



Specialized Purchasing Consultants

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

www.spccopypro.com

2017-2018 Annual Report

Year - End Photocopier Analysis

With projected costs for 2018-19

Ryan Cormier
RSU 35 - MSAD 35 - Eliot
180 Depot Road
Eliot, ME 03903



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

November 2018

Skip Tilton
President

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

Ryan Cormier
RSU 35 - MSAD 35 - Eliot
180 Depot Road
Eliot, ME 03903

VISIT US ON THE WEB:
www.spccopypro.com

Dear Ryan:

We at Specialized Purchasing Consultants, wish to thank you for your continued confidence in us. Our relationship is **now 13 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 as well as new services soon to be offered and how you can benefit from these services.

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:	71
Total Black Photocopiers	20
Total Color Photocopiers	13
Total Black Network Printers	26
Total Color Network Printers	12
Total Removed from Service:	1
# of Units OFF Warranty:	12
# of Units Approaching End of Warranty:	21
# of Units Overused:	0
# of Units Underused:	1
Commencement Date:	6/1/2014
# of Annual Payments Left on Lease	1
All Warranties and Service Contracts Expire:	6/30/2019
SPC's FM Audit Print Management Software Loaded	Yes
Printer Contract	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 Ryan,

It has been four 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 21 machines that are nearing the end of warranty as well as 12 already off warranty. These were machines that were carried over from your previous lease and you own outright as well as reconditioned machines. Also, keep in mind there are some powerful print management software that you may want to consider this time around. (See page #14) In fact, with SPCStarDoc, we have made some interesting improvements and will continue to do so. We will highlight this when we review your Annual Report.

In order to stay ahead of your reliability curve, that upgrade could take place as early as the Summer of 2019. In that way you would have already made your last lease payment. I am confident that there are other needs that an onsite visit will be able to address.

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 BH950	A0Y5011002785	KMBS	03/2009
Marshwood Great Works School	Home Economics	Konica Minolta MC 4750DN	A0VD012000472	KMBS	09/2010
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

Building	Department	Make / Model	Serial Number	Vendor Name	Intro Date
Marshwood Middle School	Room 100 Hallway	Konica Minolta BH40P	A0DX013004963	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
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	A121011027126	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

Non Contracted Devices

RSU 35 - MSAD 35 - Eliot

Make - Model

Serial Number

IP Address

Last Update

BROTHER HL-L6250DW series

U64183M6N501267

172.17.3.26

10/15/2018 9:46:32 AM

Machine Count: 1... Our Goal with the next upgrade is to get all non contract devices under a CPC agreement.

Warranty Progress Report

For Year 2017-2018

RSU 35 - MSAD 35 - Eliot

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> 7/1/2017	<i>Begin Meter</i>	70,109	<i>Begin Meter</i>	40,070
A121011301550	<i>End Date:</i> 3/27/2018	<i>End Meter</i>	78,433	<i>End Meter</i>	53,154
KMBS - 9307 5664		<i>Black Volume:</i>	8,324	<i>Color Volume:</i>	13,084

Model Intro Date: 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.
1/12/2018	Chris Russo contacted me to obtain a complaint form for Elaine Robinson in the Central Office. Copier has had multiple problems with no resolution. Chris and his staff worked to ensure all network connections were working. I sent CEC to Elaine. She responded with statement that machine was not reposonding for print and scanning with an error message "Printer is not responding". She also wrote that the technician Tom believes the issue is the hard drive and will return next week to replace. Requested and obtained a copy of the service history, which showed only 3 service calls since January 2017 and only 1 during the current fiscal year (1/8/18).
1/16/2018	Elaine sent an e-mail stating the technician came in and replaced the hard drive today. I have made note to follow up in 2 weeks to see how things are running.
1/22/2018	Elaine sent an e-mail to update me on the status of the copier. They were once again having issues with "The printer is not responding" message coming up when they tried to print. They are able to turn off the copier and then turn it back on and get it to run for a little while.

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
SAD 35 District Office	Main Office Work Room	Konica Minolta BHc35	A121011301550	9307 5664	3/27/2018



1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Reports

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

2001 Solid-Ink Printers and Meter Collection

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

2002 Bond Counsel Review

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

2003 Contracts and Warranties Updated

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

2005 Economic Municipal Relief Fund Established

2006 Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience

2007 Insurance Fund

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

2012 STARDoc - Print Management Software Developed and Implemented

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

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

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

2015 STARDoc - Mapping Options and Asset Management

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

2018 STARDoc - Improved Pinpointing of Budget and Communications

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



- **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

New Features

Industry Wide

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


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

STARDoc

NEW! Over Budget Report feature

- Allows user to select the Over Budget feature to produce a report showing each machine currently running over projected volumes, listed with highest amount over first.
- Catch overused equipment early, before equipment begins to break down due to over use.
- Request service history on any machine right through STARDoc.

Over Budget



Room:

Room 201 Principal's Office

Make & Model:

Canon IRC5051

Serial Number:

GQM65369

IP Address:

172.16.10.145

Projected Amount Over Budget:

\$1,902

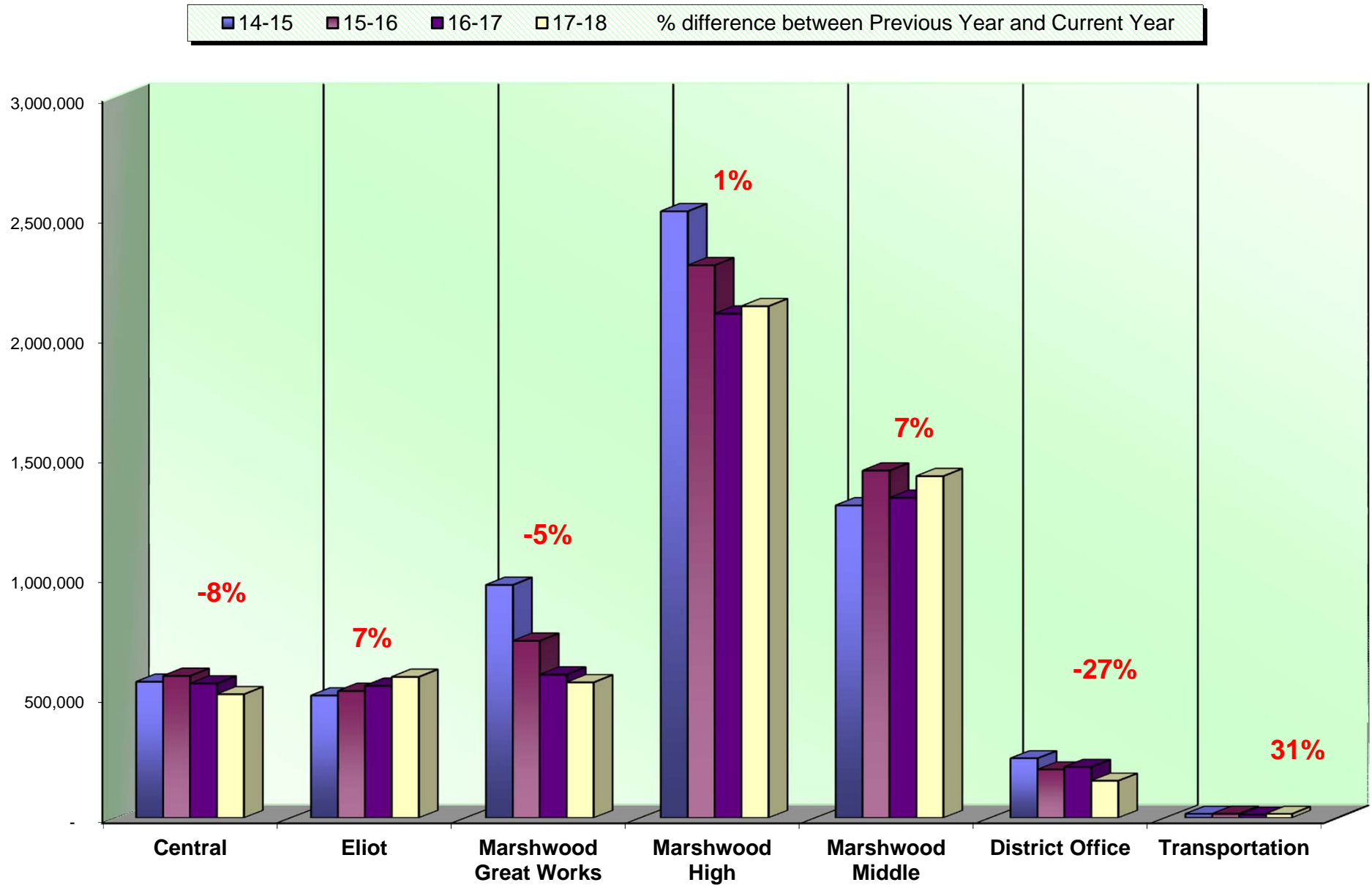
Previous

Next

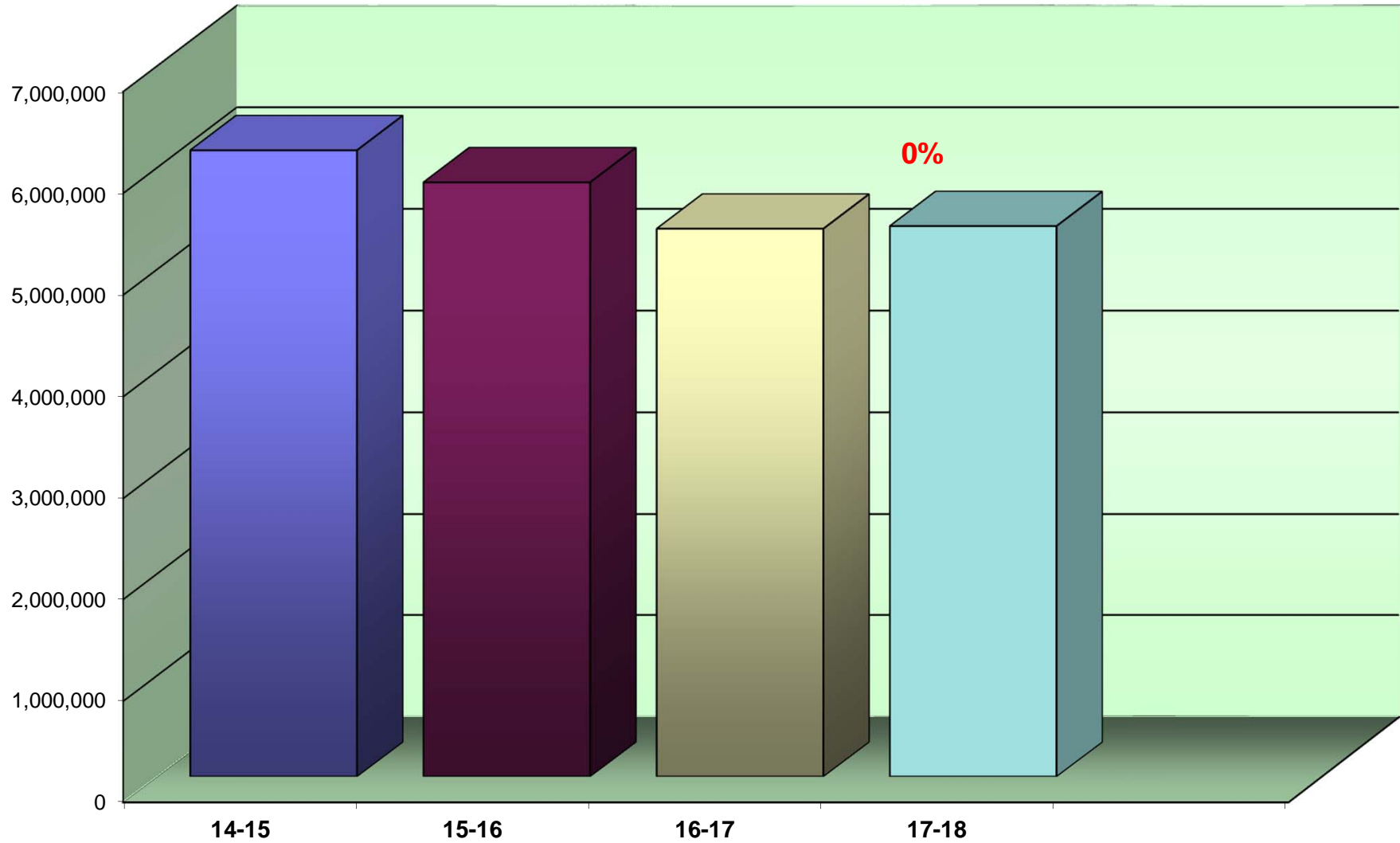
Request Service History

Close

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	349	523,596	\$10,286.50	1,500	\$29.47
Eliot Elementary School	335	595,614	\$11,639.17	1,778	\$34.74
Marshwood Great Works School	285	572,929	\$11,000.28	2,010	\$38.60
Marshwood High School	800	2,130,368	\$41,665.75	2,663	\$52.08
Marshwood Middle School	532	1,426,850	\$27,976.51	2,682	\$52.59
SAD 35 District Office	0	166,621	\$3,232.14	0	\$0.00
Transportation	0	17,100	\$336.26	0	\$0.00
<i>Totals</i>	2,301	5,433,078	\$106,136.61	2,361	\$46.13

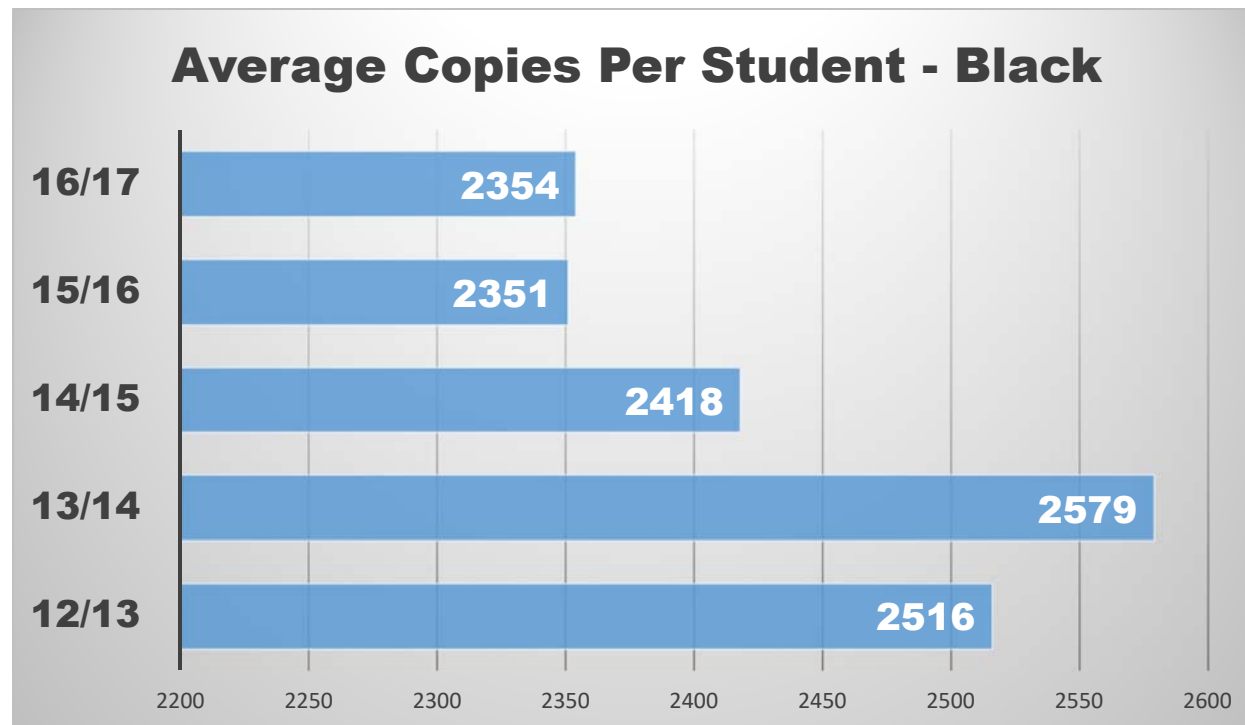
**Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

