



***Specialized Purchasing Consultants***

1491 East Side River Road

Dummer, NH 03588

(800) 750-1538

[www.spccopypro.com](http://www.spccopypro.com)

**2017-2018 Annual Report**

**Year - End Photocopier Analysis**

**With projected costs for 2018-19**

Rhonda Sperrey  
RSU 64 - East Corinth  
P.O. Box 279  
Corinth, ME 04427



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

October 2018

Skip Tilton  
President

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

Rhonda Sperrey  
RSU 64 - East Corinth  
P.O. Box 279  
Corinth, ME 04427

VISIT US ON THE WEB:  
[www.spccopypro.com](http://www.spccopypro.com)

Dear Rhonda:

We at Specialized Purchasing Consultants, wish to thank you for your continued confidence in us. Our relationship is **now 22 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

<b>Total Number of Machines:</b>	<b>40</b>
<b>Total Black Photocopiers</b>	<b>11</b>
<b>Total Color Photocopiers</b>	<b>4</b>
<b>Total Black Network Printers</b>	<b>25</b>
<b>Total Color Network Printers</b>	<b>0</b>
<b>Total Removed from Service:</b>	<b>0</b>
<b># of Units OFF Warranty:</b>	<b>0</b>
<b># of Units Approaching End of Warranty:</b>	<b>2</b>
<b># of Units Overused:</b>	<b>0</b>
<b># of Units Underused:</b>	<b>0</b>
<b>Commencement Date:</b>	<b>8/1/2016</b>
<b># of Annual Payments Left on Lease</b>	<b>3</b>
<b>All Warranties and Service Contracts Expire:</b>	<b>6/30/2022</b>
<b>SPC's FM Audit Print Management Software Loaded</b>	<b>Yes</b>
<b>Printer Contract</b>	<b>Yes</b>

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 Rhonda,

There are 2 machines that are getting up there in age. These are the two Toshiba copiers we brought over from the old lease, so I would not try to address them this year as they are under the same warranty as the rest of your equipment.

It is important to not ignore machines that are being overused or underused. I only noticed two printers that are doing under 500 sheets a year. These printers might be moved elsewhere in the district should the need arise for a spare printer.

There are some options that could be discussed. Also, keep in mind there are some powerful print management software that you may want to consider this time around. (See page #11)

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 High	Main Office	Toshiba e-Studio 4540c	CME328868	A-COPI	05/2011
Central Middle	Main Office	Toshiba e-Studio 4540c	CME328871	A-COPI	05/2011

## Non Contracted Devices

**RSU 64 - East Corinth**

Make - Model	Serial Number	IP Address	Last Update
HP LASERJET 4200	USGNN40401	192.168.1.200	9/12/2018 7:40:33 AM
Kyocera FS-C5350DN	QVQ3409644	192.168.68.56	10/7/2018 7:40:21 AM

**Machine Count: 2...** Our goal with the next upgrade is to get all non contract devices under a CPC agreement. Kyocera unit was a traded machine that never got removed. Still reporting so it must be operational with no CPC agreement.



