



***Specialized Purchasing Consultants***

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[www.spccopypro.com](http://www.spccopypro.com)

# **2015-2016 Annual Report**

## **Year - End Photocopier Analysis**

**With projected costs for 2016-17**

John Suttie  
RSU 23 - Old Orchard  
128 Jameson Hill Road  
Old Orchard Beach, ME 04064



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

September 2016

Skip Tilton  
President

Corporate Office:  
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John Suttie  
RSU 23 - Old Orchard  
128 Jameson Hill Road  
Old Orchard Beach, ME 04064

Dear John:

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

On behalf of all of us at Specialized Purchasing Consultants, thank you for your continued confidence in us. Our relationship is **now 12 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

The following Annual Report provides an overview of last year's reprographic equipment usage and status. Recommendations are included based on usage and remaining life expectancy to address potential problem areas. This will help to avoid needless down time and improve equipment reliability.

Every year we strive to improve or enhance our services to save our clients time, money, and effort. For the past number of years, numerous new features have been implemented to benefit our clients such as Simplified Billing, FMAudit automated meter reading, STARDoc and IT Asset Management. We hope you have found these services to be beneficial and time-saving. We are very pleased to offer these services at no additional charge.

During our meeting with you to review this report, we would like to take some time to review our current services and discuss how these are being utilized in your district. We also welcome suggestions for improvement to enhance your experience with SPC.

Again, we appreciate the opportunity to continue to provide you with the best possible pricing, service, and equipment. If you have any questions or are in need of more information, please let us know.

Sincerely,

Skip Tilton  
President

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## *The SPC Team...*

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



*Skip Tilton, President*

*Billie Jo Tilton, Vice President*

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

*Alex Webster*

*Director of Customer Relations*

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.



*Robert B. Dutil*

*Director of Information Technology*

I have been working with SPC since February 2000. SPC's honesty, work ethics and loyalty have made my experience with the company a pleasurable journey. SPC is constantly trying to improve their technology to better serve their clients. My goal has been to give our clients and associates the best tools available to allow them to be more productive. By doing this, our clientele has the ability to monitor their assets and keep their costs down. I am excited about what the future holds for SPC and our clients.

*Rachel Guay*

*Accounting Coordinator*

I am responsible for the majority of the accounting communications between SPC and its vendors and clients. I will rely upon my years of 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.



*The SPC Team Continued....*



*Pamela 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.



# Equipment Health Status

<b>Total Number of Machines:</b>	67
<b>Total Black Photocopiers</b>	15
<b>Total Color Photocopiers</b>	10
<b>Total Black Network Printers</b>	34
<b>Total Color Network Printers</b>	8
<b>Total Removed from Service:</b>	2
<b># of Units OFF Warranty:</b>	0
<b># of Units Approaching End of Warranty:</b>	23
<b># of Units Overused:</b>	0
<b># of Units Underused:</b>	1
<b>Commencement Date:</b>	7/1/2014
<b># of Annual Payments Left on Lease</b>	3
<b>All Warranties and Service Contracts Expire:</b>	6/30/2019**
<b>SPC's FM Audit Print Management Software Loaded</b>	Yes
<b>Printer Contract Signed</b>	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."

\*\*Current Service and Warranty Contracts fall shy of your current equipment lease end date (8/1/19). We are working to correct this oversight so that your contracts continue through the end of the fiscal year after your last lease payment (6/30/20).

Dear John,

There are 23 machines that are getting up in age. I would not try to address them this year. I would definitely continue to pay down your principal on your capital lease by making your next payment. Each time you make a payment, you create additional funds for your next upgrade. The goal is to keep your capital cost at the same level or lower with your next upgrade.

It is important to not ignore machines that are being overused or underused. In your case, we have 0 machines being overused and 1 that is being underused. One of our responsibilities as a consultant firm is to make sure you maximize your capital investment as well as minimize the cost of operation on your service contracts.

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
Jameson Elementary School	Pre-K Hallway	Konica Minolta BH751	AOPN011001877	BUDGET	12/2008
Jameson Elementary School	Room 21	HP Laser Jet P3015	VND3F29625	AXIS	07/2008
Jameson Elementary School	Room 26	HP Laser Jet P3015	VND3F28744	AXIS	07/2008
Loranger Middle School	Band Room	HP Laser Jet P3015	VND3F29712	AXIS	07/2008
Loranger Middle School	Conference Room Main Floor	HP Laser Jet P3015	VNBCB1N41T	AXIS	07/2008
Loranger Middle School	Kitchen Office	HP Laser Jet P2035	CNB9S61228	AXIS	11/2008
Loranger Middle School	Lower Hall	HP Laser Jet P3015	VND3F29713	AXIS	07/2008
Loranger Middle School	Room 6	HP Laser Jet P2035	CNB9R31310	AXIS	11/2008
Loranger Middle School	Room 7B 3rd Floor	HP Laser Jet P3015	VND3F29685	AXIS	07/2008
Loranger Middle School	Room 9L	HP Laser Jet P3015	VND3F29710	AXIS	07/2008
Old Orchard Beach High	Adult Education	HP Laser Jet P2035	VNB3H14665	AXIS	11/2008
Old Orchard Beach High	Athletic Department	HP Laser Jet P2035	CNB9S06711	AXIS	11/2008
Old Orchard Beach High	Library	HP Laser Jet P3015	VND3F29679	AXIS	07/2008
Old Orchard Beach High	Room 102 "ISS"	HP Laser Jet P3015	VND3F29686	AXIS	07/2008
Old Orchard Beach High	Room 104	HP Laser Jet P2035	VNB3F09997	AXIS	11/2008
Old Orchard Beach High	Room 106	HP Laser Jet P3015	VND3F28741	AXIS	07/2008
Old Orchard Beach High	Room 203	HP Laser Jet P3015	VND3F29708	AXIS	07/2008
Old Orchard Beach High	Room 204	HP Laser Jet P4015N	CNDY315477	AXIS	05/2008
Old Orchard Beach High	Teachers' Room 2nd Floor	Konica Minolta BH601	A2WU011000656	BUDGET	12/2008
Old Orchard Beach High	Tech B Lab	HP Color Laser Jet CP2025	CNBS111865	AXIS	09/2008

# Warranty Progress Report

## For Year 2015-2016

### Equipment Details

#### Jameson Elementary School

#### Media Center Hallway

			<i>Black Meter &amp; Volume</i>	<i>Color Meter &amp; Volume</i>
Xerox Workcentre 5865	<i>Begin Date:</i>	7/1/2015	<i>Begin Meter</i>	114,248
EX9294758	<i>End Date:</i>	6/30/2016	<i>End Meter</i>	216,448
BUDGET - 50041			<i>Black Volume:</i>	102,200

*Model Intro Date:* 2/1/2013

<i>Date</i>	<i>Comments</i>
12/8/2015	Back on 11/10, Marc Ballenger forwarded a complaint from Jameson School stating two of their copiers had been having issues from day one. Marc had personally been removing paper jams from the copier. He requested a more heavy-duty copier to handle their needs. Budget reviewed the issues with their Service Manager Bill Hatch, but service history did not reflect the client's concerns. On 11/16 Marc followed up again as they were still having problems. The client wrote on 12/7 that they needed the copiers replaced immediately with reliable ones.
12/23/2015	On 12/23, Brenda Farrar wrote that this unit had a call in for jamming; tech removed jam and cleaned unit. Tested all functions working correctly before leaving. Vendor believes more detailed training is needed on the Xerox units. The tech feels the teachers don't look at where the machine is saying the jam is located and removing it properly from that location. They are just opening random doors and pulling paper in the paper path, but not getting to the source of the jam. Brenda also stated with Xerox units you have to always wait for them to process the jobs and confirm everything before they can get the job then when they have a jam it takes that much longer because after the jam is removed (if all of it is removed), user has to confirm everything again and wait.

Skip asked Budget to provide additional training when the BH751 is installed to replace #50075 and to keep SPC informed. Client is still extremely dissatisfied with the copiers, but he had to admit the same model in other locations within the district have not had the same issues these two copiers have had. The plan is to keep a close eye on them after additional training is provided. These copiers may not be the best fit for the location/circumstances.



*Equipment Details*

**Jameson Elementary School**

***Pre-K Hallway***

		<i>Black Meter &amp; Volume</i>		<i>Color Meter &amp; Volume</i>
Konica Minolta BH751	<i>Begin Date:</i> 1/13/2016	<i>Begin Meter</i>	1,144,707	
A0PN011001877	<i>End Date:</i> 6/30/2016	<i>End Meter</i>	1,274,339	
BUDGET - 18405		<i>Black Volume:</i>	129,632	
<i>Model Intro Date:</i> 12/1/2008				

<i>Date</i>	<i>Comments</i>
1/13/2016	This unit is a warranty replacement for KM BH601, SN A0PP011008742, ID #50075.

