GA5ZW						\$990.86	
3,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>OCE ME</b>							

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2011</i>	<i>6/30/2012</i>	<i>2011/12</i>	<i>2012/13</i>	<i>Volume</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Projected</i>	<i>Difference</i>	<i>Annual Cost</i>	<i>Recommendations</i>
			<i>Volume</i>	<i>Volume</i>			
<b>Wiscasset High</b>							
<b>Principal's Office</b>							
Toshiba E-3500C 35 CPM Black & Color	44,527	74,850	30,323	17,671	12,652	\$0.006710	None at this time.
CCL719347 / 0142						\$203.47	
750,000 / 05/2006	3,164	5,079	1,915	1,217	698	\$0.08019	
Color Photocopier						\$153.56	
Connected							
A-COPI							
<b>Room 10</b>							
Oce fx3000 30 CPM	17,400	35,453	18,053	8,190	9,863	\$0.005060	None at this time.
0020768 / GA62K						\$91.35	
750,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
OCE ME							
<b>Room 203B</b>							
Xerox 8550DP 30 CPM Black & Color	17,229	20,578	3,349	1,501	1,848	\$0.005060	7 years from Intro.
WYP334893 / N/A						\$16.95	
750,000 / 06/2005	24,496	32,266	7,770	2,081	5,689	\$0.09050	
Color Network Printer						\$703.19	
Connected 5/1/2015							
VARY							

*Date of Last Upgrade: 5/1/2010*

## Recommendations

**\$1,345.63**

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Connectivity / Printer Exp Date</i> <i>Vendor</i>	<i>7/1/2011</i> <i>Meter</i>	<i>6/30/2012</i> <i>Meter</i>	<i>2011/12</i> <i>Annual</i> <i>Volume</i>	<i>2012/13</i> <i>Projected</i> <i>Volume</i>	<i>Volume</i> <i>Difference</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
<b>Wiscasset Middle</b>							
<b>6th Grade Wing</b>							
Oce fx3000 30 CPM 0020763 / GA62M 750,000 / 09/2006 Black Photocopier Connected	15,793 0	26,293 0	10,500 0	19,618 0	-9,118 0	\$0.005060 \$53.13 \$0.00000 \$0.00	<b>None at this time.</b>
<b>OCE ME</b>							
Ricoh MP5500 55 CPM L7775900431 / 1553 3,000,000 / 07/2006 Black Photocopier Not Connected	628,592 0	714,906 0	86,314 0	96,078 0	-9,764 0	\$0.005060 \$436.75 \$0.00000 \$0.00	
<b>A-COPI</b>							

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Wiscasset Middle</b>							
<b>8th Grade Wing</b>							
Oce fx3000 30 CPM 0020774 / GA623 750,000 / 09/2006 Black Photocopier Connected <b>OCE ME</b>	19,330  0	52,733  0	33,403  0	19,212  0	14,191  0	\$0.005060 \$169.02 \$0.00000 \$0.00	<b>None at this time.</b>
Ricoh MP5500 55 CPM L7775800262 / 1554 3,000,000 / 07/2006 Black Photocopier Not Connected <b>A-COPI</b>	585,445  0	641,227  0	55,782  0	91,150  0	-35,368  0	\$0.005060 \$282.26 \$0.00000 \$0.00	
<b>Block</b>							
Oce fx3000 30 CPM 0020766 / GA62H 750,000 / 09/2006 Black Photocopier Connected <b>OCE ME</b>	2,402  0	4,020  0	1,618  0	12,121  0	-10,503  0	\$0.005060 \$8.19 \$0.00000 \$0.00	<b>Underused</b>



# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>							
<i>Serial Number / Vendor ID</i>							
<i>Life / Intro Date</i>							
<i>Connectivity / Printer Exp Date</i>							
<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Wiscasset Middle</b>							
<b>Computer Room</b>							
Xerox C2424DP 24 CPM Black & Color	8,511	8,883	372	1,610	-1,238	\$0.005060	<b>7 years from Intro.</b>
VVK001269 /						\$1.88	
500,000 / <b>03/2005</b>	16,329	18,276	1,947	626	1,321	\$0.09050	
Color Photocopier						\$176.20	
Connected 12/31/2014							
<b>VARY</b>							
<b>Copy Room</b>							
Oce VL6022 60 CPM	347,731	610,233	262,502	215,262	47,240	\$0.004020	<b>None at this time.</b>
A0PP211000741 / GA628						\$1,055.26	
3,000,000 / 06/2009	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>OCE ME</b>							
<b>Library Side Room</b>							
Oce fx3000 30 CPM	19,600	36,025	16,425	30,977	-14,552	\$0.005060	<b>None at this time.</b>
0020762 / GA62J						\$83.11	
750,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
<b>OCE ME</b>							

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Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>								
<i>Serial Number / Vendor ID</i>								
<i>Life / Intro Date</i>								
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2011</i>	<i>6/30/2012</i>	<i>2011/12</i>	<i>2012/13</i>	<i>Volume</i>	<i>Cost/Copy</i>		
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Projected</i>	<i>Difference</i>	<i>Annual Cost</i>	<i>Recommendations</i>	
<b>Wiscasset Middle</b>								
<b>Main Office</b>								
Toshiba E-3500C 35 CPM Black & Color	103,131	141,630	38,499	28,309	10,190	\$0.006710	<b>None at this time.</b>	
CCL719340 / 0132						\$258.33		
750,000 / 05/2006	26,897	35,644	8,747	7,119	1,628	\$0.08019		
Color Photocopier						\$701.42		
Connected								
<b>A-COPI</b>								
<b>Room 129</b>								
Xerox 8550DP 30 CPM Black & Color	6,613	6,635	22	759	-737	\$0.005060	<b>7 years from Intro.</b>	
WYP336431 / N/A						\$0.11		
750,000 / <b>06/2005</b>	20,374	20,517	143	2,188	-2,045	\$0.09050		
Color Network Printer						\$12.94		
Connected 5/1/2015								
<b>VARY</b>								
	<b>Subtotals B&amp;W</b>		<b>505,437</b>	<b>515,096</b>		<b>\$2,348.03</b>		
	<b>Subtotals Color</b>		<b>10,837</b>	<b>9,933</b>		<b>\$890.57</b>		

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>								
<i>Serial Number / Vendor ID</i>								
<i>Life / Intro Date</i>								
<i>Connectivity / Printer Exp Date</i>	<i>7/1/2011</i>	<i>6/30/2012</i>	<i>2011/12</i>	<i>2012/13</i>	<i>Volume</i>	<i>Cost/Copy</i>		
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Projected</i>	<i>Difference</i>	<i>Annual Cost</i>	<i>Recommendations</i>	
<b>Wiscasset Primary</b>								
<b>1st Grade Area</b>								
Xerox 8560DN 30 CPM Black & Color	14,270	21,732	7,462	883	6,579	\$0.005060	<b>None at this time.</b>	
FBT163022 /						\$37.76		
750,000 / 02/2007	2,798	3,025	227	869	-642	\$0.09050		
Color Network Printer						\$20.54		
Connected 5/1/2015								
<b>VARY</b>								
<b>3rd &amp; 4th Grade Computer Lab</b>								
Xerox 8550DP 30 CPM Black & Color	23,032	23,726	694	2,748	-2,054	\$0.005060	<b>7 years from Intro.</b>	
WYP336424 / N/A						\$3.51		
750,000 / <b>06/2005</b>	9,049	9,351	302	1,095	-793	\$0.09050		
Color Network Printer						\$27.33		
Connected 5/1/2015								
<b>VARY</b>								
<b>4th Grade</b>								
Xerox 8550DP 30 CPM Black & Color	5,940	9,103	3,163	1,395	1,768	\$0.005060	<b>7 years from Intro.</b>	
WYP336423 / N/A						\$16.00		
750,000 / <b>06/2005</b>	2,178	2,688	510	679	-169	\$0.09050		
Color Network Printer						\$46.16		
Connected 5/1/2015								
<b>VARY</b>								