## **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

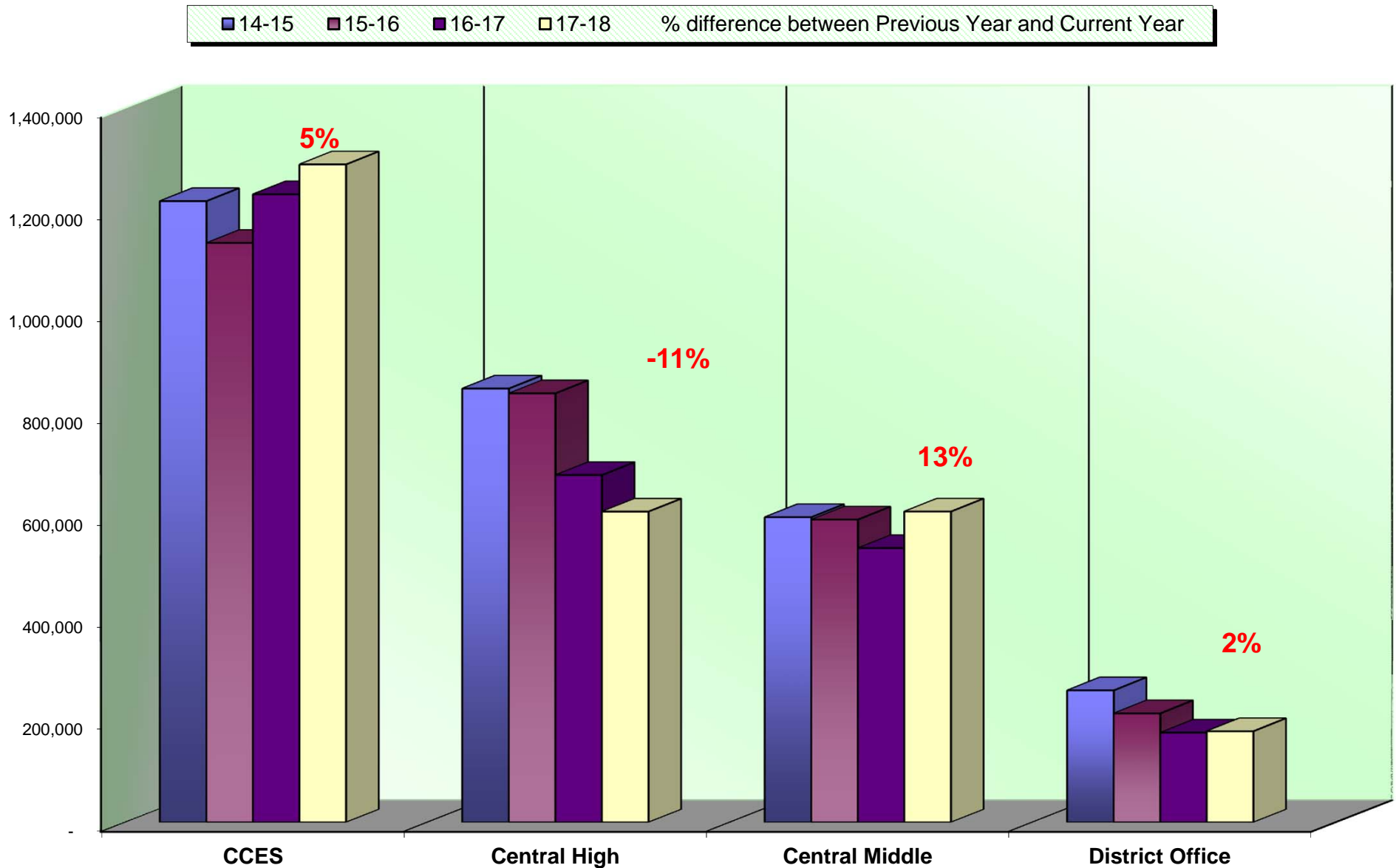
Previous

Next

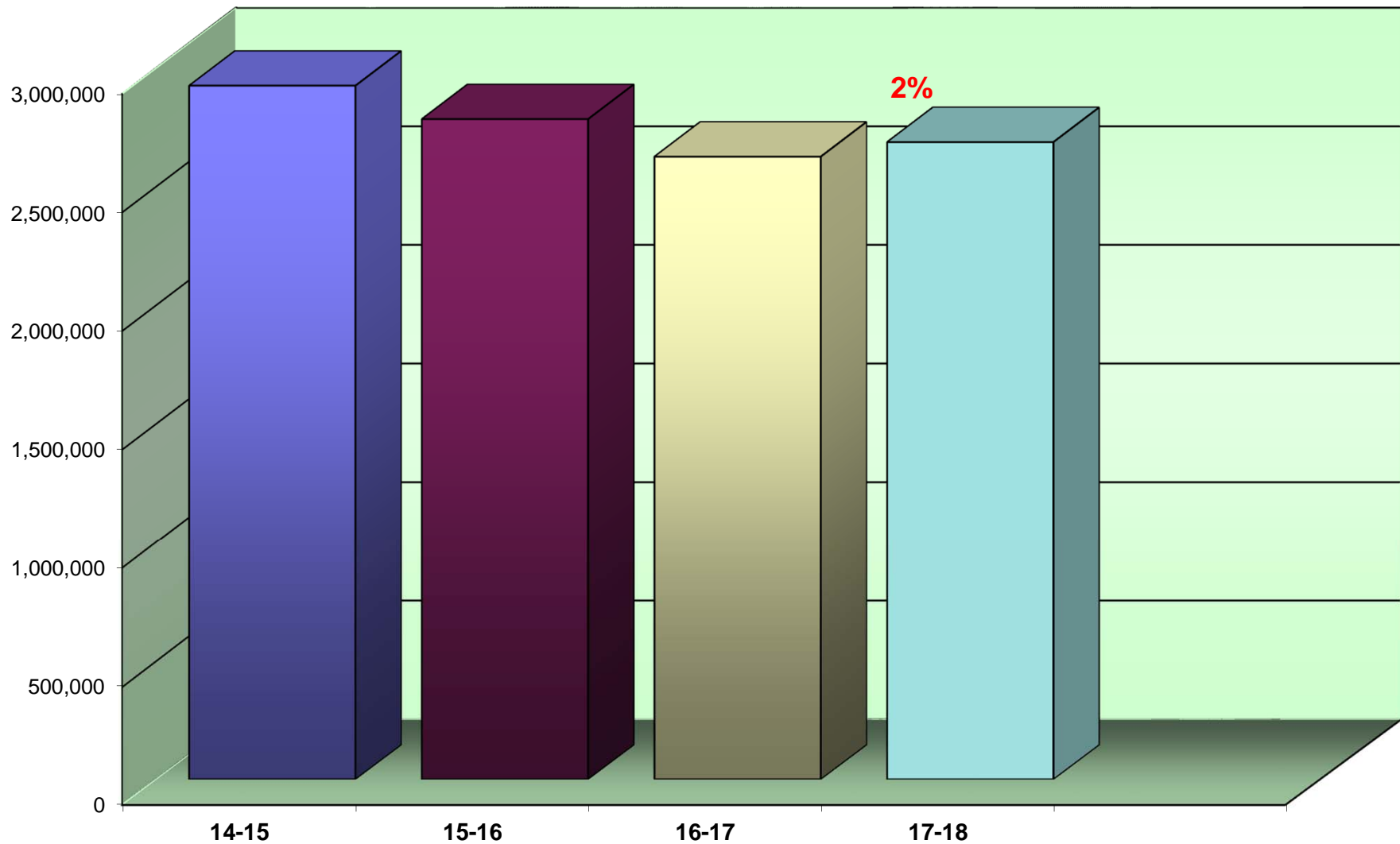
Request Service History

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 Community Elementary Sc	545	1,289,296	\$23,759.88	2,366	\$43.60
Central High	297	609,375	\$11,627.12	2,052	\$39.15
Central Middle	228	609,488	\$11,423.74	2,673	\$50.10
RSU 64 District Office	0	180,021	\$3,351.56	0	\$0.00
<b>Totals</b>	<b>1,070</b>	<b>2,688,180</b>	<b>\$50,162.29</b>	<b>2,512</b>	<b>\$46.88</b>

