



Specialized Purchasing Consultants

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2015-2016 Annual Report

Year - End Photocopier Analysis

With projected costs for 2016-17

Randall Stewart
RSU 35 - MSAD 35 - Eliot
180 Depot Road
Eliot, ME 03903



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

September 2016

Skip Tilton
President

Corporate Office:
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Randall Stewart
RSU 35 - MSAD 35 - Eliot
180 Depot Road
Eliot, ME 03903

Dear Randall:

VISIT US ON THE WEB:
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 11 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

Total Number of Machines:	71
Total Black Photocopiers	20
Total Color Photocopiers	12
Total Black Network Printers	26
Total Color Network Printers	13
Total Removed from Service:	2
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	14
# of Units Overused:	0
# of Units Underused:	2
Commencement Date:	6/1/2014
# of Annual Payments Left on Lease	3
All Warranties and Service Contracts Expire:	6/30/2019**
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."

**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 Randy,

There are 14 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 2 that are 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
Central Elementary School	Room 202 Hall	Konica Minolta BH40P	A0DX013004967	KMBS	03/2008
Marshwood Great Works School	Home Economics	Konica Minolta BH950	A0Y5011002785	KMBS	03/2009
Marshwood Great Works School	Library	Konica Minolta BH40P	A0DX013004968	KMBS	03/2008
Marshwood High School	Library	Konica Minolta BH601	A0PP011017443	KMBS	12/2008
Marshwood High School	Room B107 Spec Ed	Konica Minolta BH601	A0PP011011964	KMBS	12/2008
Marshwood High School	Room B207	Konica Minolta BH601	A0PP011015239	KMBS	12/2008
Marshwood High School	Room E107	Konica Minolta BH40P	A0DX013004966	KMBS	03/2008
Marshwood High School	Room E207	Konica Minolta BH40P	A0DX013004965	KMBS	03/2008
Marshwood Middle School	Library	Konica Minolta BHC360	A0ED011010147	KMBS	09/2009
Marshwood Middle School	Library (formerly Nurse's Office)	Konica Minolta BH40P	A0DX013004953	KMBS	03/2008
Marshwood Middle School	Room 100 Hallway	Konica Minolta BH40P	A0DX013004963	KMBS	03/2008
Marshwood Middle School	Room 111	Konica Minolta BH421	A0R6011011018	KMBS	06/2008
Marshwood Middle School	Room 119 Hall	Konica Minolta BH40P	A0DX013004964	KMBS	03/2008
SAD 35 District Office	Main Office Workroom	Konica Minolta BH950	A0Y5011002846	KMBS	03/2009

Warranty Progress Report **For Year 2015-2016**

Equipment Details

Eliot Elementary School

Mail Room

		<i>Black Meter & Volume</i>	<i>Color Meter & Volume</i>
Konica Minolta BH754E	<i>Begin Date:</i> 7/1/2015	<i>Begin Meter</i> 215,508	
A55V017001795	<i>End Date:</i> 6/30/2016	<i>End Meter</i> 450,568	
KMBS - 93575134		<i>Black Volume:</i> 235,060	

Model Intro Date: 1/1/2013

<i>Date</i>	<i>Comments</i>
3/4/2015	CEC completed by Christal Villemaire stating the machine jams 5-6 times a day and has since they received the machine.
3/6/2015	Per vendor the unit was up and running and fully functional; the tech found a piece of mylar stuck in the finisher; he made the repair, went over concerns with client, and ran copies to show the copier was issue free.
3/19/2015	Called Christal; she said they had some jamming, but not like before. Tech came in and repaired. Had an issue needing a password reset. Vendor took care of it.
4/3/2015	Called to see how copier was running. Christal stated it was running well. Sent sign-off but no response.
10/26/2015	Vendor stated service history shows no calls since 8/27. Sent Sign-off to Christal again. Christal responded that she no longer worked at EES but forwarded the message to her replacement Catherine Wiechert.
11/4/2015	No response received from Catherine so followed up with a personal e-mail and a copy of the Complaint Sign-off form. Catherine responded that the copier has been working fine and there have been no further issues. Catherine signed and returned the Complaint Sign-Off form. Complaint is now closed.

Equipment Details

Marshwood Great Works School

Home Economics

			Black Meter & Volume		Color Meter & Volume	
Konica Minolta MC 4750DN	<i>Begin Date:</i>	4/16/2016	<i>Begin Meter</i>	0	<i>Begin Meter</i>	0
A0VD012000472	<i>End Date:</i>	6/30/2016	<i>End Meter</i>	3,135	<i>End Meter</i>	1,087
KMBS - 8702 4985			<i>Black Volume:</i>	3,135	<i>Color Volume:</i>	1,087
<i>Model Intro Date:</i> 9/1/2010						

<i>Date</i>	<i>Comments</i>
5/2/2016	Warranty replacement for A0VD012000199 per client and vendor.

Equipment Details

SAD 35 District Office					
Main Office Work Room		Black Meter & Volume		Color Meter & Volume	
Konica Minolta BHc35	Begin Date: 7/1/2015	Begin Meter	49,782	Begin Meter	15,546
A121011301550	End Date: 6/30/2016	End Meter	60,172	End Meter	24,450
KMBS -		Black Volume:	10,390	Color Volume:	8,904
Model Intro Date: 7/1/2010					

Date	Comments
1/21/2015	Temporary replacement for A121011003990.
9/22/2015	Found that A121011301550 was still reporting, even though A121011003990 had been returned to client. Vendor found that the board from the loaner had been used to replace the board in the original copier. The A121011003990 copier is what is in place with the client, but unit reports under the A121011301550 so that is the serial number being used.
10/26/2015	Sent sign-off to client. Vendor stated no calls since 4/14/15 and then 9/21/15. Nothing since.
10/27/2015	Randy Stewart signed and returned Customer Complaint Sign-Off. Complaint now closed.