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Wiscasset Primary</b>							
<b>Aide Station North</b>							
Ricoh MP5500 55 CPM	799,332	1,040,019	240,687	264,129	-23,442	\$0.005060	None at this time.
L7775800482 /						\$1,217.88	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>A-COPI</b>							
<b>Aide Station South</b>							
Ricoh MP5500 55 CPM	676,516	934,313	257,797	250,679	7,118	\$0.005060	None at this time.
L7775800379 /						\$1,304.45	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
<b>A-COPI</b>							
Xerox 8560MFP 30 CPM Black & Color	11,840	12,050	210	6,085	-5,875	\$0.005060	None at this time.
CXF331186 /						\$1.06	
750,000 / 02/2007	364	521	157	150	7	\$0.09050	
Color Photocopier						\$14.21	
Connected 5/1/2015							
<b>VARY</b>							

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2011 Meter	6/30/2012 Meter	2011/12 Annual Volume	2012/13 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
<b>Wiscasset Primary</b>							
<b>K-2 Computer Lab</b>							
Oce fx3000 30 CPM 0020765 / GA62L 750,000 / 09/2006 Black Photocopier Connected OCE ME	24,672  0	61,230  0	36,558  0	34,183  0	2,375  0	\$0.005060 \$184.98 \$0.00000 \$0.00	None at this time.
<b>K-2 Lab</b>							
Xerox C2424DP 24 CPM Black & Color VVK013421 / 500,000 / <b>03/2005</b> Color Photocopier Connected 12/31/2014 VARY	12,288  18,527	13,201  18,537	913  10	2,385  1,039	-1,472  -1,029	\$0.005060 \$4.62 \$0.09050 \$0.91	<b>7 years from Intro.</b>

# Sheepscot Valley RSU 12

Date of Last Upgrade: 5/1/2010

<i>Make-Model / Speed</i>	<i>Serial Number / Vendor ID</i>	<i>Life / Intro Date</i>	<i>Connectivity / Printer Exp Date</i>	<i>Vendor</i>	<i>7/1/2011 Meter</i>	<i>6/30/2012 Meter</i>	<i>2011/12 Annual Volume</i>	<i>2012/13 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>Wiscasset Primary</b>											
<b>Main Office</b>											
Toshiba E-3500C 35 CPM Black & Color	CCL719360 / 0149	750,000 / 05/2006	Color Photocopier	Connected	271,559	348,279	76,720	66,783	9,937	\$0.006710	None at this time.
										\$514.79	
					14,630	19,776	5,146	8,239	-3,093	\$0.08019	
										\$412.66	
<b>A-COPI</b>											
Xerox 8550DP 30 CPM Black & Color	WYP336240 / N/A	750,000 / <b>06/2005</b>	Color Network Printer	Connected 5/1/2015	21,551	24,706	3,155	1,346	1,809	\$0.005060	<b>7 years from Intro.</b>
										\$15.96	
					11,830	12,298	468	840	-372	\$0.09050	
										\$42.35	
<b>VARY</b>											
<b>North Wing</b>											
Oce fx3000 30 CPM	0020771 / GA62E	750,000 / 09/2006	Black Photocopier	Connected	29,779	58,296	28,517	36,527	-8,010	\$0.005060	None at this time.
										\$144.30	
					0	0	0	0	0	\$0.00000	
										\$0.00	
<b>OCE ME</b>											
<b>Subtotals B&amp;W</b>							<b>655,876</b>	<b>667,143</b>		<b>\$3,445.32</b>	
<b>Subtotals Color</b>							<b>6,820</b>	<b>12,911</b>		<b>\$564.15</b>	
<b>District Wide Black Totals</b>							<b>4,434,684</b>	<b>4,420,407</b>		<b>\$20,077.86</b>	
<b>District Wide Color Totals</b>							<b>131,243</b>	<b>31,770</b>		<b>\$8,450.89</b>	

## 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 1/15/1998. 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>
<b>2,111,787</b>	<b>\$0.01740</b>	<b>\$0.00463</b>	<b>\$0.01277</b>	<b>\$26,967.52</b>	<b>\$134,837.60</b>

