



Specialized Purchasing Consultants

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

2010-11 Annual Report

Year - End Photocopier Analysis

With projected costs for 2011-12

Donn Davis
RSU 14
228 Windham Center Road
Windham, ME 04062



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

September 2011

Skip Tilton
President

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

Donn Davis
RSU 14
228 Windham Center Road
Windham, ME 04062

VISIT US ON THE WEB:
www.spccopypro.com

Dear Donn:

Once again the staff at SPC would like to extend our appreciation for being of service to you and your organization for the past *10 years*. Though each year seems to pose unique challenges, we are thrilled with all that we have been able to accomplish on behalf of our clients for the past *23 years*.

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

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

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

Sincerely,

Skip Tilton
President

Table of Contents

The SPC Team	1
Equipment Health Status.....	2
Aging Equipment Summary	3
Average Student to Copy Usage – Black Only.....	7
Cost Comparison Black Only	7
Black & Color Usage Comparisons.....	10
Average Student to Copy Usage – Color Only.....	11
Usage Profile for Service & Supplies	12
Masters Usage Expenses.....	37
SPC Service & Supply Cost Savings.....	38
Projected Equipment Costs by Building - Black	39
Service & Supply Usage Profile by Vendor - Black.....	40
Projected Equipment Costs by Building - Color.....	41
Service & Supply Usage Profile by Vendor - Color.....	42
Reprographic Equipment Assessment	43
Leased Equipment.....	44
Owned Equipment	46
Active Reprographic Equipment & Manufacturers	47
Improved SPC Services	48
SPC's Service & Supply Contract – Purpose & Sample	49
SPC's Dual-Layered Warranty – Purpose & Explanation.....	50

The SPC Team

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



Skip Tilton, President

Billie Jo Tilton, Vice President

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



Joyce Cutts

Finance Director & Equipment Complaint Coordinator

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

Glen Fortier

Auditor, Electronic Specialist & Equipment Implementation

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



Sarah Allbee

Administration & Marketing

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

Anne Arbore

Administration

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



Pam Weed

Client-Vendor Relations

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

Equipment Health Status

Total Number of Machines:	65
Total Black Photocopiers	40
Total Low Cost of Operation Black Network Printers	7
Total High-Speed Duplicators	3
Total Color Photocopiers (including MFP) and/or Network Printers	15
Total Removed from Service:	0
# of Units OFF Warranty (5 Xerox w/expired Service Contracts Replaced by New Ricoh C300's): So now the # is 12.	17
# of Units Approaching End of Warranty:	12
# of Units Overused:	0
# of Units Underused:	0
# of Problematic Units:	0
# of Units Connected to Network with Print and/or Scan	38
Commencement Date: Raymond 7/7/2008 While Windham was 3/1/2007	
# of Annual Payments Left on Lease....Paid Off for Both Windham and Raymond	
All Warranties and Service Contracts Expire: Raymond 6/30/2013 While Windham was 6/30/2012	
Print Management Software Loaded	Yes
LENP Contract Signed >>>BEU	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."

Donn,

Industry changes since your last Upgrade: Both Ikon and Danka were bought out by manufacturers. While this benefited the companies financially all of the previous brands of Canon and Toshiba were dropped. So in time the quality of service will become an issue.

- The 5 Xerox machines off Service Contract have been replaced with Ricoh MPC300 color photocopiers within the past week.

Skip

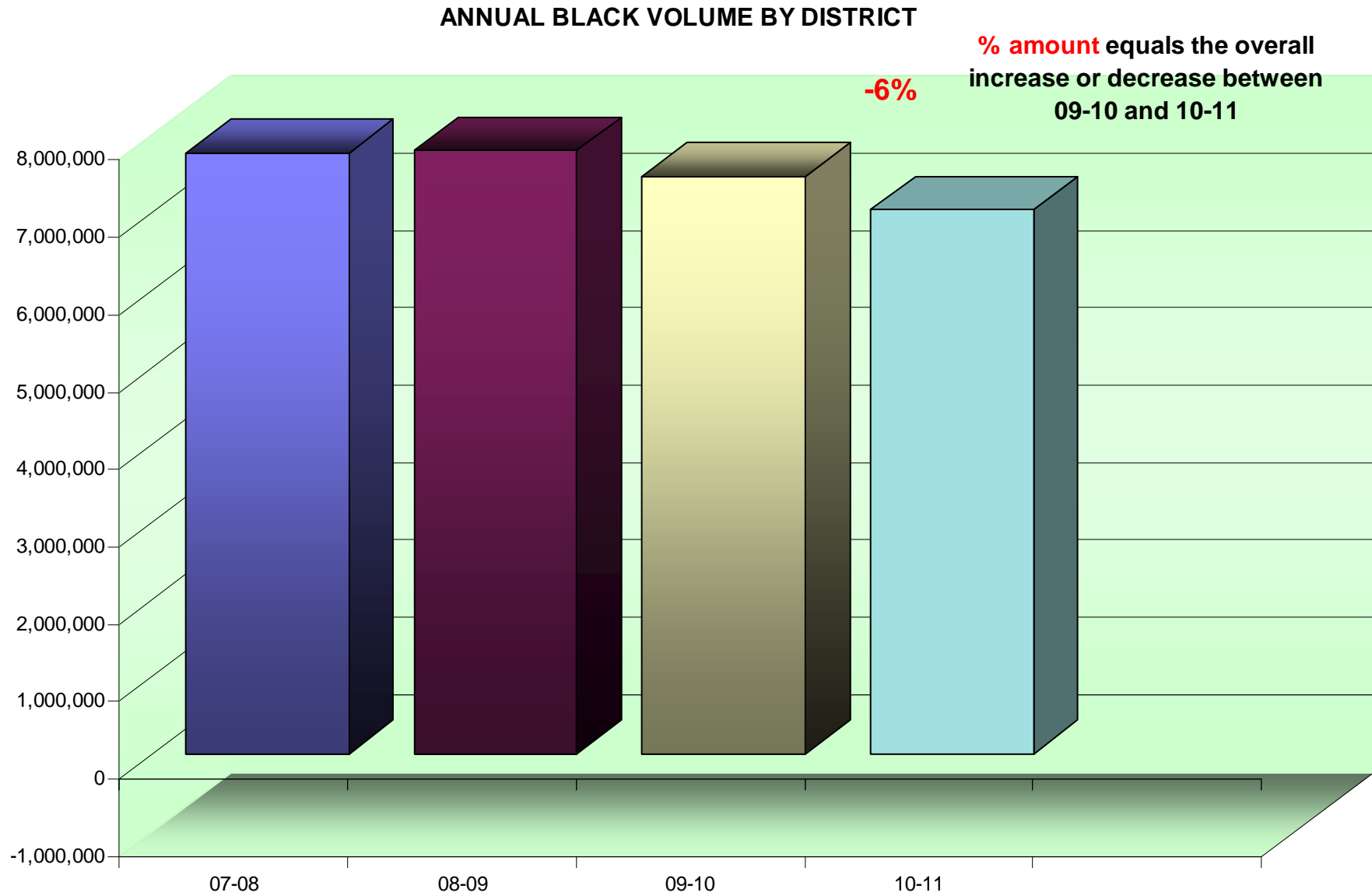
Aging Equipment Summary

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.