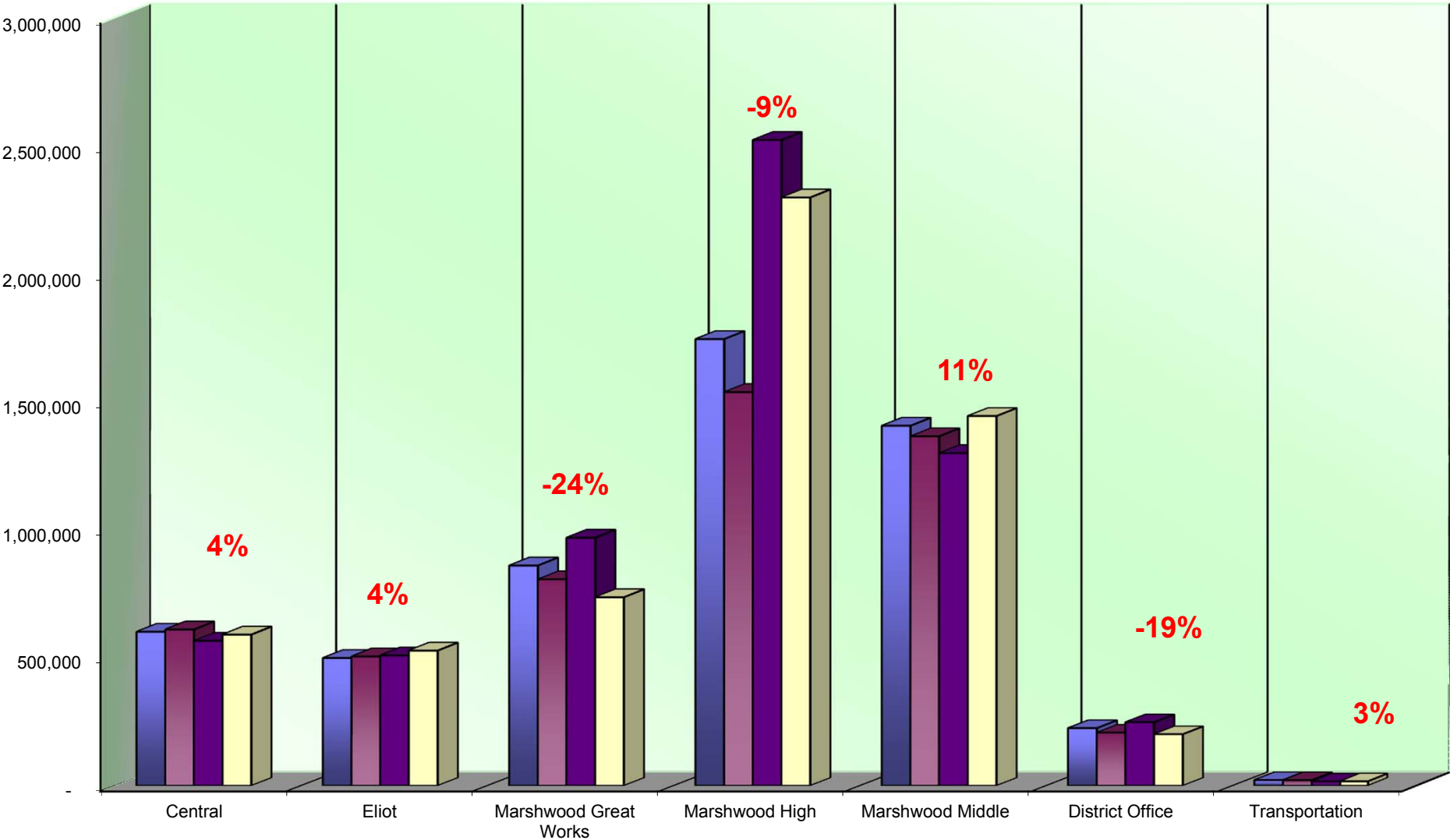
Warranty Replaced Machines

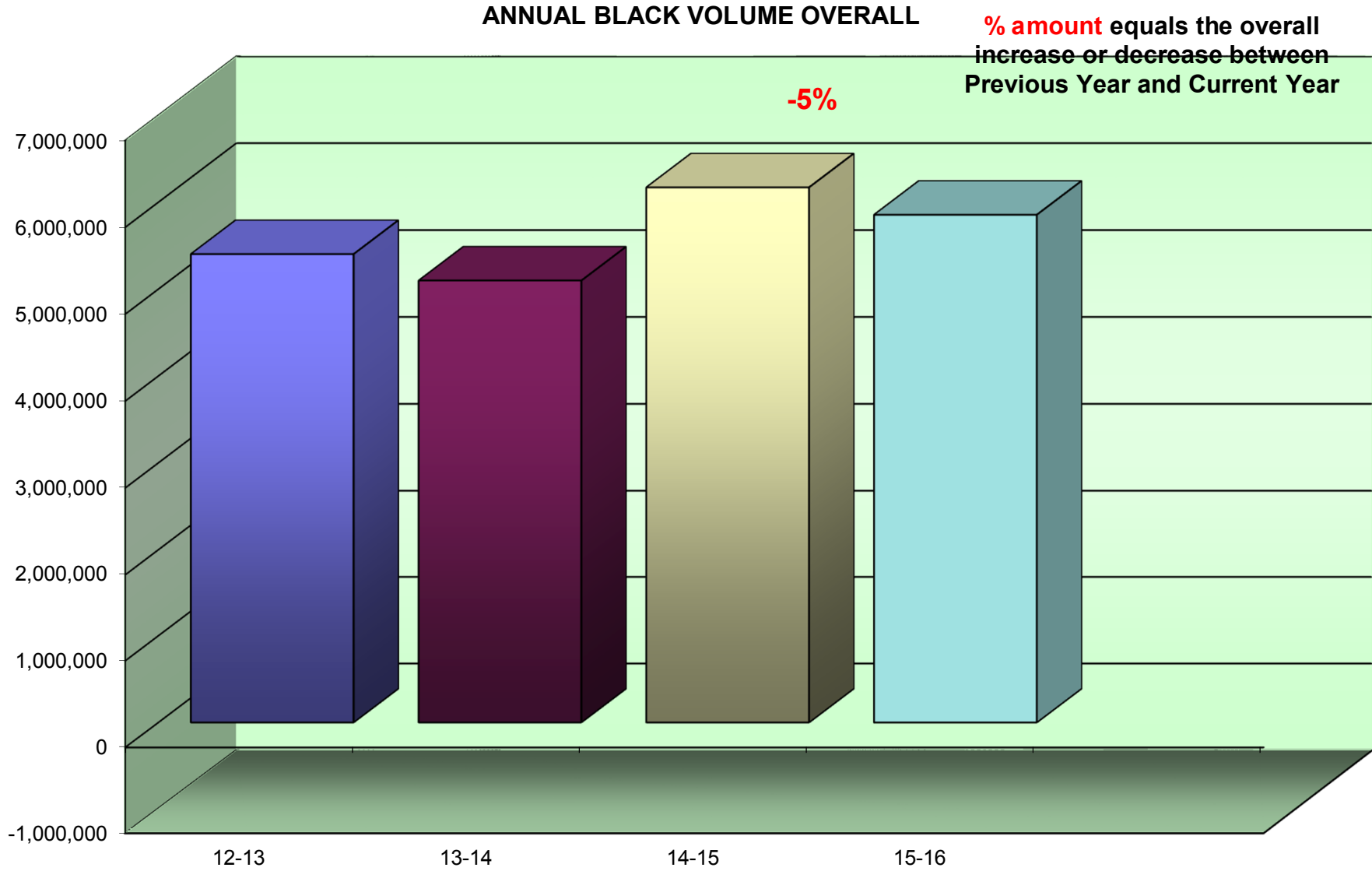
The following copiers or printers have been replaced by the vendor under the service warranty agreement.

Building	Department / Room	Make Model	Serial #	Vendor Id #	Date of Trade
Marshwood Great Works School	Home Economics	Konica Minolta MC 4750DN	A0VD012000199	88025767	4/16/2016
Marshwood Great Works School	Lunch Room Office	Konica Minolta BH3300P	A63P011001367		6/30/2016

ANNUAL BLACK VOLUME BY BUILDING

■ 12-13 ■ 13-14 ■ 14-15 ■ 15-16 % difference between Previous Year and Current Year





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>
Central Elementary School	388	599,695	\$11,192.98	1,546	\$28.85
Eliot Elementary School	323	537,320	\$10,013.27	1,664	\$31.00
Marshwood Great Works School	317	744,965	\$13,603.62	2,350	\$42.91
Marshwood High School	777	2,299,907	\$42,838.69	2,960	\$55.13
Marshwood Middle School	553	1,449,641	\$27,021.54	2,621	\$48.86
SAD 35 District Office	0	223,802	\$4,132.79	0	\$0.00
<i>Totals</i>	2,358	5,855,330	\$108,802.89	2,483	\$46.14