## 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
Alternative Ed North	29,395	\$120.81	\$145.86	\$392.79	\$659.46
Alternative Education South	37,946	\$196.56	\$188.29	\$507.06	\$891.91
Bus Garage SVRSU	6,261	\$35.25	\$31.07	\$83.66	\$149.98
Chelsea Elementary	749,809	\$3,165.11	\$3,720.55	\$10,019.43	\$16,905.09
Palermo Consolidated	301,202	\$1,302.56	\$1,494.56	\$4,024.85	\$6,821.98
Somerville Elementary	70,648	\$337.65	\$350.56	\$944.04	\$1,632.25
Special Education	47,205	\$194.01	\$234.23	\$630.78	\$1,059.02
SVRSU District Office	135,861	\$703.76	\$674.14	\$1,815.46	\$3,193.36
Whitefield Elem	591,824	\$2,514.49	\$2,936.63	\$7,908.33	\$13,359.45
Windsor Elementary	647,312	\$2,887.45	\$3,211.96	\$8,649.80	\$14,749.21
Wiscasset High	655,908	\$3,154.49	\$3,254.62	\$8,764.66	\$15,173.77
Wiscasset Middle	505,437	\$2,401.96	\$2,507.98	\$6,753.97	\$11,663.91
Wiscasset Primary	655,876	\$3,526.33	\$3,254.46	\$8,764.24	\$15,545.02
<b>Totals</b>	<b>4,434,684</b>	<b>\$20,540.44</b>	<b>\$22,004.90</b>	<b>\$59,259.10</b>	<b>\$101,804.43</b>



## Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Vendor typically invoices 80% of projected costs annually in advance. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Total Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
A-COPI	Color Photocopier	145,542	\$0.00671	\$976.59	\$0.00686	\$998.42
A-COPI	Color Photocopier	6,261	\$0.00550	\$34.44	\$0.00563	\$35.25
A-COPI	Color Photocopier	82,389	\$0.00506	\$416.89	\$0.00518	\$426.78
A-COPI	Color Photocopier	47,205	\$0.00402	\$189.76	\$0.00411	\$194.01
A-COPI	Black Photocopier	1,191,852	\$0.00506	\$6,030.77	\$0.00518	\$6,173.79
A-COPI	Black Photocopier	71,037	\$0.00464	\$329.61	\$0.00475	\$337.43
A-COPI	Black Photocopier	328,808	\$0.00402	\$1,321.81	\$0.00411	\$1,351.40
A-COPI	Black Photocopier	282,801	\$0.00390	\$1,102.92	\$0.00399	\$1,128.38
Oce Maine	Color Photocopier	146,297	\$0.00506	\$740.26	\$0.00518	\$757.82
Oce Maine	Black Photocopier	319,351	\$0.00506	\$1,615.92	\$0.00518	\$1,654.24
Oce Maine	Black Photocopier	1,784,237	\$0.00402	\$7,172.63	\$0.00411	\$7,333.21
Vary Technologies	Color Photocopier	10,717	\$0.00506	\$54.23	\$0.00518	\$55.51
Vary Technologies	Color Network Printer	18,187	\$0.00506	\$92.03	\$0.00518	\$94.21
<b><i>Totals and Averages</i></b>		<b><i>4,434,684</i></b>	<b><i>\$0.00453</i></b>	<b><i>\$20,077.86</i></b>	<b><i>\$0.00463</i></b>	<b><i>\$20,540.45</i></b>

### *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.

<b>Building Name</b>	<b>Projected Volume</b>	<b>Service &amp; Supply Cost</b>	<b>Paper Cost \$24.81/Case</b>	<b>Total Cost</b>
Alternative Ed North	0	\$0.00	\$0.00	\$0.00
Alternative Education South	0	\$0.00	\$0.00	\$0.00
Bus Garage SVRSU	18	\$1.12	\$0.09	\$1.21
Chelsea Elementary	13,321	\$764.89	\$66.10	\$830.99
Palermo Consolidated	9,340	\$503.33	\$46.35	\$549.68
Somerville Elementary	6,905	\$396.49	\$34.26	\$430.75
Special Education	22,785	\$1,308.31	\$113.06	\$1,421.37
SVRSU District Office	6,371	\$343.33	\$31.61	\$374.95
Whitefield Elem	20,645	\$1,365.38	\$102.44	\$1,467.83
Windsor Elementary	19,114	\$1,097.53	\$94.84	\$1,192.37
Wiscasset High	15,087	\$1,376.55	\$74.86	\$1,451.41
Wiscasset Middle	10,837	\$911.01	\$53.77	\$964.78
Wiscasset Primary	6,820	\$577.11	\$33.84	\$610.95
<b>Totals</b>	<b>131,243</b>	<b>\$8,645.06</b>	<b>\$651.23</b>	<b>\$9,296.29</b>

## Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Color copies are typically billed in arrears quarterly or semi-annually. Cost per copy typically increases by 5% or CPI annually, whichever is less. Next year's increase will be **2.3%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2011/12 Annual Volume</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Actual Cost</i>	<i>2012/13 Cost Per Copy</i>	<i>2012/13 Projected Cost</i>
A-COPI	Color Photocopier	15,808	\$0.08019	\$1,267.64	\$0.08203	\$1,296.73
A-COPI	Color Photocopier	18	\$0.06105	\$1.10	\$0.06245	\$1.12
A-COPI	Color Photocopier	37,355	\$0.05613	\$2,096.74	\$0.05742	\$2,144.92
Oce Maine	Color Photocopier	40,297	\$0.05613	\$2,261.87	\$0.05742	\$2,313.85
Vary Technologies	Color Photocopier	11,852	\$0.09050	\$1,072.61	\$0.09258	\$1,097.26
Vary Technologies	Color Photocopier	15,711	\$0.05268	\$827.66	\$0.05389	\$846.67
Vary Technologies	Color Network Printer	10,202	\$0.09050	\$923.28	\$0.09258	\$944.50
<b><i>Totals and Averages</i></b>		<b><i>131,243</i></b>	<b><i>\$0.06439</i></b>	<b><i>\$8,450.89</i></b>	<b><i>\$0.06587</i></b>	<b><i>\$8,645.06</i></b>

## Reprographic Equipment Assessment

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

<b>Total # of Units</b>	<b>64</b>
<b># of Units on Lease</b>	<b>48</b>
<b># of Units Owned</b>	<b>16</b>
<b>Lease Company</b>	<b>Northway Bank</b>
<b>Lease Start Date</b>	<b>5/1/2010</b>
<b>Lease End Date</b>	<b>8/1/2015</b>
<b>Term</b>	<b>6 Annual</b>
<b>Annual Payment usually due on 8/1</b>	<b>\$59,259.10</b>
<b>Remaining Payments</b>	<b>3</b>

*\*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 #
Alternative Ed North	Oce	VL4222	A0R6211002319
Alternative Education South	Savin	8055	L8076000199
Chelsea Elementary	Toshiba	E-Studio 655	CCH911086
Chelsea Elementary	Toshiba	E-452	CID729291
Chelsea Elementary	Toshiba	E-Studio 655	CCH911120
Chelsea Elementary	Toshiba	E-4520c	CAB018949
Palermo Consolidated	Oce	VL4222	A0R6211002084
Palermo Consolidated	Oce	im4511	5070878
Palermo Consolidated	Oce	VL5022	A0R5211000560
Palermo Consolidated	Xerox	8860MFP	HBB402990
Somerville Elementary (CLOSED)	Oce	VL3622C	A0EDW11000839
Somerville Elementary (CLOSED)	Oce	VL4222	A0R6211002019
Special Education	Toshiba	E-4520c	CAB018940
SVRSU District Office	Toshiba	E-523T	CZC828620
SVRSU District Office	Xerox	8860MFP	HBB402972
Whitefield Elem	Oce	VL5022	A0PP211000759
Whitefield Elem	Oce	VL5022	A0PP211000708
Whitefield Elem	Oce	VL3622C	A0EDW11000840
Whitefield Elem	Oce	fx3000	0020764
Whitefield Elem	Oce	fx3000	0020679
Whitefield Elem	Toshiba	E-4520c	CAB018937
Windsor Elementary	Oce	fx3000	0020767
Windsor Elementary	Oce	VL6022	A0PP211001146
Windsor Elementary	Oce	fx3000	0020468
Windsor Elementary	Oce	VL5022	A0PP21000760
Windsor Elementary	Oce	VL3622C	A0EDW11000781
Wiscasset High	Oce	VL3622	A0R7211002611