Cost Comparison – Black Only

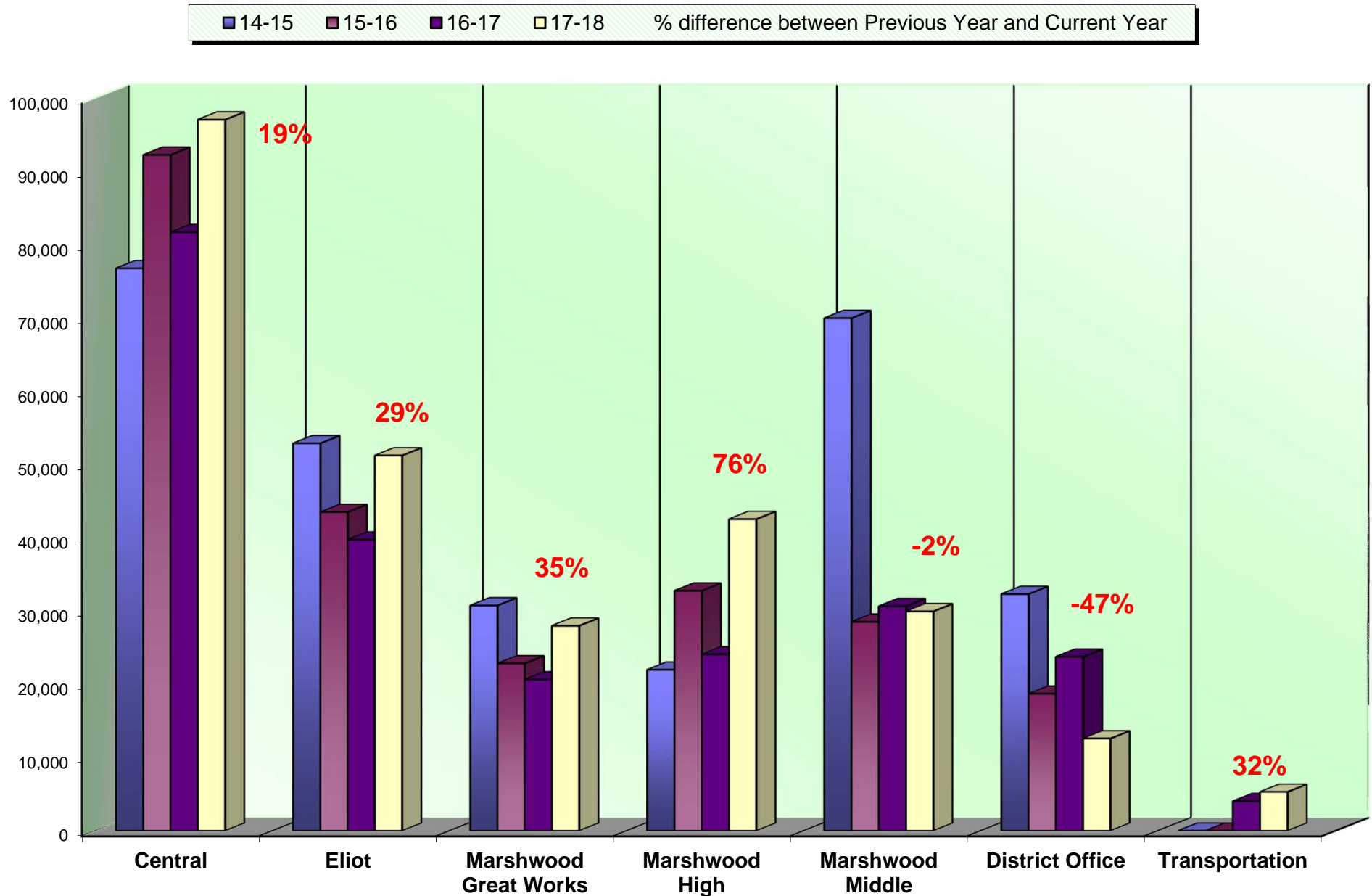
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	Total Student Population	Total Annual Volume	Total District Cost*	Annual Copies Per Student	Annual Cost Per Student
All Schools w/Student Populations	88,906	209,301,843	\$4,194,294.05	2,354	\$47.17

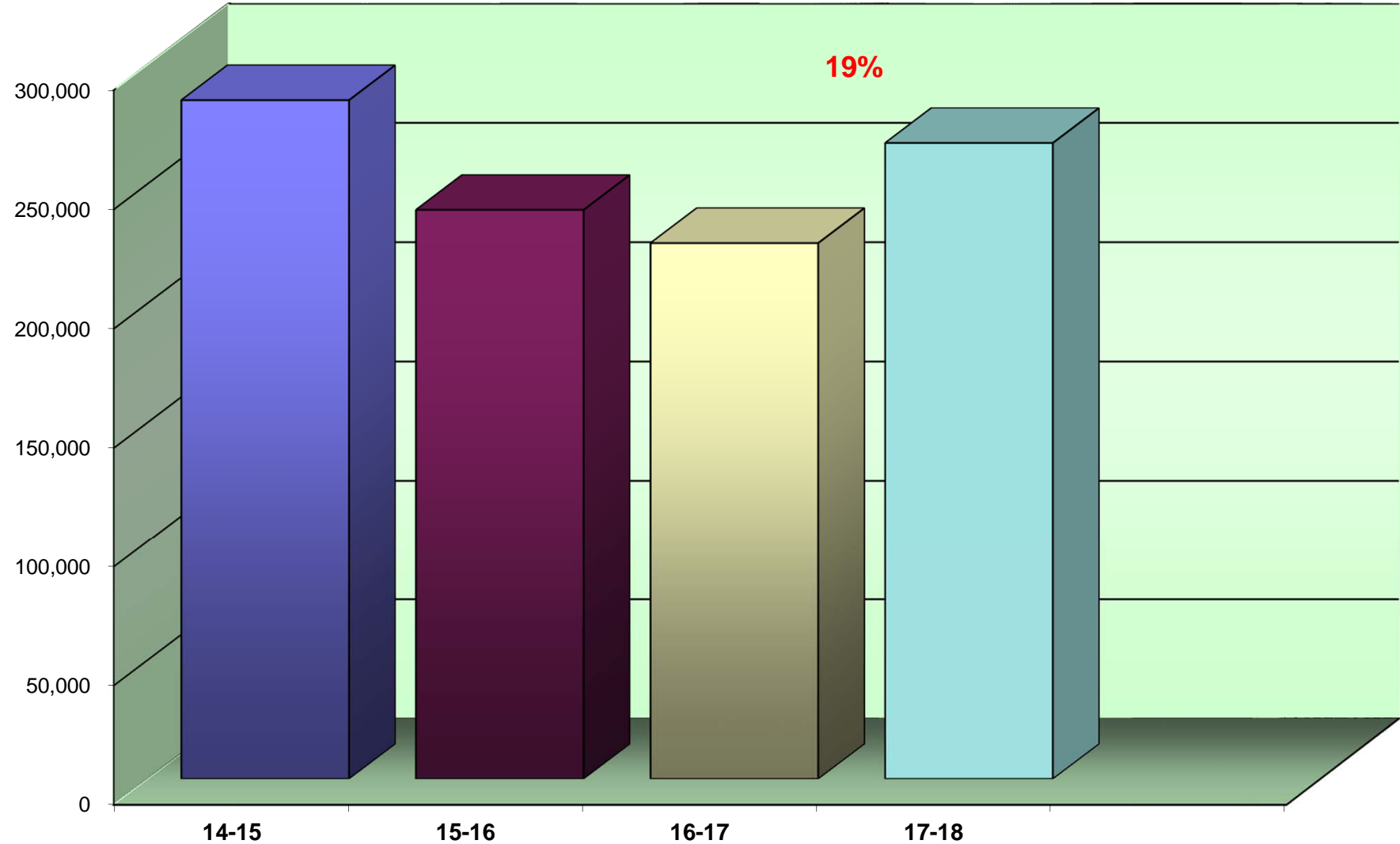
* Total District Cost refers to the cost of Service, Supplies, Paper, and Equipment