Konica Minolta BH601	<i>Begin Date:</i> 7/1/2015	<i>Begin Meter</i>	449,624
A0PP011008742	<i>End Date:</i> 1/13/2016	<i>End Meter</i>	530,462
BUDGET - 50075		<i>Black Volume:</i>	80,838

*Model Intro Date:* 12/1/2008

<i>Date</i>	<i>Comments</i>
12/8/2015	Back on 11/10, Marc Ballenger forwarded a complaint from Jameson School stating two of their copiers had been having issues from day one. Marc had personally been removing paper jams from the copier. He requested a more heavy-duty copier to handle their needs. Budget reviewed the issues with their Service Manager Bill Hatch, but service history did not reflect the client's concerns. On 11/16 Marc followed up again as they were still having problems. The client wrote on 12/7 that they needed the copiers replaced immediately with reliable ones.
12/10/2015	Client continued to have issues; encouraged calling Budget whenever it was down. Marc stated this was an issue because they were a Pre-K school, and the like to limit the amount of strangers coming into the building.
12/17/2015	Vendor noted unit installed 9/30/14, total of 19 service calls to date; annual volume approx 200k. Stated they have a BH751 to recondition and then install. Projected delivery 1st week of January.
12/23/2015	Service call placed for jamming, then called a 2nd time later in the day for jamming again. Tech removed jams, made adjustments.
1/4/2016	Brenda with Budget wrote that they had a service call on the copier with the client stating the copier had no power. When the tech arrived, he found the power switch was OFF. He turned the power on and copier is running fine. Sent equipment replacement form to Brenda for completion. Replacement scheduled 1/13/16.
1/13/2016	Copier was replaced with KM BH751, A0PN011001877.

Equipment Details

Jameson Elementary School

Speech Hall

		Black Meter & Volume		Color Meter & Volume
Xerox Workcentre 5865	<i>Begin Date:</i>	7/1/2015	<i>Begin Meter</i>	81,735
EX9294760	<i>End Date:</i>	6/30/2016	<i>End Meter</i>	107,650
BUDGET - 50039			<i>Black Volume:</i>	25,915
<i>Model Intro Date:</i> 2/1/2013				

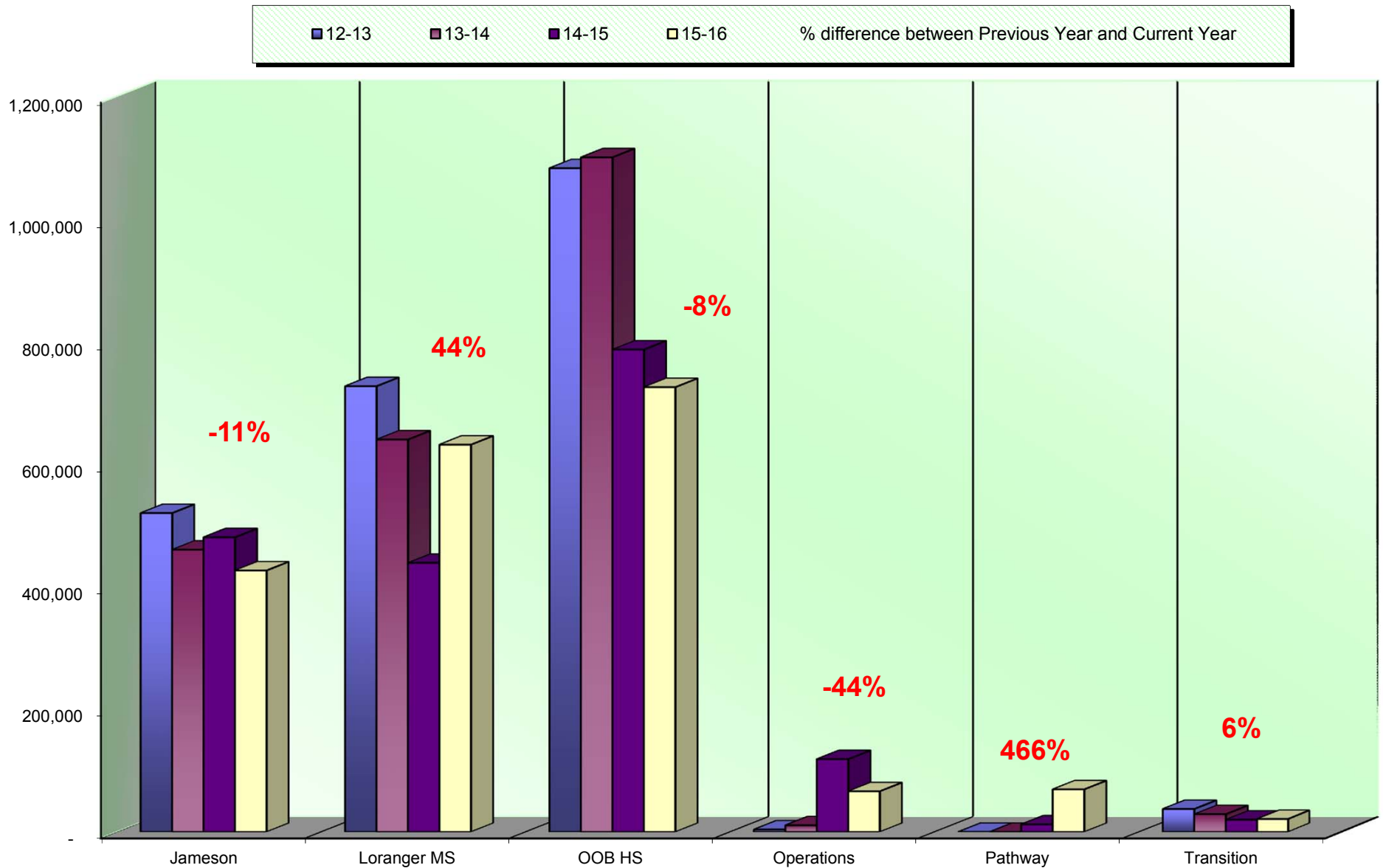
Date	Comments
12/8/2015	Back on 11/10, Marc Ballenger forwarded a complaint from Jameson School stating two of their copiers had been having issues from day one. Marc had personally been removing paper jams from the copier. He requested a more heavy-duty copier to handle their needs. Budget reviewed the issues with their Service Manager Bill Hatch, but service history did not reflect the client's concerns. On 11/16 Marc followed up again as they were still having problems. The client wrote on 12/7 that they needed the copiers replaced immediately with reliable ones.

## Warranty Replaced Machines

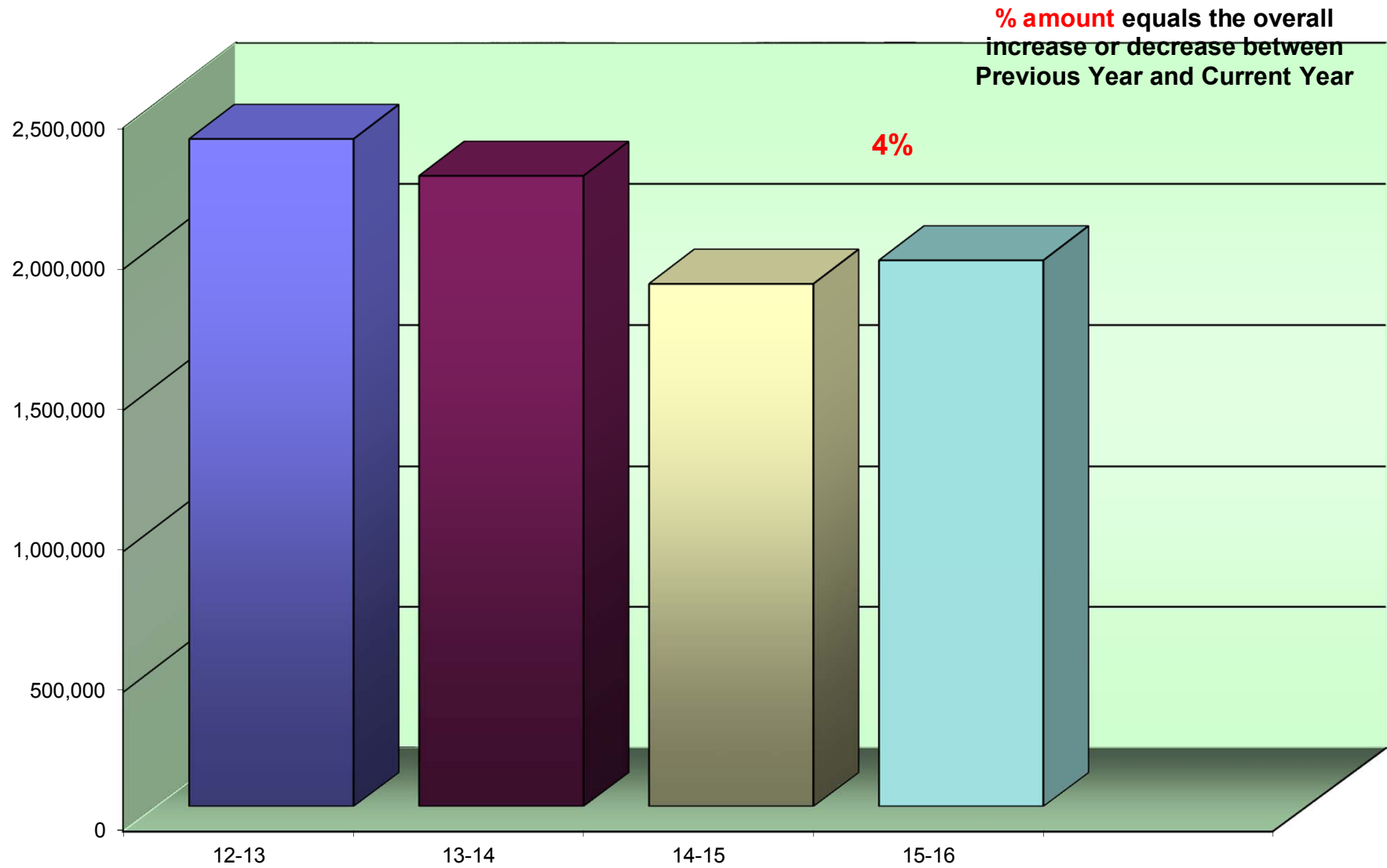
The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department / Room	Make Model	Serial #	Vendor Id #	Date of Trade
Jameson Elementary School	Pre-K Hallway	Konica Minolta BH601	A0PP011008742	50075	1/13/2016
Old Orchard Beach High	Tech B Lab	HP Color Laser Jet CP2025	JPBFR14787		10/27/2015
Old Orchard Beach High	Tech Room C-3	HP Color Laser Jet CP2025	CNGSB29315		10/7/2015