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Building	Make	Model	Serial #
Wiscasset High	Oce	fx3000	0020772
Wiscasset High	Oce	fx3000	0020721
Wiscasset High	Oce	VL6022	A0PP211000443
Wiscasset High	Oce	fx3000	0020770
Wiscasset High	Oce	fx3000	0020769
Wiscasset High	Oce	fx3000	0020768
Wiscasset High	Ricoh	MP5500	L7775900189
Wiscasset High	Toshiba	E-3500C	CCL719347
Wiscasset Middle	Oce	VL6022	A0PP211000741
Wiscasset Middle	Oce	fx3000	0020766
Wiscasset Middle	Oce	fx3000	0020774
Wiscasset Middle	Oce	fx3000	0020763
Wiscasset Middle	Oce	fx3000	0020762
Wiscasset Middle	Ricoh	MP5500	L7775800262
Wiscasset Middle	Ricoh	MP5500	L7775900431
Wiscasset Middle	Toshiba	E-3500C	CCL719340
Wiscasset Primary	Oce	fx3000	0020771
Wiscasset Primary	Oce	fx3000	0020765
Wiscasset Primary	Ricoh	MP5500	L7775800482
Wiscasset Primary	Ricoh	MP5500	L7775800379
Wiscasset Primary	Toshiba	E-3500C	CCL719360

## Owned Equipment

Equipment currently owned by client.

Building	Make	Model	Serial #
Bus Garage SVRSU	Toshiba	E-Studio 281c	SCDH742300
Chelsea Elementary	Toshiba	E-Studio 655	SCCD116536
Whitefield Elem	Xerox	8560MFP	CXF333786
Windsor Elementary	Gestetner	DSm 735	K9365401810
Wiscasset High	Toshiba	E-452	CIC613864
Wiscasset High	Xerox	8550DP	WYP334893
Wiscasset High	Xerox	8550DP	WYP334980
Wiscasset High	Xerox	8560MFP	CXF032501
Wiscasset Middle	Xerox	8550DP	WYP336431
Wiscasset Middle	Xerox	C2424DP	VVK001269
Wiscasset Primary	Xerox	8550DP	WYP336240
Wiscasset Primary	Xerox	C2424DP	VVK013421
Wiscasset Primary	Xerox	8560DN	FBT163022
Wiscasset Primary	Xerox	8560MFP	CXF331186
Wiscasset Primary	Xerox	8550DP	WYP336423
Wiscasset Primary	Xerox	8550DP	WYP336424