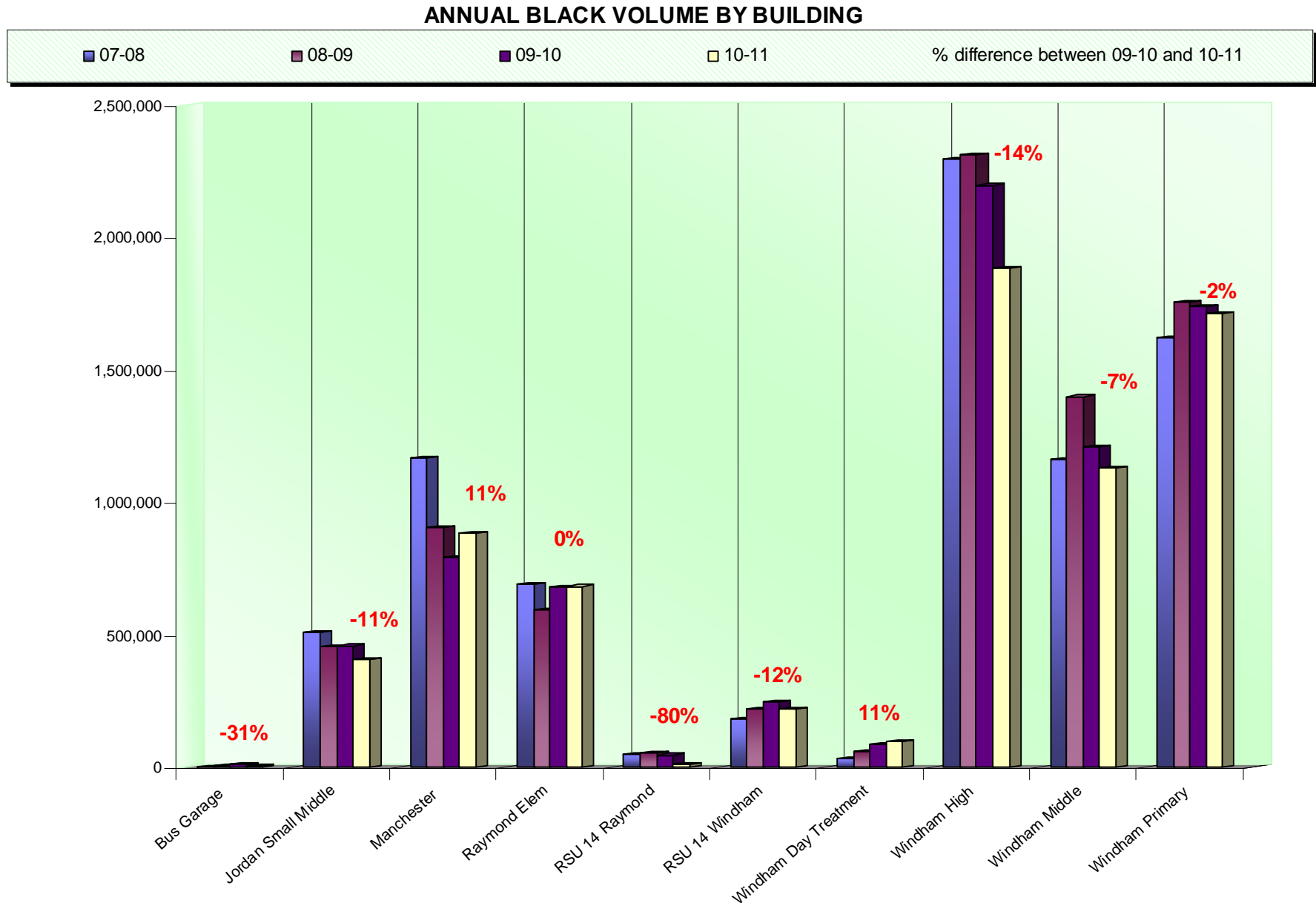
Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
Day Treatment Program/Little Falls ES	Office	Canon 5000	JCT07301	52833744	12/2001
Jordan-Small Middle	Library	Ricoh 3200	P3520800098	11509146	02/2002
Jordan-Small Middle	Library	Ricoh 1013	H9038700176	11482782	11/2001
Jordan-Small Middle	Main Office	Ricoh CL2000	Q1940600091		06/2004
Jordan-Small Middle	Music Storage Room	Ricoh 1055	J5330200363	11446995	11/2002
Jordan-Small Middle	Staff Lounge	Ricoh 3200	P3520800111	11447492	02/2002
Raymond Elementary	Teachers' Room	Ricoh 3200	P3520800112	11450142	02/2002
RSU 14 District Office (Raymond)	Business Office	Canon 3300	MPH55997	11330900	06/2001
Windham Bus Garage	Office	Savin 2535	H7036100654	11482747	05/2001
Windham High	Library	Canon 5000	MPL39915	62035520	12/2001
Windham High	Main Office	Gestetner 5309L	F2640850128	4629	03/2003
Windham High	Math Department	Canon 5000	MPL44804	62066364	12/2001
Windham High	Student Services	Canon 5000	MPL42114	62066370	12/2001
Windham High	Teachers' Room 1st Floor	Canon 5000	MPL31413	62035519	12/2001
Windham High	Teachers' Room Gym Area	Ricoh 1055	J5330800896	11449752	11/2002

Building	Department	Make/Model	Serial #	Vendor ID	Intro Date
Windham High	Teachers' Room/Library	Ricoh 1055	J5330600756	11446996	11/2002
Windham Middle	7th Grade Wing	Canon 5000	MPL30664	62035533	12/2001
Windham Middle	8th Grade Wing	Canon 5000	MPL51381	62066372	12/2001
Windham Middle	Field Allen Outbuilding	Ricoh 1055	J5330801142	11446999	11/2002
Windham Middle	Principal's Office Vault	Gestetner 5309L	F2640850153	4630	03/2003
Windham Primary	B House	Canon 5000	MPL29372	62035534	12/2001
Windham Primary	C House 2nd Floor	Canon 5000	MPL31377	62066369	12/2001
Windham Primary	Copy Room	Gestetner 5309L	F2640850135	4631	03/2003
Windham Primary	Library	Ricoh 2045	J5936400413	11509131	05/2003

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



This report uses current trends for *black volume* to project future costs and potential equipment needs 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>
Day Treatment Program/Little Falls	0	96,908	\$1,919.79	0	\$0.00
Jordan-Small Middle	278	407,378	\$7,924.90	1,465	\$28.51
Manchester	451	882,344	\$17,512.27	1,956	\$38.83
Raymond Elementary	316	682,801	\$13,335.80	2,161	\$42.20
RSU 14 District Office (Raymond)	0	9,184	\$183.06	0	\$0.00
RSU 14 District Office (Windham)	0	219,003	\$4,461.19	0	\$0.00
Windham Bus Garage	0	6,423	\$130.84	0	\$0.00
Windham High	1031	1,884,636	\$38,192.93	1,811	\$36.72
Windham Middle	651	1,128,161	\$22,923.24	1,535	\$31.27
Windham Primary	801	1,711,186	\$34,811.04	2,007	\$40.88
Totals	3,528	7,028,024	\$141,395.07	1,992	\$38.67