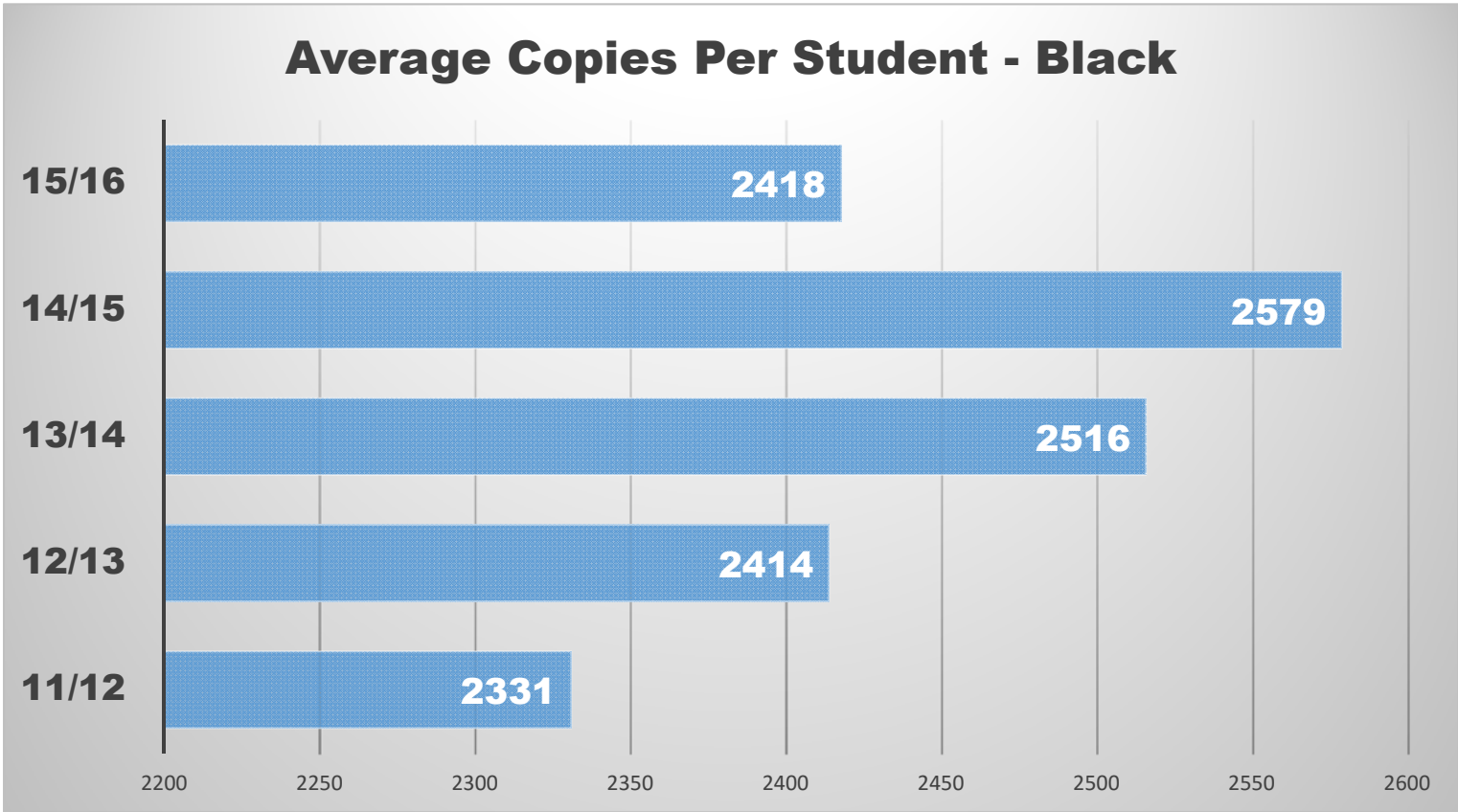
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black

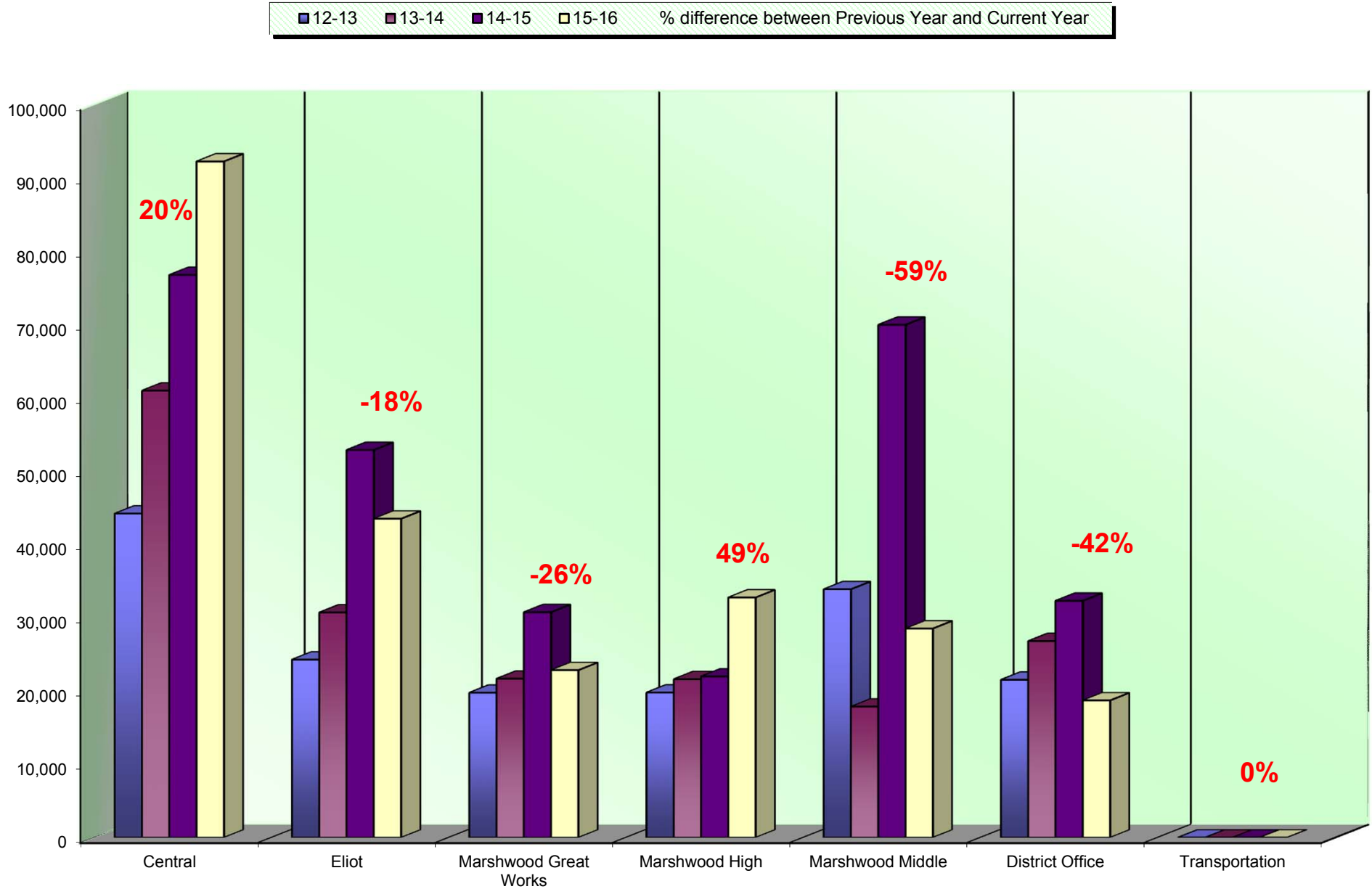
This is an SPC Comparison contrasting your district with 67 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

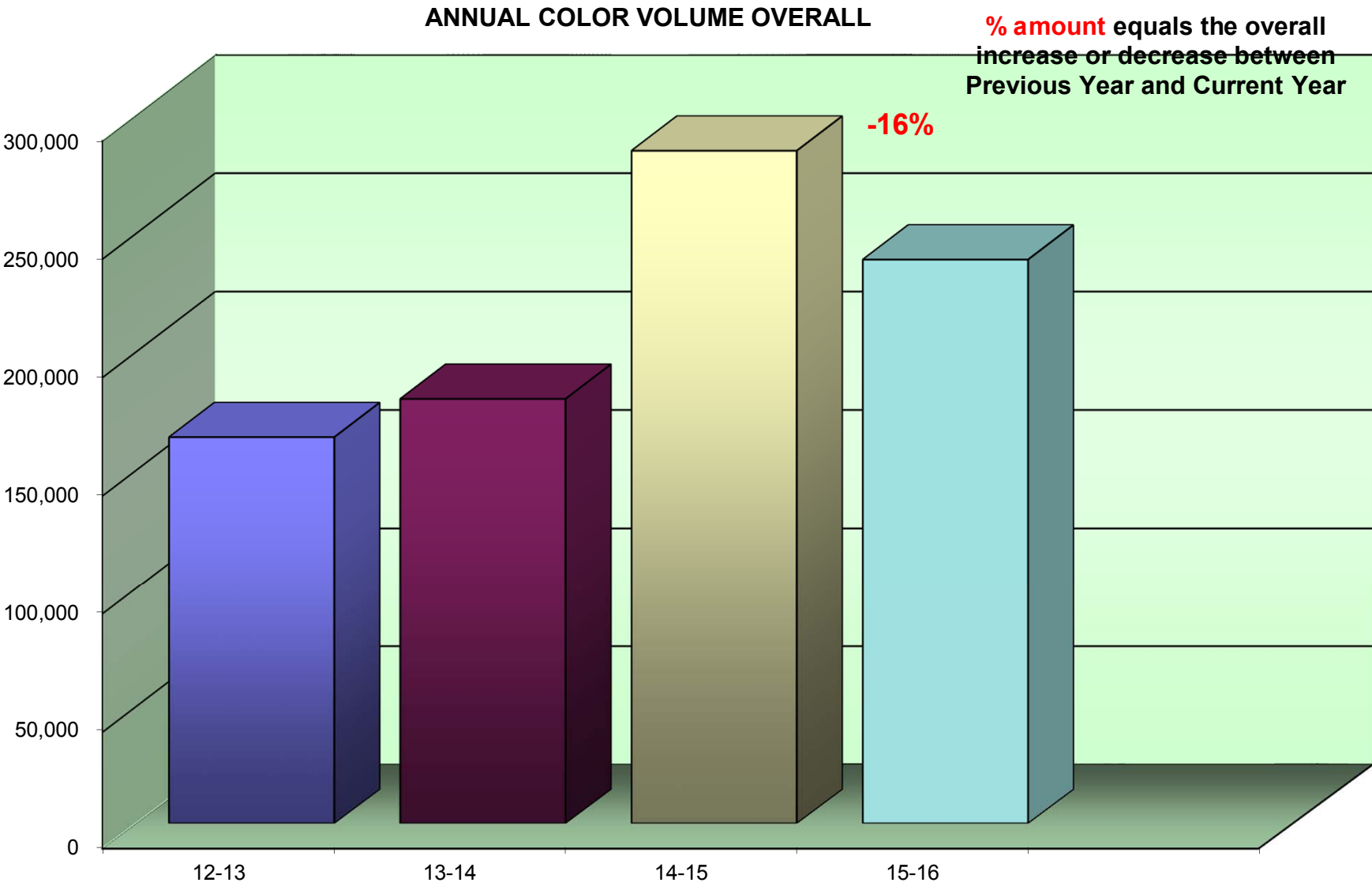
	<i>Total Student Population</i>	<i>Total Annual Volume</i>	<i>Total District Cost*</i>	<i>Annual Copies Per Student</i>	<i>Annual Cost Per Student</i>
All Schools w/student populations	108,464	262,254,700	\$4,909,783	2,418	\$45.27

