



Specialized Purchasing Consultants

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www.spccopypro.com

2016-2017 Annual Report

Year - End Photocopier Analysis

With projected costs for 2017-18

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



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

September 2017

Skip Tilton
President

Corporate Office:
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Gorham, NH 03581
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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 12 years strong**, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

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

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

Sincerely,

Skip Tilton
President

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The SPC Team...

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

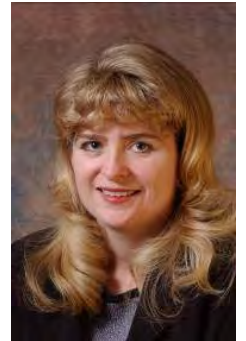


Skip Tilton, President

Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of 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, as well as providing ways to increase your equipment reliability and the ability to monitor and track usage variations throughout the year to keep your costs under control.



Jessica Paradis

Accounting Coordinator

As the new accounting director for SPC, my focus is to ensure transactions are handled with importance, accuracy, and timeliness. My goal is for all communication, with client or vendor, to be satisfactory for all parties. I am

excited to be part of this team, and I am available to answer any billing or contract questions you may have.

Alex Webster

Operations Manager

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 *at no additional charge to our clients* features that normally cost thousands of dollars.



Pam Weed

Client-Vendor Relations

It is always my goal to ensure a good working relationship between clients and vendors. This applies to billing, upgrades, equipment reliability, and everything in between. I am available to assist you with smooth transitions and quick resolutions.

Joel Heffernan

Implementation Specialist

With over 40 years of experience in the copier/printer industry, I am able to deliver knowledgeable assistance before, during, and after equipment changeover. I am available to our clients to address any concerns they may have and to assure our clients have a pleasant experience with SPC.



Robert Dutil

Director of Information Technology

I work behind the scenes to keep everything running smoothly. I appreciate SPC's honesty, work ethic and loyalty, and it is my goal to make sure SPC has the tools it needs to continue improving their technology to better serve their clients and to be as productive as possible. 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.

Equipment Health Status

Total Number of Machines:	69
Total Black Photocopiers	20
Total Color Photocopiers	12
Total Black Network Printers	25
Total Color Network Printers	12
Total Removed from Service:	0
# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	31
# of Units Overused:	0
# of Units Underused:	2
Commencement Date:	6/1/2014
# of Annual Payments Left on Lease	2
All Warranties and Service Contracts Expire:	6/30/2020
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 Randy,

It has been three years since your last upgrade and you could benefit from an onsite visit and an upgrade since costs have come down over the years. You have 31 machines that are nearing the end of warranty. These were machines that were carried over from your previous lease and you own outright. In order to stay ahead of your reliability curve, that upgrade could take place as early as the Summer of 2018. In that way you would only have one payment left. That being said, a second alternative is to wait until August of 2019 when your last payment will have been made. Either way, I am confident that there are other needs that an onsite visit will be able to address.

If we did an upgrade in 2018 however we would extend the life and warranty on a large portion of your equipment for another five years. 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	Main Office	Konica Minolta BHc35	A121011003937	KMBS	07/2010
Central Elementary School	Room 121 Nurse	Konica Minolta MC 4750DN	A0VD012000185	KMBS	09/2010
Central Elementary School	Room 202 Hall	Konica Minolta BH40P	A0DX013004967	KMBS	03/2008
Eliot Elementary School	Pre-K Hallway	Konica Minolta MC 4750DN	A0VD012000179	KMBS	09/2010
Eliot Elementary School	Spare Room	Konica Minolta MC 4750DN	A0VD012000147	KMBS	09/2010
Marshwood Great Works School	Home Economics	Konica Minolta MC 4750DN	A0VD012000472	KMBS	09/2010
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 Great Works School	Room 33 Teachers' Lounge	Konica Minolta BHc35	A121011003987	KMBS	07/2010
Marshwood Great Works School	Room 9 Staff Lounge	Konica Minolta BH423	A1UD011012913	KMBS	06/2010
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 MC 4750DN	A0VD012000159	KMBS	09/2010
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	Main Office Copy Room	Konica Minolta BHc35	A121011004898	KMBS	07/2010
Marshwood Middle School	Principal's Office	Konica Minolta MC 3730	A0VD017300268	KMBS	11/2010
Marshwood Middle School	Room 100 Hallway	Konica Minolta BH40P	A0DX013004963	KMBS	03/2008

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
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
Marshwood Middle School	Room 202 Work Room	Konica Minolta MC 3730	A0VD017300314	KMBS	11/2010
Marshwood Middle School	Vice Principal's Office	Konica Minolta MC 3730	A0VD017300293	KMBS	11/2010
SAD 35 District Office	Accounts Payable	Konica Minolta MC 3730	A0VD017300329	KMBS	11/2010
SAD 35 District Office	Bookkeeping	Konica Minolta MC 3730	A0VD017300298	KMBS	11/2010
SAD 35 District Office	Human Resources	Konica Minolta MC 3730	A0VD017300271	KMBS	11/2010
SAD 35 District Office	Main Office Work Room	Konica Minolta BHc35	A121011301550	KMBS	07/2010
SAD 35 District Office	Main Office Workroom	Konica Minolta BH950	A0Y5011002846	KMBS	03/2009
Transportation	Main Office	Konica Minolta MC 3730	A0VD017300273	KMBS	11/2010

Warranty Progress Report

For Year 2016-2017

Equipment Details

Eliot Elementary School

Mail Room

		<i>Black Meter & Volume</i>	<i>Color Meter & Volume</i>
Konica Minolta BH754E	<i>Begin Date:</i> 7/1/2016	<i>Begin Meter</i> 450,568	
A55V017001795	<i>End Date:</i> 6/30/2017	<i>End Meter</i> 647,393	
KMBS - 93575134		<i>Black Volume:</i> 196,825	

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

			<i>Black Meter & Volume</i>		<i>Color Meter & Volume</i>	
Konica Minolta MC 4750DN	<i>Begin Date:</i>	7/1/2016	<i>Begin Meter</i>	3,135	<i>Begin Meter</i>	1,087
A0VD012000472	<i>End Date:</i>	6/30/2017	<i>End Meter</i>	3,308	<i>End Meter</i>	7,745
KMBS - 87024985			<i>Black Volume:</i>	173	<i>Color Volume:</i>	6,658
<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

Marshwood Middle School

Konica Minolta BH421	<i>Begin Date:</i>	7/1/2016	<i>Begin Meter</i>	545,155
A0R6011011018	<i>End Date:</i>	6/30/2017	<i>End Meter</i>	687,636
KMBS - 88071256			<i>Black Volume:</i>	142,481

Model Intro Date: 6/1/2008

<i>Date</i>	<i>Comments</i>
5/23/2016	On 5/11, Chris Russo sent an e-mail stating they were having jamming and internal error issues on the copier. Per Jim Mulkerrin of KMBS, he noted they have had a lot of recent calls, mostly for Code 2403, which is a toner bottle issue code that is easily resolved. He mentioned that there is maybe a call a month for jamming issues, but the machine is 6+ years old. He said he would follow up with the technician to see if he could give the unit a little extra TLC. On 5/13, Jeremy noted the machine had jammed twice the day before and on this day they had several more jams including one with multiple jams throughout the copier. He stated the teachers have complained the copier has been problematic over the past year or so and some are no longer using that copier but rather using other copiers in the building. The technician had already worked on this machine 3 times this week and would be back again on Monday to take another look.
9/20/2016	Realized I had not heard anything back from Jeremy or the vendor and followed up to see how the machine was running. Jeremy said school had just started back up and it was already jamming again. The vendor stated there were two calls in September, for jamming and the Code 2403. Jeremy stated he would keep an eye on the copier and be sure to call for service when needed.
11/30/2016	Jeremy sent a lengthy email regarding the state of the copier stating he has received weekly if not daily complaints regarding the copier. He had created a signed log for the copier for teachers and students to document each time it jammed; the first page was filled within a week. He stated that the copier is now more of an ornament than a printing device as teachers now send their classes to the BH40p printers at the end of the hall rather than the copier that is 5 feet away. Some teachers refuse to use the copier as no one wants to deal with unjamming the copier multiple times a day while trying to teach their classes. To add to the problem, he stated the copier has now begun randomly not accepting print jobs. He has to check it throughout the day by sending test prints to make sure it is functioning. If the print doesn't go through he has to go to the copier and manually reboot it, which he has had to do as many as 4 times in a day. He and the teachers have expressed serious frustration and insist on replacing the copier. I forwarded his message to Fred Veader who noted the service history looked pretty good with only one call for no network connection. He placed a courtesy service call for the client and said he would arrange for a specialist to come out. I requested Jeremy complete a CEC, which he did. I used the information from his e-mail as the body of the complaint. I forwarded this to the vendor. Fred stated Jim Capucci was scheduling the specialist's visit.

