·SPC·

Specialized Purchasing Consultants

PO Box 190

Gorham, NH 03581

(800) 750-1538

www.spccopypro.com

2014-2015 Annual Report

Year - End Photocopier Analysis

With projected costs for 2015-16

Belinda Waterhouse
RSU 12 - Sheepscot Valley
665 Patricktown Road Suite 2
Somerville, ME 04348

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

•SPC•

November 2015

Skip Tilton
President

Corporate Office:
PO Box 190
Gorham, NH 03581
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www.spccopypro.com

Belinda Waterhouse
RSU 12 - Sheepscot Valley
665 Patricktown Road Suite 2
Somerville, ME 04348

Dear Belinda:

Once again, on behalf of our staff here at Specialized Purchasing Consultants, we wish to thank you for your continued confidence in us to provide our services to you and your organization. Our relationship is now 17 years strong, and we hope that your trust in us and this relationship will continue for many years to come.

Our Annual Report is designed to provide an overview of the recent past year's reprographic equipment usage and status. We provide recommendations based on the usage to address potential problem areas in order to avoid needless down time and improve equipment reliability for years to come.

Every year we look for new ways to improve our services to save our clients time, money, and effort. Over the past years we have implemented a number of new features, such as Simplified Billing, FM Audit automatic meter reading, SPC STARDoc and recently an IT Asset Management Program, where you can visualize all of your assets laid out on an interactive floor plan that will allow you to schedule out replacement units as needed.

During the upcoming year, we have even more services to offer by way of STARDoc. Some of those new features are listed on the "New Features" page of this report. During our in-person meeting with you to review this report, we will demonstrate those new features as well as discuss your suggestions to enhance STARDoc to be even more useful and beneficial to you and your IT staff. All of these new features are at no additional charge to you.

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

"Protecting Your Copier Interests"

Table of Contents

The SPC Team…

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

Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of over 87 clients (3,800+ machines with 1.6 billion prints over five years). Together, we have realized the lowest prices possible while improving the quality of your service and equipment.

Sue Penney
Administration & Finance Manager

SPC is committed to providing cost-effective and reliable reprographics 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.

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 experience and my strong attention to detail to ensure our clients' 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.

Joel Heffernan
Field Representative – Client Relations

As Field Representative for SPC, I reach out to the customer to offer help as needed in and during the installation of equipment change over and in assisting in each event. Also, I bring to this company over forty years in the Copier/Printer industry. It is my goal to assure our clients a pleasant experience in using SPC's services.

The SPC Team Continued….

Charles Baca
Operational Support
I've been happily working at SPC for about 2 years, and I'm happy to be working with such an amazing staff. We have grown so much as a team since I started. I enjoy going out and meeting all of you in the field and making sure everything runs smooth. Please feel free to contact me with any questions or concerns you may have.

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.

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

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Equipment Health Status

Total Number of Machines:	85
Total Black Photocopiers	36
Total Color Photocopiers	17
Total Black Network Printers	31
Total Color Network Printers	1
Total Removed from Service:	50
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	3
# of Units Overused:	0
# of Units Underused:	0
# of Units Connected to Network with Print and/or Scan	40
Commencement Date:	7/1/2014
# of Annual Payments Left on Lease	4
All Warranties and Service Contracts Expire:	6/30/2020
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 Belinda,

There are no major issues other than your color volume has shot up and you should definitely fully take advantage of SPC STARDoc to control this volume.

Sincerely, Skip

Aging Equipment Summary

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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
SVRSU District Office	Main Office - MICR	HP Laser Jet P3015 MICR	VND3F16676	Axis	07/2008
SVRSU District Office	Main Office - MICR	HP Laser Jet P3015 MICR	VND3F16675	Axis	07/2008
Whitefield	Math - Howard	HP Laser Jet 2100	USCD008346	AXIS	04/2007