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



ANNUAL COLOR VOLUME BY BUILDING





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>
Central Elementary School	388	92,215	\$4,851.58	238	\$12.50
Eliot Elementary School	323	43,565	\$2,256.70	135	\$6.99
Marshwood Great Works School	317	22,941	\$1,248.85	72	\$3.94
Marshwood High School	777	32,840	\$1,656.78	42	\$2.13
Marshwood Middle School	553	28,611	\$1,575.95	52	\$2.85
SAD 35 District Office	0	18,820	\$999.82	0	\$0.00
Totals	2,358	238,992	\$12,589.67	101	\$5.34

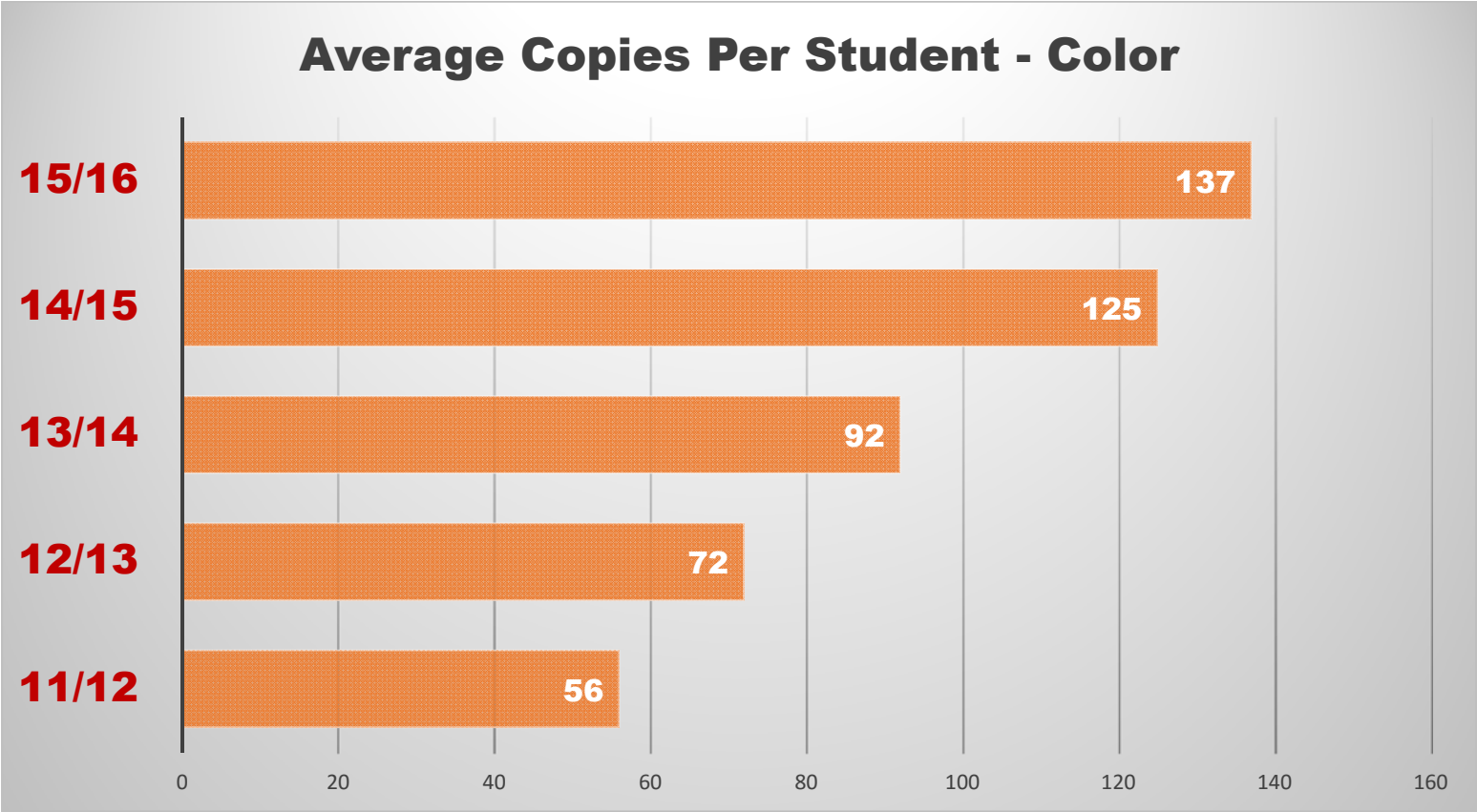
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

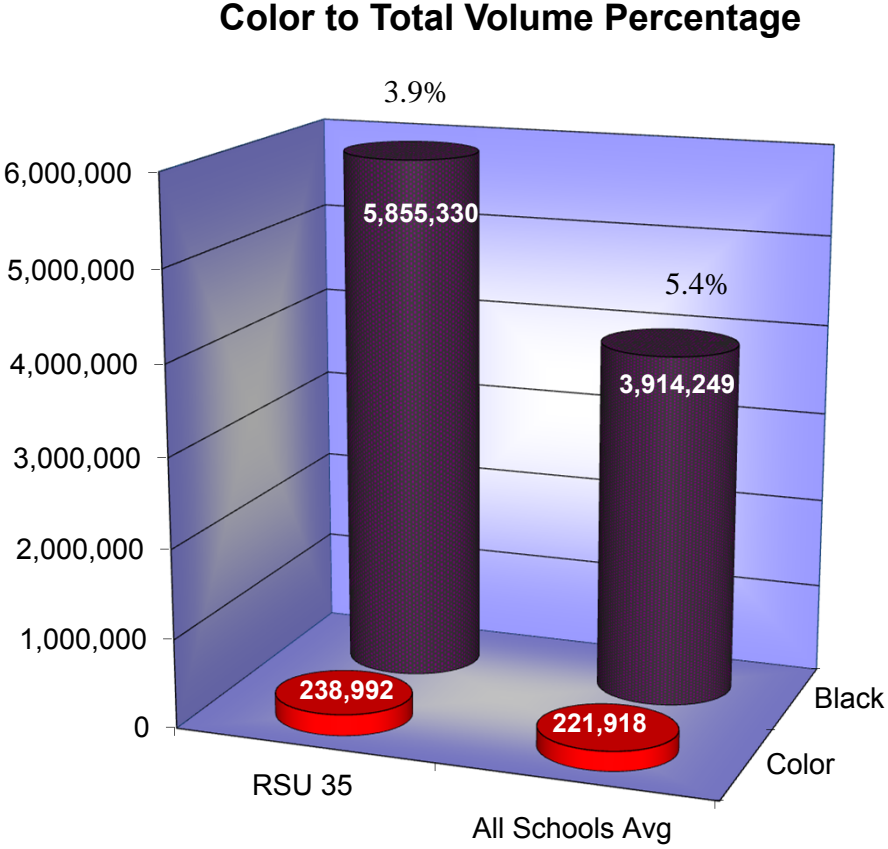
Cost Comparison – Color

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>
All Schools w/student populations	108,464	14,868,490	\$787,820	137	\$7.25