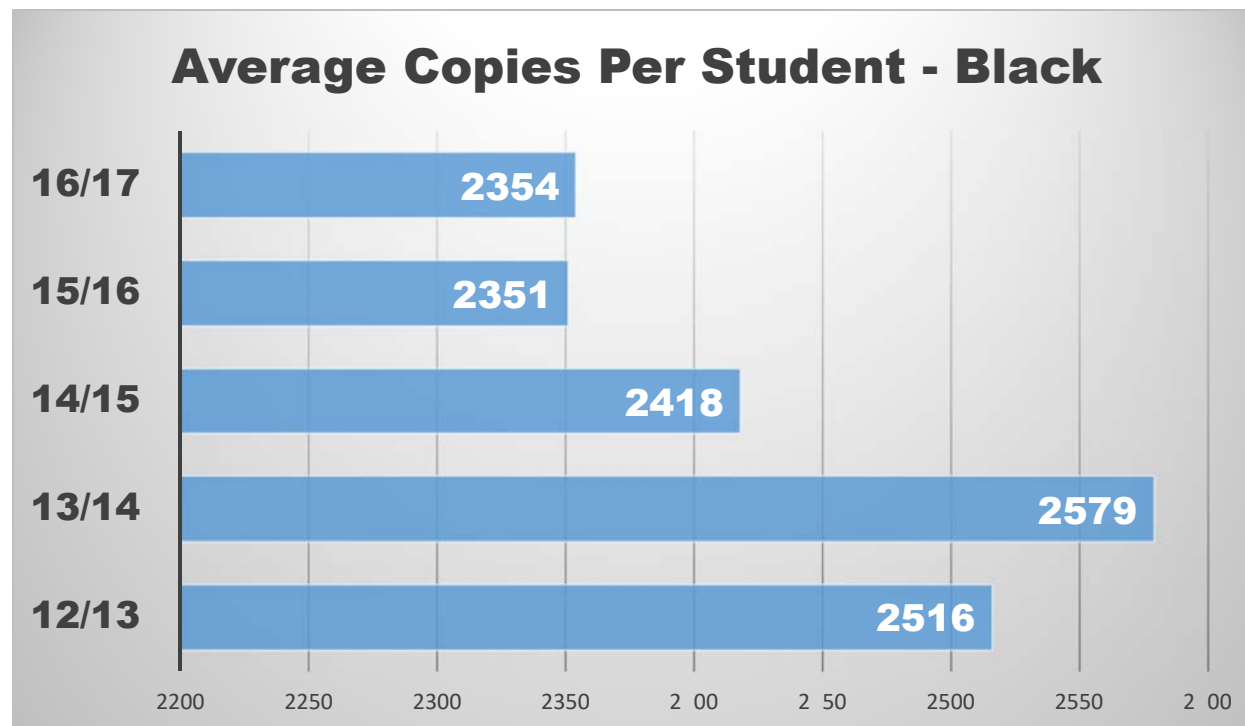
*\*Total School Cost refers to the cost of Service & Supplies, Paper, and Equipment. See Projected Equipment Costs by Building table later in this Report.*

### 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.

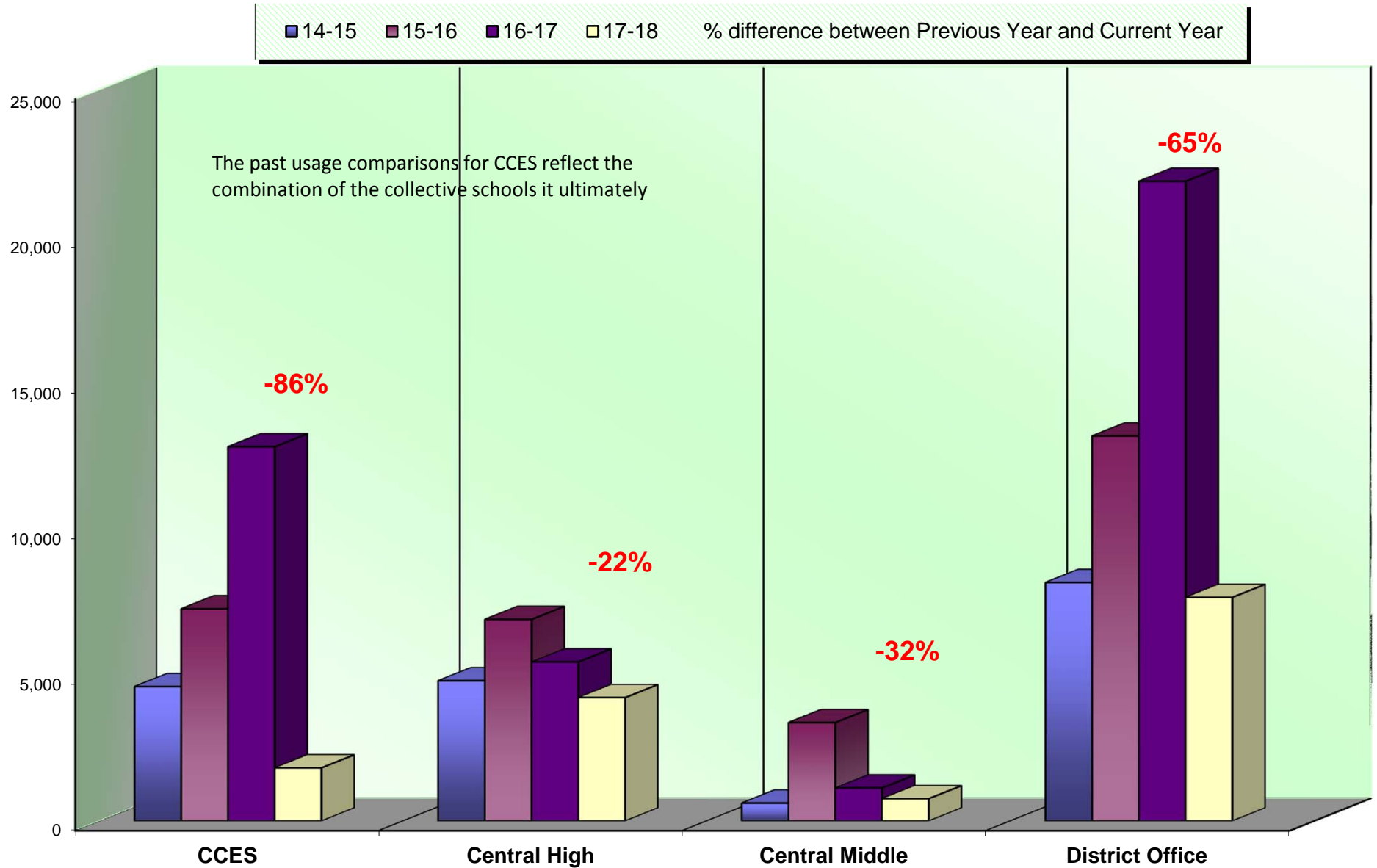
	<b>Total Student Population</b>	<b>Total Annual Volume</b>	<b>Total District Cost*</b>	<b>Annual Copies Per Student</b>	<b>Annual Cost Per Student</b>
All Schools w/Student Populations	88,906	209,301,843	\$4,194,294.05	2,354	\$47.17