ANNUAL BLACK VOLUME BY BUILDING
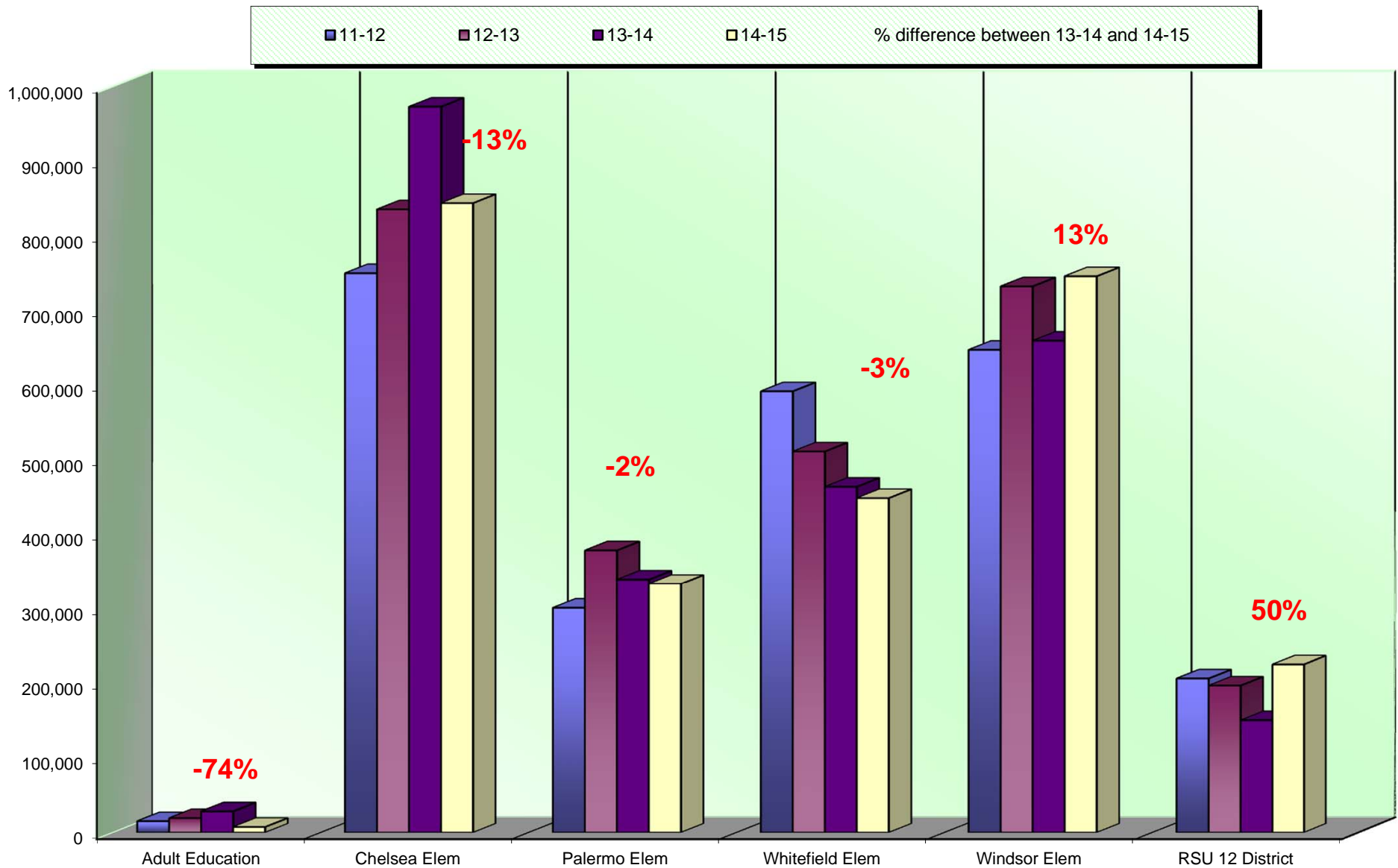
ANNUAL BLACK VOLUME OVERALL

% amount equals the overall increase or decrease between 13-14 and 14-15

0%
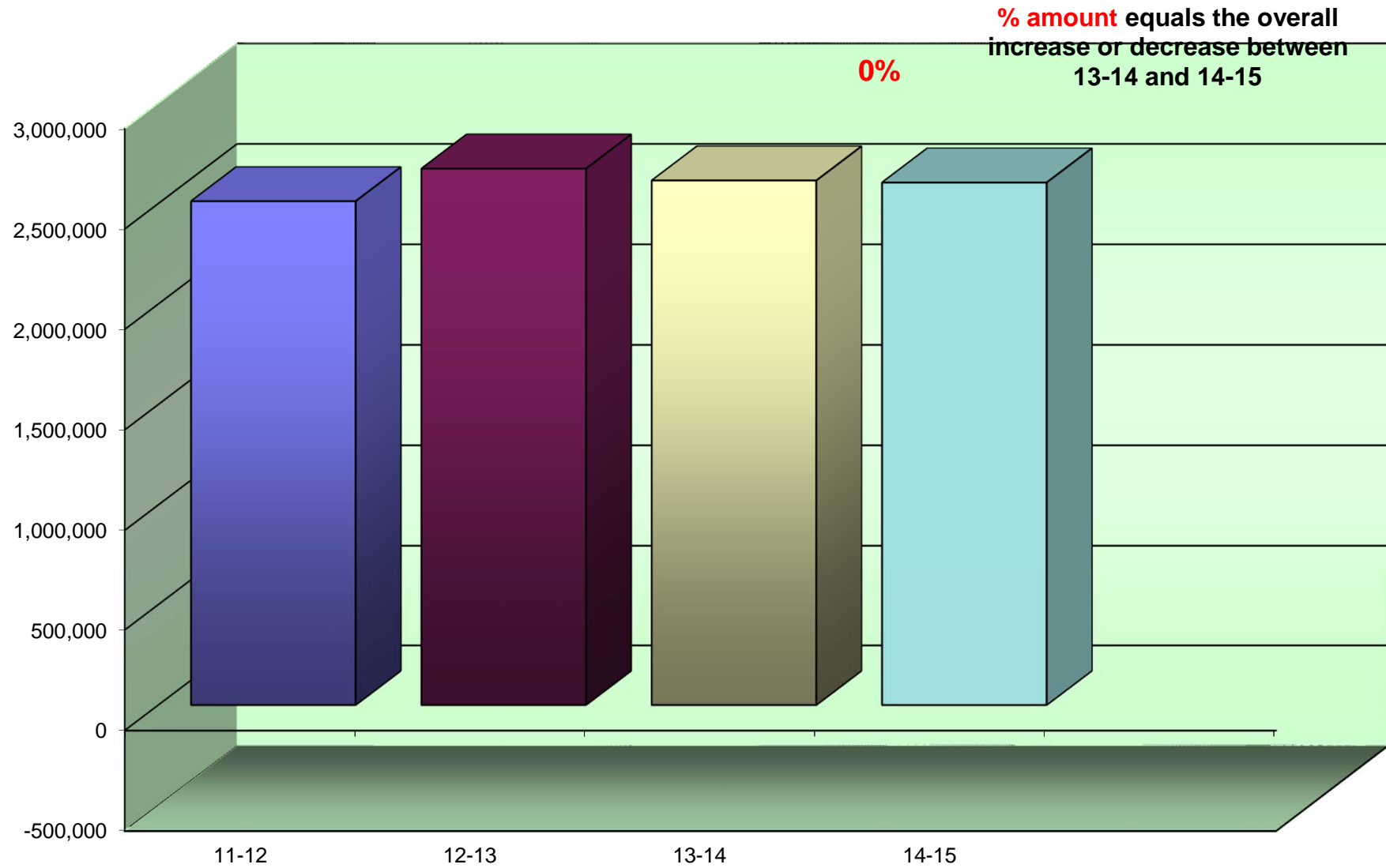
Average Student to Copy Usage – Black Only

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Chelsea Elementary	255	843,602	$19,034.36	3,308	$74.64
Palermo Consolidated	31	333,817	$7,731.79	10,768	$249.41
SVRSU District Office	0	225,357	$5,452.37	0	$0.00
Whitefield	173	448,883	$10,114.80	2,595	$58.47
Whitefield Adult Education	3	7,502	$175.00	2,501	$58.33
Windsor Elementary	314	745,720	$16,911.62	2,375	$53.86
Totals	**776**	**2,604,881**	**$59,419.94**	**3,357**	**$76.57**

Cost Comparison – Black Only

This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	Total Student Population	*Total Annual Volume*	*Total District Cost**	*Annual Copies Per Student*	*Annual Cost Per Student*
All Schools w/student populations	**114,078**	**294,264,070**	**$5,363,546.52**	**2,579**	**$47.02**

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

Average Copies Per Student - Black

Year	Copies
14/15	2579
13/14	2516
12/13	2414
11/12	2331
10/11	2130
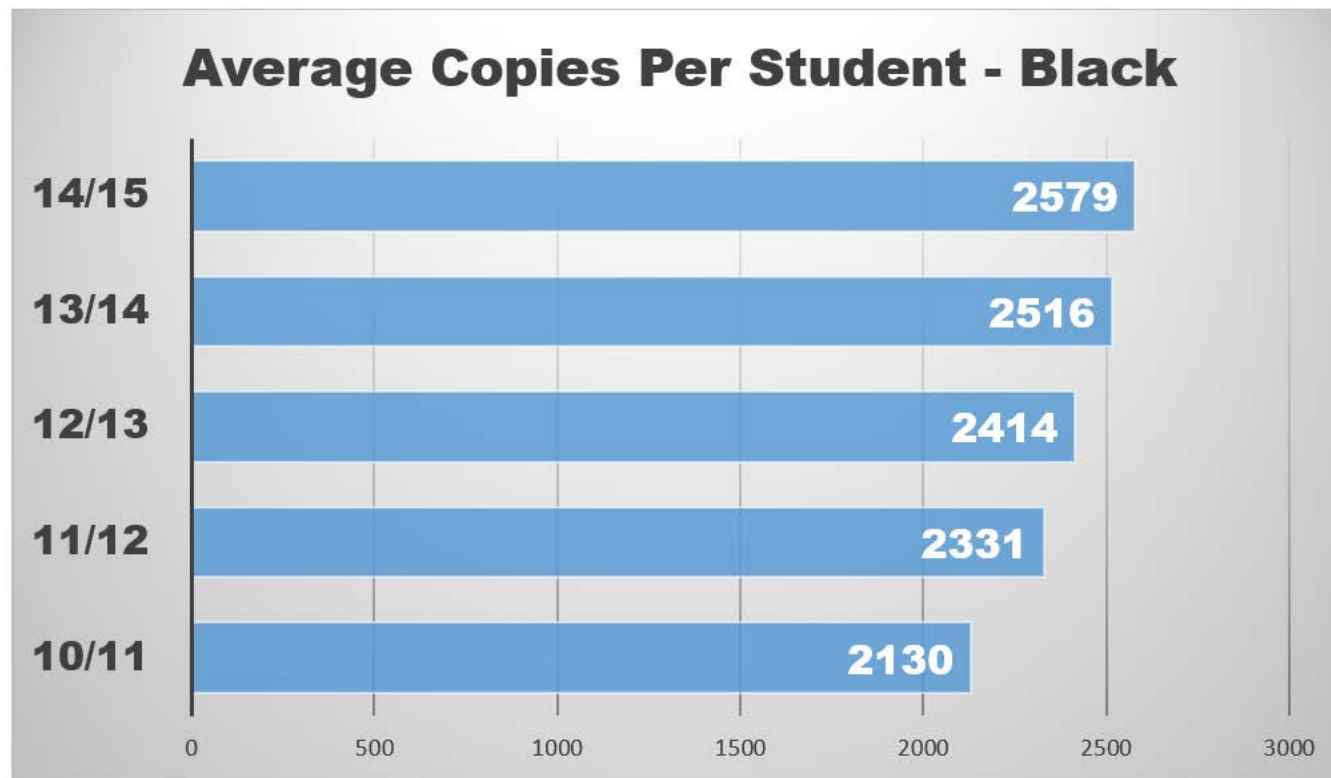
ANNUAL COLOR VOLUME BY BUILDING