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	349	97,008	\$5,461.02	278	\$15.65
Eliot Elementary School	335	51,270	\$2,811.18	153	\$8.39
Marshwood Great Works School	285	28,071	\$1,603.50	98	\$5.63
Marshwood High School	800	42,588	\$2,261.85	53	\$2.83
Marshwood Middle School	532	30,032	\$1,766.76	56	\$3.32
SAD 35 District Office	0	25,783	\$1,459.92	0	\$0.00
Transportation	0	5,355	\$290.04	0	\$0.00
Totals	2,301	280,107	\$15,654.28	122	\$6.80

**Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report. Note: New STARDoc tool will flag the High Color Usage. See Page #14 under new STARDoc features. Industry Ratios are 185 color prints per student per year. Please contact our SPC technical team to provide training to your staff.*

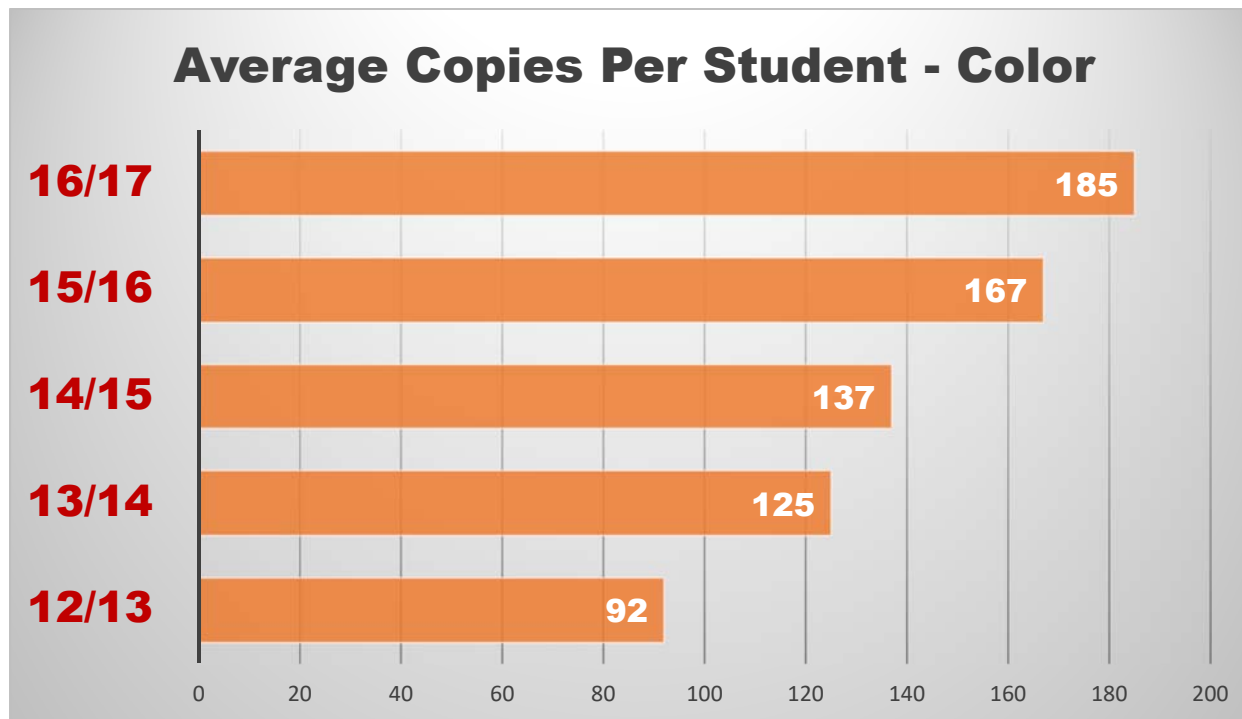
<i>District Wide Black Totals</i>	<i>5,433,078</i>	<i>\$22,455.33</i>
<i>District Wide Color Totals</i>	<i>280,107</i>	<i>\$15,227.56</i>

Cost Comparison – Color Only

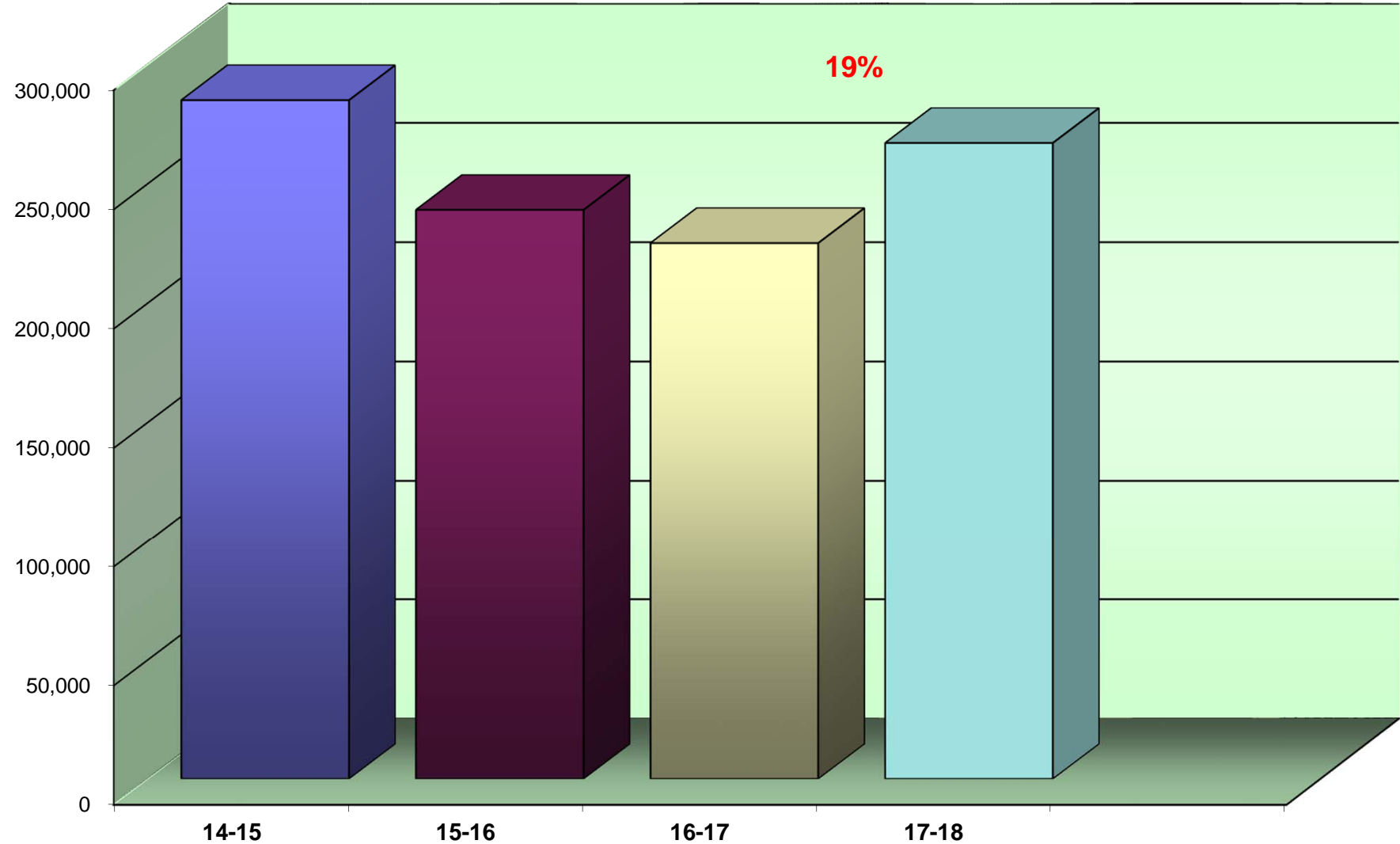
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district 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	88,906	16,474,996	\$820,060.24	185	\$9.22

* Total District Cost refers to the cost of Service and Supplies only; paper and equipment costs are calculated into the Black Comparison chart.