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

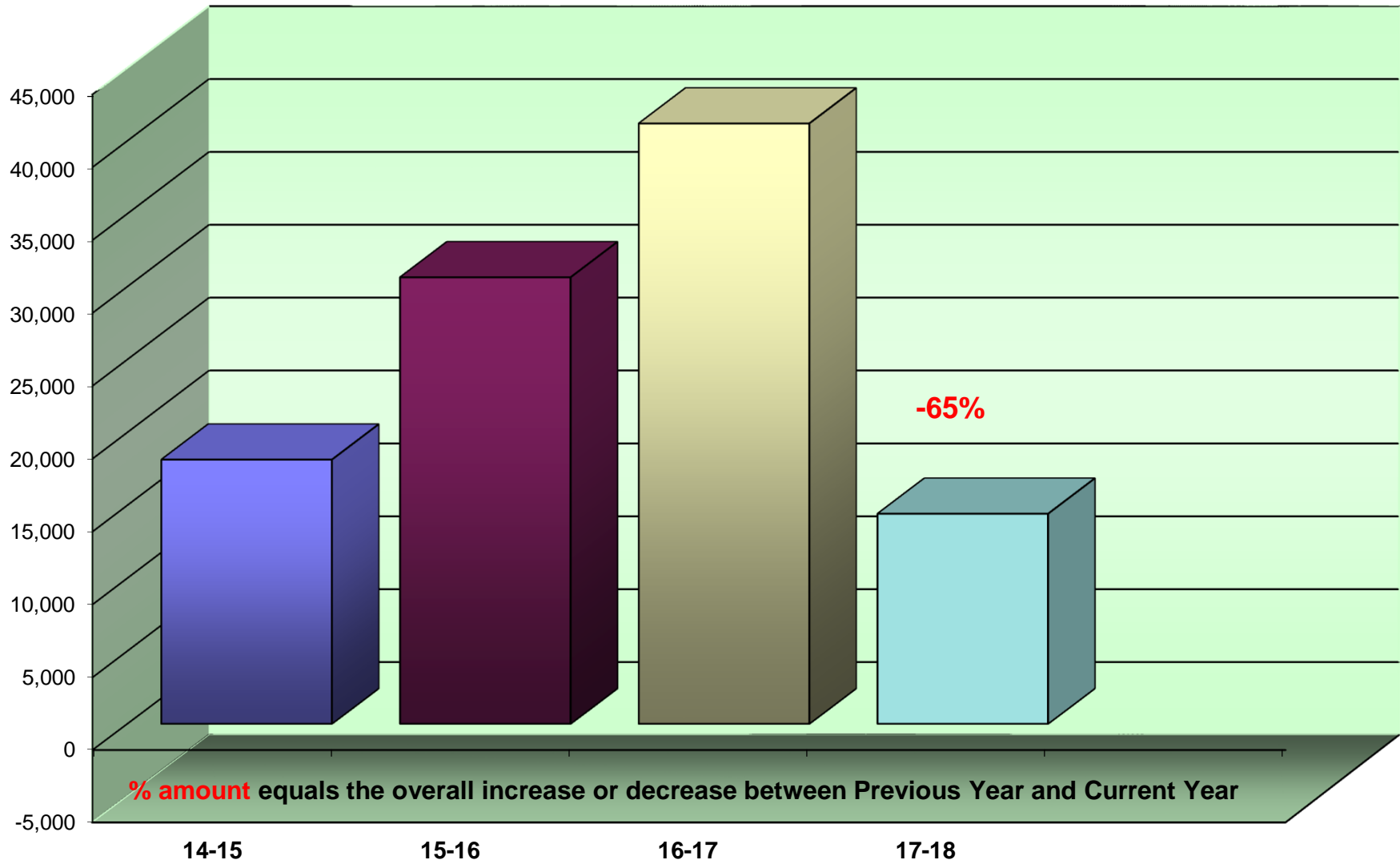




## Annual Color Volume by Building



## Annual Color Volume Overall



## 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 Community Elementary Sc	545	1,813	\$84.74	3	\$0.16
Central High	297	4,211	\$221.41	14	\$0.75
Central Middle	228	760	\$39.96	3	\$0.18
RSU 64 District Office	0	7,636	\$356.91	0	\$0.00
<b>Totals</b>	<b>1,070</b>	<b>14,420</b>	<b>\$703.02</b>	<b>13</b>	<b>\$0.66</b>

*\*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 future High Color Usage. See Page #11 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.*

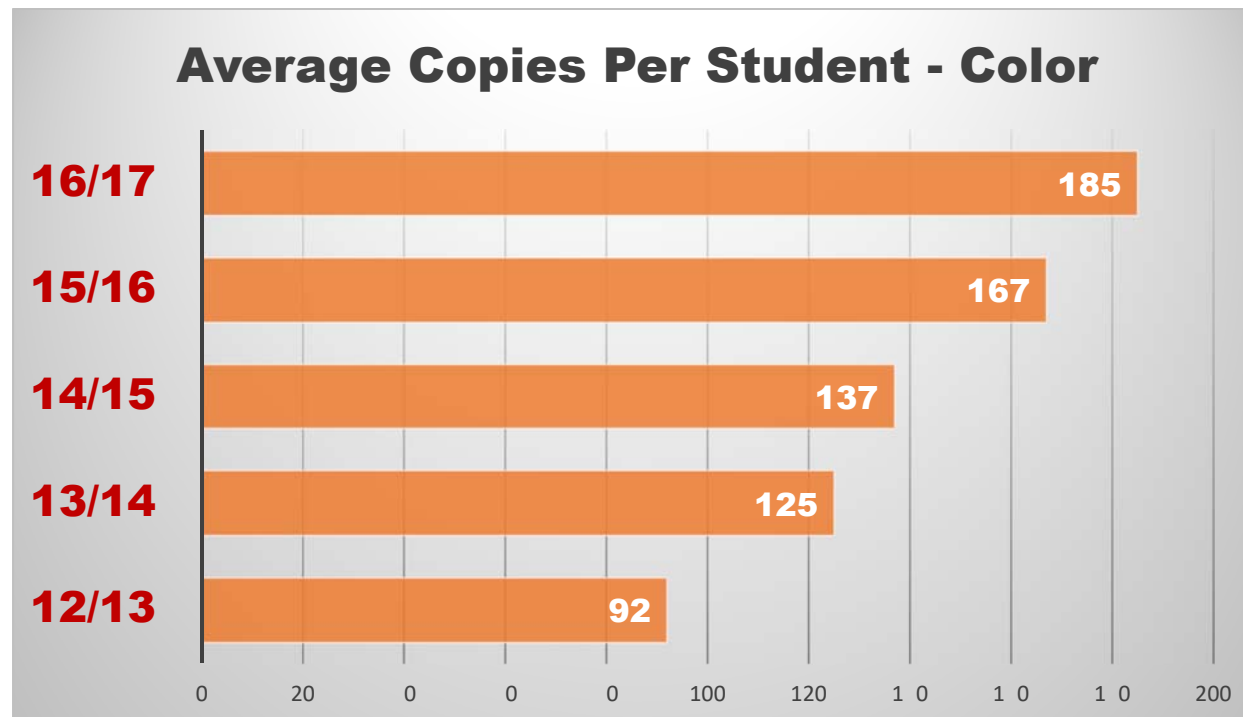
<b><i>District Wide Black Totals</i></b>	<b>2,688,180</b>	<b>\$10,537.79</b>
<b><i>District Wide Color Totals</i></b>	<b>14,420</b>	<b>\$683.91</b>