Legend: ■ 11-12 ■ 12-13 ■ 13-14 □ 14-15   % difference between 13-14 and 14-15

Building	% difference between 13-14 and 14-15
Adult Education	100%
Chelsea	109%
Palermo	110%
Whitefield	104%
Windsor Elem	57%
RSU 12 District	30%
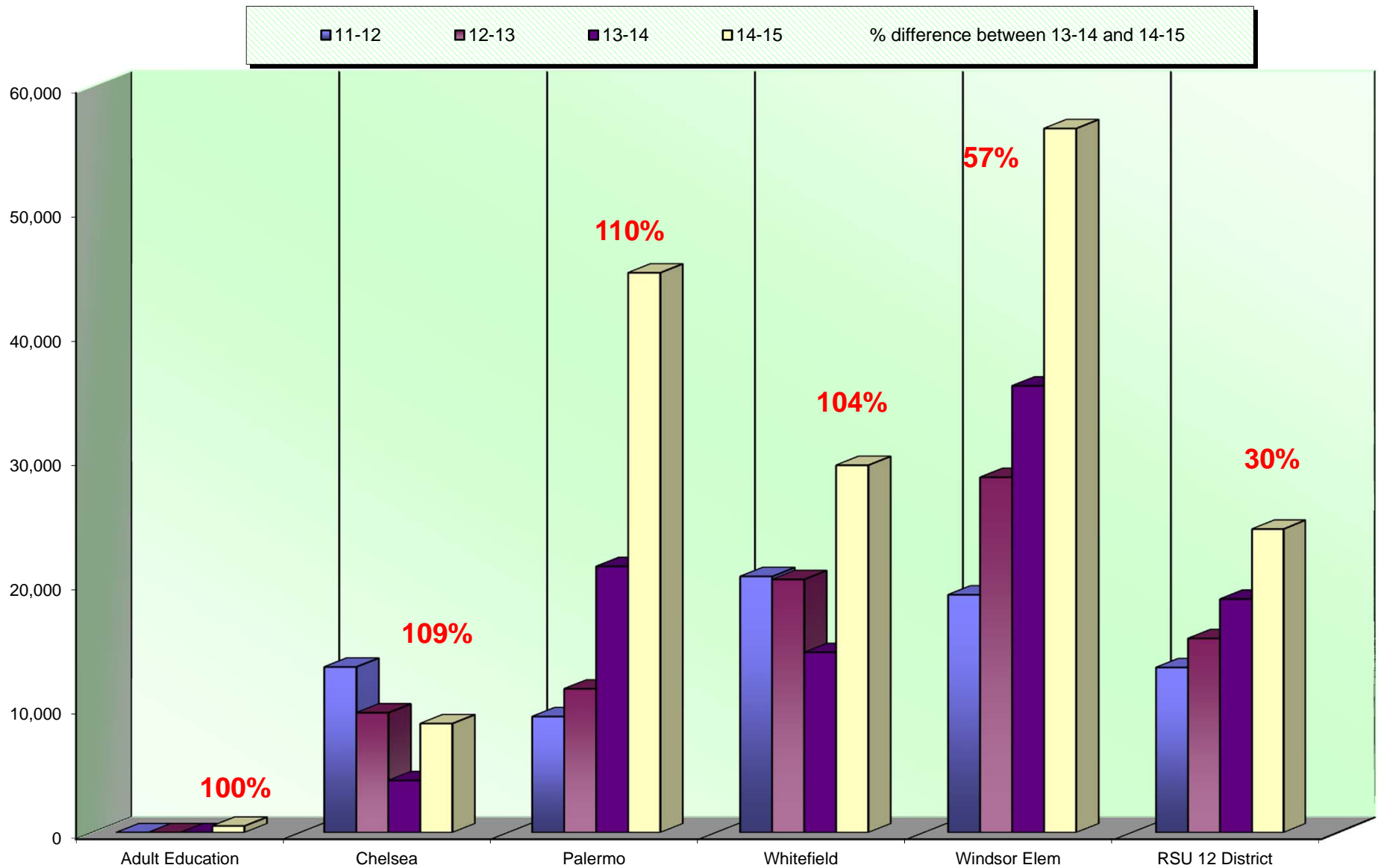
ANNUAL COLOR VOLUME OVERALL

% amount equals the overall
increase or decrease between
13-14 and 14-15

74%
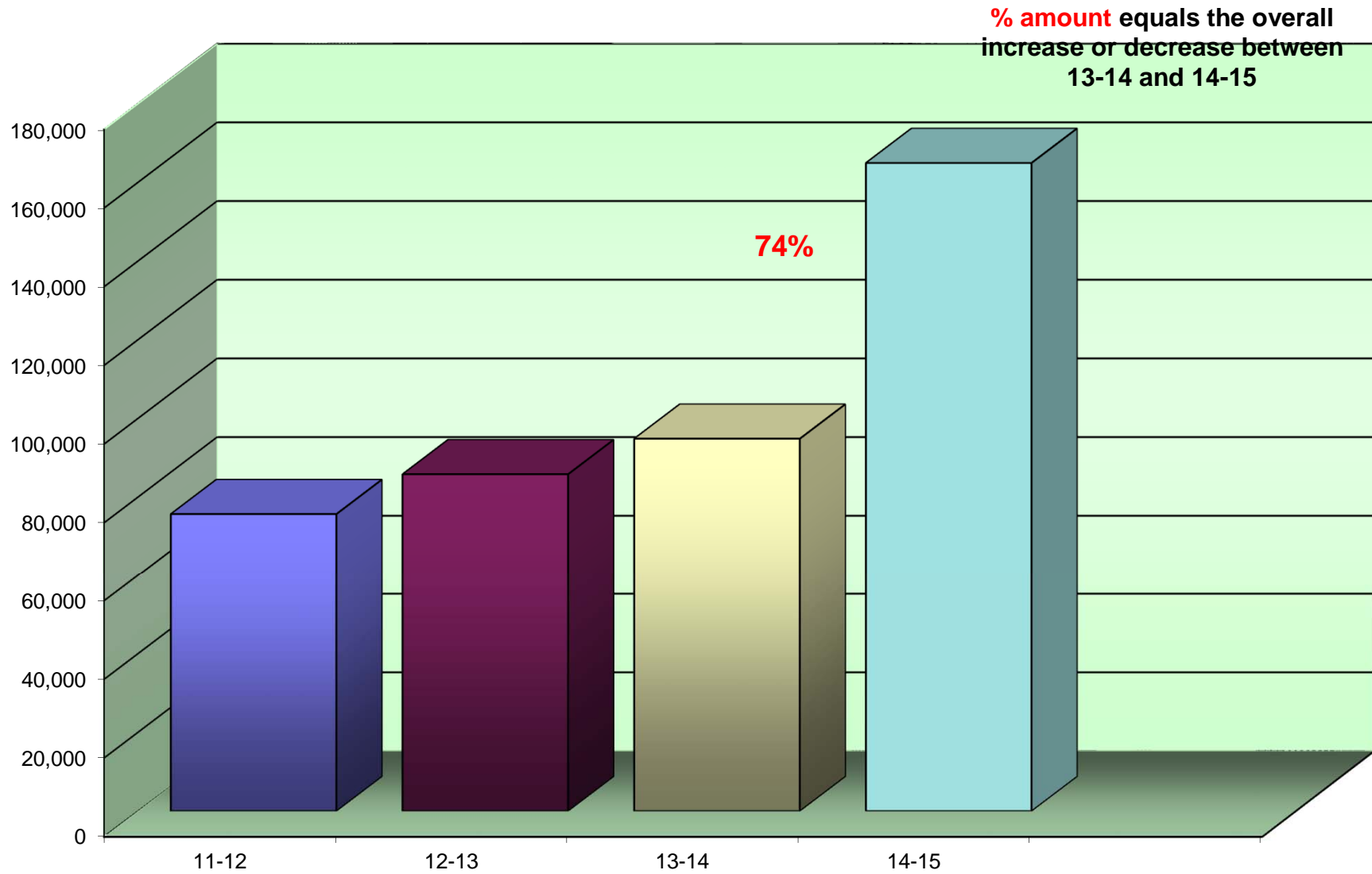
Average Student to Copy Usage – Color Only

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Chelsea Elementary	255	8,775	$405.89	34	$1.59
Palermo Consolidated	31	45,023	$2,008.92	1,452	$64.80
SVRSU District Office	0	24,448	$1,195.77	0	$0.00
Whitefield	173	29,570	$1,619.16	171	$9.36
Whitefield Adult Education	3	527	$23.40	176	$7.80
Windsor Elementary	314	56,604	$2,561.76	180	$8.16
Totals	**776**	**164,947**	**$7,814.91**	**213**	**$10.07**

Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	Total Student Population	*Total Annual Volume*	*Total District Cost**	*Annual Copies Per Student*	*Annual Cost Per Student*
All Schools w/student populations	**114,078**	**14,258,074**	**$796,263.47**	**125**	**$6.98**