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

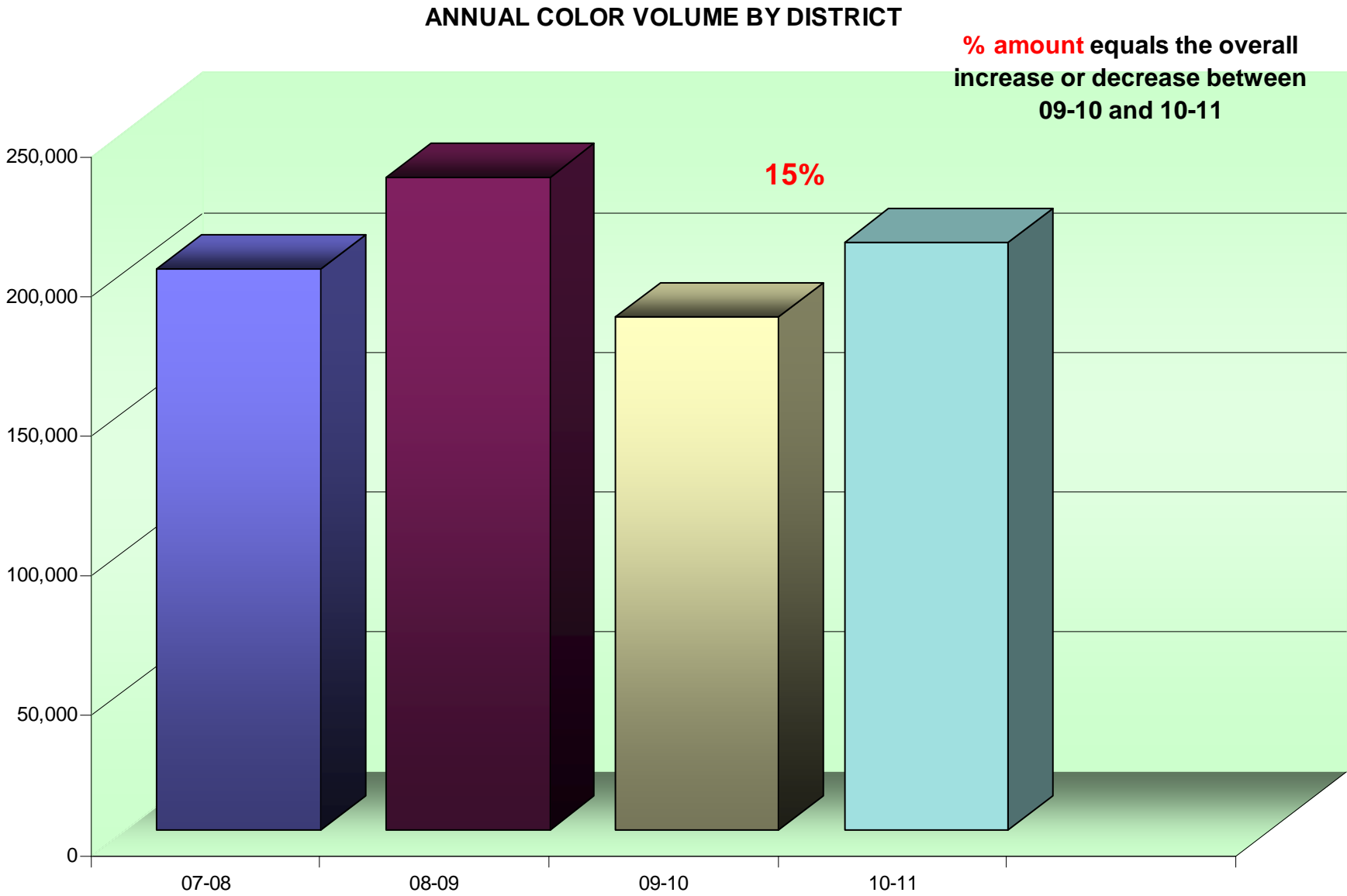
Cost Comparison Black Only

This is an SPC Comparison contrasting your district with 84 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

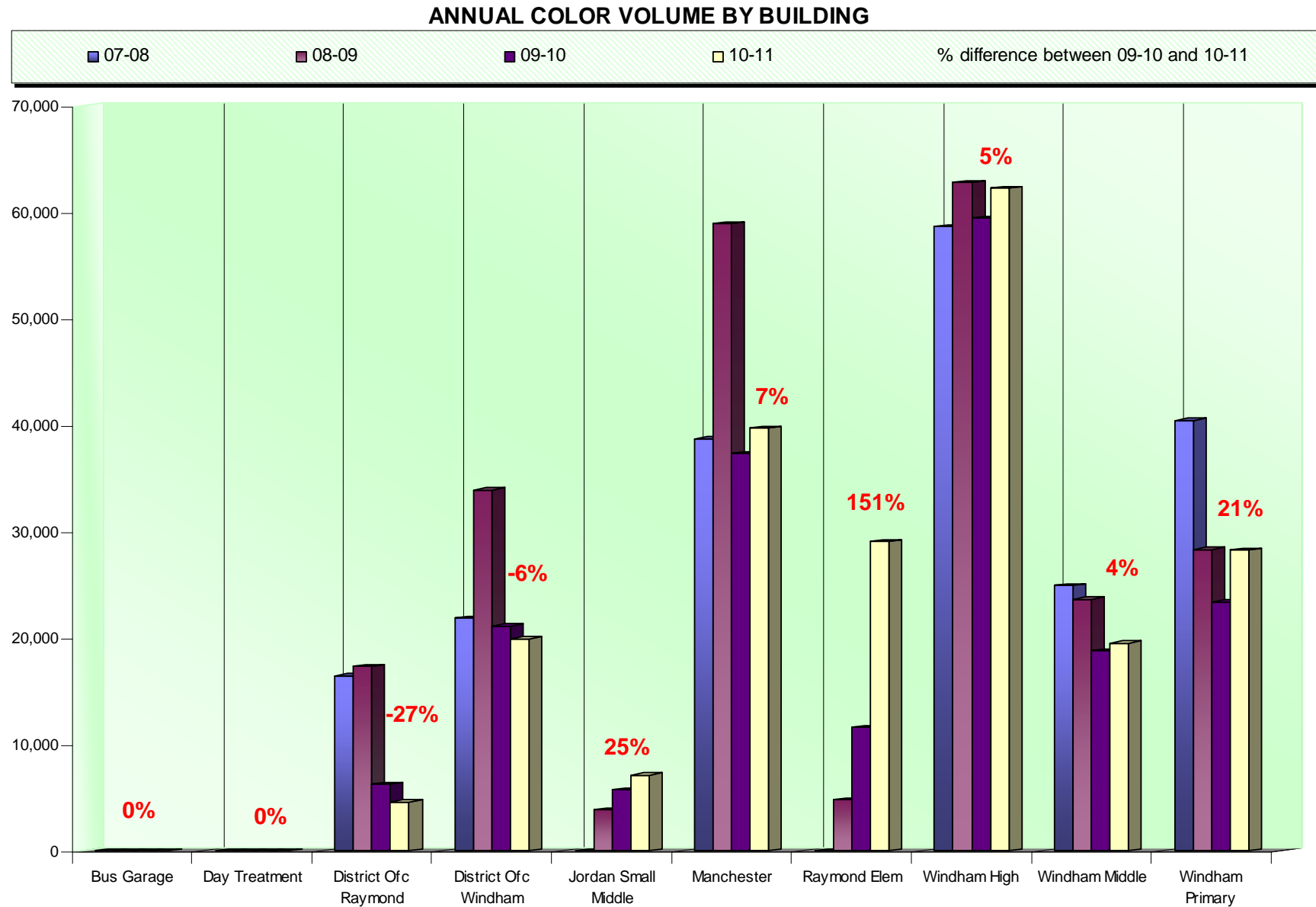
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	138,224	294,370,220	\$5,678,888.71	2,130	\$41.08

