



Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800)750-1538

2018-2019 Annual Report

Year - End Photocopier Analysis

With projected costs for 2019-2020

**David Walker
RSU 34 - Old Town
156 Oak Street
Old Town, ME 04468**



Specialized Purchasing Consultants Inc.
Serving Maine, New Hampshire & Vermont since 1988

October 2019

David Walker
RSU 34 - Old Town
156 Oak Street
Old Town, ME 04468

Skip Tilton
President

Corporate Office:
1491 East Side River Road
Dummer, NH 03588
(800) 750-1538

VISIT US ON THE WEB:
www.spccopypro.com

Dear David:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us. Our relationship is **now 25 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.

2018/2019 was a busy year for SPC, where we added three new services; Papercut Installer, Vendor Service History Reports and Chromebook Group Purchasing. For the upcoming year, SPC plans to offer a New **Five-Year Fleet Management** interactive tool that studies your printing habits and allows you to control your usage more efficiently over the life of your equipment. With the click of one button, it will incorporate past, present and future usage flagging any potential problematic areas..

We appreciate the opportunity to provide you with the best possible pricing, service, and equipment. We look forward to our meeting. Feel free to share your thoughts and feelings concerning your overall experience with SPC.

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team



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 our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices possible while improving the quality of your service and equipment. We have also been able to find ways to increase your equipment reliability, monitor and track usage variations throughout the year, and keep your costs under control.



Jessica Paradis
Accounting Coordinator

Jessica manages all billing, equipment contracts for service and supplies, and lease or purchase transactions.

Alex Webster
Operations & Marketing Manager

Alex manages the SPC STARDoc site, FM Audit, and equipment upgrades. He also works to market current and new SPC tools and services to existing and potential clients.



Pam Weed
Client-Vendor Relations

Pam maintains a good working relationship between clients and vendors regarding billing issues, equipment reliability, and equipment additions or upgrades. She also works to ensure equipment records are up to date and accurately maintained.

Robert Dutil
Information Technology

Bob works behind the scenes to keep our record-keeping data and programs running smoothly.



Jamin Tilton
Operations Support

Jamin plays a vital role in performing onsite surveys and equipment installation audits. He also assists with contact information updates.

James Cartwright
Operations Support

James provides key support for STARDoc as well as assisting with equipment installation audits.



Heidi Tilton
Office Support

Heidi assists with bookkeeping as well as supporting other office staff with their needs.

Equipment Health Status

Total Number of Machines: 26

Total Black Photocopiers:	9
Total Color Photocopiers:	11
Total Black Network Printers:	2
Total Color Network Printers:	4
Total Removed From Service:	0

of Units OFF Warranty: 0

of Units Approaching End of Warranty: 12

of Units Overused: 0

of Units Underused: 1

Commencement Date: 07/01/2016

of Annual Payments Left on Lease: 0

All Warranties and Service Contracts Expire: 06/30/2021

SPC's FM Audit Print Management Software Loaded: Yes

Printer Contract Signed: Yes

NOTE: When a machine goes off warranty, it does not mean that the service contract expires. It simply means that if a replacement machine becomes necessary, it may not be at "no charge."

Dear David,

Your color printing increase over the past year of 7% is lower than the industry, which is currently experiencing a rapid increase in color...19% from last year. Your color copies per student is averaging 161, lower than the industry average of 216. However, two schools have much higher copies per student: Alton is at 290 and Viola Rand is at 315. The good news is, SPC has developed **Right-Size Print Management Software (RS-PMS)** that can take control of this cost with your next upgrade, which could happen as soon as 2020. (See pages 17-21.)

We anticipate that with implementing RS-PMS, we could drop your copies per student ratios, which would lead to greater savings. (See page 31.)

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
Alton Elementary	Front Office	Toshiba e-Studio 2551c	C7E210457	A-COPI	05/01/2012
Alton Elementary	Staff Lounge	Toshiba e-Studio 555SE	CBI912057	A-COPI	02/01/2011
Leonard Middle	IT STORAGE	Kyocera FS-C5250	Q552Z06353	A-COPI	12/01/2010
Old Town High	Adult Ed - Modular Office	Toshiba e-Studio 3040c	CNE111258	A-COPI	05/01/2011
Old Town High	Art Room	Kyocera FS-C5250	Q552Z06352	A-COPI	12/01/2010
Old Town High	Guidance Office	Toshiba e-Studio 3040c	CNG113605	A-COPI	05/01/2011
Old Town High	Main Office	Toshiba e-Studio 5540c	CBC110054	A-COPI	05/01/2011
Old Town High	Room 205	Kyocera FS-C5250	Q552705636	A-COPI	12/01/2010
Old Town High	Room 217 Food Service	Toshiba e-Studio 5540c	CBD110162	A-COPI	05/01/2011
Old Town High	Room 313	Kyocera FS-C5250	Q553407446	A-COPI	12/01/2010
RSU 34 District Office	IT Office	Toshiba e-Studio 2551c	C7G215607	A-COPI	05/01/2012
Viola Rand Elementary	Teachers' Room	Ricoh MP301SPF	W913P603014	A-COPI	06/01/2012

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
HP LASERJET 1022n	JN03NE9	172.16.3.163	2019-09-18 02:09:59
HP LASERJET 4200	USGNM57873	192.168.0.51	2019-09-17 20:18:10
HP LASERJET 4200	USGNX65593	192.168.0.5	2019-06-21 00:18:10
HP LASERJET 4300	CNGY519521	192.168.8.46	2019-09-18 02:09:59
HP LASERJET P2015 SERIES	CNBJP14921	172.16.2.99	2019-09-18 02:09:59
LEXMARK CX410de	75273494GNTP2	192.168.8.56	2019-09-18 02:09:59
LEXMARK MX410de	70155PLM0ZK87	192.168.8.54	2019-09-18 02:09:59



SPC Timeline

1988 Specialized Purchasing Consultants opens its doors

- Began offering equipment at the sales representative's cost with continued cooperative buying power obtaining competitive rates on leases, equipment, and service and supply contracts.

1999 Improved Annual Reports

- Revised Annual Report format to include new charts and tables for more expansive usage and budget detail.
- Initiated 5% cost per print annual increase cap

2001 Solid-Ink Printers and Meter Collection

- Offered low-cost-of-operation solid-ink network printers to help reduce printing costs
- Began collecting meter reads directly from client and submitting to vendors via spreadsheet, providing more accurate and consistent billing.

2002 Bond Counsel Review

- Added Bond Counsel Review to endure any and all funding sources provided legal documentation to meet State statutes and regulations.

2003 Contracts and Warranties Updated

- Service & Supply Contracts revised to reflect SPC's commitment to managing a client's account for five years while allowing the client a 30-day cancel option.
- Warranty revised to protect equipment, guaranteeing service or replacement at no charge, even if a vendor goes out of business.