### Cost Comparison – Color Only

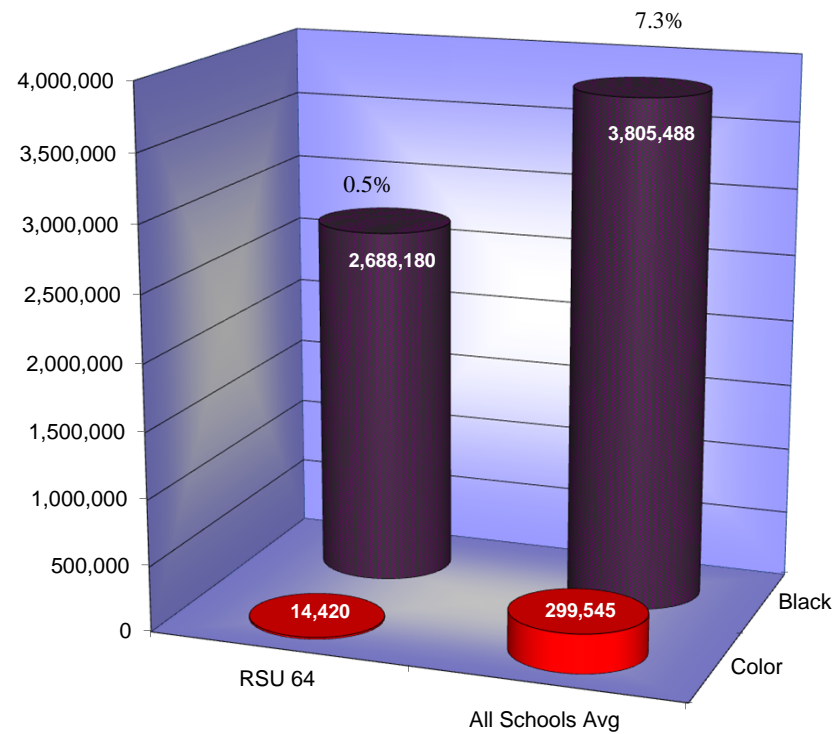
This is an SPC Comparison contrasting your district with other client school districts throughout the states of Maine, New Hampshire, and Vermont. By comparing to the Average Student to Copy Usage, this will help you to set up future budgets if student populations increase or decrease within the district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

	<i><b>Total Student Population</b></i>	<i><b>Total Annual Volume</b></i>	<i><b>Total District Cost*</b></i>	<i><b>Annual Copies Per Student</b></i>	<i><b>Annual Cost Per Student</b></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.



### Color to Total Volume Percentage



## *Usage Profile for Service & Supplies*

The usage analysis shown here provides an overview of the usage of each piece of equipment currently under contract and monitored by SPC. Projected Volume comparison is based on projected volume figured on your most recent Five-Year Equipment Replacement Schedule.

<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2016</i>				
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>			<i>2017-18</i>		
<i>Vendor</i>	<i>7/1/2017</i>	<i>6/30/2018</i>	<i>Annual</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
	<i>Meter</i>	<i>Meter</i>	<i>Volume</i>	<i>Annual Cost</i>	
<b>CENTRAL COMMUNITY ELEMENTAR</b>					
<b><i>2nd Floor Hallway Printer</i></b>					
Kyocera FS-4100DN / 45 PPM	35,581	74,722	39,141	\$0.006400	None at this time.
NUK3509291 / 4043				\$250.50	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>A-COPI</b>					
<b><i>2nd Floor Work Room</i></b>					
Toshiba e-Studio 857 / 85 PPM	400,696	834,009	433,313	\$0.003580	None at this time.
CALE29077 / 6096				\$1,551.26	
5,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>A-COPI</b>					
<b><i>First Grade Work Room</i></b>					
Toshiba e-Studio 857 / 85 PPM	516,753	1,041,310	524,557	\$0.003580	None at this time.
CALE29087 / 6101				\$1,877.91	
5,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
<b>A-COPI</b>					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/1/2016	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
CENTRAL COMMUNITY ELEMENTAR						
Library						
Toshiba e-Studio 857 / 85 PPM CALE29081 / 6104 5,000,000 / 06/2014 Black Photocopier A-COPI	99,918  0	193,184  0	93,266  0	\$0.003580 \$333.89 \$0.00000 \$0.00	None at this time.	
Main Office						
Kyocera P2135DN / 37 PPM LVK6442396 / 6183 750,000 / 03/2014 Black Network Printer A-COPI	0  0	195  0	195  0	\$0.006400 \$1.25 \$0.00000 \$0.00	Underused!	
Principal and Secretary Work Room						
Toshiba E-Studio 6570C / 70 PPM SSAF90728 / 6106 4,000,000 / 04/2014 Color Photocopier A-COPI	188,888  12,784	374,654  14,597	185,766  1,813	\$0.003580 \$665.04 \$0.04547 \$82.44	None at this time.	
Resource Alcove Printer						
Kyocera FS-2100DN / 42 PPM LQA6436243 / 6190 1,000,000 / 10/2012 Black Network Printer A-COPI	8,037  0	21,095  0	13,058  0	\$0.006400 \$83.57 \$0.00000 \$0.00	None at this time.	