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

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



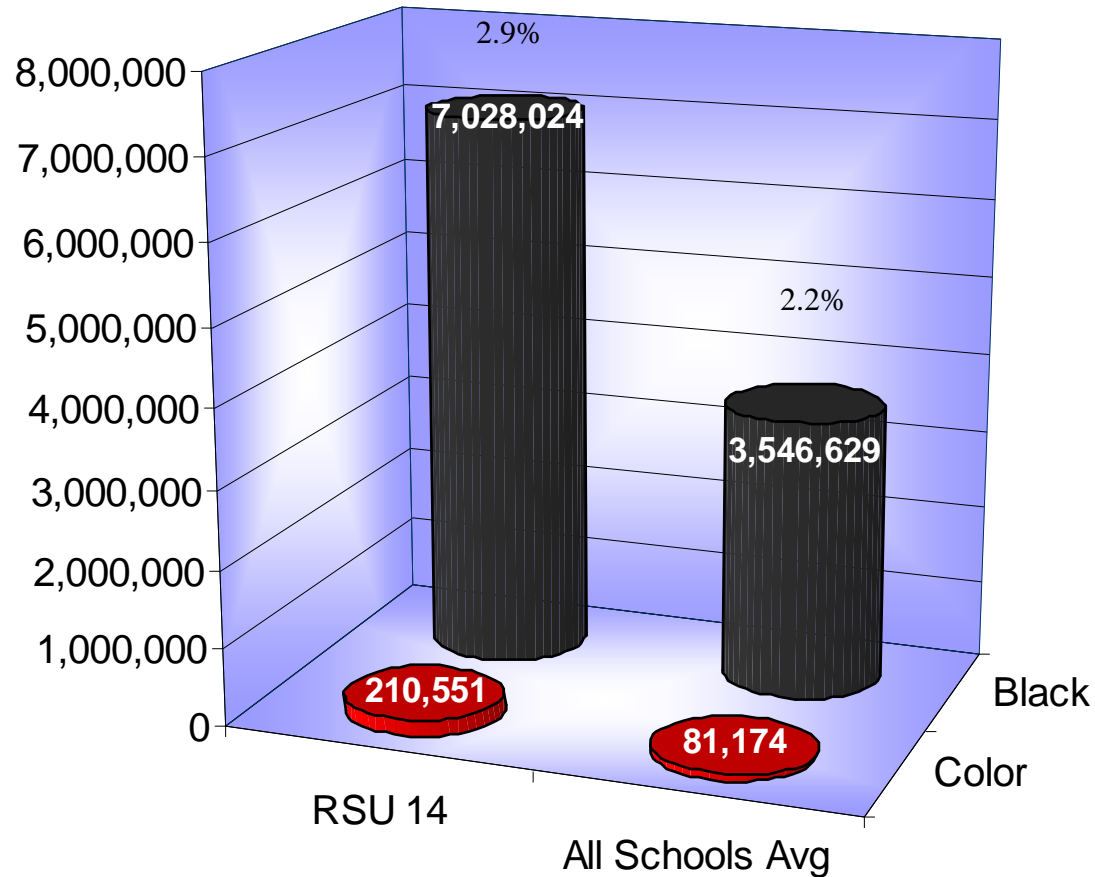
This report uses current trends for color volume to project future costs and potential equipment needs by building.



Black & Color Usage Comparisons

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

Color to Total Volume Percentage



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>
Day Treatment Program/Little Falls	0	0	\$0.00	0	\$0.00
Jordan-Small Middle	278	7,125	\$680.17	26	\$2.45
Manchester	451	39,775	\$3,343.87	88	\$7.41
Raymond Elementary	316	29,068	\$2,774.89	92	\$8.78
RSU 14 District Office (Raymond)	0	4,593	\$438.46	0	\$0.00
RSU 14 District Office (Windham)	0	19,937	\$1,674.55	0	\$0.00
Windham Bus Garage	0	0	\$0.00	0	\$0.00
Windham High	1031	62,283	\$5,452.51	60	\$5.29
Windham Middle	651	19,527	\$1,702.51	30	\$2.62
Windham Primary	801	28,243	\$2,696.13	35	\$3.37
Totals	3,528	210,551	\$18,763.08	60	\$5.32

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

Cost Comparison – Color Only

This is an SPC Comparison contrasting your district with 84 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district or if you plan to build an addition or a new school.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	138,224	6,737,445	\$556,969.76	49	\$4.03

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

Usage Profile for Service & Supplies

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

Date of Last Upgrade: 7/7/2008

<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>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Day Treatment Program/Little Office							
Canon 5000 50 CPM	1,047,925	1,144,833	96,908	0	96,908	\$0.004690	10 years from Intro.
JCT07301 / 52833744						\$454.50	Past Guaranteed Life.
1,000,000 / 12/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							
Subtotals B&W			96,908	0		\$454.50	
Subtotals Color			0	0		\$0.00	

Date of Last Upgrade: 7/7/2008

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Jordan-Small Middle Library							
Ricoh 1013 13 CPM H9038700176 / 11482782 150,000 / 11/2001 Black Photocopier Not Connected IKON	22,548	23,653	1,105	3,391	-2,286	\$0.005010 \$5.54 \$0.00000 \$0.00	10 years from Intro.
Ricoh 3200 32 CPM P3520800098 / 11509146 750,000 / 02/2002 Black Network Printer Connected IKON	99,970	106,150	6,180	13,162	-6,982	\$0.005010 \$30.96 \$0.00000 \$0.00	9 years from Intro.
Main Office							
Ricoh CL2000 16.9 CPM Q1940600091 / 300,000 / 06/2004 Color Network Printer Connected IKON	34,071	37,473	3,402	39,522	-36,120	\$0.005010 \$17.04 \$0.08769 \$624.79	7 years from Intro.
Ricoh MP5500 55 CPM L7785100398 / 11330875 3,000,000 / 07/2006 Black Photocopier Connected IKON	250,091	399,100	149,009	202,739	-53,730	\$0.004300 \$640.74 \$0.00000 \$0.00	None at this time.

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Jordan-Small Middle							
Music Storage Room							
Ricoh 1055 55 CPM	1,545,725	1,549,725	4,000	66,344	-62,344	\$0.005010	9 years from Intro.
J5330200363 / 11446995						\$20.04	
3,000,000 / 11/2002	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Staff Lounge							
Ricoh 3200 32 CPM	62,955	72,246	9,291	5,082	4,209	\$0.005010	9 years from Intro.
P3520800111 / 11447492						\$46.55	
750,000 / 02/2002	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Teachers' Workroom							
Ricoh MP7000 70 CPM	547,832	782,223	234,391	297,619	-63,228	\$0.004300	None at this time.
M9385300379 / 11335636						\$1,007.88	
4,000,000 / 04/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Subtotals B&W			407,378	627,859		\$1,768.75	
Subtotals Color			7,125	41,555		\$624.79	

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Manchester							
Copy Room							
Toshiba E-520 52 CPM CZI619466 / 62050143 3,000,000 / 06/2005 Black Photocopier Not Connected KMBS	983,275	1,139,394	156,119	212,434	-56,315	\$0.004690 \$732.20 \$0.00000 \$0.00	Pull or Switch Vendors!
Toshiba E-520 52 CPM CZI619510 / 62050144 3,000,000 / 06/2005 Black Photocopier Not Connected KMBS	833,702	1,134,393	300,691	322,376	-21,685	\$0.004690 \$1,410.24 \$0.00000 \$0.00	Pull or Switch Vendors!
Main Office							
Ricoh MPC2500 25 CPM Black & Color L3675001673 / 11450128 500,000 / 06/2006 Color Photocopier Connected IKON	127,540	183,109	55,569	12,765	42,804	\$0.005230 \$290.63 \$0.07659 \$3,025.76	None at this time.