2005 Economic Municipal Relief Fund Established

2006 Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience.

2007 Insurance Fund

- Insurance Fund established for equipment upgrades with SPC monitoring installations from start to finish. SPC absorbs cost of returning leased equipment, electrical or network drop installs or upgrades, and surge protectors (ESPs).

2012 STARDoc - Print Management Software Developed and Implemented

- Live Floor Plans allow IT administrators to move devices around on their own floor plans
- Low-end network printers added to contracts and monitored
- Simplified Billing introduced



SPC Timeline

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

- Users can see a monthly snapshot of current usage and estimated projections

2015 STARDoc - Mapping Options and Asset Management

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

2018 STARDoc - Improved Pinpointing of Budget and Communications

- Improved pinpointing of machines projected to go over budget
- Facilitate communication with your vendor's service manager
- Request service history on any given printer or copier

2019 STARDoc – Service Histories, Chromebook Bid & Papercut Installers

- Request single, multiple, or fleet service history for a specific time period
- Request annual fleet service history
- Scroll through specific copiers or printers going over budget
- SPC's Chromebook bid allowed organizations to piggyback off our cooperative pricing. Many schools like SAU 67 - Bow and SAU 57 - Salem benefited from this pricing.
- 3 of SPC's team members became Certified Papercut installers.

2020 SPC Roadmap

- Five Year Fleet Management (FYFM) - Projects out Five Year costs for all equipment based on current and past usage.
- Update Bid Process to simplify bid submission for all of our vendors.



STARDoc Features

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
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- 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 TVs)

Floorplan Administration

Who Benefits? Business Manager and IT

- Allows IT and Business Manager to move devices around on Floorplan
- 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 STARDoc
- Toggle Email all (Toner, Service Monthly Audits)



STARDoc Features

Device Listing Page

- 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


Consult: Secure Print Release, also known as Follow Me Print or Find-Me Printing

- Print to a single global queue, walk up, and collect at any device.
- Application allows jobs to be held at the server level and released when the user engages it at any multi-function device (MFD).
- Allows users to print at any area within the building as long as the MFD has the features needed by the user.

Over-Budget Report

- Catch overused equipment early, before equipment begins to break down due to overuse.
- Request service history on any machine right through STARDoc.

Over Budget



Room:

Room 201 Principal's Office

Make & Model:

Canon IRC5051

Serial Number:

GQM65369

IP Address:

172.16.10.145

Projected Amount Over Budget:

\$404

This building's average color prints per student is 314

The industry average for color prints per student is 185

Previous

Next

Check Black/Color Default

Close



In The Pipeline...

Five Year Fleet Management (FYFM)

We have all heard the saying that Information is Power! Beginning with your next upgrade, FYFM will put you in the driver's seat.

Purpose of FYFM:

Interactive Tool you can alter with your printing habits. With the click of one button, it will incorporate both past, present and future usage, flagging any potential problematic areas. 'Right Size Print Management' will help to eliminate overused color copiers.

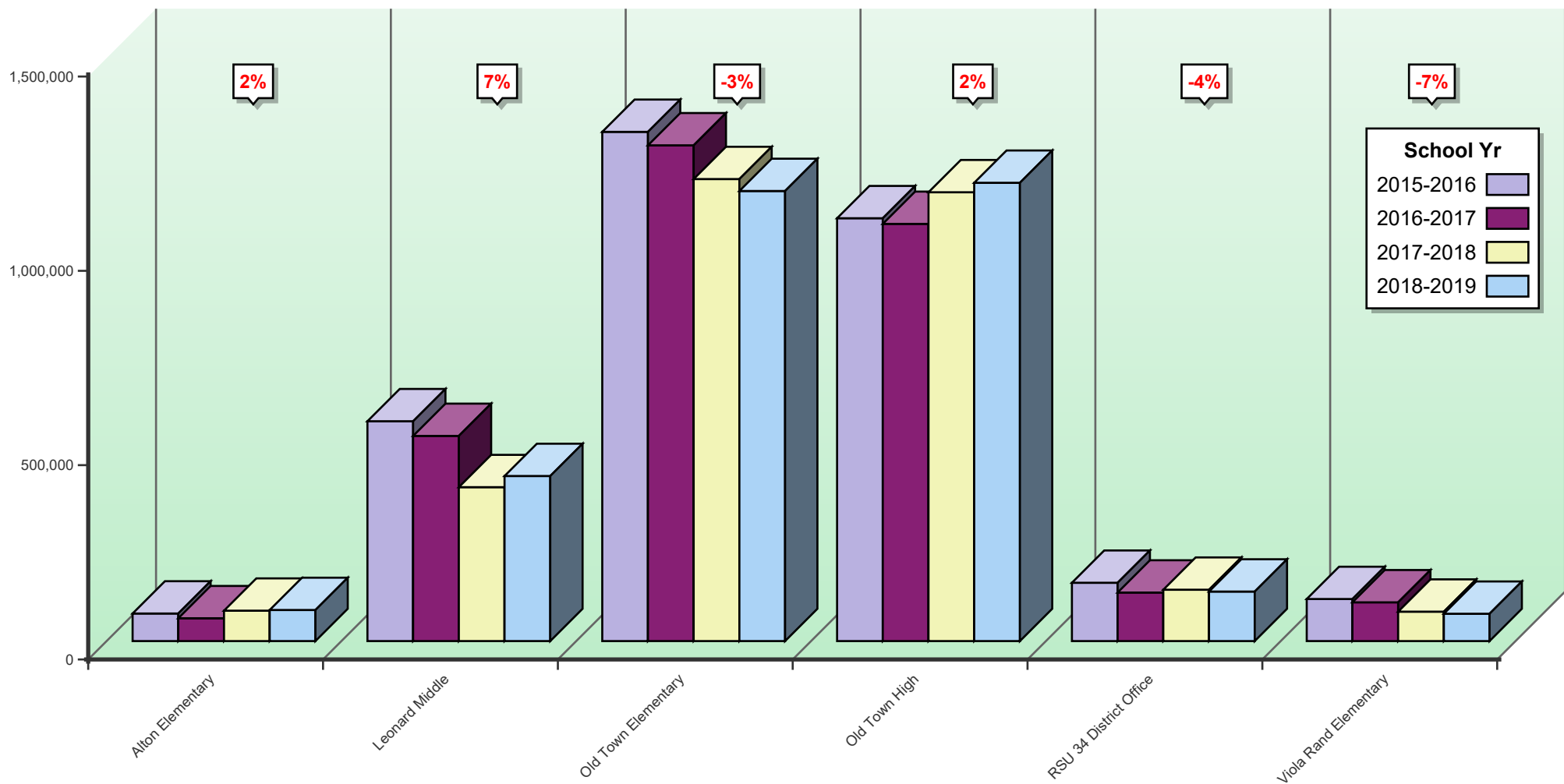
Setting up Future Budgets:

Projecting out your cost is crucial in setting up your budgets. With FYFM you will be able to take control of your future cost for the entire life of your fleet of copiers, MFP's and printers. STARDoc currently studies your printing habits and projects out for about eight months. FYFM will be able to project out your cost and volume for the entire life of your fleet, usually five years out.