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

Average Copies Per Student - Color

Year	Copies
14/15	125
13/14	92
12/13	72
11/12	56
10/11	49

Color to Total Volume Percentage

4.6%

4,327,413

6.0%

2,604,881

4,500,000

4,000,000

3,500,000

3,000,000

2,500,000

2,000,000

1,500,000

1,000,000

500,000

0

164,947

209,678

Black

Color

RSU 12

All Schools Avg
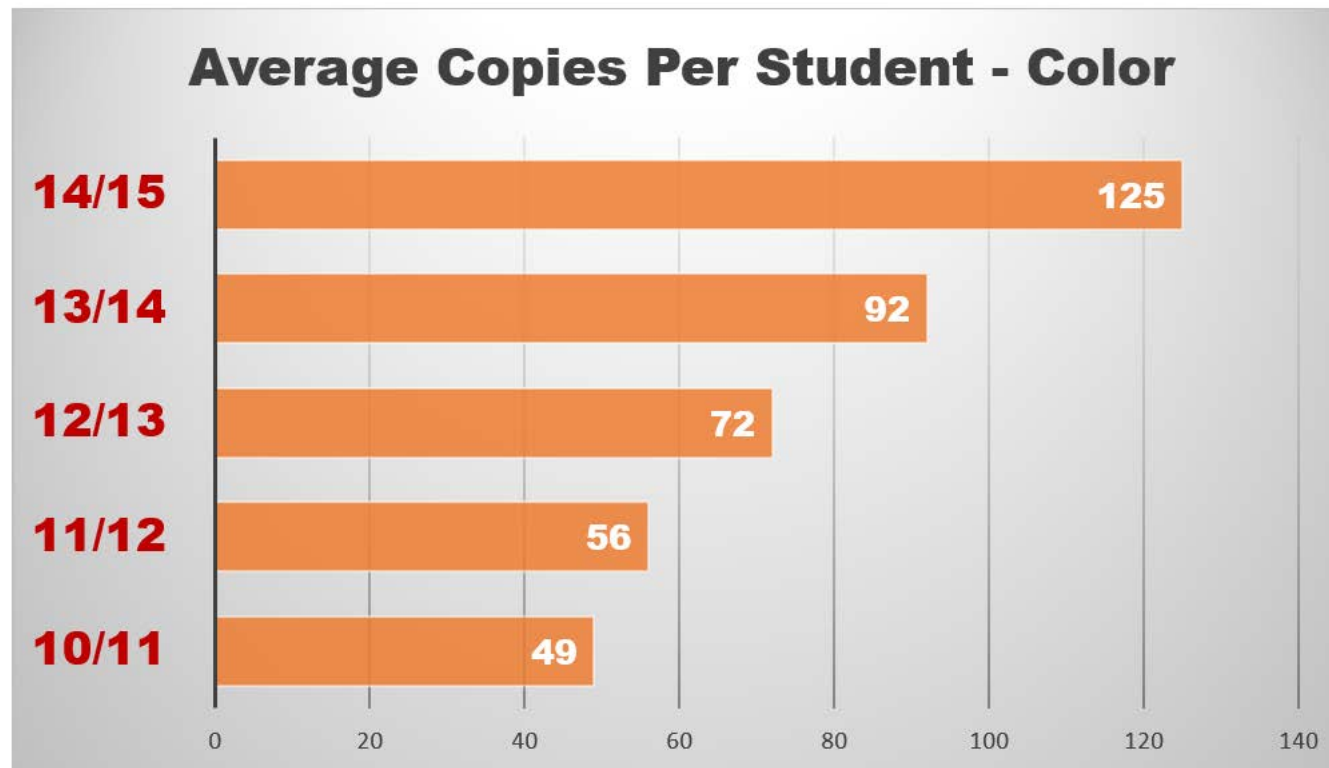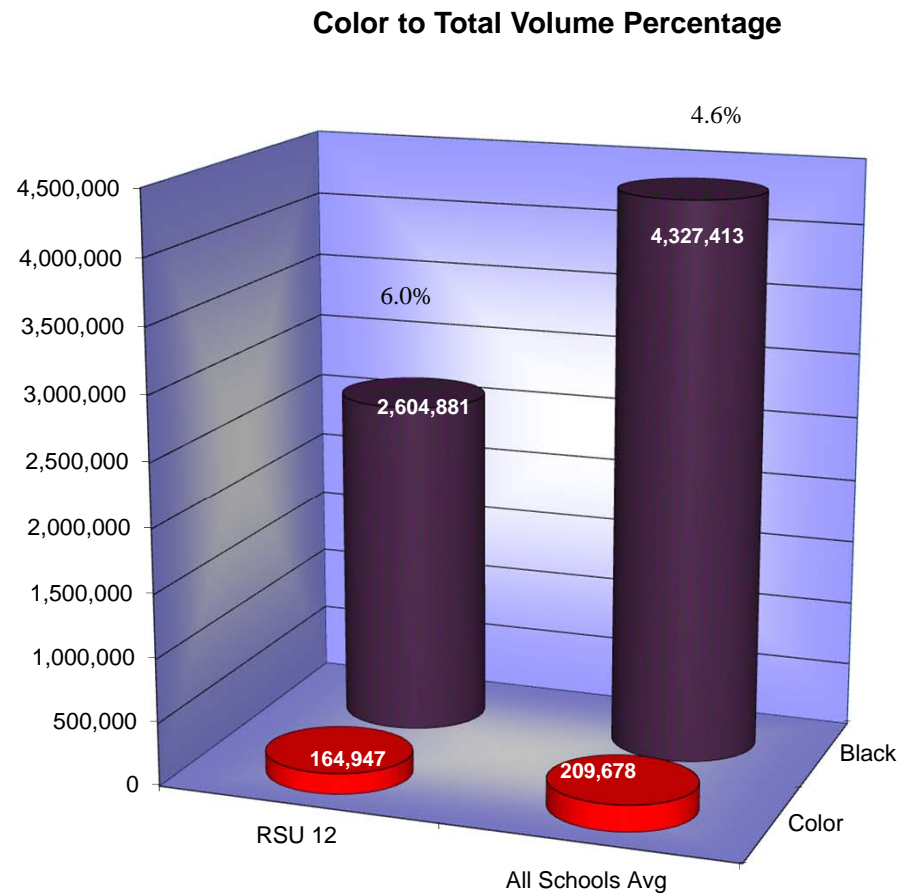
Usage Profile for Service & Supplies

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

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014* *Meter*	*6/30/2015* *Meter*	*2014-15* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 7/1/2014* *Recommendations*
Chelsea Elementary					
Cafeteria					
HP Laser Jet 4300 / 45 PPM	788,879	788,879	0	$0.018950	Traded
CNGY532746 /				$0.00	
1,000,000 / 11/2002	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					
HP Laser Jet Pro M401DN / 35 PPM	278	1,667	1,389	$0.008750	None at this time.
PHGFB10245 /				$12.15	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
Axis					
Toshiba e-Studio 657 / 65 PPM	0	345,186	345,186	$0.003500	None at this time.
CAFD11470 / 5074				$1,208.15	
3,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
A-COPI					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014* *Meter*	*6/30/2015* *Meter*	*2014-15* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 7/1/2014* **Recommendations**
Chelsea Elementary					
Grades 3-5 Wing Work Room					
Toshiba e-Studio 657 / 65 PPM	0	288,286	288,286	$0.003500	None at this time.
CAFD11467 / 5066				$1,009.00	
3,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
A-COPI					
Library					
HP Laser Jet 4050 / 17 PPM	294,942	295,292	350	$0.018950	Traded
USBB086052 /				$6.63	
200,000 / 05/1999	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					
HP Laser Jet Pro M401DN / 35 PPM	66	5,423	5,357	$0.008750	None at this time.
PHGFB17816 /				$46.87	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
Axis					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014* *Meter*	*6/30/2015* *Meter*	*2014-15* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
				Date of Last Upgrade: 7/1/2014	

Chelsea Elementary

Main Office

HP Laser Jet 4300 / 45 PPM	339,507	339,549	42	$0.018950	Traded
CNDY511290 /				$0.80	
1,000,000 / 11/2002	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					

HP Laser Jet Pro M401DN / 35 PPM	24	311	287	$0.008750	None at this time.
VNG4X18756 /				$2.51	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
Axis					

Toshiba E-4520c / 45 PPM	330,080	334,591	4,511	$0.005330	Traded
CAB018949 / 1537				$24.04	
1,000,000 / 05/2008	29,734	30,838	1,104	$0.05915	
Color Photocopier				$65.30	
Not Connected /					
A-COPI					

Toshiba e-Studio 4540c / 45 PPM	0	61,824	61,824	$0.004200	None at this time.
SMI380683 / 5083				$259.66	
1,000,000 / 05/2011	0	7,671	7,671	$0.04440	
Color Photocopier				$340.59	
/					
A-COPI					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations* *Date of Last Upgrade: 7/1/2014*
Chelsea Elementary					
Toshiba e-Studio 655 / 65 PPM	965,424	972,195	6,771	$0.004110	Traded
CCD116536a / 2586				$27.83	
3,000,000 / 06/2009	0	0	0	$0.00000	
Black Photocopier				$0.00	
Not Connected /					
A-COPI					
Room 209					
Toshiba e-Studio 655 / 65 PPM	972,195	1,057,122	84,927	$0.004110	None at this time.
CCD116536 / 2586				$349.05	
3,000,000 / 06/2009	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
A-COPI					
Room 6					
Toshiba e-Studio 655 / 65 PPM	876,783	908,482	31,699	$0.004230	Traded
CCH911120a / 1523				$134.09	
3,000,000 / 06/2009	0	0	0	$0.00000	
Black Photocopier				$0.00	
Not Connected /					
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Chelsea Elementary					
Room 8					
Toshiba e-Studio 452 / 45 PPM	331,153	331,734	581	$0.005330	Traded
CID729291 / 1303				$3.10	
1,000,000 / 01/2006	0	0	0	$0.00000	
Black Photocopier				$0.00	
Not Connected /					
A-COPI					
STORAGE					
HP Laser Jet 4 / 8 PPM	128,383	128,383	0	$0.018950	Traded
USOF049879 /				$0.00	
150,000 / 10/1992	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					
Teachers' Room					
Toshiba e-Studio 655 / 65 PPM	660,449	660,449	0	$0.004230	Traded
CCH911086a / 1483				$0.00	
3,000,000 / 06/2009	0	0	0	$0.00000	
Black Photocopier				$0.00	
Not Connected /					
A-COPI					