<i>Make-Model / Speed</i>				<i>Date of Last Upgrade: 8/1/2016</i>	
<i>Serial Number / Vendor ID</i>					
<i>Life / Intro Date</i>					
<i>Vendor</i>	<i>7/1/2017</i>	<i>6/30/2018</i>	<i>2017-18</i>	<i>Cost/Copy</i>	<i>Recommendations</i>
	<i>Meter</i>	<i>Meter</i>	<i>Annual</i>	<i>Annual Cost</i>	
<b>CENTRAL COMMUNITY ELEMENTAR</b>					



Make-Model / Speed					Date of Last Upgrade: 8/1/2016	
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	
CENTRAL HIGH						
Guidance Office						
Kyocera FS-4100DN / 45 PPM	71,266	87,298	16,032	\$0.006400	None at this time.	
NUK3206392 / 3486				\$102.60		
1,000,000 / 10/2012	0	0	0	\$0.000000		
Black Network Printer				\$0.00		
A-COPI						
Toshiba e-Studio 456 / 45 PPM	95,241	115,484	20,243	\$0.003580	None at this time.	
C2EC37456 / 4254				\$72.47		
1,000,000 / 02/2012	0	0	0	\$0.000000		
Black Photocopier				\$0.00		
A-COPI						
Gym Office						
Kyocera P2135DN / 37 PPM	2,238	3,311	1,073	\$0.006400	None at this time.	
LVK6442389 / 6173				\$6.87		
750,000 / 03/2014	0	0	0	\$0.000000		
Black Network Printer				\$0.00		
A-COPI						

					Date of Last Upgrade: 8/1/2016
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
CENTRAL HIGH					
Library Copy Room					
Toshiba e-Studio 756 / 75 PPM CKL211833 / 3626 4,000,000 / 02/2012 Black Photocopier	845,501  0	925,287  0	79,786  0	\$0.003580 \$285.63 \$0.00000 \$0.00	None at this time.
A-COPI					
Toshiba e-Studio 757 / 75 PPM CABE20162 / 6094 4,000,000 / 06/2014 Black Photocopier	135,265  0	344,713  0	209,448  0	\$0.003580 \$749.82 \$0.00000 \$0.00	None at this time.
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor				Date of Last Upgrade: 8/1/2016	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
CENTRAL HIGH					
Main Office					
Kyocera FS-4100DN / 45 PPM NUK3206381 / 3490 1,000,000 / 10/2012 Black Network Printer	19,679  0	22,156  0	2,477  0	\$0.006400 \$15.85 \$0.00000 \$0.00	None at this time.
A-COPI					
Kyocera P2135DN / 37 PPM LVK6442390 / 6175 750,000 / 03/2014 Black Network Printer	2,314  0	24,482  0	22,168  0	\$0.006400 \$141.88 \$0.00000 \$0.00	None at this time.
A-COPI					
Toshiba e-Studio 4540c / 45 PPM CME328868 / 4262 1,000,000 / 05/2011 Color Photocopier	261,949  21,001	312,520  25,212	50,571  4,211	\$0.003990 \$201.78 \$0.05115 \$215.39	7 years from Intro.
A-COPI					
Nurse's Office					
Kyocera P2135DN / 37 PPM LVK6442399 / 6174 750,000 / 03/2014 Black Network Printer	651  0	1,009  0	358  0	\$0.006400 \$2.29 \$0.00000 \$0.00	Underused!
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date				Date of Last Upgrade: 8/1/2016	
Vendor	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations
CENTRAL HIGH					
Room A-1					
Kyocera P2135DN / 37 PPM	7,209	15,435	8,226	\$0.006400	None at this time.
LVK6442388 / 6176				\$52.65	
750,000 / 03/2014	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Room A-12					
Kyocera FS-4100DN / 45 PPM	44,660	56,308	11,648	\$0.006400	None at this time.
NUK3206394 / 3489				\$74.55	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Room A-13					
Kyocera FS-2100DN / 42 PPM	47,549	88,135	40,586	\$0.006400	None at this time.
LQA6435686 / 6189				\$259.75	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
A-COPI					
Room A-14					
Toshiba e-Studio 456 / 45 PPM	228,821	290,030	61,209	\$0.003580	None at this time.
C2EC37428 / 4252				\$219.13	
1,000,000 / 02/2012	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					

Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor					Date of Last Upgrade: 8/1/2016	
	7/1/2017 Meter	6/30/2018 Meter	2017-18 Annual Volume	Cost/Copy Annual Cost	Recommendations	
CENTRAL HIGH						
Room A-2						
Kyocera P2135DN / 37 PPM LVK6442400 / 6177 750,000 / 03/2014 Black Network Printer A-COPI	6,118  0	11,321  0	5,203  0	\$0.006400 \$33.30 \$0.00000 \$0.00	None at this time.	
Room B-1						
Kyocera P2135DN / 37 PPM LVK6442393 / 6178 750,000 / 03/2014 Black Network Printer A-COPI	10,914  0	24,402  0	13,488  0	\$0.006400 \$86.32 \$0.00000 \$0.00	None at this time.	
Room B-5						
Kyocera FS-4100DN / 45 PPM NUK3206391 / 3473 1,000,000 / 10/2012 Black Network Printer A-COPI	26,897  0	36,677  0	9,780  0	\$0.006400 \$62.59 \$0.00000 \$0.00	None at this time.	
Room B-7						
Kyocera P2135DN / 37 PPM LVK6442387 / 6179 750,000 / 03/2014 Black Network Printer A-COPI	4,479  0	22,937  0	18,458  0	\$0.006400 \$118.13 \$0.00000 \$0.00	None at this time.	