# ANNUAL BLACK VOLUME BY BUILDING



# ANNUAL BLACK VOLUME OVERALL



## 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>
Jameson Elementary School	241	426,798	\$11,631.83	1,771	\$48.26
Loranger Middle School	296	631,846	\$17,310.38	2,135	\$58.48
Old Orchard Beach High	247	725,529	\$19,731.43	2,937	\$79.88
OOB Superintendent's Office	0	66,550	\$1,888.59	0	\$0.00
Pathway Alternative Education	14	69,715	\$1,883.13	4,980	\$134.51
RSU 23 Transition Program	9	21,170	\$604.94	2,352	\$67.22
<b>Totals</b>	<b>807</b>	<b>1,941,608</b>	<b>\$53,050.30</b>	<b>2,406</b>	<b>\$65.74</b>

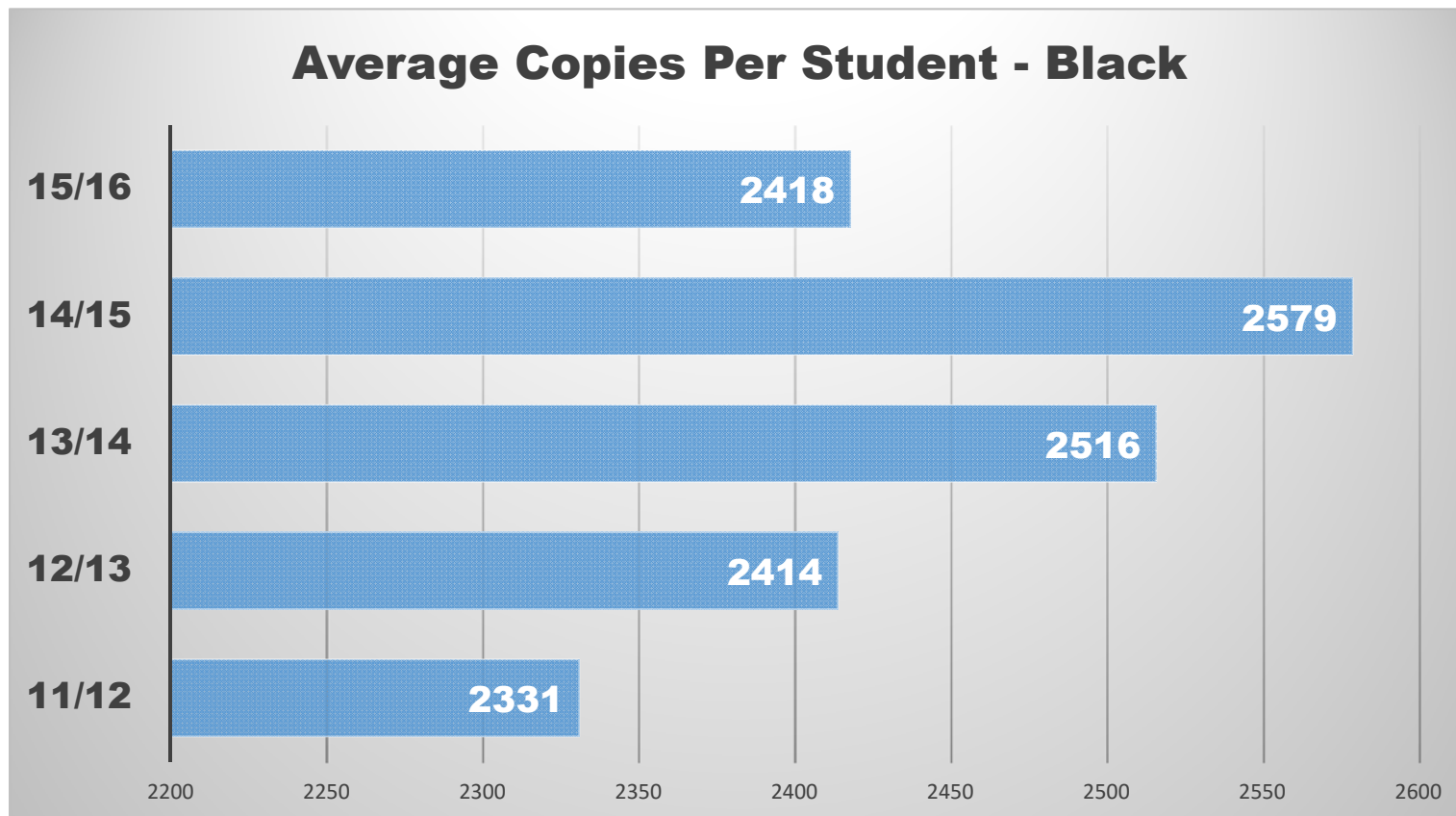
*\*Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

## Cost Comparison – Black

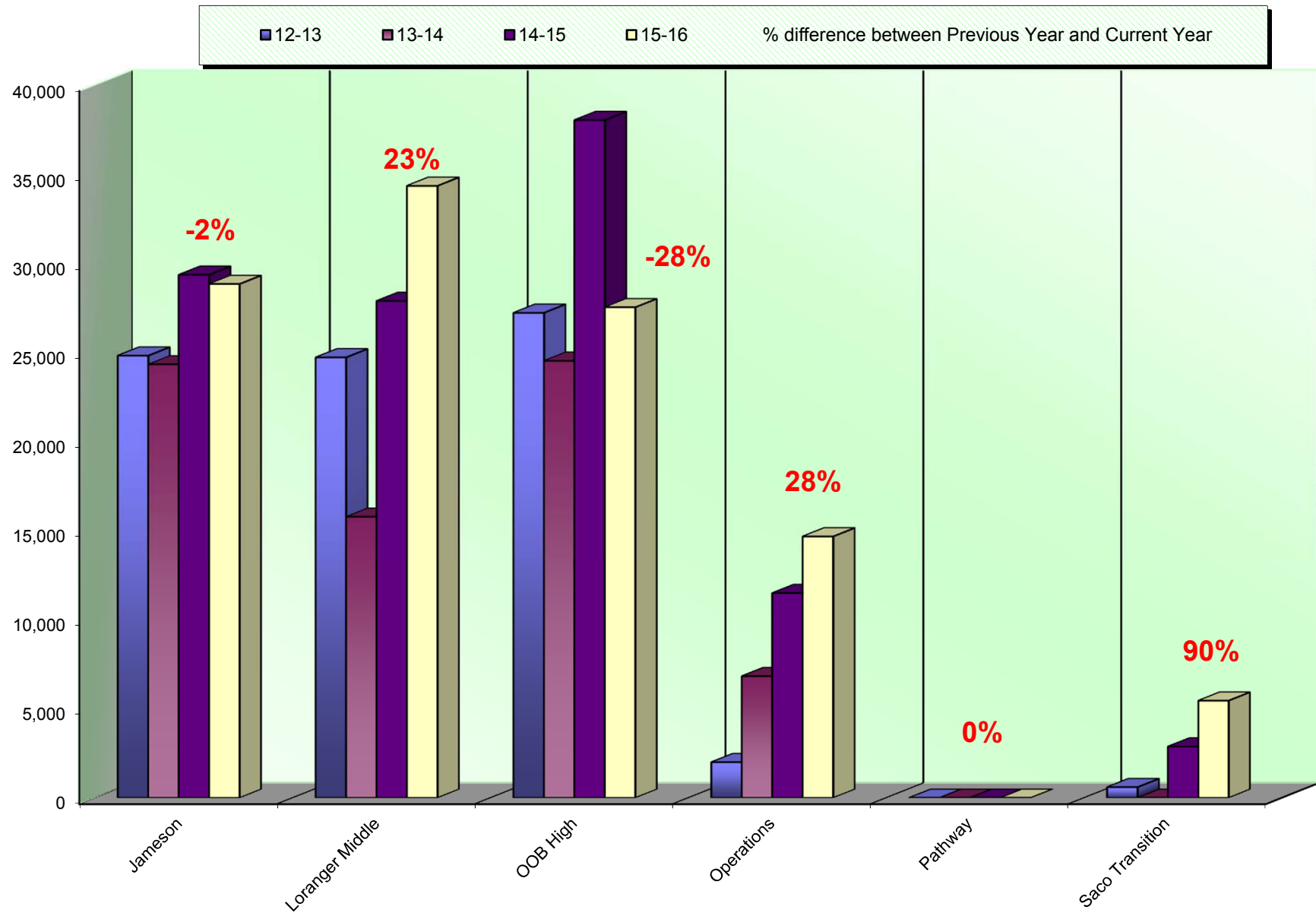
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
<b>All Schools w/student populations</b>	<b>108,464</b>	<b>262,254,700</b>	<b>\$4,909,783</b>	<b>2,418</b>	<b>\$45.27</b>