Date of Last Upgrade: 7/1/2014

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
					Date of Last Upgrade: 7/1/2014
Chelsea Elementary					
Volunteer Office					
Toshiba e-Studio 655 / 65 PPM	660,449	672,841	12,392	$0.004230	None at this time.
CCH911086 / 1483				$52.42	
3,000,000 / 06/2009	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
A-COPI					

	Subtotals BW	843,602	$3,136.30
	Subtotals Color	8,775	$405.89

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
				Date of Last Upgrade: 7/1/2014	

Palermo Consolidated

Classroom 5

Savin MP301SPF / 31 PPM	0	8,142	8,142	$0.004200	None at this time.
W914P300435 / 5078				$34.20	
750,000 / 06/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
/					
A-COPI					

Classroom 7

HP Laser Jet Pro M401DN / 35 PPM	0	3,750	3,750	$0.008750	None at this time.
VNG3H05365 /				$32.81	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
Axis					

Grade 5-8 Closet

Oce im4511 / 45 PPM	523,689	524,348	659	$0.004900	Traded
5070878 / GA61B				$3.23	
1,000,000 / 05/2005	0	0	0	$0.00000	
Black Photocopier				$0.00	
Not Connected /					
CanonME					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	*Date of Last Upgrade: 7/1/2014* Recommendations
Palermo Consolidated					
Grades 5-8 Closet					
Toshiba e-Studio 455 / 45 PPM	194,261	256,654	62,393	$0.004500	None at this time.
COB021094 / 5108				$280.77	
1,000,000 / 06/2009	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
A-COPI					
Grades K-4 Hall					
Toshiba e-Studio 557 / 55 PPM	0	150,507	150,507	$0.004200	None at this time.
CADD10066 / 5051				$632.13	
3,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
A-COPI					
K-4 Hall					
Oce VL4222 / 42 PPM	503,806	506,057	2,251	$0.004230	Traded
A0R6211002084 / GA619				$9.52	
1,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
Not Connected /					
CanonME					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014* *Meter*	*6/30/2015* *Meter*	*2014-15* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 7/1/2014* **Recommendations**
Palermo Consolidated					
Library					
Xerox 8860MFP / 30 PPM	11,718	11,875	157	$0.005330	Traded
HBB402990 /				$0.84	
750,000 / 09/2007	50,742	51,632	890	$0.05552	
Color Photocopier				$49.41	
Not Connected / 5/25/2015					
VARY					
Main Office					
HP Laser Jet 4300 / 45 PPM	234,064	234,064	0	$0.018950	Traded
CNGY428092 /				$0.00	
1,000,000 / 11/2002	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					
HP Laser Jet Pro M401DN / 35 PPM	470	506	36	$0.008750	None at this time.
PHGFD16285 /				$0.32	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
AXIS					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014* *Meter*	*6/30/2015* *Meter*	*2014-15* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
					Date of Last Upgrade: 7/1/2014
Palermo Consolidated					
Main Office Hall					
Oce VL5022 / 50 PPM	602,339	608,218	5,879	$0.004230	Traded
A0R5211000560 / GA5YC				$24.87	
2,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
Not Connected /					
CanonME					
Toshiba e-Studio 5540c / 55 PPM	0	99,962	99,962	$0.004200	None at this time.
CBKC24033 / 5072				$419.84	
3,000,000 / 05/2011	0	44,133	44,133	$0.04440	
Color Photocopier				$1,959.51	
/					
A-COPI					
Music Room					
Samsung ML-3051N / 30 PPM	36,943	37,024	81	$0.028850	Traded
3R61BKBP117657J /				$2.34	
750,000 / 06/2006	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					
Subtotals BW		333,817		$1,440.85	
Subtotals Color		45,023		$2,008.92	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014* *Meter*	*6/30/2015* *Meter*	*2014-15* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations* *Date of Last Upgrade: 7/1/2014*
SVRSU District Office					
Adult Ed North					
Toshiba E-4520c / 45 PPM	76,045	76,045	0	$0.005330	Traded
CAB018937 / 1530				$0.00	
1,000,000 / 05/2008	6,748	6,748	0	$0.05915	
Color Photocopier				$0.00	
Not Connected /					
A-COPI					
Front Hall					
Oce VL3622C / 36 PPM	145,222	146,043	821	$0.005330	Traded
A0EDW11000839 / GA61E				$4.38	
750,000 / 10/2009	23,959	24,319	360	$0.05915	
Color Photocopier				$21.29	
/					
CanonME					
Toshiba e-Studio 455 / 45 PPM	299,593	314,193	14,600	$0.004500	None at this time.
COG027158 / 5120				$65.70	
1,000,000 / 06/2009	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
A-COPI					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014* *Meter*	*6/30/2015* *Meter*	*2014-15* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 7/1/2014* *Recommendations*
SVRSU District Office					
Head Start Hall					
Toshiba e-Studio 655 / 65 PPM	876,783	926,751	49,968	$0.004230	None at this time.
CCH911120 / 1523				$211.36	
3,000,000 / 06/2009	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
A-COPI					
Lisa's Office					
HP Laser Jet 4300 / 45 PPM	52,693	52,693	0	$0.018950	Traded
CNBY814259 /				$0.00	
1,000,000 / 11/2002	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014* *Meter*	*6/30/2015* *Meter*	*2014-15* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
				Date of Last Upgrade: 7/1/2014	

SVRSU District Office

Main Office

HP Laser Jet 4300 / 45 PPM	42,582	45,218	2,636	$0.018950	Traded
CNGY413802 /				$49.95	
1,000,000 / 11/2002	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					

Oce VL4222 / 42 PPM	65,533	65,802	269	$0.004230	Traded
A0R6211002019 / GA61A				$1.14	
1,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
CanonME					

Toshiba e-Studio 5560c / 55 PPM	0	53,143	53,143	$0.004200	None at this time.
CSED11810 / 5119				$223.20	
3,000,000 / 04/2014	0	16,869	16,869	$0.04440	
Color Photocopier				$748.98	
/					
A-COPI					

Xerox 8400N / 24 PPM	43,614	43,614	0	$0.028850	Traded
RPC100149 /				$0.00	
500,000 / 01/2004	76,877	76,877	0	$0.25446	
Color Network Printer				$0.00	
Not Connected /					
SPC					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
				Date of Last Upgrade: 7/1/2014	
SVRSU District Office					
Xerox 8860MFP / 30 PPM	9,565	9,735	170	$0.005330	Traded
HBB402972 /				$0.91	
750,000 / 09/2007	23,289	23,705	416	$0.05552	
Color Photocopier				$23.10	
Not Connected / 5/25/2015					
VARY					
Main Office - MICR					
HP Laser Jet P3015 MICR / 42 PPM	0	13,808	13,808	$0.008750	7 years from Intro.
VND3F16676 /				$120.82	
200,000 / 07/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
Axis					
HP Laser Jet P3015 MICR / 42 PPM	0	17,621	17,621	$0.008750	7 years from Intro.
VND3F16675 /				$154.18	
200,000 / 07/2008	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
Axis					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
				Date of Last Upgrade: 7/1/2014	

SVRSU District Office

Martha's Office

HP Laser Jet 4000 / 17 PPM	237,847	237,847	0	$0.018950	Traded
USRB005555 /				$0.00	
200,000 / 11/1997	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					

Office Hall

Toshiba E-523T / 52 PPM	821,133	830,852	9,719	$0.005330	Traded
CZC828620 / 0131				$51.80	
3,000,000 / 01/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
Not Connected /					
A-COPI					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
					Date of Last Upgrade: 7/1/2014

SVRSU District Office

Roxy's Office

HP Laser Jet 4200 / 35 PPM	153,466	154,256	790	$0.018950	Traded
				$14.97	
CNDX100345 /					
750,000 / 11/2002	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					

