·SPC·

Specialized Purchasing Consultants
1491 East Side River Road
Dummer, NH 03588
(800)750-1538

2018-2019 Annual Report

Year - End Photocopier Analysis

With projected costs for 2019-2020

Ronald Ramsay
RSU 37/MSAD 37
Sacarap Rd
Harrington, ME 04634

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

October 2019

Ronald Ramsay
RSU 37/MSAD 37
Sacarap Rd
Harrington, ME 04634

Skip Tilton
President

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

VISIT US ON THE WEB:
www.spccopypro.com

Dear Ron:

We at Specialized Purchasing consultants wish to thank you for your continued confidence in us. Our relationship is now 16 years strong, and we hope that your trust in us and this relationship will continue for many years to come.

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

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

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

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

Sincerely,

Skip Tilton
President

"Protecting Your Copier Interests"

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Meet Your Team

Skip Tilton, President
Billie Jo Tilton, Vice President

As co-founders of SPC, Billie Jo and I are very proud of our team of professionals. The concept of group purchasing to save millions has grown since 1988 into providing over 16 different managerial services that increase reliability and extend the life of your equipment. However, none of this would have been possible without the loyalty of our clients, many of whom we have assisted for more than 20 years! Together, we have realized the lowest prices possible while improving the quality of your service and equipment. We have also been able to find ways to increase your equipment reliability, monitor and track usage variations throughout the year, and keep your costs under control.

Jessica Paradis
Accounting Coordinator

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

Alex Webster
Operations & Marketing Manager

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

Pam Weed
Client-Vendor Relations

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

Robert Dutil
Information Technology

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

Jamin Tilton
Operations Support

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

James Cartwright
Operations Support

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

Heidi Tilton
Office Support

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

Equipment Health Status

Total Number of Machines:	**55**

Total Black Photocopiers:	**7**
Total Color Photocopiers:	**8**
Total Black Network Printers:	**20**
Total Color Network Printers:	**20**
Total Removed From Service:	**0**

# of Units OFF Warranty:	0
# of Units Approaching End of Warranty:	13
# of Units Overused:	0
# of Units Underused:	4
Commencement Date:	08/02/2017
# of Annual Payments Left on Lease:	3
All Warranties and Service Contracts Expire:	06/30/2023
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 Ron,

Your color printing actually decreased in usage overall in comparison to the industry, which is experiencing a rapid increase in color ... 19% from last year. However, your color usage of 277 copies per student is already higher than the industry average of 216. The good news is that SPC has developed **Right Size Print Management Software (RS-PMS)** that can take control of this cost with your next upgrade, which could happen as soon as 2020. (See pages 17-21.)

Note also that CPCs have come down, and it is estimated that we could drop your cost for color to save you **$16,098** over five years with an upgrade! We also anticipate that with implementing RS-PMS, we could drop your copies per student ratios, which would lead to greater savings. (See p.42)

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
Daniel W. Merritt School	Primary Hallway	HP Laser Jet Pro M401dn	PHGFD02602	A-COPI	06/01/2012
Harrington Elementary School	Library	HP Laser Jet Pro M401dn	PHGFB06358	A-COPI	06/01/2012
Harrington Elementary School	Resource Room	HP Laser Jet Pro M401dn	JPGFH02540	A-COPI	06/01/2012
Narraguagus High School	Outside Room 21	HP Laser Jet Pro M401dn	VNG4J04318	A-COPI	06/01/2012
Narraguagus High School	Outside Room 24	HP Laser Jet Pro M401dn	PHGFC17703	A-COPI	06/01/2012
Narraguagus High School	Outside Room 25	HP Laser Jet Pro M401dn	PHGFB08012	A-COPI	06/01/2012
Narraguagus High School	Outside Room 6	HP Laser Jet Pro M401dn	PHGFC19066	A-COPI	06/01/2012
Narraguagus High School	Room 14	HP Laser Jet Pro M401dn	PHGFF09332	A-COPI	06/01/2012
Narraguagus High School	Room 16	HP Laser Jet Pro M401dn	VNG4823612	A-COPI	06/01/2012
Narraguagus High School	Room 17	HP Laser Jet Pro M401dn	PHGFD03438	A-COPI	06/01/2012
Narraguagus High School	Room 18	HP Laser Jet Pro M401dn	PHGFB06227	A-COPI	06/01/2012
Narraguagus High School	Ron Ramsay	HP Laser Jet Pro M401dn	PHGFF01460	A-COPI	06/01/2012

Non-Contracted Devices

Make - Model	Serial Number	IP Address	Last Update
HP 3630 SERIES	CN54O1H0G90658	192.168.1.248	2018-03-21 08:33:18
HP COLOR LaserJet Pro MFP M177fw	CNG6J5Y11W	fe80::6a14:1ff:fe74:29 99%10	2018-02-27 10:33:42
HP Designjet T120	CN7C9FM0C9	fe80::1a60:24ff:feff:6b 87%10	2018-11-13 18:49:38

SPC Timeline

1988 Specialized Purchasing Consultants opens its doors

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

1999 Improved Annual Reports

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

2001 Solid-Ink Printers and Meter Collection

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

2002 Bond Counsel Review

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

2003 Contracts and Warranties Updated

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

2005 Economic Municipal Relief Fund Established

2006 Data Collection Agent

- Data Collection Agent Software offered for meter collection convenience.

2007 Insurance Fund

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

2012 STARDoc - Print Management Software Developed and Implemented

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

SPC Timeline

2013 STARDoc - Daily Tracking

- Meters gathered daily to track usage

2014 STARDoc - Monthly Audits

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

2015 STARDoc - Mapping Options and Asset Management

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

2018 STARDoc - Improved Pinpointing of Budget and Communications

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

2019 STARDoc – Service Histories, Chromebook Bid & Papercut Installers

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

2020 SPC Roadmap

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

STARDoc Features

Cost Projection by Department or Building

Who Benefits? Accounts Payable, Business Manager, and Superintendent

- Allows you to formulate next year's budgets as early as December
- Allows you to see the projected usage bill in advance
- Tabulate total budgets and trotal costs district wide
- Volume or cost pages allow you to pinpoint specific machines on the floor plans
- Timeline - allowing you to go back to see how your budget compares to previous years

Map your devices on Floorplans

Who Benefits? Business Manager, IT

- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Device information tab will allow you to easily access the web interface of the printer/copier
- Identifies detailed information (IP address, serial number, vendor ID, CPC, consumed volume, toner and service alerts)
- Non-reporting device listing for devices that haven't reported for more than 2 weeks
- Asset Management (Servers, Wireless Access Points, IP Cameras, Projectore, Apple TVs

Floorplan Administration

Who Benefits? Business Manager and IT

- Allows IT and Business Manager to move devices around on Floorplan
- Paper trail of device locations after summer break
- Will show Previous Devices, Present Equipment, and Proposed Equipment

Contacts Page

Who Benefits? Business Manager and IT

- Control Access and Permissions to STARDoc
- Toggle Email all (Toner, Service Monthly Audits)

STARDoc Features

Device Listing Page

- Centralized location for detailed information of District's assets
- Exportable device listing to Excel or PDF
- Tracks additional non-contract devices
- IP Addresses and MAC addresses automatically imported
- Strikethrough on machines that have been removed

Monthly Audits

Who Benefits? Business Manager and Superintendent

- Monthly Cost Snapshot
- Shows amount of devices not reporting to help improve accuracy of projections

Timeline

Who Benefits? Business Manager

- Track historical volume and cost per building

Last Sync Date

Who Benefits? IT Manager

- Shows the last time that FMAudit synced for that client

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

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

Over-Budget Report

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

-

Over Budget	✖

Room:	Room 201 Principal's Office
Make & Model:	Canon IRC5051
Serial Number:	GQM65369
IP Address:	172.16.10.145
Projected Amount Over Budget:	$404

This building's average color prints per student is 314
The industry average for color prints per student is 185

Previous   Next

Check Black/Color Default   Close

Five Year Fleet Management (FYFM)

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

Purpose of FYFM:

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

Setting up Future Budgets:

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

Problematic Machines:

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

Annual Black Volume by Location

-6%   **-14%**   **16%**   **8%**   **7%**

Fiscal Year
- 2015-2016
- 2016-2017
- 2017-2018
- 2018-2019

1,000,000

500,000

0

Daniel W. Merritt School

Harrington Elementary School

Milbridge Elementary School

Narraguagus High School

SAD 37 District Office
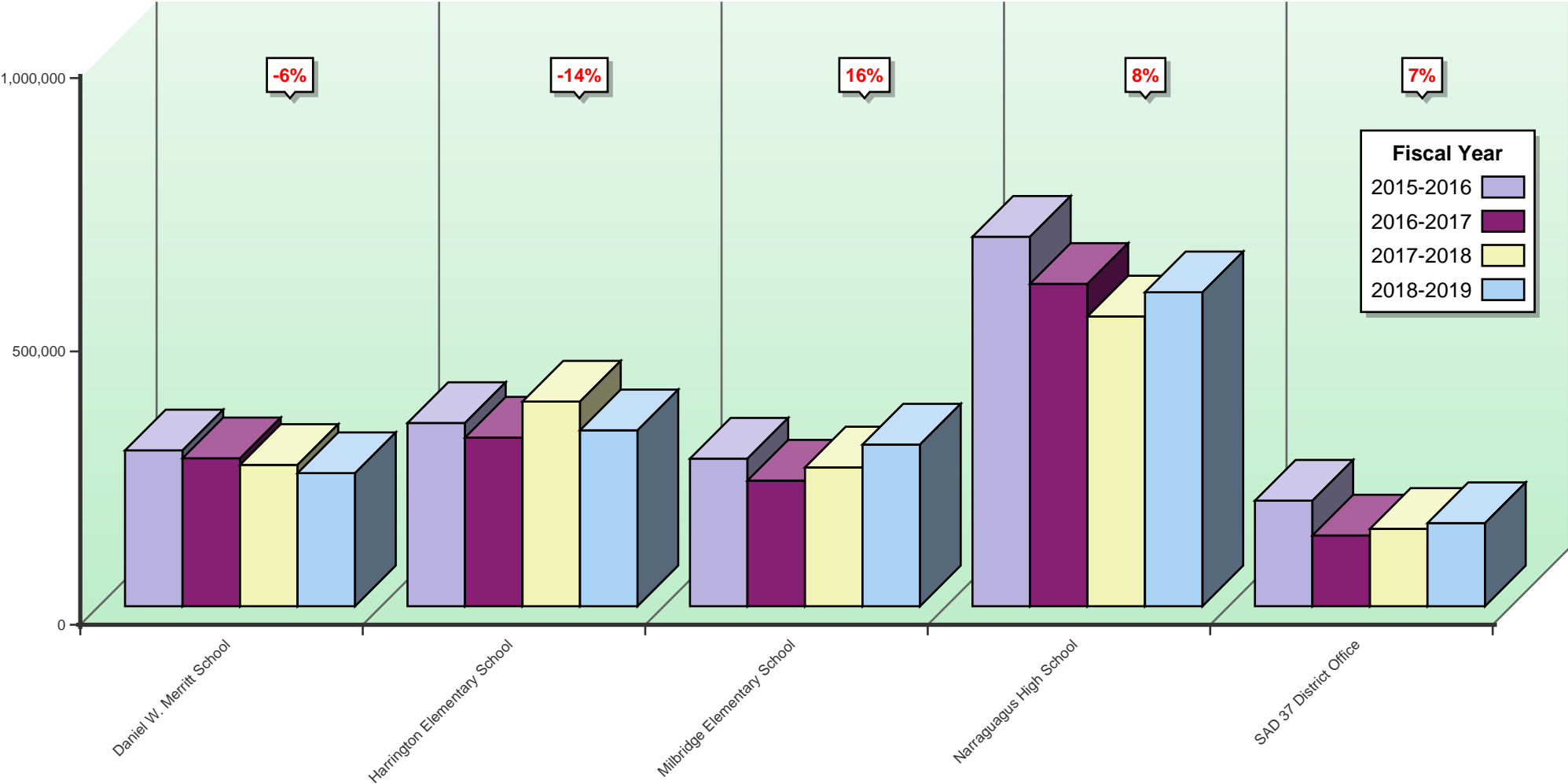
Annual Black Volume Overall

% amount equals the overall increase or decrease between Previous Year & Current Year
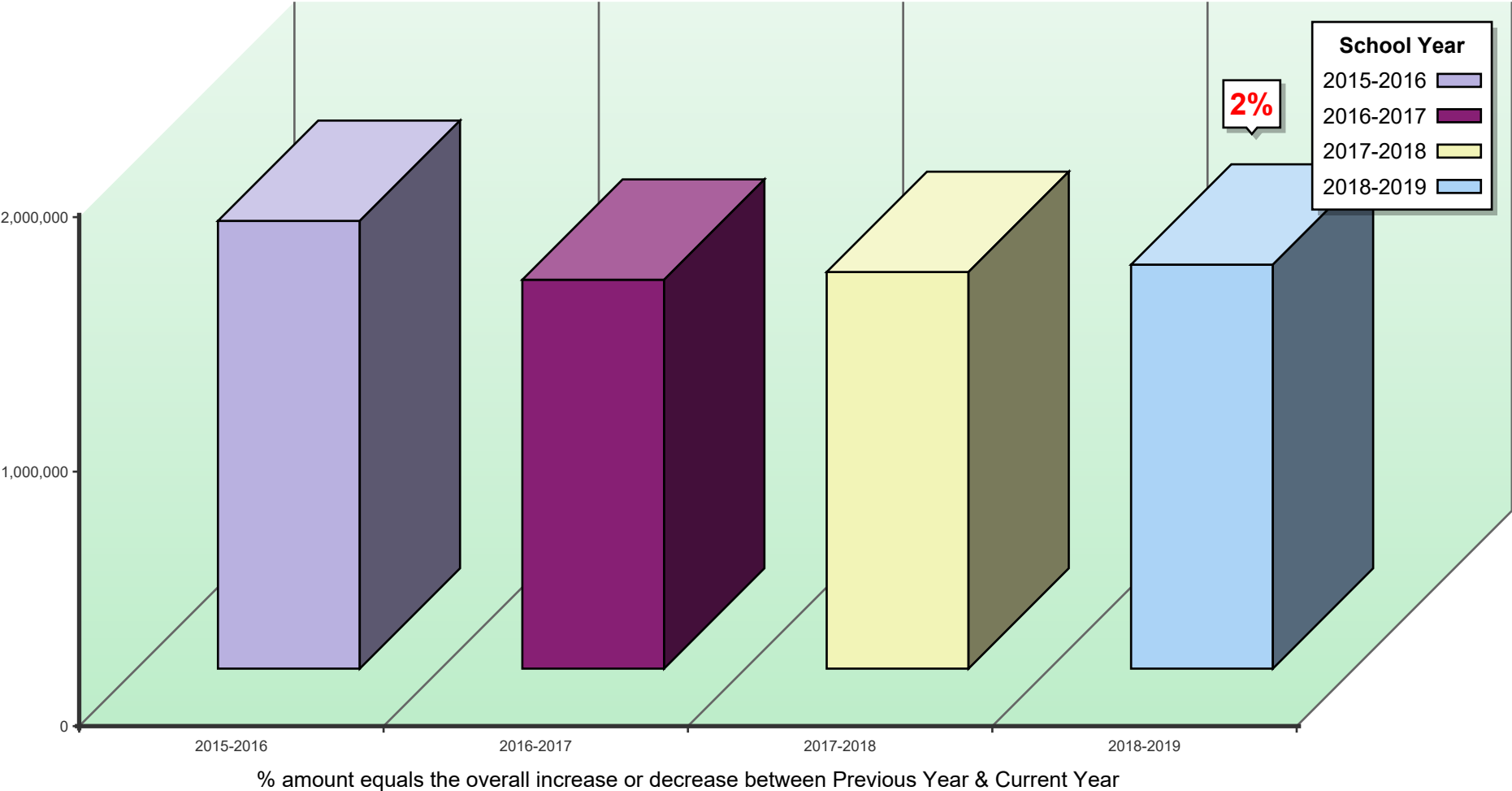
Average Student-to-Copy Usage - Black