Equipment Details

Marshwood Middle School

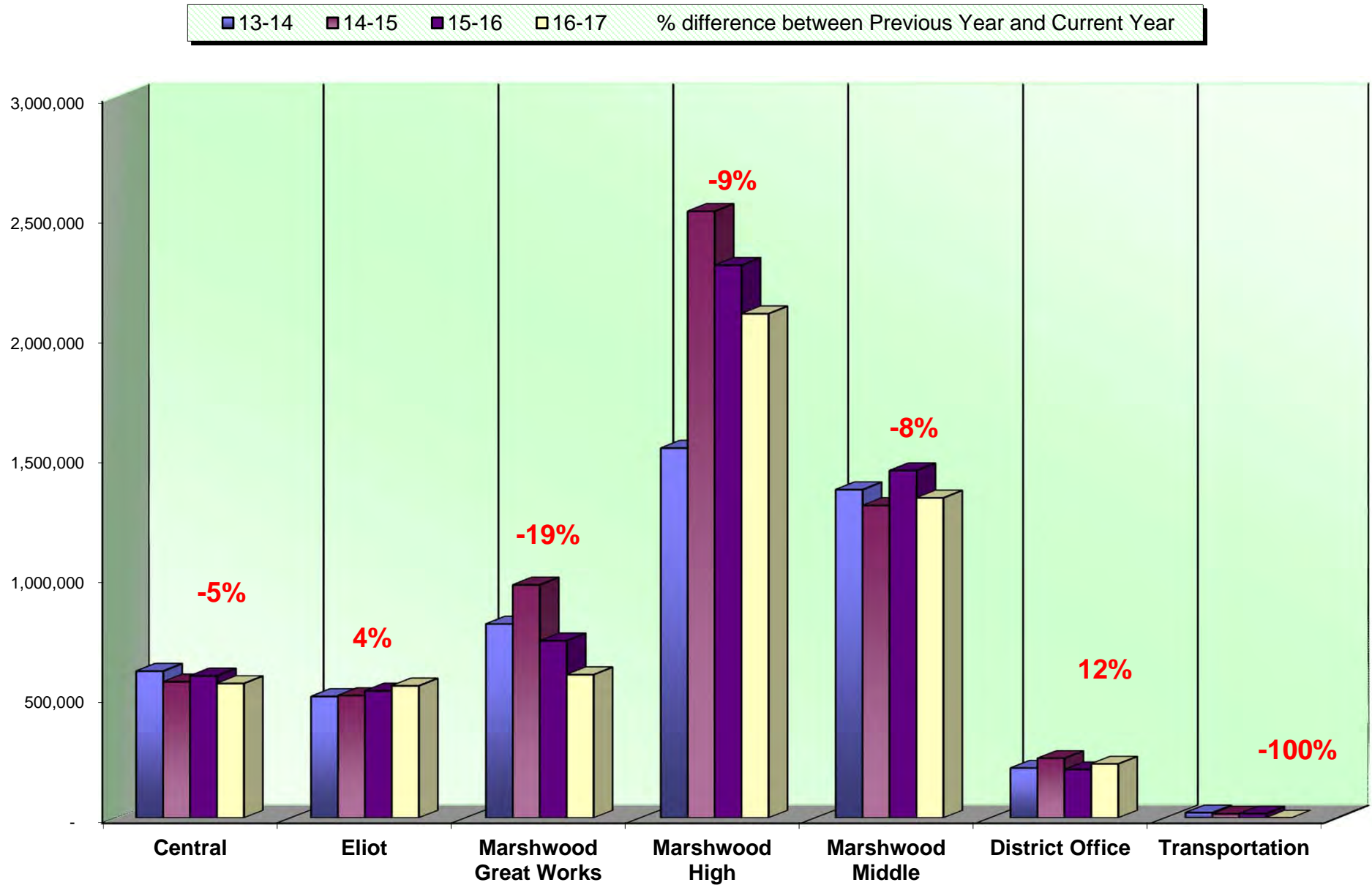
- 12/6/2016 Randy Stewart forwarded an e-mail of complaint to Skip from Jeremy that reiterated the problems they were having. He stated the technician claimed he could never re-create the problems they were having, but the problems persist. They want the copier replaced. Skip forwarded the e-mail to me and to John Cox. I forwarded to Skip and John the communication I had with Jeremy in the past along with usage history and copy of the service report I received from Fred. Skip feels some of the problem may be due to high volume on a 42 CPM machine and asked about the cost of replacing the copier with a reconditioned one.
- 2/2/2017 After not hearing anything back from the vendor or the client, I requested another service history from Fred. The service history showed a toner call on 1/26, CF assembly replacement on 12/8, and no network connectivity on 11/28. It appears usage has increased considerably in comparison to earlier in the year. However, I addressed this again with John Cox to determine a solution. Jim Capucci stated he had visited the machine a couple of times and believed all issues to be resolved. He and IT had gone through the machine carefully. To his knowledge, the copier is no longer "falling off their network." Fred also responded stating the history showed it was a used placement and that service calls have dropped. There was little he could do unless SPC replaced it. John responded to all of that by saying he thought everything has been resolved but that Skip could replace the machine using the bid pricing from another client.
- 3/14/2017 Followed up with Jeremy Poole again. Explained vendor felt issues resolved. Unit was running an average of 270 copies per day back in December, but is now running an average of 338 copies per day.
- 3/16/2017 Jeremy responded to my e-mail stating the copier would work well for about a month after multiple parts replaced in December. Then it went down again for a week and couldn't be used while waiting for a part. He stated it seems to randomly contact Konica with service calls and error codes on occasion. Techs have either shown up to work on it without anyone calling or they've called him to walk him through clearing the code. Overall it is functioning better than it was at the end of the last school year and the start of this year. Fewer complaints, though there are some who still avoid using it. "I do worry this will continue to be a repeat process of repairs being done and it holding up for a month or two and then breaking again for an extended period of time."
- 8/9/2017 Since January 2017 there have been 5 service calls: 2 in February, 1 in March, and 2 in May. All required parts or resetting Error Codes. Have recommended to vendor to consider warranty replacement immediately. Unit was a reconditioned warranty replacement at their last equipment upgrade.