HP Laser Jet Pro M401DN / 35 PPM	0	5,491	5,491	$0.008750	None at this time.
				$48.05	
VNG4X24874 /					
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
Axis					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014* *Meter*	*6/30/2015* *Meter*	*2014-15* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
					Date of Last Upgrade: 7/1/2014
SVRSU District Office					
Special Education Office					
Toshiba E-4520c / 45 PPM	187,634	207,462	19,828	$0.005330	Traded
CAB018940 / 1529				$105.68	
1,000,000 / 05/2008	72,292	79,095	6,803	$0.05915	
Color Photocopier				$402.40	
/					
A-COPI					
Toshiba e-Studio 457 / 45 PPM	0	36,493	36,493	$0.004200	None at this time.
CEGD23247 / 5132				$153.27	
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
A-COPI					
Subtotals BW		225,357		$1,205.41	
Subtotals Color		24,448		$1,195.77	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
				Date of Last Upgrade: 7/1/2014	

Whitefield

Cafeteria

Oce fx3000 / 30 PPM	15,303	15,594	291	$0.005330	Traded
0020764 / GH6Z5				$1.55	
750,000 / 09/2006	0	0	0	$0.00000	
Black Photocopier				$0.00	
Not Connected /					
CanonME					
Savin MP301SPF / 31 PPM	0	8,065	8,065	$0.004200	None at this time.
W914P502610 / 5081				$33.87	
750,000 / 06/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
/					
A-COPI					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
				Date of Last Upgrade: 7/1/2014	

Whitefield

Library

HP Laser Jet 2100 / 10 PPM	194,553	194,553	0	$0.028850	Traded
USBD046284 /				$0.00	
150,000 / 04/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					

Oce fx3000 / 30 PPM	72,257	72,393	136	$0.005330	Traded
0020679 / GA61W				$0.72	
750,000 / 09/2006	0	0	0	$0.00000	
Black Photocopier				$0.00	
Not Connected /					
CanonME					

Savin MP301SPF / 31 PPM	0	18,444	18,444	$0.004200	None at this time.
W914P502613 / 5079				$77.46	
750,000 / 06/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
/					
A-COPI					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
				Date of Last Upgrade: 7/1/2014	

Whitefield

Main Office

HP Laser Jet 2100 / 10 PPM	21,170	21,170	0	$0.028850	Traded
USG20979407 /				$0.00	
150,000 / 04/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					

HP Laser Jet Pro M401DN / 35 PPM	383	719	336	$0.008750	None at this time.
PHGFB06581 /				$2.94	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
Axis					

Oce VL3622C / 36 PPM	135,080	135,962	882	$0.005330	Traded
A0EDW11000840 / GA61U				$4.70	
750,000 / 10/2009	46,098	46,711	613	$0.05915	
Color Photocopier				$36.26	
Not Connected /					
CanonME					

Toshiba e-Studio 4540c / 45 PPM	0	32,316	32,316	$0.004200	None at this time.
SMI380662 / 5073				$135.73	
1,000,000 / 05/2011	0	23,127	23,127	$0.04440	
Color Photocopier				$1,026.84	
/					
A-COPI					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014* *Meter*	*6/30/2015* *Meter*	*2014-15* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
Whitefield					
Math - Howard					
HP Laser Jet 2100 / 10 PPM	160,480	163,468	2,988	$0.008750	8 years from Intro.
USCD008346 /				$26.15	
150,000 / 04/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
AXIS					
Principal's Office					
HP Laser Jet 2100 / 10 PPM	160,324	160,480	156	$0.028850	Traded
USCD008346a /				$4.50	
150,000 / 04/2007	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					
HP Laser Jet Pro M401DN / 35 PPM	0	2,082	2,082	$0.008750	None at this time.
PHGFD16316 /				$18.22	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
Axis					

Date of Last Upgrade: 7/1/2014

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
				Date of Last Upgrade: 7/1/2014	

Whitefield

Room 15

Oce VL5022 / 50 PPM	791,228	796,258	5,030	$0.004230	Traded
A0PP211000708 / GA62F				$21.28	
2,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
Not Connected /					
CanonME					

STORAGE

Xerox 8560MFP / 30 PPM	8,325	9,792	1,467	$0.005330	Traded
CXF333786 /				$7.82	
750,000 / 02/2007	16,400	22,230	5,830	$0.09538	
Color Photocopier				$556.07	
Not Connected / 5/1/2015					
SPC					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
Whitefield				Date of Last Upgrade: 7/1/2014	
Teachers' Room					
Oce VL5022 / 50 PPM	1,145,507	1,148,296	2,789	$0.004230	Traded
A0PP211000759 / GA61C				$11.80	
2,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
Not Connected /					
CanonME					
Toshiba e-Studio 657 / 65 PPM	0	148,399	148,399	$0.003500	None at this time.
CAFD11486 / 5077				$519.40	
3,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
A-COPI					
Toshiba e-Studio 657 / 65 PPM	0	225,502	225,502	$0.003500	None at this time.
CAFD11485 / 5075				$789.26	
3,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
A-COPI					
		Subtotals BW	**448,883**	**$1,655.39**	
		Subtotals Color	**29,570**	**$1,619.16**	

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
					Date of Last Upgrade: 7/1/2014
Whitefield Adult Education					
Classroom					
Oce VL4222 / 42 PPM	138,126	138,627	501	$0.004230	Traded
A0R6211002319 / GA615				$2.12	
1,000,000 / 12/2008	0	0	0	$0.00000	
Black Photocopier				$0.00	
Not Connected /					
CanonME					
Office					
Toshiba e-Studio 3055C / 30 PPM	0	7,001	7,001	$0.004500	Traded
C7IC23457 / 5080				$31.50	
750,000 / 07/2013	0	527	527	$0.04440	
Color Photocopier				$23.40	
/					
A-COPI					
Subtotals BW		*7,502*	*$33.62*		
Subtotals Color		*527*	*$23.40*		

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations* *Date of Last Upgrade: 7/1/2014*

Windsor Elementary

8th Grade Barnes Room #327

Brother HL-5170DN / 24 PPM	44,048	44,048	0	$0.028850	Traded
U61444L7J351779 /				$0.00	
500,000 / 01/2004	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					

Asst. Principal's Office

HP Laser Jet 4050 / 17 PPM	215,860	215,860	0	$0.018950	Traded
USOX069617 /				$0.00	
200,000 / 05/1999	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					

Computer Lab

Oce fx3000 / 30 PPM	41,494	41,518	24	$0.005330	Traded
0020468 / GA61Y				$0.13	
750,000 / 09/2006	0	0	0	$0.00000	
Black Photocopier				$0.00	
Not Connected /					
CanonME					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014* *Meter*	*6/30/2015* *Meter*	*2014-15* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Recommendations*
					Date of Last Upgrade: 7/1/2014

Windsor Elementary

Computer Lab Room 309

Savin MP301SPF / 31 PPM	0	7,225	7,225	$0.004200	Traded
W914P502533 / 5082				$30.35	
750,000 / 06/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
/					
A-COPI					

Conference Room 326

Toshiba e-Studio 657 / 65 PPM	0	228,255	228,255	$0.003500	None at this time.
CAFD11471 / 5076				$798.89	
3,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
A-COPI					

Library

Oce fx3000 / 30 PPM	57,667	58,137	470	$0.005330	Traded
0020767 / GA627				$2.51	
750,000 / 09/2006	0	0	0	$0.00000	
Black Photocopier				$0.00	
Not Connected /					
CanonME					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014 Meter*	*6/30/2015 Meter*	*2014-15 Annual Volume*	*Cost/Copy Annual Cost*	*Recommendations*
				Date of Last Upgrade: 7/1/2014	

Windsor Elementary

Main Office

HP Laser Jet 4300 / 45 PPM	16,994	17,380	386	$0.018950	Traded
CNGY409433 /				$7.31	
1,000,000 / 11/2002	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					

HP Laser Jet Pro M401DN / 35 PPM	4,961	5,495	534	$0.008750	None at this time.
PHGFB13770 /				$4.67	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
/					
AXIS					

Oce VL3622C / 36 PPM	316,152	319,785	3,633	$0.005330	Traded
A0EDW11000781 / GA61G				$19.36	
750,000 / 10/2009	95,005	98,157	3,152	$0.05915	
Color Photocopier				$186.44	
Not Connected /					
CanonME					

Toshiba e-Studio 4540c / 45 PPM	0	73,307	73,307	$0.004200	None at this time.
SMI380652 / 5064				$307.89	
1,000,000 / 05/2011	0	53,313	53,313	$0.04440	
Color Photocopier				$2,367.10	
/					
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
				Date of Last Upgrade: 7/1/2014	

Windsor Elementary

Media Center Room 305

Savin MP301SPF / 31 PPM	0	5,066	5,066	$0.004200	None at this time.
W914P203626 / 5071				$21.28	
750,000 / 06/2012	0	0	0	$0.00000	
Black Laser MFP				$0.00	
/					
A-COPI					

Michele's Office

HP Laser Jet 4300 / 45 PPM	110,578	112,395	1,817	$0.018950	Traded
CNBY707530 /				$34.43	
1,000,000 / 11/2002	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					