**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: 6/1/2014</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2015-16</i>		
<i>Vendor</i>	<i>7/1/2015</i>	<i>6/30/2016</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	
CENTRAL ELEMENTARY SCHOOL					
<i>Main Office</i>					
Konica Minolta BHc35 / 31 PPM	159,647	194,322	34,675	\$0.004030	None at this time.
A121011003937 / 93079129				\$139.74	
750,000 / 07/2010	43,690	53,050	9,360	\$0.05157	
Color Photocopier				\$482.70	
KMBS					
<i>Room 101 Hallway</i>					
Konica Minolta BHC3350 / 35 PPM	46,064	101,909	55,845	\$0.003900	None at this time.
A4Y4011003731 / 93575125				\$217.80	
750,000 / 01/2014	35,810	96,035	60,225	\$0.04995	
Color Laser MFP				\$3,008.24	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 6/1/2014
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
CENTRAL ELEMENTARY SCHOOL					
Room 108 Staff Back Wall					
Konica Minolta BH754E / 75 PPM	139,160	333,340	194,180	\$0.003900	None at this time.
A55V017001820 / 93575131				\$757.30	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 108 Staff Right					
Konica Minolta BH754E / 75 PPM	298,553	571,208	272,655	\$0.003900	None at this time.
A55V017001819 / 93576404				\$1,063.35	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 121 Nurse					
Konica Minolta MC 4750DN / 31 PPM	78,803	87,198	8,395	\$0.006330	None at this time.
A0VD012000185 / 88025768				\$53.14	
750,000 / 09/2010	110,105	132,735	22,630	\$0.05800	
Color Network Printer				\$1,312.54	
KMBS					

Date of Last Upgrade: 6/1/2014				
Make-Model / Speed				
Serial Number / Vendor ID				
Life / Intro Date	7/1/2015	6/30/2016	2015-16	
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost Recommendations
CENTRAL ELEMENTARY SCHOOL				
Room 202 Hall				
Konica Minolta BH40P / 45 PPM	188,833	222,778	33,945	\$0.006330
A0DX013004967 / 88025759				\$214.87
1,000,000 / 03/2008	0	0	0	\$0.00000
Black Network Printer				\$0.00
KMBS				
Subtotals Black			599,695	\$2,446.20
Subtotals Color			92,215	\$4,803.47

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 6/1/2014</i>				
<i>Serial Number / Vendor ID</i>			<i>2015-16</i>		
<i>Life / Intro Date</i>	<i>7/1/2015</i>	<i>6/30/2016</i>	<i>Annual</i>	<i>Cost/Copy</i>	
<i>Vendor</i>	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	<i>Recommendations</i>
ELIOT ELEMENTARY SCHOOL					
<i>Mail Room</i>					
Konica Minolta BH754E / 75 PPM	215,508	450,568	235,060	\$0.003900	None at this time.
A55V017001795 / 93575134				\$916.73	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
<i>Main Office</i>					
Konica Minolta BHC454 / 45 PPM	92,260	199,935	107,675	\$0.003900	None at this time.
A5C0011012264 / 93576408				\$419.93	
1,000,000 / 07/2012	27,628	63,955	36,327	\$0.04995	
Color Photocopier				\$1,814.53	
KMBS					
<i>Pre-K Hallway</i>					
Konica Minolta MC 4750DN / 31 PPM	31,478	55,933	24,455	\$0.006330	None at this time.
A0VD012000179 / 88025760				\$154.80	
750,000 / 09/2010	58,547	60,310	1,763	\$0.05800	
Color Network Printer				\$102.25	
KMBS					

Date of Last Upgrade: 6/1/2014					
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
ELIOT ELEMENTARY SCHOOL					
Room 38 Copy Center					
Konica Minolta BH554E / 55 PPM	181,403	342,733	161,330	\$0.003900	None at this time.
A61D011003484 / 93576409				\$629.19	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Spare Room					
Konica Minolta MC 4750DN / 31 PPM	17,719	26,479	8,760	\$0.006330	None at this time.
A0VD012000147 / 88025128				\$55.45	
750,000 / 09/2010	38,354	43,829	5,475	\$0.05800	
Color Network Printer				\$317.55	
KMBS					
Staff Room					
Konica Minolta BH3300P / 35 PPM	134	174	40	\$0.006130	Underused!
A63P011002009 /				\$0.25	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Subtotals Black			537,320	\$2,176.35	
Subtotals Color			43,565	\$2,234.34	

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</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>Date of Last Upgrade: 6/1/2014</i> <i>Recommendations</i>
MARSHWOOD GREAT WORKS SCHOO					
<i>Home Economics</i>					
Konica Minolta BH950 / 95 PPM A0Y5011002785 / 93079096 5,000,000 / 03/2009 Black Photocopier	1,731,360 0	2,047,450 0	316,090 0	\$0.003060 \$967.24 \$0.00000 \$0.00	7 years from Intro.
KMBS					
Konica Minolta MC 4750DN / 31 PPM A0VD012000472 / 8702 4985 750,000 / 09/2010 Color Network Printer	0 0	3,135 1,087	3,135 1,087	\$0.006330 \$19.84 \$0.05800 \$63.05	None at this time.
KMBS					
Konica Minolta MC 4750DN / 31 PPM A0VD012000199 / 88025767 750,000 / 09/2010 Color Network Printer	54,087 67,099	58,832 75,838	4,745 8,739	\$0.006330 \$30.04 \$0.05800 \$506.86	Traded
KMBS					

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 6/1/2014</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>
MARSHWOOD GREAT WORKS SCHOO					
<i>Kitchen Office</i>					
Konica Minolta BH3300P / 35 PPM	2,190	4,118	1,928	\$0.006130	None at this time.
A63P011001369 / 88024439				\$11.82	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<hr/>					
<i>Library</i>					
Konica Minolta BH40P / 45 PPM	28,881	33,261	4,380	\$0.006330	8 years from Intro.
A0DX013004968 /				\$27.73	
1,000,000 / 03/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<hr/>					
<i>Lunch Room Office</i>					
Konica Minolta BH3300P / 35 PPM	2,190	4,062	1,872	\$0.006130	Traded
A63P011001367 /				\$11.48	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>				<i>Date of Last Upgrade: 6/1/2014</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>	
MARSHWOOD GREAT WORKS SCHOO					
Main Office					
Konica Minolta BH554E / 55 PPM	74,305	154,240	79,935	\$0.003900	None at this time.
A61D011003506 / 93575575				\$311.75	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BHC3350 / 35 PPM	12,120	29,275	17,155	\$0.003900	None at this time.
A4Y4011003921 / 93575126				\$66.90	
750,000 / 01/2014	3,325	9,376	6,051	\$0.04995	
Color Laser MFP				\$302.25	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor				Date of Last Upgrade: 6/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MARSHWOOD GREAT WORKS SCHOO					
Room 33 Teachers' Lounge					
Konica Minolta BH554E / 55 PPM A61D011003908 / 93576402 3,000,000 / 10/2013 Black Photocopier	219,025 0	405,540 0	186,515 0	\$0.003900 \$727.41 \$0.00000 \$0.00	None at this time.
KMBS					
Konica Minolta BHc35 / 31 PPM A121011003987 / 9307 9128 750,000 / 07/2010 Color Photocopier	69,201 34,191	80,881 41,255	11,680 7,064	\$0.004030 \$47.07 \$0.05157 \$364.29	None at this time.
KMBS					
Room 9 Staff Lounge					
Konica Minolta BH423 / 42 PPM A1UD011012913 / 9333 2040 1,000,000 / 06/2010 Black Photocopier	523,387 0	640,917 0	117,530 0	\$0.004430 \$520.66 \$0.00000 \$0.00	None at this time.
KMBS					
Subtotals Black			744,965	\$2,741.92	
Subtotals Color			22,941	\$1,236.45	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 6/1/2014</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>
MARSHWOOD HIGH SCHOOL					
<i>Band/Music Room</i>					
Konica Minolta BH3300P / 35 PPM A63P011001373 / 88024435 750,000 / 04/2013 Black Network Printer	3,848 0	9,323 0	5,475 0	\$0.006130 \$33.56 \$0.00000 \$0.00	None at this time.
KMBS					
<i>Guidance Office</i>					
Konica Minolta BH3300P / 35 PPM A63P011001024 / 88021687 750,000 / 04/2013 Black Network Printer	20,905 0	44,630 0	23,725 0	\$0.006130 \$145.43 \$0.00000 \$0.00	None at this time.
KMBS					
Konica Minolta BHC554 / 55 PPM A5AY011008439 / 93575574 3,000,000 / 08/2012 Color Photocopier	93,376 5,977	190,101 23,473	96,725 17,496	\$0.003900 \$377.23 \$0.04995 \$873.93	None at this time.
KMBS					