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Manchester Office							
Xerox 8550DP 30 CPM Black & Color	28,824	31,502	2,678	38,825	-36,147	\$0.005230	Replaced By Ricoh C300
WYP148527 /						\$14.01	
750,000 / 06/2005	21,380	21,649	269	0	269	\$0.08769	
Color Network Printer						\$23.59	
Connected 6/22/2011							
VARY							
Principal's Office							
Toshiba E-452 45 CPM	77,503	95,956	18,453	99,504	-81,051	\$0.004690	Pull or Switch Vendors!
CIA725525 / 62050152						\$86.54	
1,000,000 / 01/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Teachers' Room							
Toshiba E-600 60 CPM	1,112,454	1,461,288	348,834	492,176	-143,342	\$0.004690	Pull or Switch Vendors!
CQL619313 / 62050151						\$1,636.03	
3,000,000 / 06/2005	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							
Subtotals B&W			882,344	1,178,080		\$4,169.65	
Subtotals Color			39,775	0		\$3,049.35	

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Raymond Elementary							
Copy Room 2nd Floor							
Toshiba E-523T 52 CPM	310,311	458,811	148,500	207,406	-58,906	\$0.004500	Pull or Switch Vendors!
CZD829175 / 62143117						\$668.25	
3,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Main Office							
Toshiba E-453 45 CPM	179,156	282,401	103,245	103,068	177	\$0.004500	Pull or Switch Vendors!
CID842677 / 62143118						\$464.60	
1,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Xerox 8560MFP 30 CPM Black & Color	10,931	20,379	9,448	14,212	-4,764	\$0.005010	None at this time.
CXF334885 /						\$47.33	
750,000 / 02/2007	16,358	45,426	29,068	17,334	11,734	\$0.08769	
Color Photocopier						\$2,548.97	
Connected 7/16/2013							
VARY							

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Raymond Elementary							
Office							
Ricoh AP610 35 CPM	102,861	126,710	23,849	20,000	3,849	\$0.005010	None at this time.
Q3366500670 / 11482766						\$119.48	
750,000 / 03/2005	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Teachers' Room							
Ricoh 3200 32 CPM	274,810	285,290	10,480	43,111	-32,631	\$0.005010	9 years from Intro.
P3520800112 / 11450142						\$52.50	
750,000 / 02/2002	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Workroom							
Ricoh MP5500 55 CPM	692,957	1,080,236	387,279	322,923	64,356	\$0.004300	None at this time.
L7785100246 / 11330890						\$1,665.30	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Subtotals B&W			682,801	710,720		\$3,017.47	
Subtotals Color			29,068	17,334		\$2,548.97	

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
RSU 14 District Office							
Business Office							
Canon 3300 33 CPM	9,213	13,961	4,748	20,000	-15,252	\$0.005010	10 years from Intro.
MPH55997 / 11330900						\$23.79	
750,000 / 06/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							
Main Office							
Xerox 8560MFP 30 CPM Black & Color	1,218	2,052	834	24,368	-23,534	\$0.005010	None at this time.
CXF341744 /						\$4.18	
750,000 / 02/2007	6,260	10,853	4,593	0	4,593	\$0.08769	
Color Photocopier						\$402.76	
Connected 7/16/2013							
VARY							
Office							
Toshiba E-453 45 CPM	75,814	79,416	3,602	52,699	-49,097	\$0.004500	Pull or Switch Vendors!
CID842596 / 52797980						\$16.21	
1,000,000 / 01/2008	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Subtotals B&W			9,184	97,067		\$44.17	
Subtotals Color			4,593	0		\$402.76	

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
RSU 14 District Office							
Copy Room							
Ricoh MP5500 55 CPM	525,467	706,820	181,353	164,310	17,043	\$0.005230	None at this time.
L7766000432 / 11449568						\$948.48	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							
Ricoh MPC2500 25 CPM Black & Color	40,560	48,511	7,951	28,773	-20,822	\$0.005230	None at this time.
L3665901233 / 11482790						\$41.58	
500,000 / 06/2006	81,265	101,202	19,937	0	19,937	\$0.07659	
Color Photocopier						\$1,526.97	
Connected							
IKON							
Office							
Ricoh MP4500 45 CPM	131,551	161,250	29,699	61,087	-31,388	\$0.005230	None at this time.
M2866000144 / 11450139						\$155.33	
1,000,000 / 01/2007	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							
	Subtotals B&W		219,003	254,170		\$1,145.39	
	Subtotals Color		19,937	0		\$1,526.97	

Windham Bus Garage Office

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Windham High							
Adult Education							
Ricoh MP4500 45 CPM	306,912	399,337	92,425	75,964	16,461	\$0.005230	None at this time.
M2866000152 / 11509103						\$483.38	
1,000,000 / 01/2007	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							
Athletics Office							
Ricoh MPC2500 25 CPM Black & Color	136,943	192,094	55,151	39,973	15,178	\$0.005230	None at this time.
L3666000281 / 11482750						\$288.44	
500,000 / 06/2006	18,612	22,941	4,329	0	4,329	\$0.07659	
Color Photocopier						\$331.56	
Connected							
IKON							

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Windham High Library							
Canon 5000 50 CPM MPL39915 / 62035520 1,000,000 / 12/2001 Black Photocopier Not Connected KMBS	317,153	431,770	114,617	12,030	102,587	\$0.005230 \$599.45 \$0.00000 \$0.00	10 years from Intro.
Ricoh 8100DN 45 CPM Q8467100327 / 231JG 1,000,000 / 09/2006 Black Network Printer Connected IKON	123,055	156,749	33,694	38,828	-5,134	\$0.005230 \$176.22 \$0.00000 \$0.00	None at this time.
Xerox C2424DP 24 CPM Black & Color KEA000564 / 500,000 / 03/2005 Color Photocopier Connected 1/31/2011 VARY	7,066	11,052	3,986	21,808	-17,822	\$0.005230 \$20.85 \$0.08769 \$688.10	Service Expired!

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Windham High							
Main Office							
Gestetner 5309L 120 CPM F2640850128 / 4629 7,000,000 / 03/2003 High-Speed Duplicator Not Connected OFFTECH NE	478,105 0	495,141 0	17,036 0	599,247 0	-582,211 0	\$0.004800 \$81.77 \$0.00000 \$0.00	8 years from Intro.
Ricoh MPC2500 25 CPM Black & Color L3665901276 / 11482204 500,000 / 06/2006 Color Photocopier Connected IKON	379,509 99,513	442,100 138,179	62,591 38,666	17,946 0	44,645 38,666	\$0.005230 \$327.35 \$0.07659 \$2,961.43	None at this time.
Toshiba E-600 60 CPM CQL619328 / 62050145 3,000,000 / 06/2005 Black Photocopier Not Connected KMBS	2,348,462 0	2,688,336 0	339,874 0	606,126 0	-266,252 0	\$0.004690 \$1,594.01 \$0.00000 \$0.00	Pull or Switch Vendors!

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Windham High							
Xerox 8550DP 30 CPM Black & Color	35,126	46,954	11,828	38,825	-26,997	\$0.005230	Replaced By Ricoh C300
WYP049599 / N/A						\$61.86	
750,000 / 06/2005	16,638	21,256	4,618	0	4,618	\$0.08769	
Color Network Printer						\$404.95	
Connected 1/31/2011							
VARY							
Math Department							
Canon 5000 50 CPM	1,106,651	1,368,183	261,532	150,000	111,532	\$0.005230	10 years from Intro. Past Guaranteed Life.
MPL44804 / 62066364						\$1,367.81	
1,000,000 / 12/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
KMBS							
Special Education							
Ricoh MP4500 45 CPM	186,427	232,144	45,717	74,805	-29,088	\$0.005230	None at this time.
M2874901917 / 11450130						\$239.10	
1,000,000 / 01/2007	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Windham High							
Student Services							
Canon 5000 50 CPM	612,588	651,370	38,782	37,320	1,462	\$0.005230	10 years from Intro.
MPL42114 / 62066370						\$202.83	
1,000,000 / 12/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							
Teachers' Room 1st Floor							
Canon 5000 50 CPM	685,888	816,389	130,501	187,343	-56,842	\$0.005230	10 years from Intro.
MPL31413 / 62035519						\$682.52	
1,000,000 / 12/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Windham High							
Teachers' Room 2nd Floor							
Ricoh MP5500 55 CPM L7766000441 / 924JD 3,000,000 / 07/2006 Black Photocopier Not Connected IKON	1,190,777	1,722,954	532,177	348,852	183,325	\$0.005230 \$2,783.29 \$0.00000 \$0.00	None at this time.
Xerox 8550DP 30 CPM Black & Color WYP049602 / N/A 750,000 / 06/2005 Color Network Printer Connected 1/31/2011 VARY	30,063	35,943	5,880	3,540	2,340	\$0.005230 \$30.75 \$0.08769 \$598.31	Replaced By Ricoh C300
Teachers' Room Gym Area							
Ricoh 1055 55 CPM J5330800896 / 11449752 3,000,000 / 11/2002 Black Photocopier Not Connected IKON	690,068	794,879	104,811	84,529	20,282	\$0.005230 \$548.16 \$0.00000 \$0.00	9 years from Intro.