Room 202

Toshiba e-Studio 457 / 45 PPM	0	183,764	183,764	$0.004200	None at this time.
CEFD20784 / 5117				$771.81	
1,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2014 Meter	6/30/2015 Meter	2014-15 Annual Volume	Cost/Copy Annual Cost	Recommendations
				Date of Last Upgrade: 7/1/2014	

Windsor Elementary

Room 203

Gestetner DSm 735 / 35 PPM	933,893	939,386	5,493	$0.005330	Traded
K9365401810 / 1611				$29.28	
750,000 / 10/2005	0	0	0	$0.00000	
Black Photocopier				$0.00	
Not Connected /					
A-COPI					

Room 326

Canon IRC5051 / 51 PPM	185,772	189,118	3,346	$0.004230	Traded
GOM02229 / GACSK				$14.15	
3,000,000 / 10/2009	123,415	123,415	0	$0.05915	
Color Photocopier				$0.00	
Not Connected /					
CanonME					

Room 327

Brother HL-5170DN / 24 PPM	53,091	53,091	0	$0.028850	Traded
U60966L4J624641 /				$0.00	
500,000 / 01/2004	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					

Make-Model / Speed *Serial Number / Vendor ID* *Life / Intro Date* *Connectivity / Printer Exp Date* *Vendor*	*7/1/2014* *Meter*	*6/30/2015* *Meter*	*2014-15* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	*Date of Last Upgrade: 7/1/2014* *Recommendations*
Windsor Elementary					
Teachers' Work Room					
Canon IRC5051 / 51 PPM	369,740	373,479	3,739	$0.004230	Traded
GOM10347 / GACSJ				$15.82	
3,000,000 / 10/2009	15,082	15,221	139	$0.05915	
Color Photocopier				$8.22	
Not Connected /					
CanonME					
Toshiba e-Studio 657 / 65 PPM	0	228,661	228,661	$0.003500	None at this time.
CAFD11487 / 5065				$800.31	
3,000,000 / 06/2014	0	0	0	$0.00000	
Black Photocopier				$0.00	
/					
A-COPI					
Unknown					
Brother HL-5170DN / 24 PPM	23,896	23,896	0	$0.028850	Traded
TGG3900533 /				$0.00	
500,000 / 01/2004	0	0	0	$0.00000	
Black Network Printer				$0.00	
Not Connected /					
VARY					
	Subtotals BW	**745,720**	**$2,858.19**		
	Subtotals Color	**56,604**	**$2,561.76**		

District Wide Black Totals	*2,604,881*	*$10,329.78*
District Wide Color Totals	*164,947*	*$7,814.91*

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 1/15/1998 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2014-15 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
2,604,881	$0.01740	$45,324.93

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
2,604,881	$0.00397	$10,341.38	$34,983.55	$174,917.76

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $34,983.55 x 17 years as a Client = $594,720.38 Cost Savings!

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Chelsea Elementary	843,602	$3,136.30	$4,185.95	$11,712.11	$19,034.36
Palermo Consolidated	333,817	$1,440.85	$1,656.40	$4,634.53	$7,731.79
Whitefield	448,883	$1,655.39	$2,227.36	$6,232.05	$10,114.80
Windsor Elementary	745,720	$2,858.19	$3,700.26	$10,353.17	$16,911.62
SVRSU District Office	225,357	$1,205.41	$1,118.22	$3,128.73	$5,452.37
Whitefield Adult Education	7,502	$33.62	$37.22	$104.15	$175.00
Total	**2,604,881**	**$10,329.78**	**$12,925.42**	**$36,164.74**	**$59,419.94**

SPC Equipment Bids:

Presently our Bids are coming in at 14.5% to 22% of Retail while the current Salesman's Cost is 50% of Retail. Example: Currently our bids for a Xerox 5890PT RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print-Fax 90 Copies per Minute are coming in at $6,333 with a Retail Cost of $43,495….14.5% of Retail!

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
Chelsea Elementary	8,775	$405.89
Palermo Consolidated	45,023	$2,008.92
Whitefield	29,570	$1,619.16
Windsor Elementary	56,604	$2,561.76
SVRSU District Office	24,448	$1,195.77
Whitefield Adult Education	527	$23.40
Total	**164,947**	**$7,814.91**

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. <mark>No CPC increase for current year</mark> .

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
A-COPI	Black Laser MFP	46,942	$0.00420	$197.16	$0.00420	$197.16
A-COPI	Black Photocopier	1,464,289	$0.00350	$5,125.01	$0.00350	$5,125.01
A-COPI	Black Photocopier	91,698	$0.00411	$376.88	$0.00411	$376.88
A-COPI	Black Photocopier	370,764	$0.00420	$1,557.21	$0.00420	$1,557.21
A-COPI	Black Photocopier	94,059	$0.00423	$397.87	$0.00423	$397.87
A-COPI	Black Photocopier	76,993	$0.00450	$346.47	$0.00450	$346.47
A-COPI	Black Photocopier	15,793	$0.00533	$84.18	$0.00533	$84.18
A-COPI	Color Photocopier	320,552	$0.00420	$1,346.32	$0.00420	$1,346.32
A-COPI	Color Photocopier	7,001	$0.00450	$31.50	$0.00450	$31.50
A-COPI	Color Photocopier	24,339	$0.00533	$129.73	$0.00533	$129.73
Axis Business Solutions	Black Network Printer	53,679	$0.00875	$469.69	$0.00875	$469.69
Canon Solutions Maine	Black Photocopier	16,719	$0.00423	$70.72	$0.00423	$70.72
Canon Solutions Maine	Black Photocopier	659	$0.00490	$3.23	$0.00490	$3.23
Canon Solutions Maine	Black Photocopier	921	$0.00533	$4.91	$0.00533	$4.91
Canon Solutions Maine	Color Photocopier	7,085	$0.00423	$29.97	$0.00423	$29.97
Canon Solutions Maine	Color Photocopier	5,336	$0.00533	$28.44	$0.00533	$28.44
SPC Supported	Color Network Printer	0	$0.02885	$0.00	$0.02885	$0.00
SPC Supported	Color Photocopier	1,467	$0.00533	$7.82	$0.00533	$7.82

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
Vary Technologies	Black Network Printer	6,021	$0.01895	$114.10	$0.01895	$114.10
Vary Technologies	Black Network Printer	237	$0.02885	$6.84	$0.02885	$6.84
Vary Technologies	Color Photocopier	327	$0.00533	$1.74	$0.00533	$1.74
Total		**2,604,881**	**$0.00397**	**$10,329.78**	**$0.00397**	**$10,329.78**

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. No CPC increase for current year.

Vendor	Equipment Type	Annual Volume	2014-2015 Cost / Copy	Total Cost	2015-2016 Cost / Copy	Projected Cost
A-COPI	Color Photocopier	145,640	$0.04440	$6,466.42	$0.04440	$6,466.42
A-COPI	Color Photocopier	7,907	$0.05915	$467.70	$0.05915	$467.70
Canon Solutions Maine	Color Photocopier	4,264	$0.05915	$252.22	$0.05915	$252.22
SPC Supported	Color Network Printer	0	$0.25446	$0.00	$0.25446	$0.00
SPC Supported	Color Photocopier	5,830	$0.09538	$556.07	$0.09538	$556.07
Vary Technologies	Color Photocopier	1,306	$0.05552	$72.51	$0.05552	$72.51
Total		**164,947**	**$0.04738**	**$7,814.91**	**$0.04738**	**$7,814.91**

Reprographic Equipment Assessment

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

Total Number of Units	**35**
Total Number of Units on Lease	**29**
Total Number of Units Owned	**6**
Lease Company	**Northway Bank**
Lease Start Date	**7/1/2014**
Lease End Date	**8/1/2018**
Term	**6 Annual**
Annual Payment usually due on 8/1	**$36,164.74**
Remaining Payments	**3**