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Daniel W. Merritt School	99	243,462	$7,492.81	2,459	$75.68
Harrington Elementary School	149	321,834	$9,600.01	2,160	$64.43
Milbridge Elementary School	128	295,781	$8,905.14	2,311	$69.57
Narraguagus High School	305	574,269	$17,590.07	1,883	$57.67
SAD 37 District Office	0	152,048	$5,033.59	0	$0.00
Totals	**681**	**1,587,394**	**$48,621.62**	**2,331**	**$71.40**

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

Industry Average Copies per Student - Black

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

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

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

Average Copies Per Student - Black
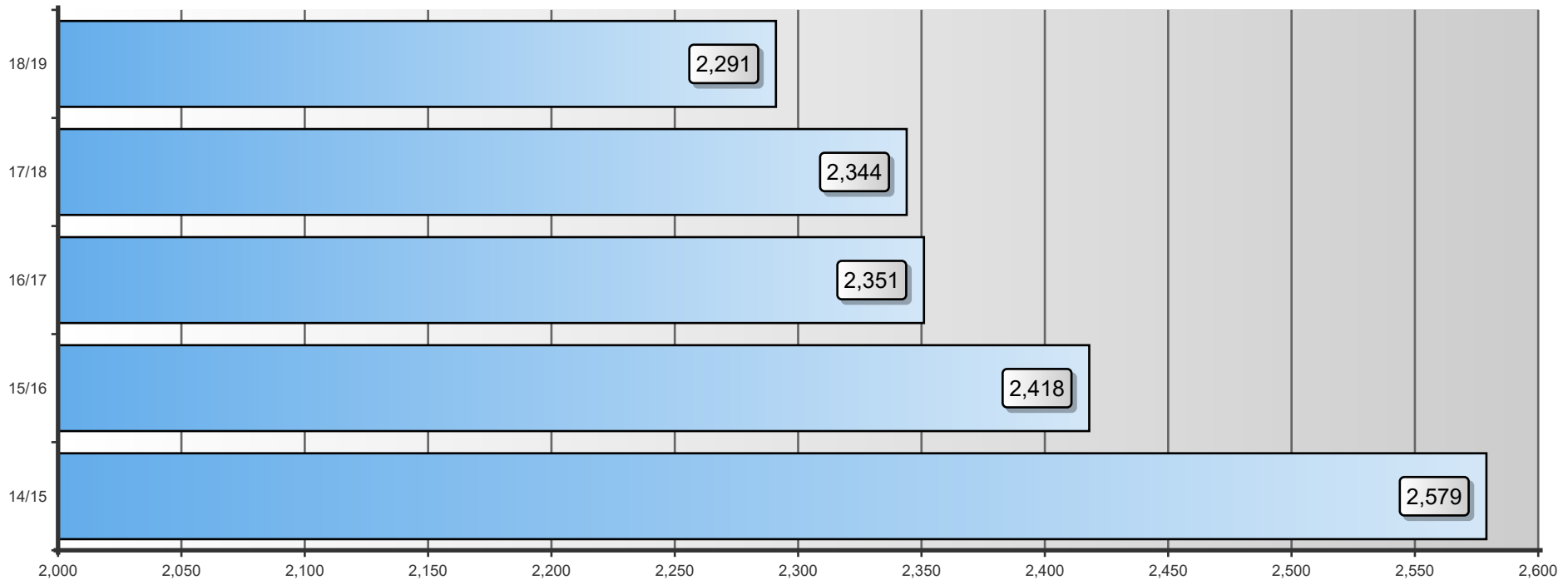
Annual Color Volume by Location
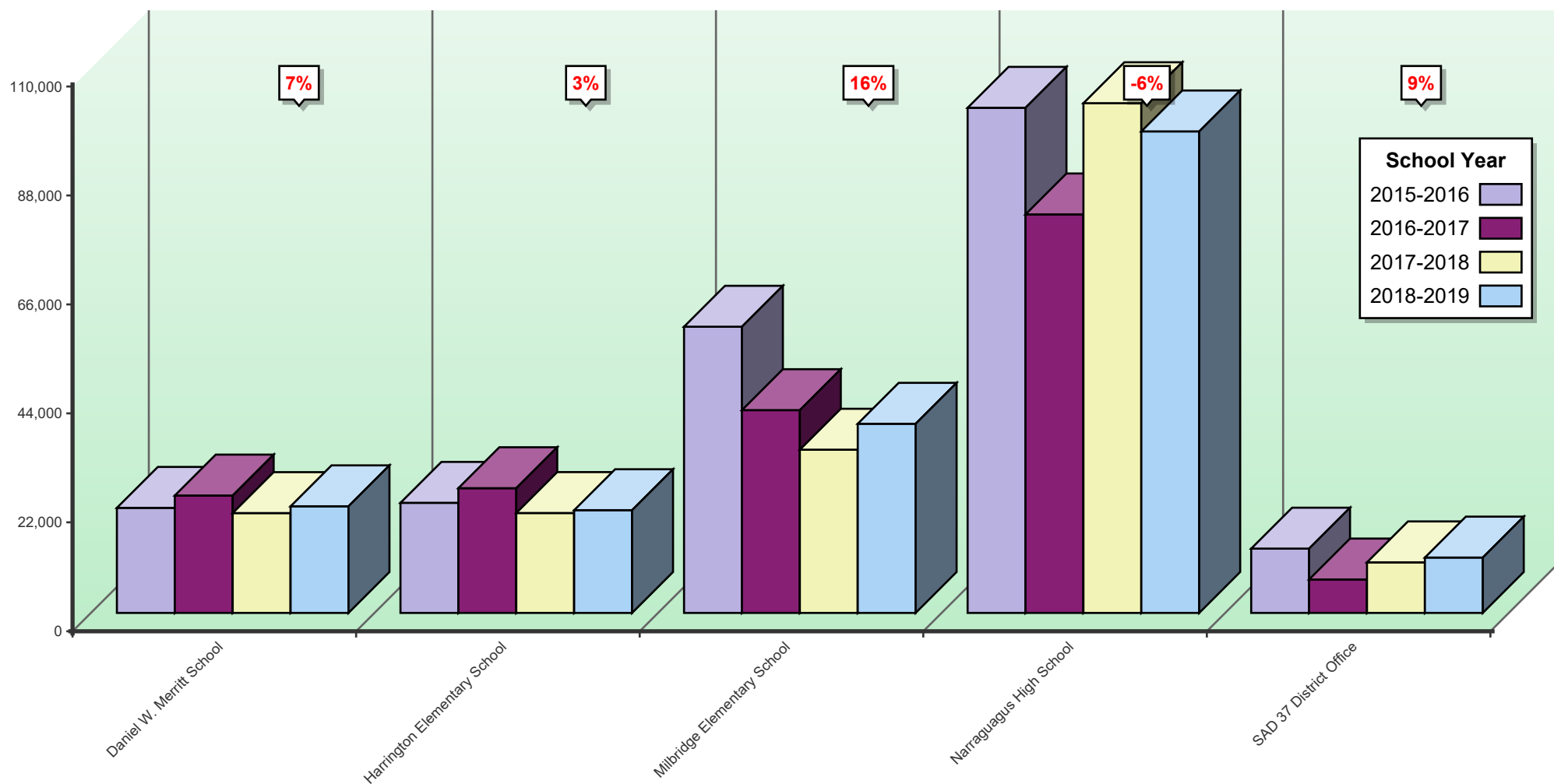
Annual Color Volume Overall
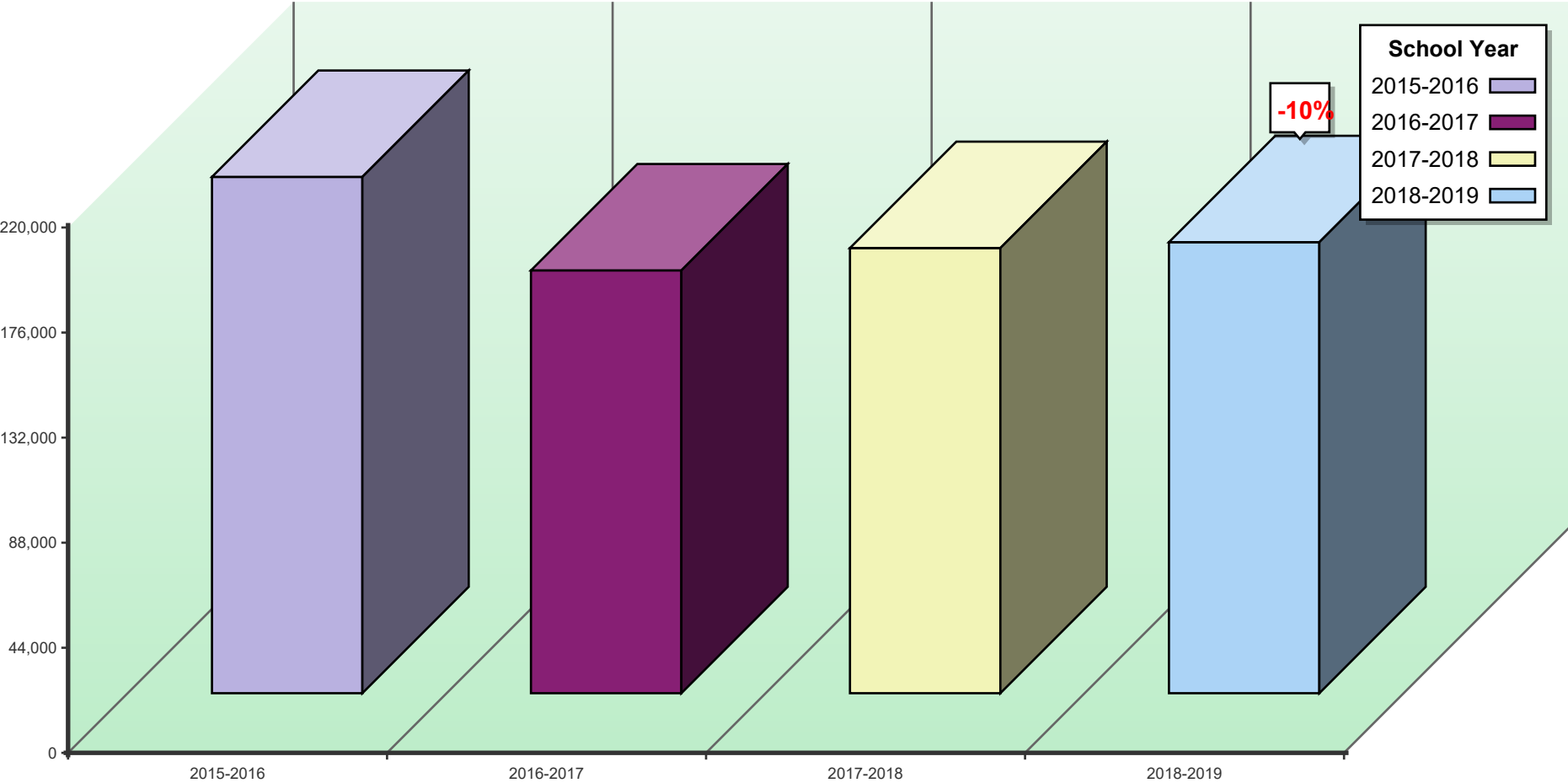
% amount equals the overall increase or decrease between Previous Year & Current Year