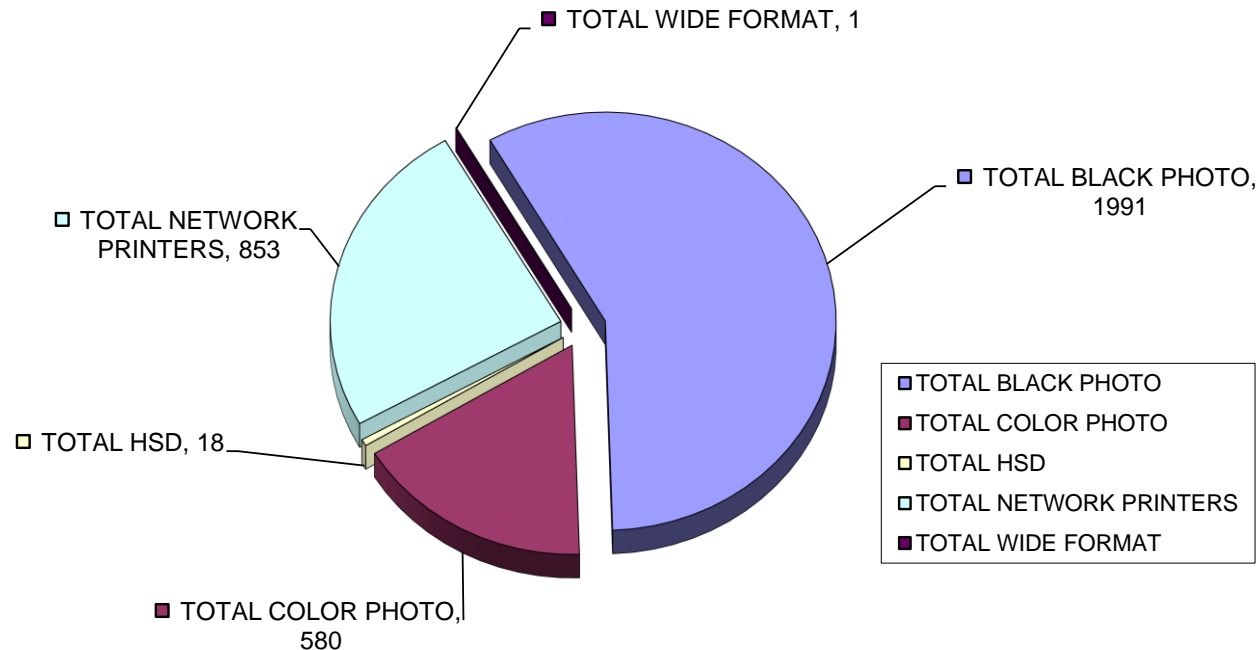
**NOTE:** With your next upgrade, your current Leased Equipment would be listed as Owned, and any new equipment would be listed as Leased. Your current Owned Equipment would be traded out.

## Active Reprographic Equipment & Manufacturers

SPC currently maintains 3,4 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 (14):**
- Canon
  - Gestetner
  - Hewlett-Packard
  - Konica-Minolta
  - Kyocera
  - Lexmark
  - Océ
  - Ricoh
  - Risograph
  - Samsung
  - Savin
  - Sharp
  - Toshiba
  - Xerox



Black Photocopiers: 1,991  
 High-Speed Duplicators: 18  
 Color Photocopiers: 580  
 Black Network Printers: 520  
 Color Network Printers: 333  
  
 Total Number of Units: 3,443  
 Number of Manufacturers: 14  
 Number of Vendors: 15

**Total Number of Active Equipment is 3,443**

### Current Vendors Represented (15):

- **A-COPI**
- Catamount/Lockrows
- Conway
- **KMBS**
- Levesque
- **Océ**
- **Office Systems of VT**
- Offtech New England
- **Ricoh USA**
- 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 (MagicSoft) 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.

## SPC's *Value Add* to Our Cooperative Vendors

Dear Valued Vendor:

We truly do provide a value add to you before, during and after the installation process. Here is a few of our services to the client that benefit the Vendors as well.

### Overall Benefit to You

- Opportunities brought to you – Hundreds of machines each year
- SPC is well respected in industry – You are partnering with them
- SPC values our vendors and speaks highly of them to our clients
- National Contracts that are all negotiated with the manufacturers at your disposal

### Your 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)
- Allow for the Vendor to sell directly to the client after the bids are in. A chance to explain your 'Value Add' directly to our clients. Customer has the right to pay more than low bid.

### Your Benefits Before & During Installation

- Digital Needs Analysis: Matching up the machine to installation site
- Schedule & 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

### Your Ongoing Support

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

Version Date: 10-9-2012

### Announcing : STAR Doc!

SPC would like to introduce an exciting new tool:



**STAR Doc** has been custom developed and designed by SPC to assist their clients in efficiently and effectively managing all their assets. The detailed floor maps feature for all of our clients' devices is unique and invaluable. The floor maps will provide online, real-time information on each device daily, including meter reads. SPC realizes how important it is for their clients to be aligned with their budget. In response to that need, **STAR Doc** has the ability to project your budget and determine if you are on target or falling behind. This valuable feature provides our clients the access to information needed to make important budget decisions before the end of the year. Additionally, **STAR Doc** will store all your documents, which will include your most recent Upgrade Report, Annual Report, Compare Report, and Total Bid Analysis. At SPC we strive to improve our services and optimize our clients' resources; we are proud to be able to offer our clients all the benefits of the **STAR Doc** system.

Anticipated released date: September 2012

## 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.

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