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Windham High							
Teachers' Room/Library							
Ricoh 1055 55 CPM	2,255,635	2,289,669	34,034	78,030	-43,996	\$0.005230	9 years from Intro.
J5330600756 / 11446996						\$178.00	
3,000,000 / 11/2002	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Subtotals B&W			1,884,636	2,415,166		\$9,665.79	
Subtotals Color			62,283	0		\$4,984.35	

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Windham Middle							
7th Grade Wing							
Canon 5000 50 CPM	581,121	728,111	146,990	100,000	46,990	\$0.005230	10 years from Intro.
MPL30664 / 62035533						\$768.76	
1,000,000 / 12/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							
8th Grade Wing							
Canon 5000 50 CPM	963,026	1,090,170	127,144	100,000	27,144	\$0.005230	10 years from Intro.
MPL51381 / 62066372						\$664.96	Past Guaranteed Life.
1,000,000 / 12/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							
Field Allen Outbuilding							
Ricoh 1055 55 CPM	1,542,102	1,716,235	174,133	162,853	11,280	\$0.005230	9 years from Intro.
J5330801142 / 11446999						\$910.72	
3,000,000 / 11/2002	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Windham Middle							
Guidance Office							
Ricoh MP4500 45 CPM	358,411	516,827	158,416	137,604	20,812	\$0.005230	None at this time.
M2874901853 / 11450135						\$828.52	
1,000,000 / 01/2007	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							
Library							
Ricoh 8100DN 45 CPM	45,219	57,870	12,651	94,402	-81,751	\$0.005230	None at this time.
Q8467100282 / 11450136						\$66.16	
1,000,000 / 09/2006	0	0	0	0	0	\$0.00000	
Black Network Printer						\$0.00	
Connected							
IKON							
Ricoh MP5500 55 CPM	575,730	703,991	128,261	333,887	-205,626	\$0.005230	None at this time.
L7766000430 / 11509124						\$670.81	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Windham Middle							
Principal's Office							
Ricoh 3045 45 CPM M2866000434 / 11450121 1,000,000 / 10/2005 Black Photocopier Connected IKON	615,194	802,962	187,768	117,019	70,749	\$0.005230 \$982.03 \$0.00000 \$0.00	None at this time.
Xerox 8550DP 30 CPM Black & Color WR001151 / N/A 750,000 / 06/2005 Color Network Printer Connected 1/31/2011 VARY	37,191	44,957	7,766	0	7,766	\$0.005230 \$40.62 \$0.08769 \$477.03	Replaced By Ricoh C300
Principal's Office Vault							
Gestetner 5309L 120 CPM F2640850153 / 4630 7,000,000 / 03/2003 High-Speed Duplicator Not Connected OFFTECH NE	680,904	809,636	128,732	202,328	-73,596	\$0.004800 \$617.91 \$0.00000 \$0.00	8 years from Intro.

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Windham Middle							
Special Education							
Ricoh MPC2500 25 CPM Black & Color	194,517	250,817	56,300	64,607	-8,307	\$0.005230	None at this time.
L3666000279 / 668JI						\$294.45	
500,000 / 06/2006	13,351	27,438	14,087	0	14,087	\$0.07659	
Color Photocopier						\$1,078.92	
Connected							
IKON							
Subtotals B&W			1,128,161	1,312,700		\$5,844.93	
Subtotals Color			19,527	0		\$1,555.96	

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Windham Primary							
A-House							
Ricoh MP5500 55 CPM	1,162,217	1,578,442	416,225	412,585	3,640	\$0.005230	None at this time.
L7774900125 / 11450449						\$2,176.86	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
B House							
Canon 5000 50 CPM	556,144	646,311	90,167	164,840	-74,673	\$0.005230	10 years from Intro.
MPL29372 / 62035534						\$471.57	
1,000,000 / 12/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							
C House 2nd Floor							
Canon 5000 50 CPM	812,712	1,017,887	205,175	70,920	134,255	\$0.005230	10 years from Intro.
MPL31377 / 62066369						\$1,073.07	
1,000,000 / 12/2001	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
KMBS							

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Windham Primary							
Copy Room							
Gestetner 5309L 120 CPM	909,154	1,012,763	103,609	241,874	-138,265	\$0.004800	8 years from Intro.
F2640850135 / 4631						\$497.32	
7,000,000 / 03/2003	0	0	0	0	0	\$0.00000	
High-Speed Duplicator						\$0.00	
Not Connected							
OFFTECH NE							
Library							
Ricoh 2045 45 CPM	412,307	437,995	25,688	87,461	-61,773	\$0.005230	8 years from Intro.
J5936400413 / 11509131						\$134.35	
1,000,000 / 05/2003	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Not Connected							
IKON							
Main Office							
Ricoh MP4500 45 CPM	145,944	220,382	74,438	31,567	42,871	\$0.005230	None at this time.
M2874901856 / 931JD						\$389.31	
1,000,000 / 01/2007	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							

Date of Last Upgrade: 7/7/2008

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor	7/1/2010 Meter	6/30/2011 Meter	2010/11 Annual Volume	2011/12 Projected Volume	Volume Difference	Cost/Copy Annual Cost	Recommendations
Windham Primary							
Principal's Office							
Xerox 8550DP 30 CPM Black & Color	38,664	51,168	12,504	38,825	-26,321	\$0.005230	Replaced By Ricoh C300
WYP049596 / N/A						\$65.40	
750,000 / 06/2005	23,404	24,419	1,015	0	1,015	\$0.08769	
Color Network Printer						\$89.01	
Connected 1/31/2011							
VARY							
Special Education							
Ricoh MP5500 55 CPM	1,338,171	1,724,703	386,532	394,878	-8,346	\$0.005230	None at this time.
L7766000439 / 11449753						\$2,021.56	
3,000,000 / 07/2006	0	0	0	0	0	\$0.00000	
Black Photocopier						\$0.00	
Connected							
IKON							

Date of Last Upgrade: 7/7/2008

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Connectivity / Printer Exp Date Vendor</i>	<i>7/1/2010 Meter</i>	<i>6/30/2011 Meter</i>	<i>2010/11 Annual Volume</i>	<i>2011/12 Projected Volume</i>	<i>Volume Difference</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Windham Primary							
Teachers' Room							
Ricoh 8100DN 45 CPM Q8467100284 / 230JG 1,000,000 / 09/2006 Black Network Printer Connected IKON	23,465 0	34,856 0	11,391 0	61,600 0	-50,209 0	\$0.005230 \$59.57 \$0.00000 \$0.00	None at this time.
Ricoh MP5500 55 CPM L7774900120 / 11449570 3,000,000 / 07/2006 Black Photocopier Not Connected IKON	924,138 0	1,280,480 0	356,342 0	367,338 0	-10,996 0	\$0.005230 \$1,863.67 \$0.00000 \$0.00	None at this time.
Xerox 8550DP 30 CPM Black & Color WYP050841 / N/A 750,000 / 06/2005 Color Network Printer Connected 1/31/2011 VARY	78,087 \$152.27 134,729	107,202 161,957	29,115 27,228	61,600 0	-32,485 27,228	\$0.005230 \$0.08769 \$2,387.62	Replaced By Ricoh C300
	Subtotals B&W		1,711,186	1,933,488		\$8,904.95	
	Subtotals Color		28,243	0		\$2,476.63	
District Wide Black Totals		7,028,024	8,529,250		\$35,049.19		
District Wide Color Totals		210,551	58,889		\$17,169.79		