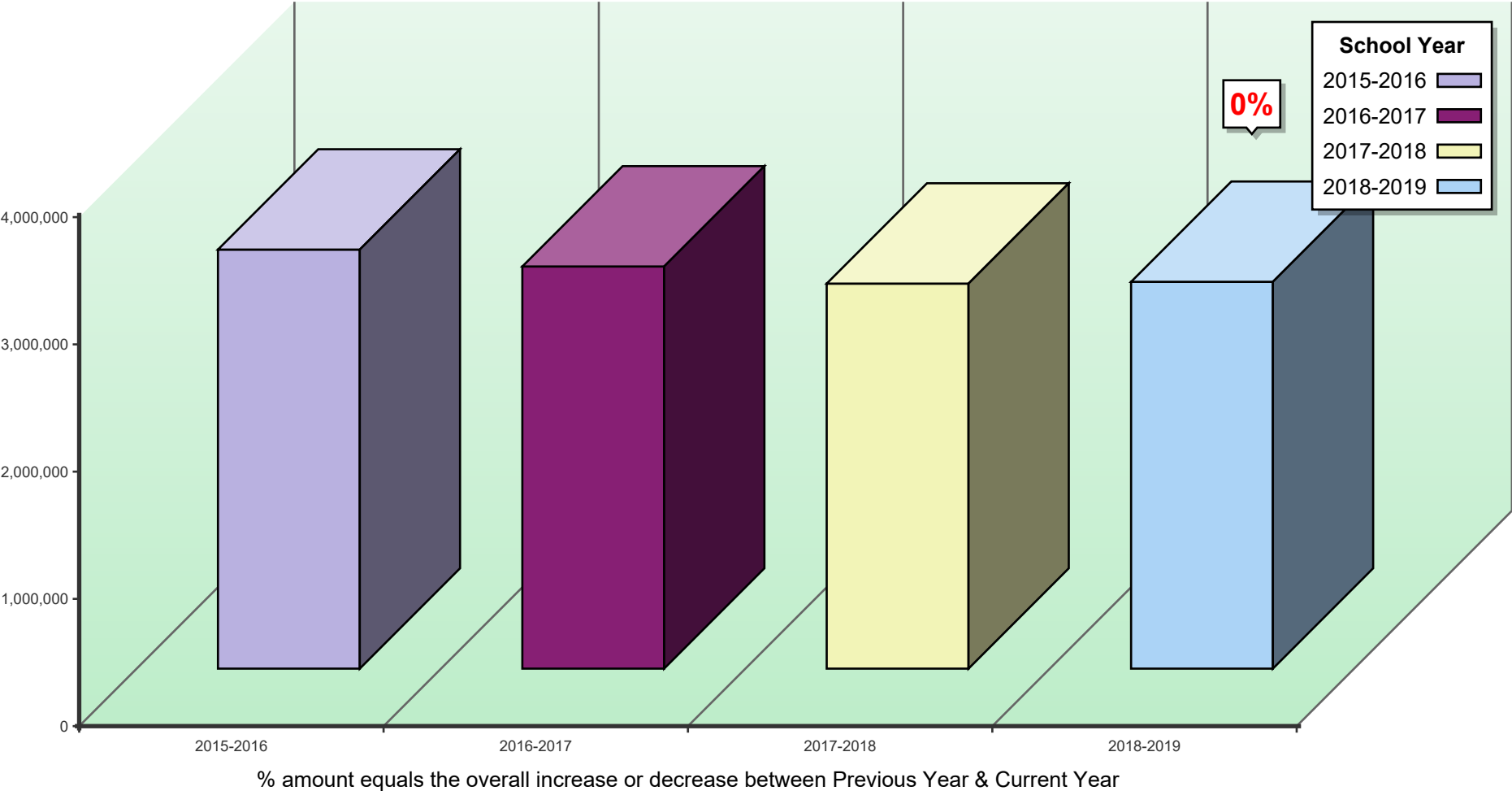
Problematic Machines:

How would you know if your equipment is truly malfunctioning and needs to be replaced under warranty? FYFM will compare your service calls to all SPC's clients for like models and speeds. It will provide you with the number of service calls in a fiscal year and the average copies between calls so that you will know if your equipment is running efficiently and/or needs to be replaced under warranty at no charge. In awarding future bids, you will be able to see which company and which manufacturer is operating the best in your geographic area.

Annual Black Volume by Location



Annual Black Volume Overall



Average Student-to-Copy Usage - Black

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Alton Elementary	45	79,966	\$1,310.46	1,777	\$29.12
Leonard Middle	317	424,745	\$6,641.07	1,340	\$20.95
Old Town Elementary	576	1,158,118	\$18,242.59	2,011	\$31.67
Old Town High	511	1,179,262	\$18,493.80	2,308	\$36.19
RSU 34 District Office	0	127,438	\$2,088.42	0	\$0.00
Viola Rand Elementary	49	70,295	\$1,158.62	1,435	\$23.65
Totals	1,498	3,039,824	\$47,934.97	2,029	\$32.00

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

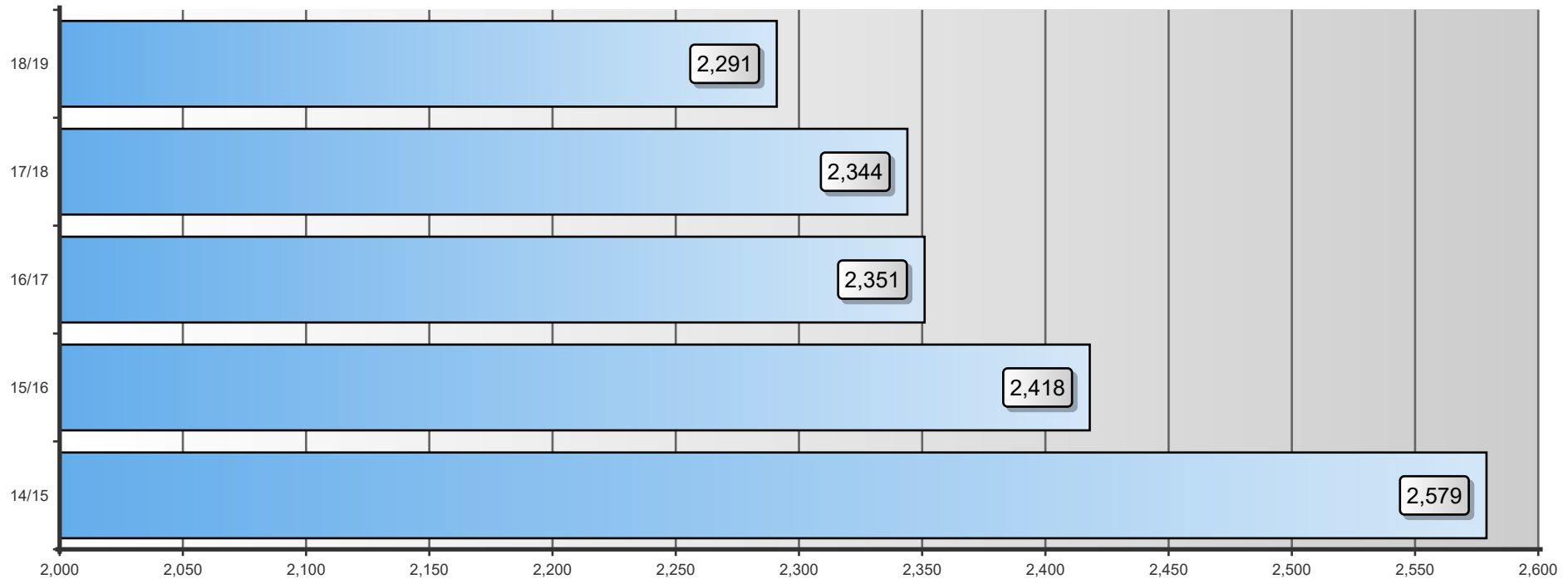
Industry Average Copies per Student - Black