School Year
- 2015-2016
- 2016-2017
- 2017-2018
- 2018-2019

-10%

Y-axis values: 0, 44,000, 88,000, 132,000, 176,000, 220,000

X-axis labels: 2015-2016, 2016-2017, 2017-2018, 2018-2019

Average Student-to-Copy Usage - Color

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

Building Name	Student Population	Annual Volume	Total School Cost*	Annual Copies Per Student	Annual Cost Per Student
Daniel W. Merritt School	99	21,531	$1,746.04	217	$17.64
Harrington Elementary School	149	20,748	$1,121.53	139	$7.53
Milbridge Elementary School	128	38,193	$2,139.46	298	$16.71
Narraguagus High School	305	97,225	$5,457.94	319	$17.89
SAD 37 District Office	0	11,179	$525.09	0	$0.00
Totals	**681**	**188,876**	**$10,990.06**	**277**	**$16.14**

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

Note: STARDoc tool will flag any future high color usage. See page 11 of STARDoc Features. Current industry ratio averages 216 color prints per student per year. Your color volume this year averages 277 per student. Please contact our SPC technical team to provide training to your staff if your usage is too high.

|		
District Wide Black Totals	*1,587,394*	*$8,138.66*
District Wide Color Totals	*188,876*	*$10,774.55*

Industry Average Copies per Student - Color

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

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

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

Year	Copies per Student
Projected 20/21	306
Projected 19/20	257
18/19	216
17/18	185
16/17	167
15/16	137
14/15	125
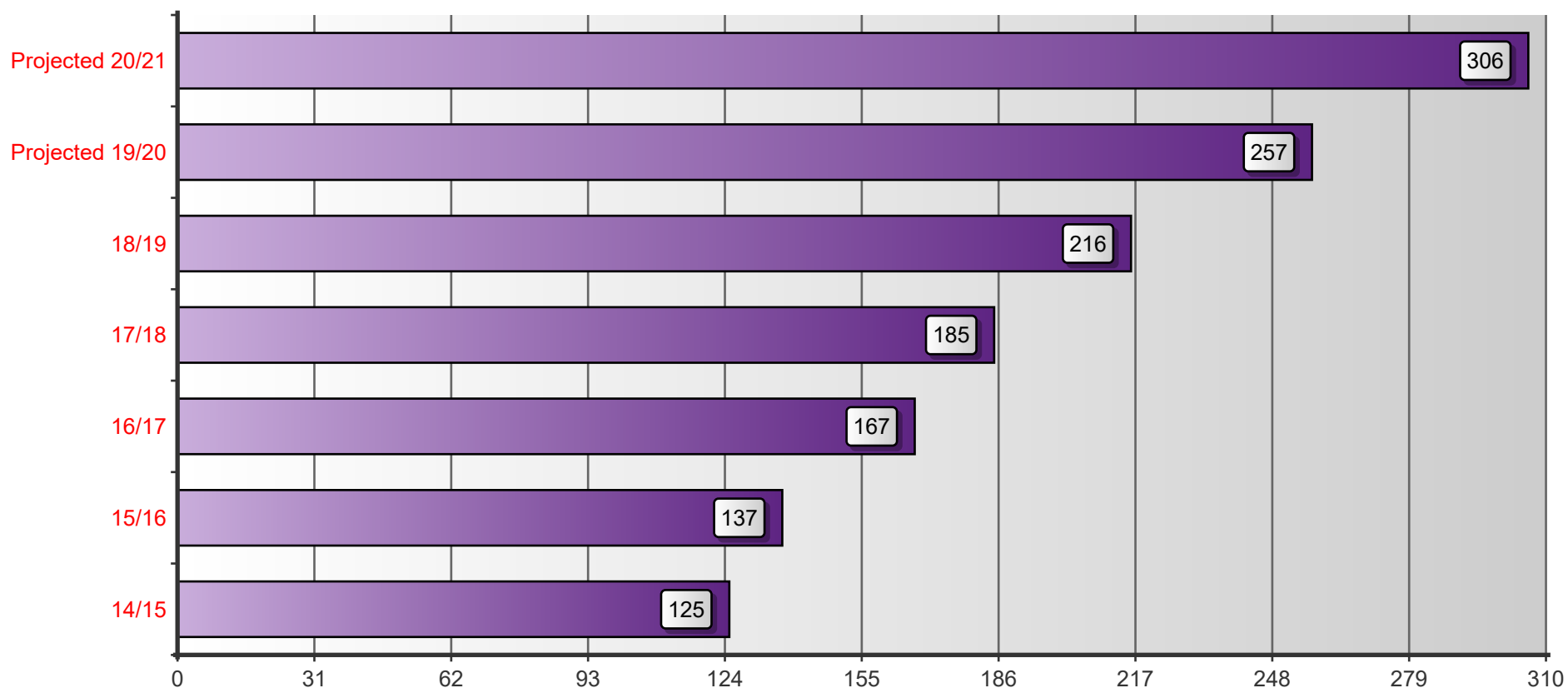
Color-to-Total Volume Comparison