*Equipment Details***SAD 35 District Office****Main Office Work Room**

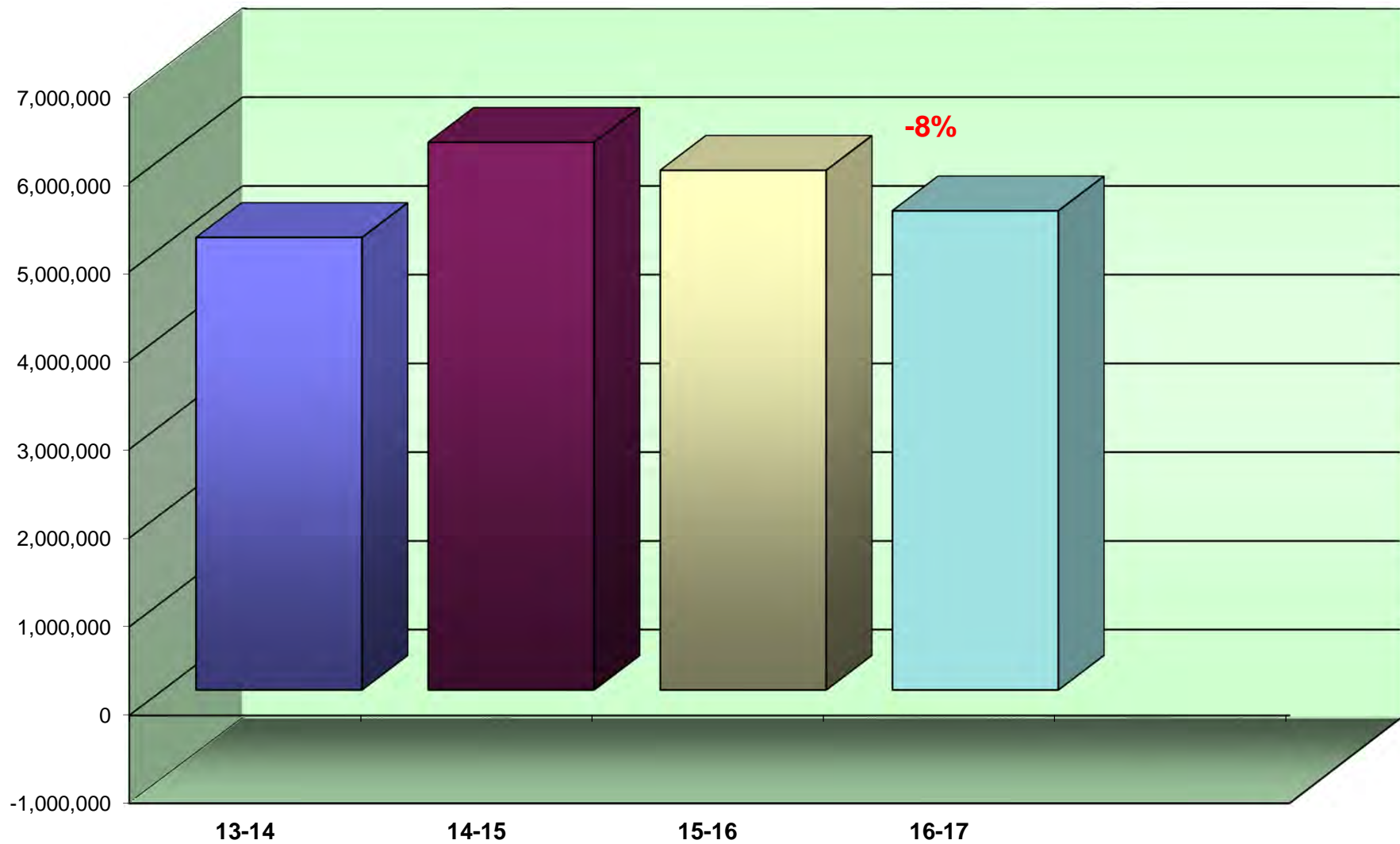
			<i>Black Meter & Volume</i>		<i>Color Meter & Volume</i>	
Konica Minolta BHc35	<i>Begin Date:</i>	7/1/2016	<i>Begin Meter</i>	60,172	<i>Begin Meter</i>	24,450
A121011301550	<i>End Date:</i>	6/30/2017	<i>End Meter</i>	70,109	<i>End Meter</i>	40,070
KMBS -			<i>Black Volume:</i>	9,937	<i>Color Volume:</i>	15,620
<i>Model Intro Date:</i> 7/1/2010						

<i>Date</i>	<i>Comments</i>
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.

Annual Black Volume by Building



Annual Black Volume Overall



% amount equals the overall increase or decrease 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	403	568,397	\$11,123.34	1,410	\$27.60
Eliot Elementary School	336	558,517	\$10,878.74	1,662	\$32.38
Marshwood Great Works School	287	604,946	\$11,572.08	2,108	\$40.32
Marshwood High School	786	2,099,454	\$40,981.27	2,671	\$52.14
Marshwood Middle School	550	1,336,799	\$26,187.99	2,431	\$47.61
SAD 35 District Office	0	230,527	\$4,371.17	0	\$0.00
Transportation	0	8	\$0.17	0	\$0.00
Totals	2,362	5,398,648	\$105,114.75	2,286	\$44.50

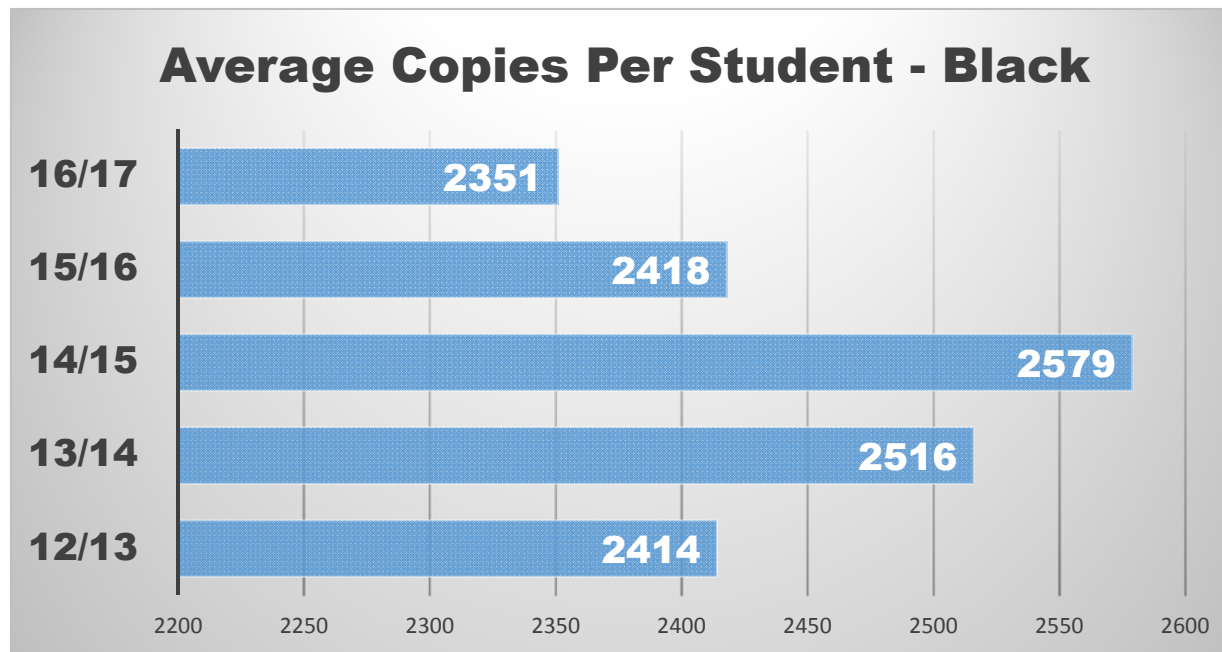
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison - Black Only