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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,897	192,210,359	\$4,000,539.34	2,291	\$47.68

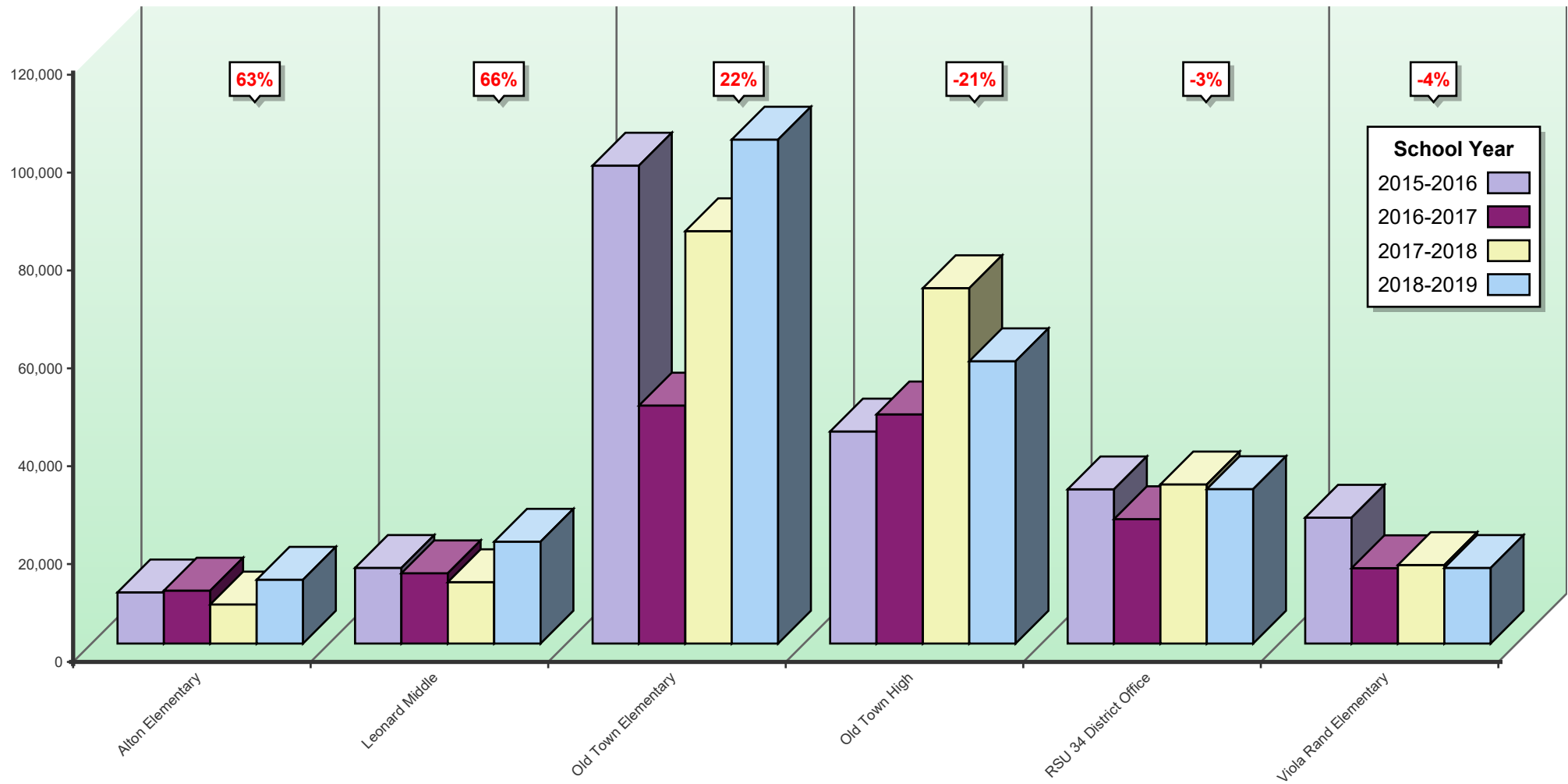
*Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.