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

Leased Equipment

Building	Make/Model	Serial Number
Chelsea Elementary	HP Laser Jet Pro M401DN	PHGFB17816
Chelsea Elementary	HP Laser Jet Pro M401DN	VNG4X18756
Chelsea Elementary	Toshiba e-Studio 657	CAFD11470
Chelsea Elementary	Toshiba e-Studio 657	CAFD11467
Chelsea Elementary	Toshiba e-Studio 4540c	SMI380683
Chelsea Elementary	HP Laser Jet Pro M401DN	PHGFB10245
Palermo Consolidated	Savin MP301SPF	W914P300435
Palermo Consolidated	HP Laser Jet Pro M401DN	VNG3H05365
Palermo Consolidated	HP Laser Jet Pro M401DN	PHGFD16285
Palermo Consolidated	Toshiba e-Studio 5540c	CBKC24033
Palermo Consolidated	Toshiba e-Studio 557	CADD10066
SVRSU District Office	HP Laser Jet P3015 MICR	VND3F16675
SVRSU District Office	HP Laser Jet P3015 MICR	VND3F16676
SVRSU District Office	HP Laser Jet Pro M401DN	VNG4X24874
SVRSU District Office	Toshiba e-Studio 457	CEGD23247
SVRSU District Office	Toshiba e-Studio 5560c	CSED11810
Whitefield	Savin MP301SPF	W914P502610
Whitefield	Toshiba e-Studio 4540c	SMI380662
Whitefield	Savin MP301SPF	W914P502613
Whitefield	Toshiba e-Studio 657	CAFD11486
Whitefield	Toshiba e-Studio 657	CAFD11485
Whitefield	HP Laser Jet Pro M401DN	PHGFD16316
Whitefield	HP Laser Jet Pro M401DN	PHGFB06581
Windsor Elementary	Toshiba e-Studio 657	CAFD11487
Windsor Elementary	HP Laser Jet Pro M401DN	PHGFB13770
Windsor Elementary	Toshiba e-Studio 4540c	SMI380652
Windsor Elementary	Toshiba e-Studio 457	CEFD20784
Windsor Elementary	Savin MP301SPF	W914P203626

Building	Make/Model	Serial Number
Windsor Elementary	Toshiba e-Studio 657	CAFD11471

Owned Equipment

Building	Make/Model	Serial Number
Chelsea Elementary	Toshiba e-Studio 655	CCH911086
Chelsea Elementary	Toshiba e-Studio 655	CCD116536
Palermo Consolidated	Toshiba e-Studio 455	CQB021094
SVRSU District Office	Toshiba e-Studio 655	CCH911120
SVRSU District Office	Toshiba e-Studio 455	CQG027158
Whitefield	HP Laser Jet 2100	USCD008346

SERVICE AND SUPPLY CONTRACT - CLIENT

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

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

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

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

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

AGREED AND ACCEPTED BY:
Specialized Purchasing Consultants

By: Skip Tilton

Title: President/Owner

Date: _____

Signature: _____

AGREED AND ACCEPTED BY:
Dunbarton Elementary

By:

Title:

Date: _____

Signature: _____

Named Contracted Vendor: *Vendor*

12/23/13

WARRANTY

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

The only exclusions to this Warranty are as follows:

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

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

AGREED AND ACCEPTED BY:
Vendor

By: John Cox

Title: Market Vice President

Date:

_____
Signature:

AGREED AND ACCEPTED BY:
Client

By:

Title:

Date:

_____
Signature:

12/23/13

StarDoc User Names

Name	User Name
Anne Helm	ahelm@svrsu.org
Belinda Waterhouse	bwaterhouse@svrsu.org
Clarissa Howard	choward@svrsu.org
Debra Taylor	dtaylor@svrsu.org
Howie Tuttle	htuttle@svrsu.org
Lisa Dinsmore	ldinsmore@svrsu.org
Susan Dancer	sdancer@svrsu.org
Susan Sawyer	ssawyer@svrsu.org

*If you need to verify your password or if you need to add users, please contact Alex Webster at awebster@spccopypro.com

2012   **STARDOC created**

- Live Floor Plans - Allows IT administrators to move devices around on their own floor plans.

2013   **Daily Tracking**

- Meters gathered daily to track usage
- Daily adjusts projected annual volumes for fiscal year

2014   **Monthly Audits**

- Allows user to see monthly snapshot of current usage and estimated projections

2015   **New Mapping Options & Asset Management**

- Allows mapping of other IT devices (Wireless Access Points, IP Camera, Projectors, VOIP phones
- IT Asset Management tracks all IT purchases, warranty expirations, etc.

SPC ◆ specialized purchasing consultants
STAR Doc system for tracking and reporting documents

New Feature: IT Asset Management

- **Keep Track of your IT Purchases**
- **Budget for Future Needs**
- **Map Out Your IT Devices on Floor Plans**

IT Asset Management

Legend: < 1 year | 1-3 years | > 3 years

Filters

Type:
(All)
Black Laser MFP
Black Network Printer
Black Photocopier

Warranty End:
(All)
2002-10-01
2013-04-01
2014-10-01

Search

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Type	Make	Model	Introduced	Purchased	Warranty End	Est. Replacement Cost	Est. Replacement Date
Black Laser MFP	Oce	VL3200x	2010-08-01		2020-08-01	LEASE	
Black Network Printer	HP	Laser Jet 4m	1992-10-01		2002-10-01	LEASE	
Black Network Printer	HP	Laser Jet 1300	2003-04-01		2013-04-01	LEASE	
Black Network Printer	HP	Laser Jet 1320TN	2004-10-01		2014-10-01	LEASE	
Black Network Printer	HP	Laser Jet 1022N	2005-05-01		2015-05-01	LEASE	
Black Network Printer	HP	Laser Jet 1022N	2005-05-01		2015-05-01	LEASE	
Black Photocopier	Savin	8055	2006-07-01		2016-07-01	LEASE	
Black Photocopier	Konica Minolta	BH421	2008-06-01		2018-06-01	LEASE	
Black Photocopier	Konica Minolta	BH421	2008-06-01		2018-06-01	LEASE	
Black Photocopier	Konica Minolta	BH421	2008-06-01		2018-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Black Photocopier	Toshiba	e-Studio 855	2009-06-01		2019-06-01	LEASE	
Color Network Printer	Xerox	6180DN	2007-02-01		2017-02-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Network Printer	Canon	LPB5460	2009-08-01		2019-08-01	LEASE	
Color Photocopier	Canon	IRC5045	2009-10-01		2019-10-01	LEASE	
Color Photocopier	Toshiba	e-Studio 3040c	2011-05-01		2021-05-01	LEASE	
Color Photocopier	Toshiba	e-Studio 3040c	2011-05-01		2021-05-01	LEASE	
Digital Projector	Dell	1220		2015-02-02	2019-02-02	$600	2019/09/01
Digital Projector	Dell	1220		2015-02-02	2019-02-02	$600	2019/02/01
IP Camera	Foscam	FI8910W		2015-08-01	2016-08-01	$300	2016/09/01
IP Camera	Foscam	FI8910W		2015-08-01	2016-08-01	$300	2016/08/01
Server	Dell	Optiplex 332		2015-08-02	2018-08-02	$2850	2018/09/02
Server	HP	ProLiant DL360 Gen9		2015-09-01	2018-09-01	$2850	2018/10/01
Switch	Cisco	Catalyst 6800ia		2015-08-02	2018-09-02	$4856	2018/09/02

New Feature: IT Asset Management

Legend:

- 📞 **Voip Phone**
- 📶 **Wireless Access Point**
- 📷 **IP Camera**
- 🖥 **Server**
- 🔀 **Switch**

ID	Room	Make	Model	Connectivity
3	Library	Canon	IRC5045	Networked
3	Library2	Canon	IRC5045	Networked
8	Special Education Room 302	Konica Minolta	BH421	Networked
9	Room 300 Hall	Konica Minolta	BH421	Networked
10	testing room change emails...	Konica Minolta	BH421	Networked
299	Room 300	Canon	LPB5460	Networked
304	Children	Oce	VL3200x	Networked
305	Health Occupation	Canon	LPB5460	Networked
307	Child Care	Canon	LPB5460	Networked
312	313	Canon	LPB5460	Networked

Showing 1 to 10 of 10 entries

Room	Make	Model
Hallway 4	TP-LINK	2000
Teachers	Polycom	VVX 410
Room 28	Dell	1220
Main Hall	Foscam	FI8910W
Room 29	Dell	1220
Library	Dell	1220
Library	Polycom	VVX 410
Main Office	Polycom	VVX 410
Hall A	Foscam	FI8910W
Hall B	Foscam	FI8910W

Edit Other Devices

Benefits of partnering with SPC

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

1. Cooperative Buying

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

➢ SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.

➢ We will _save you money_ benefiting from the combined purchasing power of more than 90 clients with over 3,443 devices doing more than 314 million copies and prints per year. In 2013 we purchased approximately 1,000 printing devices.

➢ 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 <u>STAR Doc</u> Software

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

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

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

3. Simplified Billing Program

➢ Removes the confusion out of billing.

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

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

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

4. Five-Year Equipment Replacement Schedule

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

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

➢ Manages the entire bid process down to the install.

5. Annual Report

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

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

6. Vendor Neutral

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

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

SPC has been serving their clients since 1988, saving millions of dollars along the way.
Based on current actual volumes and CPCs, SPC has generated
<mark>Annual Savings of almost $3.5 million</mark> for all of our clients.
That translates into <mark>Savings of more than $17.2 million over five years!</mark>

SPC Values Our Vendors

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

- Opportunities brought to you – Hundreds of machines each year: In 2013 there were over a thousand.
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

Vendor Ongoing Support

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

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

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