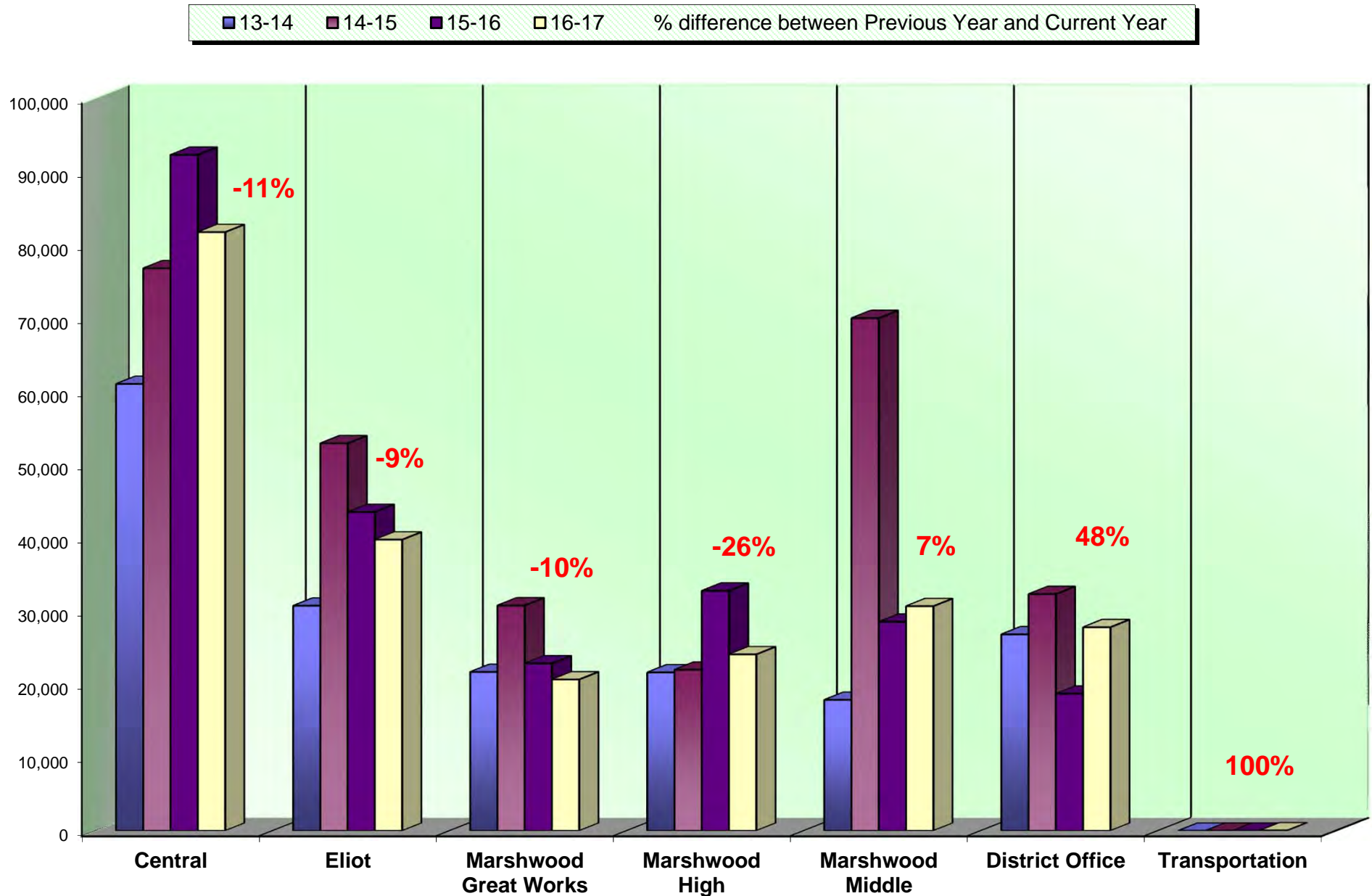
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<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	85,149	200,180,673	\$3,977,633.44	2,351	\$46.71

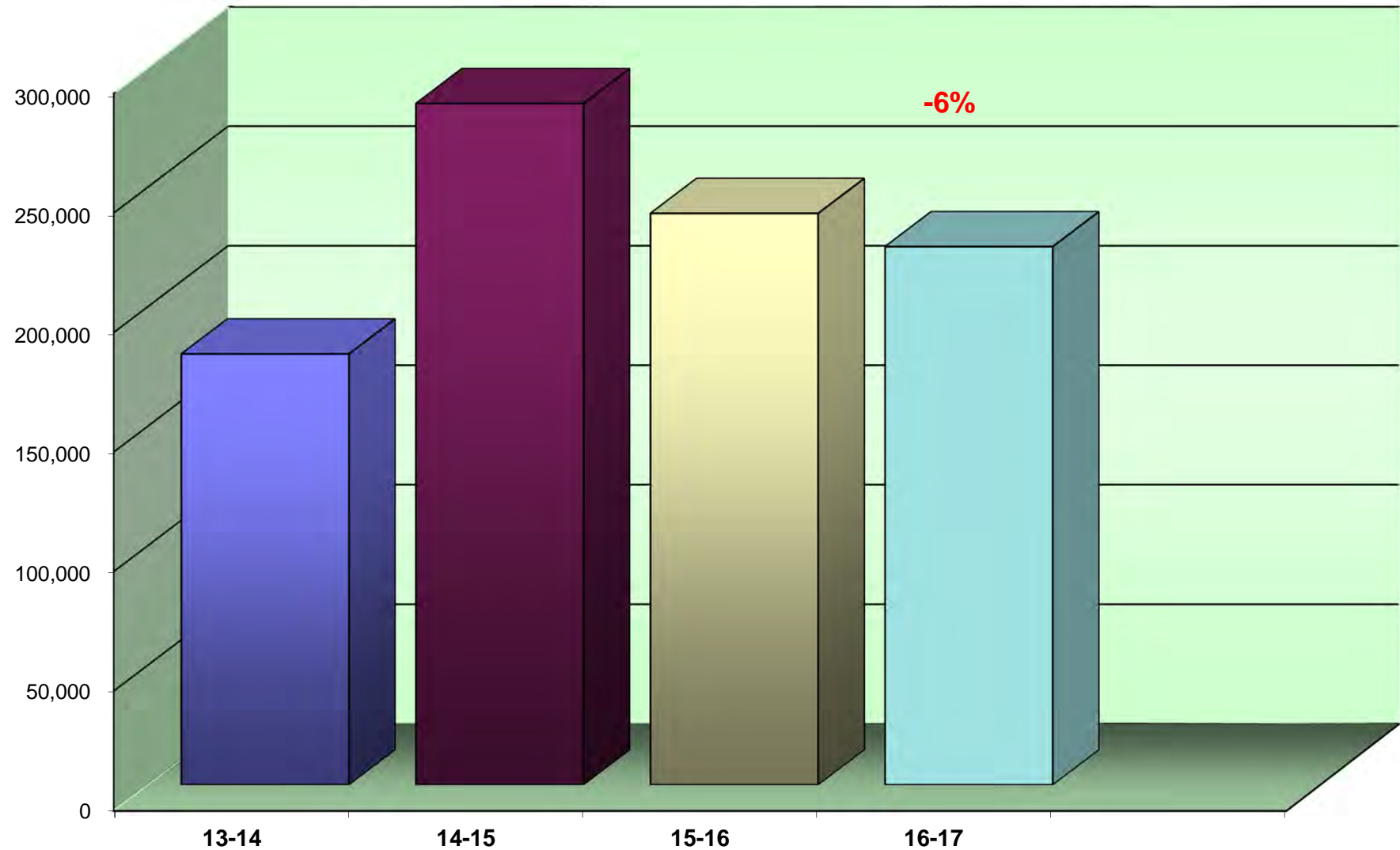
**Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment.*



Annual Color Volume by Building



Annual Color Volume Overall



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

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	403	81,688	\$4,421.98	203	\$10.97
Eliot Elementary School	336	39,802	\$2,122.71	118	\$6.32
Marshwood Great Works School	287	20,756	\$1,139.84	72	\$3.97
Marshwood High School	786	24,176	\$1,248.93	31	\$1.59
Marshwood Middle School	550	30,741	\$1,758.27	56	\$3.20
SAD 35 District Office	0	27,877	\$1,519.94	0	\$0.00
Transportation	0	44	\$2.56	0	\$0.00
Totals	2,362	225,084	\$12,214.24	95	\$5.17