Annual Color Volume Overall



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

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.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 6/1/2014	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
CENTRAL ELEMENTARY SCHOOL						
Main Office						
Konica Minolta BHc35 / 31 PPM A121011003937 / 93079129 750,000 / 07/2010 Color Photocopier KMBS	234,287 66,900	273,171 83,756	38,884 16,856	\$0.004170 \$162.15 \$0.05334 \$899.10	8 years from Intro.	
Room 101 Hallway						
Konica Minolta BHC3350 / 35 PPM A4Y4011003731 / 93575125 750,000 / 01/2014 Color Laser MFP KMBS	150,774 142,419	189,565 189,868	38,791 47,449	\$0.004030 \$156.33 \$0.05166 \$2,451.22	None at this time.	
Room 108 Staff Back Wall						
Konica Minolta BH754E / 75 PPM A55V017001820 / 93575131 4,000,000 / 01/2013 Black Photocopier KMBS	527,088 0	729,281 0	202,193 0	\$0.004030 \$814.84 \$0.00000 \$0.00	None at this time.	

					Date of Last Upgrade: 6/1/2014
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date			2017-18		
Vendor	7/1/2017 Meter	6/30/2018 Meter	Annual Volume	Cost/Copy Annual Cost	Recommendations
CENTRAL ELEMENTARY SCHOOL					
Room 108 Staff Right					
Konica Minolta BH754E / 75 PPM	817,329	1,019,234	201,905	\$0.004030	None at this time.
A55V017001819 / 93576404				\$813.68	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 121 Nurse					
Konica Minolta MC 4750DN / 31 PPM	95,727	106,190	10,463	\$0.006540	8 years from Intro.
A0VD012000185 / 88025768				\$68.43	
750,000 / 09/2010	154,189	186,892	32,703	\$0.05999	
Color Network Printer				\$1,961.85	
KMBS					
Room 202 Hall					
Konica Minolta BH40P / 45 PPM	253,947	285,307	31,360	\$0.006540	10 years from Intro.
A0DX013004967 / 88025759				\$205.09	
1,000,000 / 03/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Subtotals Black			523,596	\$2,220.51	
Subtotals Color			97,008	\$5,312.17	

Date of Last Upgrade: 6/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
ELIOT ELEMENTARY SCHOOL					
Mail Room					
Konica Minolta BH754E / 75 PPM	647,393	906,100	258,707	\$0.004030	None at this time.
A55V017001795 / 93575134				\$1,042.59	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Main Office					
Konica Minolta BHC454 / 45 PPM	277,228	360,661	83,433	\$0.004030	None at this time.
A5C0011012264 / 93576408				\$336.23	
1,000,000 / 07/2012	95,769	136,732	40,963	\$0.05166	
Color Photocopier				\$2,116.15	
KMBS					
Pre-K Hallway					
Konica Minolta MC 4750DN / 31 PPM	64,166	69,111	4,945	\$0.006540	8 years from Intro.
A0VD012000179 / 88025760				\$32.34	
750,000 / 09/2010	65,977	70,746	4,769	\$0.05999	
Color Network Printer				\$286.09	
KMBS					
Room 38 Copy Center					
Konica Minolta BH554E / 55 PPM	606,181	833,099	226,918	\$0.004030	None at this time.
A61D011003484 / 93576409				\$914.48	
3,000,000 / 10/2013	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	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
ELIOT ELEMENTARY SCHOOL						
Spare Room						
Konica Minolta MC 4750DN / 31 PPM A0VD012000147 / 88025128 750,000 / 09/2010 Color Network Printer KMBS	37,082 46,150	52,089 51,688	15,007 5,538	\$0.006540 \$98.15 \$0.05999 \$332.22	8 years from Intro.	
Staff Room						
Konica Minolta BH3300P / 35 PPM A63P011002009 / 750,000 / 04/2013 Black Network Printer KMBS	2,289 0	8,893 0	6,604 0	\$0.006340 \$41.87 \$0.00000 \$0.00	None at this time.	
Subtotals Black			595,614	\$2,465.66		
Subtotals Color			51,270	\$2,734.47		

Date of Last Upgrade: 6/1/2014					
Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
MARSHWOOD GREAT WORKS SCHOO					
Home Economics					
Konica Minolta BH950 / 95 PPM A0Y5011002785 / 93079096 5,000,000 / 03/2009 Black Photocopier KMBS	2,306,035 0	2,534,909 0	228,874 0	\$0.003160 \$723.24 \$0.00000 \$0.00	9 years from Intro.
Konica Minolta MC 4750DN / 31 PPM A0VD012000472 / 87024985 750,000 / 09/2010 Color Network Printer KMBS	3,308 7,745	6,774 18,942	3,466 11,197	\$0.006540 \$22.67 \$0.05999 \$671.71	8 years from Intro.
Kitchen Office					
Konica Minolta BH3300P / 35 PPM A63P011001369 / 88024439 750,000 / 04/2013 Black Network Printer KMBS	6,050 0	7,796 0	1,746 0	\$0.006340 \$11.07 \$0.00000 \$0.00	None at this time.
Library					
Konica Minolta BH40P / 45 PPM A0DX013004968 / 1,000,000 / 03/2008 Black Network Printer KMBS	36,346 0	38,548 0	2,202 0	\$0.006540 \$14.40 \$0.00000 \$0.00	10 years from Intro.

<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>2017-18</i> <i>Annual</i> <i>Volume</i>		<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
	<i>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>					
MARSHWOOD GREAT WORKS SCHOO							
Main Office							
Konica Minolta BH554E / 55 PPM A61D011003506 / 93575575 3,000,000 / 10/2013 Black Photocopier KMBS	223,548 0	297,642 0	74,094 0	\$0.004030 \$298.60 \$0.00000 \$0.00			None at this time.
Konica Minolta BHC3350 / 35 PPM A4Y4011003921 / 93575126 750,000 / 01/2014 Color Laser MFP KMBS	42,948 16,256	55,677 23,358	12,729 7,102	\$0.004030 \$51.30 \$0.05166 \$366.89			None at this time.
Room 33 Teachers' Lounge							
Konica Minolta BH554E / 55 PPM A61D011003908 / 93576402 3,000,000 / 10/2013 Black Photocopier KMBS	554,624 0	702,382 0	147,758 0	\$0.004030 \$595.46 \$0.00000 \$0.00			None at this time.
Konica Minolta BHc35 / 31 PPM A121011003987 / 93079128 750,000 / 07/2010 Color Photocopier KMBS	86,214 48,473	96,258 58,245	10,044 9,772	\$0.004170 \$41.88 \$0.05334 \$521.24			8 years from Intro.

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
MARSHWOOD GREAT WORKS SCHOO						
Room 9 Staff Lounge						
Konica Minolta BH423 / 42 PPM	744,690	836,706	92,016	\$0.004580	8 years from Intro.	
A1UD011012913 / 93332040				\$421.43		
1,000,000 / 06/2010	0	0	0	\$0.00000		
Black Photocopier				\$0.00		
KMBS						
Subtotals Black			572,929	\$2,180.06		
Subtotals Color			28,071	\$1,559.84		

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MARSHWOOD HIGH SCHOOL					
Band/Music Room					
Konica Minolta BH3300P / 35 PPM A63P011001373 / 88024435 750,000 / 04/2013 Black Network Printer KMBS	12,434 0	15,438 0	3,004 0	\$0.006340 \$19.05 \$0.00000 \$0.00	None at this time.
Guidance Office					
Konica Minolta BH3300P / 35 PPM A63P011001024 / 88021687 750,000 / 04/2013 Black Network Printer KMBS	66,010 0	87,855 0	21,845 0	\$0.006340 \$138.50 \$0.00000 \$0.00	None at this time.
Konica Minolta BHC554 / 55 PPM A5AY011008439 / 93575574 3,000,000 / 08/2012 Color Photocopier KMBS	265,970 27,695	353,136 45,907	87,166 18,212	\$0.004030 \$351.28 \$0.05166 \$940.83	None at this time.
Learning Center					
Konica Minolta BH3300P / 35 PPM A63P011001363 / 88021688 750,000 / 04/2013 Black Network Printer KMBS	13,857 0	15,731 0	1,874 0	\$0.006340 \$11.88 \$0.00000 \$0.00	None at this time.