<i>Make-Model / Speed</i>				<i>Date of Last Upgrade: 6/1/2014</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>
MARSHWOOD HIGH SCHOOL					
<i>Learning Center</i>					
Konica Minolta BH3300P / 35 PPM	4,891	11,826	6,935	\$0.006130	None at this time.
A63P011001363 / 88021688				\$42.51	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<hr/>					
<i>Library</i>					
Konica Minolta BH601 / 60 PPM	186,753	240,408	53,655	\$0.003900	8 years from Intro.
A0PP011017443 / 93332192				\$209.25	
3,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 6/1/2014</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>	
MARSHWOOD HIGH SCHOOL						
Main Office						
Konica Minolta BH754E / 75 PPM A55V017001806 / 9357 5129 4,000,000 / 01/2013 Black Photocopier	260,341 0	518,761 0	258,420 0	\$0.003900 \$1,007.84 \$0.00000 \$0.00	None at this time.	
KMBS						
Konica Minolta BHC454 / 45 PPM A5C0011012276 / 93576403 1,000,000 / 07/2012 Color Photocopier	37,300 9,391	70,150 23,095	32,850 13,704	\$0.003900 \$128.12 \$0.04995 \$684.51	None at this time.	
KMBS						
Principal's Office						
Konica Minolta BH3300P / 35 PPM A63P011001390 / 88021686 750,000 / 04/2013 Black Network Printer	7,704 0	15,734 0	8,030 0	\$0.006130 \$49.22 \$0.00000 \$0.00	None at this time.	
KMBS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 6/1/2014	
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MARSHWOOD HIGH SCHOOL					
Room A103					
Konica Minolta BH3300P / 35 PPM	6,710	13,280	6,570	\$0.006130	None at this time.
A63P011001370 / 88024441				\$40.27	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room B107					
Konica Minolta BH3300P / 35 PPM	6,881	11,261	4,380	\$0.006130	None at this time.
A63P011001365 / 88024442				\$26.85	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room B107 Spec Ed					
Konica Minolta BH601 / 60 PPM	385,360	438,650	53,290	\$0.003900	8 years from Intro.
A0PP011011964 / 93079481				\$207.83	
3,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 6/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MARSHWOOD HIGH SCHOOL						
Room B207						
Konica Minolta BH601 / 60 PPM	325,307	565,112	239,805	\$0.003900	8 years from Intro.	
A0PP011015239 / 9333 2346				\$935.24		
3,000,000 / 12/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Room C102 Teachers' Left						
Konica Minolta BH754E / 75 PPM	581,788	1,356,683	774,895	\$0.003900	None at this time.	
A55V017001791 / 9357 6405				\$3,022.09		
4,000,000 / 01/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Room C102 Teachers' Right						
Konica Minolta BH754E / 75 PPM	552,805	1,190,460	637,655	\$0.003900	None at this time.	
A55V017001783 / 93424910				\$2,486.85		
4,000,000 / 01/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 6/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MARSHWOOD HIGH SCHOOL						
Room C205 Library						
Konica Minolta BH3300P / 35 PPM A63P011001393 / 88024443 750,000 / 04/2013 Black Network Printer	17,041 0	34,196 0	17,155 0	\$0.006130 \$105.16 \$0.00000 \$0.00	None at this time.	
KMBS						
Room D207						
Konica Minolta BH3300P / 35 PPM A63P011000443 / 88024315 750,000 / 04/2013 Black Network Printer	22,764 0	45,759 0	22,995 0	\$0.006130 \$140.96 \$0.00000 \$0.00	None at this time.	
KMBS						
Room E107						
Konica Minolta BH40P / 45 PPM A0DX013004966 / 88025769 1,000,000 / 03/2008 Black Network Printer	82,067 0	98,127 0	16,060 0	\$0.006330 \$101.66 \$0.00000 \$0.00	8 years from Intro.	
KMBS						

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 6/1/2014	
	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MARSHWOOD HIGH SCHOOL						
Room E207						
Konica Minolta BH40P / 45 PPM	123,608	148,793	25,185	\$0.006330	8 years from Intro.	
A0DX013004965 / 88025129				\$159.42		
1,000,000 / 03/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Room H101						
Konica Minolta BH3300P / 35 PPM	4,692	8,707	4,015	\$0.006130	None at this time.	
A63P011001375 / 8802 4444				\$24.61		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Room H227						
Konica Minolta BH3300P / 35 PPM	2,190	3,471	1,281	\$0.006130	None at this time.	
A63P011001389 / 8802 4437				\$7.85		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</i>					<i>Date of Last Upgrade: 6/1/2014</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>	
MARSHWOOD HIGH SCHOOL						
Room H243						
Konica Minolta BHC3350 / 35 PPM	13,140	23,946	10,806	\$0.003900	None at this time.	
A4Y4011003690 / 93576397				\$42.14		
750,000 / 01/2014	4,015	5,655	1,640	\$0.04995		
Color Laser MFP				\$81.92		
KMBS						
Subtotals Black		2,299,907	\$9,294.11			
Subtotals Color		32,840	\$1,640.36			

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</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>Date of Last Upgrade: 6/1/2014</i> <i>Recommendations</i>
MARSHWOOD MIDDLE SCHOOL					
Library					
Konica Minolta BHC360 / 36 PPM A0ED011010147 / 9303 6991 750,000 / 09/2009 Color Photocopier	260,631 1,890	313,191 7,876	52,560 5,986	\$0.004030 \$211.82 \$0.05157 \$308.70	7 years from Intro.
KMBS					
Konica Minolta MC 4750DN / 31 PPM A0VD012000159 / 88026279 750,000 / 09/2010 Color Network Printer	21,051 22,366	26,526 33,037	5,475 10,671	\$0.006330 \$34.66 \$0.05800 \$618.92	None at this time.
KMBS					
Library (formerly Nurse's Office)					
Konica Minolta BH40P / 45 PPM A0DX013004953 / 88025727 1,000,000 / 03/2008 Black Network Printer	176,179 0	176,407 0	228 0	\$0.006330 \$1.44 \$0.00000 \$0.00	8 years from Intro.
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 6/1/2014</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>	
MARSHWOOD MIDDLE SCHOOL						
Main Office						
Konica Minolta BH3300P / 35 PPM	1,475	26,295	24,820	\$0.006130	None at this time.	
A63P011001372 / 8802 4447				\$152.15		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Konica Minolta BH3300P / 35 PPM	3,308	6,958	3,650	\$0.006130	None at this time.	
A63P011001361 / 88024446				\$22.37		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 6/1/2014</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>
MARSHWOOD MIDDLE SCHOOL					
Main Office Copy Room					
Konica Minolta BH754E / 75 PPM A55V017001739 / 93576407 4,000,000 / 01/2013 Black Photocopier	289,922 0	488,847 0	198,925 0	\$0.003900 \$775.81 \$0.00000 \$0.00	None at this time.
KMBS					
Konica Minolta BHc35 / 31 PPM A121011004898 / 93098377 750,000 / 07/2010 Color Photocopier	55,991 22,579	73,511 31,070	17,520 8,491	\$0.004030 \$70.61 \$0.05157 \$437.88	None at this time.
KMBS					
Nurse's Office					
Konica Minolta BH3300P / 35 PPM A63P011001371 / 8802 4445 750,000 / 04/2013 Black Network Printer	450 0	1,469 0	1,019 0	\$0.006130 \$6.25 \$0.00000 \$0.00	None at this time.
KMBS					