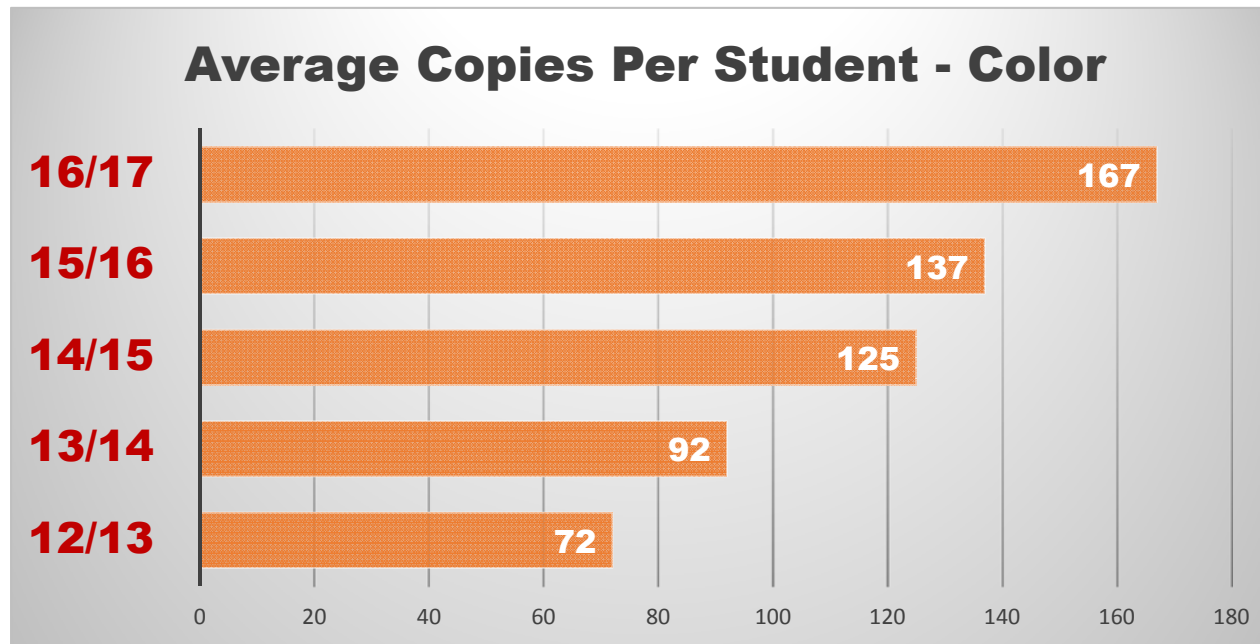
**Total School Cost refers to the cost of Service Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Color Only

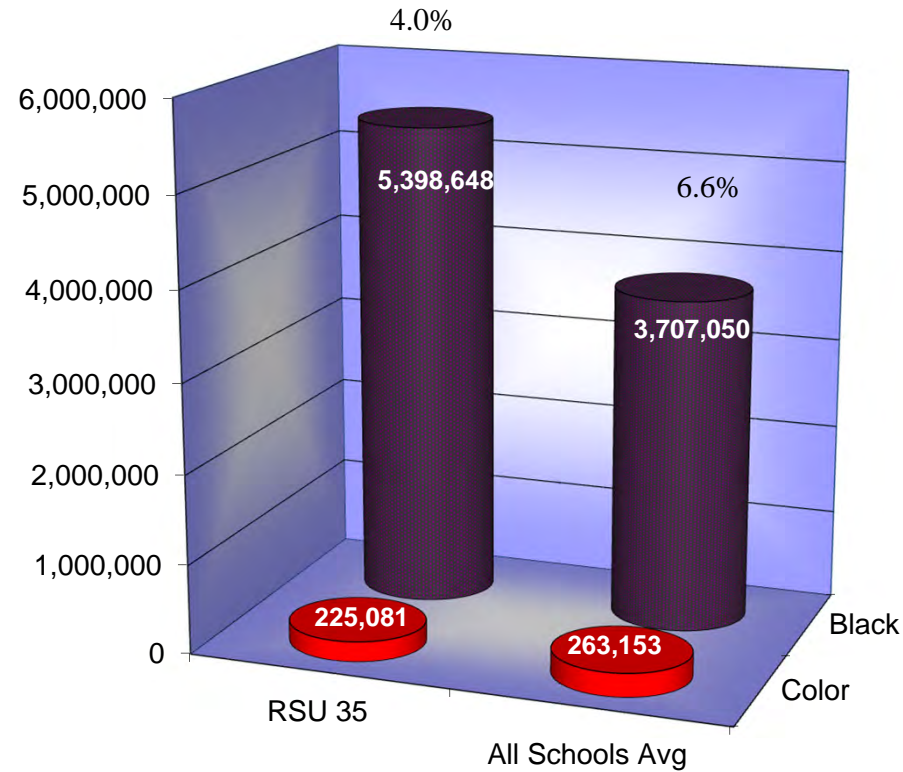
This is an SPC Comparison contrasting your district with 54 client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	85,149	14,210,264	\$726,269.21	167	\$8.53

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



Color to Total Volume Percentage



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>2016-17</i>		
<i>Life / Intro Date</i>	<i>7/1/2016</i>	<i>6/30/2017</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>
CENTRAL ELEMENTARY SCHOOL					
Main Office					
Konica Minolta BHc35 / 31 PPM	194,322	234,287	39,965	\$0.004070	7 years from Intro.
A121011003937 / 93079129				\$162.66	
750,000 / 07/2010	53,050	66,900	13,850	\$0.05209	
Color Photocopier				\$721.45	
KMBS					
Room 101 Hallway					
Konica Minolta BHC3350 / 35 PPM	101,909	150,774	48,865	\$0.003940	None at this time.
A4Y4011003731 / 93575125				\$192.53	
750,000 / 01/2014	96,035	142,419	46,384	\$0.05045	
Color Laser MFP				\$2,340.07	
KMBS					

					Date of Last Upgrade: 6/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
CENTRAL ELEMENTARY SCHOOL					
Room 108 Staff Back Wall					
Konica Minolta BH754E / 75 PPM	333,340	527,088	193,748	\$0.003940	None at this time.
A55V017001820 / 93575131				\$763.37	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 108 Staff Right					
Konica Minolta BH754E / 75 PPM	571,208	817,329	246,121	\$0.003940	None at this time.
A55V017001819 / 93576404				\$969.72	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 121 Nurse					
Konica Minolta MC 4750DN / 31 PPM	87,198	95,727	8,529	\$0.006390	7 years from Intro.
A0VD012000185 / 88025768				\$54.50	
750,000 / 09/2010	132,735	154,189	21,454	\$0.05858	
Color Network Printer				\$1,256.78	
KMBS					

					Date of Last Upgrade: 6/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date	7/1/2016	6/30/2017	2016-17		
Vendor	Meter	Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
CENTRAL ELEMENTARY SCHOOL					
Room 202 Hall					
Konica Minolta BH40P / 45 PPM	222,778	253,947	31,169	\$0.006390	9 years from Intro.
A0DX013004967 / 88025759				\$199.17	
1,000,000 / 03/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Subtotals Black			568,397	\$2,341.94	
Subtotals Color			81,688	\$4,318.29	

					Date of Last Upgrade: 6/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
ELIOT ELEMENTARY SCHOOL					
Mail Room					
Konica Minolta BH754E / 75 PPM	450,568	647,393	196,825	\$0.003940	None at this time.
A55V017001795 / 93575134				\$775.49	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Main Office					
Konica Minolta BHC454 / 45 PPM	199,935	277,228	77,293	\$0.003940	None at this time.
A5C0011012264 / 93576408				\$304.53	
1,000,000 / 07/2012	63,955	95,769	31,814	\$0.05045	
Color Photocopier				\$1,605.02	
KMBS					
Pre-K Hallway					
Konica Minolta MC 4750DN / 31 PPM	55,933	64,166	8,233	\$0.006390	7 years from Intro.
A0VD012000179 / 88025760				\$52.61	
750,000 / 09/2010	60,310	65,977	5,667	\$0.05858	
Color Network Printer				\$331.97	
KMBS					