10.6%

8.6%

Volumes	
Black	
Color	

3,696,353

1,587,394

188,876

348,023

4,000,000

3,000,000

2,000,000

1,000,000

0

RSU 37/MSAD 37

All Schools Average
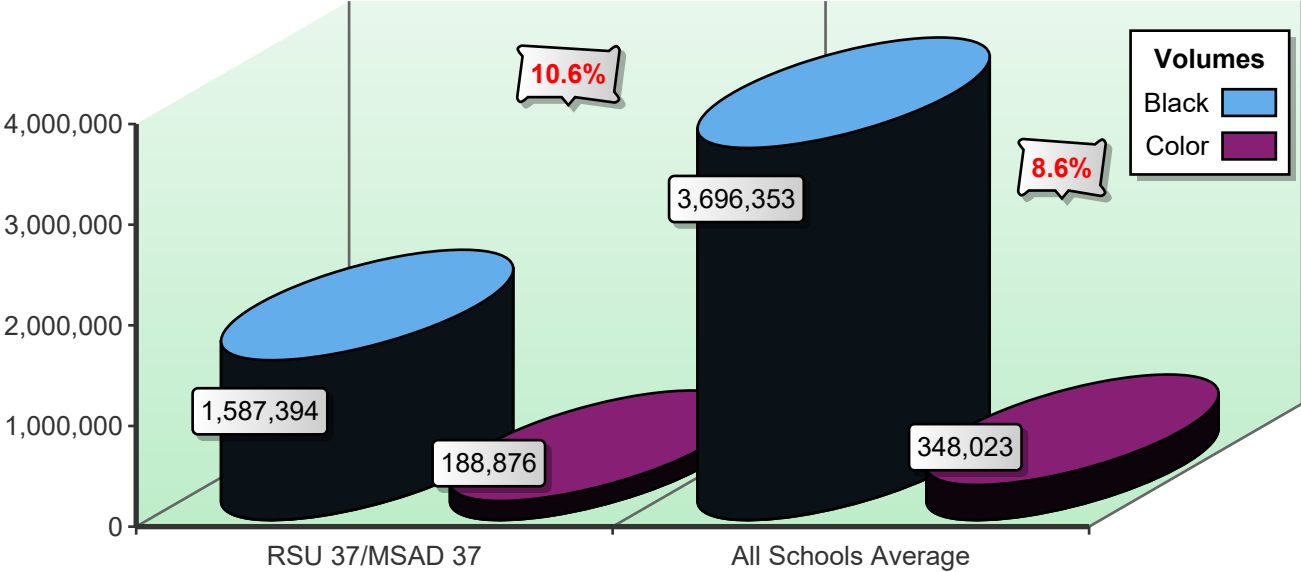
SPC Analysis

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

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

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

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

Other beneficial features include Follow-Me Printing.

Usage Profile for Service & Supplies

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC.

Date of Last Upgrade: 08/02/2017

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations

Daniel W. Merritt School

Art Room

HP Laser Jet Pro M401dne / 35 PPM	4,162	7,189	3,027	$0.01221	None at this time.
JPGFH01847 / 7406				$36.96	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					

Bishop's Room

Kyocera P6130cdn / 32 PPM	4,510	8,595	4,085	$0.01928	*None at this time.*
V5Q7504855 / 7164				$78.76	
750,000 / 06/2015	1,945	4,313	2,368	$0.08352	
Color Network Printer				$197.78	
A-COPI					

Grant's Room

Kyocera P6130cdn / 32 PPM	5,120	8,520	3,400	$0.01928	*None at this time.*
V5Q7504851 / 7167				$65.55	
750,000 / 06/2015	7,781	13,623	5,842	$0.08352	
Color Network Printer				$487.92	
A-COPI					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Main Office					
Toshiba e-Studio 5506AC / 55 PPM CHEG18406 / 7214	115,259	227,085	111,826	$0.00401 $448.42	*None at this time.*
3,000,000 / 07/2016 Color Photocopier A-COPI	8,094	16,941	8,847	$0.04450 $393.69	
Primary Hallway					
Toshiba e-Studio 7508A / 75 PPM CIAG16126 / 7203	119,157	222,198	103,041	$0.00360 $370.95	None at this time.
4,000,000 / 07/2016 Black Photocopier A-COPI	0	0	0	$0.00000 $0.00	
Primary Hallway					
HP Laser Jet Pro M401dn / 35 PPM PHGFD02602 / 7407	11,355	17,387	6,032	$0.01221 $73.65	7 years from Intro.
750,000 / 06/2012 Black Network Printer A-COPI	0	0	0	$0.00000 $0.00	

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Principal's Office					
Lexmark X746de / 35 PPM	6,021	10,939	4,918	$0.02570	*None at this time.*
75263694G2M1C / 7130				$126.39	
750,000 / 01/2016	2,339	6,813	4,474	$0.14135	
Color Laser MFP				$632.40	
A-COPI					
Rameri's Room					
Kyocera P3045DN / 47 PPM	5,447	12,580	7,133	$0.01156	None at this time.
VM37402977 / 7166				$82.46	
1,000,000 / 04/2017	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					

	Subtotal Black	243,462	$1,283.14	
	Subtotal Color	21,531	$1,711.79	

Make-Model/Speed **Serial Number/VendorID** **Life/Intro Date** **Vendor**	**07/01/2018** **Meter**	**06/30/2019** **Meter**	**2018-2019** **Annual** **Volume**	**Cost/Copy** **Annual Cost**	**Recommendations**
Harrington Elementary School					
2nd Floor Hall Area					
Kyocera P6130cdn / 32 PPM	827	1,202	375	$0.01928	*None at this time.*
V5Q7504848 / 7168				$7.23	
750,000 / 06/2015	939	1,830	891	$0.08352	
Color Network Printer				$74.42	
A-COPI					
2nd Floor Hall Area					
Toshiba e-Studio 7508A / 75 PPM	149,093	275,981	126,888	$0.00360	None at this time.
CIAG16132 / 7202				$456.80	
4,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Library					
HP Laser Jet Pro M401dn / 35 PPM	2,699	10,025	7,326	$0.01221	7 years from Intro.
PHGFB06358 / 7408				$89.45	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Library					
Kyocera P6130cdn / 32 PPM	2,320	5,299	2,979	$0.01928	*None at this time.*
V5Q7504849 / 7169				$57.44	
750,000 / 06/2015	2,451	4,397	1,946	$0.08352	
Color Network Printer				$162.53	
A-COPI					
Main Office					
Toshiba e-Studio 5506AC / 55 PPM	215,741	396,154	180,413	$0.00401	None at this time.
CHEG18392 / 7211				$723.46	
3,000,000 / 07/2016	14,430	30,661	16,231	$0.04450	
Color Photocopier				$722.28	
A-COPI					
Principal's Office					
Kyocera P6130cdn / 32 PPM	2,151	3,012	861	$0.01928	*None at this time.*
V5Q7504857 / 7170				$16.60	
750,000 / 06/2015	1,988	3,388	1,400	$0.08352	
Color Network Printer				$116.93	
A-COPI					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Resource Room					
Kyocera P6130cdn / 32 PPM	1,539	2,931	1,392	$0.01928	*None at this time.*
V5Q7504853 / 7171				$26.84	
750,000 / 06/2015	363	643	280	$0.08352	
Color Network Printer				$23.39	
A-COPI					
Resource Room					
HP Laser Jet Pro M401dn / 35 PPM	2,931	4,531	1,600	$0.01221	7 years from Intro.
JPGFH02540 / 7409				$19.54	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					

Subtotal Black	**321,834**	**$1,397.34**	
Subtotal Color	**20,748**	**$1,099.54**	

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

Milbridge Elementary School

Kindergarten

HP Laser Jet Pro M401dne / 35 PPM	26,607	28,408	1,801	$0.01221	None at this time.
PHGFD06074 / 7411				$21.99	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					

Library

HP Laser Jet Pro M401dne / 35 PPM	32,984	32,984	0	$0.01221	Underused!
PHGFD01787 / 7410				$0.00	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					