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

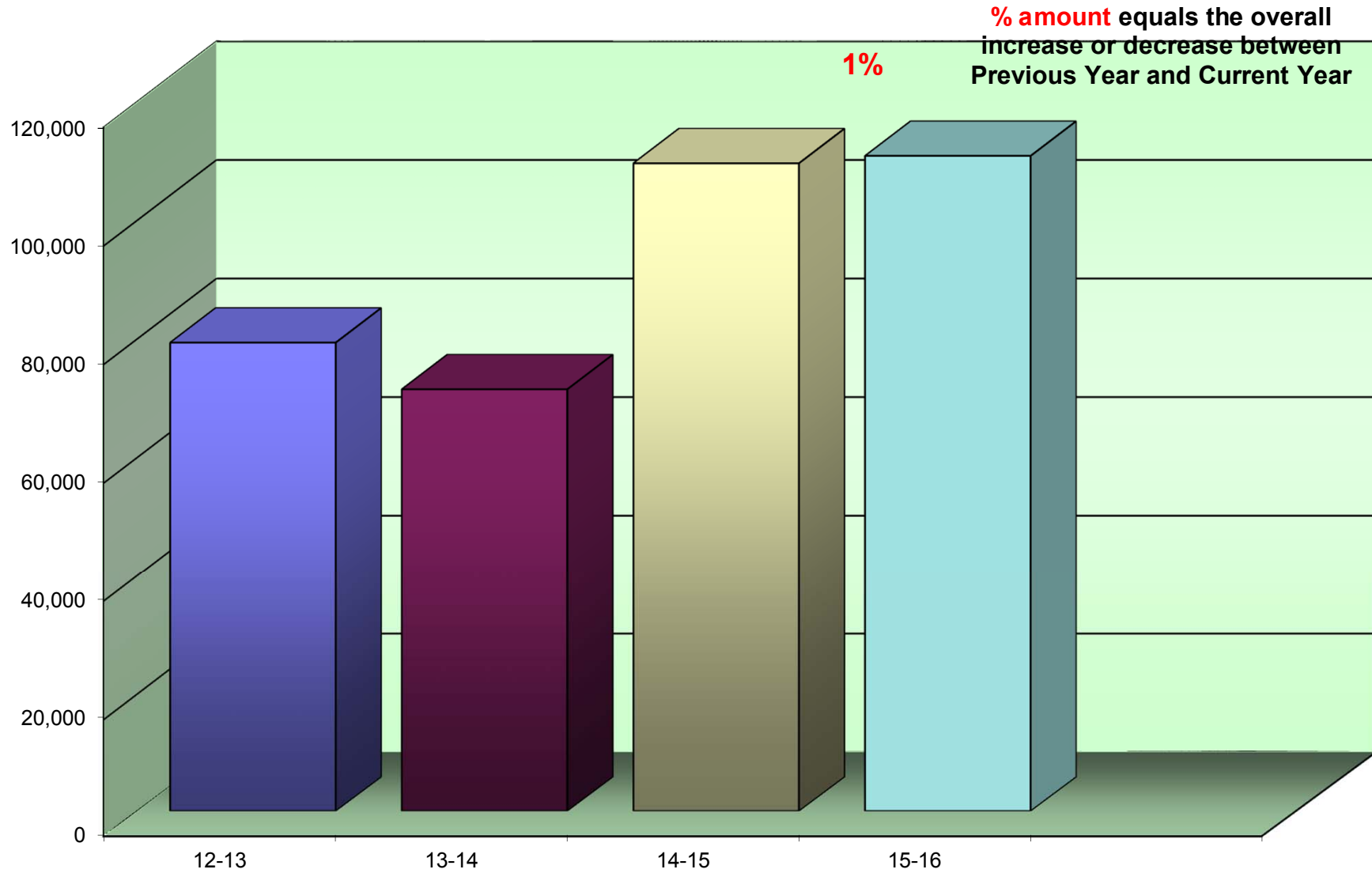


### ANNUAL COLOR VOLUME BY BUILDING





### ANNUAL COLOR VOLUME BY DISTRICT



## 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>
Jameson Elementary School	241	28,835	\$1,357.84	120	\$5.63
Loranger Middle School	296	34,331	\$2,196.89	116	\$7.42
Old Orchard Beach High	247	26,846	\$1,504.49	109	\$6.09
OOB Superintendent's Office	0	14,697	\$952.29	0	\$0.00
Pathway Alternative Education	14	0	\$0.00	0	\$0.00
RSU 23 Transition Program	9	5,475	\$257.82	608	\$28.65
<b><i>Totals</i></b>	<b>807</b>	<b>110,184</b>	<b>\$6,269.33</b>	<b>137</b>	<b>\$7.77</b>

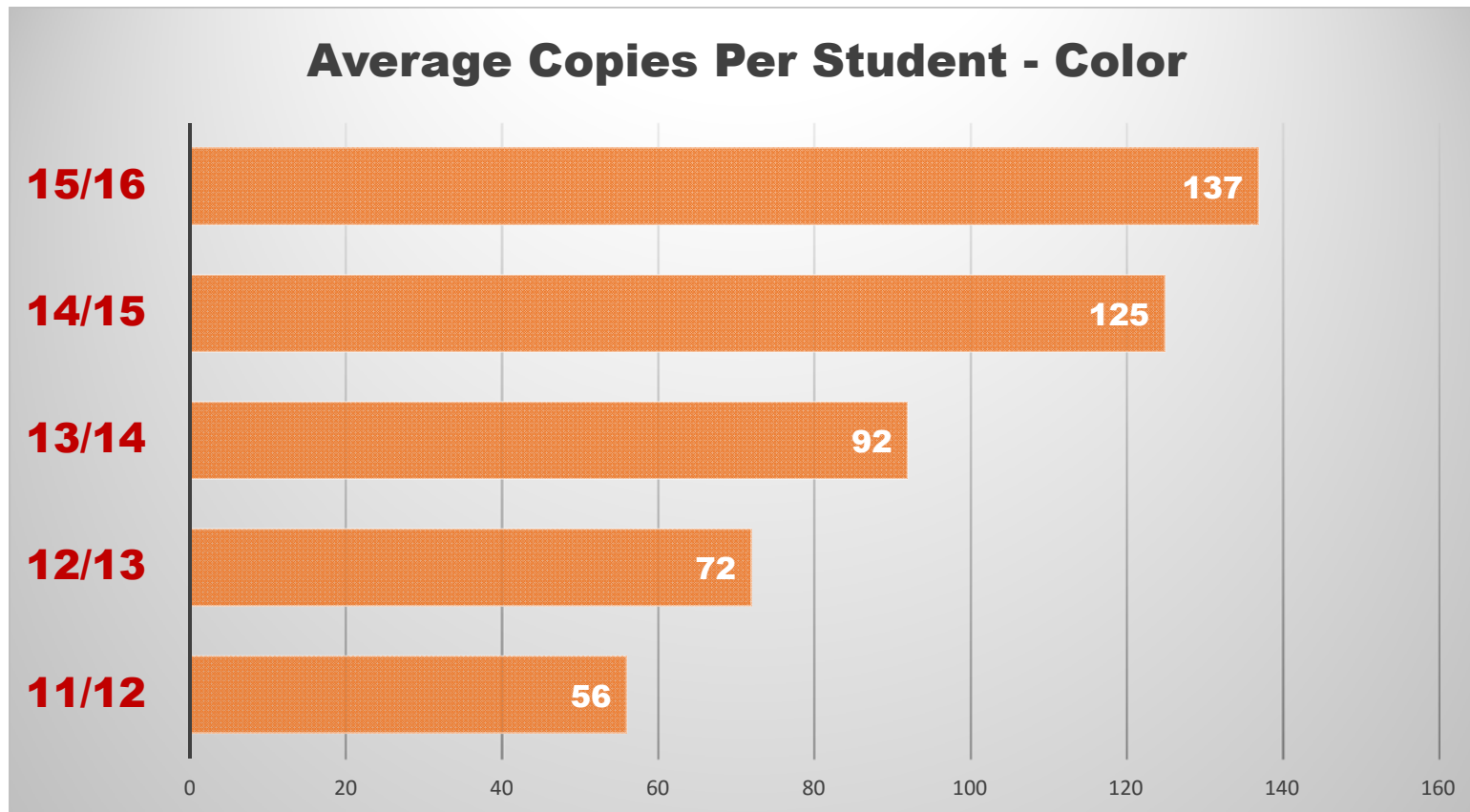
*\*Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