					Date of Last Upgrade: 6/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
ELIOT ELEMENTARY SCHOOL					
Room 38 Copy Center					
Konica Minolta BH554E / 55 PPM	342,733	606,181	263,448	\$0.003940	None at this time.
A61D011003484 / 93576409				\$1,037.99	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Spare Room					
Konica Minolta MC 4750DN / 31 PPM	26,479	37,082	10,603	\$0.006390	7 years from Intro.
A0VD012000147 / 88025128				\$67.75	
750,000 / 09/2010	43,829	46,150	2,321	\$0.05858	
Color Network Printer				\$135.96	
KMBS					
Staff Room					
Konica Minolta BH3300P / 35 PPM	174	2,289	2,115	\$0.006190	None at this time.
A63P011002009 /				\$13.09	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Subtotals Black			558,517	\$2,251.46	
Subtotals Color			39,802	\$2,072.95	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
MARSHWOOD GREAT WORKS SCHOOL						
Home Economics						
Konica Minolta BH950 / 95 PPM A0Y5011002785 / 93079096 5,000,000 / 03/2009 Black Photocopier	2,047,450 0	2,306,035 0	258,585 0	\$0.003090 \$799.03 \$0.00000 \$0.00	8 years from Intro.	
KMBS						
Konica Minolta MC 4750DN / 31 PPM A0VD012000472 / 87024985 750,000 / 09/2010 Color Network Printer	3,135 1,087	3,308 7,745	173 6,658	\$0.006390 \$1.11 \$0.05858 \$390.03	7 years from Intro.	
KMBS						
Kitchen Office						
Konica Minolta BH3300P / 35 PPM A63P011001369 / 88024439 750,000 / 04/2013 Black Network Printer	4,118 0	6,050 0	1,932 0	\$0.006190 \$11.96 \$0.00000 \$0.00	None at this time.	
KMBS						

					Date of Last Upgrade: 6/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2016-17		
Vendor	7/1/2016	6/30/2017	Annual	Cost/Copy	
	Meter	Meter	Volume	Annual Cost	Recommendations
MARSHWOOD GREAT WORKS SCHOOL					
Library					
Konica Minolta BH40P / 45 PPM	33,261	36,346	3,085	\$0.006390	9 years from Intro.
A0DX013004968 /				\$19.71	
1,000,000 / 03/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Main Office					
Konica Minolta BH554E / 55 PPM	154,240	223,548	69,308	\$0.003940	None at this time.
A61D011003506 / 93575575				\$273.07	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BHC3350 / 35 PPM	29,275	42,948	13,673	\$0.003940	None at this time.
A4Y4011003921 / 93575126				\$53.87	
750,000 / 01/2014	9,376	16,256	6,880	\$0.05045	
Color Laser MFP				\$347.10	
KMBS					

Date of Last Upgrade: 6/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MARSHWOOD GREAT WORKS SCHOOL					
Room 33 Teachers' Lounge					
Konica Minolta BH554E / 55 PPM	405,540	554,624	149,084	\$0.003940	None at this time.
A61D011003908 / 93576402				\$587.39	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BHc35 / 31 PPM	80,881	86,214	5,333	\$0.004070	7 years from Intro.
A121011003987 / 93079128				\$21.71	
750,000 / 07/2010	41,255	48,473	7,218	\$0.05209	
Color Photocopier				\$375.99	
KMBS					
Room 9 Staff Lounge					
Konica Minolta BH423 / 42 PPM	640,917	744,690	103,773	\$0.004470	7 years from Intro.
A1UD011012913 / 93332040				\$463.87	
1,000,000 / 06/2010	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Subtotals Black			604,946	\$2,231.71	
Subtotals Color			20,756	\$1,113.11	

					Date of Last Upgrade: 6/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2016-17		
Vendor	7/1/2016 Meter	6/30/2017 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
MARSHWOOD HIGH SCHOOL					
Band/Music Room					
Konica Minolta BH3300P / 35 PPM	9,323	12,434	3,111	\$0.006190	None at this time.
A63P011001373 / 88024435				\$19.26	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Guidance Office					
Konica Minolta BH3300P / 35 PPM	44,630	66,010	21,380	\$0.006190	None at this time.
A63P011001024 / 88021687				\$132.34	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BHC554 / 55 PPM	190,101	265,970	75,869	\$0.003940	None at this time.
A5AY011008439 / 93575574				\$298.92	
3,000,000 / 08/2012	23,473	27,695	4,222	\$0.05045	
Color Photocopier				\$213.00	
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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MARSHWOOD HIGH SCHOOL					
<i>Learning Center</i>					
Konica Minolta BH3300P / 35 PPM	11,826	13,857	2,031	\$0.006190	None at this time.
A63P011001363 / 88021688				\$12.57	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
<hr/>					
<i>Library</i>					
Konica Minolta BH601 / 60 PPM	240,408	289,751	49,343	\$0.003940	9 years from Intro.
A0PP011017443 / 93332192				\$194.41	
3,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MARSHWOOD HIGH SCHOOL					
Main Office					
Konica Minolta BH754E / 75 PPM	518,761	795,288	276,527	\$0.003940	None at this time.
A55V017001806 / 93575129				\$1,089.52	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BHC454 / 45 PPM	70,150	91,896	21,746	\$0.003940	None at this time.
A5C0011012276 / 93576403				\$85.68	
1,000,000 / 07/2012	23,095	34,980	11,885	\$0.05045	
Color Photocopier				\$599.60	
KMBS					
Principal's Office					
Konica Minolta BH3300P / 35 PPM	15,734	25,103	9,369	\$0.006190	None at this time.
A63P011001390 / 88021686				\$57.99	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					

					Date of Last Upgrade: 6/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MARSHWOOD HIGH SCHOOL					
Room A103					
Konica Minolta BH3300P / 35 PPM	13,280	19,664	6,384	\$0.006190	None at this time.
A63P011001370 / 88024441				\$39.52	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room B107					
Konica Minolta BH3300P / 35 PPM	11,261	15,395	4,134	\$0.006190	None at this time.
A63P011001365 / 88024442				\$25.59	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room B107 Spec Ed					
Konica Minolta BH601 / 60 PPM	438,650	491,049	52,399	\$0.003940	9 years from Intro.
A0PP011011964 / 93079481				\$206.45	
3,000,000 / 12/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					

Date of Last Upgrade: 6/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MARSHWOOD HIGH SCHOOL					
Room B207					
Konica Minolta BH601 / 60 PPM A0PP011015239 / 93332346 3,000,000 / 12/2008 Black Photocopier	565,112 0	930,702 0	365,590 0	\$0.003940 \$1,440.42 \$0.00000 \$0.00	9 years from Intro.
KMBS					
Room C102 Teachers' Left					
Konica Minolta BH754E / 75 PPM A55V017001791 / 93576405 4,000,000 / 01/2013 Black Photocopier	1,356,683 0	2,002,333 0	645,650 0	\$0.003940 \$2,543.86 \$0.00000 \$0.00	None at this time.
KMBS					
Room C102 Teachers' Right					
Konica Minolta BH754E / 75 PPM A55V017001783 / 93424910 4,000,000 / 01/2013 Black Photocopier	1,190,460 0	1,664,238 0	473,778 0	\$0.003940 \$1,866.69 \$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>Date of Last Upgrade: 6/1/2014</i> <i>Recommendations</i>	
	<i>7/1/2016</i> <i>Meter</i>	<i>6/30/2017</i> <i>Meter</i>	<i>2016-17</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>		
MARSHWOOD HIGH SCHOOL						
Room C205 Library						
Konica Minolta BH3300P / 35 PPM	34,196	51,253	17,057	\$0.006190	None at this time.	
A63P011001393 / 88024443				\$105.58		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Room D207						
Konica Minolta BH3300P / 35 PPM	45,759	63,604	17,845	\$0.006190	None at this time.	
A63P011000443 / 88024315				\$110.46		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Room E107						
Konica Minolta BH40P / 45 PPM	98,127	114,994	16,867	\$0.006390	9 years from Intro.	
A0DX013004966 / 88025769				\$107.78		
1,000,000 / 03/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						