Average Copies Per Student - Black

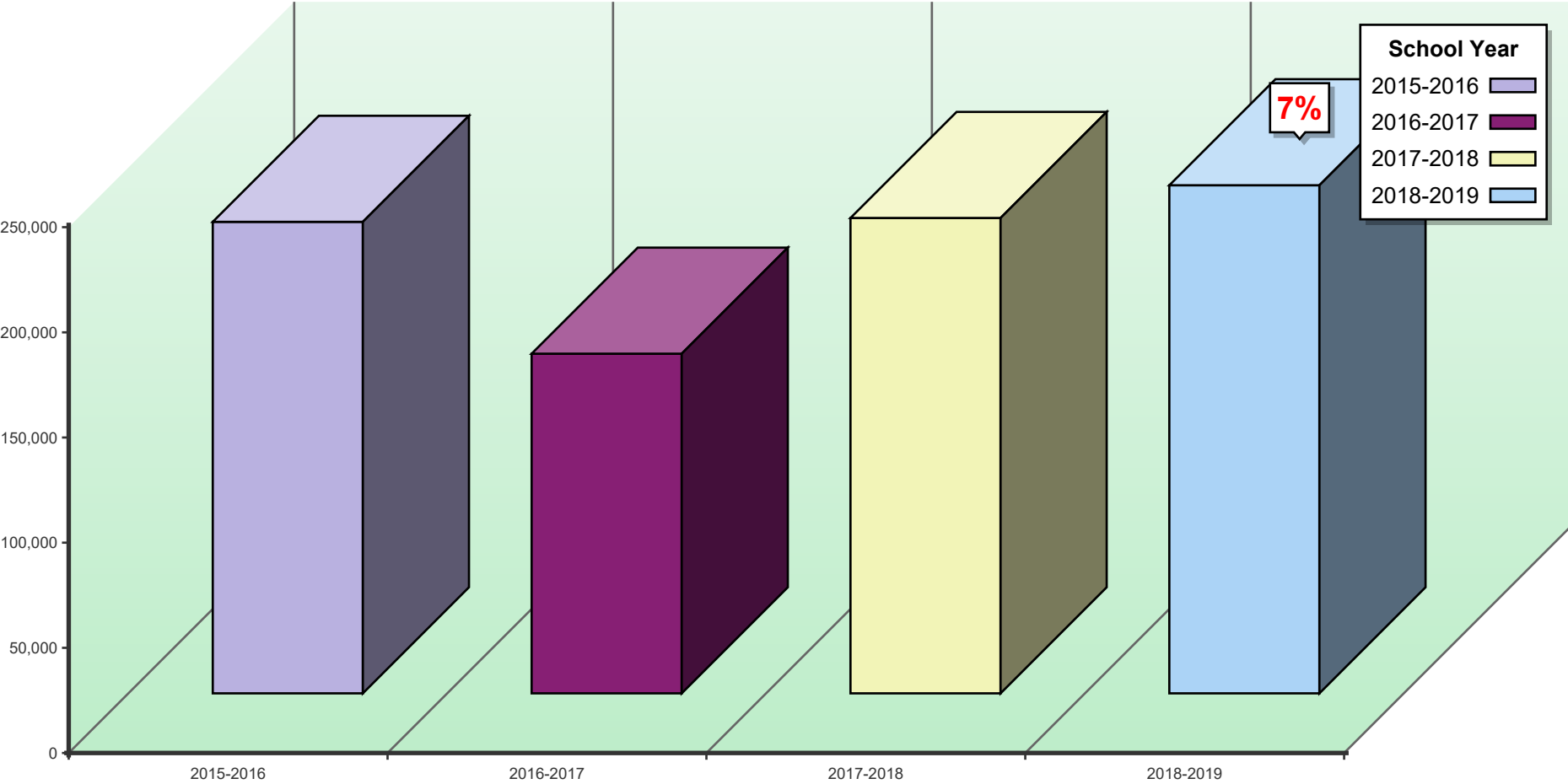


Annual Color Volume by Location

RSU 34 - Old Town



Annual Color Volume Overall



% amount equals the overall increase or decrease between Previous Year & Current Year

Average Student-to-Copy Usage - Color

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Alton Elementary	45	13,048	\$622.00	290	\$13.82
Leonard Middle	317	20,821	\$992.54	66	\$3.13
Old Town Elementary	576	102,991	\$4,909.58	179	\$8.52
Old Town High	511	57,703	\$2,912.08	113	\$5.70
RSU 34 District Office	0	31,564	\$1,504.66	0	\$0.00
Viola Rand Elementary	49	15,459	\$736.93	315	\$15.04
Totals	1,498	241,586	\$11,677.78	161	\$7.80

*Total School Cost refers only to Service & Supplies as Paper and Equipment are included in the previous table for black prints.

Note: STARDoc tool will flag any future high color usage. See page 11 of STARDoc Features. Current industry ratio averages 216 color prints per student per year. Your color volume this year averages 161 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

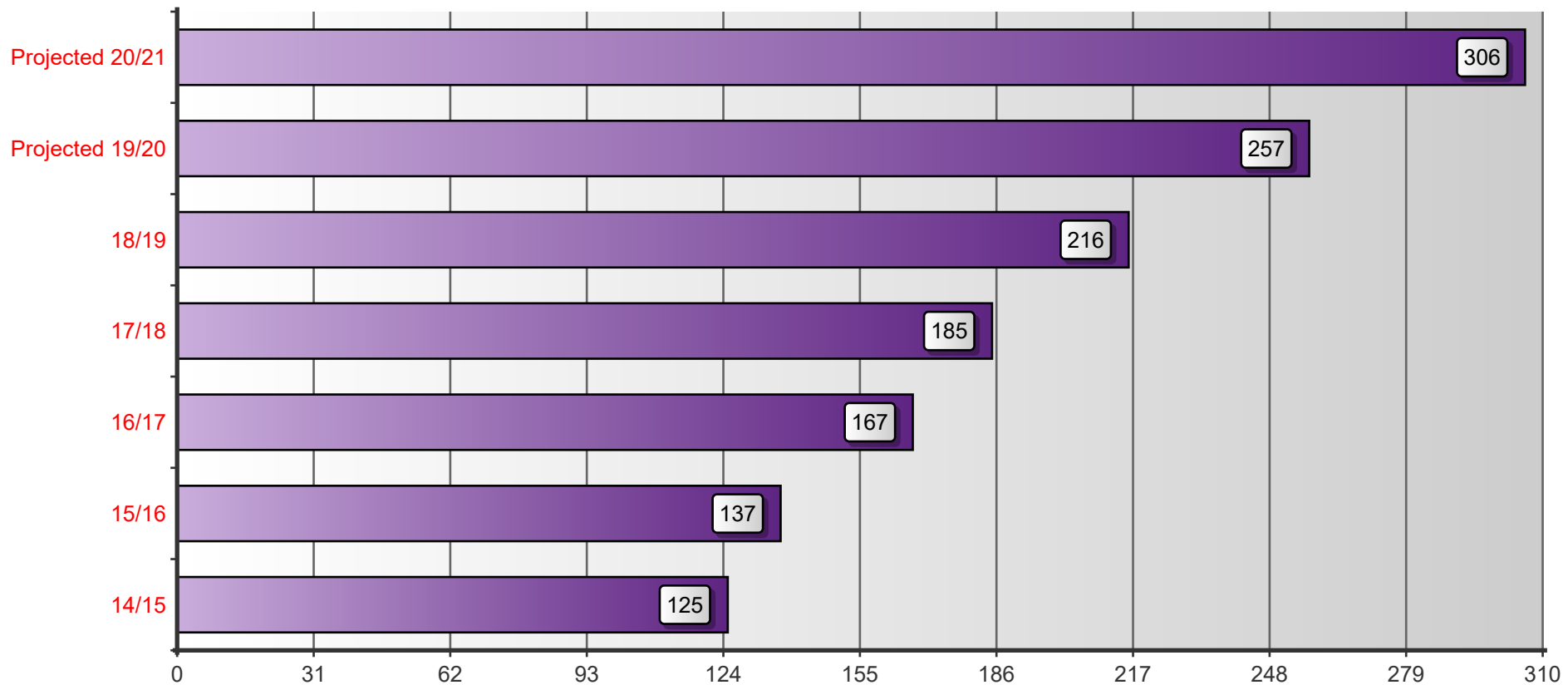
<i>District Wide Black Totals</i>	3,039,824	\$10,621.42
<i>District Wide Color Totals</i>	241,586	\$11,449.86