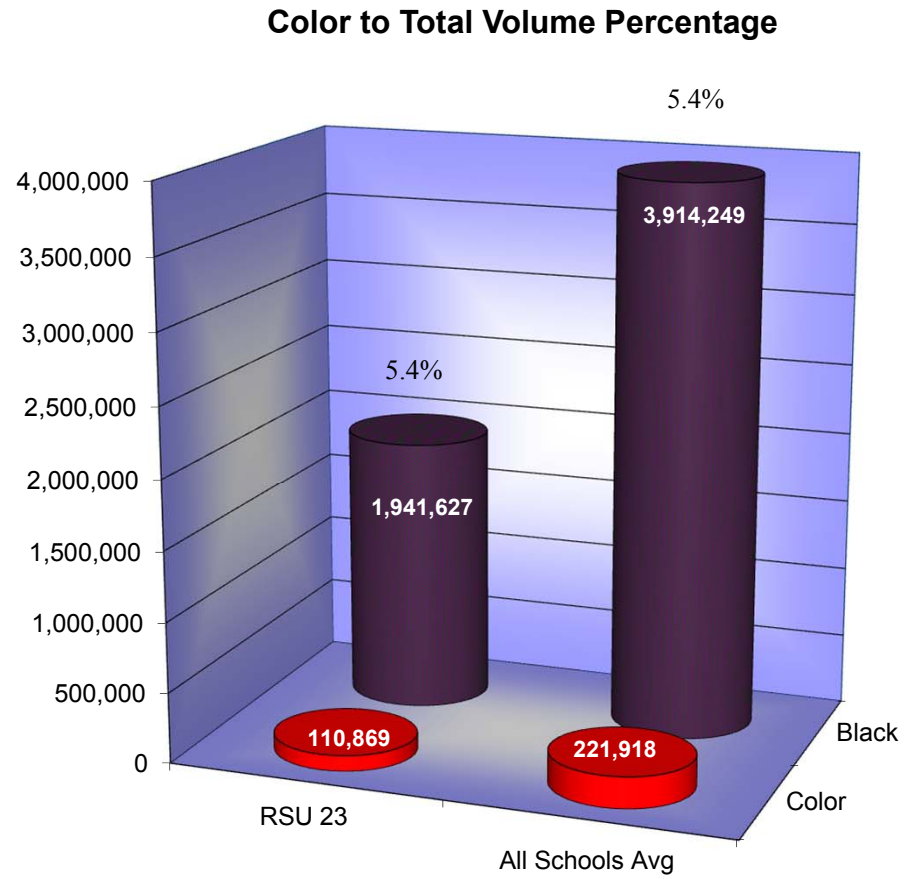
### Cost Comparison – Color

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.

	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
<b>All Schools w/student populations</b>	<b>108,464</b>	<b>14,868,490</b>	<b>\$787,820</b>	<b>137</b>	<b>\$7.25</b>

*\*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.

<i>Make-Model / Speed</i>					<i>Date of Last Upgrade: 7/1/2014</i>
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2015-16</i>		
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>JAMESON ELEMENTARY SCHOOL</b>					
<b>Library</b>					
Konica Minolta BH4020 / 42 PPM	11,438	31,878	20,440	\$0.006500	None at this time.
A6WD011001646 / 50017				\$132.86	
1,000,000 / 02/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>BUDGET</b>					
<b>Main Office</b>					
HP Laser Jet Pro M401dn / 35 PPM	3,846	7,309	3,463	\$0.007500	None at this time.
PHGFG20143 /				\$25.97	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>AXIS</b>					
Xerox WC 7845 / 45 PPM	32,832	64,587	31,755	\$0.005200	None at this time.
MX4356514 / 50048				\$165.13	
1,000,000 / 02/2013	24,958	53,793	28,835	\$0.04662	
Color Photocopier				\$1,344.29	
<b>BUDGET</b>					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 7/1/2014</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>JAMESON ELEMENTARY SCHOOL</b>					
<b>Media Center Hallway</b>					
Xerox Workcentre 5865 / 65 PPM	114,248	216,448	102,200	\$0.003700	None at this time.
EX9294758 / 50041				\$378.14	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>BUDGET</b>					
<b>Pre-K Hallway</b>					
Konica Minolta BH601 / 60 PPM	449,624	530,462	80,838	\$0.003900	Traded; replaced w/A0PN011001877.
A0PP011008742 / 50075				\$315.27	
3,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>BUDGET</b>					
Konica Minolta BH751 / 75 PPM	1,144,707	1,274,339	129,632	\$0.003900	8 years from Intro.
A0PN011001877 / 18405				\$505.56	
4,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>BUDGET</b>					

					Date of Last Upgrade: 7/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
JAMESON ELEMENTARY SCHOOL					
Room 2 - Computer Lab					
HP Laser Jet Pro M401dn / 35 PPM	2,701	2,771	70	\$0.007500	None at this time.
PHGFG20144 /				\$0.53	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 21					
HP Laser Jet P3015 / 42 PPM	11,268	32,803	21,535	\$0.007500	8 years from Intro.
VND3F29625 /				\$161.51	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 26					
HP Laser Jet P3015 / 42 PPM	9,577	20,527	10,950	\$0.007500	8 years from Intro.
VND3F28744 /				\$82.13	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 7/1/2014</i>  <i>Recommendations</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>		
<b>JAMESON ELEMENTARY SCHOOL</b>						
<b><i>Speech Hall</i></b>						
Xerox Workcentre 5865 / 65 PPM	81,735	107,650	25,915	\$0.003700	None at this time.	
EX9294760 / 50039				\$95.89		
3,000,000 / 02/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
<b>BUDGET</b>						
<b><i>Subtotals Black</i></b>			<b>426,798</b>	<b>\$1,862.98</b>		
<b><i>Subtotals Color</i></b>			<b>28,835</b>	<b>\$1,344.29</b>		



<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2014</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>LORANGER MIDDLE SCHOOL</b>					
<b><i>Assistant Principal</i></b>					
Xerox CQ 8700X / 44 PPM	2,573	4,763	2,190	\$0.004200	None at this time.
DA3010763 / 50076				\$9.20	
1,000,000 / 04/2012	1,933	3,758	1,825	\$0.04662	
Color Photocopier				\$85.08	
<b>BUDGET</b>					
<b><i>Band Room</i></b>					
HP Laser Jet P3015 / 42 PPM	2,889	3,342	453	\$0.007500	8 years from Intro.
VND3F29712 /				\$3.40	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>AXIS</b>					
<b><i>Conference Room Main Floor</i></b>					
HP Laser Jet P3015 / 42 PPM	26,699	39,839	13,140	\$0.007500	8 years from Intro.
VNBCB1N41T /				\$98.55	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>AXIS</b>					

Date of Last Upgrade: 7/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
LORANGER MIDDLE SCHOOL					
Ground Floor Hall					
Xerox Workcentre 5865 / 65 PPM	71,068	227,034	155,966	\$0.003700	None at this time.
EX9295628 / 50294				\$577.07	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
BUDGET					
Guidance Office Room 1					
Xerox CQ 8700X / 44 PPM	1,107	1,709	602	\$0.004200	None at this time.
DA3010813 / 50074				\$2.53	
1,000,000 / 04/2012	274	842	568	\$0.04662	
Color Photocopier				\$26.48	
BUDGET					
Kitchen Office					
HP Laser Jet P2035 / 30 PPM	11,233	19,993	8,760	\$0.007500	8 years from Intro.
CNB9S61228 /				\$65.70	
750,000 / 11/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 7/1/2014</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>	
<b>LORANGER MIDDLE SCHOOL</b>						
<b>Lab 2- 2nd Floor</b>						
HP Laser Jet Pro M401dn / 35 PPM	2,655	5,193	2,538	\$0.007500	None at this time.	
PHGFG20155 /				\$19.04		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>AXIS</b>						
<b>Library</b>						
HP Laser Jet Pro M401dn / 35 PPM	3,928	10,133	6,205	\$0.007500	None at this time.	
PHGFG20147 /				\$46.54		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>AXIS</b>						
Xerox CQ 8700X / 44 PPM	3,380	9,220	5,840	\$0.004200	None at this time.	
DA3010806 / 50077				\$24.53		
1,000,000 / 04/2012	3,349	8,094	4,745	\$0.04662		
Color Photocopier				\$221.21		
<b>BUDGET</b>						

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 7/1/2014</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>LORANGER MIDDLE SCHOOL</b>					
<b>Lower Hall</b>					
HP Laser Jet P3015 / 42 PPM	13,244	34,049	20,805	\$0.007500	8 years from Intro.
VND3F29713 /				\$156.04	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>AXIS</b>					
<b>Main Office</b>					
Xerox WC 7845 / 45 PPM	71,879	143,784	71,905	\$0.005200	None at this time.
MX4356584 / 50047				\$373.91	
1,000,000 / 02/2013	8,198	21,338	13,140	\$0.04662	
Color Photocopier				\$612.59	
<b>BUDGET</b>					
<b>Room 11</b>					
HP Laser Jet Pro M401dn / 35 PPM	4,303	6,913	2,610	\$0.007500	None at this time.
PHGFG20146 /				\$19.58	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>AXIS</b>					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 7/1/2014</i>	
	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>LORANGER MIDDLE SCHOOL</b>						
<b>Room 12</b>						
HP Laser Jet Pro M401dn / 35 PPM	18,110	37,820	19,710	\$0.007500	None at this time.	
PHGFG20151 /				\$147.83		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>AXIS</b>						
<b>Room 2</b>						
HP Laser Jet Pro M401dn / 35 PPM	7,358	11,738	4,380	\$0.007500	None at this time.	
PHGFG20150 /				\$32.85		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>AXIS</b>						
<b>Room 2L - Copy Room 1st Floor</b>						
HP Color Laser Jet M451dn / 21 PPM	1,657	6,402	4,745	\$0.007500	None at this time.	
CNDF372761 /				\$35.59		
500,000 / 02/2012	4,819	13,579	8,760	\$0.08750		
Color Network Printer				\$766.50		
<b>AXIS</b>						