					Date of Last Upgrade: 6/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2016-17		
Vendor	7/1/2016 Meter	6/30/2017 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
MARSHWOOD HIGH SCHOOL					
Room E207					
Konica Minolta BH40P / 45 PPM	148,793	166,152	17,359	\$0.006390	9 years from Intro.
A0DX013004965 / 88025129				\$110.92	
1,000,000 / 03/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room H101					
Konica Minolta BH3300P / 35 PPM	8,707	11,976	3,269	\$0.006190	None at this time.
A63P011001375 / 88024444				\$20.24	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room H227					
Konica Minolta BH3300P / 35 PPM	3,471	4,807	1,336	\$0.006190	None at this time.
A63P011001389 / 88024437				\$8.27	
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 Vendor</i>					<i>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
MARSHWOOD HIGH SCHOOL						
Room H243						
Konica Minolta BHC3350 / 35 PPM	23,946	42,356	18,410	\$0.003940	None at this time.	
A4Y4011003690 / 93576397				\$72.54		
750,000 / 01/2014	5,655	13,724	8,069	\$0.05045		
Color Laser MFP				\$407.08		
KMBS						
Subtotals Black			2,099,454	\$8,549.01		
Subtotals Color			24,176	\$1,219.68		

<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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MARSHWOOD MIDDLE SCHOOL					
Library					
Konica Minolta BHC360 / 36 PPM	313,191	362,601	49,410	\$0.004070	8 years from Intro.
A0ED011010147 / 93036991				\$201.10	
750,000 / 09/2009	7,876	12,524	4,648	\$0.05209	
Color Photocopier				\$242.11	
KMBS					
Konica Minolta MC 4750DN / 31 PPM	26,526	31,130	4,604	\$0.006390	7 years from Intro.
A0VD012000159 / 88026279				\$29.42	
750,000 / 09/2010	33,037	48,375	15,338	\$0.05858	
Color Network Printer				\$898.50	
KMBS					
Library (formerly Nurse's Office)					
Konica Minolta BH40P / 45 PPM	176,407	176,407	0	\$0.006390	9 years from Intro. Underused!
A0DX013004953 / 88025727				\$0.00	
1,000,000 / 03/2008	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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>		
MARSHWOOD MIDDLE SCHOOL						
Main Office						
Konica Minolta BH3300P / 35 PPM A63P011001372 / 88024447 750,000 / 04/2013 Black Network Printer	26,295 0	60,632 0	34,337 0	\$0.006190 \$212.55 \$0.00000 \$0.00	None at this time.	
KMBS						
Konica Minolta BH3300P / 35 PPM A63P011001361 / 88024446 750,000 / 04/2013 Black Network Printer	6,958 0	9,744 0	2,786 0	\$0.006190 \$17.25 \$0.00000 \$0.00	None at this time.	
KMBS						

					Date of Last Upgrade: 6/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2016-17		
Vendor	7/1/2016 Meter	6/30/2017 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
MARSHWOOD MIDDLE SCHOOL					
Main Office Copy Room					
Konica Minolta BH754E / 75 PPM	488,847	656,729	167,882	\$0.003940	None at this time.
A55V017001739 / 93576407				\$661.46	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BHc35 / 31 PPM	73,511	86,966	13,455	\$0.004070	7 years from Intro.
A121011004898 / 93098377				\$54.76	
750,000 / 07/2010	31,070	38,399	7,329	\$0.05209	
Color Photocopier				\$381.77	
KMBS					
Nurse's Office					
Konica Minolta BH3300P / 35 PPM	1,469	2,273	804	\$0.006190	None at this time.
A63P011001371 / 88024445				\$4.98	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
MARSHWOOD MIDDLE SCHOOL						
Principal's Office						
Konica Minolta MC 3730 / 25 PPM	3,205	4,689	1,484	\$0.006190	7 years from Intro.	
A0VD017300268 / 88024448				\$9.19		
500,000 / 11/2010	1,109	1,872	763	\$0.05681		
Color Network Printer				\$43.35		
KMBS						
Room 100 Hallway						
Konica Minolta BH40P / 45 PPM	149,140	184,188	35,048	\$0.006390	9 years from Intro.	
A0DX013004963 / 88025728				\$223.96		
1,000,000 / 03/2008	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
Room 101						
Konica Minolta BH754E / 75 PPM	406,382	687,596	281,214	\$0.003940	None at this time.	
A55V017001735 / 93575135				\$1,107.98		
4,000,000 / 01/2013	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
MARSHWOOD MIDDLE SCHOOL						
Room 111						
Konica Minolta BH421 / 45 PPM	545,155	687,636	142,481	\$0.003940	9 years from Intro.	
A0R6011011018 / 88071256				\$561.38		
1,000,000 / 06/2008	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Room 119 Hall						
Konica Minolta BH40P / 45 PPM	108,231	135,427	27,196	\$0.006390	9 years from Intro.	
A0DX013004964 / 88025757				\$173.78		
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	10,026	10,321	295	\$0.006190	7 years from Intro.	
A0VD017300314 / 88024449				\$1.83		
500,000 / 11/2010	11,533	12,369	836	\$0.05681		
Color Network Printer				\$47.49		
KMBS						

					Date of Last Upgrade: 6/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
MARSHWOOD MIDDLE SCHOOL					
Room 202 Workroom					
Konica Minolta BH554E / 55 PPM	442,901	682,310	239,409	\$0.003940	None at this time.
A61D011003641 / 93575133				\$943.27	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH754E / 75 PPM	740,016	1,073,604	333,588	\$0.003940	None at this time.
A55V017001778 / 93576406				\$1,314.34	
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	3,203	6,009	2,806	\$0.006190	7 years from Intro.
A0VD017300293 / 88024450				\$17.37	
500,000 / 11/2010	3,798	5,625	1,827	\$0.05681	
Color Network Printer				\$103.79	
KMBS					
Subtotals Black		1,336,799		\$5,534.59	
Subtotals Color		30,741		\$1,717.01	

<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>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAD 35 DISTRICT OFFICE					
Accounts Payable					
Konica Minolta BH3300P / 35 PPM	10,585	11,294	709	\$0.006190	None at this time.
A63P011901442 / 88024453				\$4.39	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta MC 3730 / 25 PPM	14,600	23,097	8,497	\$0.006190	7 years from Intro.
A0VD017300329 / 88024454				\$52.60	
500,000 / 11/2010	2,241	3,745	1,504	\$0.05681	
Color Network Printer				\$85.44	
KMBS					
Bookkeeping					
Konica Minolta MC 3730 / 25 PPM	14,965	20,502	5,537	\$0.006190	7 years from Intro.
A0VD017300298 / 88024455				\$34.27	
500,000 / 11/2010	4,596	5,842	1,246	\$0.05681	
Color Network Printer				\$70.79	
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>7/1/2016</i> <i>Meter</i>	<i>6/30/2017</i> <i>Meter</i>	<i>2016-17</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>		
SAD 35 DISTRICT OFFICE						
<i>Business Manager</i>						
Konica Minolta BH3300P / 35 PPM	7,300	9,896	2,596	\$0.006190	None at this time.	
A63P011001388 / 88024452				\$16.07		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
<i>Human Resources</i>						
Konica Minolta MC 3730 / 25 PPM	3,537	7,518	3,981	\$0.006190	7 years from Intro.	
A0VD017300271 / 88024456				\$24.64		
500,000 / 11/2010	6,084	11,564	5,480	\$0.05681		
Color Network Printer				\$311.32		
KMBS						
<i>Main Office Work Room</i>						
Konica Minolta BHc35 / 31 PPM	60,172	70,109	9,937	\$0.004070	7 years from Intro.	
A121011301550 /				\$40.44		
750,000 / 07/2010	24,450	40,070	15,620	\$0.05209		
Color Photocopier				\$813.65		
KMBS						