Industry Average Copies per Student - Color

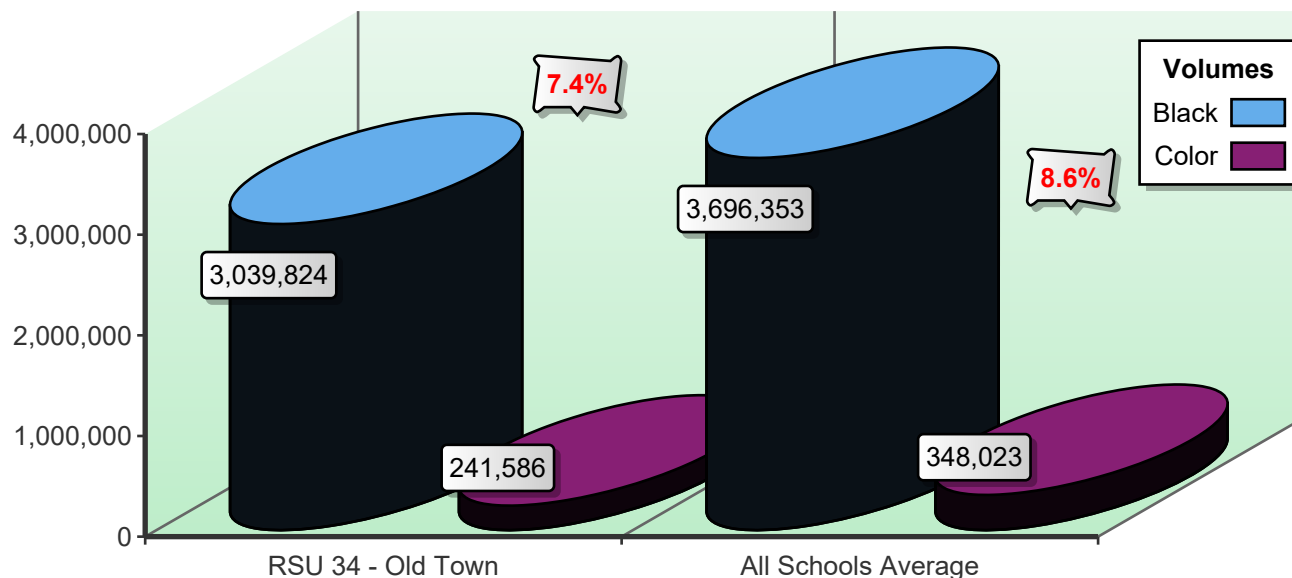
This is an SPC comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	83,897	18,097,200	\$926,143.97	216	\$11.04

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



Color-to-Total Volume Comparison



SPC Analysis

COLOR printing is skyrocketing out of control! A five-year study of 83,000 students across the Tri-State region revealed a rapid increase in the K-12 sector. In fact, last year alone, color printing increased by 19%!

Taking Control What that means: If you are a school district of 1,000 students, the average color volume is 216,000 copies, which could be costing you from **\$7,500 > (CPC is at \$0.35)** to **\$10,000 per year**. If current trends stay the same, then year five cost would be between **\$17,897-\$23,863**. Obviously, some color printing is necessary. However, if color printing is not monitored properly, it could blow up your entire printing budget.

SOLUTION: SPC has developed Right-Sized Print Management software that pinpoints the problematic locations and implements tailor-made software that controls your color printing. Instead of forcing the entire district to change all printing habits, SPC focuses only on the problematic locations. Best of all, by means of our tremendous buying power, that software comes to you at no charge! In fact, studies have shown that SPC saves a school district of 1,000 students an average of \$74,000 over five years, with our compensation included (a \$74.00 per student average cost savings).

So why overwhelm the entire district with very expensive, intrusive software to control this color printing explosion? Direct your blows with SPC's unique Right-Sized Print Management Software. Call Skip Tilton or Alex Webster to set up an in-person demonstration today.

Other beneficial features include Follow-Me Printing.

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.

Date of Last Upgrade: 07/01/2016

Make-Model/Speed

Serial Number/Vendor Machine ID

Life/Intro Date

Vendor

*07/01/2018
Meter*

*06/30/2019
Meter*

*2018-2019
Annual
Volume*

*Cost/Copy
Annual Cost*

Recommendations

Alton Elementary

Front Office

Toshiba e-Studio 2551c / 25 PPM
C7E210457 / 3908
500,000 / 05/2012
Color Photocopier
A-COPI

43,930

63,227

19,297

\$0.00410

\$79.12

54,020

67,068

13,048

\$0.04674

\$609.86

7 years from Intro.
High color ~•æ^.. Üæq isÁUE&] á•
] ^!Átudent; ā ā~•d^ Åq^!æ^Å ÅFÍ.
S[| ~ q } KQ] | ^{ ^ } cRS-PMS.

Staff Lounge

Toshiba e-Studio 555SE / 55 PPM
CBI912057 / 2756
3,000,000 / 02/2011
Black Photocopier
A-COPI

1,021,650

1,082,319

60,669

\$0.00410

\$248.74

0

0

0

\$0.00000

\$0.00

8 years from Intro.

Subtotal Black

79,966

\$327.86

Subtotal Color

13,048

\$609.86

*Make-Model/Speed
Serial Number/VendorID
Life/Intro Date
Vendor*

*07/01/2018
Meter*

*06/30/2019
Meter*

*2018-2019
Annual
Volume*

*Cost/Copy
Annual Cost*

Recommendations

Leonard Middle

IT STORAGE

Kyocera FS-C5250 / 28 PPM	16,256	16,256	0	\$0.00605	9 years from Intro.
Q552Z06353 / 3751				\$0.00	
500,000 / 12/2010	51,938	51,938	0	\$0.06184	
Color Network Printer				\$0.00	
A-COPI					

Room 103

Toshiba e-Studio 857 / 85 PPM	743,404	1,076,274	332,870	\$0.00316	None at this time.
CALE29078 / 6114				\$1,051.87	
5,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					

Room 107A

Toshiba e-Studio 5560c / 55 PPM	178,375	270,250	91,875	\$0.00410
CSHE21266 / 6109				\$376.69
3,000,000 / 04/2014	19,562	40,383	20,821	\$0.04674
Color Photocopier				\$973.17
A-COPI				