Masters Usage Expenses

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

<i>Make-Model Serial Number/Vendor ID #</i>	<i># Masters Used</i>	<i># Masters Allowed</i>	<i>Avg Masters/100 copies</i>	<i># Billed</i>	<i>Cost/Master</i>	<i>Annual Cost</i>
Windham High						
Main Office						
Gestetner 5309L F2640850128 4629	170	170	100		\$0.28	\$0.00
Windham Middle						
Principal's Office Vault						
Gestetner 5309L F2640850153 4630	1,435	1,287	90	148	\$0.28	\$41.44
Windham Primary						
Copy Room						
Gestetner 5309L F2640850135 4631	773	1,036	134	0	\$0.28	\$0.00
	Totals			148		\$41.44

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 8/10/2001. 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>
8,081,623	\$0.01400	\$0.00515	\$0.00885	\$71,522.36	\$357,611.80

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
Day Treatment Program/Little	96,908	\$469.03	\$480.86	\$969.90	\$1,919.79
Jordan-Small Middle	407,378	\$1,826.26	\$2,021.41	\$4,077.23	\$7,924.90
Manchester	882,344	\$4,303.16	\$4,378.19	\$8,830.92	\$17,512.27
Raymond Elementary	682,801	\$3,113.94	\$3,388.06	\$6,833.79	\$13,335.79
RSU 14 District Office	9,184	\$45.57	\$45.57	\$91.92	\$183.06
RSU 14 District Office	219,003	\$1,182.62	\$1,086.69	\$2,191.89	\$4,461.20
Windham Bus Garage	6,423	\$34.68	\$31.87	\$64.28	\$130.84
Windham High	1,884,636	\$9,979.04	\$9,351.56	\$18,862.33	\$38,192.93
Windham Middle	1,128,161	\$6,034.14	\$5,597.93	\$11,291.17	\$22,923.24
Windham Primary	1,711,186	\$9,193.78	\$8,490.90	\$17,126.36	\$34,811.04
Totals	7,028,024	\$36,182.23	\$34,873.06	\$70,339.78	\$141,395.06

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Vendor typically invoices 80% of projected costs annually in advance. Cost per copy typically increases by 5% or CPI annually, whichever is less. This year's increase was **3.2%**.

Bids are coming in at \$0.003 per print which would represent a annual cost savings of \$15,098.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2010/11 Annual Volume</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Total Cost</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Projected Cost</i>
Ikon Office	Color Photocopier	237,562	\$0.00523	\$1,242.45	\$0.00540	\$1,282.83
Ikon Office	Color Network Printer	3,402	\$0.00501	\$17.04	\$0.00517	\$17.59
Ikon Office	Black Photocopier	2,934,442	\$0.00523	\$15,347.13	\$0.00540	\$15,845.99
Ikon Office	Black Photocopier	9,853	\$0.00501	\$49.36	\$0.00517	\$50.94
Ikon Office	Black Photocopier	770,679	\$0.00430	\$3,313.92	\$0.00444	\$3,421.81
Ikon Office	Black Network Printer	57,736	\$0.00523	\$301.96	\$0.00540	\$311.77
Ikon Office	Black Network Printer	49,800	\$0.00501	\$249.50	\$0.00517	\$257.47
Konica-Minolta	Black Photocopier	1,114,908	\$0.00523	\$5,830.97	\$0.00540	\$6,020.50
Konica-Minolta	Black Photocopier	1,260,879	\$0.00469	\$5,913.52	\$0.00484	\$6,102.65
Konica-Minolta	Black Photocopier	255,347	\$0.00450	\$1,149.06	\$0.00464	\$1,184.81
Offtech New England	High-Speed Duplicator	249,377	\$0.00480	\$1,197.01	\$0.00495	\$1,234.42
Vary Technologies	Color Photocopier	3,986	\$0.00523	\$20.85	\$0.00540	\$21.52
Vary Technologies	Color Photocopier	10,282	\$0.00501	\$51.51	\$0.00517	\$53.16
Vary Technologies	Color Network Printer	69,771	\$0.00523	\$364.90	\$0.00540	\$376.76
<i>Totals and Averages</i>		<i>7,028,024</i>	<i>\$0.00499</i>	<i>\$35,049.19</i>	<i>\$0.00515</i>	<i>\$36,182.22</i>

Projected Equipment Costs by Building - Color

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

Building Name	Projected Volume	Service & Supply Cost	Paper Cost \$24.81/Case	Total Cost
Day Treatment Program/Little	0	\$0.00	\$0.00	\$0.00
Jordan-Small Middle	7,125	\$644.81	\$35.35	\$680.17
Manchester	39,775	\$3,146.50	\$197.36	\$3,343.87
Raymond Elementary	29,068	\$2,630.65	\$144.24	\$2,774.89
RSU 14 District Office	4,593	\$415.67	\$22.79	\$438.46
RSU 14 District Office	19,937	\$1,575.62	\$98.93	\$1,674.55
Windham Bus Garage	0	\$0.00	\$0.00	\$0.00
Windham High	62,283	\$5,143.46	\$309.05	\$5,452.51
Windham Middle	19,527	\$1,605.62	\$96.89	\$1,702.51
Windham Primary	28,243	\$2,555.99	\$140.14	\$2,696.13
Totals	210,551	\$17,718.32	\$1,044.75	\$18,763.08

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Color copies are typically billed in arrears quarterly or semi-annually. Cost per copy typically increases by 5% or CPI annually, whichever is less. This year's increase was **3.2%**.

<i>Vendor</i>	<i>Equipment Type</i>	<i>2010/11 Annual Volume</i>	<i>2010/11 Cost Per Copy</i>	<i>2010/11 Actual Cost</i>	<i>2011/12 Cost Per Copy</i>	<i>2011/12 Projected Cost</i>
Ikon Office Solutions	Color Photocopier	116,525	\$0.07659	\$8,924.65	\$0.07903	\$9,208.97
Ikon Office Solutions	Color Network Printer	7,125	\$0.08769	\$624.79	\$0.09050	\$644.81
Vary Technologies	Color Photocopier	41,508	\$0.08769	\$3,639.84	\$0.09050	\$3,756.47
Vary Technologies	Color Network Printer	45,393	\$0.08769	\$3,980.51	\$0.09050	\$4,108.07
<i>Totals and Averages</i>		<i>210,551</i>	<i>\$0.08155</i>	<i>\$17,169.79</i>	<i>\$0.08415</i>	<i>\$17,718.32</i>

Reprographic Equipment Assessment

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

Total # of Units	65
# of Units on Lease	48
# of Units Owned	17
Lease Company	Northway Bank
Lease Start Date	7/7/2008
Lease End Date	8/1/2012
Term	5 Annual
Annual Payment usually due on 8/1	\$70,339.78
Remaining Payments	Paid Off Early