<i>Make-Model / Speed</i> <i>Serial Number / Vendor ID</i> <i>Life / Intro Date</i> <i>Vendor</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>Date of Last Upgrade: 6/1/2014</i> <i>Recommendations</i>
MARSHWOOD MIDDLE SCHOOL					
Principal's Office					
Konica Minolta MC 3730 / 25 PPM A0VD017300268 / 8802 4448 500,000 / 11/2010 Color Network Printer	650 225	3,205 1,109	2,555 884	\$0.006130 \$15.66 \$0.05625 \$49.73	None at this time.
KMBS					
Room 100 Hallway					
Konica Minolta BH40P / 45 PPM A0DX013004963 / 88025728 1,000,000 / 03/2008 Black Network Printer	125,780 0	149,140 0	23,360 0	\$0.006330 \$147.87 \$0.00000 \$0.00	8 years from Intro.
KMBS					
Room 101					
Konica Minolta BH754E / 75 PPM A55V017001735 / 93575135 4,000,000 / 01/2013 Black Photocopier	115,477 0	406,382 0	290,905 0	\$0.003900 \$1,134.53 \$0.00000 \$0.00	None at this time.
KMBS					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date					Date of Last Upgrade: 6/1/2014
Vendor	7/1/2015 Meter	6/30/2016 Meter	2015-16 Annual Volume	Cost/Copy Annual Cost	Recommendations
MARSHWOOD MIDDLE SCHOOL					
Room 111					
Konica Minolta BH421 / 45 PPM	368,495	545,155	176,660	\$0.003900	8 years from Intro.
A0R6011011018 / 88071256				\$688.97	
1,000,000 / 06/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 119 Hall					
Konica Minolta BH40P / 45 PPM	79,761	108,231	28,470	\$0.006330	8 years from Intro.
A0DX013004964 / 8802 5757				\$180.22	
1,000,000 / 03/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room 202 Work Room					
Konica Minolta MC 3730 / 25 PPM	9,870	10,026	156	\$0.006130	None at this time.
A0VD017300314 / 8802 4449				\$0.96	
500,000 / 11/2010	11,247	11,533	286	\$0.05625	
Color Network Printer				\$16.09	
KMBS					

					Date of Last Upgrade: 6/1/2014
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
MARSHWOOD MIDDLE SCHOOL					
Room 202 Workroom					
Konica Minolta BH554E / 55 PPM	146,156	442,901	296,745	\$0.003900	None at this time.
A61D011003641 / 93575133				\$1,157.31	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH754E / 75 PPM	415,166	740,016	324,850	\$0.003900	None at this time.
A55V017001778 / 93576406				\$1,266.92	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Vice Principal's Office					
Konica Minolta MC 3730 / 25 PPM	1,460	3,203	1,743	\$0.006130	None at this time.
A0VD017300293 / 8802 4450				\$10.68	
500,000 / 11/2010	1,505	3,798	2,293	\$0.05625	
Color Network Printer				\$128.98	
KMBS					
Subtotals Black			1,449,641	\$5,878.21	
Subtotals Color			28,611	\$1,560.29	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 6/1/2014</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>	
SAD 35 DISTRICT OFFICE						
Accounts Payable						
Konica Minolta BH3300P / 35 PPM	6,205	10,585	4,380	\$0.006130	None at this time.	
A63P011901442 / 8802 4453				\$26.85		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Bookkeeping						
Konica Minolta MC 3730 / 25 PPM	6,570	14,965	8,395	\$0.006130	None at this time.	
A0VD017300298 / 8802 4455				\$51.46		
500,000 / 11/2010	1,825	4,596	2,771	\$0.05625		
Color Network Printer				\$155.87		
KMBS						
Business Manager						
Konica Minolta BH3300P / 35 PPM	2,920	7,300	4,380	\$0.006130	None at this time.	
A63P011001388 / 88024452				\$26.85		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 6/1/2014</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>
SAD 35 DISTRICT OFFICE					
Human Resources					
Konica Minolta MC 3730 / 25 PPM A0VD017300271 / 8802 4456 500,000 / 11/2010 Color Network Printer	3,285	3,537	252	\$0.006130 \$1.54 \$0.05625 \$95.85	None at this time.
KMBS					
Main Office Work Room					
Konica Minolta BHc35 / 31 PPM A121011301550 / 750,000 / 07/2010 Color Photocopier	49,782	60,172	10,390	\$0.004030 \$41.87 \$0.05157 \$459.18	None at this time.
KMBS					
Main Office Workroom					
Konica Minolta BH950 / 95 PPM A0Y5011002846 / 9307 9095 5,000,000 / 03/2009 Black Photocopier	717,917	862,092	144,175	\$0.003060 \$441.18 \$0.00000 \$0.00	7 years from Intro.
KMBS					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 6/1/2014</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>
SAD 35 DISTRICT OFFICE					
<i>Payroll</i>					
Konica Minolta MC 3730 / 25 PPM A0VD017300273 / 500,000 / 11/2010 Color Network Printer	319	319	0	\$0.006130 \$0.00 \$0.05625 \$0.00	Not being used. Why?
KMBS					
Konica Minolta MC 3730 / 25 PPM A0VD017300329 / 8802 4454 500,000 / 11/2010 Color Network Printer	8,030	14,600	6,570	\$0.006130 \$40.27 \$0.05625 \$64.46	None at this time.
KMBS					
<i>Special Education</i>					
Konica Minolta BH3300P / 35 PPM A63P011001379 / 9342 4931 750,000 / 04/2013 Black Network Printer	25,848	53,588	27,740	\$0.006130 \$170.05 \$0.00000 \$0.00	None at this time.
KMBS					

Date of Last Upgrade: 6/1/2014				
Make-Model / Speed				
Serial Number / Vendor ID			2015-16	
Life / Intro Date	7/1/2015	6/30/2016	Annual	Cost/Copy
Vendor	Meter	Meter	Volume	Annual Cost
Recommendations				
SAD 35 DISTRICT OFFICE				
Transportation Facility				
Konica Minolta BHC454 / 45 PPM	15,428	32,948	17,520	\$0.003900
A5C0011012018 / 9357 5132				\$68.33
1,000,000 / 07/2012	3,788	8,083	4,295	\$0.04995
Color Photocopier				\$214.54
KMBS				
Subtotals Black			223,802	\$868.40
Subtotals Color			18,820	\$989.90

<i>District Wide Black Totals</i>	5,855,330	\$23,405.20
<i>District Wide Color Totals</i>	238,992	\$12,464.80

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 6/1/2005 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
5,855,330	\$0.01802	\$105,513.05

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
5,855,330	\$0.00400	\$23,421.32	\$82,091.73	\$410,458.63

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$82,091.73 x 11 years as a Client

=\$903,008.99 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
Central Elementary School	599,695	\$2,471.04	\$2,975.69	\$5,746.25	\$11,192.98
Eliot Elementary School	537,320	\$2,198.51	\$2,666.18	\$5,148.58	\$10,013.27
Marshwood Great Works School	744,965	\$2,768.88	\$3,696.52	\$7,138.22	\$13,603.62
Marshwood High School	2,299,907	\$9,388.95	\$11,412.14	\$22,037.61	\$42,838.69
Marshwood Middle School	1,449,641	\$5,938.02	\$7,193.12	\$13,890.40	\$27,021.54
SAD 35 District Office	223,802	\$877.82	\$1,110.51	\$2,144.46	\$4,132.79
Total	5,855,330	\$23,643.22	\$29,054.15	\$56,105.52	\$108,802.89

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
Central Elementary School	92,215	\$4,851.58
Eliot Elementary School	43,565	\$2,256.70
Marshwood Great Works School	22,941	\$1,248.85
Marshwood High School	32,840	\$1,656.78
Marshwood Middle School	28,611	\$1,575.95
SAD 35 District Office	18,820	\$999.82
<i>Total</i>	238,992	\$12,589.67