Subtotal Black 424,745 \$1,428.56

Subtotal Color 20,821 \$973.17

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Old Town Elementary					
Learning Center 1					
Toshiba e-Studio 857 / 85 PPM	571,953	817,256	245,303	\$0.00316	None at this time.
CAHE25828 / 6120				\$775.16	
5,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Library					
Toshiba e-Studio 657 / 65 PPM	315,704	435,575	119,871	\$0.00410	None at this time.
CADE21616 / 6083				\$491.47	
3,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Room 101					
Toshiba E-Studio 6560C / 65 PPM	381,873	618,066	236,193	\$0.00410	None at this time.
CSKE23095 / 6107				\$968.39	
3,000,000 / 04/2014	132,920	235,911	102,991	\$0.04674	
Color Photocopier				\$4,813.80	
A-COPI					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 110					
Toshiba e-Studio 457 / 45 PPM	94,610	129,594	34,984	\$0.00410	None at this time.
CECF66042 / 6102				\$143.43	
1,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Room A264 Learning Center Upstairs					
Toshiba e-Studio 857 / 85 PPM	1,154,011	1,675,778	521,767	\$0.00316	None at this time.
CALE29076 / 6116				\$1,648.78	
5,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
<hr/>					
	Subtotal Black		1,158,118	\$4,027.24	
	Subtotal Color		102,991	\$4,813.80	

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
Old Town High					
Adult Ed - Modular Office					
Toshiba e-Studio 3040c / 30 PPM	545,794	564,057	18,263	\$0.00410	8 years from Intro.
CNE111258 / 2809				\$74.88	
750,000 / 05/2011	101,266	106,050	4,784	\$0.04674	
Color Photocopier				\$223.60	
A-COPI					
Art Room					
Kyocera FS-C5250 / 28 PPM	1,442	2,073	631	\$0.00605	9 years from Intro.
Q552Z06352 / 3750				\$3.82	
500,000 / 12/2010	10,738	17,463	6,725	\$0.06184	
Color Network Printer				\$415.87	
A-COPI					
Guidance Office					
Toshiba e-Studio 3040c / 30 PPM	408,715	478,964	70,249	\$0.00410	8 years from Intro.
CNG113605 / 2774				\$288.02	
750,000 / 05/2011	70,561	81,336	10,775	\$0.04674	
Color Photocopier				\$503.62	
A-COPI					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Hall of Room 404					
Kyocera P2135DN / 37 PPM	36,028	49,528	13,500	\$0.00591	None at this time.
LVK6442395 / 6184				\$79.79	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Hall of Room 508					
Kyocera P2135DN / 37 PPM	29,243	44,166	14,923	\$0.00591	None at this time.
LVK6442394 / 6185				\$88.19	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Main Office					
Toshiba e-Studio 5540c / 55 PPM	562,649	652,907	90,258	\$0.00410	8 years from Intro.
CBC110054 / 2773				\$370.06	
3,000,000 / 05/2011	115,010	145,491	30,481	\$0.04674	
Color Photocopier				\$1,424.68	
A-COPI					

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 110 Teachers' Room					
Toshiba e-Studio 857 / 85 PPM	1,076,283	1,580,949	504,666	\$0.00316	None at this time.
CALE29066 / 6111				\$1,594.74	
5,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
Room 205					
Kyocera FS-C5250 / 28 PPM	3,054	3,054	0	\$0.00605	9 years from Intro. Underused!
Q552705636 / 3734				\$0.00	
500,000 / 12/2010	11,795	11,795	0	\$0.06184	
Color Network Printer				\$0.00	
A-COPI					
Room 217 Food Service					
Toshiba e-Studio 5540c / 55 PPM	300,262	346,194	45,932	\$0.00410	8 years from Intro.
CBD110162 / 2980				\$188.32	
3,000,000 / 05/2011	54,796	55,987	1,191	\$0.04674	
Color Photocopier				\$55.67	
A-COPI					

RSU 34 - Old

<i>Make-Model/Speed</i> <i>Serial Number/Vendor Machine ID</i> <i>Life/Intro Date</i> <i>Vendor</i>	<i>07/01/2018</i> <i>Meter</i>	<i>06/30/2019</i> <i>Meter</i>	<i>2018-2019</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
Room 222 Library					
Toshiba e-Studio 857 / 85 PPM	714,504	1,134,336	419,832	\$0.00316	None at this time.
CALE29088 / 6115				\$1,326.67	
5,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier A-COPI				\$0.00	
Room 313					
Kyocera FS-C5250 / 28 PPM	15,563	16,571	1,008	\$0.00605	9 years from Intro.
Q553407446 / 3426				\$6.10	
500,000 / 12/2010	34,122	37,869	3,747	\$0.06184	
Color Network Printer A-COPI				\$231.71	
Subtotal Black			1,179,262	\$4,020.59	
Subtotal Color			57,703	\$2,855.17	

RSU 34 - Old

<i>Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor</i>	<i>07/01/2018 Meter</i>	<i>06/30/2019 Meter</i>	<i>2018-2019 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
RSU 34 District Office					
IT Office					
Toshiba e-Studio 2551c / 25 PPM	9,813	11,084	1,271	\$0.00410	7 years from Intro.
C7G215607 / 3713				\$5.21	
500,000 / 05/2012	13,835	15,278	1,443	\$0.04674	
Color Photocopier A-COPI				\$67.45	
Main Office					
Toshiba e-Studio 5560c / 55 PPM	100,321	154,706	54,385	\$0.00410	None at this time.
CSHE21243 / 6113				\$222.98	
3,000,000 / 04/2014	19,485	29,368	9,883	\$0.04674	
Color Photocopier A-COPI				\$461.93	
Special Education					
Toshiba e-Studio 4555c / 45 PPM	152,557	224,339	71,782	\$0.00410	None at this time.
C7DE55375 / 6103				\$294.31	
1,000,000 / 07/2013	34,072	54,310	20,238	\$0.04674	
Color Photocopier A-COPI				\$945.92	
Subtotal Black			127,438	\$522.50	
Subtotal Color			31,564	\$1,475.30	

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
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Viola Rand Elementary

Main Office

Toshiba e-Studio 4555c / 45 PPM C7DE55289 / 6098 1,000,000 / 07/2013 Color Photocopier A-COPI	159,238 31,460	220,794 46,919	61,556 15,459	\$0.00410 \$252.38 \$0.04674 \$722.55	High color ~•æ^, Üæq / ÅFI Å^! sc å^} d^ @^å å^•d^ Åç^!æ^Å Å16È S[^å} Åç^•æ^ÅRS-PMS.
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Teachers' Room

Ricoh MP301SPF / 31 PPM W913P603014 / 4016 750,000 / 06/2012 Black Laser MFP A-COPI	24,211 0	32,950 0	8,739 0	\$0.00484 \$42.30 \$0.00000 \$0.00	7 years from Intro.
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Subtotal Black	70,295	\$294.68
Subtotal Color	15,459	\$722.55

District Wide Black Totals	3,039,824	\$10,621.42
District Wide Color Totals	241,586	\$11,449.86

Your average color CPC is \$0.0474. Solution: Renegotiate CPC down to \$0.04, saving more than \$8,900 over 5 years!