Date of Last Upgrade: 6/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2016 Meter	6/30/2017 Meter	2016-17 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAD 35 DISTRICT OFFICE					
Main Office Workroom					
Konica Minolta BH950 / 95 PPM	862,092	1,043,917	181,825	\$0.003090	8 years from Intro.
A0Y5011002846 / 93079095				\$561.84	
5,000,000 / 03/2009	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Special Education					
Konica Minolta BH3300P / 35 PPM	53,588	57,943	4,355	\$0.006190	None at this time.
A63P011001379 / 93424931				\$26.96	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Transportation Facility					
Konica Minolta BHC454 / 45 PPM	32,948	46,038	13,090	\$0.003940	None at this time.
A5C0011012018 / 9357 5132				\$51.57	
1,000,000 / 07/2012	8,083	12,110	4,027	\$0.05045	
Color Photocopier				\$203.16	
KMBS					
Subtotals Black			230,527	\$812.79	
Subtotals Color			27,877	\$1,484.35	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2016 Meter</i>	<i>6/30/2017 Meter</i>	<i>2016-17 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
TRANSPORTATION						
Main Office						
Konica Minolta MC 3730 / 25 PPM	319	327	8	\$0.006190	7 years from Intro. Underused!	
A0VD017300273 / 93563517				\$0.05		
500,000 / 11/2010	219	263	44	\$0.05681		
Color Network Printer				\$2.50		
KMBS						
Subtotals Black			8	\$0.05		
Subtotals Color			44	\$2.50		

<i>District Wide Black Totals</i>	5,398,648	\$21,721.55
<i>District Wide Color Totals</i>	225,084	\$11,927.90

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 2016-17 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
5,398,648	\$0.01802	\$97,283.64

CURRENTLY WITH SPC

Current Volume	Current CPC	Current Cost	Cost Savings	5 Year Savings
5,398,648	\$0.00402	\$21,702.56	\$75,581.07	\$377,905.36

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$75,581.07 x 12 years as a Client

=\$906,972.86 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	568,397	\$2,395.88	\$2,820.39	\$5,907.07	\$11,123.34
Eliot Elementary School	558,517	\$2,302.99	\$2,771.36	\$5,804.40	\$10,878.74
Marshwood Great Works School	604,946	\$2,283.43	\$3,001.74	\$6,286.91	\$11,572.08
Marshwood High School	2,099,454	\$8,745.17	\$10,417.49	\$21,818.60	\$40,981.27
Marshwood Middle School	1,336,799	\$5,662.09	\$6,633.20	\$13,892.70	\$26,187.99
SAD 35 District Office	230,527	\$831.54	\$1,143.87	\$2,395.75	\$4,371.17
Transportation	8	\$0.05	\$0.04	\$0.08	\$0.17
Total	5,398,648	\$22,221.14	\$26,788.09	\$56,105.52	\$105,114.75

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: An 85 CPM Toshiba e-Studio 8508 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 85 Copies per Minute with a Retail Cost of \$41,564 is coming in at **\$6,575....16% of Retail!** Our prices are negotiated 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
Central Elementary School	81,688	\$4,421.98
Eliot Elementary School	39,802	\$2,122.71
Marshwood Great Works School	20,756	\$1,139.84
Marshwood High School	24,176	\$1,248.93
Marshwood Middle School	30,741	\$1,758.27
SAD 35 District Office	27,877	\$1,519.94
Transportation	44	\$2.56
<i>Total</i>	225,084	\$12,214.24

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 2.4%.**

Vendor	Equipment Type	Annual Volume	2016- 2017 Cost / Copy	Total Cost	2017- 2018 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Black Network Printer	135,550	\$0.00619	\$839.05	\$0.00634	\$859.39
Konica-Minolta Business Solutions	Black Network Printer	130,724	\$0.00639	\$835.33	\$0.00654	\$854.93
Konica-Minolta Business Solutions	Black Photocopier	440,410	\$0.00309	\$1,360.87	\$0.00316	\$1,391.70
Konica-Minolta Business Solutions	Black Photocopier	4,146,395	\$0.00394	\$16,336.80	\$0.00403	\$16,709.97
Konica-Minolta Business Solutions	Black Photocopier	103,773	\$0.00447	\$463.87	\$0.00458	\$475.28
Konica-Minolta Business Solutions	Color Laser MFP	80,948	\$0.00394	\$318.94	\$0.00403	\$326.22
Konica-Minolta Business Solutions	Color Network Printer	22,608	\$0.00619	\$139.94	\$0.00634	\$143.33
Konica-Minolta Business Solutions	Color Network Printer	32,142	\$0.00639	\$205.39	\$0.00654	\$210.21
Konica-Minolta Business Solutions	Color Photocopier	187,998	\$0.00394	\$740.71	\$0.00403	\$757.63
Konica-Minolta Business Solutions	Color Photocopier	118,100	\$0.00407	\$480.67	\$0.00417	\$492.48
Total		5,398,648	\$0.00402	\$21,721.55	\$0.00412	\$22,221.14

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 2.4%.**

Vendor	Equipment Type	Annual Volume	2016- 2017 Cost / Copy	Total Cost	2017- 2018 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Color Laser MFP	61,333	\$0.05045	\$3,094.25	\$0.05166	\$3,168.46
Konica-Minolta Business Solutions	Color Network Printer	11,700	\$0.05681	\$664.68	\$0.05817	\$680.59
Konica-Minolta Business Solutions	Color Network Printer	51,438	\$0.05858	\$3,013.24	\$0.05999	\$3,085.77
Konica-Minolta Business Solutions	Color Photocopier	51,948	\$0.05045	\$2,620.78	\$0.05166	\$2,683.63
Konica-Minolta Business Solutions	Color Photocopier	48,665	\$0.05209	\$2,534.96	\$0.05334	\$2,595.79
Total		225,084	\$0.05299	\$11,927.90	\$0.05427	\$12,214.24

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	2

**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 BH3300P	A63P011002009
Eliot Elementary School	Konica Minolta BHC454	A5C0011012264
Eliot Elementary School	Konica Minolta BH554E	A61D011003484
Eliot Elementary School	Konica Minolta BH754E	A55V017001795
Marshwood Great Works School	Konica Minolta BH554E	A61D011003908
Marshwood Great Works School	Konica Minolta BH3300P	A63P011001369
Marshwood Great Works School	Konica Minolta BHC3350	A4Y4011003921
Marshwood Great Works School	Konica Minolta BH554E	A61D011003506
Marshwood High School	Konica Minolta BHC454	A5C0011012276
Marshwood High School	Konica Minolta BH754E	A55V017001806
Marshwood High School	Konica Minolta BH3300P	A63P011001370
Marshwood High School	Konica Minolta BH3300P	A63P011001363
Marshwood High School	Konica Minolta BHC3350	A4Y4011003690
Marshwood High School	Konica Minolta BH3300P	A63P011001373
Marshwood High School	Konica Minolta BH754E	A55V017001791
Marshwood High School	Konica Minolta BH754E	A55V017001783
Marshwood High School	Konica Minolta BH3300P	A63P011000443
Marshwood High School	Konica Minolta BH3300P	A63P011001389
Marshwood High School	Konica Minolta BH3300P	A63P011001375
Marshwood High School	Konica Minolta BH3300P	A63P011001365
Marshwood High School	Konica Minolta BH3300P	A63P011001024
Marshwood High School	Konica Minolta BH3300P	A63P011001393
Marshwood High School	Konica Minolta BH3300P	A63P011001390
Marshwood High School	Konica Minolta BHC554	A5AY011008439

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

Owned Equipment

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



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: _____

Title: _____

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
John Caverly	john.caverly@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
Ryan Cormier	ryan.cormier@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 70 clients with over 4,100 devices doing more than 255 million copies and prints per year. In 2016 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 STARDoc 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 more than \$2.3 million for all of our clients.

That translates into Savings of more than \$11.6 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Hundreds of machines each year: *In 2016 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 4,100 pieces of equipment;
Our relationship with our vendors has never been stronger!