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 6/1/2014	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MARSHWOOD HIGH SCHOOL						
Library						
Konica Minolta BH601 / 60 PPM A0PP011017443 / 93332192 3,000,000 / 12/2008 Black Photocopier KMBS	289,751 0	336,591 0	46,840 0	\$0.004030 \$188.77 \$0.00000 \$0.00	10 years from Intro.	
Main Office						
Konica Minolta BH754E / 75 PPM A55V017001806 / 93575129 4,000,000 / 01/2013 Black Photocopier KMBS	795,288 0	1,035,035 0	239,747 0	\$0.004030 \$966.18 \$0.00000 \$0.00	None at this time.	
Konica Minolta BHC454 / 45 PPM A5C0011012276 / 93576403 1,000,000 / 07/2012 Color Photocopier KMBS	91,896 34,980	111,002 53,571	19,106 18,591	\$0.004030 \$77.00 \$0.05166 \$960.41	None at this time.	
Principal's Office						
Konica Minolta BH3300P / 35 PPM A63P011001390 / 88021686 750,000 / 04/2013 Black Network Printer KMBS	25,103 0	34,089 0	8,986 0	\$0.006340 \$56.97 \$0.00000 \$0.00	None at this time.	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 6/1/2014	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MARSHWOOD HIGH SCHOOL						
Room A103						
Konica Minolta BH3300P / 35 PPM A63P011001370 / 88024441 750,000 / 04/2013 Black Network Printer KMBS	19,664 0	25,031 0	5,367 0	\$0.006340 \$34.03 \$0.00000 \$0.00	None at this time.	
Room B107						
Konica Minolta BH3300P / 35 PPM A63P011001365 / 88024442 750,000 / 04/2013 Black Network Printer KMBS	15,395 0	20,164 0	4,769 0	\$0.006340 \$30.24 \$0.00000 \$0.00	None at this time.	
Room B107 Spec Ed						
Konica Minolta BH601 / 60 PPM A0PP011011964 / 93079481 3,000,000 / 12/2008 Black Photocopier KMBS	491,049 0	559,986 0	68,937 0	\$0.004030 \$277.82 \$0.00000 \$0.00	10 years from Intro.	
Room B207						
Konica Minolta BH601 / 60 PPM A0PP011015239 / 93332346 3,000,000 / 12/2008 Black Photocopier KMBS	930,702 0	1,259,364 0	328,662 0	\$0.004030 \$1,324.51 \$0.00000 \$0.00	10 years from Intro.	

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 6/1/2014	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
MARSHWOOD HIGH SCHOOL						
Room C102 Teachers' Left						
Konica Minolta BH754E / 75 PPM A55V017001791 / 93576405 4,000,000 / 01/2013 Black Photocopier KMBS	2,002,333 0	2,702,286 0	699,953 0	\$0.004030 \$2,820.81 \$0.00000 \$0.00	None at this time.	
Room C102 Teachers' Right						
Konica Minolta BH754E / 75 PPM A55V017001783 / 93424910 4,000,000 / 01/2013 Black Photocopier KMBS	1,664,238 0	2,178,875 0	514,637 0	\$0.004030 \$2,073.99 \$0.00000 \$0.00	None at this time.	
Room C205 Library						
Konica Minolta BH3300P / 35 PPM A63P011001393 / 88024443 750,000 / 04/2013 Black Network Printer KMBS	51,253 0	63,683 0	12,430 0	\$0.006340 \$78.81 \$0.00000 \$0.00	None at this time.	
Room D207						
Konica Minolta BH3300P / 35 PPM A63P011000443 / 88024315 750,000 / 04/2013 Black Network Printer KMBS	63,604 0	80,596 0	16,992 0	\$0.006340 \$107.73 \$0.00000 \$0.00	None at this time.	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MARSHWOOD HIGH SCHOOL					
Room E107					
Konica Minolta BH40P / 45 PPM	114,994	133,574	18,580	\$0.006540	10 years from Intro.
A0DX013004966 / 88025769				\$121.51	
1,000,000 / 03/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room E207					
Konica Minolta BH40P / 45 PPM	166,152	180,706	14,554	\$0.006540	10 years from Intro.
A0DX013004965 / 88025129				\$95.18	
1,000,000 / 03/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room H101					
Konica Minolta BH3300P / 35 PPM	11,976	15,236	3,260	\$0.006340	None at this time.
A63P011001375 / 88024444				\$20.67	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Room H227					
Konica Minolta BH3300P / 35 PPM	4,807	6,144	1,337	\$0.006340	None at this time.
A63P011001389 / 88024437				\$8.48	
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>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</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	42,356	54,678	12,322	\$0.004030	None at this time.
A4Y4011003690 / 93576397				\$49.66	
750,000 / 01/2014	13,724	19,509	5,785	\$0.05166	
Color Laser MFP				\$298.85	
KMBS					
Subtotals Black			2,130,368	\$8,853.04	
Subtotals Color			42,588	\$2,200.10	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MARSHWOOD MIDDLE SCHOOL					
Library					
Konica Minolta BHC360 / 36 PPM	362,601	409,213	46,612	\$0.004170	9 years from Intro.
A0ED011010147 / 9303 6991				\$194.37	
750,000 / 09/2009	12,524	17,011	4,487	\$0.05334	
Color Photocopier				\$239.34	
KMBS					
Konica Minolta MC 4750DN / 31 PPM	31,130	37,486	6,356	\$0.006540	8 years from Intro.
A0VD012000159 / 88026279				\$41.57	
750,000 / 09/2010	48,375	63,721	15,346	\$0.05999	
Color Network Printer				\$920.61	
KMBS					
Library (formerly Nurse's Office)					
Konica Minolta BH40P / 45 PPM	176,407	176,525	118	\$0.006540	10 years from Intro. Underused!
A0DX013004953 / 88025727				\$0.77	
1,000,000 / 03/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Lunch Room Office					
Konica Minolta BH3300P / 35 PPM	0	1,780	1,780	\$0.006340	None at this time.
A63P011001367 /				\$11.29	
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>7/1/2017</i> <i>Meter</i>	<i>6/30/2018</i> <i>Meter</i>	<i>2017-18</i> <i>Annual</i> <i>Volume</i>	<i>Cost/Copy</i> <i>Annual Cost</i>	<i>Recommendations</i>
MARSHWOOD MIDDLE SCHOOL					
Main Office					
Konica Minolta BH3300P / 35 PPM A63P011001361 / 88024446 750,000 / 04/2013 Black Network Printer KMBS	9,744 0	12,939 0	3,195 0	\$0.006340 \$20.26 \$0.00000 \$0.00	None at this time.
Konica Minolta BH3300P / 35 PPM A63P011001372 / 88024447 750,000 / 04/2013 Black Network Printer KMBS	60,632 0	94,071 0	33,439 0	\$0.006340 \$212.00 \$0.00000 \$0.00	None at this time.
Main Office Copy Room					
Konica Minolta BH754E / 75 PPM A55V017001739 / 93576407 4,000,000 / 01/2013 Black Photocopier KMBS	656,729 0	799,052 0	142,323 0	\$0.004030 \$573.56 \$0.00000 \$0.00	None at this time.
Konica Minolta BHc35 / 31 PPM A121011004898 / 93098377 750,000 / 07/2010 Color Photocopier KMBS	86,966 38,399	97,324 45,552	10,358 7,153	\$0.004170 \$43.19 \$0.05334 \$381.54	8 years from Intro.