Date of Last Upgrade: 7/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
LORANGER MIDDLE SCHOOL					
Room 4L					
HP Laser Jet Pro M401dn / 35 PPM	5,882	13,547	7,665	\$0.007500	None at this time.
PHGFG20156 /				\$57.49	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 6					
HP Laser Jet P2035 / 30 PPM	844	2,484	1,640	\$0.007500	8 years from Intro.
CNB9R31310 /				\$12.30	
750,000 / 11/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Room 7B - 8th Grade Prep 3rd Floor					
Xerox Workcentre 5865 / 65 PPM	69,295	89,735	20,440	\$0.003700	None at this time.
EX9295607 / 50079				\$75.63	
3,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
BUDGET					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2014</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>LORANGER MIDDLE SCHOOL</b>					
<b>Room 7B 3rd Floor</b>					
HP Laser Jet P3015 / 42 PPM	3,026	7,771	4,745	\$0.007500	8 years from Intro.
VND3F29685 /				\$35.59	
200,000 / 07/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>AXIS</b>					
<b>Room 9 - Speech 3rd Floor</b>					
HP Color Laser Jet M451dn / 21 PPM	1,381	2,642	1,261	\$0.007500	None at this time.
CNDF372765 /				\$9.46	
500,000 / 02/2012	1,404	2,798	1,394	\$0.08750	
Color Network Printer				\$121.98	
<b>AXIS</b>					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2014</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>LORANGER MIDDLE SCHOOL</b>					
<b>Room 9L</b>					
HP Color Laser Jet M451dn / 21 PPM CNDF372769 / 500,000 / 02/2012 Color Network Printer	1,158  3,815	1,829  7,714	671  3,899	\$0.007500 \$5.03 \$0.08750 \$341.16	None at this time.
<b>AXIS</b>					
HP Laser Jet P3015 / 42 PPM VND3F29710 / 200,000 / 07/2008 Black Network Printer	10,409  0	15,519  0	5,110  0	\$0.007500 \$38.33 \$0.00000 \$0.00	8 years from Intro.
<b>AXIS</b>					
<b>Supply Room 1st Floor</b>					
Xerox Workcentre 5865 / 65 PPM EX9295659 / 50292 3,000,000 / 02/2013 Black Photocopier	62,665  0	187,860  0	125,195  0	\$0.003700 \$463.22 \$0.00000 \$0.00	None at this time.
<b>BUDGET</b>					



<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 7/1/2014</i>	
	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
<b>LORANGER MIDDLE SCHOOL</b>						
<b><i>Teachers' Room 2nd Floor</i></b>						
Xerox Workcentre 5865 / 65 PPM	55,361	200,631	145,270	\$0.003700	None at this time.	
EX9295647 / 50293				\$537.50		
3,000,000 / 02/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
<b>BUDGET</b>						
<b><i>Subtotals Black</i></b>			<b>631,846</b>	<b>\$2,846.87</b>		
<b><i>Subtotals Color</i></b>			<b>34,331</b>	<b>\$2,175.00</b>		

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 7/1/2014</i>  <i>Recommendations</i>	
	<i>7/1/2015</i> <i>Meter</i>	<i>6/30/2016</i> <i>Meter</i>	<i>2015-16</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>		
<b>OLD ORCHARD BEACH HIGH</b>						
<b>Adult Education</b>						
HP Laser Jet P2035 / 30 PPM	4,915	5,605	690	\$0.007500	8 years from Intro.	
VNB3H14665 /				\$5.18		
750,000 / 11/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>AXIS</b>						
HP Laser Jet Pro M401dne / 35 PPM	9,118	17,513	8,395	\$0.007500	None at this time.	
PHGFF31845 /				\$62.96		
750,000 / 01/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
<b>AXIS</b>						
<b>Art Room</b>						
Xerox CQ 8700X / 44 PPM	926	2,424	1,498	\$0.004200	None at this time.	
DA3010730 / 50083				\$6.29		
1,000,000 / 04/2012	1,807	4,218	2,411	\$0.04662		
Color Photocopier				\$112.40		
<b>BUDGET</b>						

Date of Last Upgrade: 7/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
OLD ORCHARD BEACH HIGH					
Athletic Department					
HP Laser Jet P2035 / 30 PPM	11,673	13,781	2,108	\$0.007500	8 years from Intro.
CNB9S06711 /				\$15.81	
750,000 / 11/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Guidance					
HP Laser Jet Pro M401dn / 35 PPM	945	4,140	3,195	\$0.007500	None at this time.
PHGFG20139 /				\$23.96	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
AXIS					
Guidance Office					
HP Color Laser Jet M375nw / PPM	7,209	10,398	3,189	\$0.007500	None at this time.
CND8F69JG3 /				\$23.92	
250,000 / 12/2011	6,748	8,401	1,653	\$0.08750	
Color Laser MFP				\$144.64	
AXIS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2014
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
OLD ORCHARD BEACH HIGH					
Library					
HP Laser Jet P3015 / 42 PPM VND3F29679 / 200,000 / 07/2008 Black Network Printer	10,691  0	22,006  0	11,315  0	\$0.007500 \$84.86 \$0.00000 \$0.00	8 years from Intro.
AXIS					
Konica Minolta BH423 / 42 PPM A1UD011005006 / 16870 1,000,000 / 06/2010 Black Photocopier	1,159,104  0	1,166,039  0	6,935  0	\$0.003900 \$27.05 \$0.00000 \$0.00	None at this time.
BUDGET					
Library Airprint					
HP Laser Jet Pro M401dn / 35 PPM PHGFG20152 / 750,000 / 06/2012 Black Network Printer	4,017  0	9,492  0	5,475  0	\$0.007500 \$41.06 \$0.00000 \$0.00	None at this time.
AXIS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2014</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>OLD ORCHARD BEACH HIGH</b>					
<b><i>Mail Room Left Side</i></b>					
Xerox WorkCentre 5875apt / 75 PPM	120,058	256,933	136,875	\$0.003700	None at this time.
EX9295724 / 50078				\$506.44	
4,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>BUDGET</b>					
<b><i>Mail Room Right Side</i></b>					
Xerox WorkCentre 5875apt / 75 PPM	198,938	411,368	212,430	\$0.003700	None at this time.
EX9294751 / 50037				\$785.99	
4,000,000 / 02/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>BUDGET</b>					
<b><i>Main Office</i></b>					
Xerox CQ 8700X / 44 PPM	7,072	14,737	7,665	\$0.004200	None at this time.
DA3010762 / 50082				\$32.19	
1,000,000 / 04/2012	17,308	35,923	18,615	\$0.04662	
Color Photocopier				\$867.83	
<b>BUDGET</b>					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 7/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
OLD ORCHARD BEACH HIGH						
Room 102 "ISS"						
HP Laser Jet P3015 / 42 PPM	17,388	40,383	22,995	\$0.007500	8 years from Intro.	
VND3F29686 /				\$172.46		
200,000 / 07/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
Room 104						
HP Laser Jet P2035 / 30 PPM	3,480	3,480	0	\$0.007500	8 years from Intro. Not being used. Why?	
VNB3F09997 /				\$0.00		
750,000 / 11/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
Room 106						
HP Laser Jet P3015 / 42 PPM	7,030	14,976	7,946	\$0.007500	8 years from Intro.	
VND3F28741 /				\$59.60		
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 Vendor					Date of Last Upgrade: 7/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
OLD ORCHARD BEACH HIGH						
Room 108						
HP Laser Jet Pro M401dn / 35 PPM	6,744	12,949	6,205	\$0.007500	None at this time.	
PHGFG20145 /				\$46.54		
750,000 / 06/2012	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
Room 203						
HP Laser Jet P3015 / 42 PPM	5,435	13,424	7,989	\$0.007500	8 years from Intro.	
VND3F29708 /				\$59.92		
200,000 / 07/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						
Room 204						
HP Laser Jet P4015N / 52 PPM	76,420	81,230	4,810	\$0.007500	8 years from Intro.	
CNDY315477 /				\$36.08		
3,000,000 / 05/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
AXIS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2014</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>OLD ORCHARD BEACH HIGH</b>					
<b>Room 205</b>					
HP Laser Jet Pro M401dn / 35 PPM	5,604	8,237	2,633	\$0.007500	None at this time.
PHGFG20149 /				\$19.75	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>AXIS</b>					
<b>Teachers' Room 2nd Floor</b>					
Konica Minolta BH601 / 60 PPM	876,852	1,135,637	258,785	\$0.003900	8 years from Intro.
A2WU011000656 / 18705				\$1,009.26	
3,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>BUDGET</b>					



Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 7/1/2014
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
OLD ORCHARD BEACH HIGH					
Tech B Lab					
HP Color Laser Jet CP2025 / 21 PPM JPBFR14787 / 500,000 / 09/2008 Color Network Printer	1,304  4,018	1,327  4,450	23  432	\$0.007500 \$0.17 \$0.08750 \$37.80	Traded; replaced w/CNBS111865.
AXIS					
HP Color Laser Jet CP2025 / 21 PPM CNBS111865 / 500,000 / 09/2008 Color Network Printer	3,800  7,620	3,836  10,670	36  3,050	\$0.007500 \$0.27 \$0.08750 \$266.88	8 years from Intro.
AXIS					
Tech Lab Office					
Konica Minolta BH3320 / 35 PPM A6WP011004096 / 50066 750,000 / 02/2014 Black Laser MFP	2,769  0	5,028  0	2,259  0	\$0.006500 \$14.68 \$0.00000 \$0.00	None at this time.
BUDGET					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 7/1/2014</i>
<i>Vendor</i>	<i>7/1/2015 Meter</i>	<i>6/30/2016 Meter</i>	<i>2015-16 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
<b>OLD ORCHARD BEACH HIGH</b>					
<b>Tech Room C-3</b>					
HP Color Laser Jet CP2025 / 21 PPM	5,277	5,296	19	\$0.007500	8 years from Intro.
CNGSB29315 /				\$0.14	
500,000 / 09/2008	34,965	35,650	685	\$0.08750	
Color Network Printer				\$59.94	
<b>AXIS</b>					
HP Laser Jet Pro M401dn / 35 PPM	13,928	24,878	10,950	\$0.007500	None at this time.
PHGFG20135 /				\$82.13	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>AXIS</b>					
<b>Vice Principal's Office</b>					
HP Laser Jet Pro M401dn / 35 PPM	823	1,932	1,109	\$0.007500	None at this time.
PHGFG20132 /				\$8.32	
750,000 / 06/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>AXIS</b>					
<b>Subtotals Black</b>			<b>725,529</b>	<b>\$3,125.02</b>	
<b>Subtotals Color</b>			<b>26,846</b>	<b>\$1,489.48</b>	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 7/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
OOB SUPERINTENDENT'S OFFICE						
2nd Floor Hall						
HP Color Laser Jet M451dn / 21 PPM CNDF372764 / 500,000 / 02/2012 Color Network Printer	5,831	13,152	7,321	\$0.007500 \$54.91	None at this time.	
	3,335	7,965	4,630	\$0.08750 \$405.13		
AXIS						
Inner Office 1st Floor						
HP Color Laser Jet M451dn / 21 PPM CNDF372766 / 500,000 / 02/2012 Color Network Printer	1,102	1,931	829	\$0.007500 \$6.22	None at this time.	
	1,446	3,118	1,672	\$0.08750 \$146.30		
AXIS						
Lobby						
Xerox WC 7845 / 45 PPM MX4356582 / 50042 1,000,000 / 02/2013 Color Photocopier	72,119	130,519	58,400	\$0.005200 \$303.68	None at this time.	
	6,718	15,113	8,395	\$0.04662 \$391.37		
BUDGET						
Subtotals Black			66,550	\$364.81		
Subtotals Color			14,697	\$942.80		

Date of Last Upgrade: 7/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
PATHWAY ALTERNATIVE EDUCATION					
Modular					
HP Laser Jet Pro M401dn / 35 PPM PHGFG20142 / 750,000 / 06/2012 Black Network Printer	4,825  0	9,205  0	4,380  0	\$0.007500 \$32.85 \$0.00000 \$0.00	None at this time.
AXIS					
Konica Minolta BH363 / 36 PPM A1UE011002860 / 16384 750,000 / 06/2010 Black Photocopier	839,832  0	905,167  0	65,335  0	\$0.003900 \$254.81 \$0.00000 \$0.00	
BUDGET					
Subtotals Black			69,715	\$287.66	
Subtotals Color			0	\$0.00	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 7/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
RSU 23 TRANSITION PROGRAM						
Office 2						
HP Laser Jet Pro M401dn / 35 PPM PHGFC34529 / 750,000 / 06/2012 Black Network Printer	5,708  0	10,088  0	4,380  0	\$0.007500 \$32.85 \$0.00000 \$0.00	None at this time.	
AXIS						
Xerox WorkCentre 7830 / 30 PPM MX1204132 / 50080 750,000 / 02/2013 Color Photocopier	14,325  2,888	31,115  8,363	16,790  5,475	\$0.005200 \$87.31 \$0.04662 \$255.24		
BUDGET						
Subtotals Black			21,170	\$120.16		
Subtotals Color			5,475	\$255.24		

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<i>District Wide Black Totals</i>	<i>1,941,608</i>	<i>\$8,607.49</i>
<i>District Wide Color Totals</i>	<i>110,184</i>	<i>\$6,206.81</i>

## 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 9/15/2004 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2015-16 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
1,941,608	\$0.01399	\$27,163.10

### CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
1,941,608	\$0.00443	\$8,601.32	\$18,561.77	\$92,808.86

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$18,561.77 x 12 years as a Client*

***=\$222,741.27 Cost Savings!***

## *Projected Equipment Costs by Building - Black*

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Jameson Elementary School	426,798	\$1,882.42	\$2,117.77	\$7,631.63	\$11,631.83
Loranger Middle School	631,846	\$2,877.04	\$3,135.22	\$11,298.12	\$17,310.38
Old Orchard Beach High	725,529	\$3,158.07	\$3,600.07	\$12,973.28	\$19,731.43
OOB Superintendent's Office	66,550	\$368.38	\$330.22	\$1,189.99	\$1,888.59
Pathway Alternative Education	69,715	\$290.62	\$345.93	\$1,246.58	\$1,883.13
RSU 23 Transition Program	21,170	\$121.35	\$105.05	\$378.54	\$604.94
<b>Total</b>	<b>1,941,608</b>	<b>\$8,697.88</b>	<b>\$9,634.26</b>	<b>\$34,718.15</b>	<b>\$53,050.30</b>

### *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 Ricoh MP 9003 SP RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 90 Copies per Minute are coming in at **\$7,435** with a Retail Cost of \$51,053....**15% 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
Jameson Elementary School	28,835	\$1,357.84
Loranger Middle School	34,331	\$2,196.90
Old Orchard Beach High	26,846	\$1,504.49
OOB Superintendent's Office	14,697	\$952.29
Pathway Alternative Education	0	\$0.00
RSU 23 Transition Program	5,475	\$257.82
<b><i>Total</i></b>	<b>110,184</b>	<b>\$6,269.33</b>

## *Service & Supply Usage Profile by Vendor - Black*

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.1%.**

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Axis Business Solutions	Black Network Printer	2,610	\$0.00750	\$19.58	\$0.00758	\$19.78
Axis Business Solutions	Black Network Printer	235,744	\$0.00750	\$1,768.08	\$0.00758	\$1,786.94
Axis Business Solutions	Color Laser MFP	3,189	\$0.00750	\$23.92	\$0.00758	\$24.17
Axis Business Solutions	Color Network Printer	14,905	\$0.00750	\$111.79	\$0.00758	\$112.98
Budget Document Technologies	Black Laser MFP	2,259	\$0.00650	\$14.68	\$0.00657	\$14.84
Budget Document Technologies	Black Photocopier	924,291	\$0.00370	\$3,419.88	\$0.00374	\$3,456.85
Budget Document Technologies	Black Photocopier	541,525	\$0.00390	\$2,111.95	\$0.00394	\$2,133.61
Budget Document Technologies	Black Photocopier	20,440	\$0.00650	\$132.86	\$0.00657	\$134.29
Budget Document Technologies	Color Photocopier	17,795	\$0.00420	\$74.74	\$0.00424	\$75.45
Budget Document Technologies	Color Photocopier	178,850	\$0.00520	\$930.02	\$0.00525	\$938.96
<b>Total</b>		<b>1,941,608</b>	<b>\$0.00443</b>	<b>\$8,607.49</b>	<b>\$0.00448</b>	<b>\$8,697.88</b>

## *Service & Supply Usage Profile by Vendor - Color*

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 1.1%.**

Vendor	Equipment Type	Annual Volume	2015 - 2016 Cost / Copy	Total Cost	2016 - 2017 Cost / Copy	Projected Cost
Axis Business Solutions	Color Laser MFP	1,653	\$0.08750	\$144.64	\$0.08838	\$146.09
Axis Business Solutions	Color Network Printer	3,899	\$0.08750	\$341.16	\$0.08838	\$344.59
Axis Business Solutions	Color Network Printer	20,623	\$0.08750	\$1,804.51	\$0.08838	\$1,822.66
Budget Document Technologies	Color Photocopier	84,009	\$0.04662	\$3,916.50	\$0.04709	\$3,955.98
<b>Total</b>		<b>110,184</b>	<b>\$0.05633</b>	<b>\$6,206.81</b>	<b>\$0.0569</b>	<b>\$6,269.32</b>