SPC Service & Supply Cost Savings

RSU 34 - Old Town

These tables compare your equipment cost per copy for service and supplies (black prints or copies only) before becoming an SPC client on 03/22/1994 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2018-2019 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
3,039,824	\$0.01110	\$33,742.05

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
3,039,824	\$0.00349	\$10,608.99	\$23,133.06	\$115,665.30

**Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$23,133.06 x 25 years as a Client
= \$578,326.52 Cost Savings!**

*This CPC is an average of your copiers and printers together. Your copier cpc is substantially lower than this average.

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	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Alton Elementary	79,966	\$334.26	\$431.82	\$544.39	\$1,310.46
Leonard Middle	424,745	\$1,455.88	\$2,293.62	\$2,891.57	\$6,641.07
Old Town Elementary	1,158,118	\$4,104.55	\$6,253.84	\$7,884.20	\$18,242.59
Old Town High	1,179,262	\$4,097.64	\$6,368.01	\$8,028.15	\$18,493.80
RSU 34 District Office	127,438	\$532.69	\$688.17	\$867.57	\$2,088.42
Viola Rand Elementary	70,295	\$300.47	\$379.59	\$478.55	\$1,158.62
Total	3,039,824	\$10,825.49	\$16,415.05	\$20,694.43	\$47,934.97

SPC Equipment Bids:

Presently our bids are coming in between **15% to 23%** of Retail, while the current Salesman's Cost is 50% of Retail.

For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a **Retail Cost of \$45,640** is coming in at **\$7,342...16% of Retail!** Our prices are negotiated with and supported directly by the manufacturer.

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
Alton Elementary	13,048	\$622.00
Leonard Middle	20,821	\$992.54
Old Town Elementary	102,991	\$4,909.58
Old Town High	57,703	\$2,912.08
RSU 34 District Office	31,564	\$1,504.66
Viola Rand Elementary	15,459	\$736.93
Total	241,586	\$11,677.78

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 2%.**

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
A-COPI	Black Laser MFP	8,739	\$0.00484	\$42.30	\$0.00494	\$43.17
A-COPI	Black Network Printer	28,423	\$0.00591	\$167.98	\$0.00603	\$171.39
A-COPI	Black Photocopier	2,024,438	\$0.00316	\$6,397.22	\$0.00322	\$6,518.69
A-COPI	Black Photocopier	215,524	\$0.00410	\$883.65	\$0.00418	\$900.89
A-COPI	Color Network Printer	1,639	\$0.00605	\$9.92	\$0.00617	\$10.11
A-COPI	Color Photocopier	761,061	\$0.00410	\$3,120.35	\$0.00418	\$3,181.23
Total		3,039,824	\$0.00349	\$10,621.42	\$0.00356	\$10,825.49

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 2%.**

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
A-COPI	Color Network Printer	10,472	\$0.06184	\$647.59	\$0.06308	\$660.57
A-COPI	Color Photocopier	231,114	\$0.04674	\$10,802.27	\$0.04767	\$11,017.20
	Total	241,586	\$0.04739	\$11,449.86	\$0.04834	\$11,677.78

Reprographic Equipment Assessment

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

Total Number of Units	26
Total Number of Units on Lease	0
Total Number of Units Owned	26
Lease Company	N/A
Lease Start Date	N/A
Lease End Date	N/A
Term	Straight Line Depreciation
Annual Depreciation average	\$28,204.63
Remaining Payments	0

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

Owned Equipment

Building	Make/Model	Serial Number
Alton Elementary	Toshiba e-Studio 2551c	C7E210457
Alton Elementary	Toshiba e-Studio 555SE	CBI912057
Leonard Middle	Toshiba e-Studio 857	CALE29078
Leonard Middle	Toshiba e-Studio 5560c	CSHE21266
Leonard Middle	Kyocera FS-C5250	Q552Z06353
Old Town Elementary	Toshiba e-Studio 657	CADE21616
Old Town Elementary	Toshiba e-Studio 857	CAHE25828
Old Town Elementary	Toshiba e-Studio 857	CALE29076
Old Town Elementary	Toshiba e-Studio 457	CECF66042
Old Town Elementary	Toshiba E-Studio 6560C	CSKE23095
Old Town High	Toshiba e-Studio 857	CALE29066
Old Town High	Toshiba e-Studio 857	CALE29088
Old Town High	Toshiba e-Studio 5540c	CBC110054
Old Town High	Toshiba e-Studio 5540c	CBD110162
Old Town High	Toshiba e-Studio 3040c	CNE111258
Old Town High	Toshiba e-Studio 3040c	CNG113605
Old Town High	Kyocera P2135DN	LVK6442394
Old Town High	Kyocera P2135DN	LVK6442395
Old Town High	Kyocera FS-C5250	Q552705636
Old Town High	Kyocera FS-C5250	Q552Z06352
Old Town High	Kyocera FS-C5250	Q553407446
RSU 34 District Office	Toshiba e-Studio 4555c	C7DE55375
RSU 34 District Office	Toshiba e-Studio 2551c	C7G215607
RSU 34 District Office	Toshiba e-Studio 5560c	CSHE21243
Viola Rand Elementary	Toshiba e-Studio 4555c	C7DE55289
Viola Rand Elementary	Ricoh MP301SPF	W913P603014

STARDoc User Names

Name	User Name
Amy Ketch	aketch
Barbara Grindle	barbara.grindle@rsu34.org
Barbara Shorey	bshorey
Cheryl Leonard	cleonard
Craig Hanson	craig.hanson@rsu34.org
David Crandall	david.crandall@rsu34.org
David Walker	dwalker
Debbie Gilman	dgilman
Heidi Gifford	hgifford
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Kim Hayward	kim.hayward@rsu34.org
Kim Lynch	klynch
Maggie Mitchell	mmitchell
Mike Feero	mfeero
Scott Gordon	sgordon
Shelly Spear-Hamilton	sspear
Stephanie Salley	ssalley
Tara Ford	tford



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 69 clients with over 3,900 devices doing more than **239** million copies and prints per year. We purchase approximately 1,100 units annually with 80 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 STARDoc Software

- STARDoc: System for Tracking And Reporting Documents.
- 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.
- STARDoc 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.
- 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.



Benefits of partnering with SPC

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 more than \$2 million for all of our clients. That translates into Savings of more than \$10 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you - Over 1,100 units purchased annually running over 80 million prints!
- 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..



SPC Values Our Vendors

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.
- STARDoc: System for Tracking And Reporting Documents... Manages the budget.
- Annual Reports that flag machines that are being overused and underused thus improving reliability.
- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

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

SPC manages over 3,900 pieces of equipment;
Our relationship with our vendors has never been stronger!