

RSU 26 – Orono School District
Lynn Gray
10 Goodridge Drive
Orono, ME 04473
Five-Year Basis beginning with the 2018/2019 Fiscal Year
Copies-per-Year: 2,254,711

Present vs. Proposed Recommendations as of 8/2/2018

PRESENT SITUATION

- 1) Guarantees on Photocopiers...<One Year
- 2) Annual Price Ceilings Left... <One Year
- 3) High Volume Console Units...5
- 4) Units to be Traded...26
- 5) Photocopiers...11
- 6) Color Photocopiers...4
- 7) MFP's... 2
- 8) Printers....15

Total number of Units...28

- 9) Duplex's...19
- 10) Finisher's...11

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Photo's...Five+ Years
- 2) 5% or CPI Annual Ceilings, whichever is less...Five+ Years
- 3) High Volume Console Units with 3 Million plus...5
- 4) Replaced 27 New
- 5) Photocopiers...12 with Secure Print/Confidential Mailbox
- 6) Color Photocopiers...4
- 7) MFP's... 2
- 8) Printers...15

Total number of Units...29

- 9) Duplex's... 29
- 10) Finisher's... 11

Overall Description of Equipment Fleet:

Presently, you have Three different Manufacturers & 16 different Models of Low end Network Printers that are costing you \$0.035 per black print. The new arrangement will shift to one manufacturer with one Vendor servicing everything. This will greatly reduce cost and improve reliability. In addition, we will implement google cloud print on all devices that will continue to cut back on your overall printing.

Capital:

Presently, you have one municipal lease that will be paid off on August 1st 2018. With the new arrangement, you will again have one 'municipal' master lease at 3.69% interest. Your first of five annual lease payments will be due on August 1st 2019. A legal opinion from SPC's bond counsel (John Larouche in Augusta ME) will be done on this lease transaction. This will assure that all documents are prepared correctly and signed by the appropriate City and bank officials, and that the lease purchase is a tax-exempt obligation with no premium payable by the school district. At your own expense, you can have your own bond counsel also review the documents which would simply duplicate this service.

Service & Supplies:

Considering all of your consumable cost centers including service you are averaging \$0.006186 for black and \$0.047289 for Color. The new contract will come in at a CPC of \$0.003463 for Black and \$0.038986 for Color.

Vendor Packages:

SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District.

<u>Cost Center</u>	<u>Present</u>	<u>KMBS (Low Bid)</u>
1. Service & Supplies Color Photo only	\$12,113.81	\$9,986.62
2. Service & Supplies Black Photo only	\$12,360.67	\$6,920.27
3. Annual Muni Lease	\$21,329.37	\$23,358.05
4. Forced Upgrades (#17 Owned Equipment)	<u>\$4,800.00</u>	<u>\$00.00</u>
Totals	\$50,603.84	\$40,264.93

* Note that with the last upgrade only 11 New units were purchased while 27 New units are part of the lease. Over 5 years, based off low bid, SPC will save the district \$51,694.54.

KMBS (Symquest) Technicians will be coming from Gray and Randolph. 4 Hour Response Time.

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy 'Cost per Copy' billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th 2019**. A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors.

Security package: Hard Drive Wipes are not included in these prices and can be arranged at \$250 per machine.