Date of Last Upgrade: 8/1/2016					
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
CENTRAL HIGH					
Room C-1 Library					
Toshiba e-Studio 456 / 45 PPM C2DC36535 / 4269 1,000,000 / 02/2012 Black Photocopier A-COPI	216,735  0	250,445  0	33,710  0	\$0.003580 \$120.68 \$0.00000 \$0.00	None at this time.
Room C-3					
Kyocera P2135DN / 37 PPM LVK6442397 / 6180 750,000 / 03/2014 Black Network Printer A-COPI	3,182  0	6,204  0	3,022  0	\$0.006400 \$19.34 \$0.00000 \$0.00	None at this time.
Room C-7					
Kyocera P2135DN / 37 PPM LVK6442386 / 6181 750,000 / 03/2014 Black Network Printer A-COPI	1,314  0	3,203  0	1,889  0	\$0.006400 \$12.09 \$0.00000 \$0.00	None at this time.
Subtotals Black			609,375	\$2,637.73	
Subtotals Color			4,211	\$215.39	

Date of Last Upgrade: 8/1/2016						
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	
CENTRAL MIDDLE						
Guidance						
Kyocera P2135DN / 37 PPM LVK6442381 / 6182 750,000 / 03/2014 Black Network Printer	1,770  0	6,133  0	4,363  0	\$0.006400 \$27.92 \$0.00000 \$0.00	None at this time.	
A-COPI						
Library						
Kyocera FS-4100DN / 45 PPM NUK3206348 / 3472 1,000,000 / 10/2012 Black Network Printer	141,181  0	177,593  0	36,412  0	\$0.006400 \$233.04 \$0.00000 \$0.00		None at this time.
A-COPI						
Library Annex						
Toshiba e-Studio 456 / 45 PPM C2DC36532 / 4006 1,000,000 / 02/2012 Black Photocopier	254,936  0	276,678  0	21,742  0	\$0.003580 \$77.84 \$0.00000 \$0.00	None at this time.	
A-COPI						

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>					<i>Date of Last Upgrade: 8/1/2016</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>
<b>CENTRAL MIDDLE</b>					
<b>Main Office</b>					
Kyocera FS-4100DN / 45 PPM	45,139	48,418	3,279	\$0.006400	None at this time.
NUK3106220 / 3469				\$20.99	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>A-COPI</b>					
Toshiba e-Studio 4540c / 45 PPM	383,945	486,523	102,578	\$0.003990	7 years from Intro.
CME328871 / 3646				\$409.29	
1,000,000 / 05/2011	13,092	13,852	760	\$0.05115	
Color Photocopier				\$38.87	
<b>A-COPI</b>					
<b>Room 101</b>					
Kyocera FS-4100DN / 45 PPM	49,238	64,099	14,861	\$0.006400	None at this time.
NUK2X03611 / 4023				\$95.11	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>A-COPI</b>					
<b>Room 102</b>					
Kyocera FS-4100DN / 45 PPM	74,638	91,756	17,118	\$0.006400	None at this time.
NUK3206288 / 3470				\$109.56	
1,000,000 / 10/2012	0	0	0	\$0.00000	
Black Network Printer				\$0.00	
<b>A-COPI</b>					



<i>Make-Model / Speed</i>	<i>Date of Last Upgrade: 8/1/2016</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>
<b>CENTRAL MIDDLE</b>					
<b><i>Teachers Room 2nd Floor</i></b>					
Toshiba e-Studio 757 / 75 PPM	368,519	777,654	409,135	\$0.003580	None at this time.
CABF31312 / 6105				\$1,464.70	
4,000,000 / 06/2014	0	0	0	\$0.00000	
Black Photocopier				\$0.00	
A-COPI					
	<b><i>Subtotals Black</i></b>		<b>609,488</b>	<b>\$2,438.44</b>	
	<b><i>Subtotals Color</i></b>		<b>760</b>	<b>\$38.87</b>	

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date</i>				<i>Date of Last Upgrade: 8/1/2016</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>
<b>RSU 64 DISTRICT OFFICE</b>					
<b>Admin Asst.</b>					
Kyocera FS-4100DN / 45 PPM	21,580	23,209	1,629	\$0.006400	None at this time.
NUK2X03603 / 4021				\$10.43	
1,000,000 / 10/2012	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
<b>A-COPI</b>					
<b>Finance</b>					
HP Laser Jet Pro M401dn / 35 PPM	37,751	43,314	5,563	\$0.006400	None at this time.
VNB3X27680 / 4064				\$35.60	
750,000 / 06/2012	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
<b>A-COPI</b>					
<b>SPED</b>					
Kyocera FS-4100DN / 45 PPM	38,724	50,583	11,859	\$0.006400	None at this time.
NUK2X03604 / 4022				\$75.90	
1,000,000 / 10/2012	0	0	0	\$0.000000	
Black Network Printer				\$0.00	
<b>A-COPI</b>					
<b>Work Room 1</b>					
Toshiba e-Studio 557 / 55 PPM	112,950	187,126	74,176	\$0.003580	None at this time.
CAGE24764 / 5892				\$265.55	
3,000,000 / 06/2014	0	0	0	\$0.000000	
Black Photocopier				\$0.00	
<b>A-COPI</b>					

<i>Make-Model / Speed Serial Number / Vendor ID Life / Intro Date Vendor</i>				<i>Date of Last Upgrade: 8/1/2016</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>
<b>RSU 64 DISTRICT OFFICE</b>					
<b>Work Room 2</b>					
Toshiba e-Studio 5560c / 55 PPM	44,893	131,687	86,794	\$0.003580	None at this time.
CSHE21252 / 6099				\$310.72	
3,000,000 / 04/2014	21,856	29,492	7,636	\$0.04547	
Color Photocopier				\$347.21	
A-COPI					
<b>Subtotals Black</b>			<b>180,021</b>	<b>\$698.20</b>	
<b>Subtotals Color</b>			<b>7,636</b>	<b>\$347.21</b>	

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<i>District Wide Black Totals</i>	2,688,180	\$10,537.79
<i>District Wide Color Totals</i>	14,420	\$683.91

## 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 2/1/1996** 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
2,688,180	\$0.01450	\$38,978.61

### CURRENTLY WITH SPC

Current Volume	Current CPC*	Current Cost	Cost Savings	5 Year Savings
2,688,180	\$0.00392	\$10,537.67	\$28,440.94	\$142,204.72

*Today the Cooperative Buying of SPC has netted annual cost savings, on average, of \$28,440.94 x 22 years as a Client*