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
Konica-Minolta Business Solutions	Black Network Printer	166,010	\$0.00613	\$1,017.64	\$0.00619	\$1,027.60
Konica-Minolta Business Solutions	Black Network Printer	4,380	\$0.00613	\$26.85	\$0.00639	\$27.99
Konica-Minolta Business Solutions	Black Network Printer	131,628	\$0.00633	\$833.21	\$0.00639	\$841.10
Konica-Minolta Business Solutions	Black Photocopier	460,265	\$0.00306	\$1,408.41	\$0.00309	\$1,422.22
Konica-Minolta Business Solutions	Black Photocopier	4,435,480	\$0.00390	\$17,298.37	\$0.00394	\$17,475.79
Konica-Minolta Business Solutions	Black Photocopier	117,530	\$0.00443	\$520.66	\$0.00447	\$525.36
Konica-Minolta Business Solutions	Color Laser MFP	83,806	\$0.00390	\$326.84	\$0.00394	\$330.20
Konica-Minolta Business Solutions	Color Network Printer	19,671	\$0.00613	\$120.58	\$0.00619	\$121.76
Konica-Minolta Business Solutions	Color Network Printer	54,965	\$0.00633	\$347.93	\$0.00639	\$351.23
Konica-Minolta Business Solutions	Color Photocopier	254,770	\$0.00390	\$993.60	\$0.00394	\$1,003.79
Konica-Minolta Business Solutions	Color Photocopier	126,825	\$0.00403	\$511.10	\$0.00407	\$516.18
Total		5,855,330	\$0.00400	\$23,405.20	\$0.00404	\$23,643.22

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
Konica-Minolta Business Solutions	Color Laser MFP	67,916	\$0.04995	\$3,392.40	\$0.05045	\$3,426.36
Konica-Minolta Business Solutions	Color Network Printer	9,084	\$0.05625	\$510.98	\$0.05681	\$516.06
Konica-Minolta Business Solutions	Color Network Printer	1,087	\$0.05800	\$63.05	\$0.05858	\$63.68
Konica-Minolta Business Solutions	Color Network Printer	49,278	\$0.05800	\$2,858.12	\$0.05858	\$2,886.71
Konica-Minolta Business Solutions	Color Photocopier	71,822	\$0.04995	\$3,587.51	\$0.05045	\$3,623.42
Konica-Minolta Business Solutions	Color Photocopier	39,805	\$0.05157	\$2,052.74	\$0.05209	\$2,073.44
Total		238,992	\$0.05216	\$12,464.80	\$0.05241	\$12,589.67

Reprographic Equipment Assessment

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

Total Number of Units	69
Total Number of Units on Lease	44
Total Number of Units Owned	25
Lease Company	Northway Bank
Lease Start Date	6/1/2014
Lease End Date	8/1/2019
Term	5 Annual
Annual Payment usually due on 8/1	\$56,105.52
Remaining Payments	3

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

Leased Equipment

Building	Make/Model	Serial Number
Central Elementary School	Konica Minolta BH754E	A55V017001820
Central Elementary School	Konica Minolta BH754E	A55V017001819
Central Elementary School	Konica Minolta BHC3350	A4Y4011003731
Eliot Elementary School	Konica Minolta BH754E	A55V017001795
Eliot Elementary School	Konica Minolta BHC454	A5C0011012264
Eliot Elementary School	Konica Minolta BH554E	A61D011003484
Eliot Elementary School	Konica Minolta BH3300P	A63P011002009
Marshwood Great Works School	Konica Minolta BHC3350	A4Y4011003921
Marshwood Great Works School	Konica Minolta BH554E	A61D011003506
Marshwood Great Works School	Konica Minolta BH554E	A61D011003908
Marshwood Great Works School	Konica Minolta BH3300P	A63P011001369
Marshwood High School	Konica Minolta BH754E	A55V017001806
Marshwood High School	Konica Minolta BH3300P	A63P011001393
Marshwood High School	Konica Minolta BH754E	A55V017001783
Marshwood High School	Konica Minolta BH754E	A55V017001791
Marshwood High School	Konica Minolta BH3300P	A63P011001365
Marshwood High School	Konica Minolta BHC3350	A4Y4011003690
Marshwood High School	Konica Minolta BH3300P	A63P011001390
Marshwood High School	Konica Minolta BHC454	A5C0011012276
Marshwood High School	Konica Minolta BH3300P	A63P011001363
Marshwood High School	Konica Minolta BH3300P	A63P011001024
Marshwood High School	Konica Minolta BHC554	A5AY011008439
Marshwood High School	Konica Minolta BH3300P	A63P011001373
Marshwood High School	Konica Minolta BH3300P	A63P011001370
Marshwood High School	Konica Minolta BH3300P	A63P011001389
Marshwood High School	Konica Minolta BH3300P	A63P011001375
Marshwood High School	Konica Minolta BH3300P	A63P011000443

Building	Make/Model	Serial Number
Marshwood Middle School	Konica Minolta BH754E	A55V017001778
Marshwood Middle School	Konica Minolta BH554E	A61D011003641
Marshwood Middle School	Konica Minolta MC 3730	A0VD017300314
Marshwood Middle School	Konica Minolta BH754E	A55V017001735
Marshwood Middle School	Konica Minolta MC 3730	A0VD017300268
Marshwood Middle School	Konica Minolta BH754E	A55V017001739
Marshwood Middle School	Konica Minolta BH3300P	A63P011001372
Marshwood Middle School	Konica Minolta BH3300P	A63P011001361
Marshwood Middle School	Konica Minolta BH3300P	A63P011001371
Marshwood Middle School	Konica Minolta MC 3730	A0VD017300293
SAD 35 District Office	Konica Minolta MC 3730	A0VD017300329
SAD 35 District Office	Konica Minolta BH3300P	A63P011901442
SAD 35 District Office	Konica Minolta MC 3730	A0VD017300298
SAD 35 District Office	Konica Minolta BH3300P	A63P011001388
SAD 35 District Office	Konica Minolta MC 3730	A0VD017300271
SAD 35 District Office	Konica Minolta BH3300P	A63P011001379
SAD 35 District Office	Konica Minolta BHC454	A5C0011012018

Owned Equipment

Building	Make/Model	Serial Number
Central Elementary School	Konica Minolta BHc35	A121011003937
Central Elementary School	Konica Minolta MC 4750DN	A0VD012000185
Central Elementary School	Konica Minolta BH40P	A0DX013004967
Eliot Elementary School	Konica Minolta MC 4750DN	A0VD012000179
Eliot Elementary School	Konica Minolta MC 4750DN	A0VD012000147
Marshwood Great Works School	Konica Minolta BH423	A1UD011012913
Marshwood Great Works School	Konica Minolta BH950	A0Y5011002785
Marshwood Great Works School	Konica Minolta MC 4750DN	A0VD012000472
Marshwood Great Works School	Konica Minolta BHc35	A121011003987
Marshwood Great Works School	Konica Minolta BH40P	A0DX013004968
Marshwood High School	Konica Minolta BH40P	A0DX013004966
Marshwood High School	Konica Minolta BH601	A0PP011017443
Marshwood High School	Konica Minolta BH601	A0PP011011964
Marshwood High School	Konica Minolta BH601	A0PP011015239
Marshwood High School	Konica Minolta BH40P	A0DX013004965
Marshwood Middle School	Konica Minolta BH40P	A0DX013004964
Marshwood Middle School	Konica Minolta BH421	A0R6011011018
Marshwood Middle School	Konica Minolta BH40P	A0DX013004953
Marshwood Middle School	Konica Minolta BH40P	A0DX013004963
Marshwood Middle School	Konica Minolta BHc35	A121011004898
Marshwood Middle School	Konica Minolta MC 4750DN	A0VD012000159
Marshwood Middle School	Konica Minolta BHC360	A0ED011010147
SAD 35 District Office	Konica Minolta MC 3730	A0VD017300273
SAD 35 District Office	Konica Minolta BHc35	A121011301550
SAD 35 District Office	Konica Minolta BH950	A0Y5011002846



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: _____

StarDoc User Names

Name	User Name
Chris Russo	chris.russo@rsu35.org
Christine Polichronopolis	christine.polichronoplois@rsu35.org
Denise Brooks	denise.brooks@rsu35.org
Diana Dicredico	diane.dicredico@rsu35.org
Heather Webster	heather.webster@rsu35.org
Kitty Roberts	kitty.roberts@rsu35.org
Nicole Clark	nicole.clark@rsu35.org
Pam Bates	pam.bates@rsu35.org
Randall Stewart	randall.stewart@rsu35.org
Rick Mills	rick.mills@rsu35.org
Rowena Woodman	rowena.woodman@rsu35.org

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

**2012****STARDOC created**

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

2013**Daily Tracking**

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

2014**Monthly Audits**

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

2015**New Mapping Options & Asset Management**

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



- **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!