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

Owned Equipment

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

Building	Make	Model	Serial #
Jordan-Small Middle	Ricoh	MP7000	M9385300379
Jordan-Small Middle	Ricoh	MP5500	L7785100398
Manchester	Ricoh	MPC2500	L3675001673
Manchester	Toshiba	E-520	CZI619510
Manchester	Toshiba	E-600	CQL619313
Manchester	Toshiba	E-452	CIA725525
Manchester	Toshiba	E-520	CZI619466
Raymond Elementary	Ricoh	MP5500	L7785100246
Raymond Elementary	Toshiba	E-523T	CZD829175
Raymond Elementary	Toshiba	E-453	CID842677
Raymond Elementary	Xerox	8560MFP	CXF334885
RSU 14 District Office (Raymond)	Canon	3300	MPH55997
RSU 14 District Office (Raymond)	Toshiba	E-453	CID842596
RSU 14 District Office (Raymond)	Xerox	8560MFP	CXF341744
RSU 14 District Office (Windham)	Ricoh	MP4500	M2866000144
RSU 14 District Office (Windham)	Ricoh	MPC2500	L3665901233
RSU 14 District Office (Windham)	Ricoh	MP5500	L7766000432
Windham High	Canon	5000	MPL31413
Windham High	Canon	5000	MPL42114
Windham High	Canon	5000	MPL44804
Windham High	Canon	5000	MPL39915
Windham High	Gestetner	5309L	F2640850128
Windham High	Ricoh	8100DN	Q8467100327
Windham High	Ricoh	MP5500	L7766000441
Windham High	Ricoh	1055	J5330800896
Windham High	Ricoh	MPC2500	L3665901276

Building	Make	Model	Serial #
Windham High	Ricoh	MP4500	M2874901917
Windham High	Ricoh	MP4500	M2866000152
Windham High	Ricoh	MPC2500	L3666000281
Windham High	Ricoh	1055	J5330600756
Windham High	Toshiba	E-600	CQL619328
Windham Middle	Canon	5000	MPL30664
Windham Middle	Canon	5000	MPL51381
Windham Middle	Gestetner	5309L	F2640850153
Windham Middle	Ricoh	MP4500	M2874901853
Windham Middle	Ricoh	MPC2500	L3666000279
Windham Middle	Ricoh	3045	M2866000434
Windham Middle	Ricoh	8100DN	Q8467100282
Windham Middle	Ricoh	MP5500	L7766000430
Windham Primary	Canon	5000	MPL29372
Windham Primary	Canon	5000	MPL31377
Windham Primary	Gestetner	5309L	F2640850135
Windham Primary	Ricoh	2045	J5936400413
Windham Primary	Ricoh	8100DN	Q8467100284
Windham Primary	Ricoh	MP4500	M2874901856
Windham Primary	Ricoh	MP5500	L7766000439
Windham Primary	Ricoh	MP5500	L7774900125
Windham Primary	Ricoh	MP5500	L7774900120

Owned Equipment

Equipment currently owned by client.

Building	Make	Model	Serial #
Day Treatment Program/Little Falls ES	Canon	5000	JCT07301
Jordan-Small Middle	Ricoh	3200	P3520800098
Jordan-Small Middle	Ricoh	3200	P3520800111
Jordan-Small Middle	Ricoh	1055	J5330200363
Jordan-Small Middle	Ricoh	CL2000	Q1940600091
Jordan-Small Middle	Ricoh	1013	H9038700176
Manchester	Xerox	8550DP	WYP148527
Raymond Elementary	Ricoh	3200	P3520800112
Raymond Elementary	Ricoh	AP610	Q3366500670
Windham Bus Garage	Savin	2535	H7036100654
Windham High	Xerox	8550DP	WYP049602
Windham High	Xerox	C2424DP	KEA000564
Windham High	Xerox	8550DP	WYP049599
Windham Middle	Ricoh	1055	J5330801142
Windham Middle	Xerox	8550DP	WR001151
Windham Primary	Xerox	8550DP	WYP049596
Windham Primary	Xerox	8550DP	WYP050841

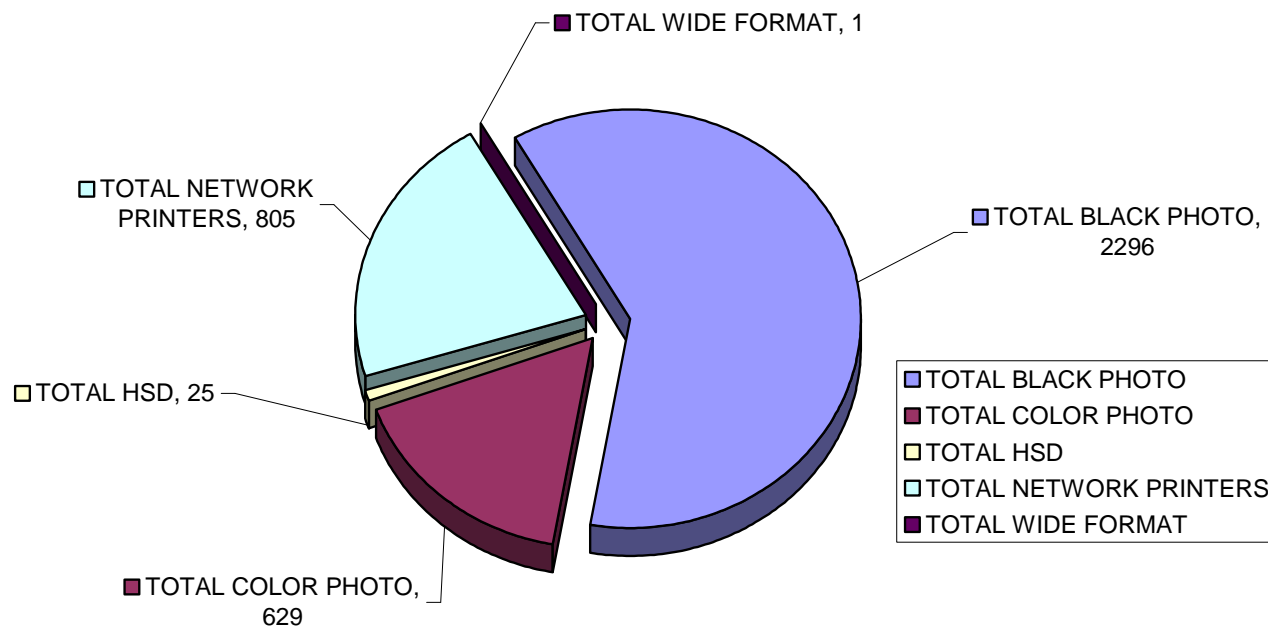
NOTE: With your next upgrade, your current Leased Equipment would be listed as Owned, and any new equipment would be listed as Leased. Your current Owned Equipment would be traded out.

Active Reprographic Equipment & Manufacturers

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

SPC Total Active Equipment

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



Total Number of Active Equipment is 3,756

Current Vendors Represented (18):

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

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

Improved SPC Services

Print Management Software with its Benefits

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

Collect meter reads daily. Benefits...

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

Automatic ordering of consumable items. Benefits...

- Eliminate the need of valuable time spent ordering supplies manually

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

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

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

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

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

- Service
- Supplies
- Equipment

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

SPC's Service & Supply Contract – Purpose & Sample

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

CONTRACT SAMPLE:

SERVICE AND SUPPLY CONTRACT (LEASED EQUIPMENT)

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

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

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

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

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

SPC's Dual-Layered Warranty – Purpose & Explanation

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

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

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

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

WARRANTY SAMPLE:

WARRANTY (LEASED EQUIPMENT)

The Vendor identified below of the equipment described on Schedule A(P) attached hereto (the "Equipment") sold by Vendor to _____ (the "Owner") hereby warrants to Owner that, if any such Equipment malfunctions through no fault of Owner during a term commencing on _____ and terminating on _____ and such Equipment cannot be repaired promptly, Vendor promptly will replace such Equipment with equipment which is equal to or superior in quality and capabilities to the Equipment being replaced, at no cost to Owner.

The only exclusions to this Warranty are as follows:

1. This Warranty will expire for an item of Equipment when the life expectancy of such item of Equipment in number of copies, as shown on Schedule A(P) attached hereto, is exceeded;
2. This Warranty will expire for an item of Equipment at the date which is ten years after such Equipment was first offered for sale or lease by the manufacturer as shown on Schedule A(P) attached hereto.

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