**= \$625,700.78 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 Community Elementary School	1,289,296	\$4,896.55	\$6,397.49	\$12,465.84	\$23,759.88
Central High	609,375	\$2,711.52	\$3,023.72	\$5,891.87	\$11,627.12
Central Middle	609,488	\$2,506.49	\$3,024.28	\$5,892.97	\$11,423.74
RSU 64 District Office	180,021	\$717.73	\$893.26	\$1,740.57	\$3,351.56
<b>Total</b>	<b>2,688,180</b>	<b>\$10,832.29</b>	<b>\$13,338.75</b>	<b>\$25,991.25</b>	<b>\$50,162.29</b>

### *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 Community Elementary School	1,813	\$84.74
Central High	4,211	\$221.41
Central Middle	760	\$39.96
RSU 64 District Office	7,636	\$356.91
<b><i>Total</i></b>	<b>14,420</b>	<b>\$703.02</b>

## *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
A-COPI	Black Network Printer	301,886	\$0.00640	\$1,932.07	\$0.00658	\$1,986.41
A-COPI	Black Photocopier	1,960,585	\$0.00358	\$7,018.89	\$0.00368	\$7,214.95
A-COPI	Color Photocopier	272,560	\$0.00358	\$975.76	\$0.00368	\$1,003.02
A-COPI	Color Photocopier	153,149	\$0.00399	\$611.06	\$0.00410	\$627.91
<b>Total</b>		<b>2,688,180</b>	<b>\$0.00392</b>	<b>\$10,537.79</b>	<b>\$0.00403</b>	<b>\$10,832.29</b>



### *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
A-COPI	Color Photocopier	9,449	\$0.04547	\$429.65	\$0.04674	\$441.65
A-COPI	Color Photocopier	4,971	\$0.05115	\$254.27	\$0.05258	\$261.38
<b>Total</b>		<b>14,420</b>	<b>\$0.04743</b>	<b>\$683.91</b>	<b>\$0.04875</b>	<b>\$703.02</b>

## *Reprographic Equipment Assessment*

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

<b>Total Number of Units</b>	<b>40</b>
<b>Total Number of Units on Lease</b>	<b>21</b>
<b>Total Number of Units Owned</b>	<b>19</b>
<b>Lease Company</b>	<b>Northway Bank</b>
<b>Lease Start Date</b>	<b>8/1/2016</b>
<b>Lease End Date</b>	<b>8/1/2021</b>
<b>Term</b>	<b>5 Annual</b>
<b>Annual Payment usually due on 8/1</b>	<b>\$25,991.25</b>
<b>Remaining Payments</b>	<b>3</b>

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

*Leased Equipment*

Building	Make/Model	Serial Number
Central Community Elementary School	Kyocera P2135DN	LVK6442396
Central Community Elementary School	Toshiba e-Studio 857	CALE29081
Central Community Elementary School	Toshiba E-Studio 6570C	SSAF90728
Central Community Elementary School	Toshiba e-Studio 857	CALE29077
Central Community Elementary School	Toshiba e-Studio 857	CALE29087
Central Community Elementary School	Kyocera FS-2100DN	LQA6436243
Central High	Kyocera P2135DN	LVK6442386
Central High	Kyocera P2135DN	LVK6442399
Central High	Kyocera P2135DN	LVK6442393
Central High	Kyocera P2135DN	LVK6442387
Central High	Kyocera FS-2100DN	LQA6435686
Central High	Kyocera P2135DN	LVK6442400
Central High	Kyocera P2135DN	LVK6442388
Central High	Kyocera P2135DN	LVK6442389
Central High	Toshiba e-Studio 757	CABE20162
Central High	Kyocera P2135DN	LVK6442390
Central High	Kyocera P2135DN	LVK6442397
Central Middle	Kyocera P2135DN	LVK6442381
Central Middle	Toshiba e-Studio 757	CABF31312
RSU 64 District Office	Toshiba e-Studio 5560c	CSHE21252
RSU 64 District Office	Toshiba e-Studio 557	CAGE24764

## *Owned Equipment*

Building	Make/Model	Serial Number
Central Community Elementary School	Kyocera FS-4100DN	NUK3509291
Central High	Toshiba e-Studio 456	C2DC36535
Central High	Toshiba e-Studio 4540c	CME328868
Central High	Toshiba e-Studio 756	CKL211833
Central High	Toshiba e-Studio 456	C2EC37456
Central High	Kyocera FS-4100DN	NUK3206394
Central High	Kyocera FS-4100DN	NUK3206381
Central High	Toshiba e-Studio 456	C2EC37428
Central High	Kyocera FS-4100DN	NUK3206391
Central High	Kyocera FS-4100DN	NUK3206392
Central Middle	Kyocera FS-4100DN	NUK3206288
Central Middle	Toshiba e-Studio 4540c	CME328871
Central Middle	Kyocera FS-4100DN	NUK2X03611
Central Middle	Kyocera FS-4100DN	NUK3106220
Central Middle	Toshiba e-Studio 456	C2DC36532
Central Middle	Kyocera FS-4100DN	NUK3206348
RSU 64 District Office	Kyocera FS-4100DN	NUK2X03604
RSU 64 District Office	HP Laser Jet Pro M401dn	VNB3X27680
RSU 64 District Office	Kyocera FS-4100DN	NUK2X03603



## 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
Angel Sawyer	asawyer@rsu64schools.org
Brett Hoogterp	brett.hoogterp@rsu64schools.org
Dawn Nickerson	dnickerson@rsu64schools.org
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Tavia Storman	tstorman@rsu64schools.org

\*If you need to verify your password or if you need to add users, please contact Alex Webster at [awebster@spccopypro.com](mailto: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 9 clients with over 1,100 devices doing more than 239 million copies and prints per year. Annually, we purchase approximately 1,100 units running over 10 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, T-1 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 up to 10 years of guaranteed performance - lags 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 10 million prints
- SPC is well respected in the industry
- SPC values our vendors and speaks highly of them to our clients.
- Additional 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 Analysisatching up the machine to installation site.
- Schedule and coordinate vendor meeting with client.
- Cover the cost of SPC surge protectors, electrical wiring, computer interface and any unexpected cost
- Manage installation.
- Audit installation.
- Capture final meter reads for old contracts.
- Lose books on old devices contracts.

### Vendor Ongoing Support

- Early 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 Loc 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 4,100 pieces of equipment;**  
**Our relationship with our vendors has never been stronger!**