Date of Last Upgrade: 6/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID			2017-18		
Life / Intro Date	7/1/2017	6/30/2018	Annual	Cost/Copy	
Vendor	Meter	Meter	Volume	Annual Cost	
Recommendations					
MARSHWOOD MIDDLE SCHOOL					
Nurse's Office					
Konica Minolta BH3300P / 35 PPM	2,273	3,136	863	\$0.006340	None at this time.
A63P011001371 / 88024445				\$5.47	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Principal's Office					
Konica Minolta MC 3730 / 25 PPM	4,689	5,241	552	\$0.006340	8 years from Intro.
A0VD017300268 / 88024448				\$3.50	
500,000 / 11/2010	1,872	2,366	494	\$0.05817	
Color Network Printer				\$28.74	
KMBS					
Room 100 Hallway					
Konica Minolta BH40P / 45 PPM	0	13,330	13,330	\$0.006540	10 years from Intro. Usage after meter reset.
A0DX013004963 /				\$87.18	
1,000,000 / 03/2008	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta BH40P / 45 PPM	184,188	200,636	16,448	\$0.006540	Usage prior to meter reset.
A0DX013004963 / 88025728				\$107.57	
1,000,000 / 03/2008	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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
MARSHWOOD MIDDLE SCHOOL					
Room 101					
Konica Minolta BH754E / 75 PPM	687,596	1,030,152	342,556	\$0.004030	None at this time.
A55V017001735 / 93575135				\$1,380.50	
4,000,000 / 01/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 111					
Konica Minolta BH421 / 45 PPM	687,636	907,039	219,403	\$0.004030	10 years from Intro.
A0R6011011018 / 88071256				\$884.19	
1,000,000 / 06/2008	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Room 119 Hall					
Konica Minolta BH40P / 45 PPM	135,427	155,764	20,337	\$0.006540	10 years from Intro.
A0DX013004964 / 88025757				\$133.00	
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	10,321	10,363	42	\$0.006340	8 years from Intro. Underused!
A0VD017300314 / 88024449				\$0.27	
500,000 / 11/2010	12,369	12,574	205	\$0.05817	
Color Network Printer				\$11.92	
KMBS					

Date of Last Upgrade: 6/1/2014					
Make-Model / Speed					
Serial Number / Vendor ID					
Life / Intro Date					
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
MARSHWOOD MIDDLE SCHOOL					
Room 202 Workroom					
Konica Minolta BH554E / 55 PPM	682,310	891,536	209,226	\$0.004030	None at this time.
A61D011003641 / 93575133				\$843.18	
3,000,000 / 10/2013	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
KMBS					
Konica Minolta BH754E / 75 PPM	1,073,604	1,431,290	357,686	\$0.004030	None at this time.
A55V017001778 / 93576406				\$1,441.47	
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	6,009	8,235	2,226	\$0.006340	8 years from Intro.
A0VD017300293 / 88024450				\$14.11	
500,000 / 11/2010	5,625	7,972	2,347	\$0.05817	
Color Network Printer				\$136.52	
KMBS					
Subtotals Black			1,426,850	\$5,997.46	
Subtotals Color			30,032	\$1,718.67	

<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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>
SAD 35 DISTRICT OFFICE					
Accounts Payable					
Konica Minolta BH3300P / 35 PPM	11,294	13,623	2,329	\$0.006340	None at this time.
A63P011901442 / 88024453				\$14.77	
750,000 / 04/2013	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
KMBS					
Konica Minolta MC 3730 / 25 PPM	23,097	30,695	7,598	\$0.006340	8 years from Intro.
A0VD017300329 / 88024454				\$48.17	
500,000 / 11/2010	3,745	6,000	2,255	\$0.05817	
Color Network Printer				\$131.17	
KMBS					
Bookkeeping					
Konica Minolta MC 3730 / 25 PPM	20,502	24,130	3,628	\$0.006340	8 years from Intro.
A0VD017300298 / 88024455				\$23.00	
500,000 / 11/2010	5,842	8,047	2,205	\$0.05817	
Color Network Printer				\$128.26	
KMBS					
Business Manager					
Konica Minolta BH3300P / 35 PPM	9,896	13,576	3,680	\$0.006340	None at this time.
A63P011001388 / 88024452				\$23.33	
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>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 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 / 88024456 500,000 / 11/2010 Color Network Printer KMBS	7,518 11,564	10,801 16,407	3,283 4,843	\$0.006340 \$20.81 \$0.05817 \$281.72	8 years from Intro.
Main Office Work Room					
Konica Minolta BHc35 / 31 PPM A121011027126 / 9322 0303 750,000 / 07/2010 Color Photocopier KMBS	20,165 2,652	22,325 6,048	2,160 3,396	\$0.004170 \$9.01 \$0.05334 \$181.14	8 years from Intro. Warranty replacement for A121011301550.
Konica Minolta BHc35 / 31 PPM A121011301550 / 9307 5664 750,000 / 07/2010 Color Photocopier KMBS	70,109 40,070	78,433 53,154	8,324 13,084	\$0.004170 \$34.71 \$0.05334 \$697.90	Replaced under warranty w/A121011027126
Main Office Workroom					
Konica Minolta BH950 / 95 PPM A0Y5011002846 / 93079095 5,000,000 / 03/2009 Black Photocopier KMBS	1,043,917 0	1,159,592 0	115,675 0	\$0.003160 \$365.53 \$0.00000 \$0.00	9 years from Intro.

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>					<i>Date of Last Upgrade: 6/1/2014</i>	
	<i>7/1/2017 Meter</i>	<i>6/30/2018 Meter</i>	<i>2017-18 Annual Volume</i>	<i>Cost/Copy Annual Cost</i>	<i>Recommendations</i>	
SAD 35 DISTRICT OFFICE						
<i>Special Education</i>						
Konica Minolta BH3300P / 35 PPM	57,943	77,887	19,944	\$0.006340	None at this time.	
A63P011001379 / 93424931				\$126.44		
750,000 / 04/2013	0	0	0	\$0.00000		
Black Network Printer				\$0.00		
KMBS						
<i>Subtotals Black</i>			166,621	\$665.78		
<i>Subtotals Color</i>			25,783	\$1,420.20		

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 6/1/2014	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
TRANSPORTATION						
Facility Office						
Konica Minolta BHC454 / 45 PPM A5C0011012018 / 9357 5132 1,000,000 / 07/2012 Color Photocopier KMBS	46,038	61,445	15,407	\$0.004030 \$62.09	None at this time.	
	12,110	16,622	4,512	\$0.05166 \$233.09		
Main Office						
Konica Minolta MC 3730 / 25 PPM A0VD017300273 / 9356 3517 500,000 / 11/2010 Color Network Printer KMBS	327	2,020	1,693	\$0.006340 \$10.73	8 years from Intro.	
	263	1,106	843	\$0.05817 \$49.04		
Subtotals Black			17,100	\$72.82		
Subtotals Color			5,355	\$282.13		

<i>District Wide Black Totals</i>	5,433,078	\$22,455.33
<i>District Wide Color Totals</i>	280,107	\$15,227.56

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 2017-18 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
5,433,078	\$0.01802	\$97,904.07

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
5,433,078	\$0.00413	\$22,438.61	\$75,465.45	\$377,327.27

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$75,465.45 x 13 years as a Client

= \$981,050.89 Cost Savings!

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

Projected Equipment Costs by Building - Black

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

Building	Projected Black Volume	Projected Black Usage Cost	Approx.Paper Cost	Average Annual Equipment Cost	Total Projected Black Usage Cost
Central Elementary School	523,596	\$2,281.42	\$2,598.08	\$5,407.00	\$10,286.50
Eliot Elementary School	595,614	\$2,533.04	\$2,955.44	\$6,150.70	\$11,639.17
Marshwood Great Works School	572,929	\$2,240.96	\$2,842.87	\$5,916.44	\$11,000.28
Marshwood High School	2,130,368	\$9,095.29	\$10,570.89	\$21,999.57	\$41,665.75
Marshwood Middle School	1,426,850	\$6,161.89	\$7,080.03	\$14,734.59	\$27,976.51
SAD 35 District Office	166,621	\$684.73	\$826.77	\$1,720.64	\$3,232.14
Transportation	17,100	\$74.82	\$84.85	\$176.59	\$336.26
Total	5,433,078	\$23,072.16	\$26,958.93	\$56,105.52	\$106,136.61

SPC Equipment Bids:

Presently our bids are coming in between 14.77% to 20.87% of Retail while the current Salesman's Cost is 50% of Retail. For Example: An Konica Minolta BH 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print 95 Copies per Minute with a Retail Cost of \$45,640 is coming in at \$7,342....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	97,008	\$5,461.02
Eliot Elementary School	51,270	\$2,811.18
Marshwood Great Works School	28,071	\$1,603.50
Marshwood High School	42,588	\$2,261.85
Marshwood Middle School	30,032	\$1,766.76
SAD 35 District Office	25,783	\$1,459.92
Transportation	5,355	\$290.04
<i>Total</i>	280,107	\$15,654.28