Outside Grades 2 & 3

Kyocera P6130cdn / 32 PPM	7,811	17,877	10,066	$0.01928	*None at this time.*
V5Q6Y04751 / 7172				$194.07	
750,000 / 06/2015	2,861	7,663	4,802	$0.08352	
Color Network Printer				$401.06	
A-COPI					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Resource Room					
Kyocera P6130cdn / 32 PPM	2,425	3,812	1,387	$0.01928	*None at this time.*
V5Q6Y04748 / 7173				$26.74	
750,000 / 06/2015	714	1,290	576	$0.08352	
Color Network Printer				$48.11	
A-COPI					
Secretary's Office					
Kyocera P6130cdn / 32 PPM	3,183	6,948	3,765	$0.01928	*None at this time.*
V5Q6Y04754 / 7174				$72.59	
750,000 / 06/2015	3,176	7,996	4,820	$0.08352	
Color Network Printer				$402.57	
A-COPI					
Teachers' Room Left					
Toshiba e-Studio 7508A / 75 PPM	159,399	326,076	166,677	$0.00360	None at this time.
CIAG16133 / 7194				$600.04	
4,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	*07/01/2018* **Meter**	*06/30/2019* **Meter**	*2018-2019* *Annual* **Volume**	*Cost/Copy* **Annual Cost**	**Recommendations**
Teachers' Room Right					
Toshiba e-Studio 5506AC / 55 PPM	72,600	184,685	112,085	$0.00401	*High color usage. Ratio is 298 copies*
CHEG18395 / 7212				$449.46	*per student while the industry average*
3,000,000 / 07/2016	26,209	54,204	27,995	$0.04450	*is 216. Solution: Install RS-PMS.*
Color Photocopier				$1,245.78	
A-COPI					

	Subtotal Black	**295,781**	**$1,364.89**
	Subtotal Color	**38,193**	**$2,097.51**

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

Narraguagus High School

Food Services

Kyocera P6130cdn / 32 PPM	1,937	2,867	930	$0.01928	*None at this time.*
V5Q6Y04719 / 7176				$17.93	
750,000 / 06/2015	1,662	3,999	2,337	$0.08352	
Color Network Printer				$195.19	
A-COPI					

Guidance Office

Kyocera P6130cdn / 32 PPM	4,610	10,550	5,940	$0.01928	*None at this time.*
V5Q7504854 / 7179				$114.52	
750,000 / 06/2015	4,130	7,163	3,033	$0.08352	
Color Network Printer				$253.32	
A-COPI					

Guidance Office

Toshiba e-Studio 5508A / 55 PPM	63,193	135,713	72,520	$0.00360	None at this time.
CIEG19080 / 7215				$261.07	
2,000,000 / 08/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Library					
Toshiba e-Studio 5508A / 55 PPM	130,728	291,446	160,718	$0.00360	None at this time.
CIEG19112 / 7219				$578.58	
2,000,000 / 08/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					
Library					
Kyocera P6130cdn / 32 PPM	2,029	2,107	78	$0.01928	*None at this time.*
V5Q6Y04757 / 7178				$1.50	
750,000 / 06/2015	4,554	4,597	43	$0.08352	
Color Network Printer				$3.59	
A-COPI					
Main Office					
Toshiba e-Studio 5506AC / 55 PPM	72,287	149,800	77,513	$0.00401	*High color usage. Ratio is 319 copies per*
CHBG15980 / 7208				$310.83	*student while the industry average is 216.*
3,000,000 / 07/2016	70,965	135,036	64,071	$0.04450	*Solution: Install RS-PMS.*
Color Photocopier				$2,851.16	
A-COPI					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* Vendor	*07/01/2018* **Meter**	*02/03/2019* **Meter**	*2018-2019* *Annual* **Volume**	*Cost/Copy* **Annual Cost**	**Recommendations**
Outside Room 21					
HP Laser Jet Pro M401dn / 35 PPM	65,019	80,903	15,884	$0.01221	Volume prior to meter reset.
VNG4J04318 / 7395				$193.94	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					
Outside Room 21					
HP Laser Jet Pro M401dn / 35 PPM	197	12,222	12,025	$0.01221	7 years from Intro.
VNG4J04318 / 7395				$146.83	Volume after meter reset
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					
Outside Room 24					
HP Laser Jet Pro M401dn / 35 PPM	23,194	31,447	8,253	$0.01221	7 years from Intro.
PHGFC17703 / 7396				$100.77	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Outside Room 25					
HP Laser Jet Pro M401dn / 35 PPM	80,907	96,568	15,661	$0.01221	7 years from Intro.
PHGFB08012 / 7394				$191.22	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					
Outside Room 5					
Kyocera P6130cdn / 32 PPM	2,262	2,517	255	$0.01928	*None at this time.*
V5Q6Y04755 / 7180				$4.92	
750,000 / 06/2015	1,989	2,317	328	$0.08352	
Color Network Printer				$27.39	
A-COPI					
Outside Room 6					
HP Laser Jet Pro M401dn / 35 PPM	13,800	16,136	2,336	$0.01221	7 years from Intro.
PHGFC19066 / 7397				$28.52	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* **Meter**	*06/30/2019* **Meter**	*2018-2019* *Annual* **Volume**	*Cost/Copy* **Annual Cost**	**Recommendations**
Room 1					
HP Laser Jet 400 M401n / 35 PPM	15,141	17,396	2,255	$0.01221	None at this time.
VNB3S13913 / 7404				$27.53	
750,000 / 01/2013	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					
Room 12					
Kyocera P6130cdn / 32 PPM	6,011	10,255	4,244	$0.01928	*None at this time.*
V5Q6Y04747 / 7181				$81.82	
750,000 / 06/2015	5,250	10,549	5,299	$0.08352	
Color Network Printer				$442.57	
A-COPI					
Room 14					
HP Laser Jet Pro M401dn / 35 PPM	3,935	3,962	27	$0.01221	7 years from Intro. Underused!
PHGFF09332 / 7398				$0.33	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					

Make-Model/Speed					
Serial Number/Vendor Machine ID			*2018-2019*		
Life/Intro Date	*07/01/2018*	*06/30/2019*	*Annual*	*Cost/Copy*	
Vendor	*Meter*	*Meter*	*Volume*	*Annual Cost*	**Recommendations**

Room 16

HP Laser Jet Pro M401dn / 35 PPM	16,458	21,695	5,237	$0.01221	7 years from Intro.
VNG4823612 / 7399				$63.94	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					

Room 17

HP Laser Jet Pro M401dn / 35 PPM	1,550	1,550	0	$0.01221	7 years from Intro. Underused!
PHGFD03438 / 7400				$0.00	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					

Room 17

Kyocera P6130cdn / 32 PPM	111	657	546	$0.01928	*None at this time.*
V5Q6Y04753 / 7183				$10.53	
750,000 / 06/2015	229	1,129	900	$0.08352	
Color Network Printer				$75.17	
A-COPI					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Room 17A					
Kyocera P6130cdn / 32 PPM	91	404	313	$0.01928	*None at this time.*
V5Q6Y04749 / 7184				$6.03	
750,000 / 06/2015	509	1,090	581	$0.08352	
Color Network Printer				$48.53	
A-COPI					
Room 18					
HP Laser Jet Pro M401dn / 35 PPM	3,475	6,955	3,480	$0.01221	7 years from Intro.
PHGFB06227 / 7401				$42.49	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					
Room 5 (Art Room)					
Toshiba e-Studio 3005ac / 30 PPM	1,331	2,297	966	$0.00401	*High color usage. Ratio is 319 copies per student while industry average is 216. Solution: Install RS-PMS.*
CFEG63806 / 7218				$3.87	
750,000 / 07/2016	10,956	24,145	13,189	$0.04450	
Color Photocopier				$586.91	
A-COPI					

Make-Model/Speed Serial Number/Vendor Machine ID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
Room 9					
Kyocera P6130cdn / 32 PPM	1,210	2,074	864	$0.01928	*None at this time.*
V5Q6Y04744 / 7182				$16.66	
750,000 / 06/2015	1,180	2,018	838	$0.08352	
Color Network Printer				$69.99	
A-COPI					
Suite 24 Special Education					
Kyocera P6130cdn / 32 PPM	540	2,906	2,366	$0.01928	*None at this time.*
V5Q7504852 / 7185				$45.62	
750,000 / 06/2015	314	2,677	2,363	$0.08352	
Color Network Printer				$197.36	
A-COPI					
Suite 24 Special Education					
Lexmark X746de / 35 PPM	273	2,121	1,848	$0.02570	*None at this time.*
75263094G2GX3 / 7131				$47.49	
750,000 / 01/2016	1,187	5,430	4,243	$0.14135	
Color Laser MFP				$599.75	
A-COPI					