## *Reprographic Equipment Assessment*

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

<b>Total Number of Units</b>	<b>128</b>
<b>Total Number of Units on Lease</b>	<b>100</b>
<b>Total Number of Units Owned</b>	<b>28</b>
<b>Lease Company</b>	<b>Norway Savings Bank, SPC</b>
<b>Lease Start Date</b>	<b>7/1/2014</b>
<b>Lease End Date</b>	<b>8/1/2019</b>
<b>Term</b>	<b>5 Annual</b>
<b>Annual Payment usually due on 8/1</b>	<b>\$34,718.15</b>
<b>Remaining Payments</b>	<b>3</b>

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

*Leased Equipment*

Building	Make/Model	Serial Number
Jameson Elementary School	HP Laser Jet P3015	VND3F29625
Jameson Elementary School	Xerox Workcentre 5865	EX9294760
Jameson Elementary School	Xerox Workcentre 5865	EX9294758
Jameson Elementary School	Xerox WC 7845	MX4356514
Jameson Elementary School	HP Laser Jet Pro M401dn	PHGFG20143
Jameson Elementary School	HP Laser Jet Pro M401dn	PHGFG20144
Jameson Elementary School	Konica Minolta BH4020	A6WD011001646
Jameson Elementary School	HP Laser Jet P3015	VND3F28744
Loranger Middle School	Xerox Workcentre 5865	EX9295647
Loranger Middle School	HP Laser Jet Pro M401dn	PHGFG20156
Loranger Middle School	HP Color Laser Jet M451dn	CNDF372769
Loranger Middle School	HP Laser Jet P3015	VND3F29712
Loranger Middle School	Xerox Workcentre 5865	EX9295659
Loranger Middle School	HP Color Laser Jet M451dn	CNDF372765
Loranger Middle School	HP Laser Jet P3015	VND3F29685
Loranger Middle School	HP Laser Jet Pro M401dn	PHGFG20150
Loranger Middle School	HP Color Laser Jet M451dn	CNDF372761
Loranger Middle School	HP Laser Jet Pro M401dn	PHGFG20151
Loranger Middle School	HP Laser Jet Pro M401dn	PHGFG20146
Loranger Middle School	Xerox Workcentre 5865	EX9295628
Loranger Middle School	Xerox Workcentre 5865	EX9295607
Loranger Middle School	HP Laser Jet Pro M401dn	PHGFG20147
Loranger Middle School	Xerox CQ 8700X	DA3010763
Loranger Middle School	Xerox CQ 8700X	DA3010813
Loranger Middle School	HP Laser Jet Pro M401dn	PHGFG20155
Loranger Middle School	Xerox CQ 8700X	DA3010806
Loranger Middle School	Xerox WC 7845	MX4356584
Loranger Middle School	HP Laser Jet P3015	VND3F29713
Loranger Middle School	HP Laser Jet P3015	VND3F29710
Loranger Middle School	HP Laser Jet Pro M401dn	PHGFG20135

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Old Orchard Beach High	Konica Minolta BH3320	A6WP011004096
Old Orchard Beach High	Xerox WorkCentre 5875apt	EX9294751
Old Orchard Beach High	HP Laser Jet P3015	VND3F29708
Old Orchard Beach High	Xerox CQ 8700X	DA3010730
Old Orchard Beach High	HP Laser Jet P3015	VND3F29686
Old Orchard Beach High	HP Laser Jet Pro M401dn	PHGFG20145
Old Orchard Beach High	HP Laser Jet Pro M401dn	PHGFG20152
Old Orchard Beach High	HP Laser Jet P3015	VND3F28741
Old Orchard Beach High	Xerox CQ 8700X	DA3010762
Old Orchard Beach High	Xerox WorkCentre 5875apt	EX9295724
Old Orchard Beach High	HP Laser Jet P3015	VND3F29679
Old Orchard Beach High	HP Laser Jet Pro M401dn	PHGFG20139
Old Orchard Beach High	HP Laser Jet Pro M401dne	PHGFF31845
Old Orchard Beach High	HP Laser Jet Pro M401dn	PHGFG20149
Old Orchard Beach High	HP Laser Jet Pro M401dn	PHGFG20132
OOB Superintendent's Office	HP Color Laser Jet M451dn	CNDF372766
OOB Superintendent's Office	HP Color Laser Jet M451dn	CNDF372764
Pathway Alternative Education	HP Laser Jet Pro M401dn	PHGFG20142
RSU 23 Transition Program	Xerox WorkCentre 7830	MX1204132
RSU 23 Transition Program	HP Laser Jet Pro M401dn	PHGFC34529

*Owned Equipment*

<b>Building</b>	<b>Make/Model</b>	<b>Serial Number</b>
Loranger Middle School	HP Laser Jet P3015	VNBCB1N41T
Loranger Middle School	HP Laser Jet P2035	CNB9R31310
Loranger Middle School	HP Laser Jet P2035	CNB9S61228
Old Orchard Beach High	Konica Minolta BH601	A2WU011000656
Old Orchard Beach High	HP Color Laser Jet M375nw	CND8F69JG3
Old Orchard Beach High	HP Laser Jet P2035	CNB9S06711
Old Orchard Beach High	HP Laser Jet P2035	VNB3H14665
Old Orchard Beach High	Konica Minolta BH423	A1UD011005006
Old Orchard Beach High	HP Laser Jet P2035	VNB3F09997
Old Orchard Beach High	HP Laser Jet P4015N	CNDY315477
Pathway Alternative Education	Konica Minolta BH363	A1UE011002860



## 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:  
Client**

By: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

**Named Contracted Vendor: Vendor**



## 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*

<b>Name</b>	<b>User Name</b>
<b>Amy Simmons</b>	asimmons
<b>Barbara Fletcher</b>	bfletcher
<b>Beth Walker</b>	bwalker
<b>Cindy Cox</b>	ccox
<b>Donna Stearns</b>	dstearns
<b>George Shabo</b>	gshabo
<b>Helene Stevens</b>	hstevens
<b>John Suttie</b>	jsuttie
<b>Lloyd Crocker</b>	lcrocker
<b>Marc Ballenger</b>	mballenger
<b>Mike Flaherty</b>	mflaherty
<b>Nancy Cote</b>	ncote
<b>Pam Ouellette</b>	poulette
<b>Robert Stackpole</b>	rgs
<b>Sauna Gagne</b>	sgagne
<b>Tim O'Connor</b>	toconnor

\*If you need to verify your password or if you need to add users, please contact Alex Webster at [awebster@spccopypro.com](mailto:awebster@spccopypro.com)

**2012****STARDOC created**

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

**2013****Daily Tracking**

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

**2014****Monthly Audits**

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

**2015****New Mapping Options & Asset Management**

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



- **Cost Projection by Department or Building** - Who Benefits? Accounts Payable, Business Manager and Superintendent
  - Allows you to formulate next year's budgets as early as December
  - Allows you to see the projected usage bill in advance
  - Tabulate total budgets and total costs district wide
  - Volume or cost pages allow you to pinpoint specific machines on the floor plans
  - Timeline - allowing you to go back to see how your budget compares to previous years
- **Map your devices on Floorplans** - Who Benefits? Business Manager, IT
  - Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
  - Device information tab will allow you to easily access the web interface of the printer/copier
  - Non-Reporting device listing for devices that haven't reported for more than 2 weeks
  - Asset Management (Servers, Wireless Access Points, IP Cameras, Projectors, Apple TV's)
- **Floor Plans Admin** - Who Benefits? Business Manager and IT
  - Allows IT and Business Manager to move devices around on Floor Plan
  - Paper trail of device locations after summer break
  - Will show Previous Devices, Present Equipment and Proposed Equipment

- **Contacts Page** - Who Benefits? Business Manager and IT
  - Control Access and Permissions to Star Doc
  - Toggle Email all (Toner, Service Monthly Audits)
- **Device Listing Page** - Who Benefits? Business Manager and IT
  - Centralized location for detailed information of District's assets
  - Exportable device listing to Excel or PDF
  - Tracks additional non-contract devices
  - IP Addresses and MAC addresses automatically imported
  - Strikethrough on machines that have been removed
- **Monthly Audits** - Who Benefits? Business Manager and Superintendent
  - Monthly Cost Snapshot
  - Shows amount of devices not reporting to help improve accuracy of projections
- **Timeline:** Who Benefits? Business Manager
  - Track historical volume and cost per building
- **"Last Sync Date"** Who Benefits? IT Manager
  - Shows the last time that FMAudit synced for that client



## Benefits of partnering with SPC

### Top Benefits to **our CLIENTS:**

#### 1. Cooperative Buying

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

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will ***save you money*** benefiting from the combined purchasing power of more than 84 clients with over 5,000 devices doing more than 306 million copies and prints per year. In 2015 we purchased approximately 1,070 printing devices, with over 83 million prints out to bid.
- We will ***save you time*** by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis and managing the implementation.
- We will ***save you frustration***. We manage your contracts for up to five years from the date of installation.

#### 2. Exclusive STAR Doc 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 **Annual Savings of almost \$3.5 million for all of our clients.** That translates into **Savings of more than \$17.4 million over five years!****



## SPC Values Our Vendors

### Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: In 2015 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 5,000 pieces of equipment;**  
**Our relationship with our vendors has never been stronger!**