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 2.8%.**

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Black Network Printer	153,444	\$0.00634	\$972.83	\$0.00652	\$1,000.45
Konica-Minolta Business Solutions	Black Network Printer	116,929	\$0.00654	\$764.72	\$0.00672	\$785.76
Konica-Minolta Business Solutions	Black Photocopier	344,549	\$0.00316	\$1,088.77	\$0.00325	\$1,119.78
Konica-Minolta Business Solutions	Black Photocopier	4,281,545	\$0.00403	\$17,254.63	\$0.00414	\$17,725.60
Konica-Minolta Business Solutions	Black Photocopier	92,016	\$0.00458	\$421.43	\$0.00471	\$433.40
Konica-Minolta Business Solutions	Color Laser MFP	63,842	\$0.00403	\$257.28	\$0.00414	\$264.31
Konica-Minolta Business Solutions	Color Network Printer	19,022	\$0.00634	\$120.60	\$0.00652	\$124.02
Konica-Minolta Business Solutions	Color Network Printer	40,237	\$0.00654	\$263.15	\$0.00672	\$270.39
Konica-Minolta Business Solutions	Color Photocopier	205,112	\$0.00403	\$826.60	\$0.00414	\$849.16
Konica-Minolta Business Solutions	Color Photocopier	116,382	\$0.00417	\$485.31	\$0.00429	\$499.28
Total		5,433,078	\$0.00413	\$22,455.33	\$0.00425	\$23,072.16

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 2.8%.**

Vendor	Equipment Type	Annual Volume	2017- 2018 Cost / Copy	Total Cost	2018- 2019 Cost / Copy	Projected Cost
Konica-Minolta Business Solutions	Color Laser MFP	60,336	\$0.05166	\$3,116.96	\$0.05311	\$3,204.44
Konica-Minolta Business Solutions	Color Network Printer	13,192	\$0.05817	\$767.38	\$0.05980	\$788.88
Konica-Minolta Business Solutions	Color Network Printer	69,553	\$0.05999	\$4,172.48	\$0.06167	\$4,289.33
Konica-Minolta Business Solutions	Color Photocopier	82,278	\$0.05166	\$4,250.48	\$0.05311	\$4,369.78
Konica-Minolta Business Solutions	Color Photocopier	54,748	\$0.05334	\$2,920.26	\$0.05483	\$3,001.83
Total		280,107	\$0.05436	\$15,227.56	\$0.05589	\$15,654.28

Reprographic Equipment Assessment

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

Total Number of Units	71
Total Number of Units on Lease	45
Total Number of Units Owned	26
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	1

**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 BHC3350	A4Y4011003731
Central Elementary School	Konica Minolta BH754E	A55V017001819
Central Elementary School	Konica Minolta BH754E	A55V017001820
Eliot Elementary School	Konica Minolta BH554E	A61D011003484
Eliot Elementary School	Konica Minolta BH3300P	A63P011002009
Eliot Elementary School	Konica Minolta BHC454	A5C0011012264
Eliot Elementary School	Konica Minolta BH754E	A55V017001795
Marshwood Great Works School	Konica Minolta BH554E	A61D011003506
Marshwood Great Works School	Konica Minolta BH3300P	A63P011001369
Marshwood Great Works School	Konica Minolta BH554E	A61D011003908
Marshwood Great Works School	Konica Minolta BHC3350	A4Y4011003921
Marshwood High School	Konica Minolta BHC3350	A4Y4011003690
Marshwood High School	Konica Minolta BH3300P	A63P011001389
Marshwood High School	Konica Minolta BH3300P	A63P011001390
Marshwood High School	Konica Minolta BH3300P	A63P011000443
Marshwood High School	Konica Minolta BH754E	A55V017001783
Marshwood High School	Konica Minolta BH754E	A55V017001791
Marshwood High School	Konica Minolta BH3300P	A63P011001370
Marshwood High School	Konica Minolta BH754E	A55V017001806
Marshwood High School	Konica Minolta BHC454	A5C0011012276
Marshwood High School	Konica Minolta BH3300P	A63P011001363
Marshwood High School	Konica Minolta BHC554	A5AY011008439
Marshwood High School	Konica Minolta BH3300P	A63P011001024

Building	Make/Model	Serial Number
Marshwood High School	Konica Minolta BH3300P	A63P011001373
Marshwood High School	Konica Minolta BH3300P	A63P011001393
Marshwood High School	Konica Minolta BH3300P	A63P011001365
Marshwood High School	Konica Minolta BH3300P	A63P011001375
Marshwood Middle School	Konica Minolta BH3300P	A63P011001372
Marshwood Middle School	Konica Minolta BH554E	A61D011003641
Marshwood Middle School	Konica Minolta MC 3730	A0VD017300293
Marshwood Middle School	Konica Minolta BH754E	A55V017001778
Marshwood Middle School	Konica Minolta MC 3730	A0VD017300314
Marshwood Middle School	Konica Minolta BH754E	A55V017001735
Marshwood Middle School	Konica Minolta BH754E	A55V017001739
Marshwood Middle School	Konica Minolta BH3300P	A63P011001361
Marshwood Middle School	Konica Minolta BH3300P	A63P011001371
Marshwood Middle School	Konica Minolta BH3300P	A63P011001367
Marshwood Middle School	Konica Minolta MC 3730	A0VD017300268
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 MC 3730	A0VD017300271
SAD 35 District Office	Konica Minolta BH3300P	A63P011001388
SAD 35 District Office	Konica Minolta BH3300P	A63P011001379
Transportation	Konica Minolta BHC454	A5C0011012018

Owned Equipment

Building	Make/Model	Serial Number
Central Elementary School	Konica Minolta BH40P	A0DX013004967
Central Elementary School	Konica Minolta MC 4750DN	A0VD012000185
Central Elementary School	Konica Minolta BHc35	A121011003937
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 BHc35	A121011003987
Marshwood Great Works School	Konica Minolta BH950	A0Y5011002785
Marshwood Great Works School	Konica Minolta BH423	A1UD011012913
Marshwood Great Works School	Konica Minolta MC 4750DN	A0VD012000472
Marshwood High School	Konica Minolta BH40P	A0DX013004965
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 Middle School	Konica Minolta BH40P	A0DX013004953
Marshwood Middle School	Konica Minolta BH421	A0R6011011018
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 BH40P	A0DX013004964
Marshwood Middle School	Konica Minolta BHC360	A0ED011010147
SAD 35 District Office	Konica Minolta BHc35	A121011027126
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



Benefits of partnering with SPC

Top Benefits to **our CLIENTS**:

1. Cooperative Buying

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

- SPC's pricing is so strong ***we pay for our own fee*** by acquiring prices lower than what you can do on your own.
- We will ***save you money*** benefiting from the combined purchasing power of more than 69 clients with over 4,100 devices doing more than 239 million copies and prints per year. Annually, we purchase approximately 1,100 units running over 80 million prints!
- 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 \$2.5 million for all of our clients.

That translates into Savings of more than \$12 million over five years!



SPC Values Our Vendors

Overall Benefits to our VENDORS

- Opportunities brought to you – Annually, we purchase approximately 1,100 units running over 80 million prints!
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- National Contracts that are all negotiated with the manufacturers at your disposal

Vendor Benefits Pre-Bid & During the Bid Process

- Sharing of previous bid results that help you to negotiate with your manufacturers.
- On-Site Survey of client requirements including mapping all devices.
- Writing of the *Five-Year Equipment Replacement Schedule* (Bid Specs).
- Controls the Bid Specs (Not allowing any vendor to underbid or offer discontinued equipment).
- A chance to sell your 'Value Add' directly to our clients after the bids are in. Customer has the right to pay more than low bid.

Vendor Benefits Before & During Installation

- Digital Needs Analysis: Matching up the machine to installation site.
- Schedule and coordinate Vendor meeting with Client.
- Cover the cost of ESP surge protectors, electrical wiring, computer interface and any unexpected cost!
- Manage installation.
- Audit installation.
- Capture final meter reads for old contracts.
- Close books on old devices & contracts.

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!