Make-Model/Speed *Serial Number/Vendor Machine ID* *Life/Intro Date* *Vendor*	*07/01/2018* *Meter*	*06/30/2019* *Meter*	*2018-2019* *Annual* *Volume*	*Cost/Copy* *Annual Cost*	**Recommendations**
Teachers' Room					
Toshiba e-Studio 7508A / 75 PPM	193,023	373,033	180,010	$0.00360	None at this time.
CIAG16128 / 7204				$648.04	
4,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					

	Subtotal Black	574,269	$2,945.00
	Subtotal Color	97,225	$5,350.92

Make-Model/Speed Serial Number/VendorID Life/Intro Date Vendor	07/01/2018 Meter	06/30/2019 Meter	2018-2019 Annual Volume	Cost/Copy Annual Cost	Recommendations
SAD 37 District Office					
Dawn Fickett					
HP Laser Jet 600 M605 / 52 PPM	17,467	37,333	19,866	$0.01156	None at this time.
CNDCK3V11L / 7330				$229.65	
2,000,000 / 04/2017	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					
Denise Vose					
Kyocera P6130cdn / 32 PPM	4,022	7,905	3,883	$0.01928	*None at this time.*
V5Q6Y04752 / 7177				$74.86	
750,000 / 06/2015	219	461	242	$0.08352	
Color Network Printer				$20.21	
A-COPI					
File Room					
Toshiba e-Studio 5506AC / 55 PPM	62,649	127,640	64,991	$0.00401	None at this time.
CHEG18396 / 7213				$260.61	
3,000,000 / 07/2016	9,292	20,027	10,735	$0.04450	
Color Photocopier				$477.71	
A-COPI					

Make-Model/Speed _Serial Number/Vendor Machine ID_ _Life/Intro Date_ _Vendor_	_07/01/2018_ _Meter_	_06/30/2019_ _Meter_	_2018-2019_ _Annual_ _Volume_	_Cost/Copy_ _Annual Cost_	**Recommendations**
Front Reception					
Kyocera P3045DN / 47 PPM	2,296	5,637	3,341	$0.01156	None at this time.
VM37402984 / 7165				$38.62	
1,000,000 / 04/2017	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					
Ron Ramsey					
HP Laser Jet Pro M401dn / 35 PPM	8,503	10,349	1,846	$0.01221	7 years from Intro.
PHGFF01460 / 7402				$22.54	
750,000 / 06/2012	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					
Sara Ippolito					
HP Laser Jet 600 M605 / 52 PPM	14,651	29,528	14,877	$0.01156	None at this time.
CNDCK3V11D / 7331				$171.98	
2,000,000 / 04/2017	0	0	0	$0.00000	
Black Network Printer				$0.00	
A-COPI					

Make-Model/Speed			*2018-2019*		
Serial Number/Vendor Machine ID			*Annual*	*Cost/Copy*	
Life/Intro Date	*07/01/2018*	*06/30/2019*	*Volume*	*Annual Cost*	*Recommendations*
Vendor	*Meter*	*Meter*			

Special Education

Toshiba e-Studio 4508A / 45 PPM	30,146	62,481	32,335	$0.00432	None at this time.
CGKF46345 / 7126				$139.69	
1,000,000 / 07/2016	0	0	0	$0.00000	
Black Photocopier				$0.00	
A-COPI					

Special Education Tammy

Kyocera P6130cdn / 32 PPM	8,929	19,838	10,909	$0.01928	*None at this time.*
V5Q6Y04745 / 7175				$210.33	
750,000 / 06/2015	702	904	202	$0.08352	
Color Network Printer				$16.87	
A-COPI					

	Subtotal Black	**152,048**	**$1,148.28**
	Subtotal Color	**11,179**	**$514.79**

	District Wide Black Totals	**1,587,394**	**$8,138.66**
	District Wide Color Totals	**188,876**	**$10,774.55**

Your average color CPC is $0.0570.

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 03/26/2003 with your projected cost per copy for the new fiscal year through SPC. Annual Volume represents actual 2018-2019 fiscal year black print usage. The second table represents your annual and five-year cost savings compared to your previous cost per copy rate.

BEFORE SPC

Current Volume	PriorCPC	Average Annual Cost
1,587,394	$0.01108	$17,588.33

CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
1,587,394	$0.00513	$8,143.33	$9,445.00	$47,225.00

Today the Cooperative Buying of SPC has netted annual cost savings, on average, of $9,445.00 x 16 years as a Client
= $151,120.00 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 <u>upcoming fiscal year.</u>

Building	Projected Black Volume	Projected Black Usage Cost	Approximate Paper Cost	Average Annual Equipment Cost	Total Proj Black Usage Cost
Daniel W. Merritt School	243,462	$1,308.54	$1,314.69	$4,869.57	$7,492.81
Harrington Elementary School	321,834	$1,424.99	$1,737.90	$6,437.12	$9,600.01
Milbridge Elementary School	295,781	$1,391.89	$1,597.22	$5,916.03	$8,905.14
Narraguagus High School	574,269	$3,002.85	$3,101.05	$11,486.17	$17,590.07
SAD 37 District Office	152,048	$1,171.36	$821.06	$3,041.17	$5,033.59
Total	**1,587,394**	**$8,299.63**	**$8,571.93**	**$31,750.06**	**$48,621.62**

SPC Equipment Bids:
Presently our bids are coming in between 15% to 23% of Retail, while the current Salesman's Cost is 50% of Retail.
For Example: A 95-CPM Konica Minolta Bizhub 958 RADF Duplex Finisher 3-Hole Punch CIF-Print-Color Scan-Hard Drive for Secure Print with a Retail Cost of $45,640 is coming in at $7,342...16% of Retail! Our prices are negotiated with and supported directly by the manufacturer.

Projected Equipment Costs by Building - Color

This table represents projected expenses for COLOR prints or copies by building based on recent activity. Current paper case costs and current annual lease payment are NOT figured in to this table, as they are covered in the Black prints report.

Building	Projected Color Volume	Service & Supply Cost
Daniel W. Merritt School	21,531	$1,746.04
Harrington Elementary School	20,748	$1,121.53
Milbridge Elementary School	38,193	$2,139.46
Narraguagus High School	97,225	$5,457.94
SAD 37 District Office	11,179	$525.09
Total	**188,876**	**$10,990.06**

Service & Supply Usage Profile by Vendor - Black

This table represents actual expenses for BLACK prints or copies by vendor for the current year along with projected service & supply expenses for the upcoming fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. Current year's increase is 2%.

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
A-COPI	Black Network Printer	45,217	$0.01156	$522.71	$0.01179	$533.11
A-COPI	Black Network Printer	86,790	$0.01221	$1,059.71	$0.01245	$1,080.54
A-COPI	Black Photocopier	809,854	$0.00360	$2,915.47	$0.00367	$2,972.16
A-COPI	Black Photocopier	32,335	$0.00432	$139.69	$0.00441	$142.60
A-COPI	Color Laser MFP	6,766	$0.02570	$173.89	$0.02621	$177.34
A-COPI	Color Network Printer	58,638	$0.01928	$1,130.54	$0.01967	$1,153.41
A-COPI	Color Photocopier	547,794	$0.00401	$2,196.65	$0.00409	$2,240.48
	Total	**1,587,394**	**$0.00513**	**$8,138.66**	**$0.00523**	**$8,299.63**

Service & Supply Usage Profile by Vendor - Color

This table represents actual and projected expenses for COLOR prints or copies by vendor for the current and next fiscal year. Under SPC's new Simplified Billing Program, SPC will invoice you directly for 50% of the Projected Annual Volume in July and January, and then reconcile based on actual usage in June. Cost per copy typically increases by 5% or CPI annually, whichever is less. **Current year's increase is 2%.**

Vendor	Equipment Type	Annual Volume	2018-2019 Cost/Copy	Total Cost	2019-2020 Cost/Copy	Projected Cost
A-COPI	Color Laser MFP	8,717	$0.14135	$1,232.15	$0.14418	$1,256.82
A-COPI	Color Network Printer	39,091	$0.08352	$3,264.88	$0.08519	$3,330.16
A-COPI	Color Photocopier	141,068	$0.04450	$6,277.53	$0.04539	$6,403.08
	Total	**188,876**	**$0.05705**	**$10,774.55**	**$0.05819**	**$10,990.06**

Reprographic Equipment Assessment

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

Total Number of Units	**55**
Total Number of Units on Lease	**39**
Total Number of Units Owned	**17**
Lease Company	**Norway Savings Bank**
Lease Start Date	**08/02/2017**
Lease End Date	**08/01/2022**
Term	**5 Annual**
Annual Payment usually due on 8/1	**$23,548.21**
Remaining Payments	**3**

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

Leased Equipment

Building	Make/Model	Serial Number
Daniel W. Merritt School	Lexmark X746de	75263694G2M1C
Daniel W. Merritt School	Toshiba e-Studio 5506AC	CHEG18406
Daniel W. Merritt School	Toshiba e-Studio 7508A	CIAG16126
Daniel W. Merritt School	Kyocera P6130cdn	V5Q7504851
Daniel W. Merritt School	Kyocera P6130cdn	V5Q7504855
Daniel W. Merritt School	Kyocera P3045DN	VM37402977
Harrington Elementary School	Toshiba e-Studio 5506AC	CHEG18392
Harrington Elementary School	Toshiba e-Studio 7508A	CIAG16132
Harrington Elementary School	Kyocera P6130cdn	V5Q7504848
Harrington Elementary School	Kyocera P6130cdn	V5Q7504849
Harrington Elementary School	Kyocera P6130cdn	V5Q7504853
Harrington Elementary School	Kyocera P6130cdn	V5Q7504857
Milbridge Elementary School	Toshiba e-Studio 5506AC	CHEG18395
Milbridge Elementary School	Toshiba e-Studio 7508A	CIAG16133
Milbridge Elementary School	Kyocera P6130cdn	V5Q6Y04748
Milbridge Elementary School	Kyocera P6130cdn	V5Q6Y04751
Milbridge Elementary School	Kyocera P6130cdn	V5Q6Y04754
Narraguagus High School	Lexmark X746de	75263094G2GX3
Narraguagus High School	Toshiba e-Studio 3005ac	CFEG63806
Narraguagus High School	Toshiba e-Studio 5506AC	CHBG15980
Narraguagus High School	Toshiba e-Studio 7508A	CIAG16128
Narraguagus High School	Toshiba e-Studio 5508A	CIEG19080
Narraguagus High School	Toshiba e-Studio 5508A	CIEG19112
Narraguagus High School	Kyocera P6130cdn	V5Q6Y04719
Narraguagus High School	Kyocera P6130cdn	V5Q6Y04744
Narraguagus High School	Kyocera P6130cdn	V5Q6Y04747
Narraguagus High School	Kyocera P6130cdn	V5Q6Y04749
Narraguagus High School	Kyocera P6130cdn	V5Q6Y04753
Narraguagus High School	Kyocera P6130cdn	V5Q6Y04755
Narraguagus High School	Kyocera P6130cdn	V5Q6Y04757
Narraguagus High School	Kyocera P6130cdn	V5Q7504852
Narraguagus High School	Kyocera P6130cdn	V5Q7504854
SAD 37 District Office	Toshiba e-Studio 4508A	CGKF46345

Building	Make/Model	Serial Number
SAD 37 District Office	Toshiba e-Studio 5506AC	CHEG18396
SAD 37 District Office	HP Laser Jet 600 M605	CNDCK3V11D
SAD 37 District Office	HP Laser Jet 600 M605	CNDCK3V11L
SAD 37 District Office	Kyocera P6130cdn	V5Q6Y04745
SAD 37 District Office	Kyocera P6130cdn	V5Q6Y04752
SAD 37 District Office	Kyocera P3045DN	VM37402984

Owned Equipment

Building	Make/Model	Serial Number
Daniel W. Merritt School	HPLaser Jet Pro M401dne	JPGFH01847
Daniel W. Merritt School	HPLaser Jet Pro M401dn	PHGFD02602
Harrington Elementary School	HPLaser Jet Pro M401dn	JPGFH02540
Harrington Elementary School	HPLaser Jet Pro M401dn	PHGFB06358
Milbridge Elementary School	HPLaser Jet Pro M401dne	PHGFD01787
Milbridge Elementary School	HPLaser Jet Pro M401dne	PHGFD06074
Narraguagus High School	HPLaser Jet Pro M401dn	PHGFB06227
Narraguagus High School	HPLaser Jet Pro M401dn	PHGFB08012
Narraguagus High School	HPLaser Jet Pro M401dn	PHGFC17703
Narraguagus High School	HPLaser Jet Pro M401dn	PHGFC19066
Narraguagus High School	HPLaser Jet Pro M401dn	PHGFD03438
Narraguagus High School	HPLaser Jet Pro M401dn	PHGFF09332
Narraguagus High School	HPLaser Jet 400 M401n	VNB3S13913
Narraguagus High School	HPLaser Jet Pro M401dn	VNG4823612
Narraguagus High School	HPLaser Jet Pro M401dn	VNG4J04318
SAD 37 District Office	HPLaser Jet Pro M401dn	PHGFF01460

STARDoc User Names

Name	User Name
Betty Thompson	ethompson@msad37.org
Dawn Fickett	dfickett@msad37.org
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MaryEllen Day	mday
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Ron Smith	rsmith@msad37.org
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Roxanne Strout	rstrout@msad37.org
Susan Meserve	smeserve@msad37.org

Benefits of partnering with SPC

Top Benefits to <mark>our CLIENTS</mark>:

1. Cooperative Buying

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

- SPC's pricing is so strong **we pay for our own fee** by acquiring prices lower than what you can do on your own.

- We will _save you money_ benefiting from the combined purchasing power of more than 69 clients with over 3,900 devices doing more than <mark>239</mark> million copies and prints per year. We purchase approximately 1,100 units annually with 80 million prints out to bid.!

- We will _save you time_ by preparing your bid, negotiating with vendors/manufacturers, presenting a total bid analysis, and managing the implementation.

- We will _save you frustration_. We manage your contracts for up to five years from the date of installation.

2. Exclusive <u>STARDoc</u> Software

- STARDoc: System for Tracking And Reporting Documents.

- Maps all devices and sets up 'Interactive Live Floor Plans' of all printing devices, showing you a Before and After Upgrade look; provides a visual for all decision makers over the next five years.

- STARDoc studies your printing habits and is able to predict your year-end-cost months in advance before you receive your year-end reconciliation invoice.

- Sets up your next year's budget at the click of a mouse.

3. Simplified Billing Program

- Removes the confusion out of billing.

- Eliminates variety of invoices from multiple vendors that come annually and/or quarterly.

- TWO invoices are sent each year from ONE billing source.

- Reconciles all of your devices at the end of the year: You pay only for what you use; no minimums.

Benefits of partnering with SPC

4. Five-Year Equipment Replacement Schedule

- SPC's staff surveys key locations that determine life of existing equipment.
- Specs out new equipment needed: Does not allow vendors to undersize during the bidding process.
- Manages the entire bid process down to the install.

5.Annual Report

- A crucial document that extends the life of your equipment, often getting 8 to 10 years of guaranteed performance! Flags copying trends within your organization such as over usage.
- You get an overview of your current equipment situation, reports associated with copying and printing costs and, if needed, recommendations for addressing situations posing a problem.

6. Vendor Neutral

- SPC does not recommend just one brand; we suggest what's best for you with serviceability in mind.
- We present you with the bid results and offer recommendations, yet the decision is yours to make.

SPC has been serving their clients since 1988, saving millions of dollars along the way.

Based on current actual volumes and CPCs, SPC has generated Annual Savings of more than $2 million for all of our clients. That translates into Savings of more than $10 million over five years!

SPC Values Our Vendors

Overall Benefits to ==our VENDORS==

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

Vendor Benefits Pre-Bid & During the Bid Process

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

Vendor Benefits Before & During Installation

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

SPC Values Our Vendors

Vendor Ongoing Support

- Yearly meter reads.

- Simplified Billing: SPC collects service funds for the Vendor.

- Collection of all meter reads annually and reconciling them with the Client and Vendor.

- STARDoc: System for Tracking And Reporting Documents... Manages the budget.

- Annual Reports that flag machines that are being overused and underused thus improving reliability.

- Mediating warranty issues in sensitive locations.

Why do some vendors hesitate to bid?

- Vendors worry that bidding will reduce their margins.

- If word gets out on pricing, they feel that their other customers will call and ask for similar prices.

- Lose control of their account as winning bidder may beat their pricing.

- SPC bids are designed to keep specs equal for all, no chance of providing a lesser piece of equipment.

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